

Volume: May-2025

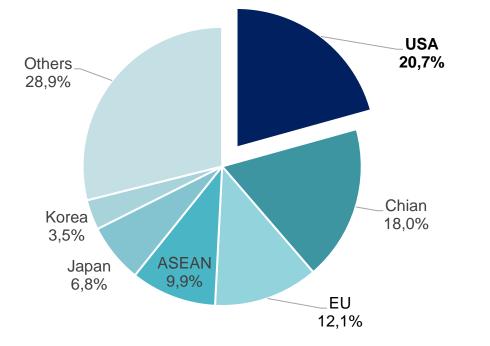


FROM VIET NAM TO US MARKET



Prepared by: AGRE()NFOS

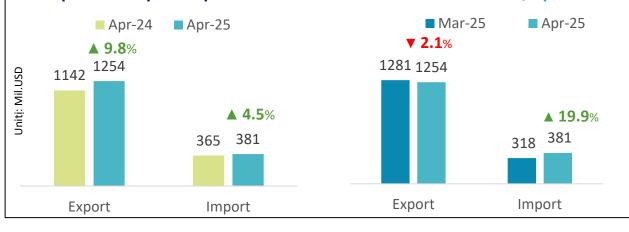
Percentage of AFF product export value to the US, Apr-2025



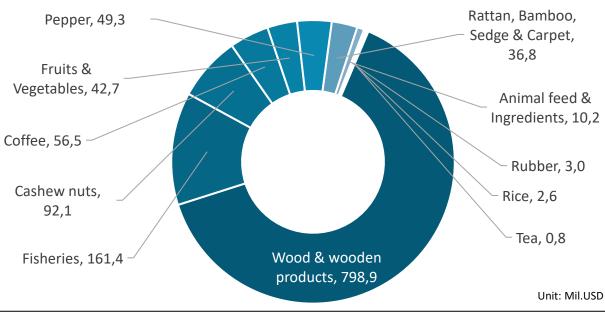
Changes in percentage of AFF product export value to the US, Apr-2025 compared to Mar-2025 and Apr-2024

	Export value (Mil.USD)	Compared to Mar-2025	Compared to Apr-2024
USA	1.254	▼ 0.5%	▼ 1.3%
China	1.091	▲ 1.1%	▼ 2.0%
EU	736	▼ 0.6%	▲ 2.8%
ASEAN	602	▲ 0.4%	▼ 3.2%
Japan	415	▼ 0.4%	▲ 0.6%
Korea	212	▲ 0.005%	▼ 0.4%
Total export value	6.062		

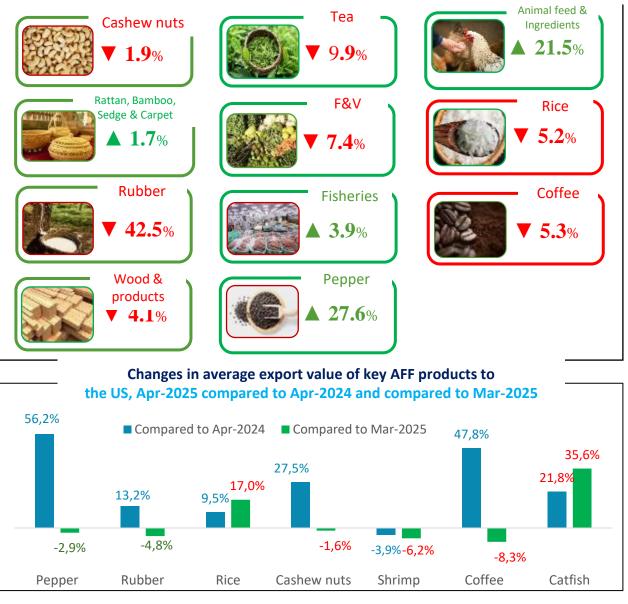
THE SITUATION OF AGRO-FORESTRY-FISHERY (AFF) PRODUCT EXPORT FROM VIET NAM TO THE US, APRIL 2025



Key AFF product export value to the US, Apr-2025



AFF product import-export turnover between Viet Nam - the US, Apr-2025 --- Changes in key AFF product export value to the US, Apr-2025 compared to Mar-2025



SPOTLIGHTS

Vietnam Promotes to Negotiate Agricultural Trade with the United States

In working visit to the United States, Minister of Agriculture and Environment Ministry - Mr. Đỗ Đức Duy led a delegation of 50 members to strengthen agricultural trade cooperation with the U.S. In Lowa state, Vietnamese businesses signed four MoU with import value of agricultural products from the U.S. reaching USD 800 million.

The visit took place in the context of the two governments actively negotiates a reciprocal trade agreement between Vietnam and the U.S. This is an important step to foster a more balanced agricultural trade relationship between the two countries and to facilitate the negotiation process of the reciprocal trade agreement in the near future.

Minister Đỗ Đức Duy emphasized that the Vietnamese Government always appreciates and continually enhances the comprehensive strategic partnership with the U.S. Among them, agriculture is considered as a key economic pillar, with wide-reaching impacts on businesses, producers, and consumers in both countries. Through various forums, the Ministry of Agriculture and Environment provided clear and comprehensive information on the development orientation of Vietnam's agriculture sector. This enables U.S. businesses to identify investment opportunities and enter the Vietnamese market.



Source: Nongnghiepmoitruong.vn

SPOTLIGHTS

President Trump's Reciprocal Tariffs Remain in Effect Following New Court Ruling

On May 29, the U.S. Court of Appeals for the Federal Circuit in Washington issued a stay on a prior ruling by the U.S. Court of International Trade, thereby allowing the administration of President Donald Trump to continue enforcing high reciprocal tariffs commonly referred to as "Liberation Day Tariffs"—on most of trading partners. One day earlier, the Court of International Trade ruled that President Trump had exceeded his authority by imposing the tariffs based on the International Emergency Economic Powers Act (IEEPA), which was originally intended to address emergency cases of national security.

