

Sesame Consumption Trends in Japan

ITOCHU Corporation

伊藤忠商事株式会社

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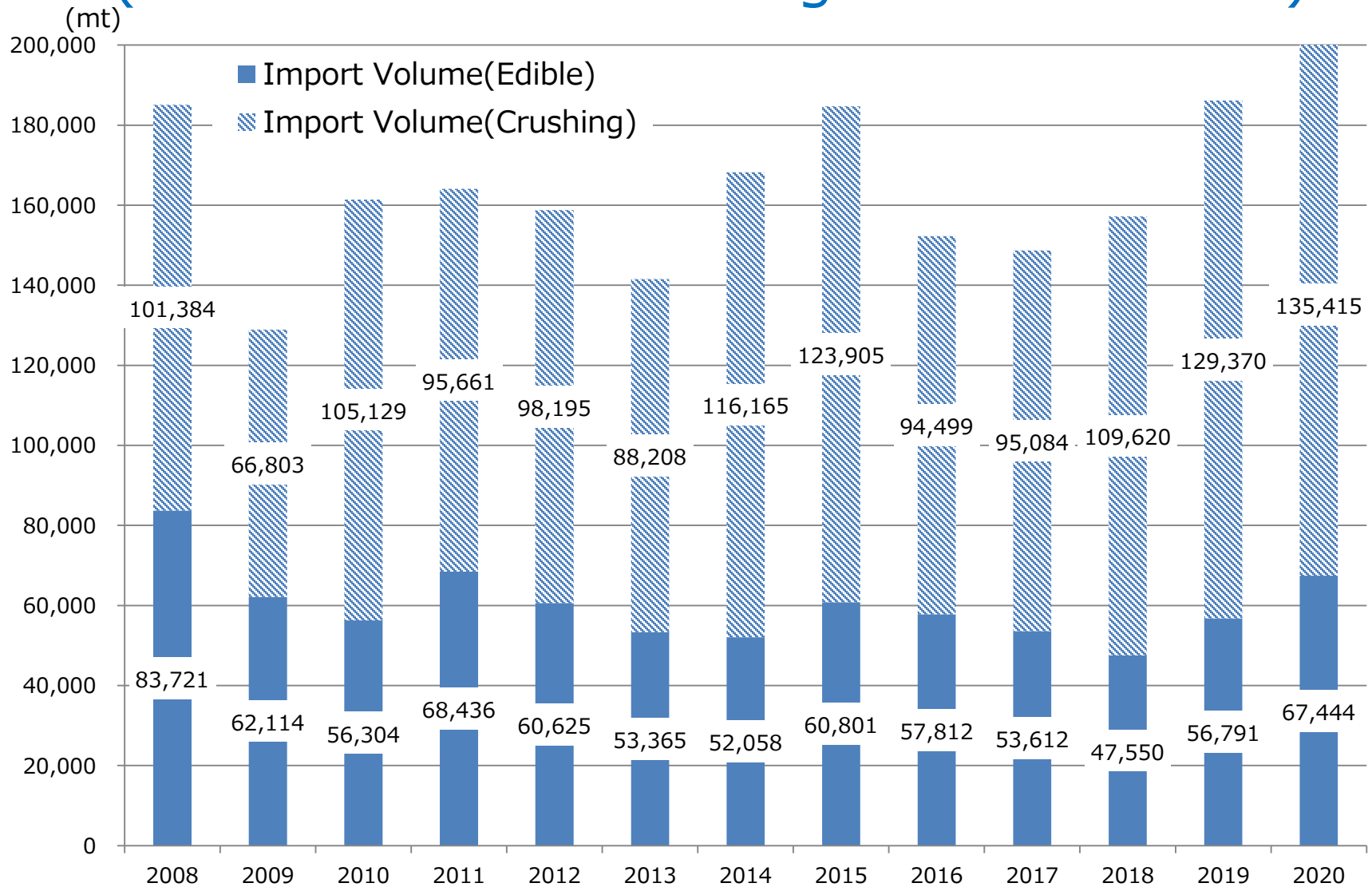
Import Volume in Japan

(Sesame Seeds Crushing & Edible Grade)

