

ASTA Pepper Crop Report 2007



Sharon Dolev

GLOBAL INGREDIENTS SOURCING

Overview

- Trends in Demand
- Trends in Supply
- Trends in Prices



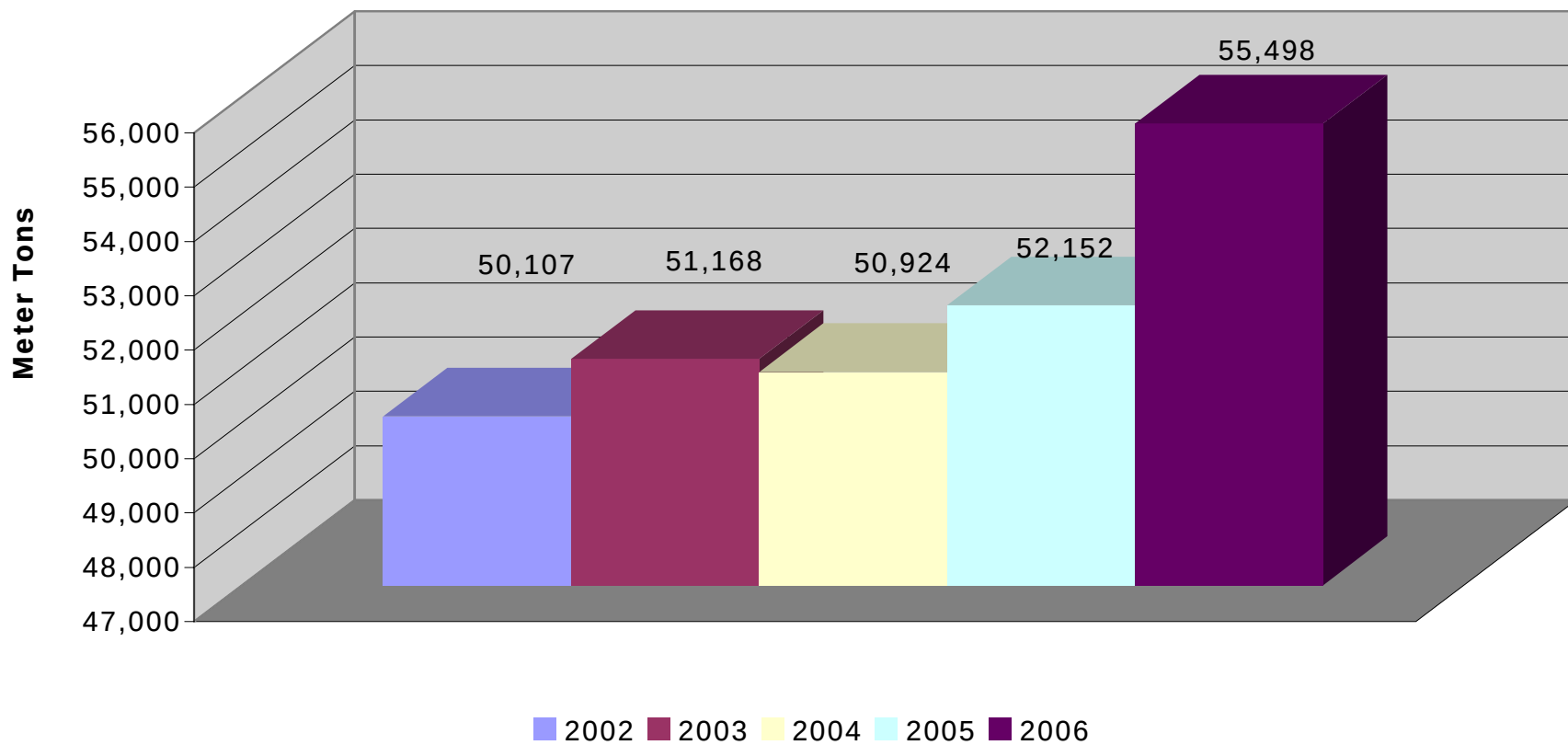
Demand



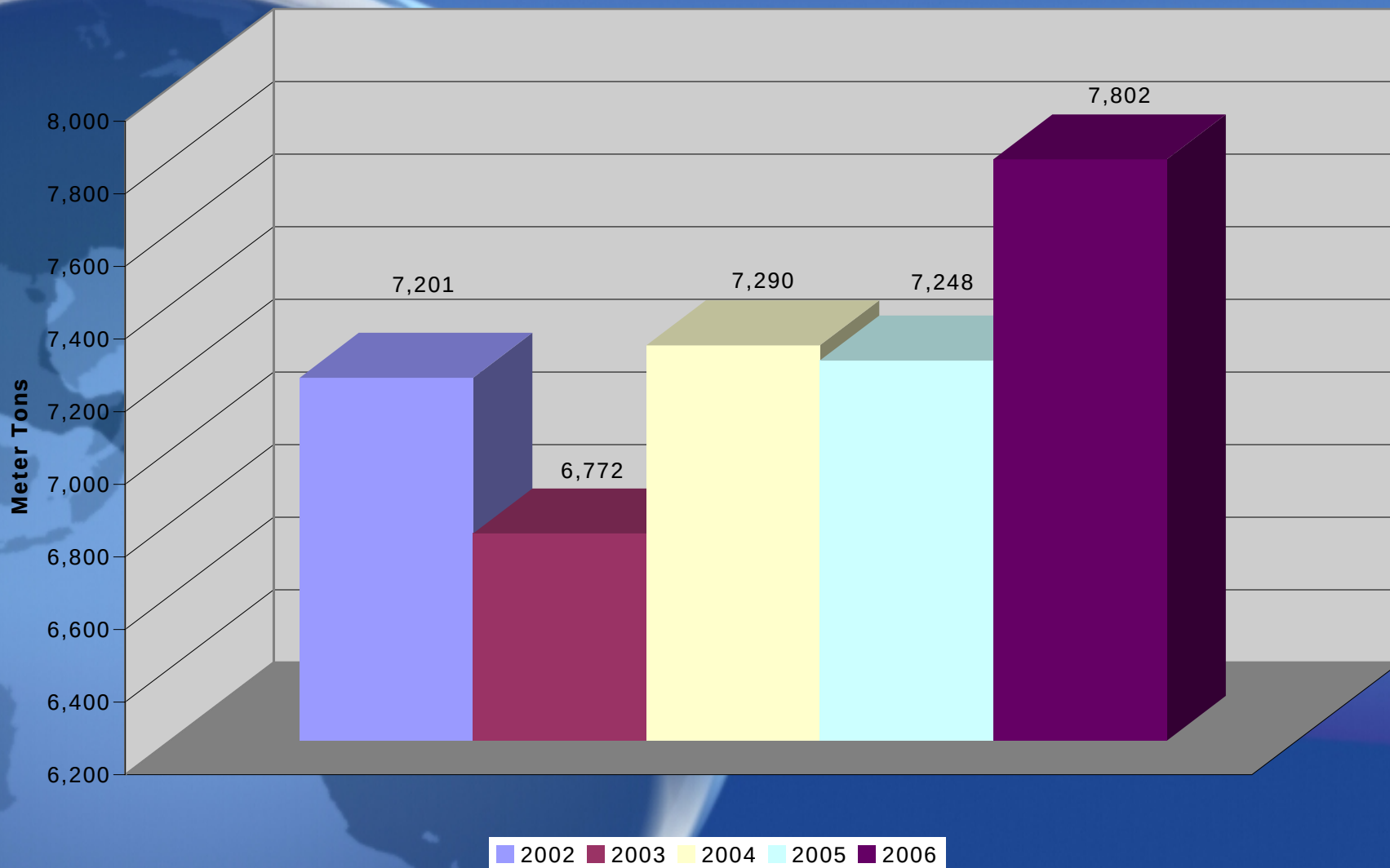
U.S.A. PEPPER IMPORTS STATISTICS

BLACK PEPPER ARRIVALS	MT. TONS
JANUARY THROUGH DECEMBER 2006	55,498
THE YEAR 2005	52,152
THE YEAR 2004	50,924
THE YEAR 2003	51,168
THE YEAR 2002	50,107
WHITE PEPPER ARRIVALS	
JANUARY THROUGH DECEMBER 2006	7,802
THE YEAR 2005	7,248
THE YEAR 2004	7,290
THE YEAR 2003	6,772
THE YEAR 2002	7,201