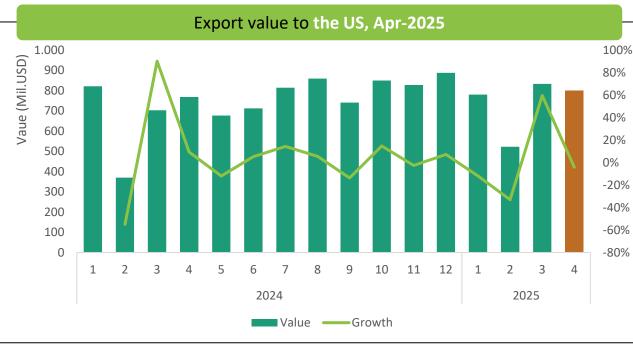
The appellate ruling gives the President Trump administration more space to promote bilateral trade negotiations that have been stalled. However, analysts note that the legal uncertainty has caused hesitation among some countries, such as Japan, in making decision of agreements. So far, the United Kingdom remains the only partner to have trade agreement with the United States.

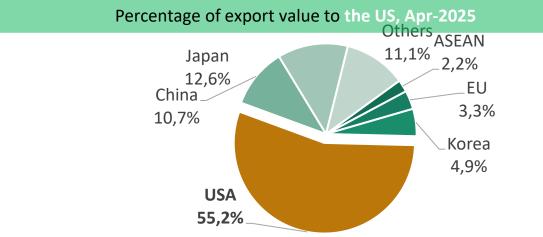


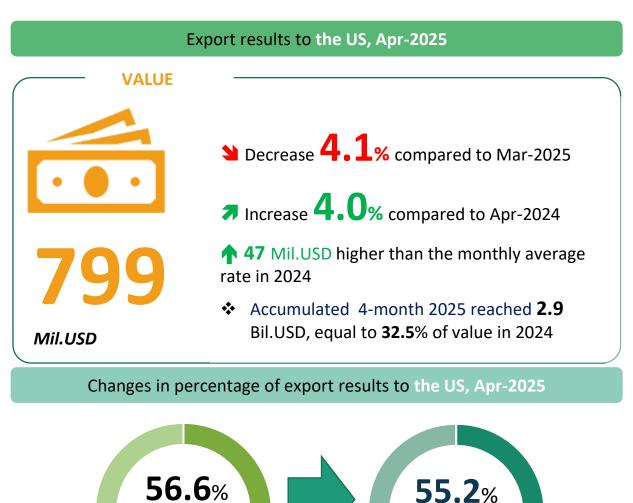
Source: CNA



WOOD AND WOODEN PRODUCTS







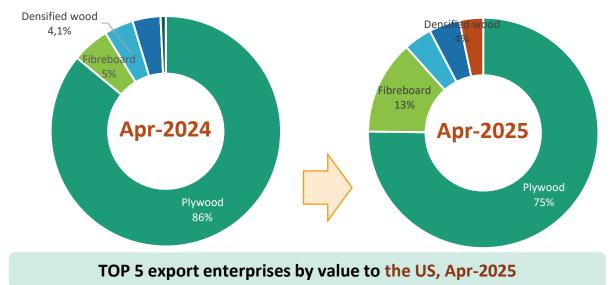
Total export value of wood and wooden products., **Apr-2024**

Total export value of wood and wooden products Apr-2025



WOOD AND WOODEN PRODUCTS

Structure of exports by products to the US, Apr-2025









Export results to the US, Apr-2025

Fibreboard Value: 6.2 Mil.USD

Decrease **1.23** % compared to Mar-2025 **3.78** times higher compared to

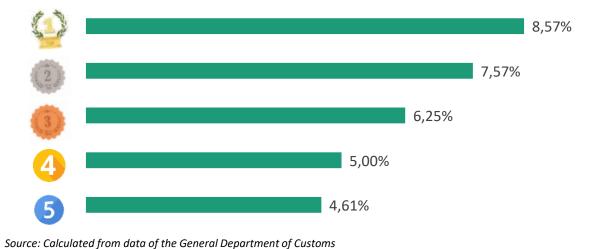
5.78 times higher compared to Apr-2024

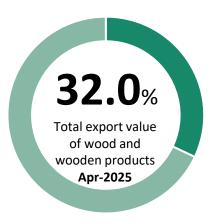


Densified wood

- Value: **1.9** Mil.USD Increase **28**% compared to Mar-2025 Increase **45**% compared to
- Increase **45%** compared to Apr-2024

Value ratio of TOP 5 export enterprises to the US, Apr-2025







WOOD AND WOODEN PRODUCTS

SPOTLIGHTS

In March 2025, in response to the threat of tariff imposition, the U.S significantly increased its imports of tropical wood and related products. Of which, imports of hardwood plywood (HS 4412) rose by 30%, wood mouldings (HS 4409) increased by 26%, while wooden flooring and prefabricated wood panels (mainly under HS 4418) both saw growth of over 20%. Tropical sawn-wood (HS 4407) rose by 12%, and wooden furniture (HS 9403) recorded an slight increase of 2%. In contrast, imports of sliced veneer (HS 4408) declined by 11%. Notably, imports from China dropped sharply due to the impact of high tariffs, bringing the market share of U.S. imports in the first quarter down to 11%—the lowest level in more than two decades.

In March 2025, U.S. imports of assembled wood flooring panels reached a record high of USD 35.7 million, up 21% from the previous month and 53% year-on-year. Imports increased from Indonesia, Thailand, Canada, and Vietnam, pushing total imports in Q1 2025 to 37% higher than in the same period of 2024. Imports of solid hardwood flooring also increased by 20% compared to the previous month, but remained 11% lower than the same month last year. Overall, U.S. imports of solid hardwood flooring in Q1 2025 declined by 3% year-on-year.

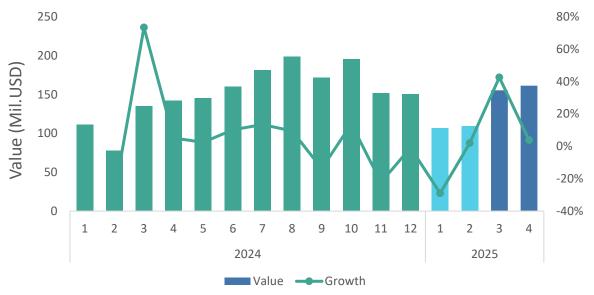
In March 2025, U.S. imports of tropical sliced veneer declined by 11% compared to the previous month due to significant fluctuations in supply sources. Imports from Italy surged to their highest level in two years, while shipments from China, Ghana, and Ivory Coast fell by more than 40%. Despite these market fluctuations, the total import value in the first quarter remained nearly unchanged compared to Q1 2024.

