

Tapioca Market Trends & Insights

**4TH
QUARTER
2024**

Contents

Market Insights

Ingredients 101

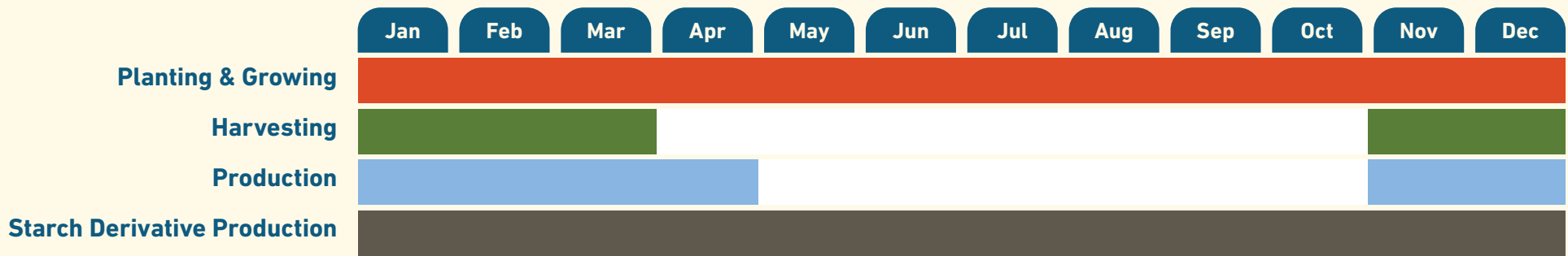
CIRANDA Circle



Cassava Season Begins - Peak Harvest Expected in the New Year

The cassava root production season officially began in November, marking a delayed start to harvest due to weather, as expected. The peak season for harvesting is anticipated to begin following the New Year and last through March.

Seasonality Of Cassava From Planting To Production



Forecasting & Ordering

90 day lead time (starch & syrups)
120 day lead time (solids)

Common Price Change Frequency

Once per year

Did You Know?

Cassava is currently the 5th largest crop in the world. It's a very hardy plant, able to withstand very poor soil conditions and is drought-tolerant.

Freight and Logistic Challenges Continue Into 2025

Three evolving situations have the potential to impact the market.

Freight Outlook

East Coast Ports Labor Negotiations

After the three-day strike by the International Longshoremen's Association (ILA) at U.S. East Coast and Gulf Coast ports in October, the contract covering approximately 50,000 dockworkers under the United States Maritime Alliance was extended to allow negotiations to continue through January 15th. Talks remain ongoing, focusing on the implementation of automation at the ports. If no agreement is reached by the deadline, another strike could take place on or around January 15th.

Lunar New Year

Container volumes typically increase starting in mid-December as manufacturers in countries that celebrate the holidays prepare for seasonal shutdowns. However, this year, many importers are moving products earlier to avoid potential disruptions anticipated in early 2025.