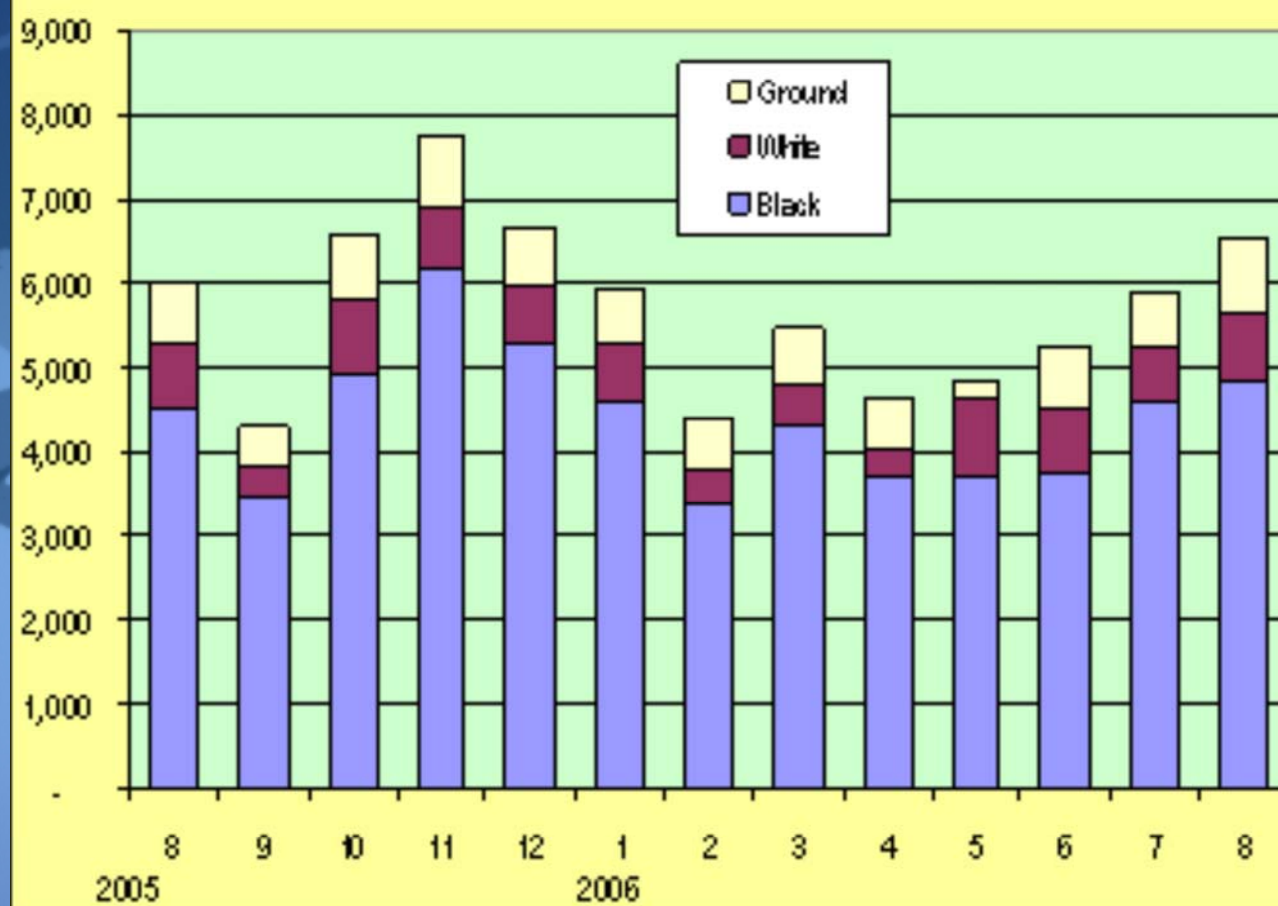
USA Black Pepper Imports by Year



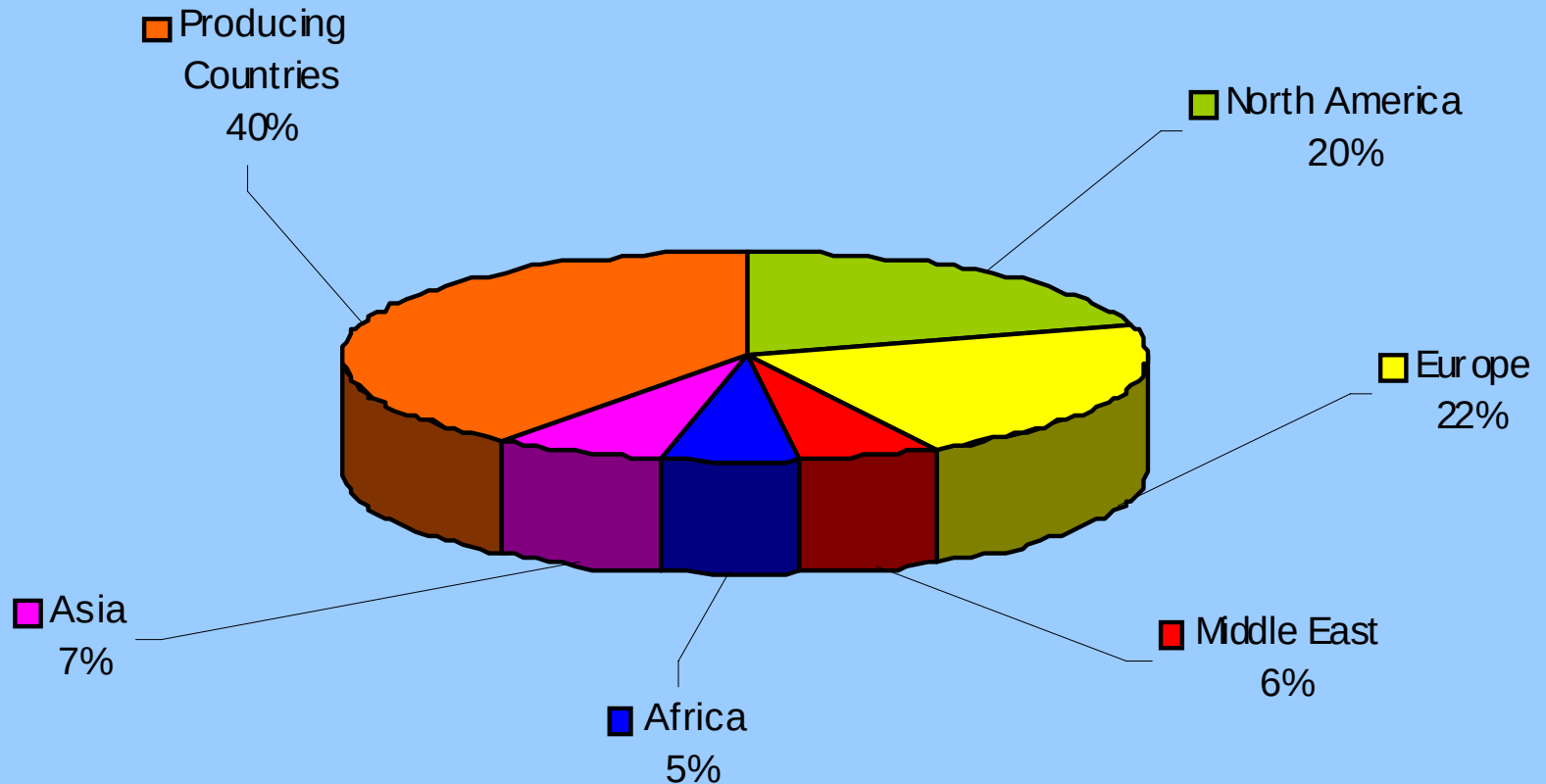
USA White Pepper Imports by Year



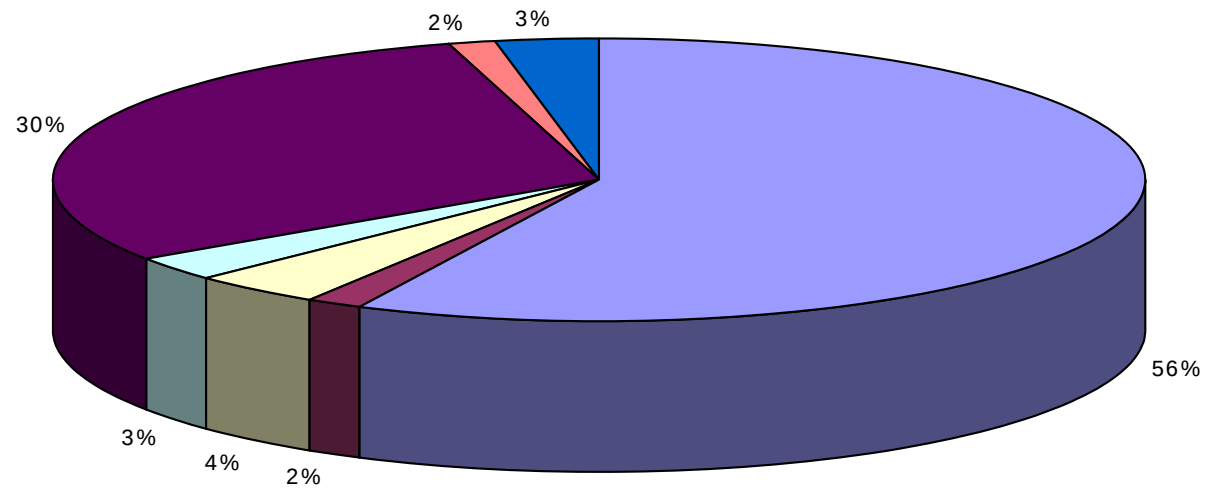
Import of Pepper into USA in tons



Breakdown of Global Consumption by Region 2006

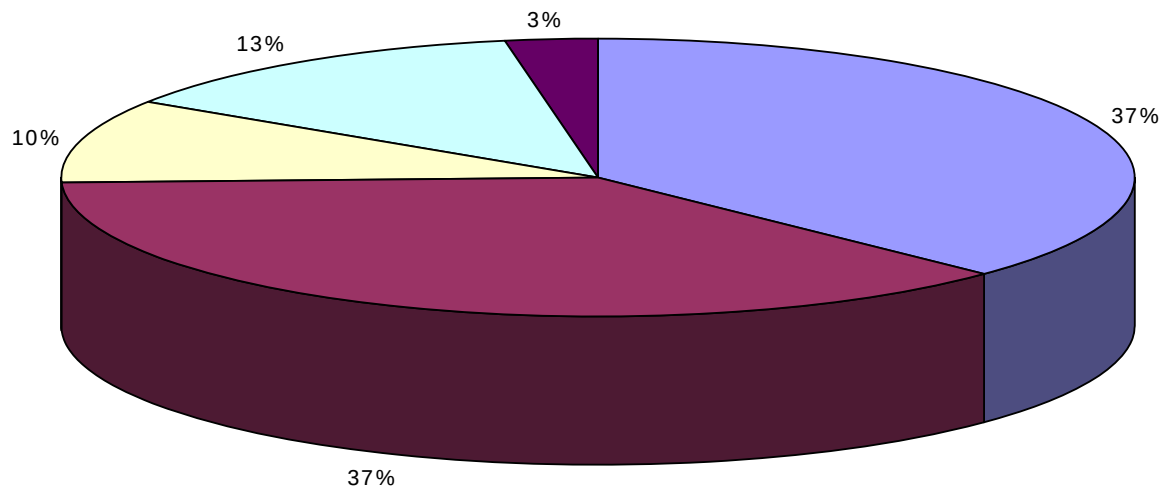


Pepper Consumption in Origin Countries for 2006 (MT.)



