

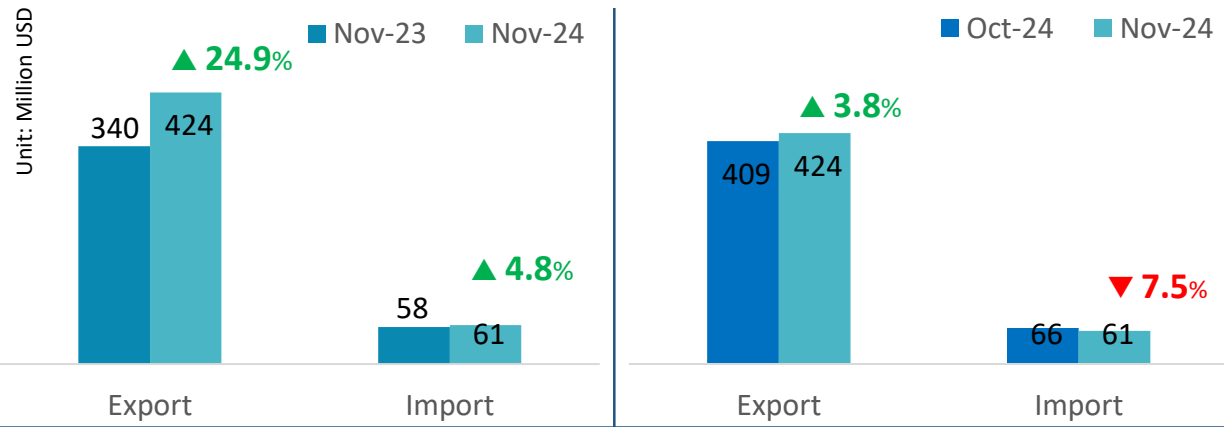
# MONTHLY REPORT ON AGRI-PRODUCT EXPORT

FROM VIETNAM TO **THE EU MARKET**

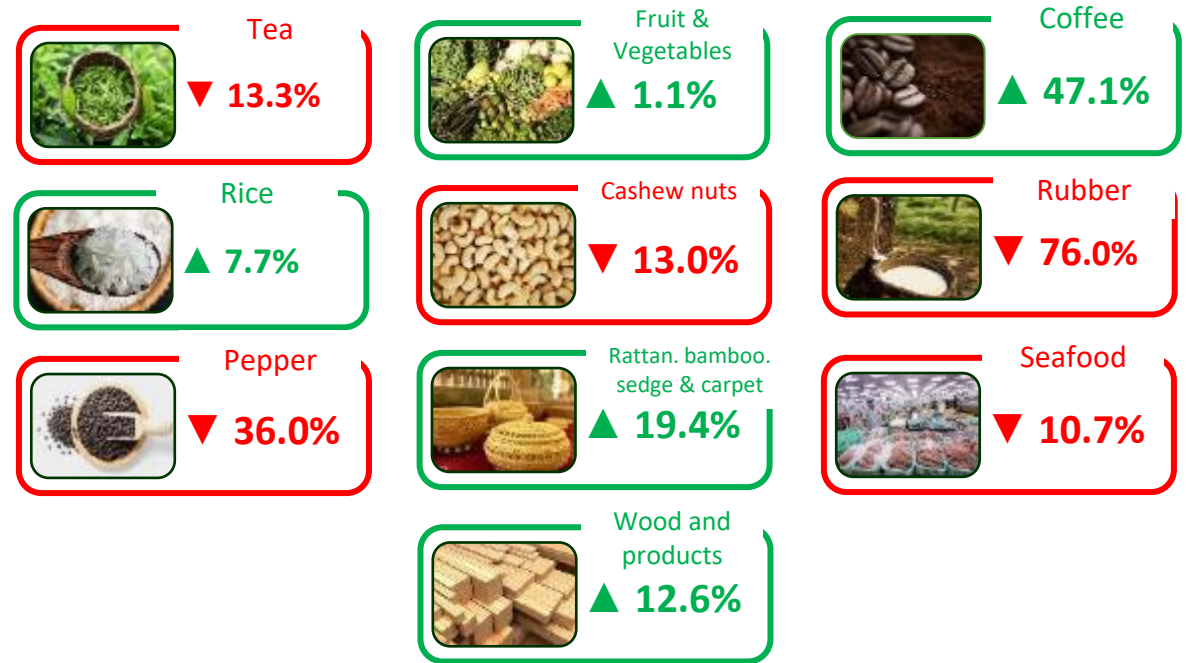


# THE SITUATION OF AGRO-FORESTRY-FISHERY (AFF) PRODUCT EXPORT FROM VIETNAM TO THE EU IN NOVEMBER 2024

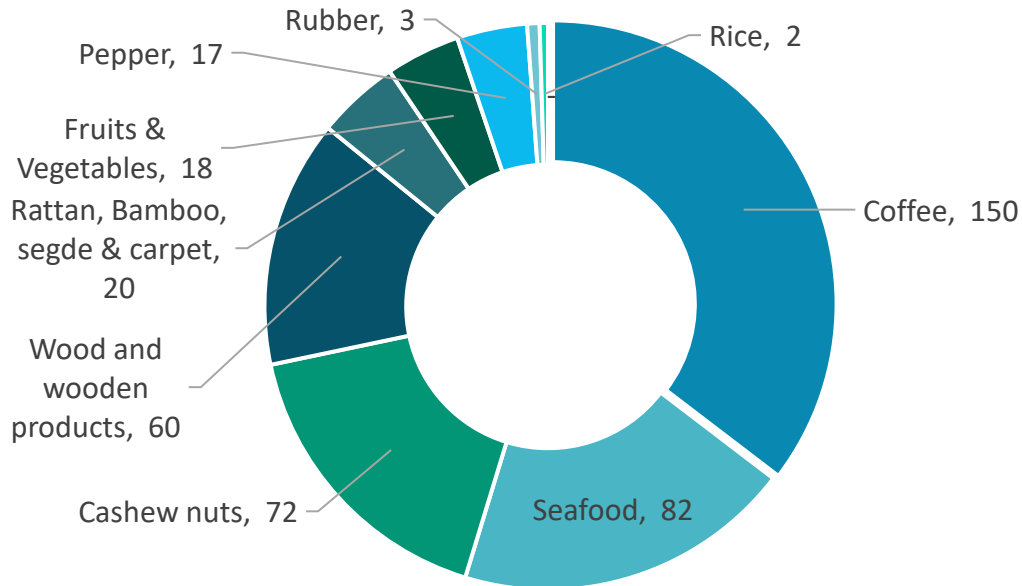
AFF product import-export turnover between Vietnam and the EU, Nov-2024



Changes in key AFF product export value to the EU in Nov-2024 compared to Oct-2024

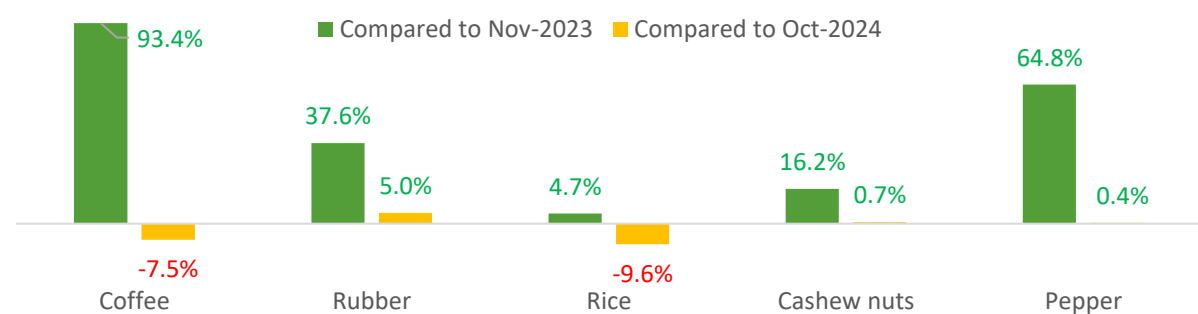


Key AFF product export value to the EU, Nov-2024



Unit: Million USD

Changes in average export value of key AFF products to the EU in Nov-2024 compared to Nov-2023 and Oct-2024



## Challenges in exporting to the EU

Although the EVFTA (EU-Vietnam Free Trade Agreement) promotes bilateral trade, Vietnam's exports to the EU are facing challenges from the EU's Circular Economy Action Plan (CEAP). The CEAP aims to achieve Net Zero emissions by 2050 and enhance recycling to reduce dependency on imported materials, while also imposing

stringent green standards on imported products.

Vietnamese businesses need to invest in technology, adapt production processes, and ensure supply chains comply with CEAP standards. Additionally, companies must tightly manage the sourcing of raw materials and improve supply chain efficiency.

The government should support businesses with policies related to

financing, taxation, and infrastructure, particularly by developing eco-industrial zones.

The greatest challenge lies in the high costs of transitioning and the lower competitiveness of "green" products due to their higher prices, requiring both businesses and the government to adopt flexible and decisive strategies.

*Source: Diendandoanhnghep.vn*



## Germany's economy faces stagnation

The German Central Bank (Bundesbank) has downgraded growth prospects for the EU's largest economy, forecasting an economic contraction this year and near-zero growth in 2025. The primary driver is a declining industrial sector, which has negatively impacted exports, investment, and private consumption.

Germany's GDP is expected to shrink by 0.2% this year, a slight improvement from the previously forecasted 0.3% decline. The economy is projected to stagnate during the winter half of 2024–2025 and recover slowly in 2025, with a growth rate of 0.2%—significantly lower than the earlier forecast of 1.1%. Structural issues, the effects of the energy crisis and green transition, as well as demographic changes, are key factors influencing the German economy.

Additionally, the risk of a trade war with the United States could

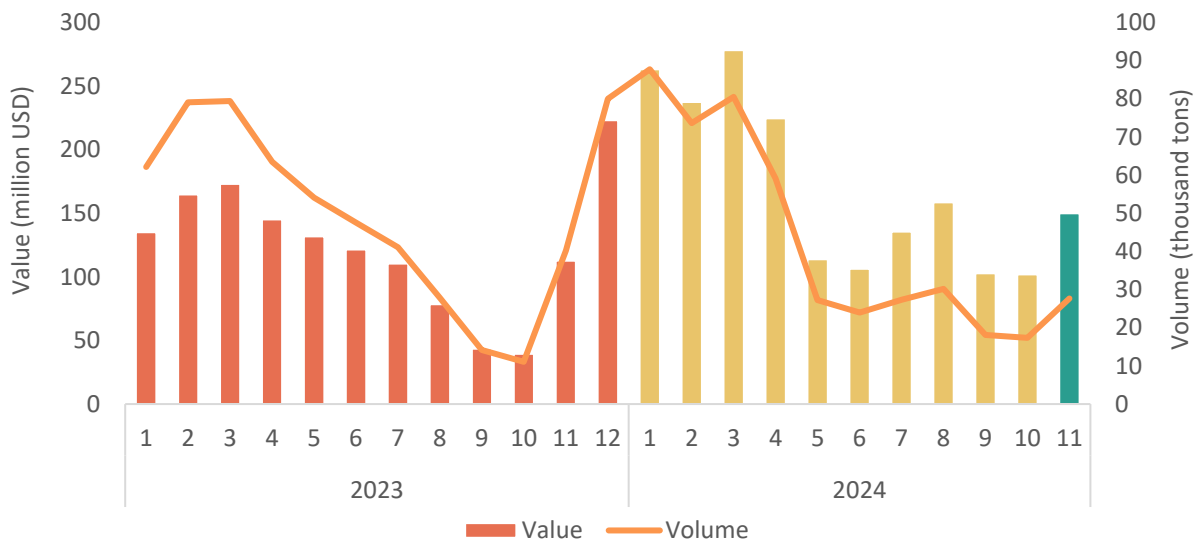
exacerbate the situation, potentially reducing Germany's GDP by 0.2 to 0.6 percentage points next year. Germany remains the only G7 economy to have experienced a recession in 2023.