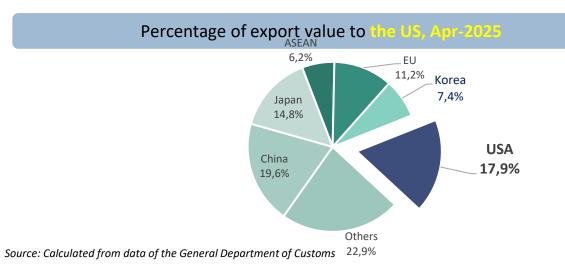


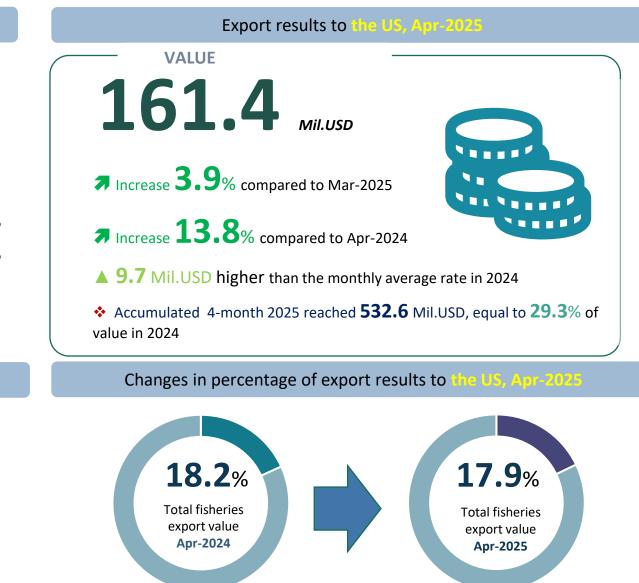


FISHERIES

Export value to the US, Apr-2025





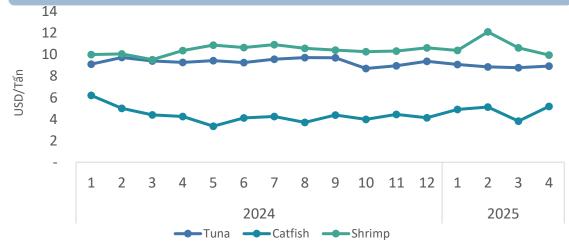




FISHERIES

Structure of exports by products to Squid & Octopus Crab Other 1,0% Other 1,7% 15,6% 19,4% Apr-2024 **Apr-2025** 26,3% Catfish 19,5%

Average export price to



Source: Calculated from data of the General Department of Customs

Export results to the US, Apr-2025







Shirmp	Tuna	Catfish
Value: 58.9 Mil.USD	Value: 32.7 Mil.USD	Value: 31.5 Mil.USD
Increase 1.5 % compared to Mar-2025	Increase 3.2 % compared to Mar 2025	 Increase 15.7% compared to Mar-2025
Increase 29.9 % compared to Apr-2024	Increase 5.9 % compared to Apr- 2024	Decrease 15.4 % compared to Apr-2024

Tuna

The average export price in Apr-2025 is 8.9 USD/kg; Increase 1.7% compared to previous month; and Decrease 3.6% compared to the same month of 2024.

Catfish

The average export price in Apr-2025 is 5.2 USD/kg; Increase 35.6% compared to previous month; and Increase 21.8% compared to the same month of 2024.

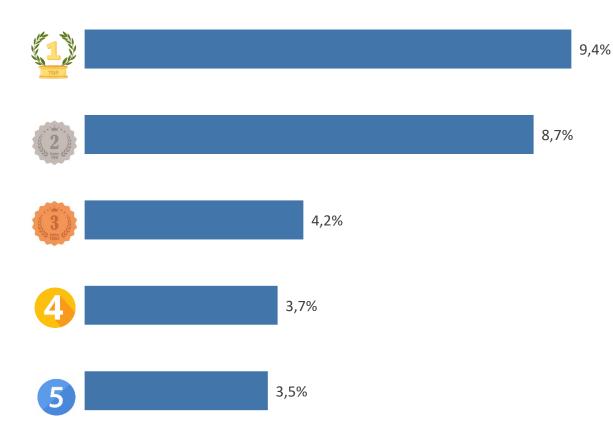
Shirmp

The average export price in Apr-2025 is **10.6** USD/kg; Decrease 6.2% compared to previous month; and Decrease 3.9% compared to the same month of 2024.

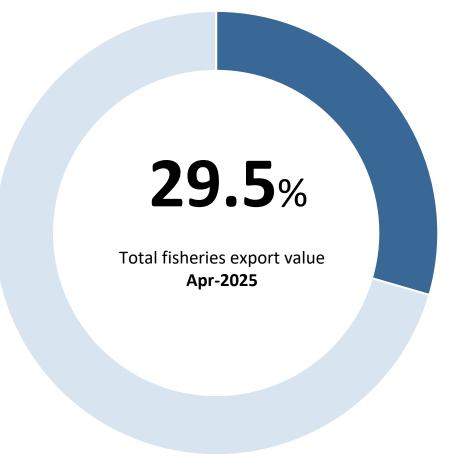




TOP 5 export enterprises by value to the US, Apr-2025



Value ratio of TOP 5 export enterprises to the US, Apr-2025





FISHERIES

SPOTLIGHTS



The U.S Publishes Countries Authorized to Export Wild-Caught Shrimp

On May 12, 2025, the U.S. Department of State announced the list of countries and fishing grounds authorized to export wild-caught shrimp to the U.S. market. The list includes fishing grounds in Australia, France (French Guiana), Italy (giant red shrimp), Japan (Hokkaido), South Korea, and Spain (Mediterranean red shrimp). Other countries and fishing grounds are permitted to export farmed shrimp, accompanied by the DS-2031 declaration form. This regulation aims to control the origin of shrimp and fishing methods to ensure compliance with environmental protection and marine biodiversity standards.

