



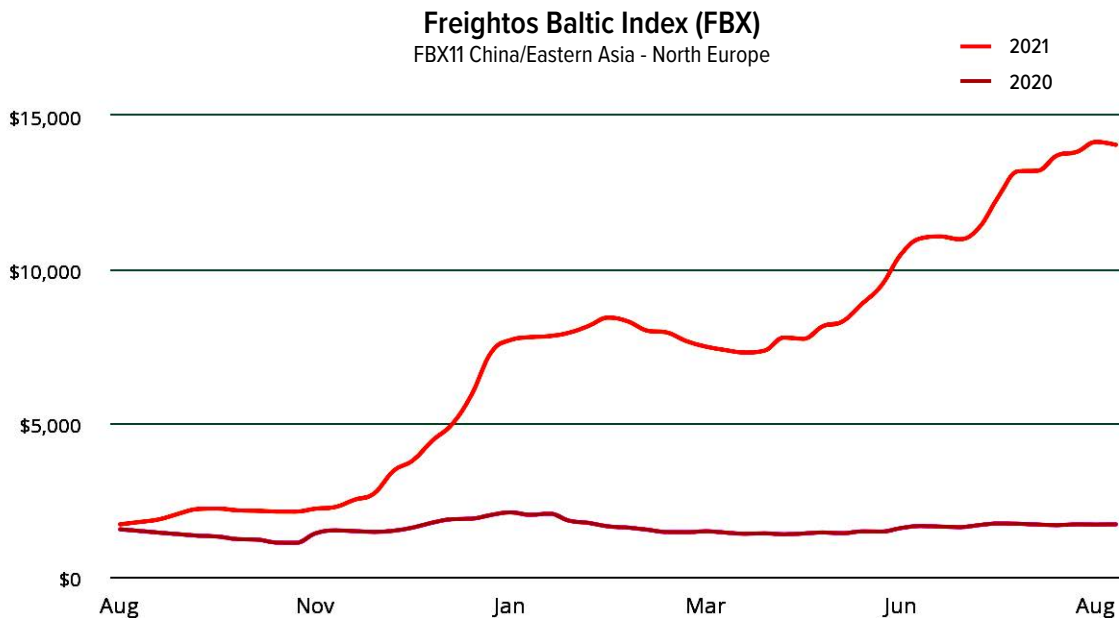
MARKET REPORT

September 2021



News

Availability is our priority. The situation remains unchanged: The macroeconomic, pandemic-related and harvest-relevant parameters are challenging. The following chart shows the sharp rise in freight rates over the last few months. At the same time, it symbolises the complexity of international supply chains in 2021.



Vegetable Oils

As stated above, availability remains the determining factor. Supplies of **Rapeseed** and **Sunflower Oil** will remain exceptionally scarce into the coming year. The pending difficult rapeseed season is being mainly driven by a poor harvest in Canada. In view of the coming harvest of sunflower seeds, we expect a depressing effect on prices for **Sunflower Oil**, albeit within strict limits. The situation with **Soybean Oil** is less strained. Our sales team is ready to take your inquiries.

Organic Sunflower: In view of pending harvest, the uncertainty on the market has caused price level inconsistencies. We expect the situation to become clearer in the course of September. Utilise our individual consultation for your short-term needs.

RSPO Palm and **RSPO Palm Kernel:** You should plan your needs well through the end of the year. Nearby positions are subject to additional mark-ups due to limited availability.

Coconut: Quantities for Q3/2021 are virtually sold out; whatever is available is subject to extensive price mark-ups. To be on the safe side, we recommend securing your needs for Q4/2021 very soon.

Sesame: The market is active on both the supply and demand side presently with slight price increases. Once again, we recommend covering your needs for at least two quarters.

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GLA: Below average harvest of **evening primrose** expected. Now that last year's inflationary speculation on the evening primrose market has eased, we believe the current circumstances should lead to stable or even a slight decline in prices. Harvest forecast and availability of **Borage** are positive, however, the price difference to evening primrose is historically large – a narrowing could lead to price increases of **Borage**. The limited supply of **Perilla** seeds is currently pushing up prices.

Wheat Germ: The price and raw material situation is currently stable. We have fresh deliveries on their way to our warehouse.

Almond: In California the situation is being shaped by high temperatures, acute water shortages and extensive fires. The signs for the oil market point to scarcity and high prices. We recommend closely coordinating your needs with our sales team, as the circumstances are extremely dynamic. The following images illustrate the water issues in California (Lake Oroville, CA):



Olive and Organic Olive: It is traditionally quiet this time of year. No price increases expected in the short-term.

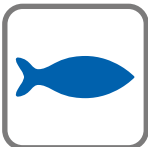
Linseed: The situation is challenging, as the market is being shaped by a variety of price drivers. Yield forecasts since the start of the harvest continue to slide. At present, down 30% in comparison to the previous year. China continues to source despite current transport issues. Improved warehousing options allow farmers to retain seeds for the purpose of raising prices. Close coordination and long-term planning are essential.

Marula: Sustainably produced **conventional** and **organic qualities** available. The wet season starts soon in the region of cultivation, during which the kernels are neither collected nor processed. Our sales team is waiting to assist you with securing your immediate needs: In addition, we suggest that you utilize the sustainability aspect for your end-customer communication.



Oleoresins

Paprika: Overall, availability is satisfactory with some deviations with certain qualities. Freight rates are at an historical high. In view of reduced acreage we do not foresee prices easing as in previous years.



Marine Products

Marine Oil, Omega-3, natural: There is little potential for price reductions, despite the successful fishing season. The surprising result of the presidential election in Peru gives cause to uncertainties about future catch quotas. Please contact us about your needs for 2022 in a timely manner so that we can secure quantities and production capacities.

Sincerely,
HENRY LAMOTTE OILS GMBH
(issued on 31.08.2021)