India Malaysia Brazil Indonesia China Vietnam Other

Pepper Consumption in Importing Destinations for 2006 (MT.)



■ N. America ■ Europe ■ Africa ■ Asia ■ Other

Yearly pepper consumption (2006 in MT.)

In origin countries		In importing destinations	
	MT.		MT.
India	75,400	N. America	70,000
Malaysia	2,400	Europe	70,000
Brazil	5,000	Africa	18,000
Indonesia	3,600	Asia	25,000
China	39,600	Other	5,000
Vietnam	2,000	Total	188,000
Other	4000		
Total	132,000		

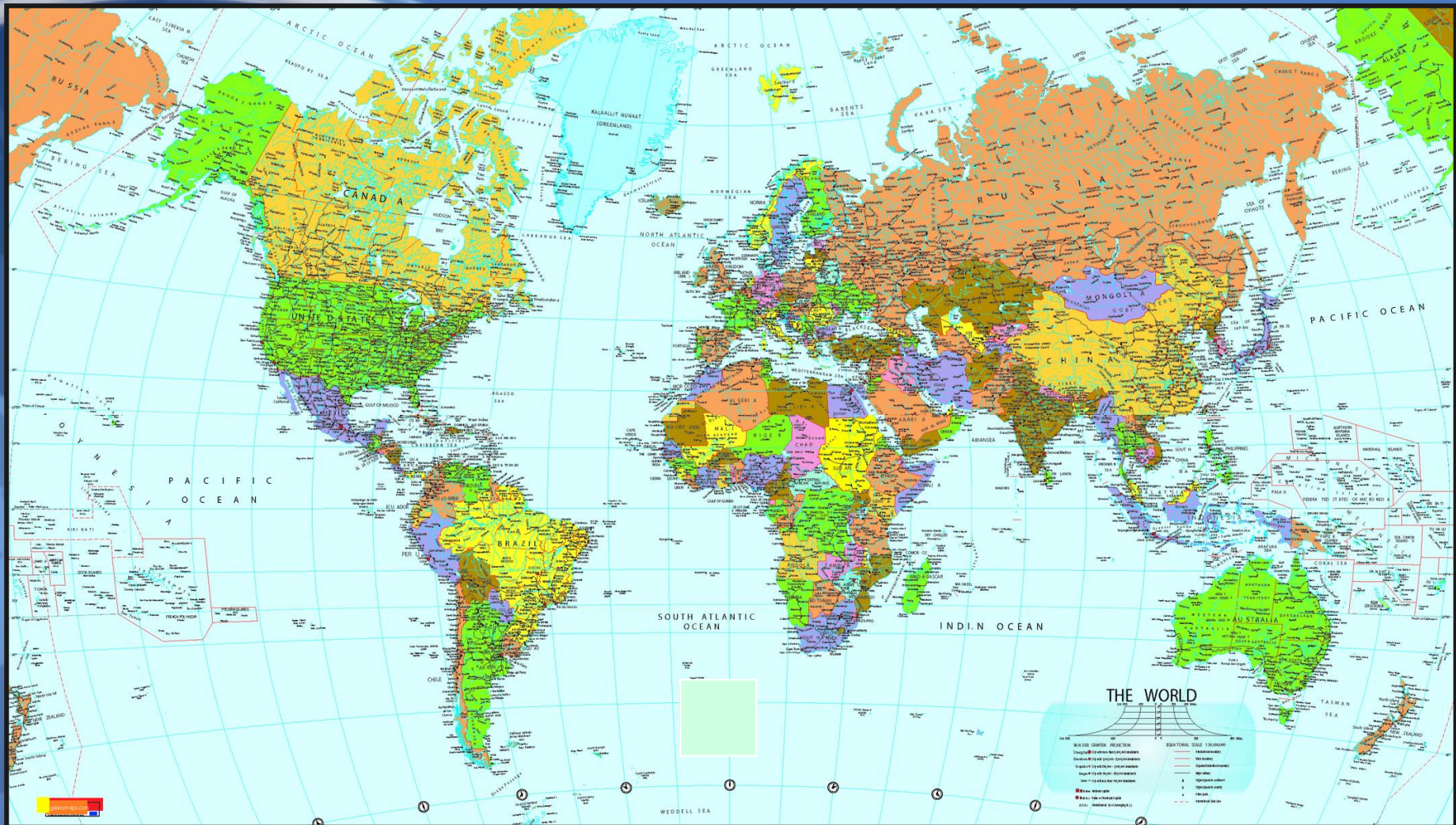
Total World Consumption:

In Origins	132,000
<u>In Destinations</u>	<u>188,000</u>
Total	320,000

Supply



A sarawak small-farm worker with the harvested peppercorns

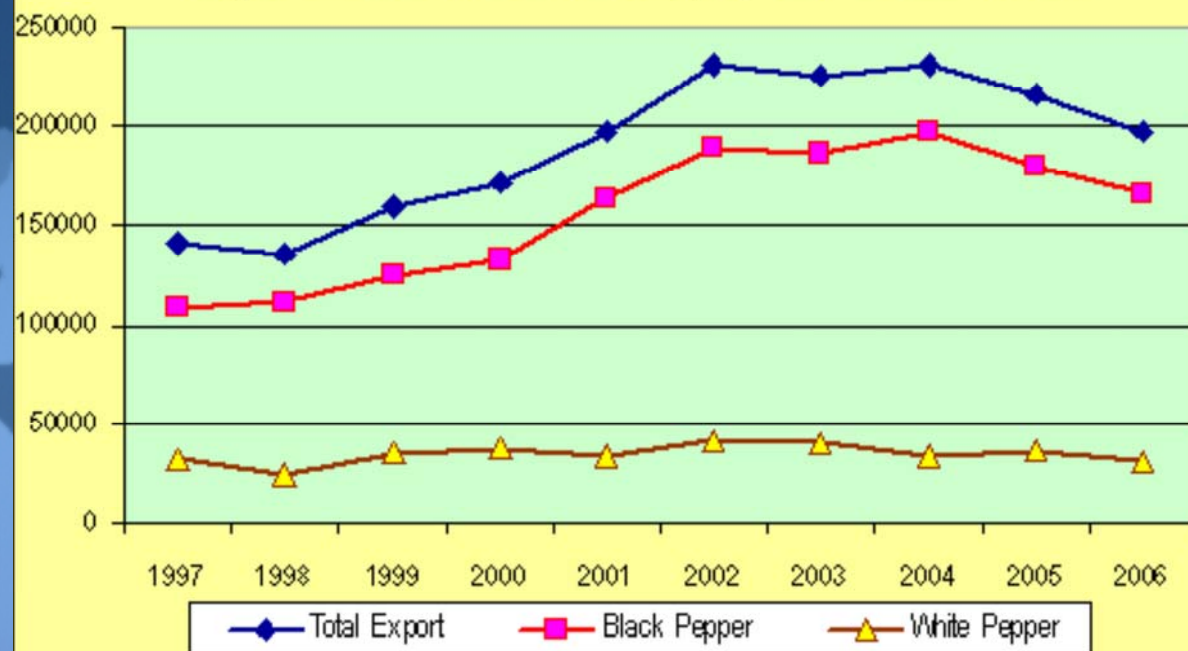
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WORLD PEPPER PRODUCTION 1970-2006

BASED ON IPC DATA MT.

COUNTRY	India	Malaysia	Indonesia	Brazil	SLanka	Vietnam	China	Other	Total
year									
1970	25,000	24,400	17,219	14,267	14,000		2,000	2,115	100,460
1980	29,490	30,700	31,500	40,628	1,014			6,005	140,097
1990	65,000	31,000	53,000	31,500	1,990	8,623		13,725	203,961
1995	55,000	15,500	59,000	20,000	3,725	20,000	5,000	13,449	189,174
1996	65,000	16,000	39,500	25,700	3,987	20,000		9,830	191,771
1997	60,000	18,000	43,291	18,000	4,470	25,000		6,683	187,000
1998	65,000	19,000	56,250	17,000	6,771	22,000		7,013	205,034
1999	75,000	21,500	44,500	22,000	4,740	30,000	12,000	9,000	218,740
2000	58,000	24,000	77,500	30,000	10,676	36,000	10,000	8,034	254,210
2001	79,000	27,000	59,000	43,000	7,800	56,000	21,000	12,195	305,695
2002	80,000	24,000	66,000	45,000	12,600	75,000	23,000	15,712	341,312
2003	65,000	21,000	65,000	50,000	12,660	85,000	21,000	12,000	355,160
2004	62,000	21,000	30,500	45,000	12,000	85,000	23,000	13,259	294,159
2005	70,000	20,000	29,000	40,000	13,500	85,000	25,000	13,275	299,257
2006	50,000	19,000	20,000	35,000	13,000	92,000	24,000	17,000	270,000

Export of Black and White Pepper, 1997 to 2006 in tons



VIETNAM PEPPER GROWING AREAS (IN HA)	
REGION	AREA (HA)
Bin Phuoc	12,300
Dong Nai	7,586
B.R.V.T	6,800
Dak Nong	5,600
Gai Lai	5,500
Dak Lak	3,500
Binh Thuan	2,300
Quang Tri	2,150
Binh Dong	1,300
Other	3,069
Total	50,105