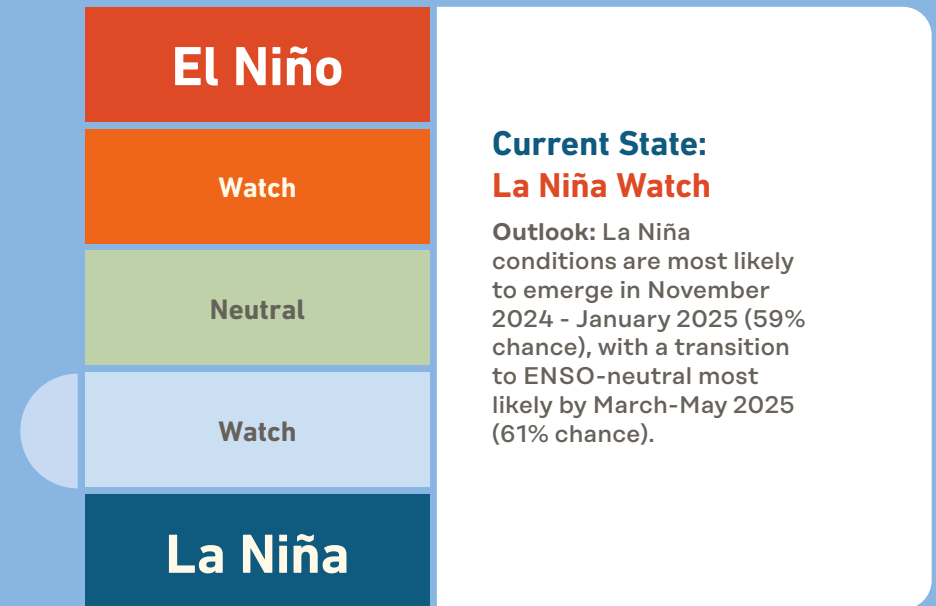
Anticipated Tariffs

As the new Presidential administration transitions into the White House, we are closely monitoring communication shared on future tariff plans. At this time, we don't fully know the impact, but we are aware that many importers are actively bringing in more product now to combat the potential for higher future costs in duties.

Cassava Supply Impact

As anticipated, the harvest season started later than usual this year due to weather conditions, beginning in November instead of October.

Most forecasts predict La Niña conditions from December 2024 to March 2025. However, some models suggest sea surface temperatures may only briefly exceed the La Niña threshold for two to three months, falling short of declaring a full La Niña event. If this occurs, ENSO-neutral conditions are expected instead.



Factors that may impact demand for Cassava and pricing.

Demand shifts from other industries:

- Thailand: Increased cassava chip demand for ethanol.
- China: Increased tapioca starch demand for alcohol and paper production, includes the pharmaceutical industry.
- China: Tapioca chips imports have decreased by 60% year-over-year, as corn prices remain more competitive than cassava chips.
- World: Increased demand for tapioca starch in the food industry due to growing concerns about food safety amid geopolitical tensions worldwide.

The La Niña weather pattern typically brings heavy rainfall, which presents significant challenges for cassava root harvesting. These conditions adversely affect both the quality and weight of the roots, impacting their value when sold to starch factories. Consequently, farmers often delay the harvest, typically scheduled for October, until the rain subsides, tentatively expected between November and December.

Given this scenario, a decrease in cassava supply is anticipated during the fourth quarter of 2024, likely leading to an increase in prices. It is expected that prices will return to previous levels by early 2025.