*Source: Laodong.vn*



# COFFEE

## Export volume and value to the EU, Nov-2024



## Export results to the EU, Nov-2024

### VALUE

**150** mil. USD

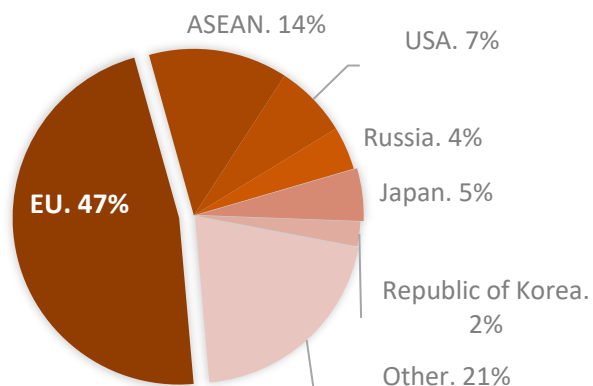
- ↗ Increase **47%** compared to Oct-2024
- ↗ Increase **33%** compared to Nov-2023
- ↗ **26.7 mil. USD** more than the monthly average rate in 2023
- ❖ Accumulated 11 months of 2024 reaches **1.87 bil. USD**, **126.6%** of total 2023

### VOLUME

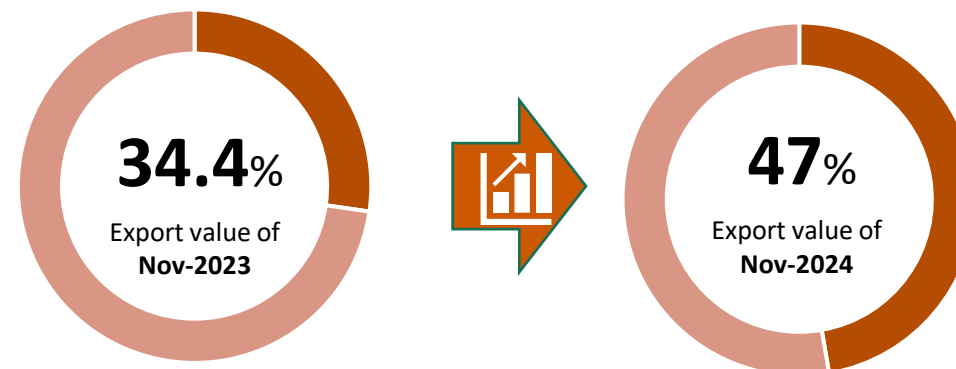
**17.4** thousand tons

- ↘ Decrease **4%** compared to Oct-2024
- ↗ Increase **57%** compared to Nov-2023
- ↘ **22.6 thousand tons** less than the monthly average rate in 2023
- ❖ Accumulated 11 months of 2024 reaches **473** thousand tons, **78.8%** of total 2023

## Percentage of export value to the EU, Nov-2024

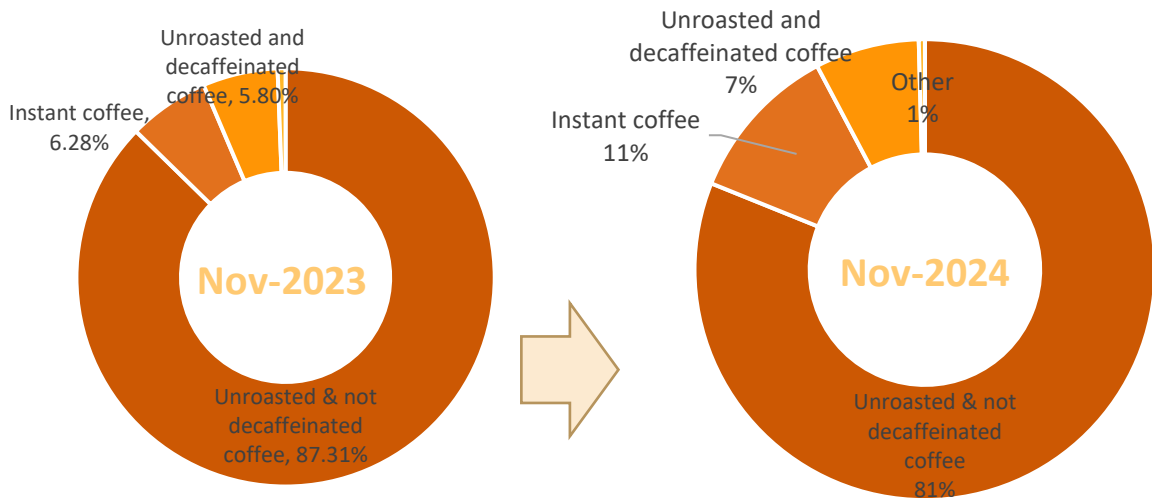


## Changes in percentage of export value to the EU, Nov-2024

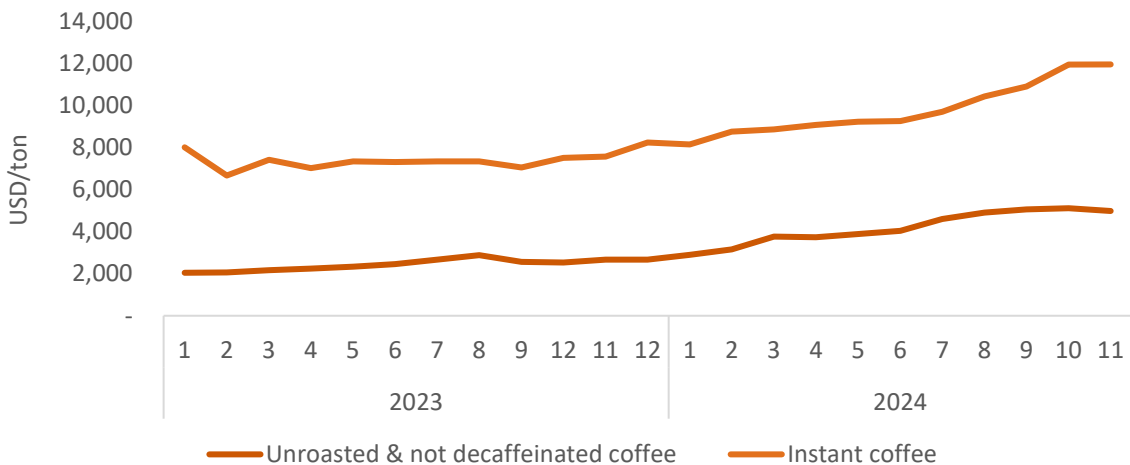


# COFFEE

## Structure of exports by products to the EU, Nov-2024



## Average export price to the EU, Nov-2024



## Export results to the EU, Nov-2024



### Unroasted & not decaffeinated coffee

Value: **122.8** mil. USD  
 Increase **81.5%** compared to Oct-2024  
 Increase **28.9%** compared to Nov-2023

### Instant coffee

Value: **16.9** mil. USD  
 Decrease **7.4%** compared to Oct-2024  
 Increase **146%** compared to Nov-2023

### Unroasted and decaffeinated coffee

Value: **11.1** mil. USD  
 Decrease **3.2%** compared to Oct-2024  
 Increase **75.11%** compared to Nov-2023

### Instant coffee

The average export price in Oct-2024 is **11,936** USD/ton; **decreases 0.01%** compared to the previous month; and **increases 58.8%** compared to the same month of 2023.

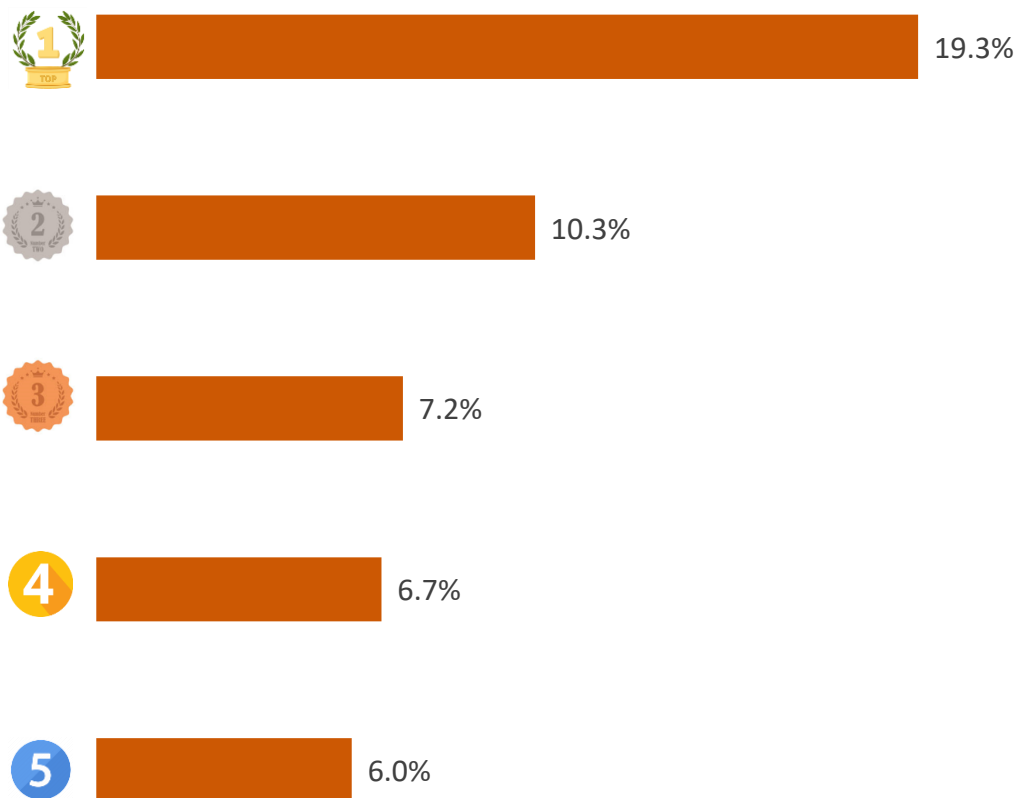
### Unroasted & not decaffeinated coffee

The average export price in Oct-2024 is **5,109** USD/ton; **decreases 2.7%** compared to the previous month; and **increases 86.5%** compared to the same month of 2023.

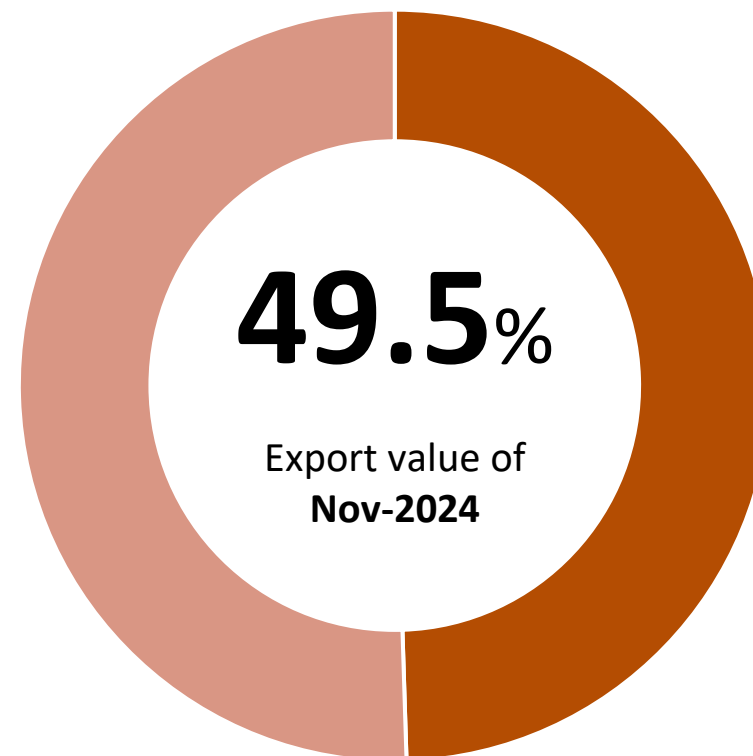


# COFFEE

## TOP 5 export enterprises by value to the EU, Nov-2024



## Value ratio of TOP 5 export enterprises to the EU, Nov-2024





# COFFEE

## SPOTLIGHTS

### Belgium's IzyCoffee seeks investment to expand its store network

IzyCoffee, a specialty coffee chain with 22 outlets, has launched a crowdfunding campaign to open 16 new stores by 2025. These include additional locations in Belgium as well as the chain's first international stores in Luxembourg, France, and the Netherlands.

The company aims to raise €3.3 million (\$3.5 million) through its new Winwinner campaign. Potential investment partners include Belgium's banking and insurance group KBC Group NV and Verzekering & PMV.

If the funding goal is met, IzyCoffee plans to open 16 new outlets in 2025, with locations in Brussels, Antwerp, and Bruges. The investment would also support its international expansion with stores in Luxembourg, Lille (France), and Maastricht (Netherlands).

IzyCoffee is currently one of the fastest-growing coffee chains in Belgium, second only to market leader Pano in terms of new store openings over the past year. According to the Project Café Europe 2024 report by World Coffee Portal, the coffee chain market in Belgium is expected to add 100 new stores over the next four years, surpassing 590 outlets by Q1 2029.

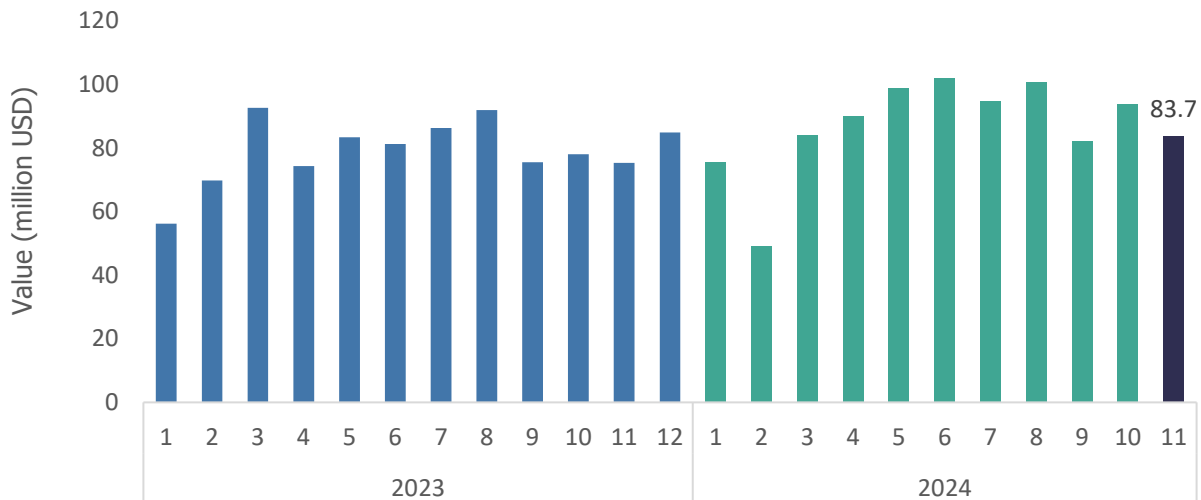
*Source: telegraph.co.uk (11/2024)*





# FISHERIES

## Export value to the EU, Nov-2024



## Export results to the EU, Nov-2024

VALUE  
**83.7** mil. USD



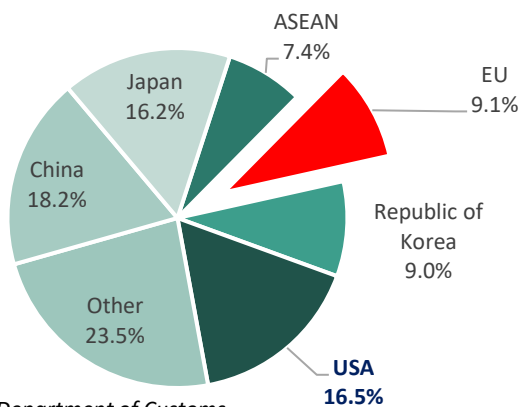
↘ Decrease **10.7%** compared to Oct-2024