Tons

Exports of Black and White Pepper from Vietnam

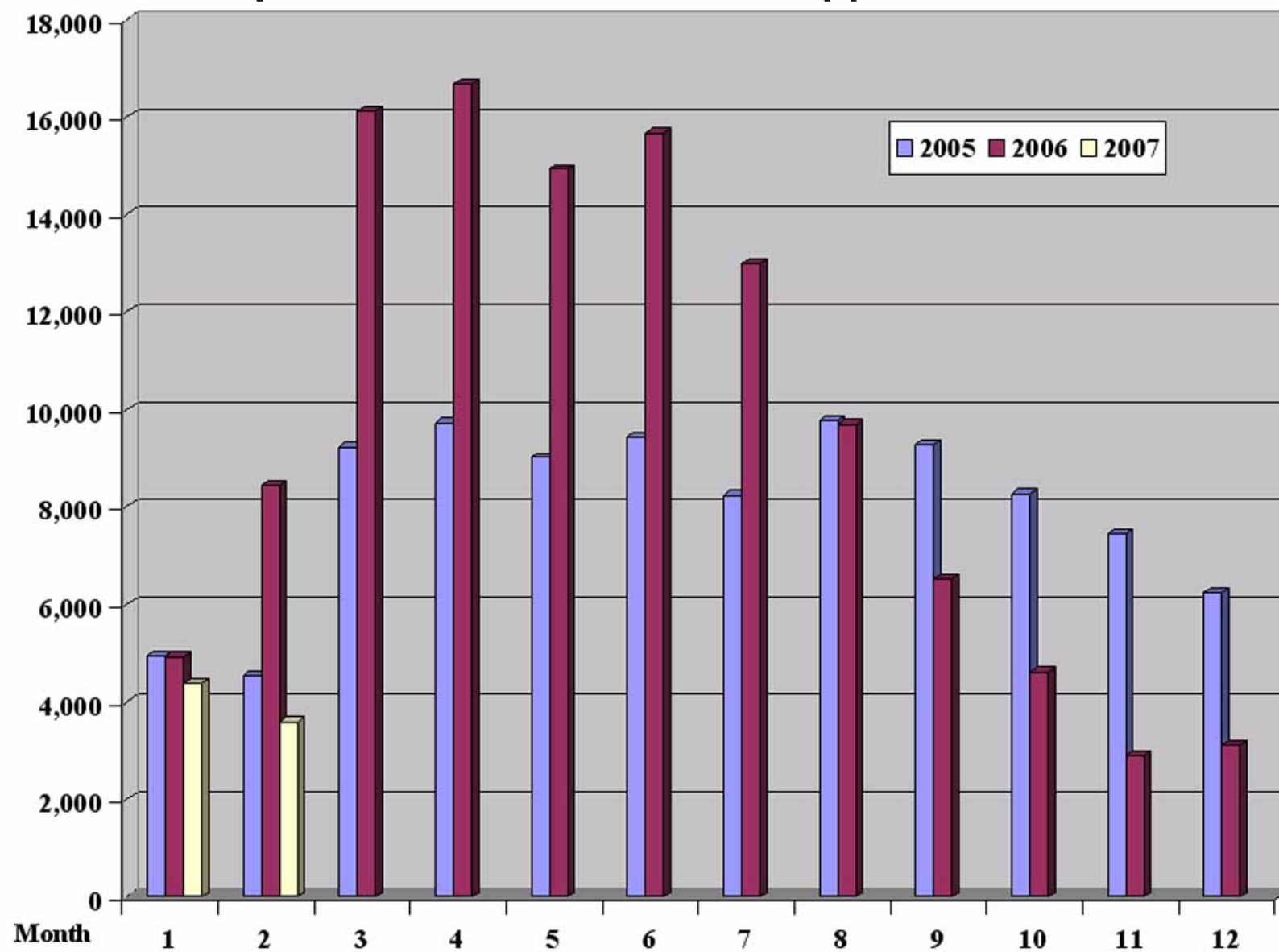
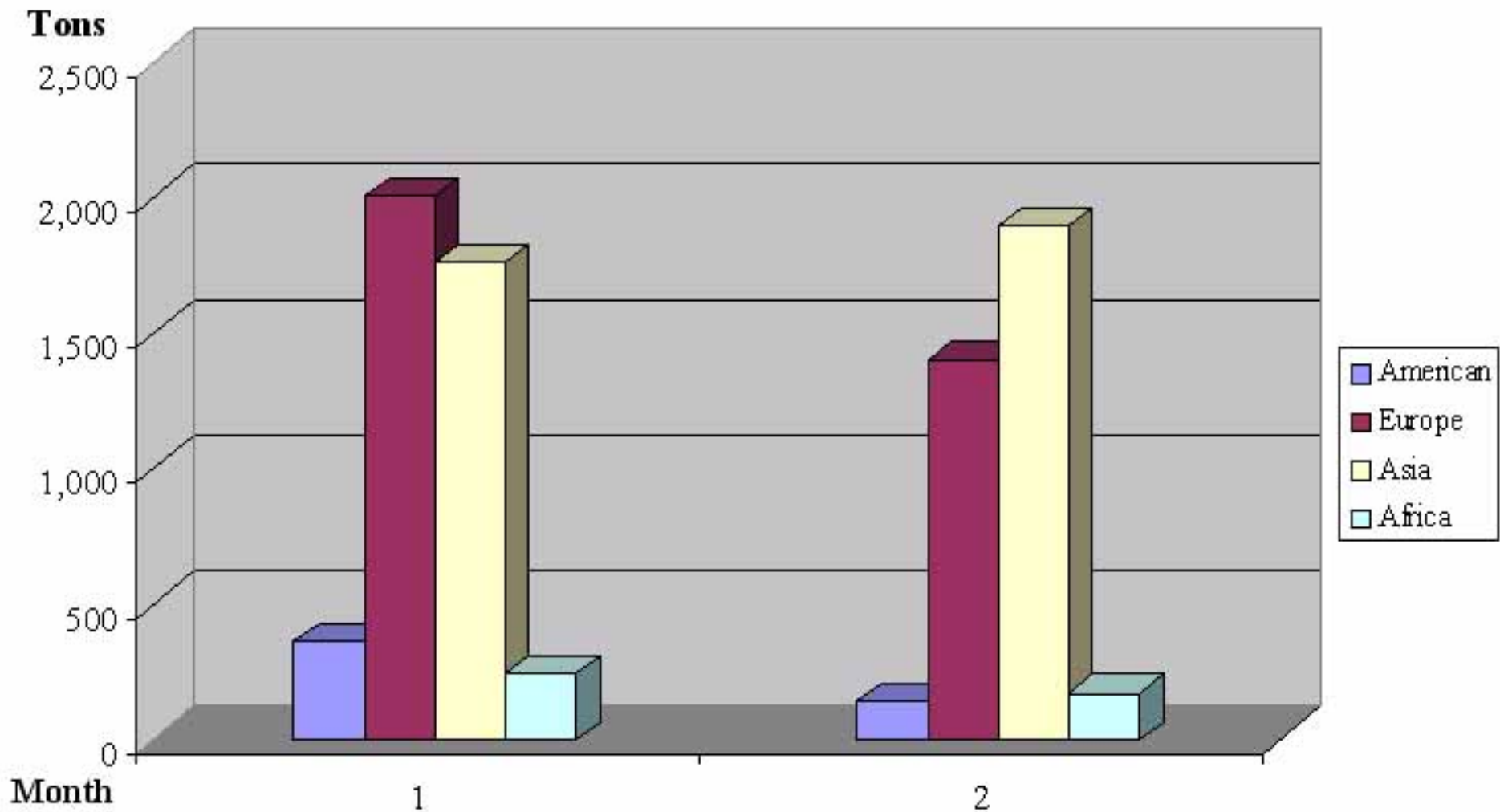


