

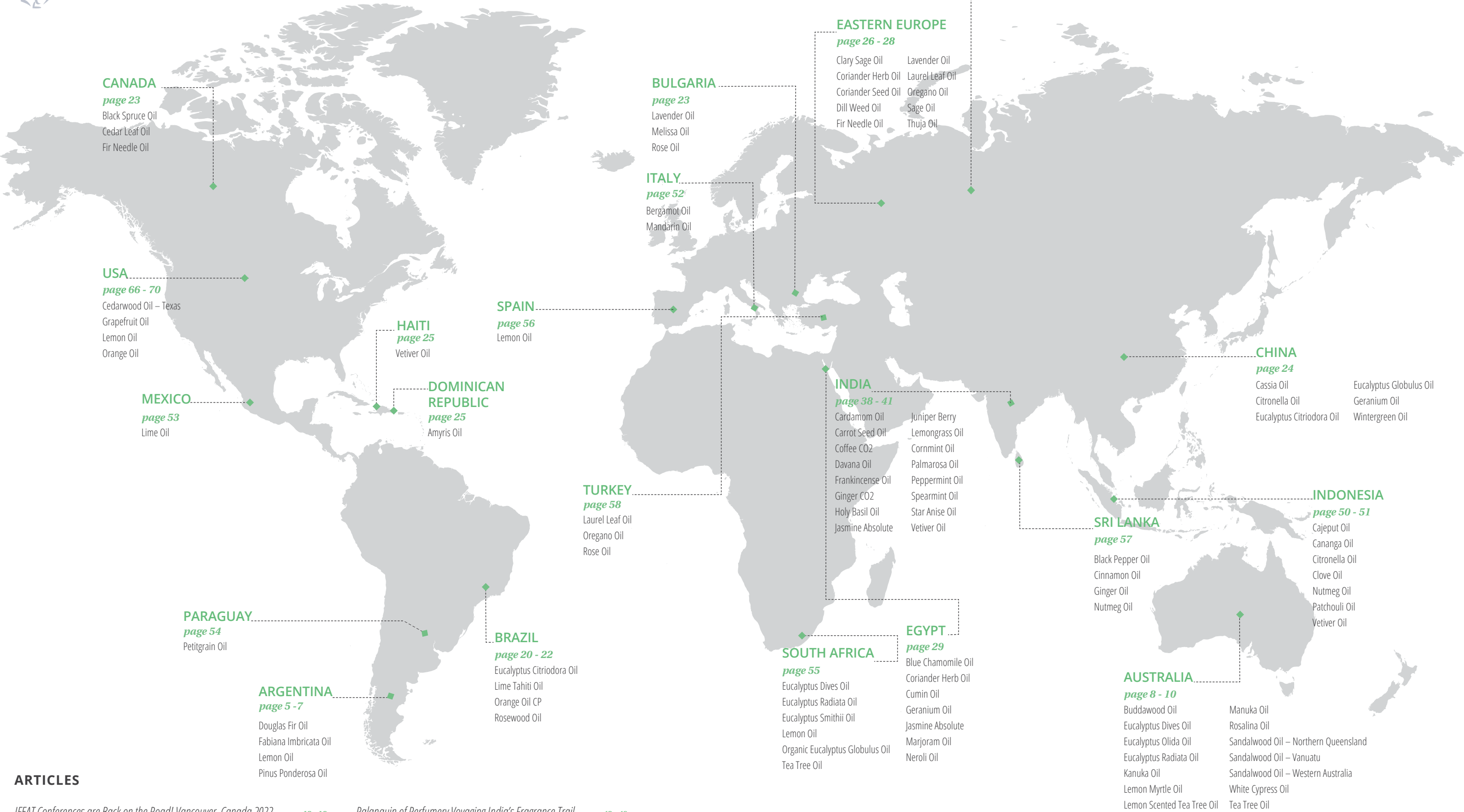
ESSENTIAL OILS

MARKET REPORT

WINTER 2022




Ultra International B.V.
Essential Oils, Ingredients, F & F



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A WARM WINTER MESSAGE

That crisp feeling of winter in the air, peppered with a whiff of steaming hot chocolate coming from the kitchen, the fragrance of logs in the fireplace, the delicious trail of roasted chestnuts, or the sweet bouquet of mulled wine filling the room. Oh, it's beginning to 'smell' a lot like Christmas! Whether it's the aroma of freshly baked cookies, or pine trees, these Christmas scents are bound to put anyone in a festive mood. At Ultra, our commitment to revel in the finest aromas has scripted another incredible year, and we are forever grateful for the support of our collaborators.

After living in the virtual world for two years, the Ultra team is ecstatic with the outcome of the live IFEAT conference. It was an unprecedented success with the best minds in the business converging at the meandering pathways of Vancouver. Being a Platinum sponsor, we were thrilled with the enthusiastic response of all the delegates. Read more about this experience right here!

In this report, we dive into the world of tempting spirits flooding the market. The gin's out of the bottle! If you wish to stir your senses with a spiced-up version of your preferred drink your pleas have been answered. Distillers are sprucing up the trusted gin, taking it from ice and a slice to something more adventurous. Your favourite flavours infused in a spirit of your desires. Brands these days are prepping flavoured gins to create stunning seasonal sippers, delicate floral drinks, and summery berry tipples.

We also meander through the timeless lanes filled with exceptional fragrances, as we explore India's everlasting romance with scent in this report. An intimate relationship, a mesmerising tale of scents, India's perfumes connect has a glorious past, present, and future. From the Ayurveda to Mughal emperors, fragrances and perfumes have shaped Indian culture. The Indian scent trail starts in the north with Uttar Pradesh, a land known for its grace, culture, and arts, and concludes in the south, revelling in the coastal brilliance of Tamil Nadu.

Our sustainability efforts brought us to the door of Ultra Natura, a gateway to vertical farming. Paving a path towards a greener future, the initiative is progressing commendably, and the first batch of patchouli grown in the vertical farm container is ready to be distilled for quality checks.

On the product front, citrus is facing a challenging time, leading to a constant rise in price. The market has been disturbed by changing weather patterns, rising fuels costs and an ever-increasing demand. We elaborate on the status from across the globe in the report.

Looking forward, upskilling and reskilling are two facets we consciously invest in for our employees. We organise regular study tours to enable our workforce to comprehend, learn and ultimately share experiences with fellow colleagues from around the world. Laura Johnston and Lina Piccininni attended the IFEAT South Africa study tour in November to deepen their experiences by exposing them to a vibrant and dynamic environment. Detailed coverage of the enhancing experience will be shared in the next report.

Helen Keller said, *"Keep your face to the sunshine and you cannot see the shadow."* As we gear up to step into the great unknown, we want to thank all our loyal and supporting business partners, who have been with us each step of the way. Let's make the upcoming year more glorious and successful.

Wishing everyone a Merry Christmas and a Happy New Year!

Priyamvada Sanganeria

Director, Ultra International BV



DOUGLAS FIR OIL

Pseudotsuga menziesii 🌍 Argentina

The Argentine variety is sold in the USA as a unique and refined offering compared to the North American varieties. It is primarily used in aromatherapy. The 2022 production volumes were larger than 2020-2021.

🏠 USD 440.00 /kilo

FABIANA IMBRICATA OIL

Pichi Pichi Oil 🌍 Argentina

Harvest season for Fabiana begins in December and goes on till January. The harvest volumes increased this year to 50-100 kgs. Fabiana is primarily used in fine fragrances, and perfumes made from the oil are internationally acclaimed

🏠 USD 4,400.00 /kilo



LEMON OIL

Citrus limon (L.) Burm. F. 🌐 Argentina

The lemon sector in Argentina is facing a major crisis primarily due to fertiliser prices, which have increased by more than 100%, and due to the high costs of international freight, which have increased since the pandemic. The sector has also been affected by the devaluation of the euro and the increase of more than 70% in the salaries of the workforce. In addition, lemon production has grown worldwide, which has caused a decrease in international prices.

It is becoming noticeable that some producers are leaving the citrus activity. It is estimated that 3,000 to 5,000 hectares in Tucumán will stop growing citrus and start producing sugar-alcohol. It should be noted that the Northwest of Argentina concentrates 95.6% of the total production of lemons. Tucumán produces 87.5%, Salta 5.7% and Jujuy 2.4%.

The current lemon crop which in MY 2021/22 is expected to be 1.90 million metric tonnes (MMT) which is higher than the last crop and as a result, lemons allocated for the industry for processing will also increase, and the forecast is for 1.49 MMT to be processed which is higher than the last crop which was 1.38 MMT.

Main takeaways:

- High inventory levels of lemon oil in Argentina since the last few crops were above average size
- Because of the higher crop sizes, the price of lemon oil has remained soft for the past couple of years and the growers are feeling the effects in their pockets
- Cost of production is higher because of inflation, which combined with labour issues is not helping the already difficult situation
- Price is stable and on the low side – the first time in history that the lemon oil price is lower than orange oil
- Processors are using more efficient processing with higher yield to produce lemon oil and hence more supply
- Current price of lemon oil is not sustainable for processors
- Growers are removing lemon trees and replacing with sugarcane – this will result in less supply in the future and the price of lemon oil will increase.

📊 USD 13.00 /kilo

ARGENTINA LEMON PRODUCTION, SUPPLY AND DISTRIBUTION ('000 MT)

Market Years	2019/20	2020/21	Forecast 2021/22
Production	1,491	1,800	1,900
Imports	3	2	1
Total Supply	1,494	1,802	1,951
Exports	256	264	260
Fresh Dom. Consumption	160	150	150
For Processing	1,078	1,388	1,491
Total Distribution	1,494	1,802	1,901

PINUS PONDEROSA OIL

Pinus ponderosa 🌐 Argentina

While it is mainly used for aromatherapy, there is increased interest for *Pinus ponderosa* from the fragrance industry. The oil is obtained from the needles. The production in 2022 decreased from previous seasons.

📊 USD 440.00 /kilo





BUDDAWOOD OIL

Eremophila mitchellii 🌍 Australia

Demand and supply are balanced, which has kept the price in check. Timber is being stocked, and production can be increased if demand goes up.

🏠 AUD 625.00 /kilo

EUCALYPTUS DIVES OIL

Eucalyptus dives 🌍 Australia

At present demand is steady. New plantation areas are being added that will increase production.

🏠 AUD 47.00 /kilo

EUCALYPTUS OLIDA OIL

Eucalyptus olida 🌍 Australia

There is a steady demand for the oil. New product with 80% methyl cinnamate concentration is available in the market. Small volumes are being produced and stocks have gone down.

🏠 Price on Request

EUCALYPTUS RADIATA OIL

Eucalyptus radiata 🌍 Australia

There is consistent demand for the oil, but production is limited. With depleting stocks, the price of the oil has gone up.

🏠 AUD 82.00 /kilo



KANUKA OIL

Kunzea ericoides 🌍 Australia

There is limited demand for this product. Raw materials are mostly harvested from the wild. Production volumes are low. There is no stock available.