↗ Increase **11.1%** compared to Nov-2023

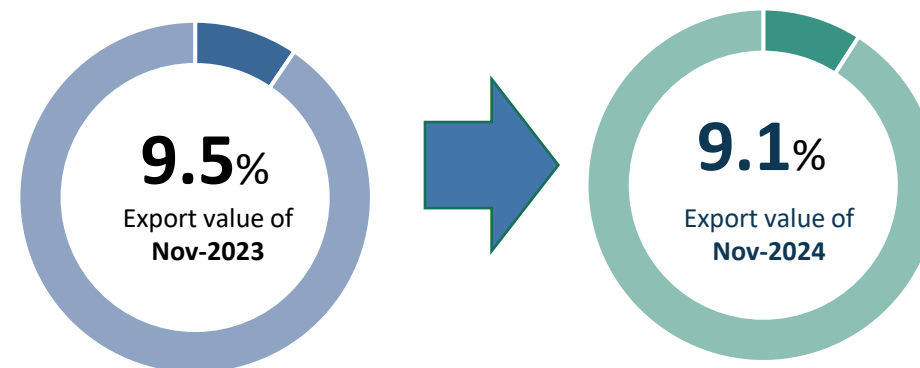
↗ **5.6 mil. USD** more than the monthly average rate in 2023

❖ Accumulated 11 months of 2024 reaches **954.2** mil. USD, **105.7%** of total 2023

## Percentage of export value to the EU, Nov-2024



## Changes in percentage of export value to the EU, Nov-2024

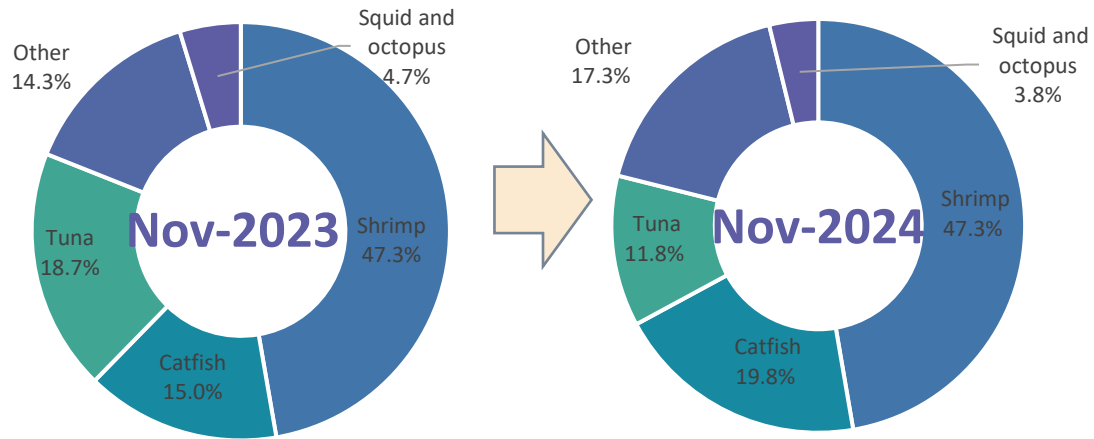




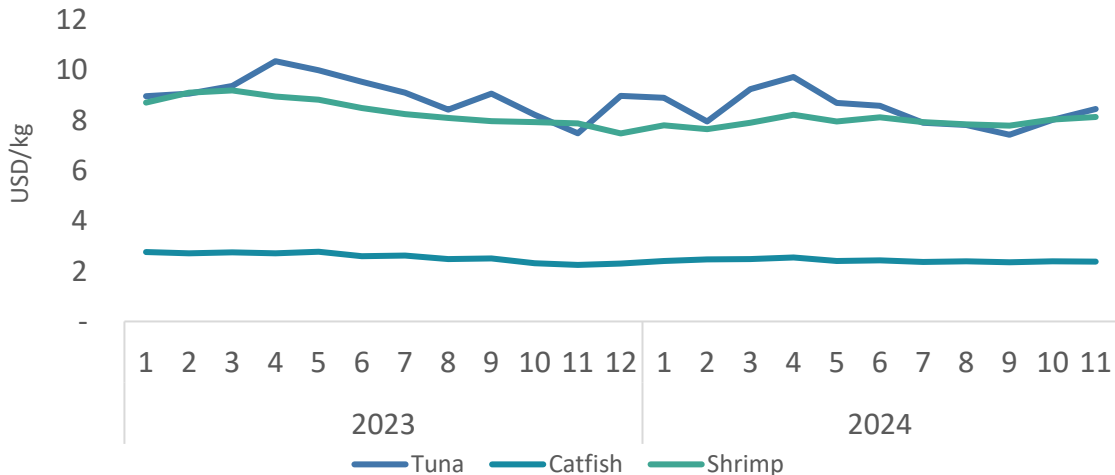


# FISHERIES

## Structure of exports by products to the EU, Nov-2024



## Average export price to the EU, Nov-2024



## Export results to the EU, Nov-2024



### Shrimp

Value: **39.6** mil. USD

Decrease **15.7%** compared to Oct-2024

Increase **11.2%** compared to Nov-2023



### Catfish

Value: **16.6** mil. USD

Increase **2.5%** compared to Oct-2024

Increase **46.4%** compared to Nov-2023



### Tuna

Value: **9.9** mil. USD

Decrease **17.8%** compared to Oct-2024

Decrease **29.9%** compared to Nov-2023

### Tuna

The average export price in Oct-2024 is **8.4** USD/kg; **increases 5.4%** compared to the previous month; and **increases 12.9%** compared to the same month of 2023.

### Catfish

The average export price in Oct-2024 is **2.4** USD/kg; **decreases 0.6%** compared to the previous month; and **increases 5.8%** compared to the same month of 2023.

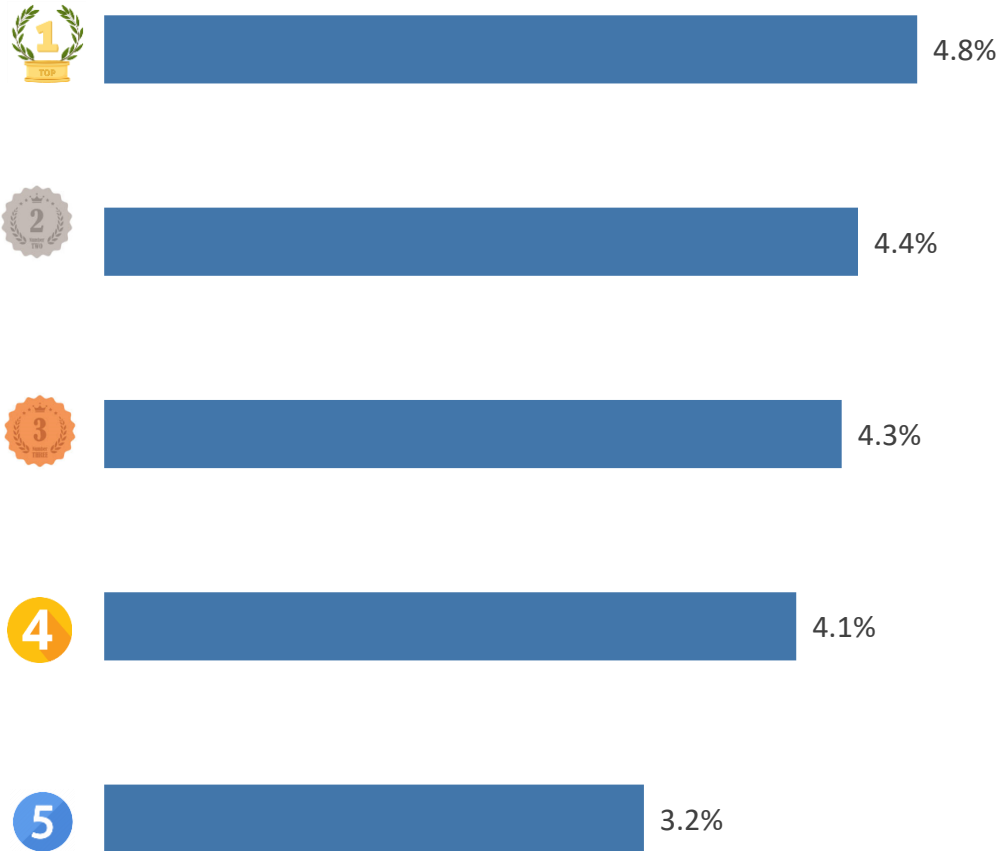
### Shrimp

The average export price in Oct-2024 is **8.0** USD/kg; **increases 1.2%** compared to the previous month; and **increases 3.1%** compared to the same month of 2023.

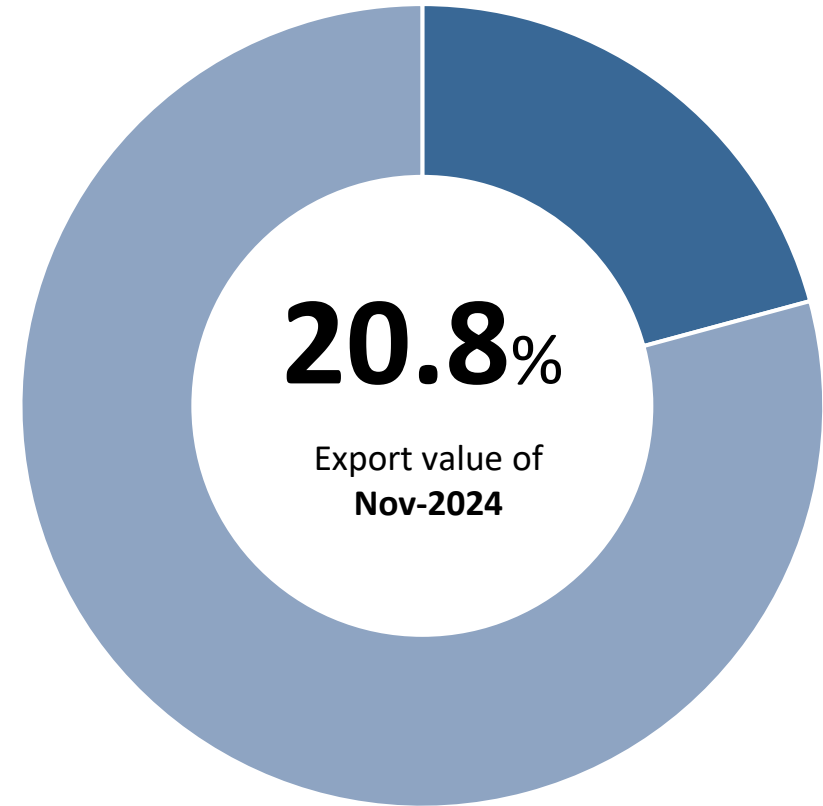


# FISHERIES

## TOP 5 export enterprises by value to the EU, Nov-2024



## Value ratio of TOP 5 export enterprises to the EU, Nov-2024



## SPOTLIGHTS

### EU reaches agreement on 2025 fishing opportunities

EU fisheries ministers have reached an agreement on 2025 fishing opportunities in the Atlantic Ocean, North Sea, Mediterranean Sea, and Black Sea. The agreement establishes total allowable catches (TACs) and quotas for key fish species, balancing environmental protection with support for the fishing industry.

The quotas are adjusted based on scientific advice, with increases and decreases for certain fish species. Compared to 2024, quotas for megrim will increase by 23% and anglerfish by 17% in the Iberian Atlantic waters. Common sole in the Bay of Biscay will see a 1% increase, while Norway lobster in the Bay of Biscay and Cantabrian Sea will rise significantly by 134%. Conversely, quotas for cod in Kattegat will decrease by 17%, red seabream in the Iberian waters by 62%, and Norway lobster in the Bay of Biscay by 39%.

Due to the critical state of European eel populations, the EU has decided to maintain a six-month ban on commercial fishing for this species.

Effective from January 1, 2025, the agreement aims to ensure ecological, economic, and social sustainability for the EU's fisheries sector..