Source: Vasep

Vietnamese Seafood Companies Consider Withdrawing from the U.S. Market Due to High Tariffs

The U.S. imposes a 46% anti-subsidy tariff for imported commodities from Viet Nam starting July 9, many Vietnamese seafood companies are considering to reduce their profit margins or even withdrawing from the U.S. market. Sao Ta company indicated that they may leave if the tariff rate is much higher than other suppliers and plans to export to other markets such as Canada, Australia, South Korea, and especially Japan. Meanwhile, Vinh Hoan Company intends to stay in the market with lower profit target to VND 1,000 billion, a decrease of VND 224 billion compared to 2024.

Source: Vasep



Export value and volume to the US, Apr-2025



Percentage of export value to the US, Apr-2025 ASEAN, 13,0% USA, 6,2% EU, 47,4% RUSSIA, 5,3% CHINA, 3,0%

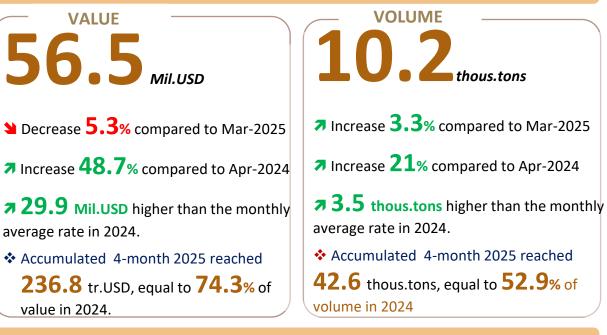
Accumulated 4-month 2025 reached 236.8 tr.USD, equal to 74.3% of value in 2024. JAPAN, 6,5%

Export results to the US, Apr-2025

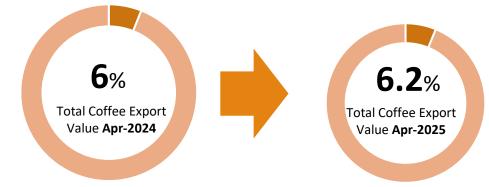
VALUE

56.5

average rate in 2024.



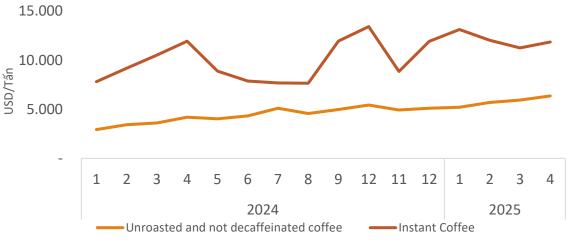
Changes in percentage of export results to the US, Apr-2025





Structure of exports by products to the US, Apr-2025 Instant Others, Coffee, 3,5% Instant Unroasted Coffee and 5,1% decaffeina Other ted coffee. Unroasted 7,5% and 9,3% decaffeina ted coffee Apr-2025 3,4% Apr-2024 Unroasted and not decaffeina Unroasted and no ted coffe decaffeinated coffee 83.6% 84.0%

Average export price to the US, Apr-2025



Source: Calculated from data of the General Department of Customs

Export results to the US, Apr-2025



Unroasted and not decaffeinated coffee Value: **47.8** Mil.USD

Value: 47.8 Mil.USD Decrease 0.7% compared to Mar-2025 Increase 88.9% compared to Apr-2024 Value: 2 Mil.USD Decrease 61.8% compared to Mar-2025 Increase 28.1% compared to Apr-2024

Instant Coffee



Unroasted and decaffeinated coffee Value: 5.3 Mil.USD Increase 23.3 % so compared to Mar-2025

Increase **427**% compared to Apr-2024

Instant Coffee

The average export price in Apr-2025 is **11.852** USD/ton, Increase **5.4**% compared to previous month; and Increase **0.4**% compared to the same month of 2024.

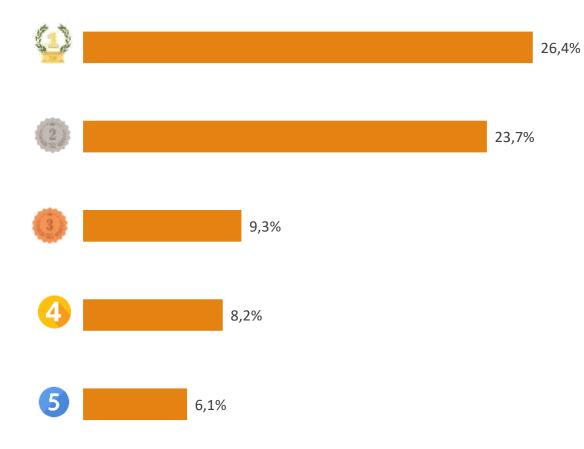
Unroasted and not decaffeinated coffee

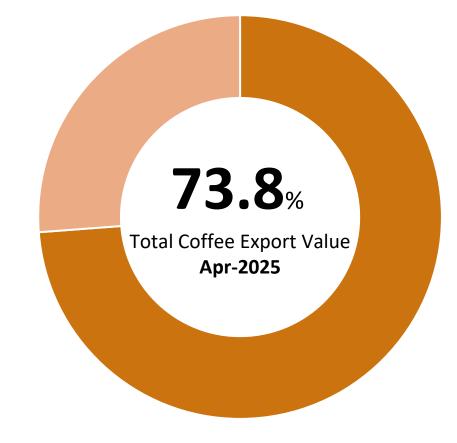
The average export price in Apr-2025 is **6.356** USD/ton, Increase **7**% compared to previous month; and Increase **51.9**% compared to the same month of 2024.



TOP 5 export enterprises by value to the US, Apr-2025

Value ratio of TOP 5 export enterprises to the US, Apr-2025







SPOTLIGHTS

Launch of the U.S. Congressional Coffee Caucus to Promote the Coffee Sector





Two U.S. legislators, Jill Tokuda (Democrat – Hawaii) and William Timmons (Republican – South Carolina), established the U.S. Congressional Coffee Caucus – the first bipartisan group dedicated to comprehensive support for the coffee sector.

Objectives of the Caucus:

- Protect the global coffee supply chain
- Support the domestic coffee sector, from farms to roasters
- Raise awareness of economic and health benefits of coffee
 The Chair of the National Coffee Association (NCA) welcomed this initiative, considering it as "a historic effort to recognize the importance of coffee in the lives and economy of the American people."
 Source: dailycoffeenews







SPOTLIGHTS

Impact of Tariffs on the U.S. Coffee Market

1. Overview of the New U.S. Tariff Policy (Trump Administration)

- On April 2, 2025, President Donald Trump announced new tariffs ranging from 10% to 46% on coffee imports from 15 of the top 20 global coffee-producing countries.
- The U.S imports nearly 100% of coffee bean because domestic production is very limited (only Hawaii accounts for less than 0.1% of global output)..