🏠 AUD 395.00 /kilo

MANUKA OIL

Leptospermum scoparium 🌍 Australia

Demand for this oil has been stable for some time. Oil production has not increased as a consequence. The quality available is +20% mbk (methyl butyl ketone). The oil price is also stable.

🏠 AUD 825.00 /kilo

ROSALINA OIL

Melaleuca ericifolia 🌍 Australia

Floods have adversely affected production. Varieties from the north have high linalool and low cineol content. Production volumes are limited at present.

🏠 AUD 365.00 /kilo

WHITE CYPRESS OIL

Callitris intratropica 🌍 Australia

Production and processing capacity has been expanded. There is a consistent flow of oil stock and suppliers are willing to negotiate price on long-term contracts, though demand for the oil has reduced.

🏠 Price on Request



LEMON MYRTLE OIL

Backhousia citriodora 🌍 Australia

Demand for lemon myrtle oil is increasing. Production has increased to cater to the growing demand. Both varieties of organic and conventional are available.

🏠 AUD 395.00 /kilo

SANDALWOOD OIL – NORTHERN QUEENSLAND

Santalum spicatum 🌍 Australia

The next harvest cycle is in 2023. Production is holding steady and meeting current market demand. Oil in stock is limited.

🏠 Price on Request

SANDALWOOD OIL – WESTERN AUSTRALIA

Santalum spicatum 🌍 Australia

Production is expected to increase for this product. Prices are stable.

🏠 USD 1450.00 /kilo

SANDALWOOD OIL – VANUATU

Santalum austrocaledonicum 🌍 Australia

There is limited demand and supply of the oil. Stock levels are also depleting. New production volumes are expected to be added this year.

🏠 USD 2200.00 /kilo

TEA TREE OIL

Melaleuca alternifolia 🌍 Australia

A very large quantity of the crop has been destroyed due to the floods this year. Harvest operations had been delayed due to persistent bad weather. The industry estimate for the 2022 crop was supposed to be 1,200 MT. However it is currently only at 500 MT. Demand for tea tree oil from Australia has been low. This could be due to the arrival of new origins. Also, due to the supply being low as well prices seem to be stable.

🏠 AUD 46.00 /kilo

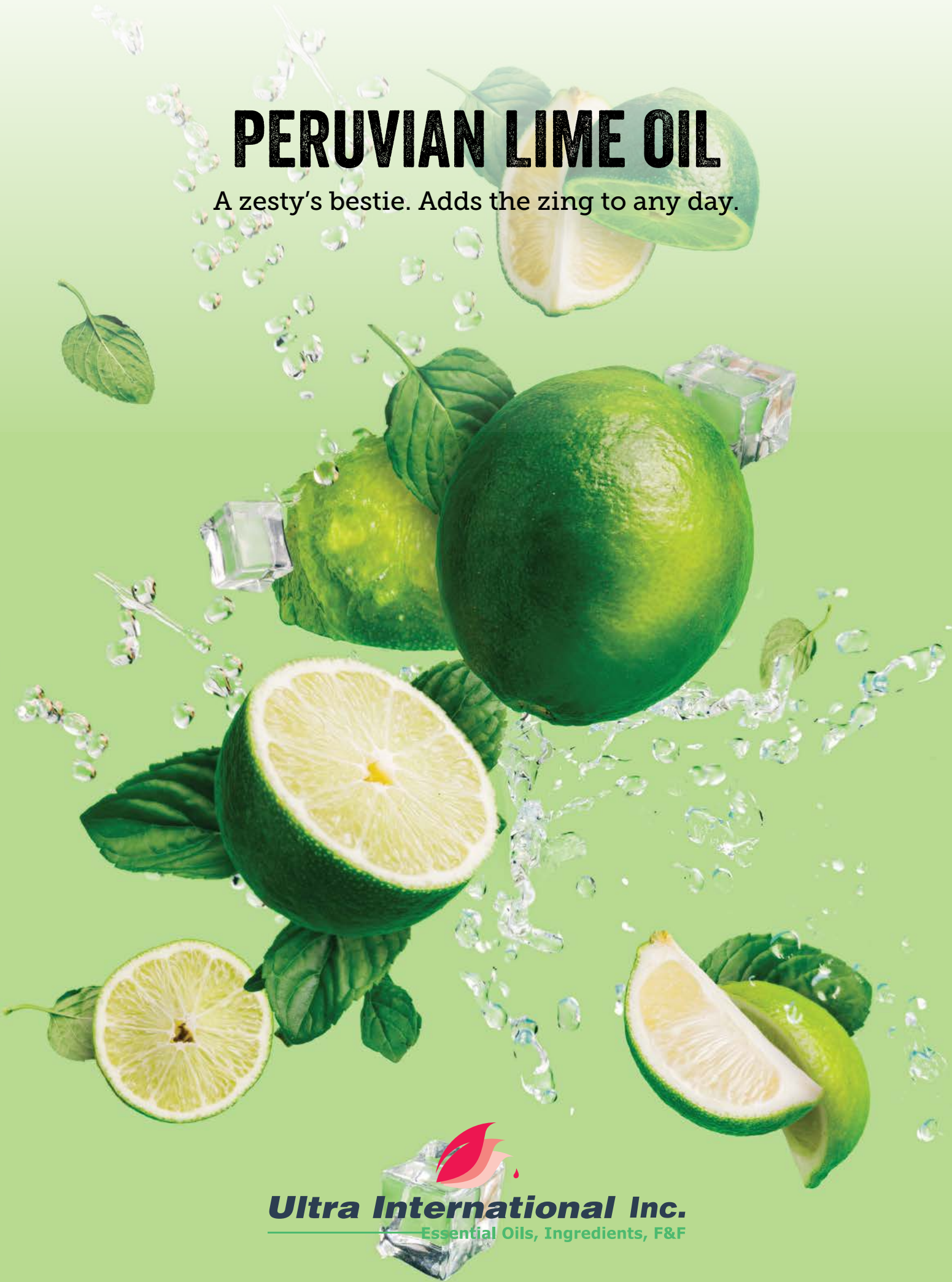


LEMON SCENTED TEA TREE OIL

Leptospermum petersonii 🌍 Australia

Plantations for this crop have been increasing in the northern NSW region. The coming season will have greater production volume.

🏠 Price on Request





IFEAT CONFERENCES ARE BACK ON THE ROAD! VANCOUVER, CANADA 2022

Some three years after the stunning Bali Conference in 2019, IFEAT held its first post-pandemic Conference in Vancouver Canada from 9th – 14th October 2022. Again, the Ultra Group was very much involved sending a large team of delegates as well as being the Conference's Platinum Sponsor. It was so enjoyable to meet face-to-face with friends, clients and even competitors after such a long time. While online meetings played a vital role during the COVID disruptions and uncertainties, there is nothing comparable to being physically present during discussions and presentations. Moreover, the Conference was held in a superb location at the Westin Bayshore Hotel, near to the iconic Stanley Park, and alongside Coal Harbour Bay with superb views over the water and mountains beyond. In addition, in these days of skill shortages there was a relatively large number of capable, efficient, and welcoming Bayshore staff on hand to facilitate the smooth running of the Conference. The weather was near perfect – no rain, clear blue skies, beautiful sunrises, and sunsets – enabling delegates to enjoy walks along the quayside and visit nearby restaurants and bars.

The IFEAT Vancouver Conference Committee, under the Chairmanship of Alan Brown, along with the IFEAT Secretariat and the Local Organising Committee are to be congratulated on organising a very successful conference despite the COVID disruptions and uncertainties. There continued to be great uncertainty until a few weeks before, when Canada finally lifted its strict COVID requirements. To reduce risk and increase damage limitation the Organising Committee decided not to hold the IFEAT Dinner, and there was less entertainment in comparison to previous years. In addition, the Committee adopted policies to raise the sustainability of the Conference. Similarly, there were fewer company parties – although the Ultra Group did hold a smaller party than usual for clients and friends.

Despite the considerable uncertainty of the last three years, the detailed planning by IFEAT's Vancouver Conference Committee, chaired by Alan Brown, assisted by the Local Organising Committee (LOC) and the IFEAT Secretariat, finally led to the holding of the "Pacific Reunion". While the Westin Bayshore did not reach the superb standards of Bali's Mulia Beach Resort, it did provide ample space for presentations, meetings, and a trade exhibition for 926 delegates and 36 accompanying persons from 557 companies and some 59 countries that attended. This was IFEAT's first hybrid conference and there were 35 online attendees. There were more registered delegates but over a 100 were unable to attend because of the inability of the Canadian authorities to issue visas in time. Something that no one could have predicted when Vancouver was chosen as a location some four years ago.



The large Bayshore Ballroom with its excellent video and sound reproduction systems was an excellent location for the four days of presentations, the IFEAT AGM and Business Session, the morning legislative and regulatory session on the EU's Green Deal, as well as a round table on certification issues. Another ballroom hosted 30 companies exhibiting over the four days, while the hybrid system enabled 5 companies to have online exhibition booths. This was IFEAT's first hybrid conference, and another advantage was that presentations and meetings could be held with some participants not being physically present but participating from afar. Another welcome innovation was the use of a professional Master of Ceremonies, who introduced the speakers, moderated the Q/A sessions, and ensured the programme ran to time.

The hotel had ample meeting places for networking, such a vital component of IFEAT conferences. There were 41 suites in which individual companies could host meetings with existing and potential customers and suppliers as well as a seminar room for the one-day Flavour and Fragrance Ingredients workshop, which was sold out.

As usual, the Conference began with a Welcome Reception on Sunday evening which was opened with a First Nations recognition ceremony. An Elder representing the indigenous people of Canada made a short speech followed by a traditional dance performance.

The Conference programme was opened on Monday morning by the Conference Chair Alan Brown who explained the theme was the "Pacific Reunion" and why the Conference differed in several respects from previous years. Then three diverse and excellent presentations followed. Another first was a presentation by a professional paid speaker, Minter Dial on *Energy and Connection*, which discussed concrete ways in which both individuals and companies could be positive and overcome the major anxieties of recent years "by tapping into your essences through the 5Es - engagement, exchange, emotion, experience, and essence (linking to your "north")". The latter urged people to "find their true North". Certainly, some of the Ultra Team took this to heart by flying up to the Yukon immediately after the Conference to assess the opportunities to produce oils from the Boreal Forest in northern Canada!

Alain Frix followed with a wide ranging and thought-provoking lecture on *F&F Feedstocks & Renewability*. He reviewed the growing competition for renewable feedstocks, the impact of mergers and acquisitions, and the excessive regulatory environment. Each major source of F&F raw material ingredients was discussed and quantified: petrochemicals, forest products, essential oils, and biotechnology. Major concerns were expressed about their renewability and future availability and he explained why there is no perfect sustainability solution. Michael Ford followed with a very topical and in-depth analysis of the *Current Transportation and Trade Challenges Impacting Shippers*. Factors disrupting global supply chains - port congestion, high freight costs, new regulations, and COVID-19 - and important transport and trade regulations impacting the aroma trades were discussed.