(Unit:mt)	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Nigeria	47,312	52,692	43,733	52,692	55,753	54,276	30,847	53,232	73,732	76,208
Tanzania	20,298	25,352	11,442	33,910	36,034	19,624	18,267	12,801	10,498	18,296
Burkina Faso	19,931	15,855	25,281	19,328	26,429	14,060	40,580	35,575	29,111	25,925
Paraguay	36,058	18,204	12,357	17,591	14,201	14,127	6,575	7,144	7,861	15,019
Guatemala	3,833	10,923	15,010	8,889	13,413	8,923	7,739	4,555	4,343	6,116
Mozambique	869	1,596	3,814	4,178	7,365	7,496	6,837	9,283	15,334	15,585
Myanmar	13,341	12,793	10,623	9,126	5,973	8,589	12,683	7,358	4,830	6,206
Ethiopia	2,399	6,390	4,215	5,071	3,534	4,392	5,007	8,172	13,356	11,419
Nicaragua	591	2,009	2,168	2,295	3,249	1,523	951	1,036	1,125	2,102
Pakistan	2,676	1,500	770	2,278	3,683	1,861	2,752	4,311	3,853	1,278
Turkey	2,921	1,874	1,879	1,912	2,297	3,106	2,187	1,156	1,753	1,486
Bolivia	5,059	2,350	3,102	2,649	2,016	2,628	1,545	1,440	2,410	2,087
China	1,542	3,190	809	982	1,047	571	3,551	1,176	1,091	971
Sudan	591	333	775	686	187	0	19	303	1,644	2,042
India	0	0	0	10	9	80	70	83	52	50
Others	6,676	3,759	5,595	6,626	9,516	11,055	9,086	9,545	15,168	20,074
Total	164,097	158,820	141,573	168,223	184,706	152,311	148,696	157,170	186,161	204,864

(Data:Trade Statistics of Japan)

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



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

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)

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

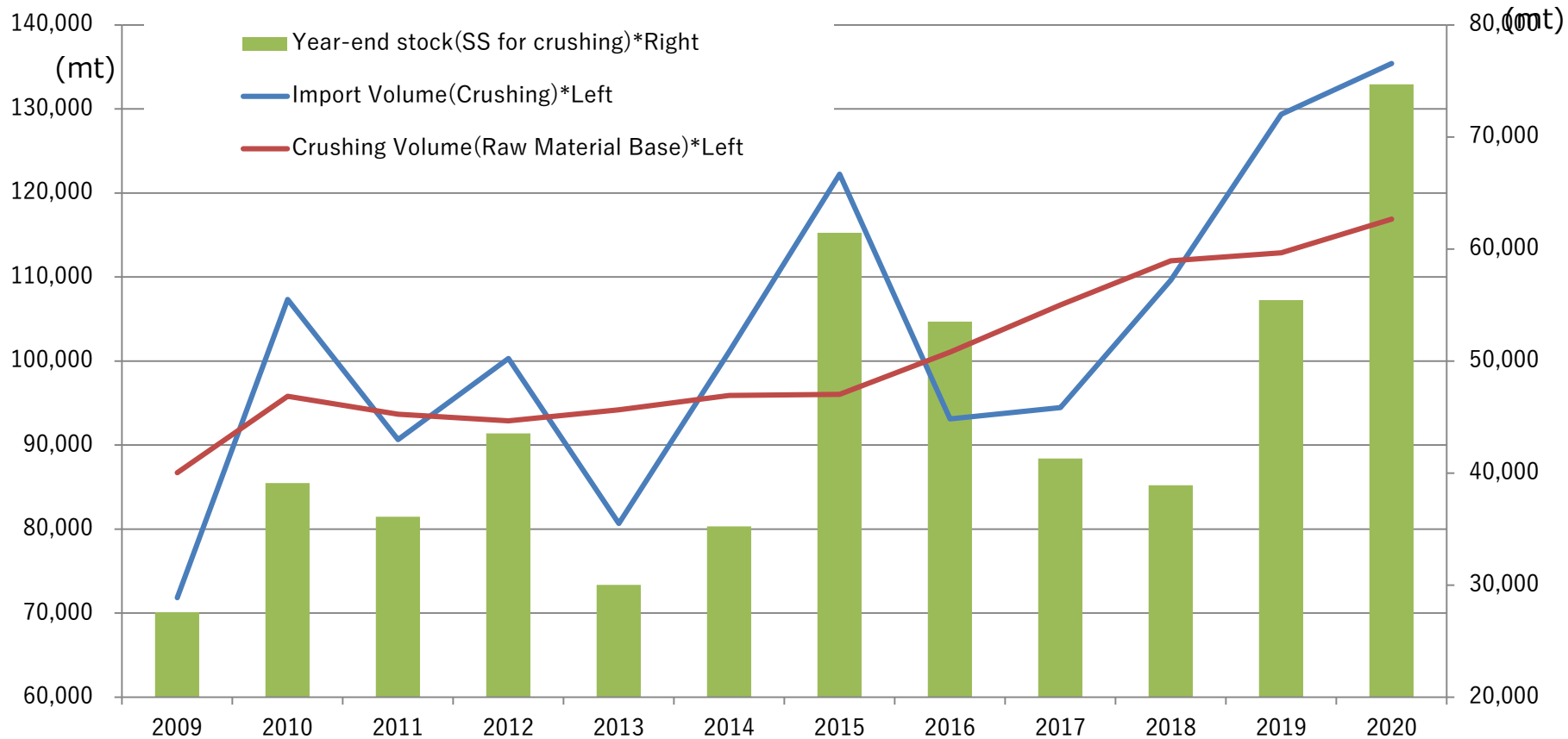
- Japanese customer choose not only purity but also...