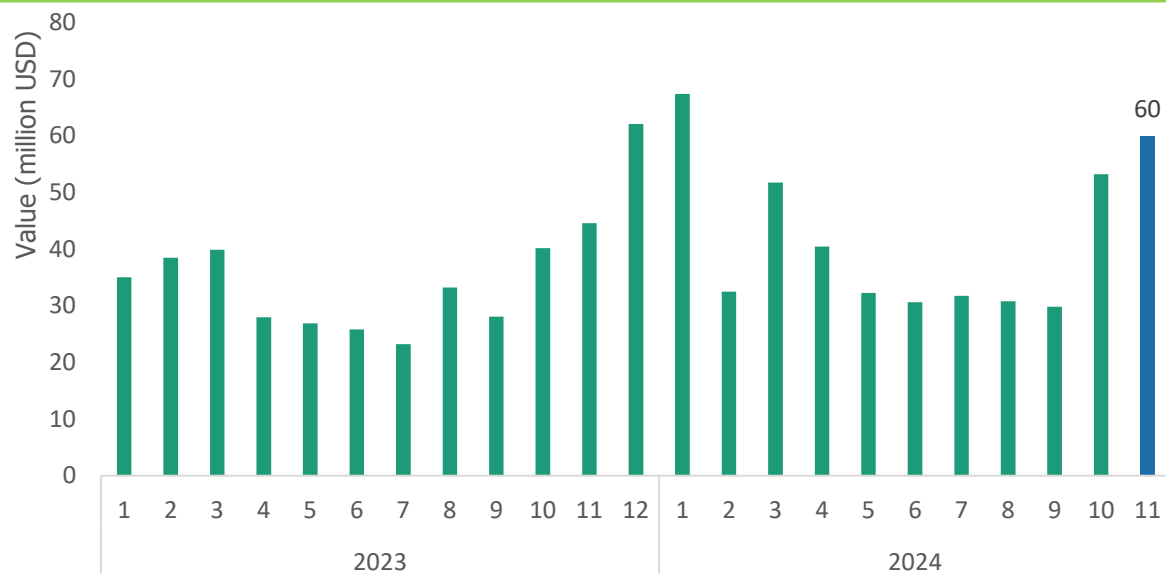
*Source: Thefishingdaily (12/2024)*





# WOOD AND WOODEN PRODUCTS

## Export value to the EU, Nov-2024



## Export results to the EU, Nov-2024

VALUE



# 60

mil. USD

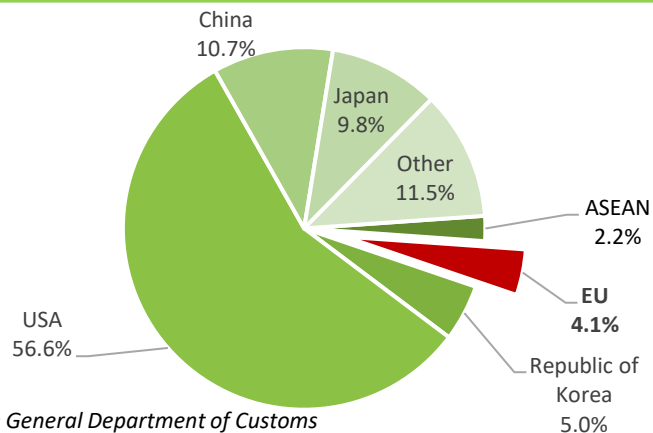
➤ Increase **12.6%** compared to Oct-2024

➤ Increase **34.4%** compared to Nov-2023

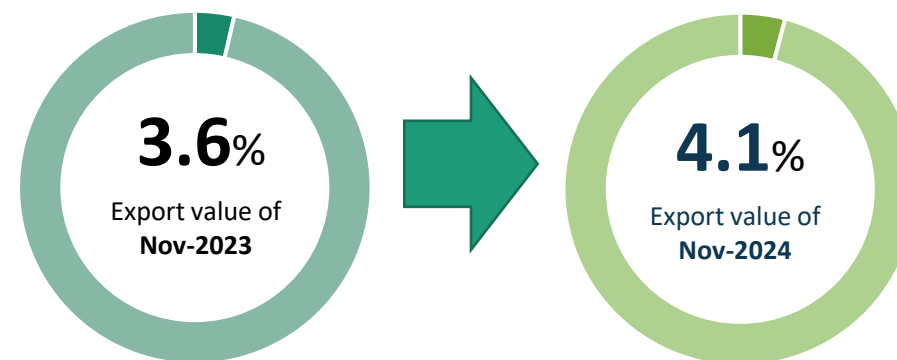
➤ **24.4 mil. USD** more than the monthly average rate in 2023

❖ Accumulated 11 months of 2024 reaches **460.2** mil. USD, **108.2%** of total 2023

## Percentage of export value to the EU, Nov-2024



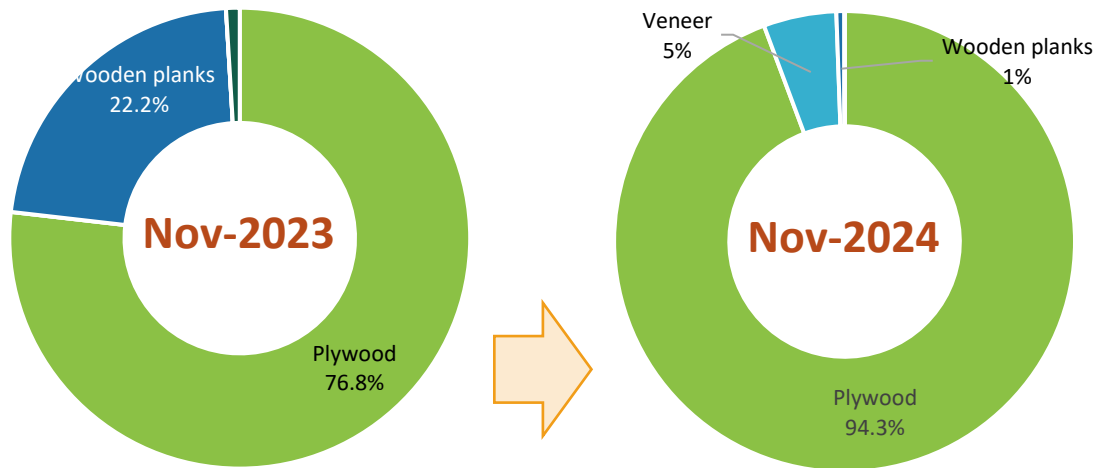
## Changes in percentage of export value to the EU, Nov-2024





# WOOD AND WOODEN PRODUCTS

## Structure of exports by products to the EU, Nov-2024



## Export results to the EU, Nov-2024



### Plywood

Value: **2.7** mil. USD

Increase **115%** compared to Oct-2024

Increase **196%** compared to Nov-2023



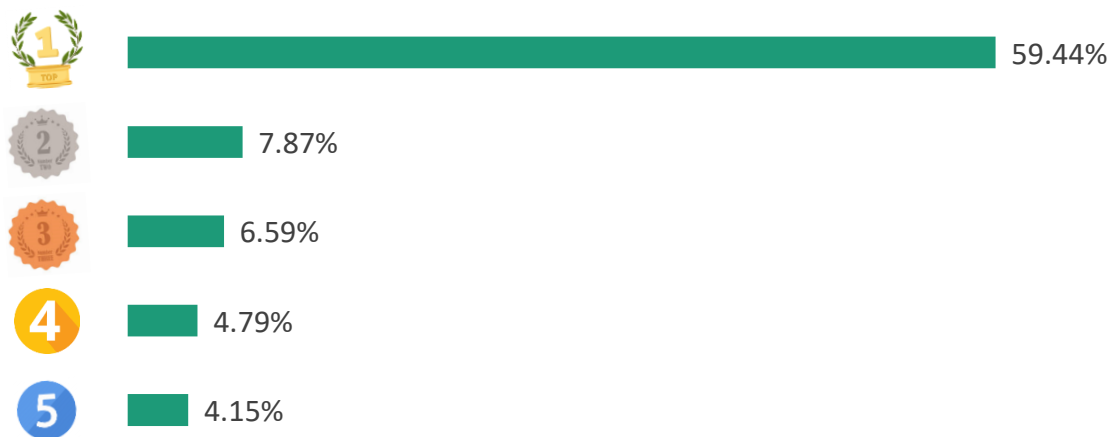
### Veneer

Value: **148.5** thousand USD

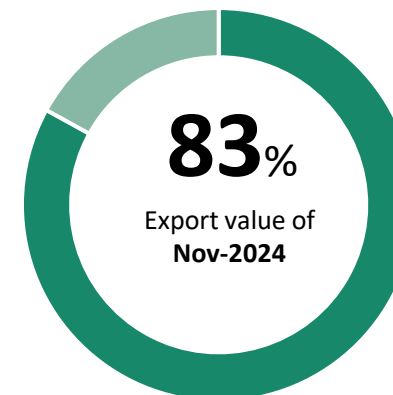
Decrease **52%** compared to Oct-2024

Increase **N/A** compared to Nov-2023

## TOP 5 export enterprises by value to the EU, Nov-2024



## Value ratio of TOP 5 export enterprises to the EU, Nov-2024





## SPOTLIGHTS

In Q3 2024, the EU imported 358,100 tons of tropical wood and wood products, marking a 4% decline compared to the previous quarter and a 10% drop year-on-year. For the first nine months of 2024, cumulative imports amounted to 1.1 million tons, down 14% compared to the same period in 2023.

In terms of value, EU imports of tropical wood and wood products in Q3 2024 were worth \$763 million, representing a 5% decrease from the prior quarter and a 0.7% drop year-on-year. Over the first nine months of 2024, the total import value reached \$2.28 billion, a 9% decline compared to the same period in 2023.

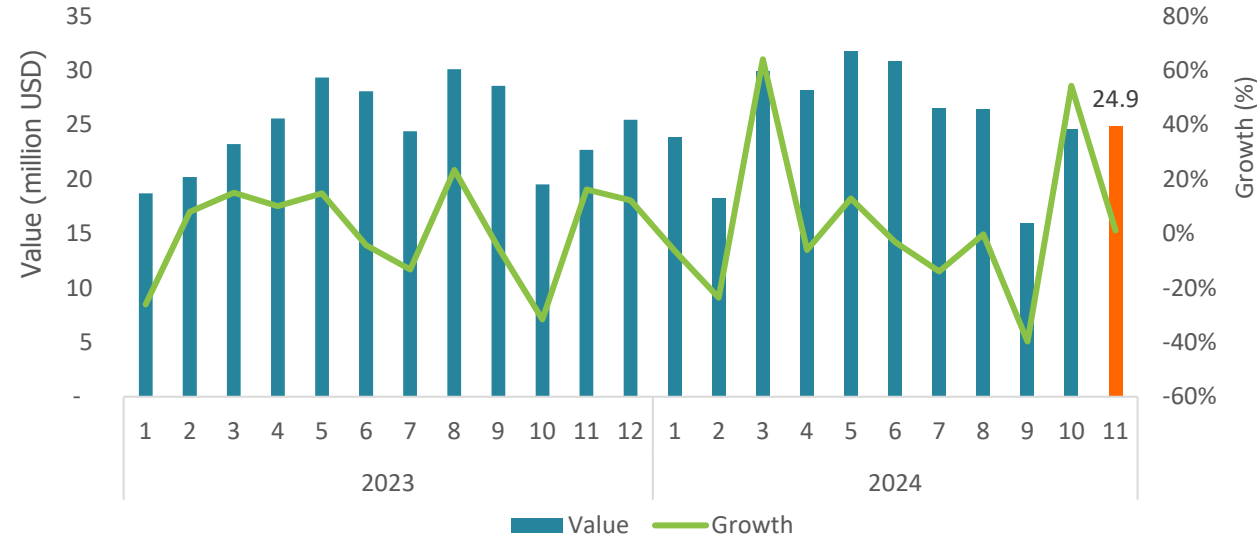
In the first nine months of 2024, the EU imported 527,600 cubic meters of tropical sawnwood worth \$487.1 million, marking a 20% decline in both volume and value compared to the same period in 2023. This decrease was observed across most major supplier markets, with imports from Cameroon falling by 18% to 203,100 cubic meters, Gabon dropping by 23% to 79,000 cubic meters, and Brazil declining by 20% to 64,900m<sup>3</sup>.





# FRUITS AND VEGETABLES (EXPORT)

## Export volume and value to the EU, Nov-2024



## Export results to the EU, Nov-2024

### VALUE



**24.9**

mil. USD

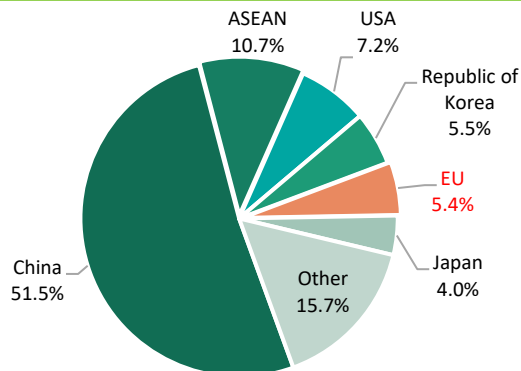
Increase **1.1%** compared to Oct-2024

Increase **9.6%** compared to Nov-2023

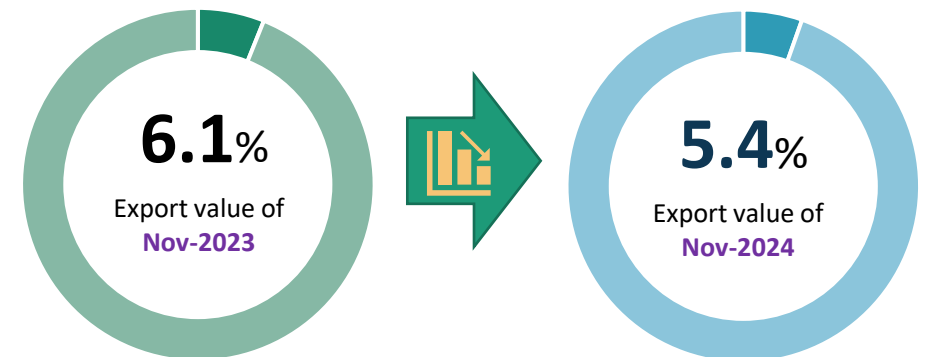
**204.5 thousand USD** than the monthly average rate in 2023

Accumulated 11 months of 2024 reaches **281.2 mil.USD, 95.0%** of total 2023

## Percentage of export value to the EU, Nov-2024



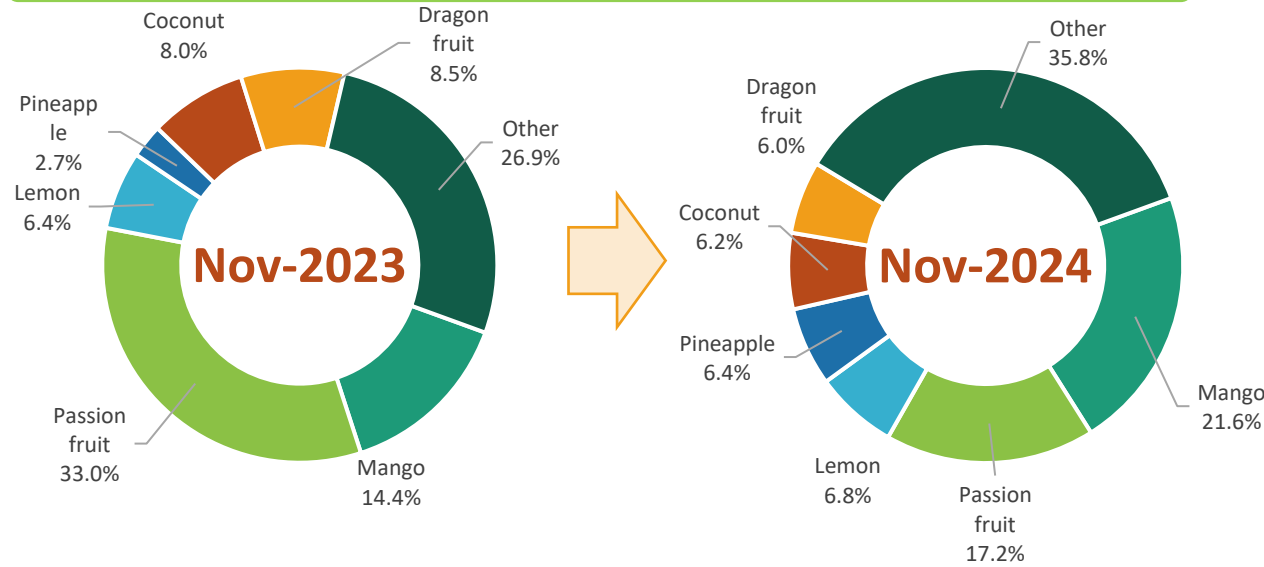
## Changes in percentage of export value to the EU, Nov-2024