“This was IFEAT's first hybrid conference, and another advantage was that presentations and meetings could be held with some participants not being physically present but participating from afar.”



As usual Tuesday morning was devoted to the IFEAT AGM and Business Session and the IFEAT Medal Lecture. There was a report on IFEAT's 2021 activities and accounts; new Executive Committee members along with a new EC Chair and Vice Chair were elected. Presentations were made on the next IFEAT Conference in Berlin in October 2023 with the theme of *Trade, Tradition and Modern Spirit*; the first IFEAT Focus Study Tour on Spanish lemon in Murcia in late February 2023; reports on the IFEAT supported Reading flavour and ICATS perfumery courses and medals presented to the best student on each course. Also, there was a short and moving video on IFEAT Members who have passed away since the Bali Conference.

The IFEAT Business Session was followed by Kim Bleimann's Medal Lecture on *Catalysts of Change* in which he reflected on his nearly 50 years in the industry in a wide-ranging lecture littered with quotes. Known for his direct speaking and occasional lack of political correctness, he spoke out strongly about his concerns about "death by regulation" and his concerns for the future of the F&F industry citing particularly REACH and the EU's Green Deal and the need to intensify lobbying. He was particularly concerned about how innovation, which is a major stimulus to industry growth, was being stifled by regulation, the reduced availability of perfumery ingredients and by continuing mergers and acquisitions in the sector.

A full morning was devoted to another excellent but worrying session on *The EU Green Deal and its Impact on Flavours and Fragrances: The Domino Effect*. The Green Deal was presented in late 2019 just before the onset of the pandemic and two of its eight strategic pillars, namely the CSS (Chemical Strategy for Sustainability) and the F2F (Farm to Fork) initiative will set new boundaries for the flavour, fragrance, cosmetics, and aromatherapy industries. Seven leading experts from major trade associations made presentations covering various complexities of the Green Deal. This was followed by a Q & A session.



It is impossible to provide details of all the excellent 21 presentations that were made but the speakers had obviously spent a lot of time preparing their presentations. They were wide ranging both in content and in location – including the Amazon, China, Nepal, Patagonia, Sri Lanka, Venezuela, and Vietnam. Another excellent Conference innovation was the final presentation by Henry Gill, namely a *Crop/Market Report: Buying better in a turbulent market* which should become a regular feature of IFEAT Conferences.

The greatly improved Whova app, which was available both before, during and after the Conference, enabled the presentations to be viewed once they had been presented. Registered delegates can view the presentations until mid-January 2023. Delegates were able to use the app to obtain information on the various conference delegates, presentations, and events, as well as communicate directly with each other. In addition, just prior to the start of the conference, speed networking sessions were held to enable delegates to meet up. More details of the presentations can be found on the IFEAT website (www.ifeat.org).

The final Conference event was the Closing Banquet held in the Vancouver Conference Centre on Thursday evening. The Conference Chair, Alan Brown, besides thanking the many Conference Sponsors and the delegates, invited on stage all those who had made the Conference such a success. Each year sees IFEAT Conferences move between continents with new companies and countries participating, a clear indication that IFEAT has weathered the pandemic and is going from strength to strength. Next year sees the much-postponed Berlin Conference – look forward to seeing you there!

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EUCALYPTUS CITRIODORA OIL

Eucalyptus citriodora 🌐 Brazil

The rainy season has started and this could be the start of low supply. Many distilleries will carry out equipment maintenance as it is difficult to access plantations. Prices may increase in the months to follow.

🏠 USD 14.00 /kilo

LIME TAHITI OIL

Citrus latifolia 🌐 Brazil

The price for Tahiti lime is on the increase in the fresh fruit market in São Paulo because of lower supply even in a market where demand has been weak. As a result of the high prices, exports of limes to the international market have decreased.

However, a gradual increase in production is expected and price is expected to decrease which should lower the price for Lime Oil Tahiti.

🏠 Price on Request

ORANGE OIL CP

Citrus sinensis 🌐 Brazil

Most of Brazil's orange harvest comes from the state of São Paulo and the western part of Minas Gerais. Those regions are expected to produce 314.09 million boxes (M boxes). This figure represents a decrease of 2.86 M boxes in relation to the initial estimate published in May 2022 and corresponds to 0.9%. The reason for this reduction is the low rainfall volume in the last months, well below the historical average. The average rainfall in the citrus belt accumulated from May to August 2022 was 84 millimetres, which is 48% below the climatological normal. Drier and hotter than normal weather was observed in all regions in that period. The lower rainfall volume affected fruit growth.

The orange production forecast for the state of São Paulo and the western part of Minas Gerais includes:

- 57.10 M boxes of the Hamlin, Westin and Rubi varieties
- 17.04 M boxes of other early season varieties
- 93.95 M boxes of the Pera Rio variety
- 106.78 M boxes of the Valencia and Valencia Folha Murcha varieties
- 39.22 M boxes of the Natal variety.

HLB, commonly called greening disease, and canker incidence are increasing in Brazil. An annual survey by Fundecitrus shows that the average incidence of HLB increased by 1.05% from 22.37% in 2021 to 24.42% in 2022 in Brazil's citrus belt. In the regions of Brotas, Limeira and Porto Ferreira, where the incidence was already high in previous years, HLB increased to even more worrying levels of 49.41%, 70.72% and 74.05%, respectively. Fundecitrus reported that most regions have a favourable climate for HLB, and that most regions have a high density of orchards and a large number of medium and small properties. Those factors make it difficult to coordinate joint actions for the regional management of the disease. Moreover, in most orchards in production, diseased trees are not being eliminated, and control of HLB-spreading psyllids has been inadequate. Inefficient spraying has also contributed to the increase in HLB. Also impairing the effectiveness of psyllid control is the repetitive use of insecticides from the pyrethroid group without adequate rotation with insecticides with other modes of action. That has led to the detection of psyllid resistance to the pyrethroid group in some places.

The Fundecitrus survey also showed growth in the incidence of canker in orchards. According to the new survey, the disease is present in 18.77% of the trees, an increase of 74.44%. Canker accounts for just 0.21% of fruit drop across the citrus belt. The low rate is related to studies carried out by Fundecitrus that adjust the use of copper in the management of the disease. That adjustment does not impact the effectiveness of the treatment and generates savings of 56% in the amount of product used per hectare.

The main takeaways are:

- The lower amount of rainfall affected the weight and sizes of the fruits in the early varieties of oranges and therefore more fruits are required to fill a box.
- Quality is still poor and not meeting the FCC specs for aldehyde content
- More trees are affected by greening so the fruits from these trees are below standard quality
- More fruits are going to the industry for processing because of they are not suitable for the fresh fruit market
- Supply is still very limited because of the lower-than-expected crop size, processors are still filling contract requirements from the last two years and there is no carryover inventory
- Demand is firm
- Price is firm because Brazilian production costs are higher by an estimated 27% compared to the previous crop. Costs of fertiliser, energy, freight and labour have all increased.

🏠 USD 17 - 19.00 /kilo

ROSEWOOD OIL

Aniba rosaeodora 🌐 Brazil

Due to many new players entering the market, the availability of rosewood oil from plantations is increasing. However, there are challenges due to CITES bureaucracy.

🏠 Price on Request



LAVENDER OIL

Lavandula angustifolia 🌐 Bulgaria

Slow demand and low prices are diverting farmer interests away from lavender. Many lavender fields in the region are being converted to wheat. The market for conventional and organic lavender is witnessing a downturn, though the current crop has been good and there is enough stock available in the market, but with low demand the price is witnessing a decline.

🏠 EURO 45.00 /kilo



MELISSA OIL

Melissa officinalis L 🌐 Bulgaria

The crop was on expected lines and the market has sufficient supply, though the demand for the product remains low.

🏠 EURO 1150.00 /kilo



ROSE OIL

Rosa damascena 🌐 Bulgaria

The future of the product depends on how producers handle sustainability requirements for production. The price levels and demand from the F&F industry will be based on that. At present the market for the oil is silent. Most of the buyers have procured their requirements from the 2022 crop.

It was a disappointing crop resulting in low quantities of oil produced. There is limited stock in the market.

🏠 EURO 11000.00 /kilo

With the onset of winter and snowfall the production season is about to conclude.

BLACK SPRUCE OIL

Picea mariana 🌐 Canada

High volumes of raw material are produced in the northern regions. There is an abundance of oil in the market, though prices are not responding accordingly and are still high.

🏠 Price on Request

CEDAR LEAF OIL

Thuja occidentalis 🌐 Canada

No inventory of the product is available. The production season is over, and shortage of volumes continues.

🏠 Price on Request

FIR NEEDLE OIL

Abies balsamea 🌐 Canada

Post December some production is expected to resume from Christmas trees. At present, with increasing levels of snowfall, production has halted. There is a shortage of supply in the market. As a result, oil prices have increased.

🏠 Price on Request



CASSIA OIL

Cinnamomum cassia 🌐 China

The demand-supply situation in the last quarter of the year is the same as the earlier quarter. The only fluctuating factor is the exchange rate, due to which the price has seen minor alterations.

🏠 USD 45.00 /kilo



CITRONELLA OIL

Cymbopogon winterianus 🌐 China

Low price over a long period of time has decreased the market supply of the oil as well as the output. The oil price has been impacted by the pandemic and the falling price of Indonesian citronella. The market price of Chinese citronella oil is also witnessing a downfall.

🏠 USD 15.00 /kilo



EUCALYPTUS CITRIODORA OIL

Eucalyptus citriodora 🌐 China

The interest of farmers in distilling the oil has gone down. This is due to the constant fall in oil prices.

🏠 USD 16.00 /kilo



EUCALYPTUS GLOBULUS OIL

Eucalyptus globulus 🌐 China

Decline in the price of the oil has resulted in reduced farmer interest in distilling it. This could lead to low volumes being produced in the upcoming season. The new production season is about to commence. An increase in market interest for the product will help increase the price.

🏠 USD 10.00 /kilo



GERANIUM OIL

Pelargonium graveolens 🌐 China

The market for geranium oil is small. There is low demand for it in the market.

🏠 USD 168.00 /kilo



WINTERGREEN OIL

Gaultheria procumbens 🌐 China

Oil suppliers and farmers are eager to sell wintergreen stock. Demand for the oil remains low, which has led to a decline in price compared to last year.

🏠 USD 76.00 /kilo



AMYRIS OIL

Amyris balsamifera 🌐 Dominican Republic

The new Dominican Minister is working to halt all contraband of amyris to Haiti. The construction of a new wall along the Haitian-Dominican border is underway. Illegal immigrants from Haiti are also being deported. They reside in the forests and are difficult to locate and deport. They have good working conditions and receive decent pay.

