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**NATURAL  
ESSENTIAL OILS  
MARKET SITUATION**

**End of Oct.2019**

**FRAGRAND AROMAS LTD**



## Products in this report

Eucalyptus Globulus Oil  
Chinese Geranium Oil  
Litsea Cubeba Oil&Cital Natural  
Ginger Oil FCC  
Garlic Oil Natural  
Cassia Oil&Derivatives  
Star Anise Oil  
Tea Tree Oil  
Natural Wintergreen Oil  
Valerian Root Oil  
Roman Chamomile Oil  
Osmanthus Concrete&Absolute  
Jasmine Absolute  
Neroli Flower Oil

# Osmanthus Concrete&Absolute

HARVEST SEASONS

Any inquiry please contact us





THE END OF  
AUTUMN CROP SEASON  
FOR  
OUR CHINESE  
MAGNOLIA FLOWER OIL  
(MICHELIA ALBA FLOWER OIL)

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## EUCALYPTUS OIL & EUCALYPTOL

In those two weeks the Eucalyptus Oil market price already stable and slowly increasing after several weeks and months price decreased. Recently it's very difficult to collect the crude oil from farmers with the current low price, although the new crop season is coming but the farmers' enthusiasm was influenced greatly for the current collect low price for crude oil and the new crop oil is only a very small qty, and have no any influence to the raw material supply market.

On the other hand, factories and oil brokers still have some high cost stocks of crude oil that covered in the past half of the year or in past months, they also have no any further movement to collect crude oil and unwilling to see the market price for further decrease.

From the current crude oil price consideration, it's almost the lowest compared in the past 4 years and from the end of last year many overseas clients already stopped purchasing as stocks and always waiting and seeing, they only cover with urgent demands, caused the whole global demand markets for Eucalyptus oil in shortage, if there is any increased strong demands in the next few weeks and months, we can see the market price will be rebounded quickly and greatly.

We don't know whether the Winter weather like in Nov and Dec. in production area, maybe the current price is the bottom line.

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## CHINESE GERANIUM OIL

For the slow down of global demands for this product, at present our Chinese Geranium Oil price still maintain at a lower side level, harvest still processing and some main oil brokers and factories already had enough stocks, they bear great pressure for the capital, and from their side they unwilling to further collect the crude oil from the farmers and also based on this year's production costs, the current market price almost on the no profits baseline although this year's total output is big than last year.

Farmers also face the same difficulty situation, each 666m<sup>2</sup> they only can get 5-8kgs crude oil annually, after deduct fertilizer, labour, fuel and othe costs, their costs also on higher side and unwilling to sell their oil with further lower price.

We estimate in the next few weeks the price will be further steady.

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## LITSEA CUBEBA OIL&CITRAL

Although this year the whole production in China for Litsea Cubeba Oil decreased a lot, and also the total costs a little higher than last year, but this year's global Citrus Oil market is not good and the Citrus series products prices decreasing recently caused the demands for Litsea Cubeba oil and Citral Natural slow down and very weak.

According to our investigation from the main production area in Hunan, Jiangxi, Guizhou and Yunnan, the current total China market stocks for Litsea Cubeba crude oil was less 100 Tons.

And considering next new crop season have to wait at the end of August 2020, for past year's global demands for Litsea Cubeba Oil (1/2 oil was processed for Citral) was above 250 Tons, we estimated even the demands for Litsea Cubeba oil is weak, the price in future is very very difficulty to decrease, for the current market price is already near this year's production costs. If demands in the next few months become strong, we trust the price will be increasing quickly.

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## CHINESE GINGER OIL

It's the busying new harvest periods of fresh Ginger root in our China, and although the spice market collect price for the fresh Ginger root is a little down compared with past weeks, but the total output trends for this new crops harvest is not good and considering in the next 3 months it's the strongest demands for Ginger root in our Chinese New Year Festival seasons, the Ginger materials and Ginger Oil price is hold on very steady position at the moment for relatively weak market demands.

This year for the main production area government's continuing strictly environment protection policy, many factories decreased their production and also increased some extra costs to meet the government's requirements. We trust the Ginger Oil FCC grade price could be have a little further increasing in the next weeks and months.

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## NATURAL GARLIC OIL

This year for the increased high price of Natural Garlic Oil and decreased global demands for this material, the current natural Garlic oil price maintain at stable.

The Garlic material price from RMB4.6/KG in June increased to today's price at RMB 7.2/KG brought great risks for all factories to produce the Garlic oil, for this material demand is not popular and sells good as Ginger Oil, also the production pollution situation is much worse than distill the Ginger Oil, forced many factories stopped the production line in the past months.

We just pray the garlic raw material price will not be further increasing for the current garlic oil production costs already on a very higher side.

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## CASSIA OIL&DERIVATIVES

It's the harvest seasons for our China Autumn Cassia leaves and twigs, but this year it's very different from past years, there is very few farmers going to the mountains to get the cassia material and also factories unwilling to collect the new leaves and twigs, because the current price is too much low, and many factories still have stocks of the first half of the year.

Based on the current market price the factories further processing the Autumn season material will be lose money.