Good Color, Taste and Flavor !

Trend of Crushing grade

(for Crushing volume & seed inventory)



	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Crushing Volume	86,720	95,821	93,656	92,890	94,187	95,918	96,026	101,052	106,667	111,929	112,874	116,897
Year-end stock(for crushing)	27,586	39,100	36,110	43,533	30,027	35,231	61,455	53,509	41,313	38,911	55,429	74,689
Ratio (end-stock/Crushing volume)	32%	41%	39%	47%	32%	37%	64%	53%	39%	35%	49%	64%

Import Volume in Japan

(Comparison btwn 2020&2021)

(Unit:mt)	2021 Jan-Aug	2020 Jan-Aug	Diff	2020	2021 (F)
Nigeria	38,890	55,033	-16,143	76,208	63,000
Burkina Faso	4,722	23,390	-18,668	25,925	6,000
Tanzania	964	2,734	-1,770	18,296	8,000
Uganda	490	0	+490	0	1,000
Africa 4 Origin Total	45,066	81,157	-36,091	120,429	78,000
Mozambique	7,570	11,615	-4,045	15,585	10,000
Ethiopia	1,688	8,720	-7,032	11,419	3,000
Othes(Africa)	8,669	7,392	+1,277	14,629	15,000
Paraguay	6,751	3,845	+2,906	15,019	10,000
Guatemala	7,544	5,541	+2,003	6,116	9,000
Others(C/S-America)	4,807	4,704	+103	7,561	8,000
Egypt	1,010	2,166	-1,156	2,873	1,500
Turkey	871	1,393	-522	1,486	1,500
Myanmar	2,338	6,006	-3,668	6,206	3,000
Pakistan	2,334	1,063	+1,271	1,278	4,000
Others	1,304	2,004	-700	2,263	2,000
Grand Total	89,952	135,606	-45,654	204,864	145,000

(Data: Trade Statistics of Japan)

* 2021(F)···Itochu's Forecast

Crushing Grade

*Jan-Aug,2021
-Inventory Adjustment
-Delay Shipment from Nigeria

*Sep-Dec,2021
-Arrival of Nigeria cargo(old crop)
-Less Supply from Tanzania
-Shit to new African origin