# FRUITS AND VEGETABLES (EXPORT)

## Structure of exports by products to the EU, Nov-2024



## Export results of some main products to the EU, Nov-2024



### Mango

Value: **5.3** mil. USD  
 Increase **31.9%** compared to Oct-2024  
 Increase **88.4%** compared to Nov-2023



### Passion fruit

Value: **4.2** mil. USD  
 Decrease **23.7%** compared to Oct-2024  
 Decrease **34.5%** compared to Nov-2023



### Lemon

Value: **1.7** mil. USD  
 Decrease **17.1%** compared to Oct-2024  
 Increase **32.6%** compared to Nov-2023



### Pineapple

Value: **1.6** mil. USD  
 Increase **5.1%** compared to Oct-2024  
 Increase **195.6%** compared to Nov-2023



### Coconut

Value: **1.5** mil. USD  
 Increase **15.6%** compared to Oct-2024  
 Decrease **1.7%** compared to Nov-2023



### Dragon fruit

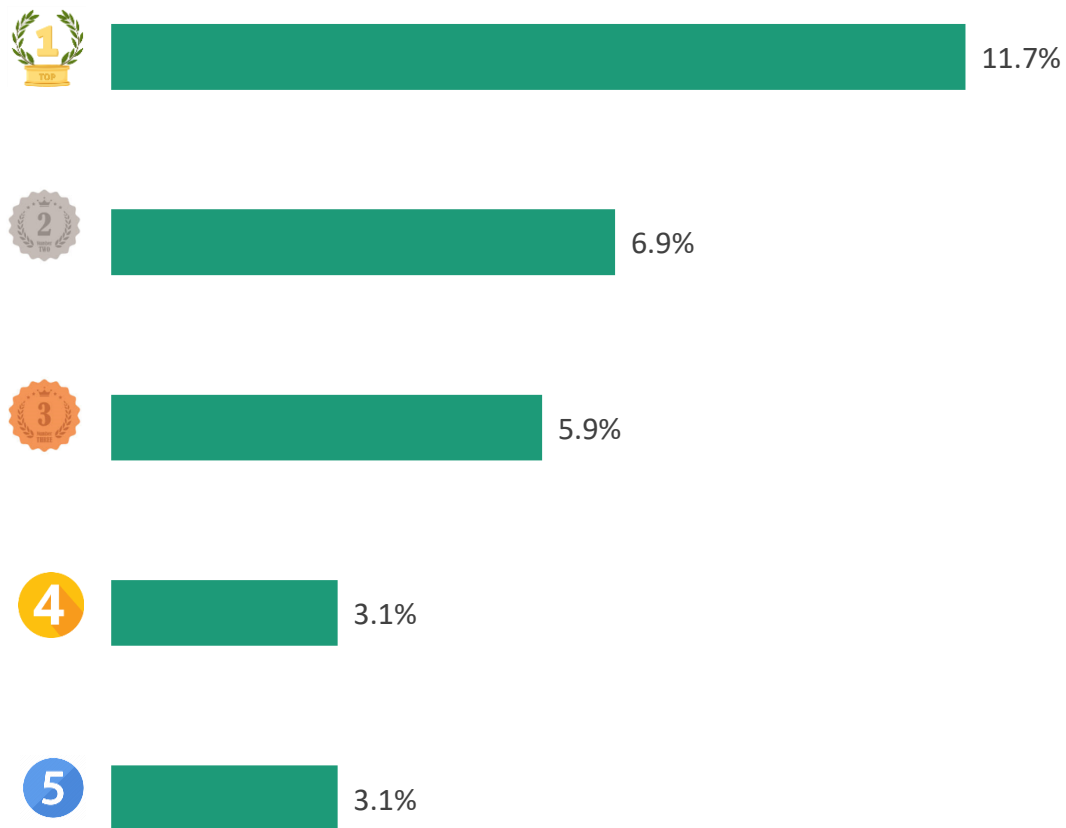
Value: **1.5** mil. USD  
 Increase **23.0%** compared to Oct-2024  
 Decrease **11.5%** compared to Nov-2023



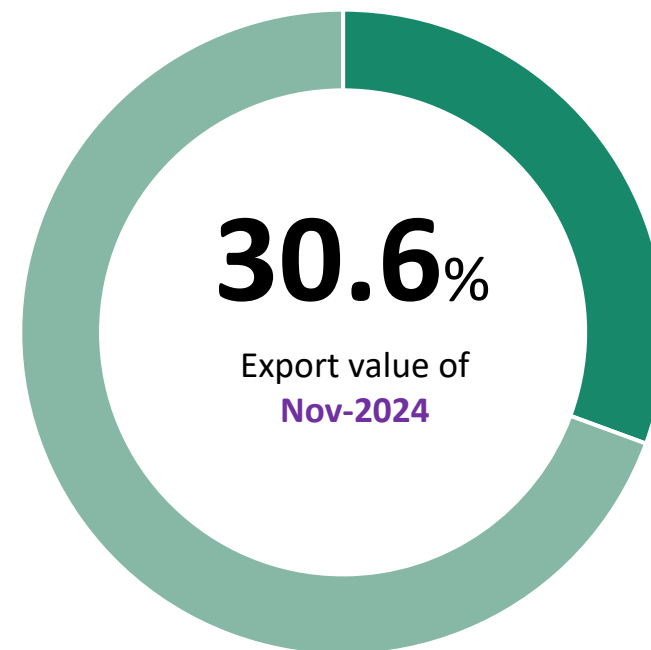


# FRUITS AND VEGETABLES (EXPORT)

TOP 5 export enterprises by value to the EU, Nov-2024



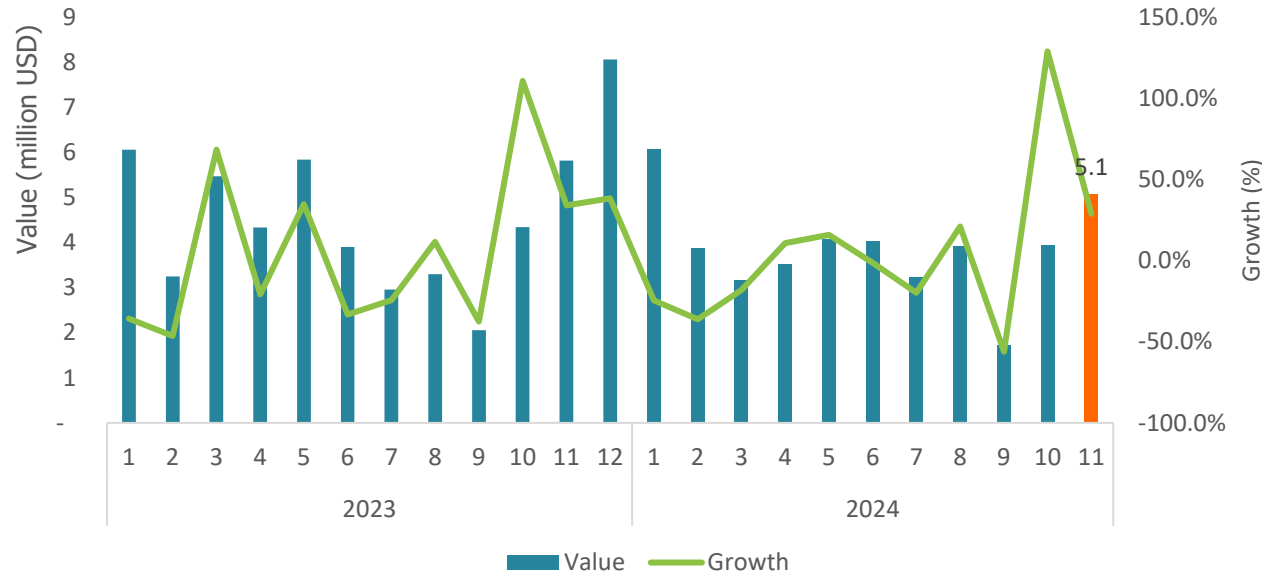
Value ratio of TOP 5 export enterprises to the EU, Nov-2024





# FRUITS AND VEGETABLES (IMPORT)

## Import volume and value from the EU, Nov-2024



## Import results from the EU, Nov-2024

### VALUE

**5.1**

mil. USD



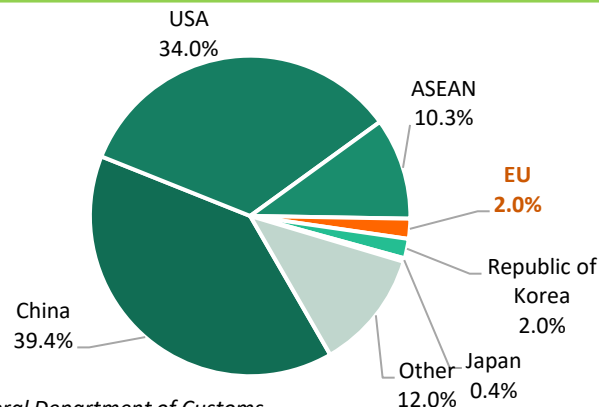
Increase **29.0%** compared to Oct-2024

Decrease **12.9%** compared to Nov-2023

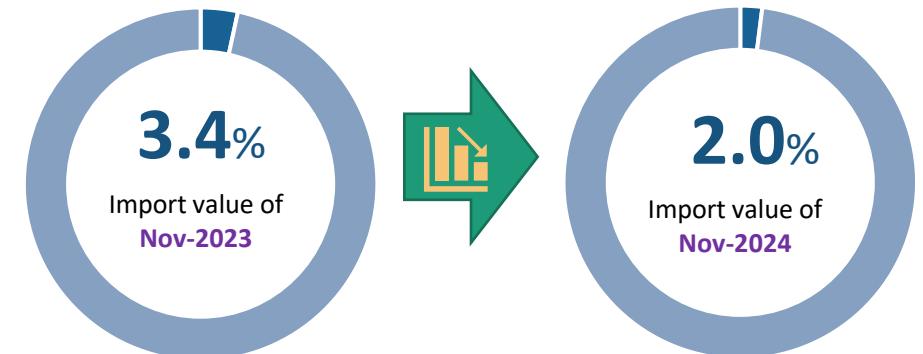
**0.45 mil. USD** more than the monthly average rate in 2023

Accumulated 11 months of 2024 reaches **42.6 mil. USD**, **76.9%** of total 2023

## Percentage of import value from the EU, Nov-2024



## Changes in percentage of import value from the EU, Nov-2024

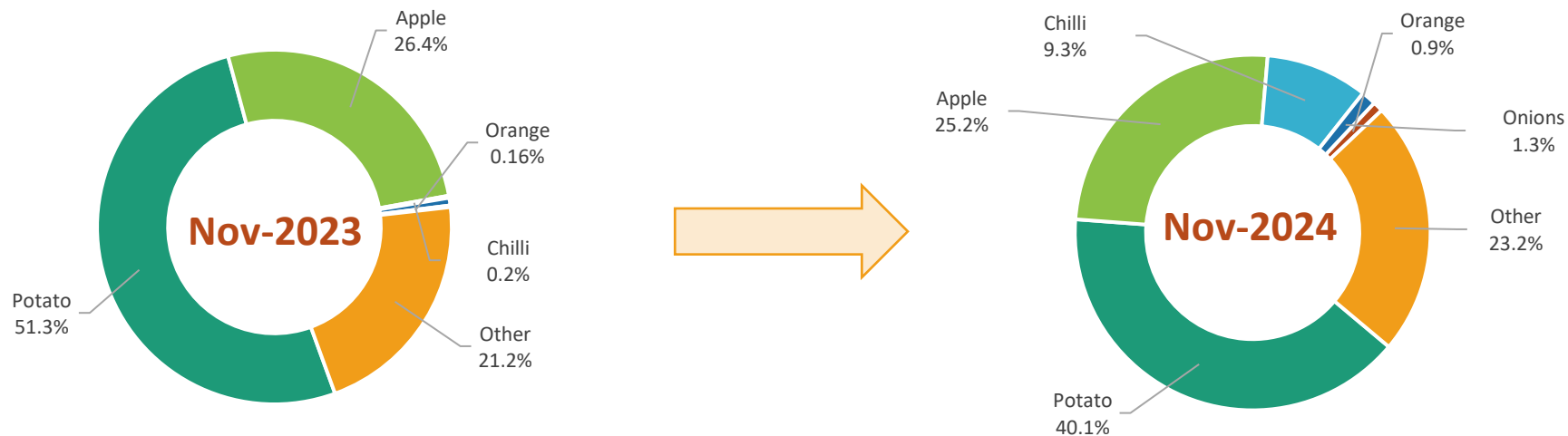


Source: Calculated from data of the General Department of Customs



# FRUITS AND VEGETABLES (IMPORT)

## Structure of imports by products from the EU, Nov-2024



## Import results of some main products from the EU, Nov-2024



### Potato

Value: **2.0** mil. USD

Increase **2.5%** compared to Oct-2024

Decrease **32.0%** compared to Nov-2023



### Apple

Value: **1.3** mil. USD

Increase **25.7%** compared to Oct-2024

Decrease **16.9%** compared to Nov-2023



### Chilli

Value: **471.7** nghìn USD

Increase **32.5 times** compared to Oct-2024

Increase **40.8 times** compared to Nov-2023

## SPOTLIGHTS

### **Bulgaria rejects Turkish fruit imports**

The EU's Rapid Alert System for Food and Feed (RASFF) has notified Turkey of the rejection of its fruit exports, including pomegranates and dried figs, due to the presence of aflatoxin B1. These alerts were issued by regulatory authorities in Bulgaria and Italy.

