SeaLine

Custom trade-data research for exporters

RESEARCH NOTE SL-2026-0042

Black Pepper, HS 0904.11

India export destinations and price benchmarks, January–June 2026

PREPARED FOR	Client identity withheld — sample edition
PUBLISHED	14 August 2026
COVERAGE	1 January – 30 June 2026
ANALYST	SeaLine desk
RECORDS	18,412 customs declarations · 6,930 bills of lading

Sample edition. Client identifying details have been removed. Figures are drawn from the licensed datasets stated in §6 for the period shown and are provided for evaluation of the desk's method.

§1 EXECUTIVE SUMMARY

Gulf demand is absorbing the volume Europe is losing — and paying more for it.

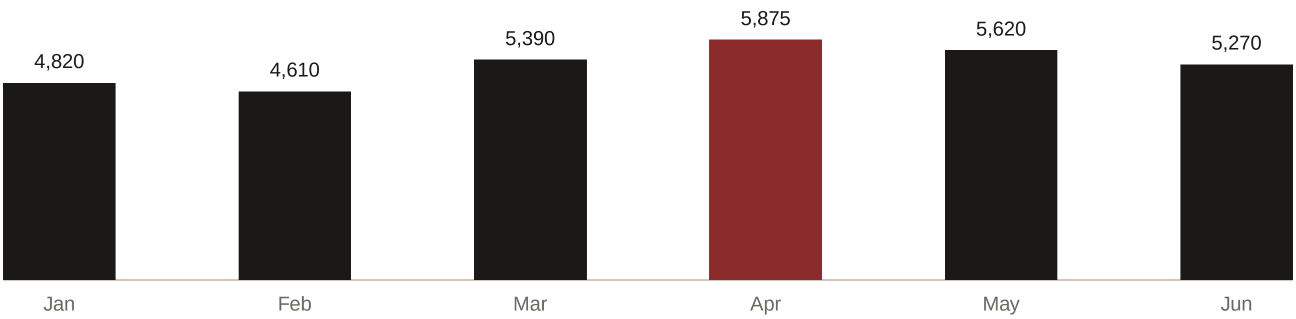
- Indian black pepper exports under HS 0904.11 reached 31,585 tonnes in H1 2026, up 5.4% on H1 2025. Growth was concentrated in the UAE (+11.8%), Saudi Arabia (+15.2%) and Egypt (+9.4%); Germany (" 2.3%) and the Netherlands (" 5.9%) contracted as Brazilian ASTA-grade supply took share on price.

- India's landed price premium over Vietnam widened from USD 0.94/kg to USD 1.11/kg across the three benchmark corridors. The premium is holding in the Gulf, where MG1 grade specification is written into buyer contracts, but is being tested in Rotterdam and Hamburg where blenders substitute more freely.

- Six importers account for 41% of Gulf and European volume in the period. Four of them buy from at least two origins and are therefore reachable on a price-and-grade argument rather than on relationship alone. Their register is at §3.

- The desk's view: prioritise Gulf Spice Trading and Emirates Foodstuff for Q4 contracting while the premium holds; treat Germany as a defend-not-grow market until Brazil's 2026 crop clears; open a conversation with Atlantic Seasonings, whose Vietnamese share fell nine points in the period.

VOLUME BY MONTH, TONNES



§2 DESTINATION RANKING

Where Indian pepper went, and who it displaced.

Import volume by destination for HS 0904.11 from all origins, with India's share and the leading competing origin. Change is against the same period of 2025.

MARKET	VOLUME, T	CHANGE	INDIA SHARE	LEADING COMPETITOR
United States	9,840	+4.1%	22%	Vietnam
United Arab Emirates	6,210	+11.8%	41%	Vietnam
Germany	4,975	-2.3%	17%	Vietnam
United Kingdom	2,830	+6.7%	29%	Vietnam
Saudi Arabia	2,405	+15.2%	48%	Sri Lanka
Netherlands	2,110	-5.9%	12%	Brazil
Egypt	1,725	+9.4%	36%	Vietnam
Japan	1,490	+1.2%	19%	Malaysia

§3 BUYER REGISTER — TOP IMPORTERS BY VOLUME

IMPORTER	MARKET	SHIPMENTS	VOLUME, T	ORIGINS BOUGHT
Gulf Spice Trading LLC	AE	38	1,120	VN, IN, LK
Rheinland Gewürzhandel GmbH	DE	24	890	VN, BR
Atlantic Seasonings Inc.	US	29	1,340	VN, IN, BR
Emirates Foodstuff Co.	AE	21	640	IN, VN
Nordsee Import BV	NL	17	560	BR, VN
Al Rashid Spices	SA	19	510	IN, LK

Importer names are reconciled across consignee fields, notify parties and registered trading names. Volume is the sum of declared net weight on matched bills of lading; shipments with undeclared or 'to order' consignees (11.6% of records) are excluded from the register but included in destination totals.

§4 PRICE BENCHMARKS

India's premium is intact in the Gulf and under pressure in Europe.

Declared unit values, USD per kg, CIF basis, volume-weighted across the period. Grade in parentheses is the modal specification declared for that origin.

ORIGIN	UAE	GERMANY	UNITED STATES
India (MG1)	7.42	7.88	7.65
Vietnam (500 g/l)	6.31	6.74	6.58
Brazil (ASTA)	6.55	6.92	6.70
Sri Lanka	7.10	7.45	7.31
Indonesia (Lampung)	6.78	7.05	6.95

§5 ANALYST VERDICT

The UAE is the market to press. Volume grew 11.8% while India's landed price rose, which means buyers are paying for grade rather than trading down. Two of the three largest UAE importers already hold Indian origin on their books; the third, Gulf Spice Trading, buys 46% Vietnamese and is the largest single re-export account in the dataset. A Q4 offer at USD 7.30–7.40/kg CIF Jebel Ali, MG1, would sit inside their current Indian purchases and below the Sri Lankan price they paid for comparable grade in May.

Germany should be defended, not grown, until Brazil's crop is through the market. Rheinland Gewürzhandel moved 18% of volume from India to Brazil between March and June on a USD 0.96/kg spread; the blend specification tolerates it. Holding share here will cost margin. The desk recommends contracting the existing German volume forward on current terms and redirecting incremental supply to the Gulf.

§6 SOURCES AND METHOD

— Indian customs export declarations (DGCI&S), HS 0904.11, 1 Jan – 30 Jun 2026: 18,412 records.

— Destination-side bill-of-lading and customs import records for AE, SA, EG, DE, NL, GB, US, JP: 6,930 matched shipments.

— Unit values converted to USD at the monthly average reference rate; CIF values back-calculated from FOB where the destination declares FOB, using observed freight on the same corridor and month.

— Deduplication on bill-of-lading number, then on (shipper, consignee, vessel, date, weight). 2.3% of records removed as duplicates.

— Figures are rounded to the nearest 5 tonnes and USD 0.01/kg. Change percentages are computed on unrounded values.