

Know Your Exporter

Dhaval Agri Exports



Shift from Cereals & Grains to Sesame seed

In the late 1990s, the wheat crop in Gujarat stagnated due to drought conditions (between 1995 and 2000) which remained a huge obstacle for a processor. With a vision to explore and tackle the constraint, Mr Suresh Chandarana has decided to choose alternative commodities. During the same period, the area under the sesame seed witnessed a sharp rise. So, sesame seed was chosen as an alternative commodity.

Dhaval Agri Exports is owned and being driven by,

Mr Suresh Chandarana,
President

Mr Jay Chandarana,
CEO

Mr Dhaval Chandarana,
Head-International Sales

Mr Suresh Chandarana has been in the commodity processing business since 1981, prominent focus on cereals and grains, with wheat as the key raw material.

Sesame World team had an exclusive interview with **Mr Jay Chandarana, CEO, Dhaval Agri Exports LLP, Gujarat, India**



“Sesame is not a water-intensive crop. As the drought was prevailing in early 2000, a lot more farmers started cultivating sesame” – says **Mr Jay Chandarana**



The trajectory path – the largest exporter of Sesame seeds

With a vision to export Indian sesame seeds, Dhaval Agri Exports LLP was started in 1999. In just five years of commencement, Dhaval Agri established a factory in 2003 & 2004. In 2007, Dhaval Agri set up its first automated hulling and auto-dry factory. With excellent efforts and expertise, **Dhaval Agri became the largest exporter of Hulled sesame seed in India in 2009, and the winning streak continues.**

“Our turnover was only INR 99 lakhs (INR 9.9 million) when started; and here we are today, the largest Hulled sesame seed exporter and winning the award consecutively for 11 years” – says Mr Jay Chandarana

India exports 250 thousand MT of sesame seeds (both hulled and natural) in a year. **Dhaval Agri holds a significant share of 20% in volume terms and exports to 40 countries.**

Apart from Sesame seeds, Dhaval Agri is also involved in processing seed spices such as Cumin, Coriander, Fennel seeds, Fenugreek, and Black cumin.

The technology installed by Dhaval Agri for Hulling and natural sesame seed/seed spices is approximately

30,000 MT and 15,000 MT per annum, respectively.

“Our processing capacity is 45,000 to 50,000 MT yearly; we have dedicated 80% of the total capacity exclusively for Sesame seeds” – says Mr Jay Chandarana

Source of raw material with proximity to the processing unit Gujarat State, India, is the primary source of raw material (sesame seed) for Dhaval Agri and the second-largest source is Rajasthan State. A specific volume is also covered from Madhya Pradesh and Uttar Pradesh. Dhaval Agri is very particular in choosing the quality of the raw material suitable for their customers globally. Dhaval Agri deals with various sesame seeds such as White, Black, Golden and Red.

Quality of sesame seeds: Gujarat – Bold size seeds. Desired white colour Rajasthan – Bold size seeds. Colour is Golden/whitish. Uttar Pradesh and Madhya Pradesh – on an average, seeds are less bold in size and lite weight. Most of the volume are consumed locally.

“We choose our product, wherein the raw materials are readily available with close proximity to our processing factories.” – says Mr Jay Chandarana

End application of sesame seed and quality preference

Dhaval Agri exports sesame seeds to nearly 40 countries. Each market has its own end applications. Hulled sesame seeds are mainly used in bakery and confectionary items in the destination countries. In India, hulled sesame seeds hold a significant proportion of the total sesame seed exports. In recent years, the end-utilization of hulled sesame seed has been explored globally. In many countries, sesame seeds are used innovatively as “Flour Mixes”, which are powdered and mainly added with wheat flour or any other flour (approx. 5% to 10%) to enrich the protein content.

“Customers or buyers choose quality depending on the end-product/use. If the end-product/use where sesame seed is appearing on bread or any other items where the visibility is clear, the buyer would want to prefer a better-looking sesame seed. In case of Tahina (paste) or any other processed form, then the size and colour of the seed is not that important for a buyer” – says Mr Jay Chandarana



1. BRC Certified
2. ISO 22000:2005 Certified
3. KOSHER Certified
4. HALAL Certified
5. SEDEX Certified
6. SMETA Certified
7. Govt. of India recognized export trading house



Trade flow to China

China is not a regular importer of Indian sesame seeds. Usually, China imports from India during the summer crop only if there is parity, the time when the availability in other origins is less.



On the US FASTER act

This is mainly on the labelling of sesame, which will come into effect from January 2023. Due to new regulations on sesame allergens, the impact on the sesame seed business is likely to be minimal.



On export certifications

Dhaval Agri has all the certifications that are required for exports.

Corporate Social Responsibility

“Mr Suresh Chandarana always gives importance to welfare activities to people with us. There is a saying charity begins at home. As a company, we are funding the education and its oriented expenses for all the children of our Employees/workers. We also take care of medical expenses of our employees,”
– says Mr Jay Chandarana

*For a new entrepreneur in the sesame seed business
“Understand the product;
Understand & address what the customer needs.”*
– says Mr Jay Chandarana

India is not a regular importer of sesame seeds

India imports sesame seeds from major producing countries only when there is a shortfall in the domestic crop. In 2021, the Indian summer crop surged, sufficient to cater to domestic and export needs. Due to the same, import volume was low in 2021, hardly 24,000 MT compared to 150 thousand MT in 2020.