*Source: Tridge.com*

### **Moldova exports grapes to 29 countries in 2024**

In the first ten months of 2024, Moldova exported 41,500 tons of grapes valued at \$46.1 million, reflecting a 1% increase in volume and a 42% rise in value compared to the same period last year. The European Parliament has allowed Moldovan producers to export grapes to the EU without taxes or quantity restrictions, provided they meet the quality and safety standards of the destination countries.

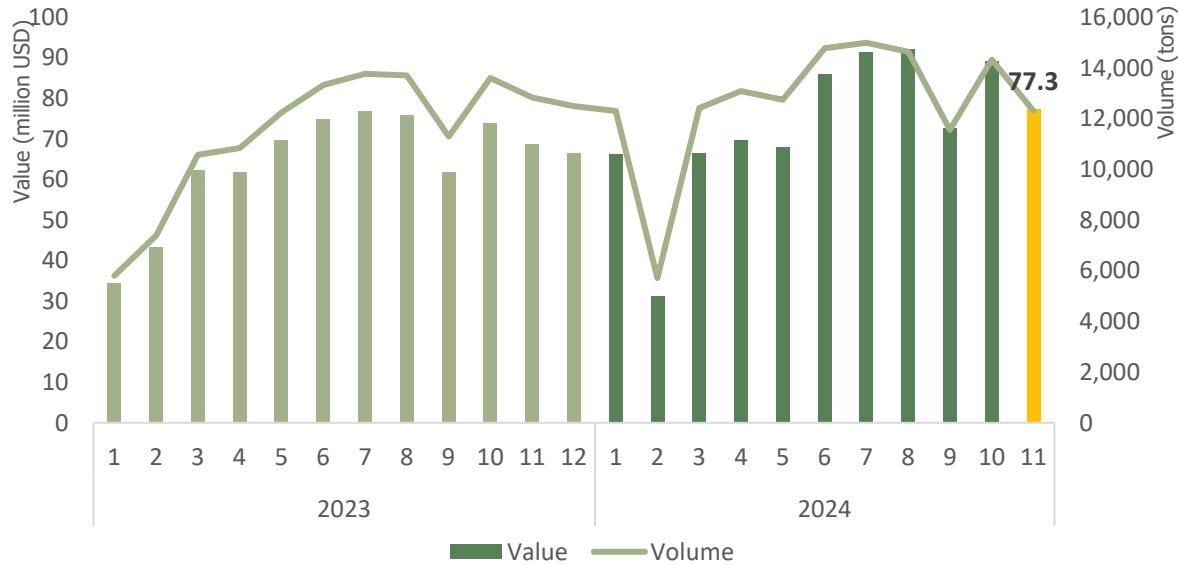
*Source: Freshplaza.com*





# CASHEW NUTS

## Export volume and value to the EU, Nov-2024



## Export results to the EU, Nov-2024

### VALUE

**77.3** mil. USD

⬇️ Decrease **13%** compared to Oct-2024

⬆️ Increase **12%** compared to Nov-2023

⬆️ **13 mil. USD** more than the monthly average rate in 2023

❖ Accumulated 11 months of 2024 reaches **810 tr.USD, 105%** of total 2023

### VOLUME

**12.3** thousand tons

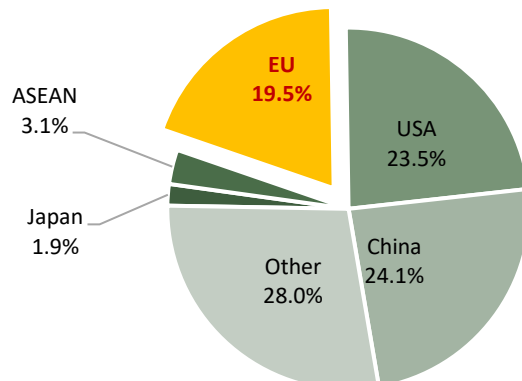
⬇️ Decrease **14%** compared to Oct-2024

⬆️ Decrease **4.2%** compared to Nov-2023

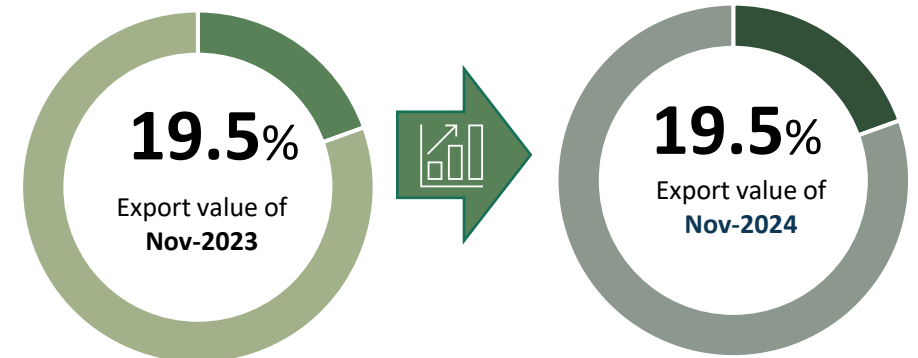
⬆️ **811 tons** more than the monthly average rate in 2023

❖ Accumulated 11 months of 2024 reaches **139 thousand tons, 101%** of total 2023

## Percentage of export value to the EU, Nov-2024



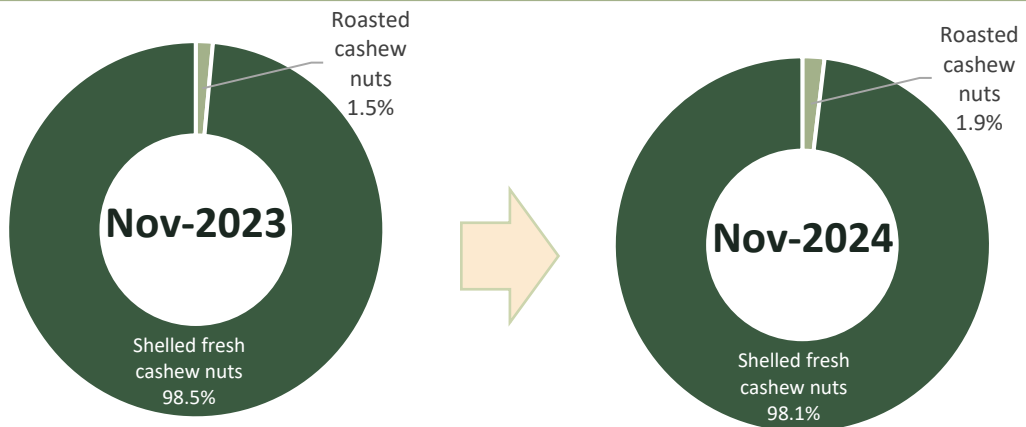
## Changes in percentage of export value to the EU, Nov-2024



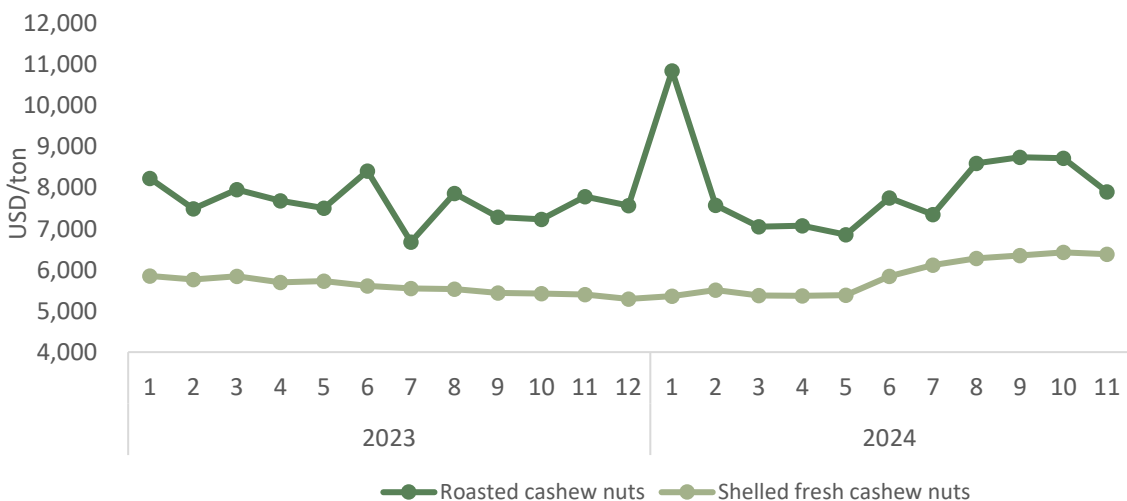


# CASHEW NUTS

## Structure of exports by products to the EU, Nov-2024



## Average export price to the EU, Nov-2024



## Export results to the EU, Nov-2024



### Shelled fresh cashew nuts

Value: **75.8** mil. USD

Decrease **14%** compared to Oct-2024

Increase **12%** compared to Nov-2023



### Roasted cashew nuts

Value: **1.5** mil. USD

Increase **15%** compared to Oct-2024

Increase **45%** compared to Nov-2023

### Shelled fresh cashew nuts

The average export price in Oct-2024 is **6,382** USD/ton; **decreases 0.7%** compared to the previous month; and **increases 18.1%** compared to the same month of 2023.

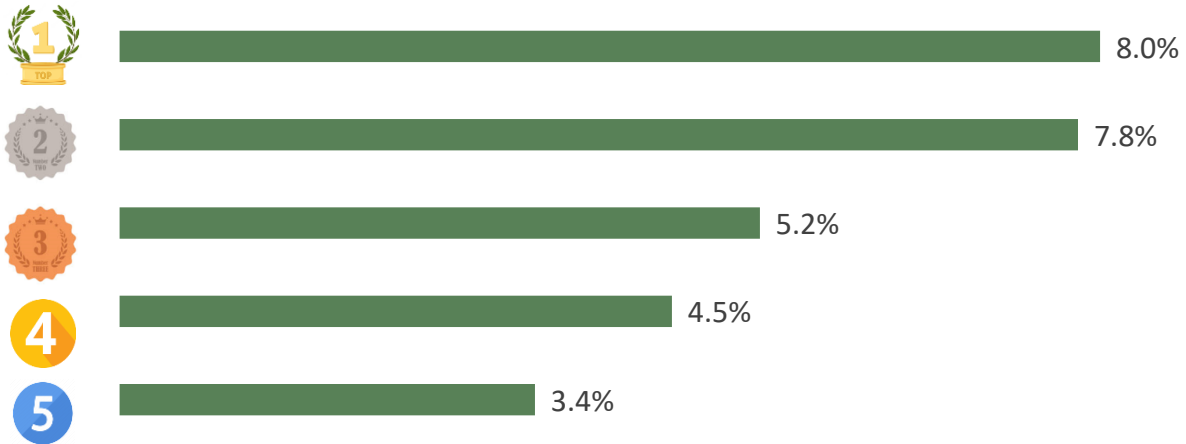
### Roasted cashew nuts

The average export price in Oct-2024 is **7,900** USD/ton; **decreases 9.4%** compared to the previous month; and **increases 1.5%** compared to the same month of 2023.

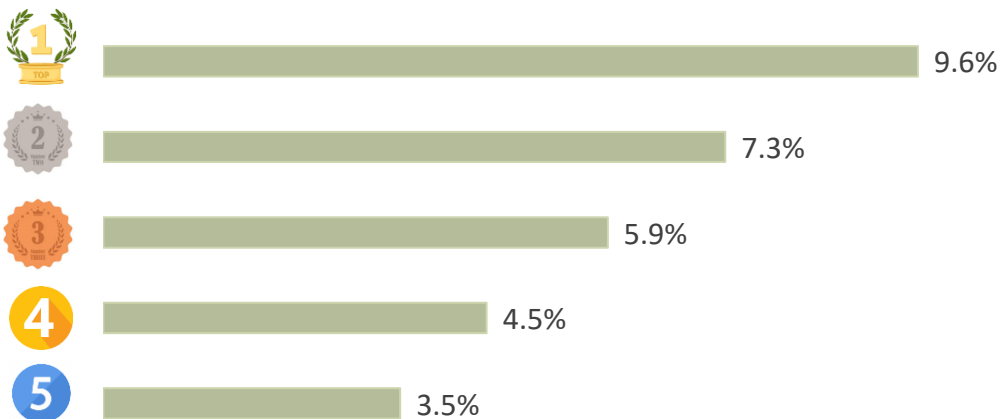


# CASHEW NUTS

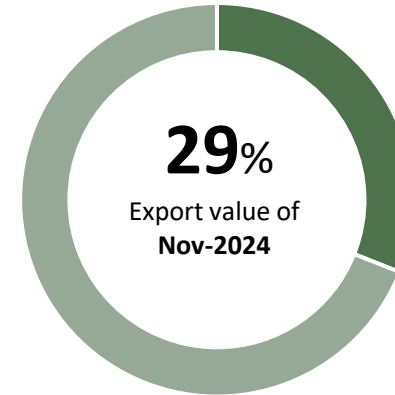
## TOP 5 export enterprises by value to the EU, Nov-2024



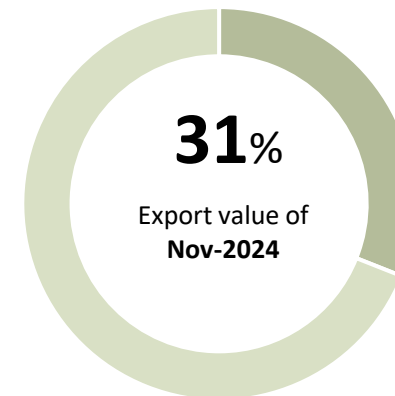
## TOP 5 export enterprises by volume to the EU, Nov-2024



## Value ratio of TOP 5 export enterprises to the EU, Nov-2024



## Volume ratio of TOP 5 export enterprises to the EU, Nov-2024



## SPOTLIGHTS



In the first nine months of 2024, Germany exported 16,140 tons of cashews valued at \$121.1 million, representing a 9.8% decrease in volume and a 21.3% drop in value compared to the same period last year.

