

## JKT Enterprises Aims at Procuring, Processing and Delivering the Best Quality of Oil Seeds



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### Overview of JKT Group

JKT Group not only exports sesame from India but also trades sesame from all over the world, including Pakistan, Togo, Nigeria, Mozambique, Brazil, Argentina, and Paraguay. We are a pioneer in terms of having shipped 19,000MT of sesame from Pakistan during 2021, as we have our joint venture over there and in Togo and Burkina Faso, we have established our own enterprise. JKT began trading in 2008, although we commenced sesame production in India in the year 1999. During 2015-16, we used to trade in the region of 12000 and 15000MT of sesame seed from India, but that volume has declined

to about 8000 MT at present. In addition to India, we trade about 40,000MT of sesame seed from other origins. Eto & Pesticide residue issue has affected Indian Sesame a lot in terms of demand

### About their plants located in India

We have two BRC-certified sesame manufacturing plants in Mumbai and Rajkot. We primarily deal with natural sesame, although we do hulled sesame in various ways, which includes buying, selling, processing, and sorting. We source sesame seeds from all parts of India. We do sourcing from Southern states such as Andhra Pradesh, Tamil Nadu, Karnataka and Orissa apart traditional origins like Gujarat & Rajasthan

The processing capacity of our two plants located in India is about 50MT per day for each.

Apart from sesame, we also produce peanuts and have three plants located in Rajkot, Mumbai, and Chennai.



### About their sourcing operations

We have two sourcing channels: One from the commission agents, they buy based on our customers' requirements and specifications; Also, we buy from people who buy from farmers when the summer crop in Gujarat arrives, we also almost buy exclusively from farmers, but the majority of our purchases done in bulk from mandis.

Out of 8000 odd MT purchased by JKT in India (based on 2021 data), brown and black mixed shipments totalled around 6000MT, while pure black shipments account for about 2000MT and at best 1000MT of sortex white.



## Destinations

Type of Sesame	Destination
Natural Sesame	Singapore, Malaysia, Taiwan, China, Italy, Germany, and the Netherlands
Hulled Sesame	Philippines, Vietnam, and Thailand

### On Tanzania and Mozambique Crop

We have a financial tie-up with suppliers in Tanzania and Mozambique (similar to Joint Venture) wherein we pay for the purchase of cargo, and the suppliers' role is to collect the cargo, clean it according to the contract specifications, find the containers, and ship it to the relevant destination. Tanzania is getting better realization for their produce from Japanese markets. We are also trading sesame seeds to Japan.

Tanzania's north crop is of mixed quality and is used exclusively for crushing; it is cheaper and majorly sent to China, followed by Japan. White cargo broadly covers Tanzania's south crop, mainly in the Mtwara, Lindi region, which is of very high quality; centre and white cargo mainly cover China. Mozambique also has good quality sesame and it is related to Chinese local sesame, giving it a distinct advantage in the Chinese market as they are specific about the quality they purchase. Earlier Mozambique sesame used to receive a premium when compared to south Tanzania sesame, but now both prices are nearly identical.

### Nigeria could play a vital role in the EU market in the near future, however logistics constraints remain

Nigeria is catching up to India's market, because the biggest problem, in my opinion, is not EtO but its pesticide residue; Treatment can be avoided, but not the pesticide, which was at the edge for India in the EU. However, logistics is a problem in Nigeria as we don't know when the shipment will arrive or depart. While India is much better in this, Nigeria could supply more to the EU if the logistics bottleneck is resolved. There are four-five hulling plants already working in Nigeria and one to two plants under construction.

### On port logistics

Last year Mozambique port scenario was not that great with higher freight rates and non-availability of containers. However, it's improving this year. Tanzania's port condition is always better to ship any of your cargo. Tanzania's port serves China, Japan and Turkey.

### On Somalia and Turkey

In Somalia, two Hulling plants with a daily capacity of one to the container (equivalent to 35-40MT) and sell hulled ones to the EU market.

Many Turkish people own units in free trade zones near ports as they import sesame from all African countries. After hulling, they re-export to Europe, have greater access/close proximity and they can supply to Europe much faster than Nigeria.