2. Impact on the U.S. Coffee sector:

- U.S. coffee roasters face high raw material prices on the NY futures market and additional import costs due to the new tariffs.
- Major exporting countries such as Brazil, Vietnam, Colombia, and Indonesia are all subject to tariffs, causing higher retail coffee prices.

3. Perspectives from Industry Organizations

- The National Coffee Association (NCA) of the U.S. warned that coffee generates significant economic value and cannot domestically produce, thus it should be exempt from tariffs.
- Yannis Apostolopoulos, CEO of the Specialty Coffee Association (SCA), stated that the new tariff policy exacerbates price volatility, which is already affected by climate change and geopolitical instability.

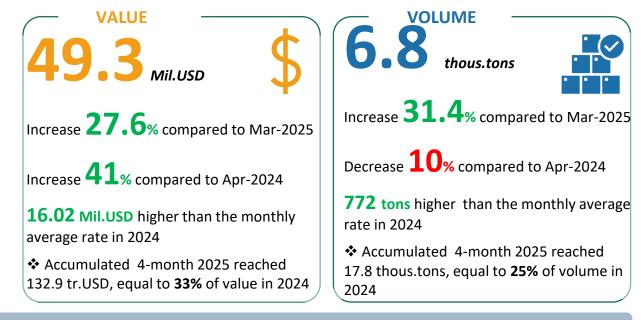
Source: dailycoffeenews



Export value and volume to the US, Apr-2025



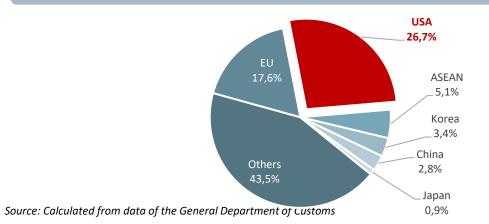
Export results to the US, Apr-2025



Changes in percentage of export results to the US, Apr-2025



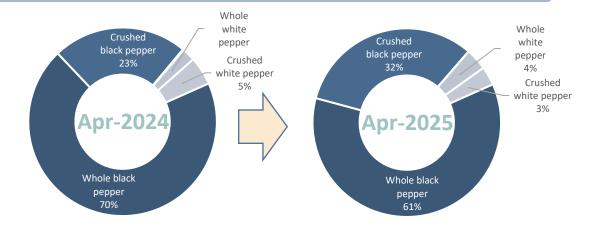
Percentage of export value to the US, Apr-2025



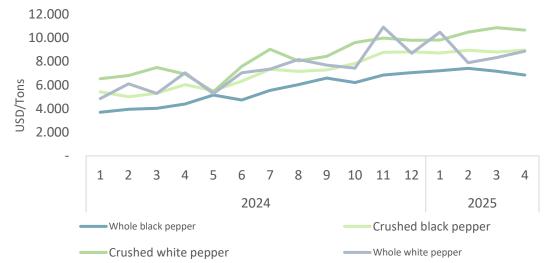


PEPPER

Structure of exports by products to the US, Apr-2025



Average export price to the US, Apr-2025



Export results to the US, Apr-2025



Whole black pepper Value: **30.01** Mil.USD Increase **35**% compared to Mar-2025 Increase **23**% compared to Apr-2024



Crushed black pepper Value: 15.9 Mil.USD Increase 19% compared to Mar-2025 Increase 96% compared to Apr-2024

Whole black pepper

The average export price in Apr-2025 is **6.844** USD/ton; Decrease **4.5**% compared to previous month; and Increase **55.8**% compared to the same month of 2024.

Crushed black pepper

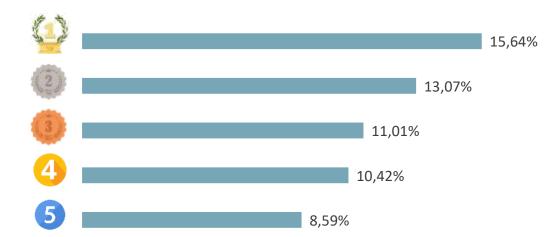
The average export price in Apr-2025 is **8.952** USD/ton; Increase **1.8%** compared to previous month; and Increase **48.3%** compared to the same month of 2024.

Crushed white pepper

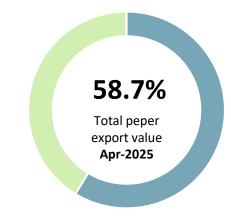
The average export price in Apr-2025 is **10.655** USD/ton; Decrease **1.8**% compared to previous month; and Increase **54**% compared to the same month of 2024.



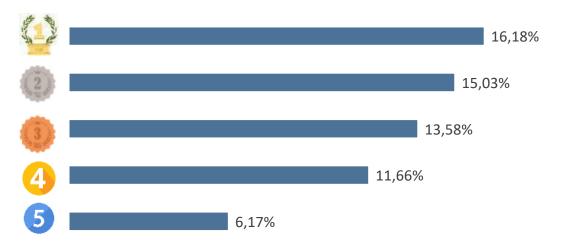
TOP 5 export enterprises by value to the US, Apr-2025



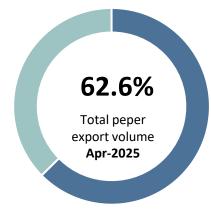




Volume ratio of TOP 5 export enterprises to Apr-2025



TOP 5 export enterprises by volume to the US, Apr-2025



PEPPER

SPOTLIGHTS



According to data from the United States International Trade Commission (USITC), in March 2025, the U.S. imported 6,741 tons of black pepper, up 13.4% from the previous month and nearly 17% higher compared to the same period in 2024. Cumulatively, in Q1 2025, total U.S. black pepper imports reached 21,586 tons, with a value of nearly USD 159 million, representing an 8.7% increase in volume and a strong 66.6% rise in value compared to the same period last year.

