

## Market Report: Pumpkin Seeds, Sunflower Seeds, Chinese Walnuts, Goji Berries, and Snow White Seeds

**Gulfood**, one of the largest food trade exhibitions in the world, serves as a key platform for suppliers and buyers in the international market. This year, we are honored and delighted to have met our customers again at the exhibition, where we discussed our ongoing issues and future collaboration prospects. We are looking forward to meeting once again at the ANUGA exhibition this fall to explore more opportunities for cooperation and development.

This market report will discuss the changes in the supply chain and their impact following the Gulfood exhibition. As the exhibition concludes, the market enters a new phase. We will analyze the dynamic changes in major markets and explore the specific impacts these changes have on our products—pumpkin seeds, walnuts, sunflower seeds, and goji berries



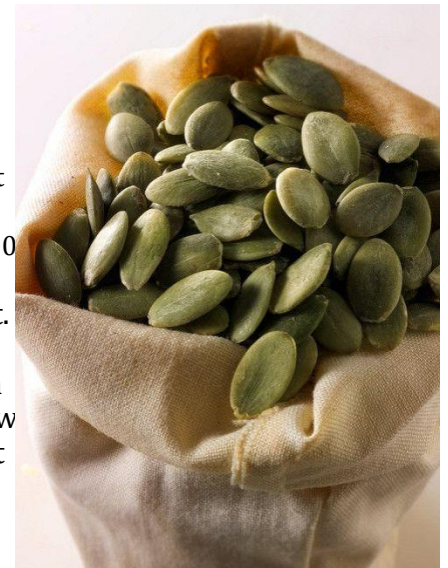
## **Pumpkin Seeds Market Overview**

The pumpkin seed market in 2024 has experienced some fluctuations, primarily due to tightening pesticide residue regulations in the European Union. While demand remains stable in the Middle East and Asia, the changes in EU regulations have introduced uncertainty in pricing. After the Gulfood exhibition, the demand for organic pumpkin seeds increased, pushing up the prices of related products.

Currently, China's supply of pumpkin seeds is sufficient, but with a decreasing availability of products that meet EU standards, prices are expected to continue rising. Organic and low-pesticide residue pumpkin seeds are experiencing a tight supply, and their prices have increased significantly. This trend is expected to last until the new harvest season. Customers should closely monitor the price dynamics of organic and low-pesticide residue products in the supply chain to adapt to possible market pressures.

## **Snow White Seeds**

Based on past market experience, our forecast in last month's market report has been proven correct: Snow White Seeds's prices have indeed risen following the Gulfood exhibition. Currently, around 4,000 tons of Snow White Seeds meet the EU standard (3% light dirty), and the same amount is available for the Middle East market. This stock includes large, medium, and small slices, with nearly no substandard products this year. The period from February to May is typically the highest sales period for Snow White Seeds, and the remaining stock should be sufficient to meet the demand from international markets.



## **Market Trends & Future Outlook**

With the shortage of organic and low-pesticide residue pumpkin seeds, prices will continue to rise. This situation will likely persist until the new harvest, especially for organic pumpkins.

## **Chinese Walnuts Market Overview**

As the 2024 harvest season draws to a close, the market situation for Chinese walnuts is becoming clearer. Although the nut yield rate has declined as the season nears its end, the possibility of price reductions remains relatively low due to tight inventory. Many industry insiders had hoped that increased walnut production in Chile would drive prices down. However, based on the current quality information we have received, this expectation has not materialized. Instead, the price of Chinese walnuts may remain stable or even increase further.

According to the latest market data, the price of Chinese walnuts has fluctuated recently, primarily driven by the scarcity of inventory. Despite the decline in nut yield rate toward the end of the season, which puts some pressure on supply, the increasing demand for high-quality walnuts—especially in the domestic and export markets—suggests that prices will remain firm in the short term.



Furthermore, changes in the global walnut market have also impacted the price of Chinese walnuts. After the Gulfood exhibition, the demand for walnuts from around the world increased, which has contributed to market uncertainty. While Chile's expected increase in production has not fully materialized, the demand for high-quality walnuts globally remains strong.

In conclusion, as the harvest season comes to an end, the price of Chinese walnuts remains high, especially for premium varieties. Prices are expected to stay within a high range. With the depletion of inventory and rising demand, the likelihood of a price drop in the Chinese walnut market in the short term is low. On the contrary, a slight price increase is possible.

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## **Sunflower Seeds Market Overview**

The sunflower seed market has seen considerable price fluctuations, mainly impacted by mildew caused by continuous rainfall in Inner Mongolia at the beginning of the 2024 season. In Inner Mongolia, which accounts for 85% of China's sunflower seed production area, heavy rainfall led to a higher rate of mildew, affecting overall market supply.

Due to the increased mildew rate, it is unlikely that sunflower seeds will be sold at low prices this year. Some low-priced products on the market might have quality issues, particularly with mildew rates that exceed most customers' acceptable limits. We have learned that some suppliers are facing the return of about 100 containers, and the returns are still ongoing.

### **Sunflower Seeds Market Trends & Future Outlook:**

Due to mildew problems and supply shortages from the production areas, the price of sunflower seeds will remain high. There is a significant risk associated with low-priced products, and customers should be cautious about purchasing potentially substandard goods.



## **Goji Berries Market Overview**

The goji berry market typically experiences price increases ahead of the new harvest season. This year, based on our current production and procurement situation, there is a shortage of organic and low-pesticide residue raw materials, causing a significant price increase—especially for organic goji berries, which have risen by 5-6 RMB per kilogram. This situation is expected to persist until the new harvest becomes available. Currently, the supply of conventional goji berries is sufficient, and their prices remain stable.

With increasing consumer interest in health foods, goji berries are seeing steady global demand, particularly in Europe and the Middle East. As a result, goji berries are gaining popularity as a nutritional supplement in these regions.