Source: National Weather Service Climate Prediction Center

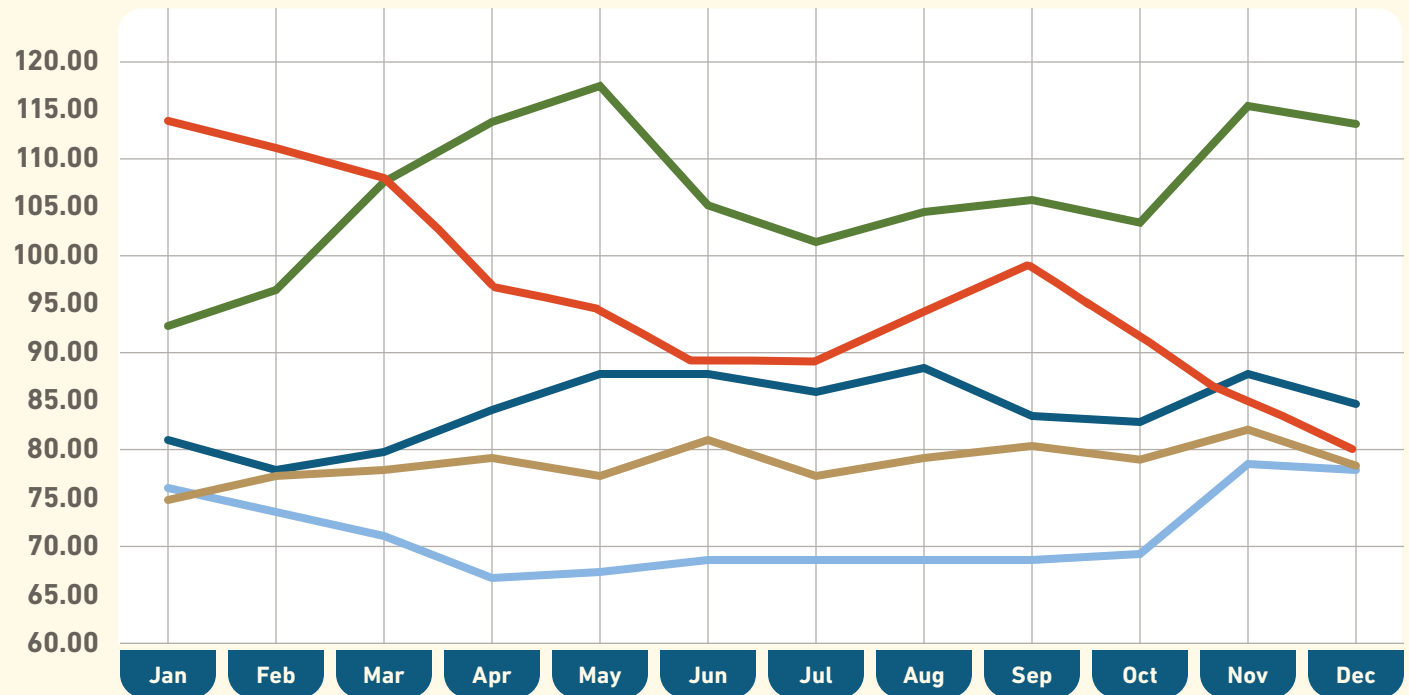
Pricing/Market Behavior

Cassava Root

Cassava Root Domestic TH USD/MT

Key Drivers To Lower Pricing

- **Current Market Conditions:** Presently, the supply of conventional cassava roots remains high, which has resulted in lower prices in the market.
- **Forecast market price:** Due to the continued oversupply of cassava roots, prices are expected to remain in the low range throughout the year, persisting until the next production season in 2025/26.