In Q1 2025, Vietnam is the largest supplier of black pepper to the U.S. market, exporting 13,036 tons valued at USD 98.5 million. However, compared to the same period last year, export volume decreased by 13.6%, while export value increased by 38.4% due to higher export prices. Vietnam's market share of black pepper in the U.S. reduced from 76% to 60.4%

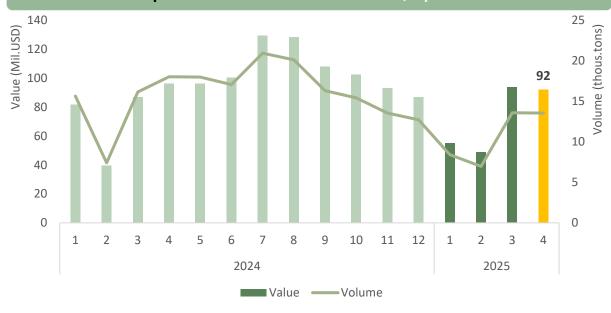
Source: Vnbusiness.vn



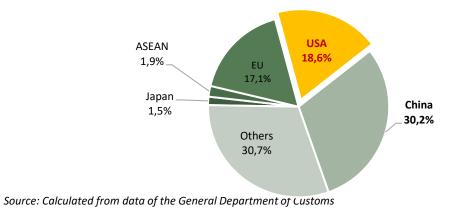


CASHEW NUTS

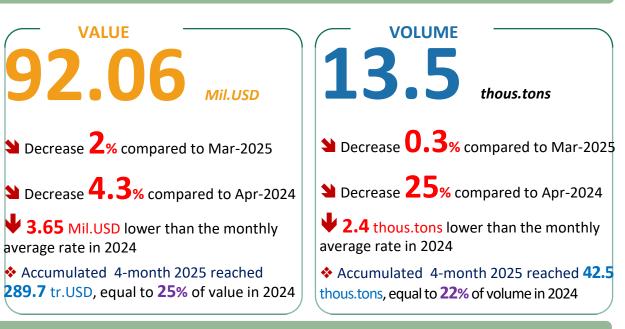
Export value and volume to the US, Apr-2025



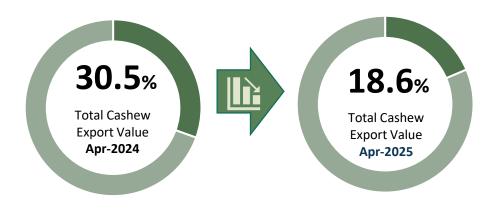
Percentage of export value to the US, Apr-2025



Export results to the US, Apr-2025



Changes in percentage of export results to the US, Apr-2025







Average export price to the US, Apr-2025



Export results to the US, Apr-2025



Shelled fresh cashew nuts Value: 65.6 Mil.USD Decrease 3% compared to Mar-2025 Decrease 12% compared to Apr-2024



Roasted cashew nuts Value: 26.8 Mil.USD Increase 2.3% compared to Mar-2025 Increase 24% compared to Apr-2024

Shelled fresh cashew nuts

The average export price in Apr-2025 is **6.540** USD/ton; Decrease **3.1**% compared to previous month; and Increase **27**% compared to the same month of 2024.

Roasted cashew nuts

The average export price in Apr-2025 is **6.780** USD/ton; Decrease **0.3**% compared to previous month; and Increase **19.4**% compared to the same month of 2024.



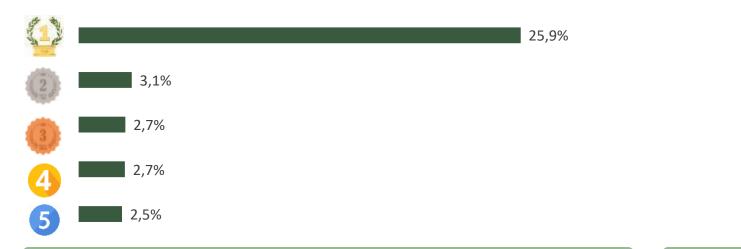
TOP 5 export enterprises by value to the US, Apr-2025

Value ratio of TOP 5 export enterprises to the US, Apr-2025

37.1%

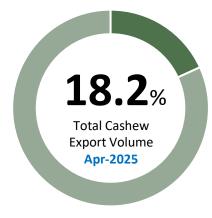
Total Cashew Export Value Apr-2025

Volume ratio of TOP 5 export enterprises to the US, Apr-2025



TOP 5 export enterprises by volume to the US, Apr-2025





CASHEW NUTS



SPOTLIGHTS

Vietnam Cashew Exports to the U.S. Decline Due to Tariff Policy Impact

According to the Binh Phuoc Cashew Association, the decline in cashew exports is due to the new U.S import tariff of 10%. Compared to 2024, global cashew prices are currently 25-30% higher combining with new tariff, cashew prices in the U.S. market are now 35-40% higher than in 2024. As a result, many U.S. consumers have reduced their cashew consumption or switched to other nuts such as almonds and walnuts.

However, rising demand in many other markets contributes to reduce pressure on Vietnam's cashew sector in the context of new tariff policy of 40% for Vietnamese products. The Vietnam Cashew Association (VINACAS) stated that although the specific tariff rate for Vietnamese cashews is not yet clear, it will certainly create more obstacles for exports to the U.S. market.



FRUITS & VEGETABLES (EXPORT)

Mil.USD

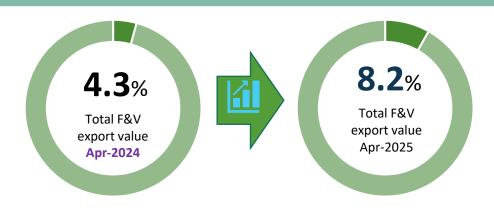


Export results to the US, Apr-2025 Decrease 7.4% compared to Mar-2025 VALUE Increase **66.3**% compared to Apr-2024 12.6 Mil.USD higher than the monthly average rate in 2024 Accumulated 4-month 2025 reached 154.3 Mil.USD, equal to 42.8% of value in 2024

Percentage of export value to the US, Apr-2025 China USA 49,1% 8,2% ΕU _7,9% Korea 5.6% Others ASEAN 20,1% 5,2% Japan