Chart of Monthly Pepper Imports by Continents 2007



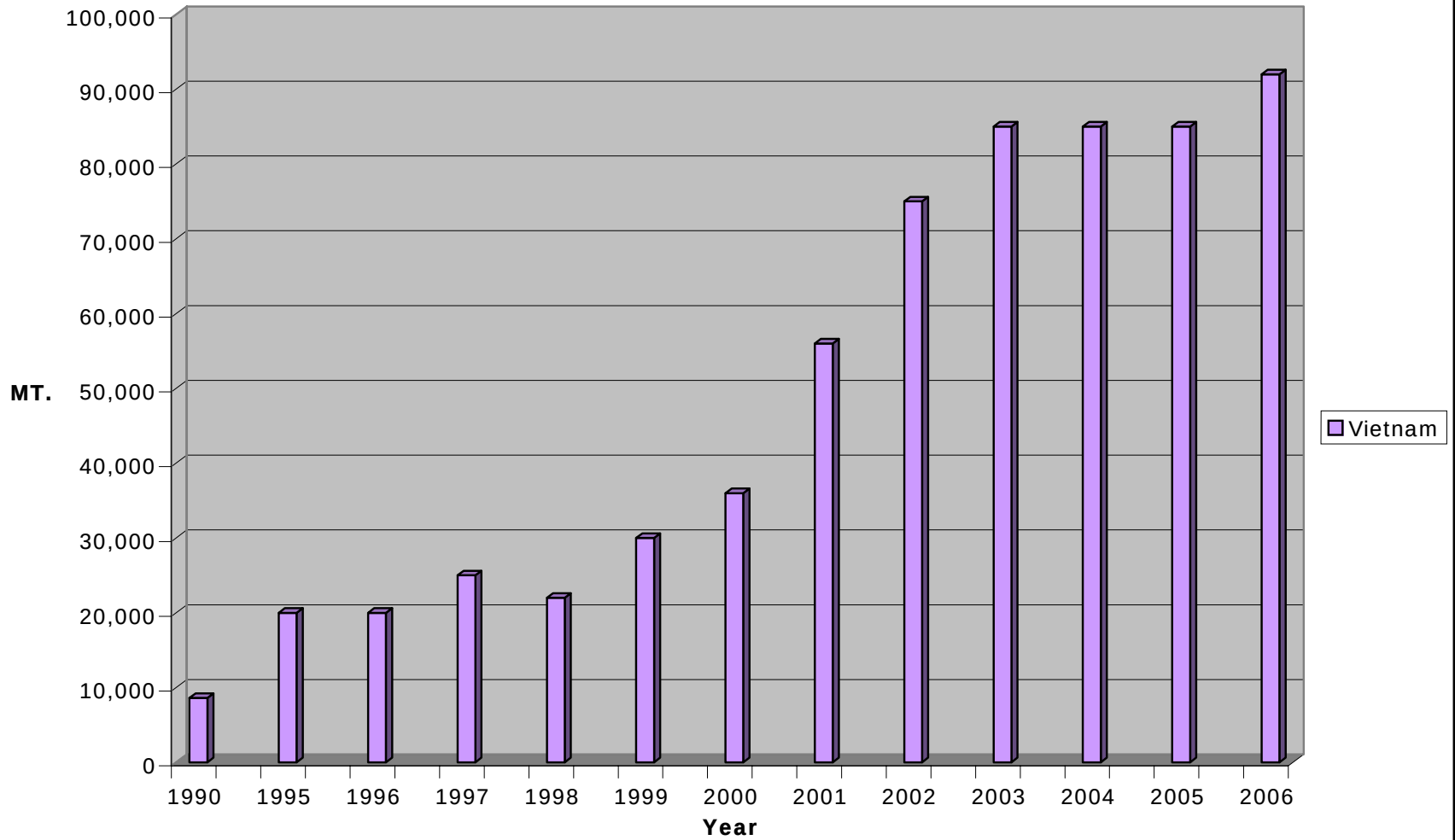
PEPPER PRODUCTION: VIETNAM AND THE THE WORLD DURING 1998-2007

IN MT.

YEAR	VIETNAM PRODUCTION	WORLD PRODUCTION	VIETNAM'S PORTION OF WORLD PRODUCTION
1998	22,000	206,284	10.70%
1999	30,000	218,340	13.70%
2000	36,000	259,186	13.90%
2001	56,000	308,195	18.20%
2002	75,000	341,060	22%
2003	85,000	362,160	23.50%
2004	100,000	323,480	31%
2005	95,000	314,270	30.20%
2006	105,000	269,900	39%
2007*	95,000	266,000	36%

* Estimate

Pepper Production in Vietnam 1990-2006



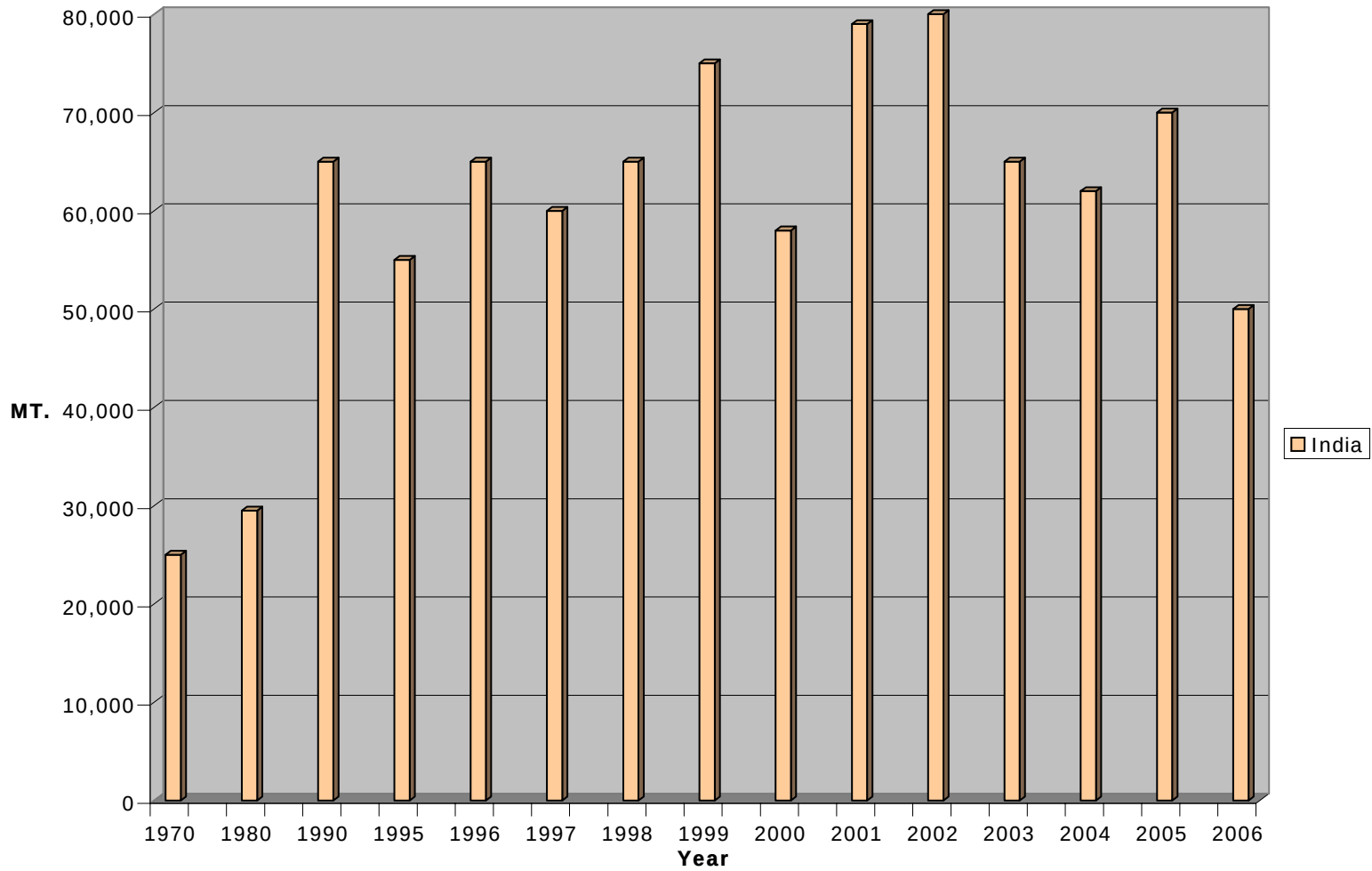
SPICE GROWING STATES IN INDIA



India pepper growing areas and crop 2002-2005

YEAR AREA	2002/3		2003/4		2004/5	
	<u>Hectarts</u>	<u>MT.</u>	<u>Hectars</u>	<u>MT.</u>	<u>Hectars</u>	<u>MT></u>
Karnatika	10,414	2,317	10,694	2,356	10,700*	2,400*
Kerala	208,607	67,358	216,440	69,015	237,667	74,980
Tamil Nadu	4,030	871	4,179	933	4,117	917
Andaman & Nicobar	550	116	573	120	655	120
* ESTIMATES						

