

Business Review
Pulse Protein Ingredients Markets
 Supply and Demand – Global
 2021 - 2026

INTRODUCTION The United Nations Food and Agriculture Organization (FAO) recognizes 11 types of pulses: dry beans, dry broad beans, dry peas, chickpeas, cowpeas, pigeon peas, lentils, bambara beans, vetches, lupins and pulses (not elsewhere specified – minor pulses that do not fall into one of the other categories). Of these, dry peas, chickpeas, lentils, and lupins are available as protein ingredients, i.e. >50% protein content. They can either be just plain flours from dehulled pulses containing 55% protein or isolates with more than 80% protein content.

Of all the pulses, pea has already become a mainstream protein ingredient raw material. A long gestation period of more than a decade was required to make pea protein isolates into commercially successful products, with adjustments in volume, price, and organoleptic properties. A large number of companies have now invested in pea protein ingredient manufacturing facilities, including Roquette and many in China. Fava and chickpea proteins are gaining importance, the latter crop having a UN mandate for cultivation promotion in semi-arid tropics. The protein profiles of fava and chickpea are suitable for both nutritional and functional roles in processed foods. Lupin and lentils are yet to obtain volume growth to become significant competitors in the pulse protein ingredient space. However, there is growing interest in these raw materials and they may become, as pea and chickpea, major competitors in the future. Crucially, where pea protein ingredients are now beginning to erode market share held previously by soy protein ingredients, this study will seek to elucidate the prospect of fava, chickpea, and other proteins eroding the market share for pea in turn.

Giract has been tracking the global market for protein ingredients for many years and has published numerous highly-acclaimed studies on these markets. The current study focuses specifically on pulse proteins due to the renewed interest in exploring alternative sources of protein ingredients, especially in the light of COVID-19 which caused substantial disruption in the global processed food industry supply chains, and has provided a powerful boost to the plant-based proteins trend. Giract will explore this aspect during the research into this exciting category of proteins.

OBJECTIVES The main objective is to provide a global supply/demand picture of pulse proteins. This translates into the following sub-objectives:

- Identify producers and global production volume of the key pulse protein ingredients, by region and producer
- Track trade between different regions to arrive at availability defined by $\text{Production} + \text{Import} - \text{Export} = \text{Availability}$
- Obtain indicative prices and price trends
- Split demand for each protein ingredient by specific food sector
- Discuss with demand companies their unmet needs and future plans to arrive at trends in the market and forecast volumes for the ingredients
- Present an analysis of demand for pulse protein ingredients in the post-Covid era

PRODUCTS Pulse protein ingredients (>50% protein content) – flours, concentrates and isolates from pea, fava, chickpea, soy, others

SECTORS Food (Bakery, Dairy, Processed meat, Meat analogs, Functional foods/supplements, Clinical/infant nutrition, others), Feed (pet food, animal feed)

GEOGRAPHIC USA/Canada, Mexico, EU27+UK+CH+NO, China, India, ASEAN, RoW

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