Wood is available in the market in good quantities, though its price has gone up over 20%. As per government regulations plant labour costs have also increased 30%.

Haiti is in a difficult situation with the country in a shut-down state. No amyris production is ongoing currently.

The last three years have witnessed a fall in the price of the oil. This is due to Haitian producers exporting oil in the Indian market for very low prices.

🏠 USD 80.00 /kilo

VETIVER OIL

Vetiveria zizanioides 🌐 Haiti

The security concerns in Haiti have halted all production. Fuel availability is an issue, and plants are unable to distil vetiver oil. No oil is available in the market.

🏠 USD 250.00 /kilo





THE EASTERN EUROPEAN COLLECTION

It will not be allowed to import many essential oils from Russia into the European Union from early 2023 onwards. As a result, it is difficult to anticipate how this will affect the market generally speaking. It's known that there are big stocks available for 'Russian products' to satisfy the demand on the market for a while. In addition, many oils are available from alternative countries.





EASTERN
EUROPE

CLARY SAGE OIL

Salvia sclarea 🌍 Eastern Europe

It has been a disappointing crop, but the demand for the oil remains high. This has led to increased prices.

🏠 USD 125.00 /kilo

DILL WEED OIL

Anethum graveolens 🌍 Eastern Europe

There is limited supply of the oil in the market. Demand continues to be high, which has led to an increase in the price.

🏠 USD 59.00 /kilo

LAUREL LEAF OIL

Laurus nobilis 🌍 Eastern Europe

The demand and supply for the oil is stable.

🏠 USD 145.00 /kilo

SAGE OIL

Salvia Officinalis 🌍 Eastern Europe

There is low supply of oil in the market. An increase in production costs has resulted in a rise in raw material prices compared to last season.

🏠 USD 55.00 /kilo

CORIANDER HERB OIL

Coriandrum sativum 🌍 Eastern Europe

There is limited production of oil. While the market is stable, only small quantities are available for trading.

🏠 USD 125.00 /kilo

FIR NEEDLE OIL

Abies sibirica 🌍 Eastern Europe

The import of Siberian fir needle oil from Russia into Europe will be stopped, starting in 2023. Manufacturers were trying to sell their product in 2022, but high production costs for energy, labour and transport halted the sale and reduced prices. At present the prices have increased and are holding still.

🏠 USD 59.00 /kilo

OREGANO OIL

Origanum vulgare 🌍 Eastern Europe

There is sufficient supply of oil in the market. Price is mostly stable with a slight increase.

🏠 USD 65.00 /kilo

THUJA OIL

Thuja orientalis 🌍 Eastern Europe

The market for the oil is stable.

🏠 USD 54.00 /kilo

CORIANDER SEED OIL

Coriandrum sativum 🌍 Eastern Europe

Starting in 2023 coriander seed oil cannot be imported from Russia and brought into Europe. This will impact available quantities in the market putting pressure on the price. Significant increase in the oil price is expected in the coming year.

🏠 USD 110.00 /kilo

LAVENDER OIL

Lavandula angustifolia 🌍 Eastern Europe

There is abundant supply of the oil in the market. But producers are suffering losses due to the low price of the oil.

🏠 USD 45.00 /kilo



BLUE CHAMOMILE OIL

Matricaria chamomilla 🌍 Egypt

The process of new crop cultivation is in progress, though it is difficult to predict the volumes that will be produced. Good quality blue chamomile oil is available in limited quantity. Inferior quality oils are flooding the market and are being sold at low prices.

🏠 USD 770.00 /kilo

CUMIN OIL

Cuminum cyminum 🌍 Egypt

New crop cultivation is in progress. The harvest season is in May and prices are expected to remain high till then. Cumin oil is produced from imported seeds, which are in short supply and are fetching a high price. This has led to an increase in the price of cumin oil. Prices are expected to remain high to encourage farmer interest in the product.

🏠 USD 125.00 /kilo

JASMINE ABSOLUTE

Jasminum grandiflorum 🌍 Egypt

At present it is difficult to predict the price of jasmine absolute. The picture will become clear with the upcoming crop cycle in June.

🏠 USD 2400.00 /kilo



CORIANDER HERB OIL

Coriandrum sativum 🌍 Egypt

The new crop is only expected in June. Till then the oil will be sold for high prices.

🏠 USD 125.00 /kilo

GERANIUM OIL

Pelargonium graveolens 🌍 Egypt

The interest of farmers in geranium is reducing with other crops turning out to be more profitable. The next cultivation cycle will commence in December. There has been a slow and steady rise in the oil price.

🏠 USD 82.00 /kilo



MARJORAM OIL

Origanum majorana 🌍 Egypt

Small quantities of new crop are being cultivated. This has resulted in a rapid increase in the oil price. These price levels are expected to stay.

🏠 USD 66.00 /kilo

NEROLI OIL

Citrus aurantium 🌍 Egypt

The next crop cycle is in March. An indication of the price range will become apparent closer to the upcoming harvest cycle.

🏠 USD 885.00 /kilo



LET THE FUN BEGIN EXQUISITE SPIRIT INFUSIONS

Is your glass searching for a spiced-up version of your preferred, but monotonous drink? The world craved magic in a glass and distillers went on to sprucing up good old, trusted gin. Evolving gin beyond the ice and a slice into a burst of tastes that are more adventurous. Your favourite flavours infused in this spirit of desire. Gin labels are peppering the spirit with flavours to create stunning seasonal sippers, delicate floral drinks, and summery berry tipples.

Flavour inspirations are primarily derived from seasonal aromas. But before we explore the world of tempting spirits flooding the market, a quick dive into what makes gin such a special elixir.



WHAT'S ALL THE FUSS ABOUT A GIN?

The Dutch gave gin to the world, but it was made popular by the English. A quick (and interesting) history recap, GIN derives its name from old English genever, French genièvre and Dutch jenever. All these terms come from the Latin word juniperus, meaning juniper. Gin is recognised globally for its distinct flavour and aroma. But where does it originate? It is the small juniper berry that forms the base of any gin. In fact, a beverage cannot be labelled as gin without the presence of juniper. It is a clear, distilled spirit with dominant botanical flavours of juniper, flowers, and fresh and dried fruit. Unlike the past, where gin was a dry, single flavour spirit, gins now come in a variety of flavours. Even though the hint of juniper may be barely detectable, the berry forms the cornerstone of a true gin.



THE ART OF PREPPING GIN

Preparing gin is an art, and this block of clay can be moulded in various fashions, though a distilled alcohol base is the most popular place to kick start proceedings. A concoction is then prepared by blending juniper and other botanicals. These ingredients slowly release their flavours in the alcohol before distillation takes place again. The resulting fusion delivers a smooth yet complex spirit.

It is interesting to note that juniper berries that are the foundation of every gin aren't actually berries. Technically they are closer to pine cones than blueberries. To prepare gin, the berries are picked, crushed, or chopped before blending with alcohol. The flavour of juniper is dependent on the soil, climate, and minerals. This results in distinct flavours, even when gins are distilled from the same lot of juniper berries.

AN EXPEDITION TO UNCOVER REFRESHING GIN FLAVOURS

Juniper berries may form the core of gin, but the possibilities of creating a unique concoction are endless. Gins differ depending on the diverse potpourri of botanicals, herbs, and fruits that converge to create an exclusive blend.

The world over myriad flavours are being explored to make a gin. We decided to dive into a few.



LEMON

If juniper puts you off gin, then a lemon infusion can come with a "freshness" rescue. Lemon's signature acidity helps create a toned-down blend that is delicate and docile. This is a perfect spirit for newbies looking for a breezy experience.



ORANGE

Similar to lemon, orange aids in softening gin's spicy juniper. Dried orange peels are popular among various brands while distilling gins.



ORRIS ROOT

Flourishing in Florence, orris root is the perfect remedy to find the right balance of aromas and flavours in a gin. It is the bulb of the iris plant, and is harvested from plants over three to four years old. It is further stored for two to three years as its flavour matures. The resulting product is hard and requires intense grinding before it can be used to flavour gin. It is bitter, but a favourite among distillers for its ability to fix botanical flavours and the floral tones it possesses.



CARDAMOM

Opposites attract goes perfectly well when talking about cardamom and gin. It may seem like an odd pairing, but the two stimulating flavours, sticky, spicy juniper, and gingery cardamom converge to create a smooth, sweet spirit. Cardamom gives gin a eucalyptus sort of lift.



LIQUORICE

Liquorice complements juniper in every way. It's a unique blend of sweet and bitter, sour, and salty, though liquorice infused gin is an acquired taste. The two merge to produce a spirit that is lush, sharp, and resolute without overwhelming your senses.



CINNAMON

Cinnamon is commonly found in Sri Lanka. Barks are extracted from the tree trunk and branches and then rolled into quills. A gin blend with cinnamon has a spicy edge.



NUTMEG

Native to Indonesia, nutmeg is widely cultivated in tropical weathers in Asia and the West Indies. Gin gets a warming undertone and a sweet, aromatic flavour when blended with ground nutmeg seeds.



ALMOND

Almond is native to Iran and surrounding countries, but the USA accounts for over half of global production. Almonds are high in essential oil content and come with a sweet and sour taste. Both types go into the preparation of gin. Almonds are ground before mixing with gin for a nutty, soapy, and spicy flavour.



BLACK PEPPER

If you are looking to transform your gentle gin into a livewire, black pepper will aid your quest. A simple ingredient, black pepper when infused with gin augments its profile. When merged with lemongrass it tends to create a further nuanced flavour.



CUCUMBER SLICE OR A CITRUS FRUIT WEDGE

On a hot day, a cucumber or orange slice in gin is just the soothing balm you need. It is light, sweet, and irrefutably invigorating. For those starting out with gin, cucumber will go a long way in taming gin's juniper. Just add a slice to your drink or buy a blend.

Flavoured gin is not a novel concept. It's been enticing customers for decades. The difference today is the visual appeal, and the unique flavour blends producing great tasting mixes. With the festive season knocking on the door, pour a glass of any of these flavoured gins for your family and friends. Make it a memorable celebration.

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EXOTIC INDIAN OILS!

Scanning from the north to the south of the subcontinent, the Indian oil range is fragrant and astounding.

Oils extracted from the royal Indian rose, freshest varieties of mints and unforgettably intoxicating jasmine.

And we, at Ultra, bring them to you in their purest form.





Ultra International B.V.

Essential Oils, Ingredients, F & F

**BEST WISHES FOR THE HOLIDAY SEASON
AND NEW YEAR GREETINGS!**



CARDAMOM OIL

Elettaria cardamomum 🌍 India

The ongoing cycle has produced a good crop. The finest yield of cardamom is obtained between August and December, though the crop season commences in June-July and goes on till February. During this period, the pods are plucked five times. India is a major exporter of cardamom, and the food and flavour industry is one of the most important clients.