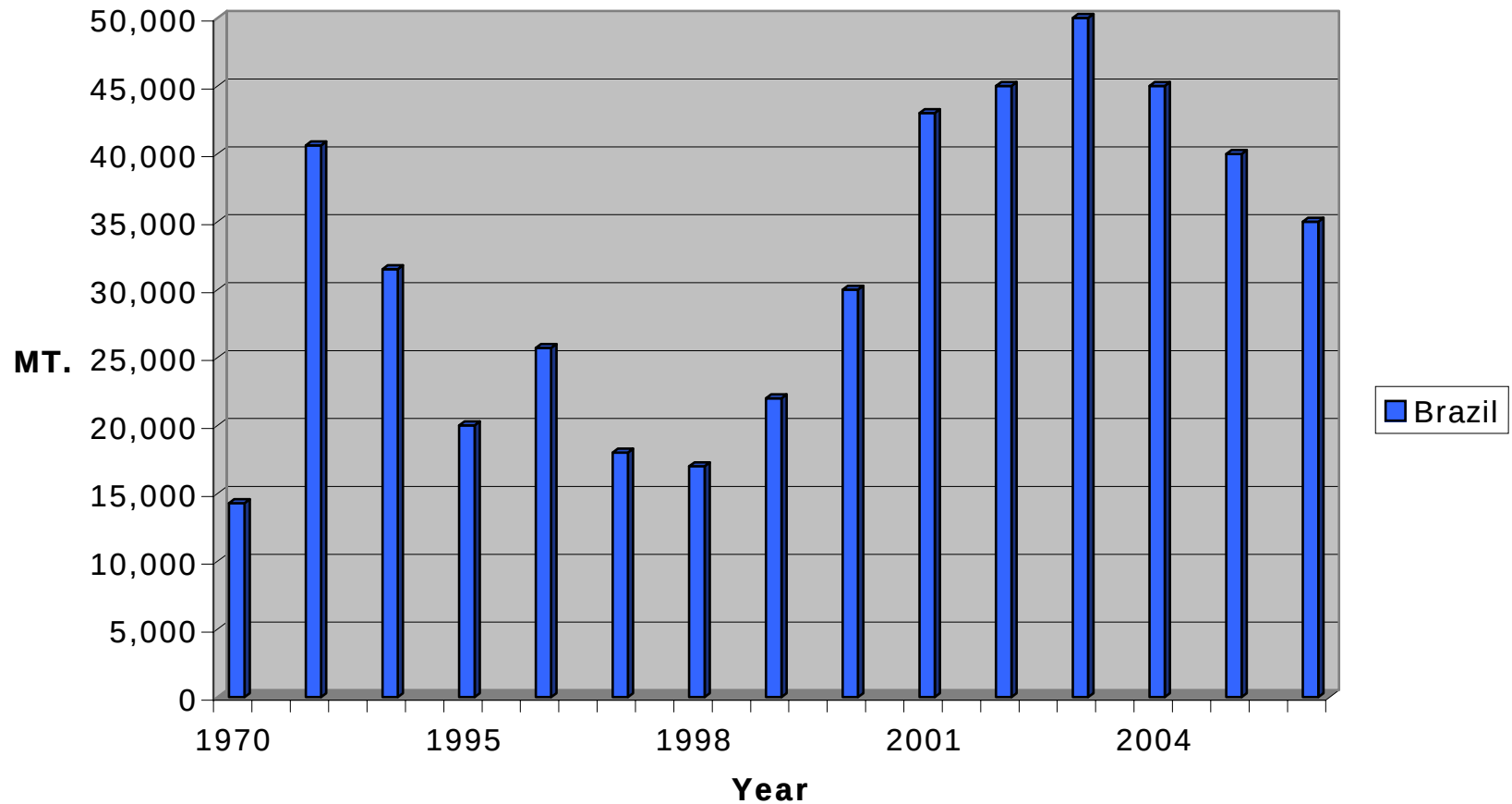
Pepper Production in India 1970-2006



BRAZIL



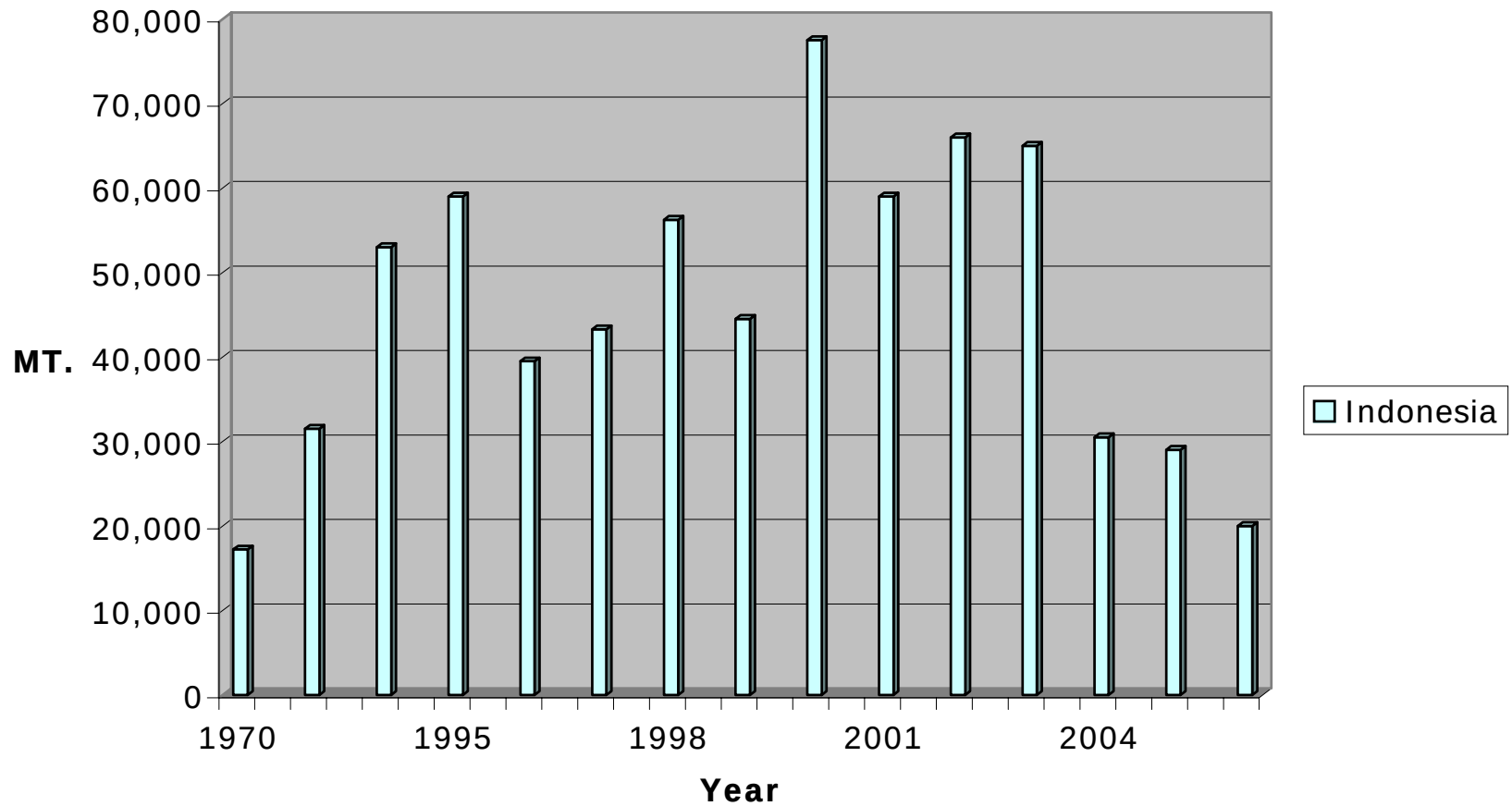
Pepper Production in Brazil 1970-2006



Indonesia

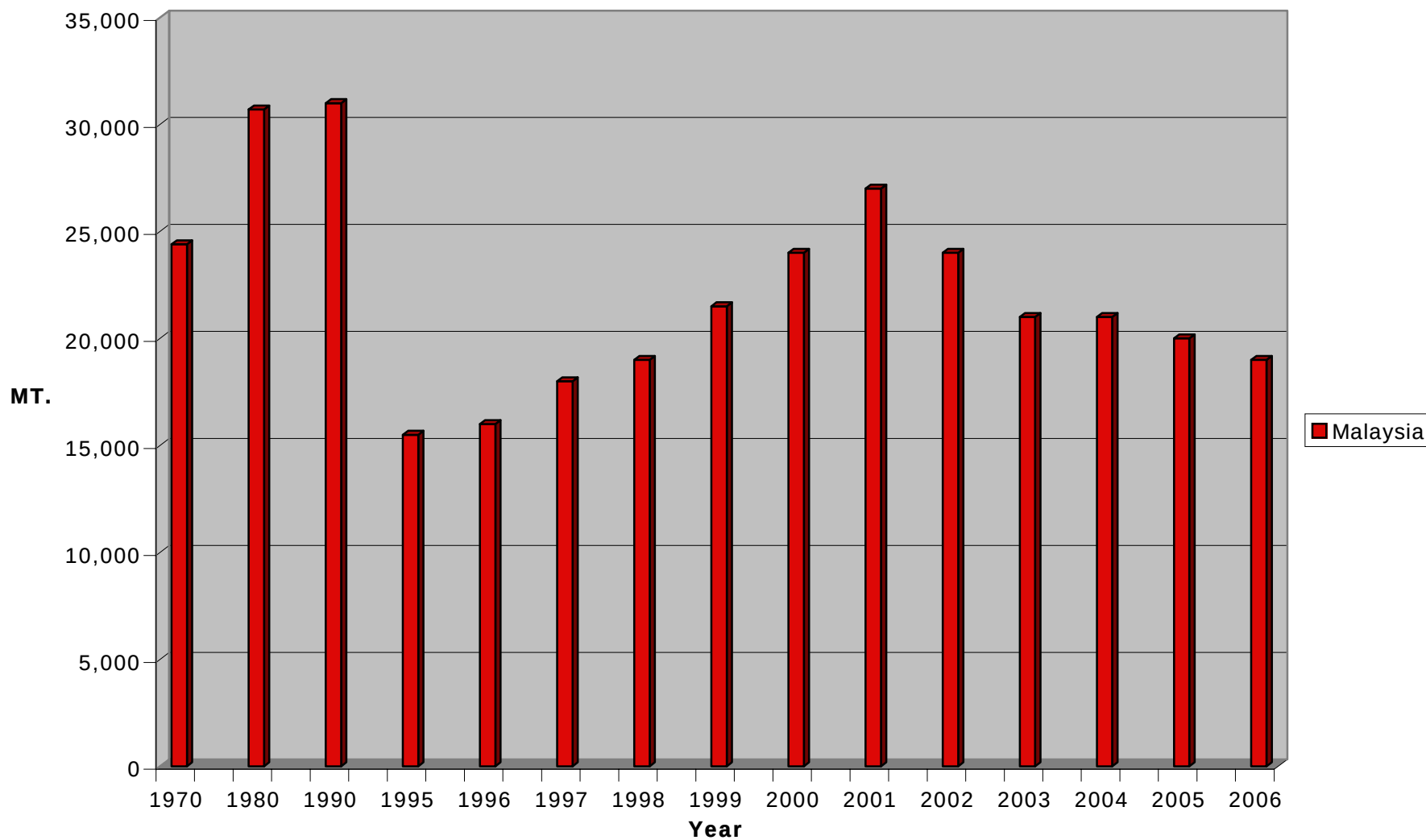


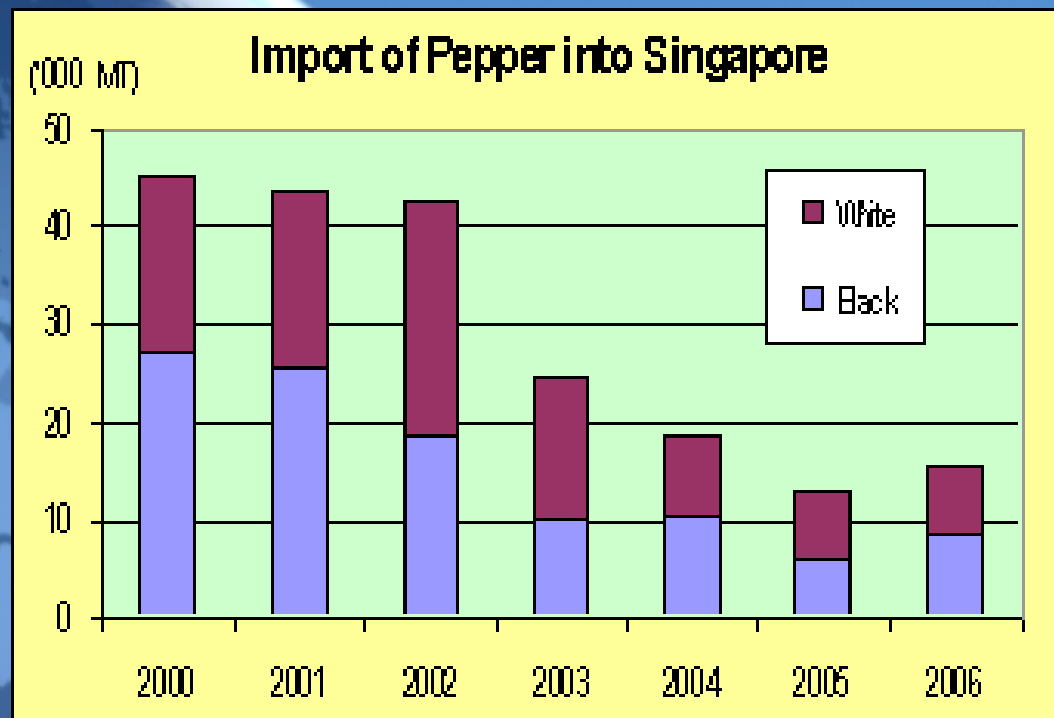
Pepper Production in Indonesia 1970-2006