Edible Grade

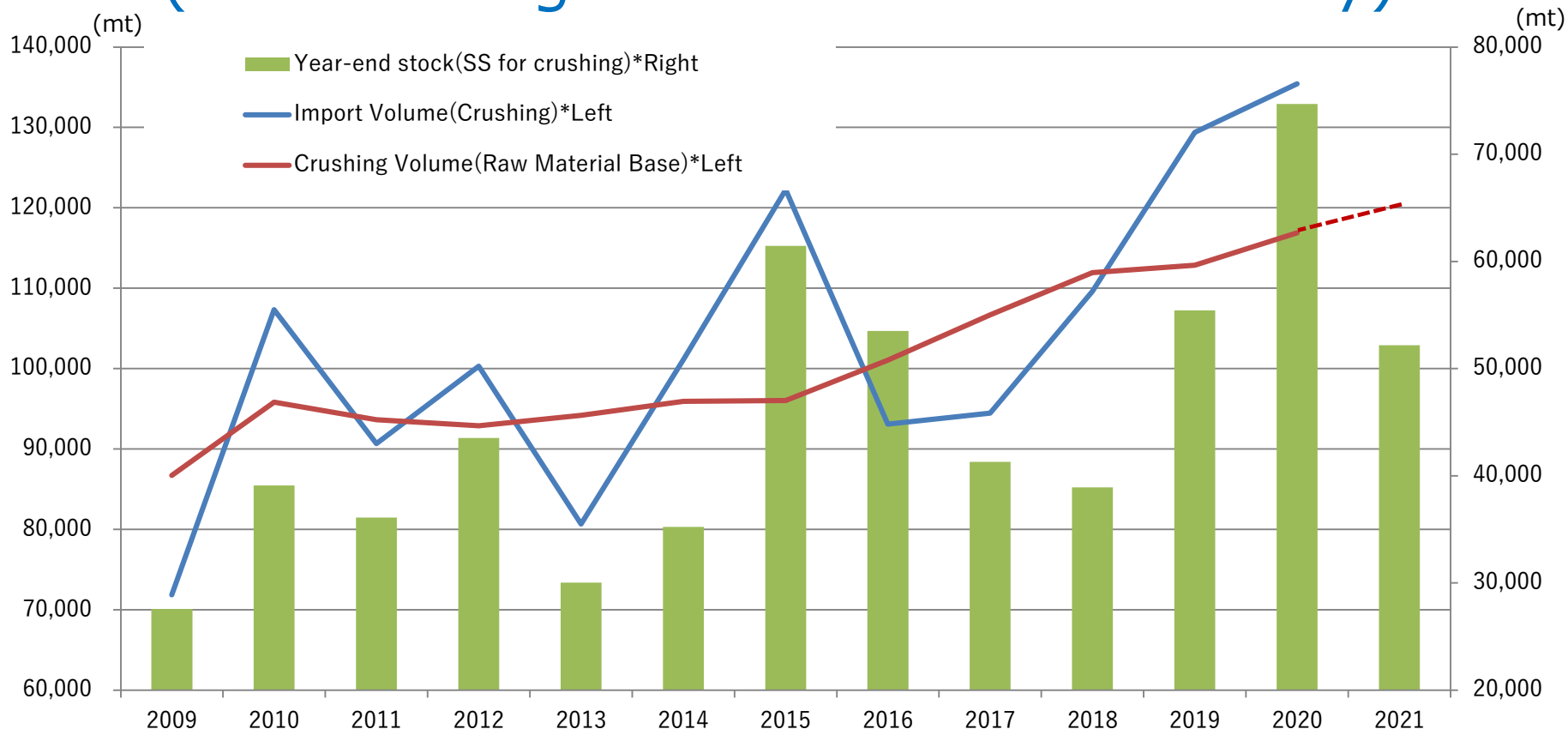
*Jan-Aug, 2021
-Inventory Adjustment
-Less Supply from Ethiopia and Myanmar
-Going back to
Central/South American origin

*Sep-Dec,2021
-Less Supply from Mozambique

Import volume in 2021
Significant decreasing
to 140,000mt?

Trend of Crushing grade

(for Crushing volume & seed inventory)



	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021(F)
Crushing Volume	86,720	95,821	93,656	92,890	94,187	95,918	96,026	101,052	106,667	111,929	112,874	116,897	120,000
Year-end stock(for crushing)	27,586	39,100	36,110	43,533	30,027	35,231	61,455	53,509	41,313	38,911	55,429	74,689	52,192
Ratio (end-stock/Crushing volume)	32%	41%	39%	47%	32%	37%	64%	53%	39%	35%	49%	64%	43%

*2021(F) : Year-end stock(as of Aug,2021). Crushing Volume = Estimation

Export Volume in Japan

(Sesame Seeds Oil)

(Unit:mt)	2013	2014	2015	2016	2017	2018	2019	2020	2021 (Jan-Aug)
U.S.A	4,734	4,597	5,063	5,687	5,810	6,143	6,204	6,088	4,441
Canada	691	774	537	826	820	868	921	871	776
China	904	664	703	854	943	989	993	1,058	655
Singapore	27	160	295	450	423	438	613	32	309
Holland	17	24	24	23	33	15	26	89	76
Germany	22	13	54	51	44	76	89	50	48
Australia	32	64	50	73	103	88	78	77	43
Indonesia	2	1	1	9	19	39	42	46	38
New Zealand	43	39	48	35	23	36	22	24	25
France	10	4	3	3	5	51	34	55	20
Thailand	5	8	11	14	25	31	41	24	14
Vietnam	12	10	16	9	13	19	14	18	11
S.Korea	9	10	12	8	10	16	11	18	7
Others	74	100	85	105	110	179	156	100	106
Grand Total	6,582	6,467	6,901	8,148	8,382	8,988	9,245	8,550	6,568

(Data: Trade Statistics of Japan)

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

ITOCHU Corporation

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October, 2021