🏠 USD 132.00 /kilo

CARROT SEED OIL

Daucus carota 🌍 India

Unlike previous seasons when the crop was fluctuating, while demand was strong, this season the crop has been consistently good. The harvest cycle is from May to August, and it is mainly grown in north India. The demand-supply dynamics have resulted in fluctuating prices this season. It went as high as USD 72/kg and as low as USD 52/kg. At present it is being sold for USD 66/kg.

🏠 USD 65.00 /kilo

COFFEE CO2 🌍 India

Coffea arabica & *Coffea canephora*

India produces arabica and robusta variants. While arabica is harvested between November and January, the cycle for robusta begins in December and concludes in April. The robusta crop is looking good. India is a major exporter of arabica as its quality is preferred over products from other countries. Brazil is also a major producer of arabica. Its recent crop suffered huge losses. This has resulted in a 15-20% rise in price and demand for the product in the global market.

🏠 USD 210.00 /kilo

DAVANA OIL

Artemisia pallens 🌍 India

Davana was a delight for perfumers since the ketone content used to be in the range of 40-50%. It is now down to 30-40%. Farmers have been reluctant to produce davana oil. Small portions of land produce davana and the yield is very low. Constantly reducing quantities have led to an increase in the price of davana oil. The oil is mostly distilled based on confirmed orders. Last season saw a good harvest and the supply is stable.

🏠 USD 1300.00 /kilo (Price varies as per quality from USD 1,000.00 - USD 1,300.00/ kilo)

FRANKINCENSE OIL

Boswellia serrata 🌍 India

The harvest cycle for frankincense commences in August and goes on till November. India is the second largest producer of frankincense. Major centres of production are found in north, central and south-west India. The resins and oils are both sought after by the fragrance, aromatherapy, and pharmaceutical industries. This season has produced a good crop resulting in a stable supply and price.

🏠 USD 25.00 /kilo (Price varies as per quality from USD 18.00 - USD 64.00/ kilo)

GINGER CO2

Zingiber officinale 🌍 India

Indian ginger is famous globally and sought after by the flavour industry. The last few years have seen a good and stable crop. It is grown in southern parts of India.

🏠 USD 108.00 /kilo



HOLY BASIL OIL

Ocimum Sanctum 🌍 India

The current demand-supply dynamics are balanced. A better picture will emerge during the summer report. The crop cycle is in winter beginning in December and goes on all the way till March.

🏠 USD 26.00 /kilo (North)

🏠 USD 112.00 /kilo (South)

LEMONGRASS OIL

Cymbopogon citratus 🌍 India

The harvest cycle for lemongrass is every 60 days. The last harvest period was in September, and the current one is in progress. Lemongrass is one of the most crucial products in the Indian market. The ongoing harvest has produced a good crop. This has resulted in stable market prices.

🏠 USD 20.00 /kilo



JASMINE ABSOLUTE

Jasminum grandiflorum & Jasminum sambac 🌍 India

Unpredictable rain has an adverse effect on jasmine. The recent harvest produced a low yield. Jasmine absolute is sought after by the fragrance industry and produces two variants grandiflorum and sambac. Major plantations of jasmine are found in southern parts of India.

🏠 Jasmine sambac - USD 4,000.00/kilo

🏠 Jasmine grandiflora - USD 2,600.00/kilo

CORN MINT OIL

Mentha arvensis 🌍 India

There has been stable demand for the product. While the first half was better, buyers have been conservative in the second half concerned about the looming recession. The carryover stock from 2022 to 2023 is less than the quantities last year. The crop is also expected to be less in comparison to the previous cycle, though prices are expected to hold due to the synthetic menthol varieties coming in from China. With the price of natural cis-3-hexenol going down, the price of finished grade DMO has been increased. With food grain prices making corn more profitable the acreage of *Mentha arvensis* is expected to go down in northern parts of India from 2023.

🏠 Price on Request

JUNIPER BERRY

Juniperus communis 🌍 India

India has been import dependant for the product. Juniper berry is only grown in Himachal Pradesh. Constant efforts have been made to augment the supply and it is now showing results. This should help halt the constantly fluctuating prices. The crop is harvested twice a year in April and November. The current crop is stable.

🏠 USD 70.00 - 135.00/ Kilo (Price varies as per quality)

PALMAROSA OIL

Cymbopogon martini 🌍 India

The last harvest season produced an abundance of crop. This has resulted in a consistent supply of the oil. Palmarosa is grown in southern parts of India, and the harvest takes place every 3-4 months. The oil price is stable at the moment.

🏠 USD 30.00 /kilo



PEPPERMINT OIL

Mentha piperita 🌍 India

In the last few years, excess rain in the USA has damaged their peppermint crop. This has led to an increase in the demand for Indian peppermint. Major demand is coming in from the confectionery segment. 80% of global mint production happens in India. The harvest season for mint is between June and July. The crop was good this year and there is a consistent supply of oil. Due to the increased global demand for Indian peppermint, the oil price has risen 35-40%.

🏠 USD 22.00 /kilo

SPEARMINT OIL

Mentha spicata 🌍 India

The demand and supply of the oil is balanced. The crop was good as well. Spearmint is grown in central parts of India. The product is sought after by the flavour and pharmaceutical industries. The oil price is stable.

🏠 USD 32.00 /kilo

STAR ANISE OIL

Illicium verum 🌍 India

It forms a small portion of India's essential oils production. The only state in India producing a viable crop of star anise is Arunachal Pradesh. It is grown in spring, but major demand is met by imports from China. The star anise plant is native to southern China and northern Vietnam. In India, the oil is produced by a few suppliers and is distilled based on demand. Some imports are used by the local flavour industry, while some are further exported.

🏠 Price on Request

VETIVER OIL

Vetiveria zizanioides 🌍 India

The harvest season for the product is from January to March, so the next cycle will only commence in January 2023, and a clear picture will emerge during the summer report. Vetiver is produced in north and central India.

🏠 USD 217.00 /kilo





PALANQUIN OF PERFUMERY VOYAGING INDIA'S FRAGRANCE TRAIL

An intimate relationship, a mesmerising tale of scents, India's perfumes connect has a glorious past, present, and future. From the Ayurveda to Mughal emperors, perfumes have shaped Indian culture. One can trace the origins back to the 6th century, where a polymath, Varāhamihira, documented the art of perfume making in an encyclopaedia, the Brihat Samhita.

The Indian scent trail commences in the north with Uttar Pradesh, a land known for its grace, culture, and arts, and concludes in the south, revelling in the coastal brilliance of Tamil Nadu. Meandering through timeless lanes filled with exceptional fragrances, we explore India's everlasting romance with scents. Across the land there is the fragrantly flavourful food to the use of perfume or 'ittar' or 'attar' as part of '*shringar*' to the incense and vast burst of fresh flowers in temples. India's vibrancy is largely tied to its offerings in flavours and fragrance.



UTTAR PRADESH - THE LAND OF ATTAR

An enchantment of mesmerising aromas runs over the land of the Nawabs, Uttar Pradesh (UP). It has fascinated many beyond its borders. A land-locked state, UP has been sheltered from the sea air. A confluence of soil, sun, and temperature has helped nurture flowers like rose, which are the genesis of its perfume industry. Traversing the lanes of this culturally rich state, one's senses are entangled with the aromas of the past and elegance of royalty. For generations, perfumers in this land have kept the traditions of yesteryear alive with their dalliance with aromas. This is the land which gave birth to attar, the ancient art of perfume making from naturals. Uttar Pradesh is the silent gem of the fragrance and flavours industry. Aromatherapy owes its revolution to this very land.

Among its many fragrant partners, a few notably stand out.

KANNAUJ - INDIA'S FRAGRANCE CAPITAL

For centuries perfumers in Kannauj have used science to create the magic of scents. The fragrant roses of Kannauj have woven tales of romance for over four centuries. This historical town in the Ganges belt is the home of attar. These fragrances are crafted with the aid of time-tested distillation techniques. From the days of the Mughal royals the Kannauj attar has attracted one and all, and its scent has captured wrists to food, and fountains to homes.

ROSE

In the words of the Mughal emperor Jahangir, no other scent could lift the spirit and refresh the soul like a rose. For ages the land of kings has produced this queen of oils. Distilling rose oil is a delicate task which requires immediacy. Petals from damask rose are gently picked by hand and taken to distilleries the same day. In ancient times the oil was extracted by placing rose petals in large copper pots filled with water. The vessel was then heated, and the oil thus extracted was separated with the aid of bamboo.

CORN MINT

At the outskirts of the wetlands, these purple flowers bloom in green-hued meadows. They carry a refreshing menthol fragrance. Cornmint greens are harvested by hand and dried in the open air. They can spread their aroma through air at room temperature. Since ancient times cornmint oil has soothed with its cooling demeanour.

PEPPERMINT

Uttar Pradesh is the mint belly of India. It has transformed from being an importer to a lead producer. The refreshing, herbaceous, and earthy aroma of peppermint has varied usage from stimulating flavours to balancing scents.

SPEARMINT

The Ganges basin, rich in minerals and extremely fertile is ideal for propagating spearmint. Laden with pink flowers spearmint grows in the shade of taller plants.

FRANKINCENSE SERRATA

A rich and celebratory fragrance, frankincense serrata is the most exquisite variety of frankincense. It possesses a soothing aura and is invariably lit to channel positive energy with its earthy and woody scent. The oil is extracted from the gum of the Boswellia tree.

NAGARMOTHA (CYPROIL)

A milder tone individually, nagarmotha enhances the odour profile of perfumes when paired. The heart of Kannauj, its roots house an ambrosia-like perfume with a woody and spicy aroma.



HIMACHAL PRADESH - MOUNTAINS WHISPERING A STORY OF SCENT

The majestic Himalayas shelter a meadow of rich biodiversity. It has harboured rare species and provided a sustainable source of livelihood to numerous tribes. For centuries, Himachal Pradesh has been captivated by the lure of fragrances from its indigenous varieties of wild and cultivated plants.

The aromas of Himachal whisper an intriguing story of scent with a few distinct protagonists.



CEDARWOOD HIMALAYA

With a name that translates to 'Timber of the Gods' in Sanskrit, cedarwood is considered a sacred tree in India. The country is laden with shrines and places of worship built on its solid foundation. Cedarwood oil is acclaimed for its woody and strong earthy essence.



RED CHAMPACA ABSOLUTE

Exuding sweet and floral tones, red champaca is a wondrous elixir harnessed as an aphrodisiac. The valleys of Himachal are adorned with its blossoms of spring.



WHITE CHAMPACA ABSOLUTE

The romance of spring begins with the sweet enticing aroma of white champaca. Its delicate white petals unfurl with the onset of spring. An immense value to the food-chain, its nectareous aroma attracts insects, birds, and locals alike.



TAMIL NADU - THE FRAGRANT COAST

As gushing winds pass over the Indian Ocean they entangle with its soothing aromas. Once they land ashore in Tamil Nadu, they are intertwined with the breezy scents of jasmine, vetiver, and sandalwood. The fragrance emerging from this dalliance engulfs the air of the southernmost state of India. Tamil Nadu has been the hub of fragrances since the Vedic period. This is the land that traces India's initial tryst with aromatherapy, perfumery, and essential oils.



