



**LORD AGRO TRADE**

CONNECTING FIELDS, EMPOWERING MARKETS

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## March 2026 Market Insight: Canadian Pulses and Legumes

### Executive Summary for Buyers and Importers

As we move through the 2025–2026 crop year, the global pulses and legumes market continues to evolve under one defining condition: **high supply combined with stable but selective demand**. From a Canadian exporter’s perspective, this dynamic is shaping trade flows, pricing behavior, and buyer strategy across key markets.

#### A Record Supply Environment

Canada has reached a new production milestone this season, driven by strong yields across major crops including lentils, peas, and chickpeas. Export activity remains active and above historical averages, while inventories continue to build.

This environment has naturally created a **softer pricing tone** but also presents a clear advantage for buyers. Importers now have greater flexibility, stronger negotiation power, and access to consistent, high-quality Canadian supply.

Looking ahead, early planting signals for the 2026–2027 crop year suggest a **slight reduction in pulse acreage**, particularly for lentils. This shift may gradually tighten supply and support price stability in the medium term.

#### Lentils Market: A Shift in Balance

The lentils sector remains central to global trade, with Canadian exports projected at approximately **2.1 million tonnes**. Key markets such as India, Turkey, and the UAE continue to drive steady demand.

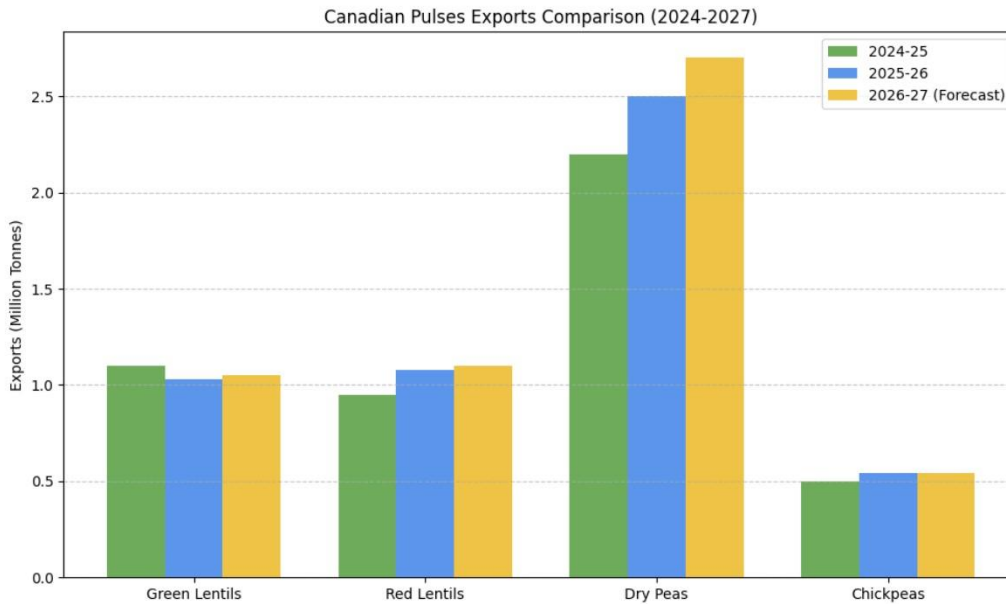
This season highlights a notable shift:

- **Green lentils** are facing higher inventory levels
- **Red lentils** have shown stronger demand resilience
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As a result, the price gap between green and red lentils has narrowed significantly, creating new opportunities for buyers with flexible specifications.

Globally, increased production in countries like Australia and the United States is adding to supply pressure—particularly for green lentils. Despite this, Canadian origin continues to be preferred for its **quality, consistency, and reliability**.

Now, you can follow our website to access updated prices at the link  
<https://lordagrotrade.com/lentils-price/>



### Chickpeas: Steady Demand with Global Influence

The Canadian chickpeas market remains active, supported by demand from the US, Europe, and the Middle East.

Even with strong global production, including higher output in the United States and Australia, Canadian chickpeas continue to find their place in international markets due to quality and reliability.

This season, supply levels are high, which is influencing overall pricing trends. However, looking ahead, a potential tightening in global supply could provide more support to the market.

Geopolitical factors are also playing a role. Rising freight costs and uncertainty in key shipping routes are making buyers more cautious, especially for forward contracts.

### Dry Peas and Market Dynamics

Dry peas continue to be an important part of the **Canadian pulses and legumes** portfolio.

Exports are expected to grow, supported by strong demand from China and steady interest from India. Policy changes, including reduced tariffs, are also helping facilitate trade flows.

At the same time, high carryover stocks are shaping the market. This creates a more competitive pricing environment, especially for yellow peas.

An important factor to watch is India's domestic production. A larger crop there could influence import demand in the coming months. However, demand from China and the US is helping to offset this risk.

## Global Trade and Market Signals

International trade activity in March showed a mixed but stable pattern:

- Canadian lentil exports remained active, even with some monthly fluctuations.
- Australia increased its presence in the market with higher shipments.
- India continues to influence global demand through both production levels and government policies.

At the same time, logistics and freight costs have become more important due to geopolitical tensions, particularly in the Middle East. This is affecting how buyers and exporters plan shipments.

Overall, the market is not weak—but it is **selective and price-sensitive**, with buyers carefully timing their purchases.

**Canadian Pulses Exports (Million Tonnes)**

Product	2024-25	2025-26	2026-27
Green Lentils	1.10	1.03	1.05
Red Lentils	0.95	1.08	1.10
Dry Peas	2.20	2.50	2.70
Chickpeas	0.50	0.54	0.54

### Final Thoughts: A Market Full of Opportunity

From my perspective, this is a very interesting moment in the market.

Yes, supply is strong. But demand is still there—and more importantly, it is consistent. Buyers today have the advantage of choice, better negotiation positions, and access to high-quality **Canadian lentils** and **Canadian chickpeas**.

For importers, this is a good time to:

- Secure reliable supply from trusted **Canadian suppliers**
- Explore flexibility between **green lentils** and **red lentils**
- Plan purchases strategically based on shipment timing and market signals

Looking ahead, expected reductions in planting area could gradually support the market. This means today's conditions may not last indefinitely.

At **Lord Agro Trade**, we continue to monitor the market closely and work directly with farms and processors to offer consistent quality and competitive options.

Our latest **pulses price** and **lentils price** updates are regularly published on our website. I recommend checking them frequently to stay aligned with the market and identifying the best buying opportunities.

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