Regarding price, the average export price of German cashews in the first nine months of 2024 was \$7,501 per ton, a 12.8% decrease compared to the same period in 2023.

In terms of market structure, Germany exported cashews to 48 countries and territories during this period. European countries remained the traditional markets for German cashew exports, including Slovakia, Luxembourg, Spain, the UK, and Poland.

*Source: ITC*

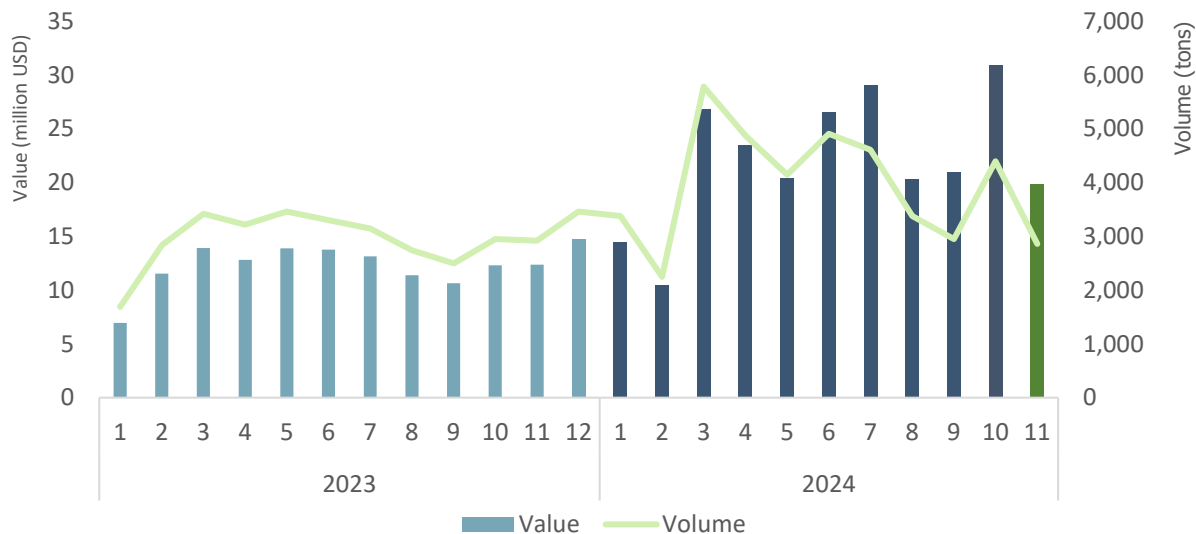






# PEPPER

## Export volume and value to the EU, Nov-2024



## Export results to the EU, Nov-2024

### VALUE

**30.96** mil. USD



Decrease **36%** compared to Oct-2024

Increase **60%** compared to Nov-2023

**7.6 mil. USD** more than the monthly average rate in 2023

❖ Accumulated 11 months of 2024 reaches 243.4 mil.USD, **165%** of total 2023

### VOLUME

**4.4** thousand tons



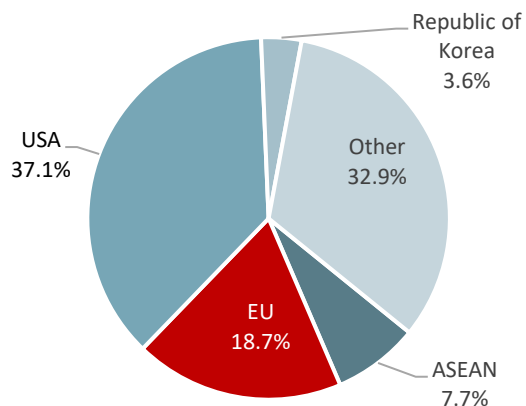
Decrease **35%** compared to Oct-2024

Decrease **2%** compared to Nov-2023

**110 tons** less than the monthly average rate in 2023

❖ Accumulated 11 months of 2024 reaches 43.5 thousand tons, **122%** of total 2023

## Percentage of export value to the EU, Nov-2024



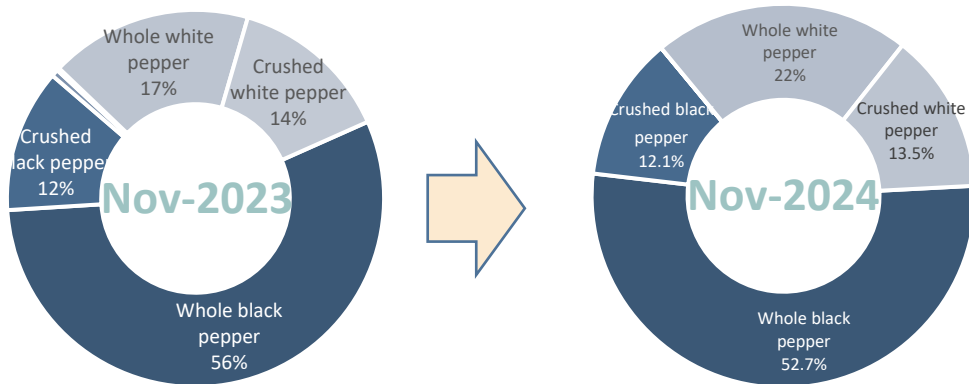
## Changes in percentage of export value to the EU, Nov-2024



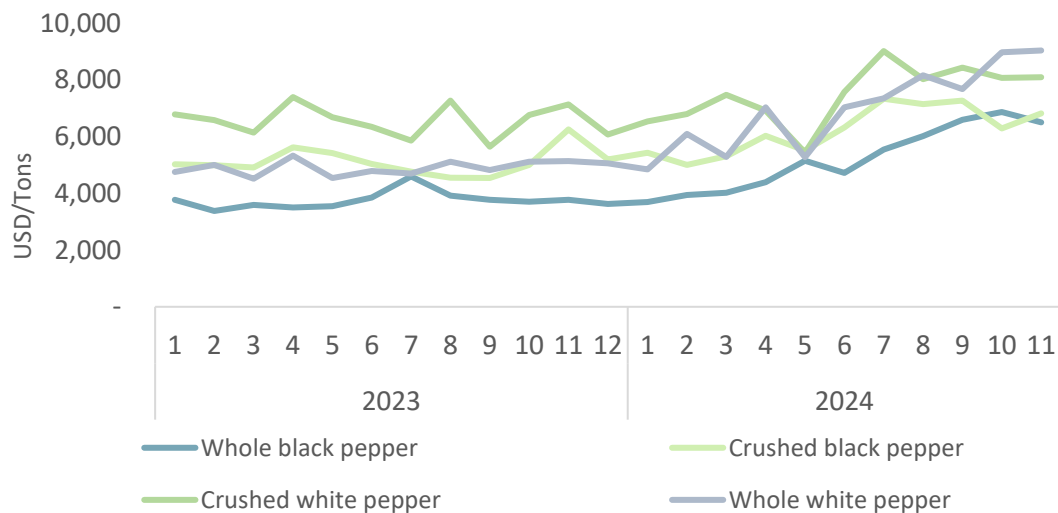


# PEPPER

## Structure of exports by products to the EU, Nov-2024



## Average export price to the EU, Nov-2024



## Export results to the EU, Nov-2024



### Whole black pepper

Value: **10.5** mil. USD

Decrease **47%** compared to Oct-2024

Increase **52%** compared to Nov-2023



### Whole white pepper

Value: **4.3** mil. USD

Decrease **13%** compared to Oct-2024

Increase **100%** compared to Nov-2023



### Crushed black pepper

Value: **2.4** mil. USD

Decrease **31%** compared to Oct-2024

Increase **59%** compared to Nov-2023

### Whole black pepper

The average export price in Oct-2024 is **6,510** USD/ton; **decreases 5.2%** compared to the previous month; and **increases 75.7%** compared to the same month of 2023.

### Crushed black pepper

The average export price in Oct-2024 is **6,818** USD/ton; **increases 8.3%** compared to the previous month; and **increases 42.8%** compared to the same month of 2023.

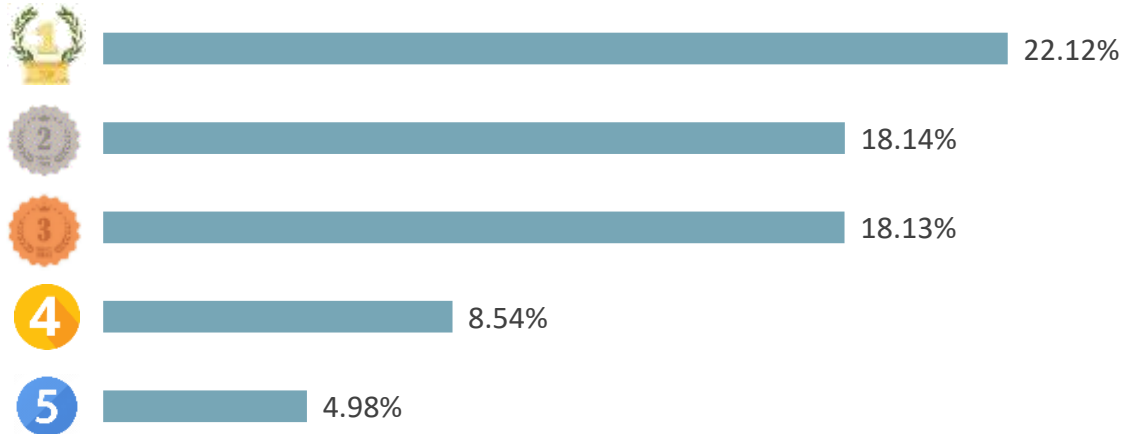
### Whole white pepper

The average export price in Oct-2024 is **9,041** USD/ton; **increases 0.8%** compared to the previous month; and **increases 66.5%** compared to the same month of 2023.

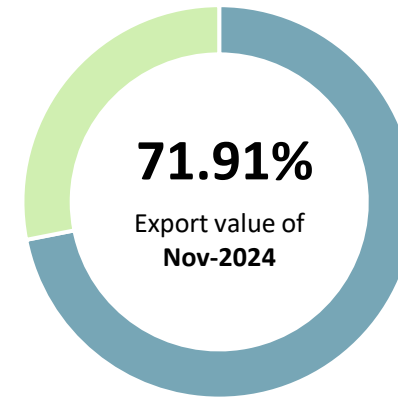


# PEPPER

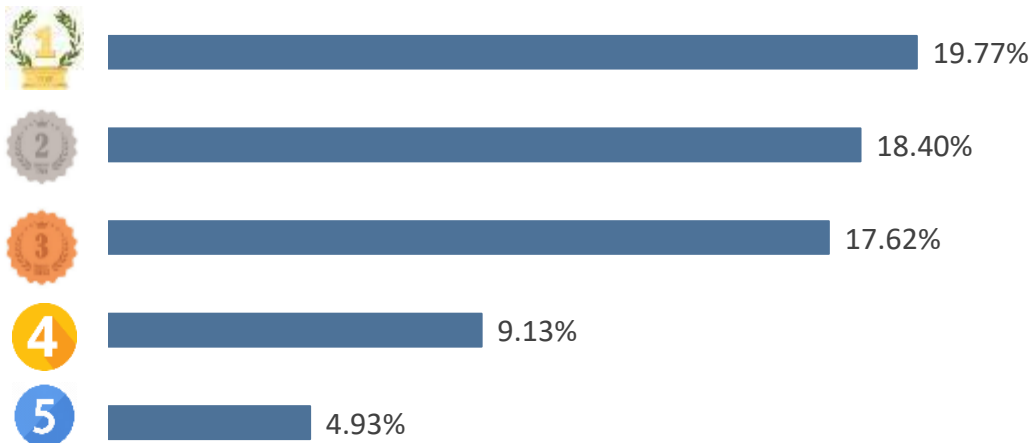
## TOP 5 export enterprises by value to the EU, Nov-2024



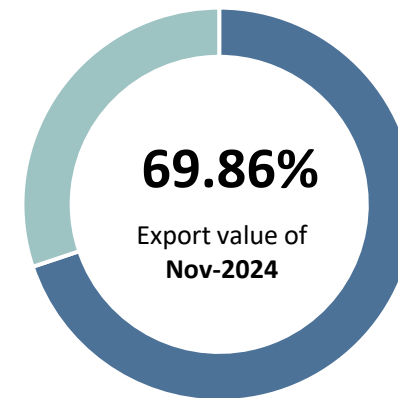
## Value ratio of TOP 5 export enterprises to the EU, Nov-2024