JASMINE SAMBAC ABSOLUTE

A symbol of romance, jasmine has for long been the most trusted ornament for ladies in India. It is a fragrance associated with celebration and auspiciousness. A unique formulation, jasmine is ideal in achieving balance, smoothness, and elegance in the art of perfume creation.



JASMINE GRANDIFLORUM ABSOLUTE

Jasmine grandiflorum unites in perfect harmony with most fragrances. In a basket laden with fragrant flowers, jasmine grandiflorum will crave its niche and be distinguishable for its strong and sweet fragrance notes.



VETIVER

The magic grass of the south gives birth to the fragrance of the soil. An evergreen shrub, vetiver has enriched Tamil Nadu coasts.



KERALA - A PARADISAL WHIFF

A voyage along a sea of cascading palms, sandy shores, slow moving canals, and endless expanse of blue ocean. Kerala is a land where the mist takes its time settling over sleepy mountains and the meandering pathway along tea gardens lets you discover yourself. This God's own country also has a spicy relationship with fragrances.

KOCHI - THE SPICE HAVEN

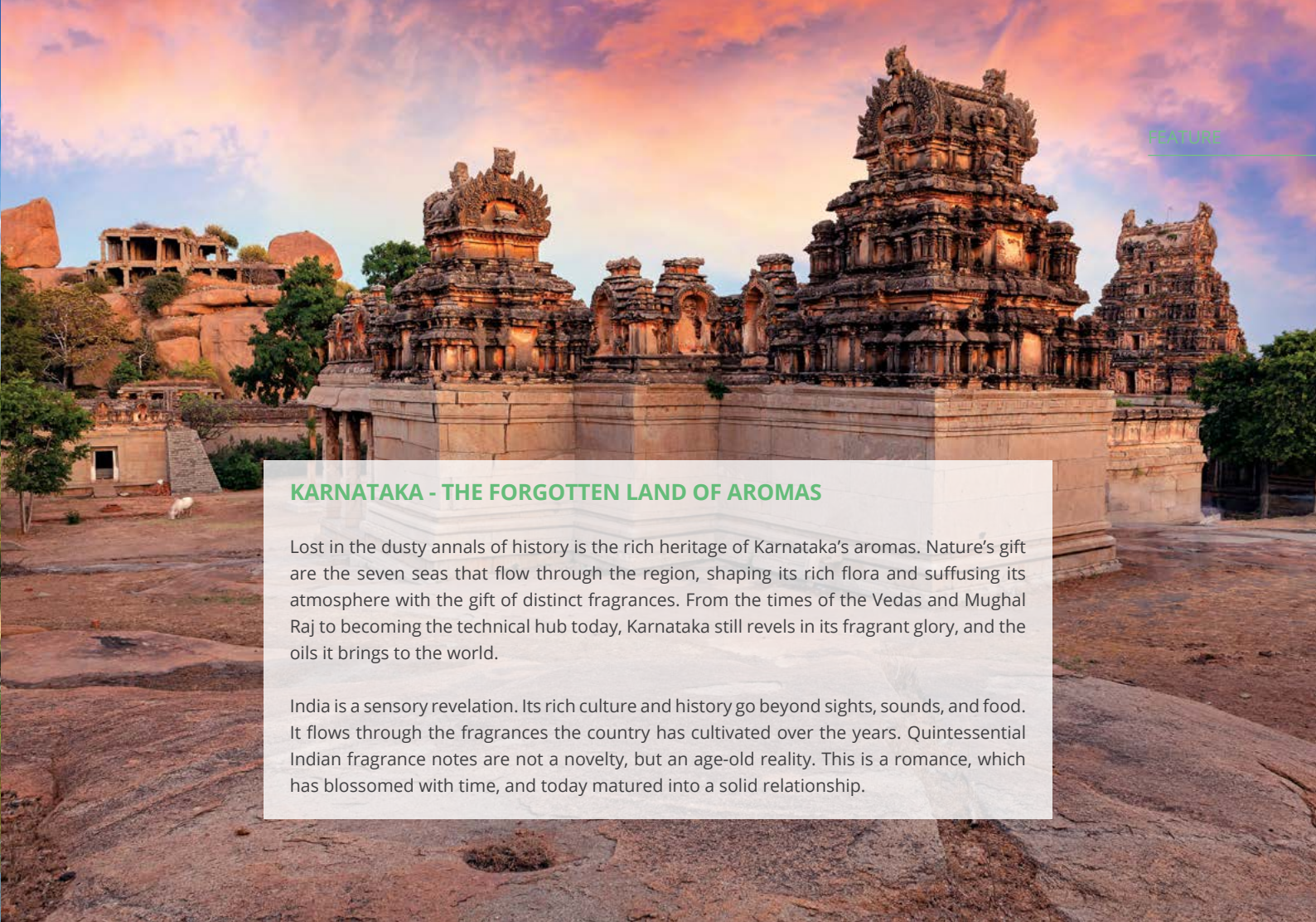
A melting pot of varied spices, Kochi brought the world to its shore for its enticing flavours. It earned the moniker of being the spice capital of the world. Today, it blossoms in the fragrances of palmarosa, lemongrass, and cardamom.



KARNATAKA - THE FORGOTTEN LAND OF AROMAS

Lost in the dusty annals of history is the rich heritage of Karnataka's aromas. Nature's gift are the seven seas that flow through the region, shaping its rich flora and suffusing its atmosphere with the gift of distinct fragrances. From the times of the Vedas and Mughal Raj to becoming the technical hub today, Karnataka still revels in its fragrant glory, and the oils it brings to the world.

India is a sensory revelation. Its rich culture and history go beyond sights, sounds, and food. It flows through the fragrances the country has cultivated over the years. Quintessential Indian fragrance notes are not a novelty, but an age-old reality. This is a romance, which has blossomed with time, and today matured into a solid relationship.



LEMONGRASS

An everyday companion, lemongrass is popular as a flavour in food, and a refreshing elixir in tea. The oil obtained from lemongrass is a rejuvenating blend nourished by the confluence of Arabian sea and Indian ocean.



TURMERIC

Since ancient times turmeric has served as food and medicine. In Indian culture it also signifies purity, honour, and sensuality. It is commonly used as a remedy for skin ailments.



PALMAROSA

A drop of palmarosa oil can fill the air with a complex fragrance palette. While the grass has a hint of rose, when rubbed between the palms, the leaves release a strong lemony odour.



CARDAMOM

The queen of spices, cardamom for centuries has enticed all with its aroma. It grows in the shelter of evergreen trees along the Western Ghats.



BLACK PEPPER

Renowned as the king of spices, black pepper is one of the most widely celebrated and traded spices in the world. Since the days of the kings and queens, it has been a popular masculine and warm spicy fragrance laden with countless benefits.



TUBEROSE ABSOLUTE

Along the River Kaveri is born an aroma that comes with its full floral force. Sensual, fresh, and heady, tuberose absolute is an exquisite aromatic creation.



DAVANA

Grown in the foothills of the Eastern Ghats, these small leaflets of green are indigenous to the land. Davana oil is a popular choice among perfumers and pays homage to the rich cultural diversity of the south.

CAJEPUT OIL 🌐 *Indonesia*

Melaleuca leucadendron var. cajuputi

The market for the oil is stable.

🏠 USD 28.00 /kilo

CANANGA OIL

Cananga odorata 🌐 *Indonesia*

The demand and supply dynamics for the oil is balanced.

🏠 USD 65.00 /kilo

CITRONELLA OIL

Cymbopogon winterianus 🌐 *Indonesia*

Due to the extreme weather conditions, the oil produced is of inferior quality. There is low demand from the international as well as domestic market. Farmers are reluctant to distil the oil. Producers are mostly selling the product to the perfume industry.

🏠 USD 12.00 /kilo

CLOVE OIL

Eugenia caryophyllata 🌐 *Indonesia*

Minor quantities of oil are being produced, which has pushed exporters towards Madagascar. Massive rainfall has made conditions unfavourable for clove oil production. This has resulted in a huge decline in production volumes. The quality and quantity of production is also impacted by the yield. The earlier yields did not bear fruits but turned into pods. The leaves also did not dry fully, and their eugenol content was low.

🏠 CLO 85% USD 17.50 /kilo

Eugenol USD 19.95 /kilo

CBO USD 23.00/ kilo

NUTMEG OIL

Myristica fragrans 🌐 *Indonesia*

Oil yield fell 6-7% due to which many refineries stopped distilling the oil. Due to heavy rainfall the raw materials are not drying completely. This adversely impacts the quality of oil produced. If unfavourable weather conditions persist, the oil price will continue to rise.

🏠 USD 80.00 /kilo

PATCHOULI OIL

Pogostemon cablin 🌐 *Indonesia*

Exporters are holding back their purchase orders. Oil supply has declined in terms of quality and quantity. Farmers have halted refining oil due to the losses incurred. Harsh weather conditions have led to a decline in the yield.

Demand for the oil has been low. Prices are stable. This trend is expected to continue till the next crop cycle in March 2023. The upcoming crop is also expected to produce a better yield.

🏠 USD 40.00 - 45.00 /kilo

VETIVER OIL

Vetiveria zizanioides 🌐 *Indonesia*

Production volumes are extremely low. The situation could improve by February with the arrival of the new crop. Currently, the oil prices are on the higher side.

🏠 USD 275.00 rect. /kilo

🏠 USD 350.00 MD /kilo

BERGAMOT OIL

Citrus bergamia 🌐 Italy

The bergamot crop began in November and will continue until the end of February. High temperatures and summertime drought caused a reduction in quantity. Carryover from the last crop is low and prices seem to be stable.

🏠 USD 155.00 /kilo

MANDARIN OIL

Citrus reticulata 🌐 Italy

The mandarin crop started in early October.

Production time:

- October/November: green and yellow mandarin essential oil.
- December/January: red mandarin essential oil.

As a result of high temperatures and drought during summertime, the crop is poor.

🏠 USD 65.00 /kilo



LIME OIL

Citrus aurantifolia – Key lime 🌐 Mexico

Citrus latifolia – Persian lime

Mexico's lime season is looking promising, though the current fruit increase will only help manufacturers catch up with backlogged orders. There is no carryover from the previous summer crop, which was shorter than usual. Thus far, it looks like the winter lime crop will be a productive one, but the prices of the fresh fruit continue to be high due to the huge demand for the fruit for the fresh market and processing, and the availability of key lime for the industry will be medium-low in November – December.

Limited fruit availability has led to a rapid increase in lime oil prices. Additional factors contributing to the difficult lime oil situation include increasing labour, energy, and transport costs; inflation, price fixing by criminal gangs and the destruction of many containers of Brazilian limes because of bacterial disease.