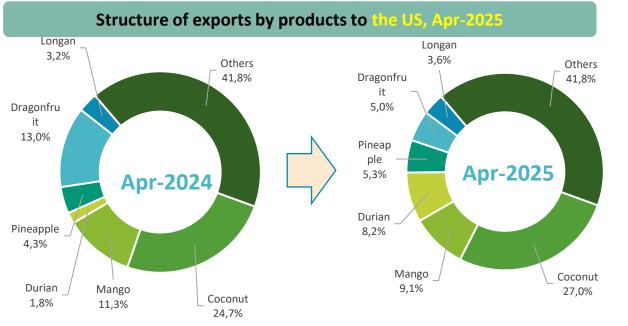
4,0%

Changes in percentage of export results to the US, Apr-2025





FRUITS & VEGETABLES (EXPORT)





Durian Value: 3.5 Mil.USD Increase 131.1% compared to Mar-2025 Increase 671.2% compared to Apr-2024



Pineapple Value: 2.3 Mil.USD Decrease 10.9% compared to Mar-2025 Increase 106.8% compared to Apr-2024 Export results to the US, Apr-2025



Coconut Value: 11.5 Mil.USD

Decrease **6.2**% compared to Mar-2025

Increase **81.5**% compared to Apr-2024



Mango Value: 3.9 Mil.USD Decrease 13.5% compared to Mar-2025 Increase 34.6% compared to Apr-2024



Dragon Fruit Value: 2.2 Mil.USD Decrease 26.5% compared to Mar-2025 Decrease 35.4% compared to Apr-2024



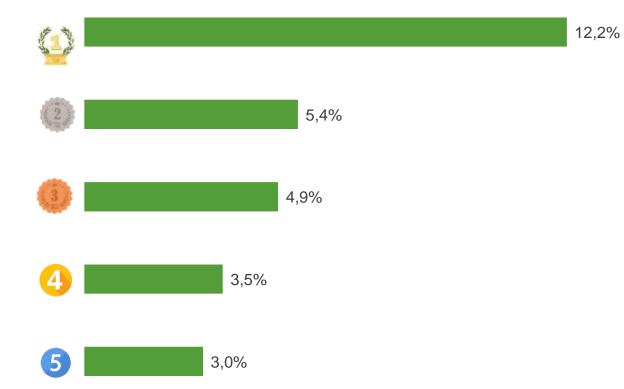
Longan Value: 1.5 Mil.USD Increase 29.9% compared to Mar-2025 Increase 86.8% compared to Apr-2024

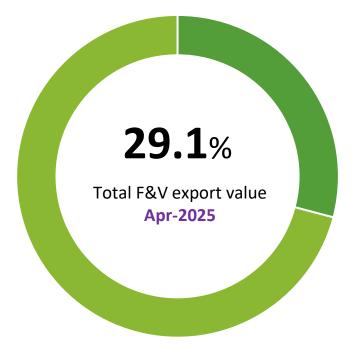


FRUITS & VEGETABLES (EXPORT)

TOP 5 export enterprises by value to the US, Apr-2025

Value ratio of TOP 5 export enterprises to the US, Apr-2025



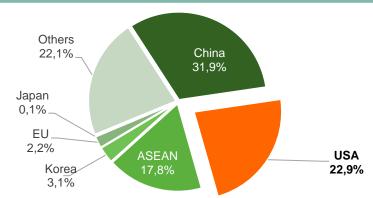


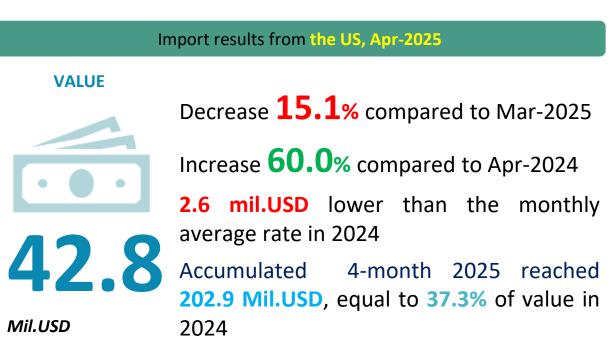


FRUITS & VEGETABLES (IMPORT)

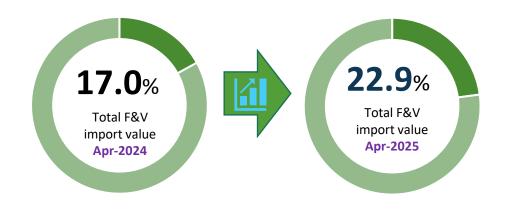


Percentage of import value from the US, Apr-2025



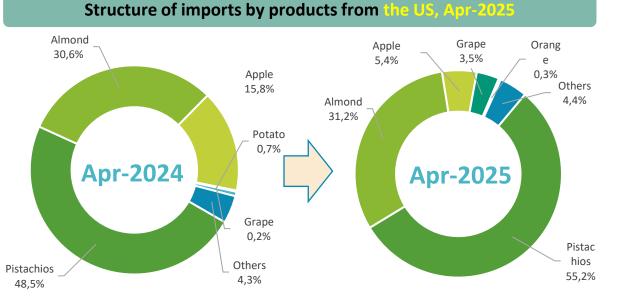


Changes in percentage of import results from the US, Apr-2025





FRUITS & VEGETABLES (IMPORT)



Import results from the US, Apr-2025



Pistachios Value: 23.6 Mil.USD Decrease 34.4% compared to Mar-2025 Increase 100.8% compared to Apr-2024



Almond Value: 13.3 Mil.USD Increase 70.4% compared to Mar-2025 Increase 79.8% compared to Apr-2024



Apple Value: 2.3 Mil.USD Decrease 46.4% compared to Mar-2025 Decrease 39.7% compared to Apr-2024



Grape Value: 1.5 Mil.USD Increase 156.6% compared to Mar-2025 Gấp 33 lần compared to Apr-2024



Potato
Value: 0.36 Mil.USD
23.7 times higher compared to Mar-2025
Decrease 12.2% compared to Apr-2024

FRUITS & VEGETABLES

SPOTLIGHTS





Vietnam and Lowa State Sign Series of Agreements Worth USD 800 Million to Promote Cooperation in Agriculture Sector

On June 2, 2025, in Lowa State of the U.S, a Vietnamese delegation led by Minister of Ministryof Agriculture and Environment, Mr. Đỗ Đức Duy, signed five MoUs with value of USD 800 million, aiming to boost bilateral agricultural cooperation over the next three years. Several other Vietnamese businesses also signed agreements to import various agricultural products such as fruits, soybeans, etc., from partners in Lowa, with values of hundreds of millions of dollars.