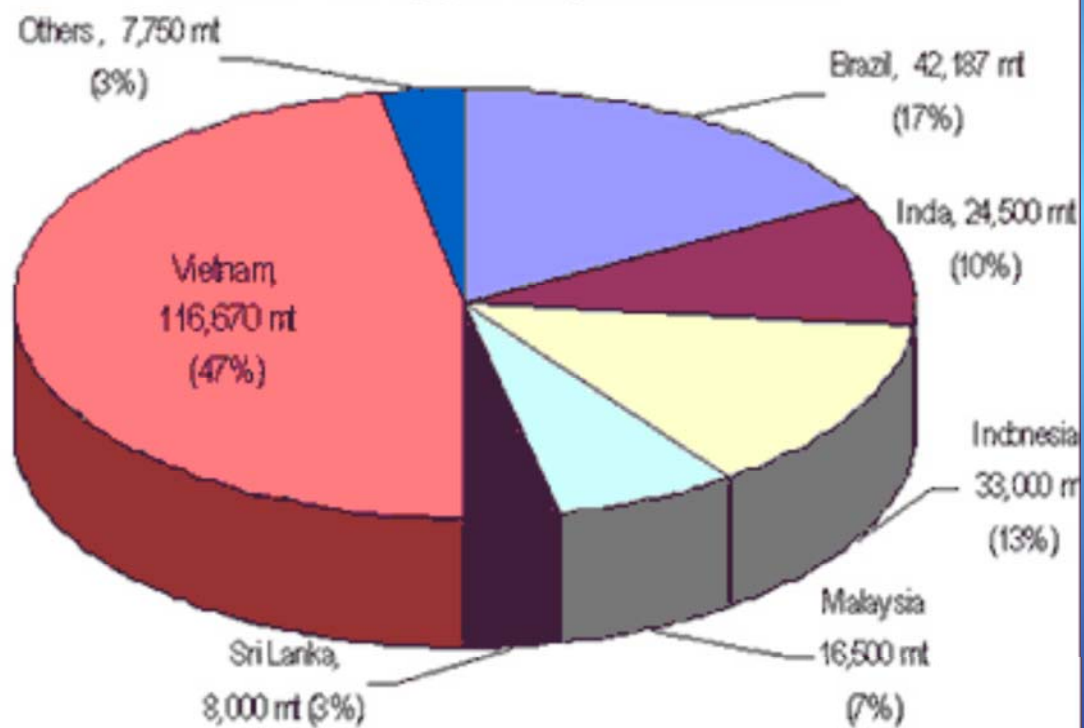


Pepper Production in Malaysia 1970-2006





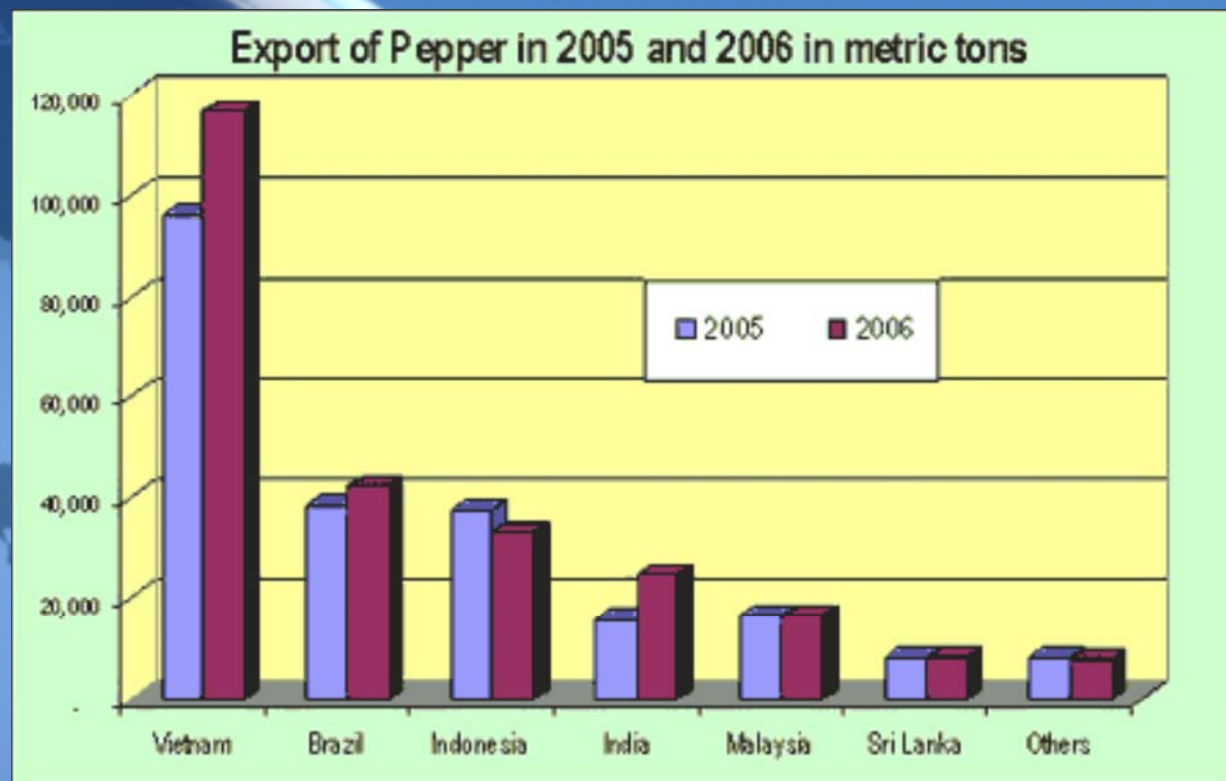
Share of Pepper Exports in 2006



Exports of Pepper From Producing Countries in 2005 and 2006

Based on IPC reporting 03/2007

<u>COUNTRY</u>	<u>YEAR 2005/MT.</u>	<u>YEAR 2006/MT.</u>	<u>CHANGE MT.</u>	<u>% CHANGE</u>
VIETNAM	96,179	116,670	20,491	21%
BRAZIL	38,416	42,187	3,771	10%
INDONESIA	37,568	33,000	(4,568)	-12%
INDIA	15,752	24,500	8,748	56%
MALAYSIA	16,7895	16,500	(295)	-2%
SRI LANKA	8,129	8,190	61	1%
<u>OTHERS</u>	<u>8,250</u>	<u>7,750</u>	<u>(500)</u>	<u>-6%</u>
TOTAL	221,089	248,797	27,708	13%



Exports of Black & white Pepper From Producing Countries in 2005 and 2006
Based on IPC reporting 03/2007

COUNTRY	YEAR 2005/MT.		YEAR 2006/MT.		% CHANGE	
	<u>Black</u>	<u>White</u>	<u>Black</u>	<u>White</u>	<u>Black</u>	<u>White</u>
VIETNAM	86,238	9,946	103,510	13,160	20%	32%
BRAZIL	35,916	2,500	39,187	3,000	9%	20%
INDIA	14,483	1,269	24,000	500	66%	-61%
INDONESIA	22,000	15,568	20,000	13,000	-9%	-16%
MALAYSIA	13,935	2,860	12,500	4,000	-10%	40%
SRI LANKA	8,129		8,190		1%	
<u>OTHERS</u>	<u>5,250</u>	<u>3,000</u>	<u>5,250</u>	<u>2,500</u>		<u>-0.17</u>
TOTAL	185,951	35,143	212,637	36,160	14%	3%

Pepper Production in Main Producing countries (in Metric tons)

Country	In Metric Tons		Change	
	2005	2006	Quantity	%
Vietnam	96,179	116,670	20,491	21%
Brazil	38,416	42,187	3,771	10%
Indonesia	37,568	33,000	(4,568)	-12%
India	15,752	24,500	8,748	56%
Malaysia	16,795	16,500	(295)	-2%
Sri Lanka	8,129	8,190	61	1%
Others *)	8,250	7,750	(500)	-6%
TOTAL	221,089	248,797	27,708	13%

Note:

***) Figures are provisional and subject to change**

Source:

From respective governments' associations

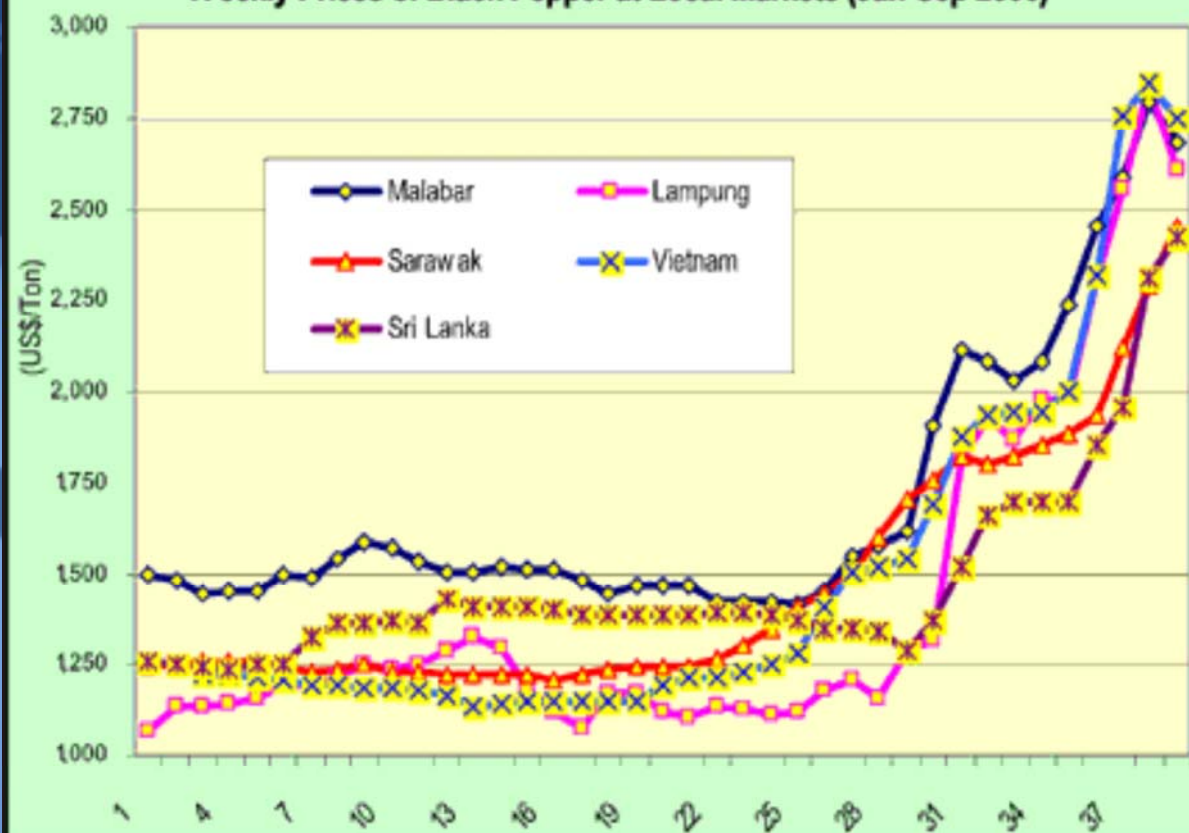
EXPORTS

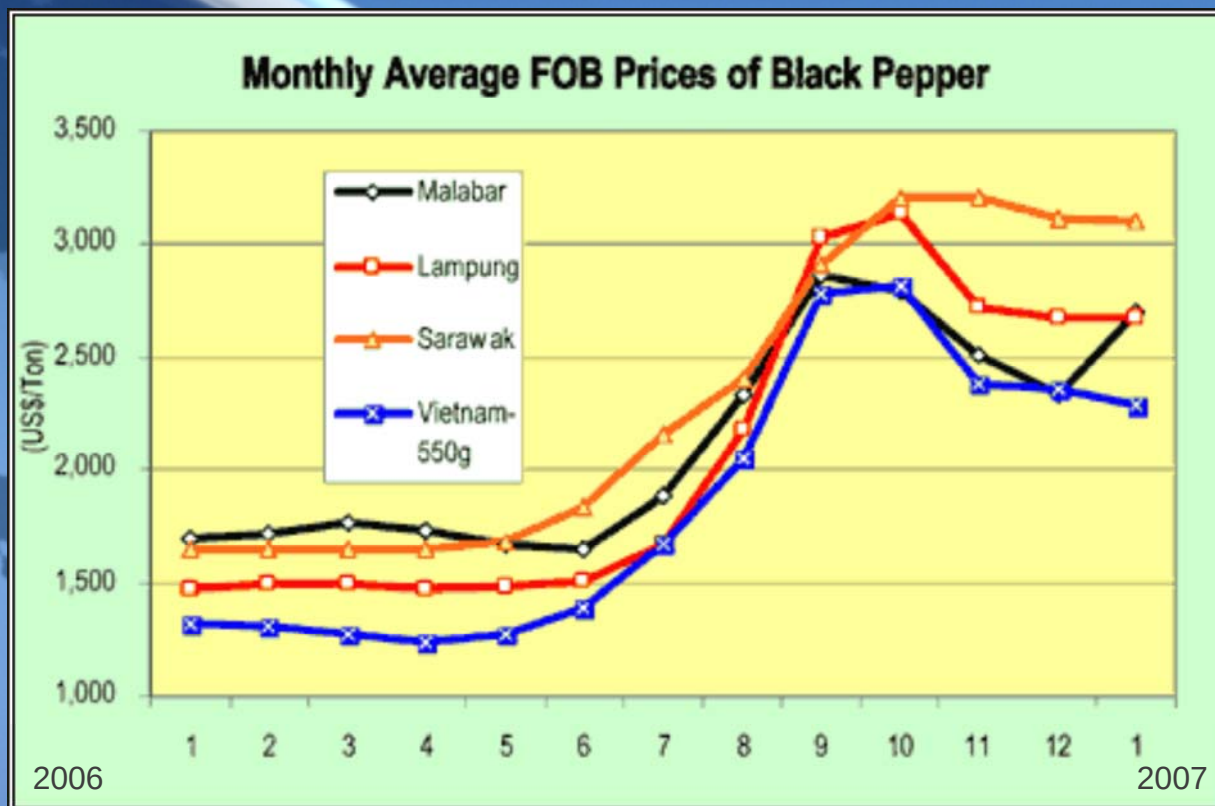
Country	2005 (MT)		2006 (MT)		Change %	
	Black	White	Black	White	Black	White
Vietnam	86,238	9,946	103,510	13,610	20%	32%
Brazil	35,916	2,500	39,187	3,000	9%	20%
India	14,483	1,269	24,000	500	66%	-61%
Indonesia	22,000	15,568	20,000	13,000	-9%	-16%
Malaysia	13,935	2,860	12,500	4,000	-10%	40%
Sri Lanka	8,129	-	8,190	-	1%	-
Others *)	5,520	3,000	5,250	2,500	0%	-17%
TOTAL	185,951	35,143	212,637	36,160	14%	3%

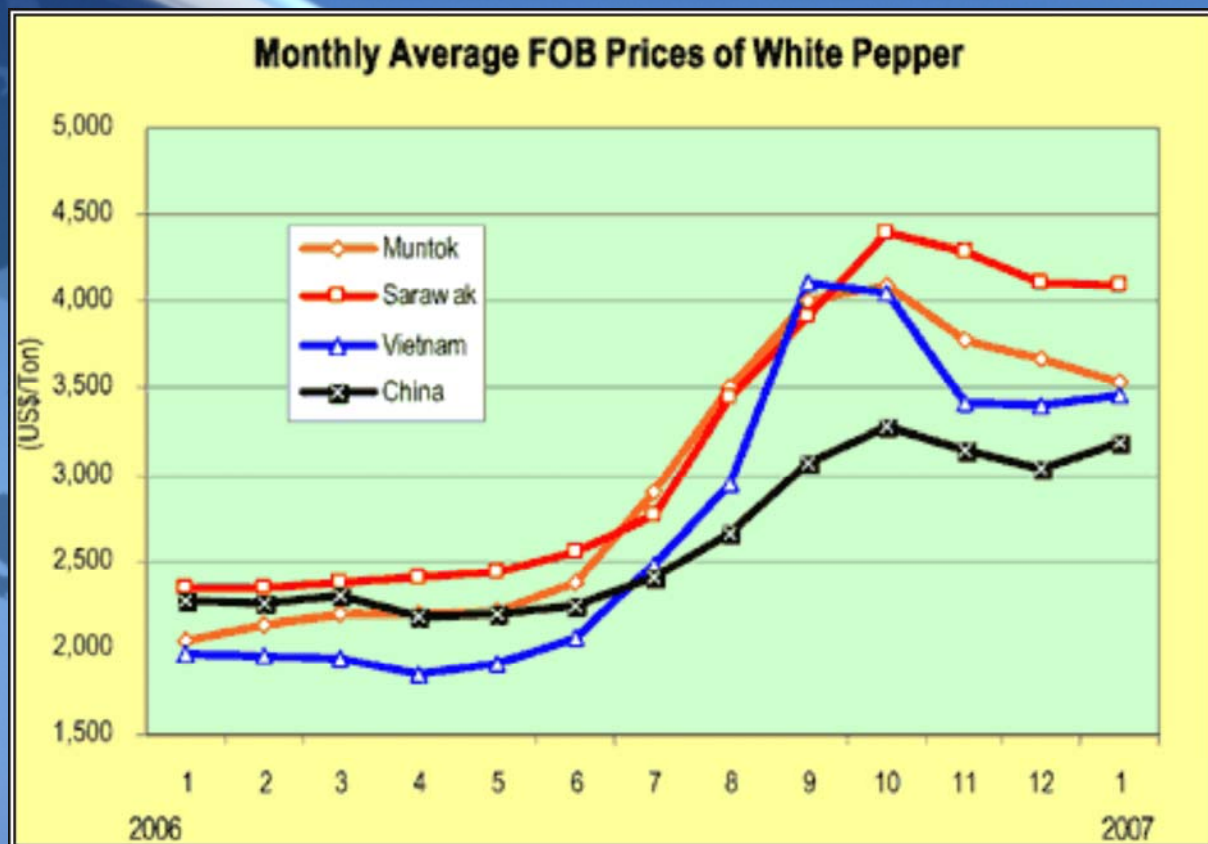
Prices



Weekly Prices of Black Pepper at Local Markets (Jan-Sep 2006)







China



A view of the pepper garden in
Huangzhou, Hainan Province
04/03/2006

Brazil



India



Indonesia



Vietnam



Thank you



Q & A



Sharon Dolev

GLOBAL INGREDIENTS SOURCING