🏠 USD 95.00 /kilo (Key lime oil)

🏠 USD 37.00 /kilo (Persian lime oil)

MEXICO PRODUCTION AND DISTRIBUTION OF LIME / LEMONS:

Lemons/Limes, Fresh Market Begin Year	2019/2020 19 - November		2020/2021 20 - November		2021/2022 21 - November	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (HA)	208,000	207,838	209,120	215,848	0	221,918
Area Harvested (HA)	163,120	185,116	178,416	190,220	0	196,768
Bearing Trees (1000 TREES)	45,118	45,118	49,462	49,462	0	50,065
Production (1000 MT)	2,199	2,851	2,870	2,998	0	3,217
Imports (1000 MT)	3	3	3	5	0	4
Total Supply (1000 MT)	2,202	2,854	2,873	3,003	0	3,221
Exports (1000 MT)	755	798	852	795	0	798
Fresh Dom. Consumption (1000 MT)	1,140	1,549	1,671	1,858	0	2,023
For Processing (1000 MT)	307	507	350	350	0	400
Total Distribution (1000 MT)	2,202	2,854	2,873	3,003	0	3,221

PETITGRAIN OIL

Citrus aurantium 🌐 Paraguay

There is massive rain in the countryside. Oil production is in progress, though the process is slow due to the prevailing weather conditions. Prices are expected to hold steady.

🏠 USD 71.00 /kilo



CORIANDER OIL

Coriandrum sativum 🌐 Russia

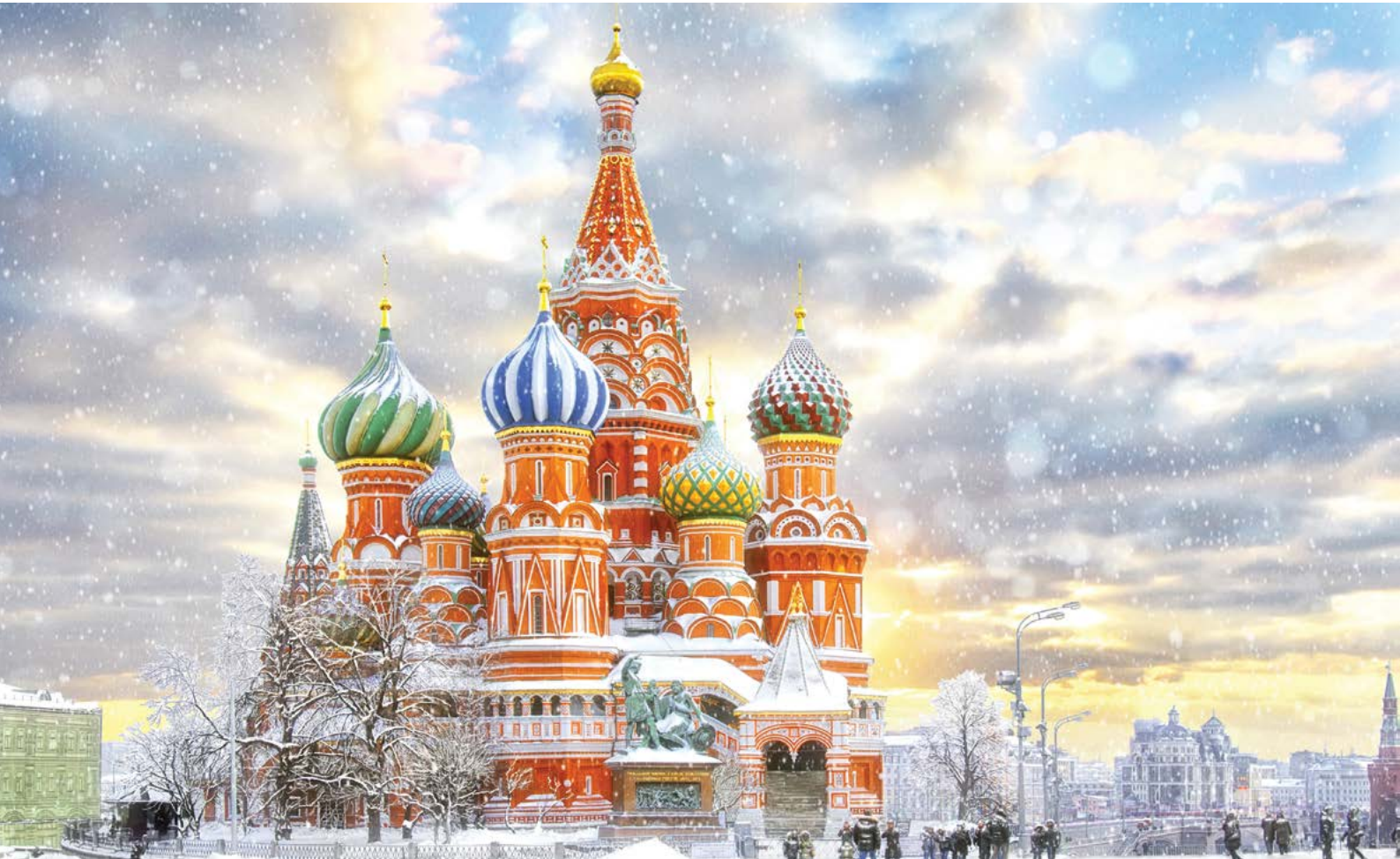
Russia is the only country producing the high yielding variety of coriander utilised for producing essential oil. The qualities produced in Ukraine, Moldova, Bulgaria, Romania, Hungary, Poland, and Turkey produce lower essential oil yields. The volumes produced are also limited, unable to meet the demand-supply dynamics.

Many F&F companies and essential oil sellers are unwilling to buy products from Russia. Starting Jan 8, 2023, the import of all Russian essential oils is prohibited in the European Union. Unless a contract has been signed and registered prior to Oct 7, 2022, all imports of Russian products are banned in the EU. The UK is still allowing the import of Russian essentials, but with a 35% import duty payable on clearance.

It is possible that coriander seeds are exported to Russian neighbouring countries like Moldova and Bulgaria, and the oil is distilled locally, ultimately making its way to the EU markets.

The new crop has stabilised the cost of seeds helping reduce the export price of coriander oil from Russian distilleries.

🏠 USD 110.00 /kilo



EUCALYPTUS DIVES OIL

Eucalyptus dives 🌐 South Africa

Small quantities of the oil are produced depending on client demand. Suppliers are showcasing more interest in fractionated alpha phellandrene and piperitone rather than the actual crude oil.

🏠 USD 24.00 /kilo

EUCALYPTUS RADIATA OIL

Eucalyptus radiata 🌐 South Africa

It is a niche product and supply for it needs to be carefully handled. Currently, only organic quantities are produced by suppliers, but they are in the process of introducing large volumes of conventional *radiata* oil from June 2023. There is good demand for *eucalyptus radiata* in the market. Price will be determined by the demand.

🏠 USD 50.00 /kilo

EUCALYPTUS SMITHII OIL

Eucalyptus smithii 🌐 South Africa

Up to 100 tonnes of organic eucalyptus 80% cineole with REACH registration is available for clients. There is good demand for 100% organic eucalyptus with full traceability. There is a steady supply of organic eucalyptus 80% cineole.

🏠 USD 13.50 /kilo

LEMON OIL

Citrus limon 🌐 South Africa

Production of lemons/limes increased by 7% to a historic high of 670,000 MT for Marketing Year 2021/22 crop and therefore more fruits will be allocated to processing. This is the result of conducive weather conditions and an increasing number of young trees approaching full production. Lemons allocated to the processing industry in South Africa are only about 16 % of the total production.

🏠 Price on Request

ORGANIC EUCALYPTUS GLOBULUS TEA TREE OIL

Eucalyptus globulus 🌐 South Africa

The climatic conditions in the growing region are best suited to produce *eucalyptus globulus*. Suppliers are increasing production capacity for *eucalyptus globulus*. There is positive indication that soon large volumes will be offered in the market at competitive prices.

🏠 USD 15.00 /kilo

Melaleuca alternifolia 🌐 South Africa

In contrast to 4 to 5 months ago the market seems to be improving. Buyers are placing more frequent orders, but volumes demanded are small.

🏠 USD 28.00 /kilo



LEMON OIL

Citrus limon (L.) Burm. F. 🌐 Spain

AILIMPO’s lemon crop estimate for the 2022/2023 season forecasts production in Spain of 1.09 million metric tonnes (MMT). This represents an overall decrease of 10% compared to 2021/2022 that closed with a final production of 1.21 MMT according to the provisional balance that accounts for the fruit exported, processed, sold in the domestic market, as well as weight losses.

The balance has been higher than initially expected partly due to higher production of Verna lemons due to the strong increase in sizes, and the important harvest of “rodrejo” lemons in summer.

The expected decline is due to adverse weather conditions in 2022 with significant rainfall events in March and April that affected flowering and fruit setting in many production areas. In addition, summer has been particularly hot with increased temperatures and lack of rain, resulting in delayed fruit development with smaller fruit sizes. The decrease will be particularly remarkable in the Verna variety, with a 22% drop. In the case of Fino variety, a 5% drop is expected.

🏠 EURO 15.00 / kilo

SPAIN: FRESH LEMON PRODUCTION (MT)

Country	Production 2021-2022	Forecast 2022-2023	Dif (%)
Fino	850,000	810,000	-5%
Verna	361,000	280,000	-22%
Total	1,211,000	1,090,000	-10%

BLACK PEPPER OIL

Piper nigrum 🌐 Sri Lanka

Overseas demand for the product has reduced. This is primarily because of the concerns regarding sustainability of the product in the future. Non-availability of fertiliser has also impacted the crop. There is a low yield, though oil is available for immediate shipment. With the devaluation of the rupee against the US dollar the price remains the same.

🏠 USD 55.00 /kilo

GINGER OIL

Zingiber officinale 🌐 Sri Lanka

Oil stocks are available with suppliers. Last year’s ginger crop was consistent due to fertiliser availability. This year the yield has been low in comparison. The price remains the same due to high inflation.

🏠 USD 59.00 /kilo

CINNAMON OIL

Cinnamomum zeylanicum 🌐 Sri Lanka

Raw material is in short supply. The current season was over mid-December, while the new season will only commence in mid-June 2023. At present the price is stable, but it is expected to increase by the end of January.

🏠 Leaf oil - USD 23.00 /kilo

🏠 Bark oil - USD 265.00 /kilo

NUTMEG OIL

Myristica fragrans 🌐 Sri Lanka

At present there is enough oil in inventory and the crop was also on similar lines as last year. Any reduction in market demand will impact the business negatively.

🏠 USD 79.00 /kilo





The crash of the local currency against the USD, and the hindrances in the supply of oil and gas due to the Ukraine war have increased costs massively in the country. Inflation in Turkey has gone up almost 70%, leading to a 15-30% rise in manufacturing costs.

LAUREL LEAF OIL

Laurus nobilis 🇹🇷 Turkey

Labour availability is a massive concern with the cost of labour almost doubling. During the harvest season in September few pickers were on the field. While the crop was good, the labour issue has led to an increase in price.