## TOP 5 export enterprises by volume to the EU, Nov-2024



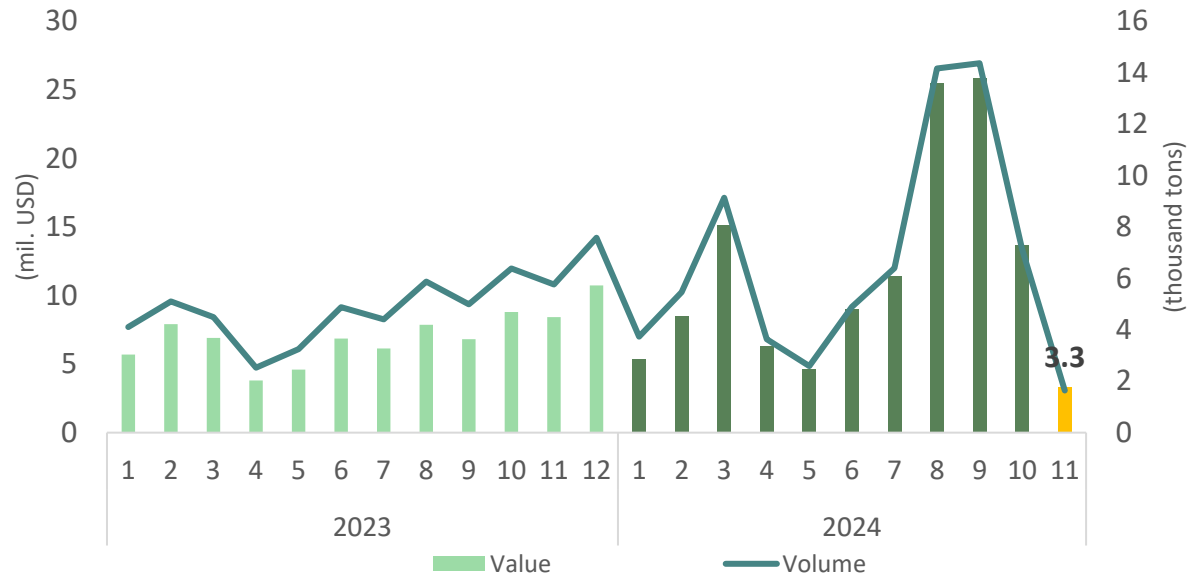
## Volume ratio of TOP 5 export enterprises to the EU, Nov-2024



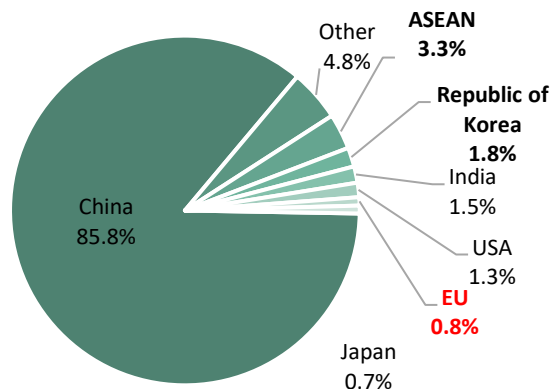


# RUBBER

## Export volume and value to the EU, Nov-2024



## Percentage of export value to the EU, Nov-2024



## Export results to the EU, Nov-2024

### VALUE

**3.3** mil. USD

↘ Decrease **76%** compared to Oct-2024

↘ Decrease **61%** compared to Nov-2023

↓ **9.9** mil. USD less than the monthly average rate in 2023

❖ Accumulated 11 months of 2024 reaches **129** mil. USD, **81%** of total 2023

### VOLUME

**1.638** tons

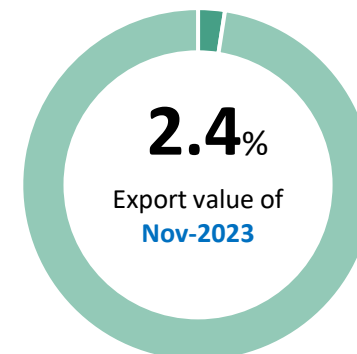
↘ Decrease **77%** compared to Oct-2024

↘ Decrease **72%** compared to Nov-2023

↓ **7.6** thousand tons less than the monthly average rate in 2023

❖ Accumulated 11 months of 2024 reaches **73.1** thousand tons, **66%** of total 2023

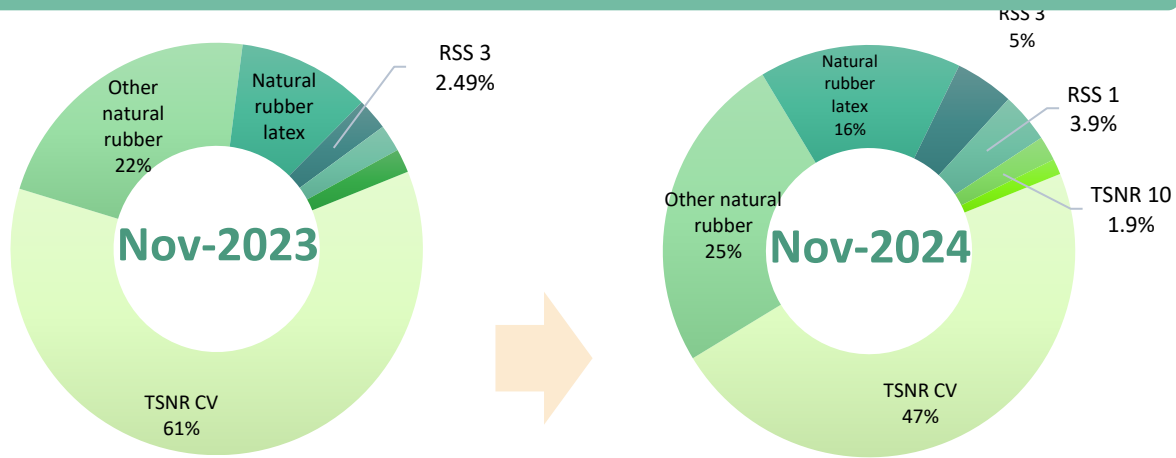
## Changes in percentage of export value to the EU, Nov-2024





# RUBBER

## Structure of exports by products to the EU, Nov-2024



## Export results to the EU, Nov-2024



### Other natural rubber

Value: **0.8** mil. USD

Decrease **73%** compared to Oct-2024

Decrease **56%** compared to Nov-2023



### TSNR CV

Value: **1.56** mil. USD

Decrease **77%** compared to Oct-2024

Decrease **69%** compared to Nov-2023



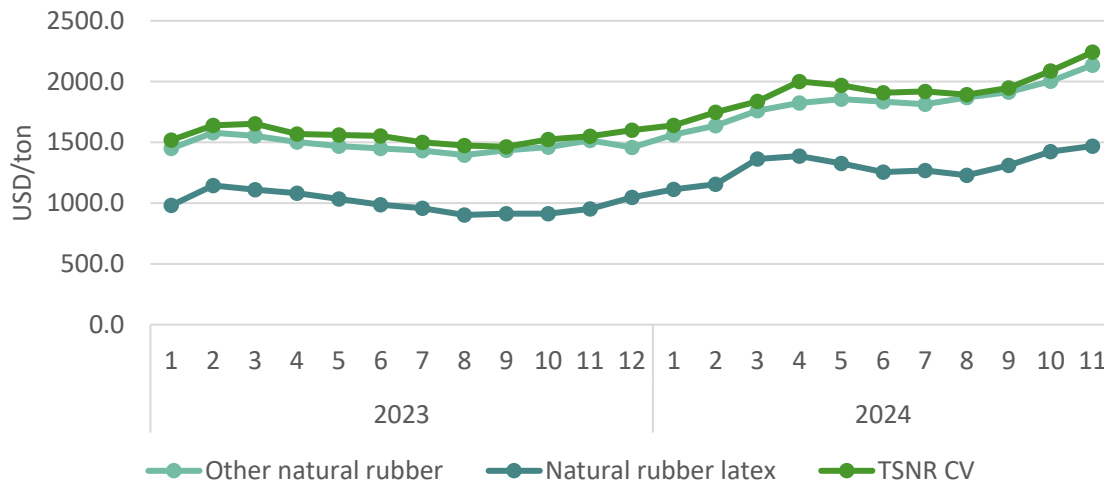
### Natural rubber latex

Value: **0.5** mil. USD

Decrease **73%** compared to Oct-2024

Decrease **40%** compared to Nov-2023

## Average export price to the EU, Nov-2024



### Other natural rubber

The average export price in Oct-2024 is **2,136** USD/ton; **increases 6.6%** compared to the previous month; and **increases 42%** compared to the same month of 2023.

### TSNR CV

The average export price in Oct-2024 is **2,241** USD/ton; **increases 7.4%** compared to the previous month; and **increases 42%** compared to the same month of 2023.

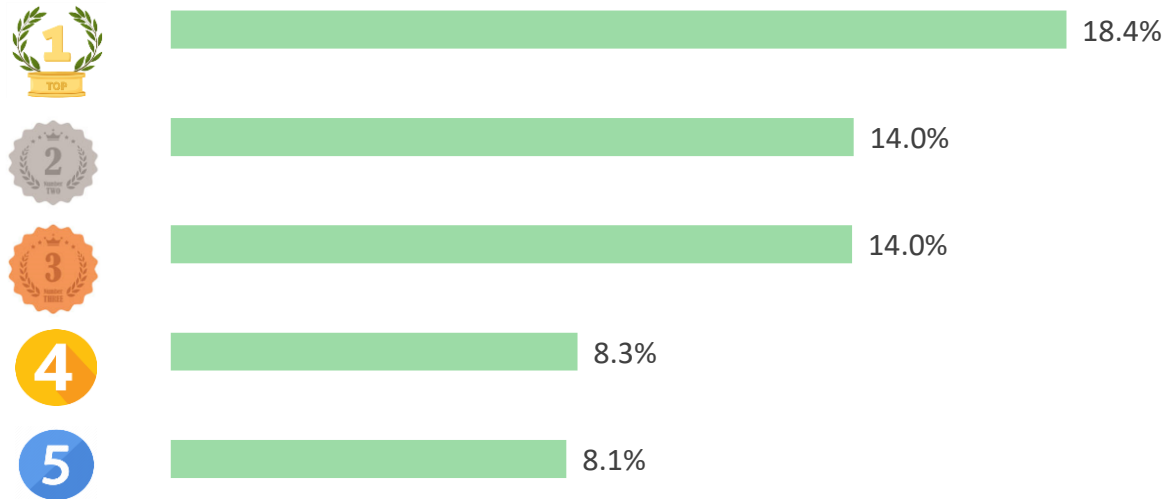
### Natural rubber latex

The average export price in Oct-2024 is **1,470** USD/ton; **increases 3.3%** compared to the previous month; and **increases 51%** compared to the same month of 2023.

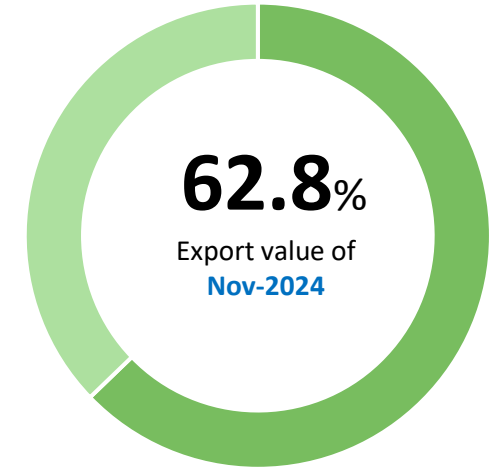


# RUBBER

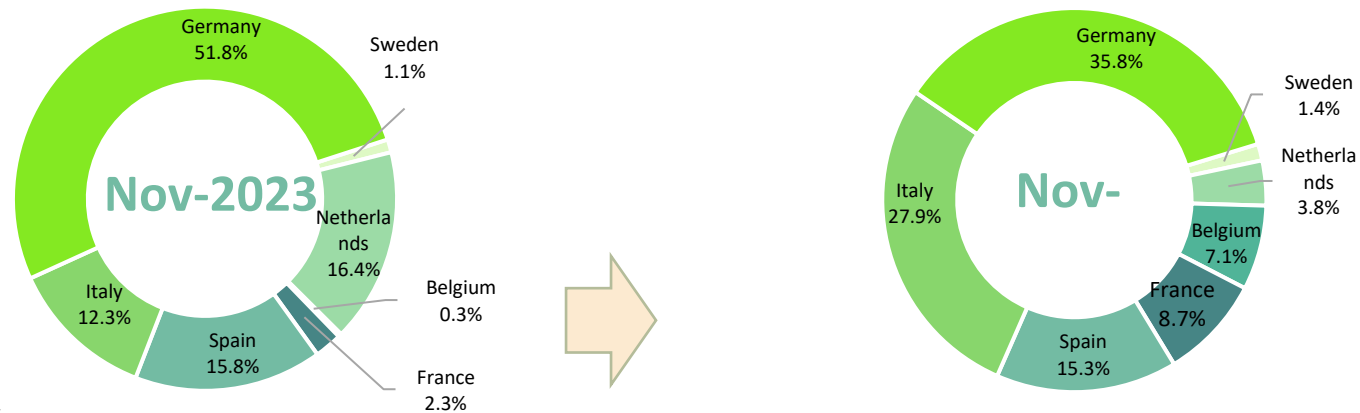
## TOP 5 export enterprises by value to the EU, Nov-2024



## Value ratio of TOP 5 export enterprises to the EU, Nov-2024



## Changes in percentage of export value by countries, Nov-2024





# SPOTLIGHTS

## Vietnam Rubber Group proactively adapt to EU's anti-deforestation regulations

On December 3, the Vietnam Rubber Group (VRG) announced that it has met the European Union's Anti-Deforestation Regulation (EUDR) requirements for its member units.

Three of VRG's subsidiaries have successfully complied with the EUDR, including Dong Nai Rubber Corporation, Dau Tieng Rubber Co., Ltd., and Chu Se Kampong Thom Rubber JSC. Several customers have already reached out to these companies for the supply of rubber latex that meets EUDR standards. Dong Nai Rubber Corporation has sold 767 tons of EUDR-compliant rubber, while Dau Tieng Rubber has sold over 40 tons, adding a value of \$250 per ton.

The EUDR aims to limit agricultural production that causes deforestation, forest degradation, and to preserve forests, reduce carbon emissions, and prevent biodiversity loss. Among the products affected by the regulation, Vietnam's key commodities include timber, rubber, and coffee. Experts believe that VRG will fully adapt to the EUDR requirements in the coming years.

Source: [daibieunhandan.vn](http://daibieunhandan.vn)



Any comments, please send to:

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