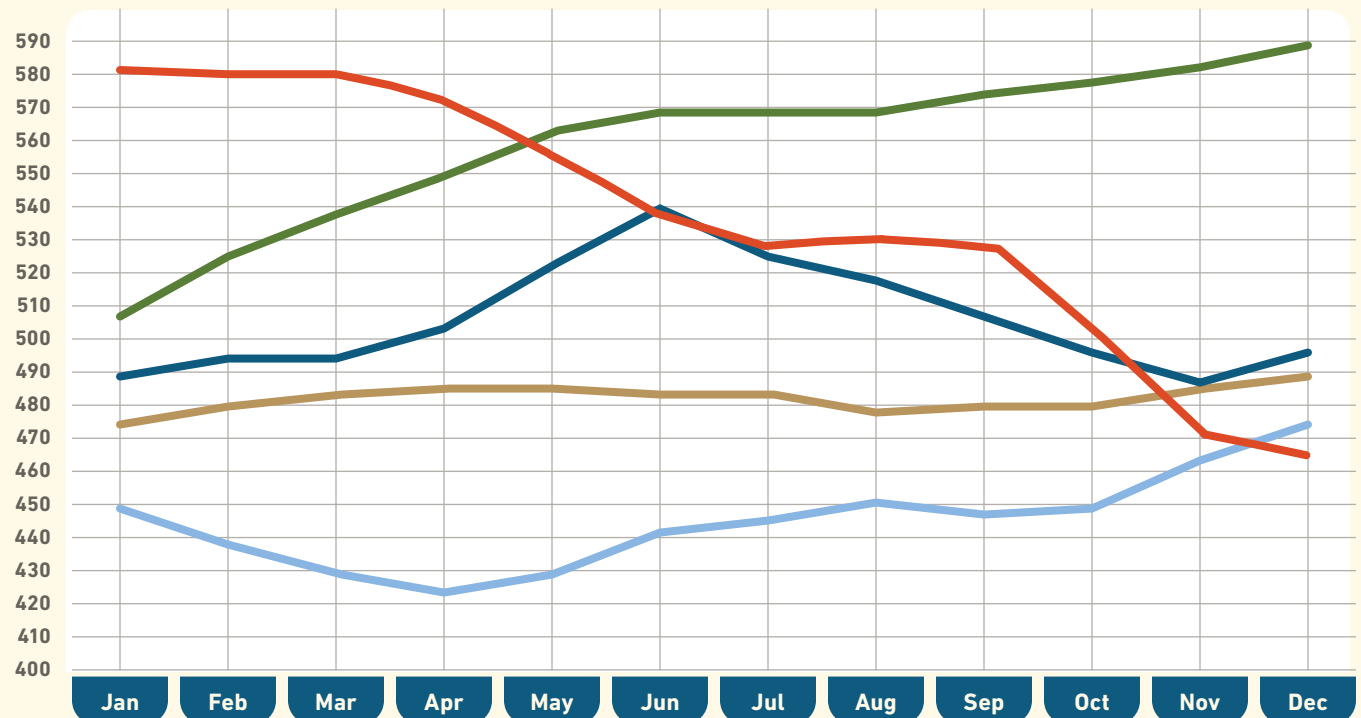
Pricing/Market Behavior

Tapioca Starch

Tapioca Starch Domestic TH USD/MT

Key Drivers To Lower Pricing

- Tapioca starch export prices are currently just below \$470 per ton, down from \$581 per ton in January 2024.
- Tapioca starch prices have decreased due to a reduction in cassava chip exports, resulting in an oversupply of cassava roots available for starch production in the market.
- **Watch out:** China's decisions on how much starch to buy from Thailand can strongly influence Thai starch prices.



Tapioca Expertise You Can Rely On

- Pioneers of organic tapioca products
- Sourcing manager in Thailand
- Custom product development capability
- Certified Organic and Non-GMO Project Verified

Tapioca Ingredients from CIRANDA



Organic Tapioca Syrups are translucent, viscous liquids that add sweetness and functionality in a wide variety of food and beverage applications. CIRANDA offers syrups with dextrose equivalent (DE) ranges of DE 27 to 95. [Learn more.](#)



Organic Tapioca Syrup Solids are the powdered equivalent of our DE 27 organic tapioca syrup and are used for thickening, bulking, binding, and more in a wide variety of applications. [Learn more.](#)



Organic Tapioca Native & Pre-Gel Starch is a white, bland-flavored starch used for bulking, thickening and gelling in a variety of applications. [Learn more.](#)



Organic Cassava Flour is a mild flavored, white-to-beige colored flour derived from the cassava root (also known as tapioca) that is popular with gluten-free bakers and snack-makers. [Learn more.](#)



Organic tapioca dextrose (glucose) is a sweet, white-to-off-white fine powder used as a functional sweetener across the food, beverage, nutritional, and personal care industries. [Learn more.](#)



Organic Tapioca Maltodextrin is a neutral-flavored, slightly sweet, white-to-off-white powder, and is an ideal ingredient for converting oils and fats into powdered forms. [Learn more.](#)

Our mission is to create connections that nourish life.

At CIRANDA, we take great pride in sourcing the highest quality certified organic and non-GMO ingredients, with a focus on sustainable supply and fair trade practices. None of this would be possible without our circle of farmers and partner suppliers located around the globe. Their passion is reflected from seed to production, and we are grateful for the collective effort to promote well-being and positively impact the planet.

Our Grower Stories: Kurt Foitongsamrong

Farmer Kurt Foitongsamrong begins his day in the kitchen, cooking for his children, before packing his lunch box and heading off to work the land. As a native of Amphur Huaytalang, Nakhon Ratchasima, Thailand, Kurt made the decision five years earlier to certify his farm and begin growing organic tapioca.

“I really want to invite everyone to do agriculture in an organic way, we are simply living healthy lives.”

Tapioca, the starchy root of the cassava plant, is a staple food in tropical regions around the world, including Thailand. The hot and humid climate in Kurt's region is ideal for tapioca cultivation. The region experiences a hot and dry season from March through mid-May and a rainy season from mid-May through October, which can be quite heavy and result in flooding.

[View The Full Story >](#)



The logo for CIRANDA features the word "CIRANDA" in a bold, orange, sans-serif font. The letters are centered within a light blue circular area. This circle is partially overlapped by a larger, semi-transparent blue circle that covers the right side of the image. The background of the entire slide is a textured blue with a pattern of concentric, wavy lines.

Ingredients That Inspire Change.

For more information contact us at:
sales@CIRANDA.com

The information provided herein is for general information purposes only. CIRANDA makes no representation or warranty of any kind, express or implied, regarding the accuracy, adequacy, validity, reliability, availability, or completeness of any information provided herein. CIRANDA shall not be liable for any damages resulting from any action the recipient takes in reliance on this document. This document contains confidential and proprietary information that is not intended for further distribution.