🏠 USD 59.00 /kilo

OREGANO OIL

Origanum vulgare 🇹🇷 Turkey

Last year the price of oregano took a hit. This has impacted this year's raw material market. Labour scarcity has led to doubling of salaries. The harvest season starts in mid-June and goes on till the end of September. The crop has been good, but price remains high due to increased production costs.

🏠 USD 62.00 /kilo

ROSE OIL

Rosa damascena 🇹🇷 Turkey

Inappropriate rainfall and high labour costs have resulted in a consistent increase in oil extraction rates for the last 3-4 months. The resulting price offered in the market for rose oil is out of the reach of most customers. Buyers have now shifted their focus towards rose concrete and absolute.

🏠 EURO 8700.00 - 9000.00 /kilo



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A WHIFF OF CHRISTMAS IN THE AIR

A SEASON TO SPARKLE

Sitting by the warmth of a crackling fireplace, next to a decked-up pine tree in your cosy flannel pyjamas, what do your senses pick up? A crisp, cold feeling of snow, a whiff of steaming hot chocolate coming from the kitchen, and the delicious aroma of roasted chestnuts and mulled wine filling the room. Oh yes! It's smelling a lot like Christmas.

Whether it's the aroma of freshly baked ginger cookies or pine trees, these Christmas fragrances are bound to put anyone in a festive mood. But what if we said, you don't need to knead the dough, or carry a big tree on your shoulders to revel in these holiday fragrances? A Santa-approved line of aromas and diffuser blends are all you need to liven up the holiday spirit.





BRING THE FESTIVE AROMA HOME

The warmth of festive fragrances is the key to add instant ambience to your home. Experience a faraway winter forest with the aid of wood oils. Bring a Christmas tree to your home as you light conifer oils in the burner. The scents of Christmas are unique and can be replicated with a correct selection of essential oils.

Whether it is a gingerbread house or a snickerdoodle cookie, spice is one of the prominent Christmas fragrances. While picking your holiday scents don't forget to add a dash of cinnamon, clove, or nutmeg. Winter brings its set of citrus fruits. So, no holiday season is complete without the smell of orange and tangerines, though the most important holiday fragrance is the sweet aroma of vanilla, copaiba, and tonka bean. And, to top it all off, one needs the cold and frosty scents of peppermint and eucalyptus. Here's a list of some of the best scents for this holiday season.

Cinnamon Bark Oil

A warm, stimulating, and energising fragrance, that is cinnamon bark oil. Its aroma is more intense than ground cinnamon. This oil is a perfect addition to blends prepped with oils from citrus, mint, wood, and spice families.

Nutmeg Oil

The warm and spicy aroma of nutmeg blends delightfully with other oils in the spice family. It is also a great addition to floral, citrus, and wood oil blends. Nutmeg CO₂ extract is more potent and aromatically pleasing than its steam distilled cousin.

Black Spruce Oil

Black spruce essential oil possesses aroma akin to a crisp, fresh forest. It blends perfectly with most essential oils and exudes Christmas and winter feelings with its first whiff, though it is a highly versatile oil with benefits spanning beyond aromatic beauty in the winter season.



'WAX' ABOUT THIS CHRISTMAS

The easiest way to channel the aroma of Christmas is to light a scented candle. Christmas fragrances are the best option to cuddle the cosy bliss of December. A festive home welcomes with classic cinnamon-spiked scents to pine-needle blends. The customer is open to experimentation and several modern unexpected twists on tradition are flooding the market shelves.

BLEND IT, TO FEEL IT

A beautiful medley of oils can liven up the Christmas spirit. Winter holidays are reminiscent of certain smells and a blend of those can recreate memories and moments that are cherished above all. While the world is your oyster, when it comes to natural blends, here are a few suggestions that are sure to be a hit during this Christmas season:

HOLLY, JOLLY CHRISTMAS

Three oils for a blissful, affluent, balanced, aromatic experience. Add orange essential oil for peace, and happiness. Bringing wealth from the orient is cinnamon bark oil. And, complete the formula with a few drops of black spruce oil to balance out the aromas.

THE BLISS OF HOLIDAYS

One blend packing a powerful punch of all the festive aromas. Get into the holiday spirit with base notes of black spruce and cassia. Add a tangy twist to this recipe with sweet orange.

THE TRADITIONAL GREEN

An artificial Christmas tree is not the end of the world. You don't need to go and pick the full fragrant pine or fur to bring the festive spirit alive. All you need is some fir needle and black spruce oil. And, voila, the scent of the Christmas tree aroma is ready to fill the air.

A COSY FESTIVE FEEL

What is Christmas eve if not a time spent with family and friends. The warmth of firewood, hot chocolate in hand and the cosy comfort of blankets. For a dreamy Christmas eve aroma add a blend of tangerine, pine, cassia, ginger root, and nutmeg to your diffuser.



SANTA'S SWEET TREATS

Is it Christmas without the aroma of a fresh batch of baked cookies pulling you to the kitchen door? You don't need to be a master chef to experience this tempting fragrance. A base of sweet orange and cinnamon bark oil with additions of copaiba and botanical vanilla extract can recreate the magic.

SANTA'S EMBRACE

A symbol of hope, joy and dreams, Santa is the magical figure that helps all welcome a new year of possibilities. This wonderfully warm scent of hopes and desires smells a lot like a blend of cinnamon, cedar, musky patchouli, and ginger.

MAGICAL SLEIGH RIDE

Get ready to pass through a chilly winter night on Santa's reindeer sleigh. No Christmas holiday is complete without the fresh scent of icy peppermint, wintergreen, and lemon eucalyptus.

Scents are personal and fuel emotion. They can evoke feelings of euphoria, calm, exuberance, and much more. And all of it is accomplished with a quick, blink-and-you'll-miss-it whiff. The holiday cheer is visible in the beautiful decorations and can be tasted in the delicious treats. But it is defined by the memorable scents that bring joy and cheerfulness, comfort, and warmth. Happy holidays!

<https://www.supersavvy.me.co.uk/family/fun-activities/12-scents-of-christmas>
<https://www.harpersbazaar.com/uk/christmas/g37398/best-scented-christmas-candles/>
<https://www.countryhillcottage.com/christmas-diffuser-blends/>
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CEDARWOOD OIL - TEXAS

Juniperus Mexicana schiede 🌍 USA

Inflation has led to an increase in labour, production, and maintenance costs by almost 30%. Oil is available in short supply, while the demand is strong.

📈 USD 33.00 /kilo





GRAPEFRUIT OIL

Citrus paradisi 🌐 USA

The USDA's December forecast for Florida's grapefruit production in 2022-23 was trimmed 10% from October's 2-million-box projection to 1.8 million boxes, 46% less than last season's final production. Red grapefruit took the biggest hit, dropping from 1.8 million boxes to 1.62 million boxes. White grapefruit fell from 200,000 boxes to 180,000 boxes.

Fruit sizes for both red and white grapefruit are projected to be below average at harvest. Fruit drop is expected to be above the maximum for red grapefruit and above average for white grapefruit.

In summary:

- Supply is limited, especially for white grapefruit oil
- Demand has decreased, perhaps because most customers have removed grapefruit oils from their formulas because of past price volatility
- Prices are based on nootkatone content and the typical 0.2% nootkatone material is difficult to find..

🏠 Grapefruit oil white - USD 55.00 /kilo

🏠 Grapefruit oil pink - USD 33.00 /kilo

USA ESTIMATED GRAPEFRUIT PRODUCTION 2019/2020 TO 2022/2023 FORECAST (‘000 BOXES)

<i>Crop & State</i>	<i>2019/20</i>	<i>2020/21</i>	<i>2021/22</i>	<i>2022/23 forecast</i>
Florida-All	4,850	4,100	3,330	1,800
Red	4,060	3,480	2,830	1,620
White	790	620	500	180
California	4,700	4,200	4,100	4,100
Texas	4,400	2,400	1,700	2,000
Total	13,950	10,700	9,130	7,900



LEMON OIL

Citrus limon (L.) Burm. F. 🌐 USA

The December USDA USA total lemon production forecast for 2022/23 stands 24.15 M boxes. The Arizona production stands at 1.15 M boxes, up from 950,000 boxes final production in 2021/22. The forecast for California production went down from 24.9 M boxes in the 2021/2022 season to 23 M boxes.

🏠 USD 23.00 /kilo

USA ESTIMATED LEMON PRODUCTION 2019/2020 TO DECEMBER 2022 FORECAST (‘000 BOXES)

<i>Crop and State</i>	<i>2019/20</i>	<i>2020/21</i>	<i>2021/22</i>	<i>2022/23 forecast</i>
Arizona	1,800	750	950	1,150
California	25,300	20,100	24,900	23,000
Total	27,100	20,850	25,850	24,150

ORANGE OIL

Citrus sinensis 🌐 USA

The latest US data reflect the effect of October's Hurricane Ian but do not show the impact of November's Hurricane Nicole or late December's Arctic blast and "bomb cyclone". These will lead to an even greater fall in US citrus output.

The 2022-2023 USDA's December Florida all orange forecast is for a crop of 20.00 million boxes, down 8.00 million boxes from the October forecast. If realised, this will be 51% less than last season's final production of 41.05 million boxes – and the lowest orange forecast for many decades. The forecast consists of 7.00 million boxes of non-Valencia oranges (early, mid-season, and Navel varieties) and 13.00 million boxes of Valencia oranges.

The main takeaways are:

- Orange production continues to decline in Florida because of greening – prior to greening Florida produced over 200 million boxes in a typical season.
- Real estate development is growing and many of the citrus groves are now used for building commercial buildings and homes for a growing population
- Unfavourable weather conditions such as freezes, droughts and hurricanes are impacting orange production
- Since Florida processes about 90% of its crop, the lower production volume will affect the supply of juice and orange oil and other by products
- Demand is strong
- Price is on the increase not only because of imbalance of demand and supply but also because of inflation and increased costs for labour and maintenance of the groves and trees
- Supply is at historical low volumes.

📈 USD 17.00 - 19.00 /kilo

USA ESTIMATED ORANGE PRODUCTION 2019/2020 TO 2022/2023 FORECAST
(‘000 BOXES)

Crop and State	2019/20	2020/21	2021/22	2022/23 forecast
Non-Valencia Oranges				
Florida	29,650	22,700	18,250	7,000
California	43,300	41,300	31,800	38,000
Texas	1,150	1,000	170	900
Total	74,100	65,000	50,220	45,900
Valencia Oranges				
Florida	37,750	30,250	22,800	13,000
California	10,800	7,700	8,600	9,100
Texas	190	50	30	250
Total	48,740	38,000	31,430	22,350
All Oranges				
Florida	67,400	52,950	41,050	20,000
California	54,100	49,000	40,400	47,100
Texas	1,340	1,050	200	1,150
Total	122,840	103,000	81,650	68,250



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