Maybe for this year's Vietnam's low price Cassia oil already consumed and not enough stocks to supply the global market, some clients back to our China to source this material again and in those two weeks our China Cassia oil price is slowly increasing.

Other Cassia Oil isolated products like Natural Benzaldehyde, Cinnamaldehyde in this year don't sells very well for the slow down flavor market demands, But for other products of Natural Cinnamyl Acetate, Coumarin and O-Methoxy Cinnamaldehyde the price is increasing very quickly and a lot for very limited supply.



## STAR ANISE OIL & ANETHOL NATURAL

There is very few stocks available in our China market for Star Anise Oil and Anethol Natural, although each year's new Autumn crop season seems comes, but the current market price continuing increasing for the long time shortage of supply and the whole China market didn't see any Autumn new oil can be into the market. (Autumn Fruits will be sold to spice market, star anise leaf oil ratio is too much low, farmers will not cut leaves and twigs to distill the oil in order to get good fruits harvest in next year)

The price for Star Anise Oil was increasing since early of the year from RMB 130/KG until today's RMB 150-155/KG, the main reasons were spring bad weather condition damaged the growth of Star anise fruits and caused the harvest very bad, fruits price in spice market was historical high in this year and very few low price fruits can be used to distill the oil.

The China market see the star anise oil price in the next weeks and months at above RMB 158- RMB 160/kg.

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# TEA TREE OIL

This year for the Australia bad weather condition influenced the crops of Australia original tea tree oil and their price was rising at USD 50-60/kgs, The increasing global demands markets seems not satisfy their price and begin to get new source to make alternative.

Recently our China Tea Tree Oil that meets the EP&BP grade price maintain at stable, but the price for quality almost the same with Australia original is increasing and offer between USD 34-36/KG.

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## NATURAL WINTERGREEN OIL

Our China market still have some crude oil stocks, but it's very difficult to collect, for farmers want to hold the stock and increasing the current sell price. And also reliable source of crude oil is very difficult & costable to get, for this year there are too many adulterate or blended Wintergreen oil in the market.

At present we didn't see strong demands for this material, but we trust if the market become active, the price for 100% Pure Natural Wintergreen Oil price must be further increasing.

For clients have demands for this material can considering now.

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## VALERIAN ROOT OIL

The market price is stable, this year's total production decreased for last year's output was large and price was too bad caused many farmers abandoned the growth of this material.

Overseas demands in this year decreased a lot, but our China Medicine oil market increased and current supply and demand are balancing.

High quality Valerian root oil still available from our side, any inquiry please let us know.

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## ROMAN CHAMOMILE OIL

Price in those two weeks have a little increasing for our China Aromatherapy and Cosmetic industry increased the demands, this year our China total production was still small and also some oversea clients came to our China to source for lower price and same high quality accelerated the shortage supply of our China Roman Chamomile Oil.

New crops season have to wait next year, we advise clients have demands for the material or want to find a new source to decrease their products' costs can come for inquiry now, we think the price have great chance for further up-forwarding.

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# OSMANTHUS CONCRETE&ABSOLUTE

It's the harvest season for fresh Osmanthus flowers, this year our China Tea products industry continuing rushing into the market to collect the Osmanthus flowers with higher price and squeeze the possibility to get lower price for Osmanthus flowers to extract the Osmanthus Concrete and absolute. And this year for the main production area the weather was hot and dry, caused the flowers decreased production.

From the moment collect price for fresh Osmanthus flowers, it's similar with last year, but we don't know whether the flowers price could be further increasing for the Tea industry rushed in and stronger demands in F&F industry.

Last year's flowers produced Concrete and absolute stock is a little tight, and this year's new fresh Osmanthus flowers have to storage and brining for some time to make the fragrance better and only produce after March.

We advise clients have demands don't need to wait, prices for those materials in the new season have tiny possibility for improvement and can be only increasing.

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## Jasmine Absolute

It's near the end harvest of our Chinese Jasmine flowers(*Jasminum sambac*). This year's production costs of Jasmine absolute decreased a little for the improved production technical , but for the strong demands of China popular Jasmine flowers Tea, the purchasing price for fresh Jasmine flowers increased and the total production for Absolute still on a higher side.

Comparing with other originals and countries' Jasmine absolute, our China's Jasmine absolute current price still in competitive position.

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## MAGNOLIA FLOWER OIL ( MICHELIA ALBA FLOWER OIL )

The Autumn flower harvest season already began and will be finished at the middle of next month. (There are two crops seasons, the spring seasons from middle of May to end of June).

This year the collect fresh flowers price increased at least 10%, for the strong demands of Chinese Tea industry(Jasmine Flowers Tea need add Magnolia flowers together to make the fragrance much better and strong) and also this year's picking flowers labor costs increased.

At present from this year's production costs side, we think the current price for Magnolia flower oil still on a very low side and price for further new production oil have great chance to increasing.

We advise clients can consider now.

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## NEROLI FLOWER OIL

At present, our China's 100% Pure Natural Neroli flower oil price was increased about 15%-20% compared with harvest time on May, and the supply at present is very shortage, but 50-60KGS 100% Pure Natural oil still can be find.

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