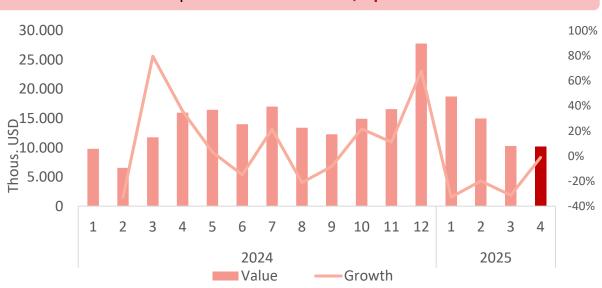
Both countries are actively cooperating to open bilateral fruit markets, facilitating exporters and consumers to enjoy the unique and delicious flavors of tropical and temperate fruits. This effort not only meets diverse consumer demands but also contributes to building a harmonious and sustainable agricultural supply chain between the two countries.

Source: Nongnghiepmoitruong.vn

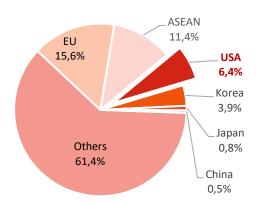


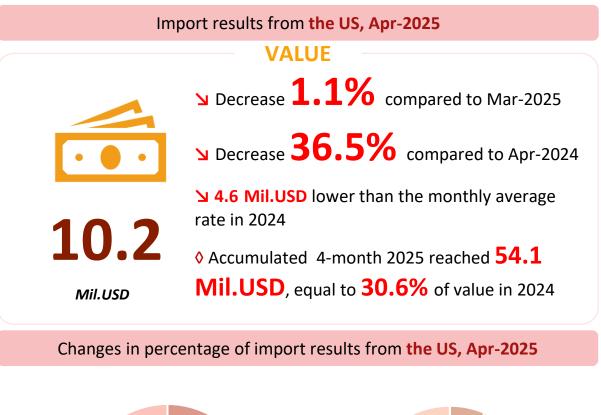
MEAT AND MEAT PRODUCTS (IMPORT)

Import value from the US, Apr-2025



Percentage of import value from the US, Apr-2025



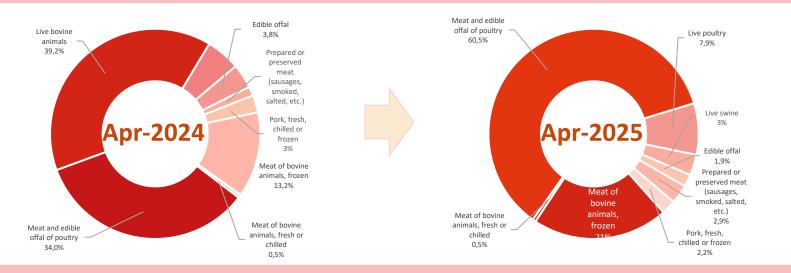






MEAT AND MEAT PRODUCTS (IMPORT)

Structure of imports by products from the US, Apr-2025



Import results from the US, Apr-2025



Meat and edible offal of poultry Value: 6.2 Mil.USD Decrease 19.8% compared to Mar-2025 Increase 12.97% compared to Apr-2024



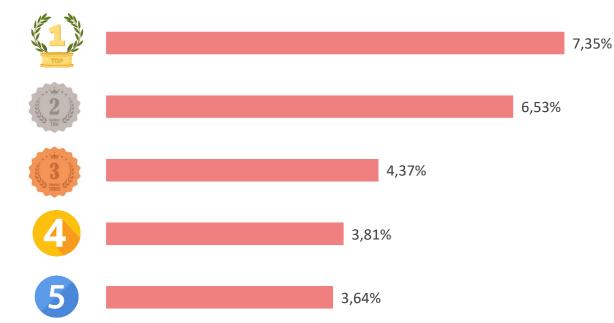
Meat of bovine animals, frozen Value: 2.12 Mil.USD Increase 33.9% compared to Mar-2025 Increase 0.95% compared to Apr-2024

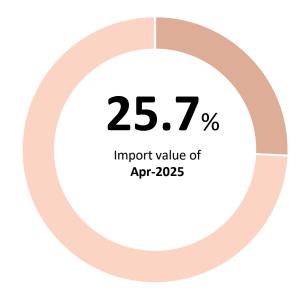


MEAT AND MEAT PRODUCTS (IMPORT)

TOP 5 import enterprises by value from the US, Apr-2025

Value ratio of TOP 5 import enterprises from the US, Apr-2025







MEAT AND MEAT PRODUCTS (IMPORT) SPOTLIGHTS





In March 2025, U.S. pork exports 269,344 tons, up 3% year-on-year, with a value of USD 769.7 million, a 4% increase. For the first quarter, total export value is USD 2.11 billion, surpassing the record level of the same period last year, despite a slight decline in volume to 754,488 tons.

Mexico remained the largest export market for the U.S., with 96,723 tons (up 14%) and USD 213.1 million (up 19%). For the first quarter, exports to Mexico reached 294,403 tons (up 5%) and USD 637.7 million (up 11%).

Exports to Central American markets showed strong growth, with volume at 16,493 tons (up 21%) and value at USD 51.8 million (up 22%) in March. For Q1, exports is 45,167 tons (up 20%) and USD 141.7 million (up 23%).

In the Philippines, where the livestock sector has been affected by ASF, exports in March reached 5,050 tons (up 9%), valued at USD 11.6 million (up 26%). For Q1, total export is 12,821 tons (up 15%) and USD 29.5 million (up 39%).

Exports to China and Hong Kong remained stable, with 117,087 tons (up 3%) and USD 284.6 million (up 7%) in Q1. The South Korean market showed recovery signs in March, with exports volume of 23,882 tons — a 13% decrease year-on-year - the highest monthly volume since April 2024; export value of USD 77.4 million (down 15%). For Q1, exports to South Korea reached 58,214 tons (down 16%) valued at USD 186.7 million (down 18%).

Source: 3tres3.com





For feedback, please send to:

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