

Volume: Feb-2024

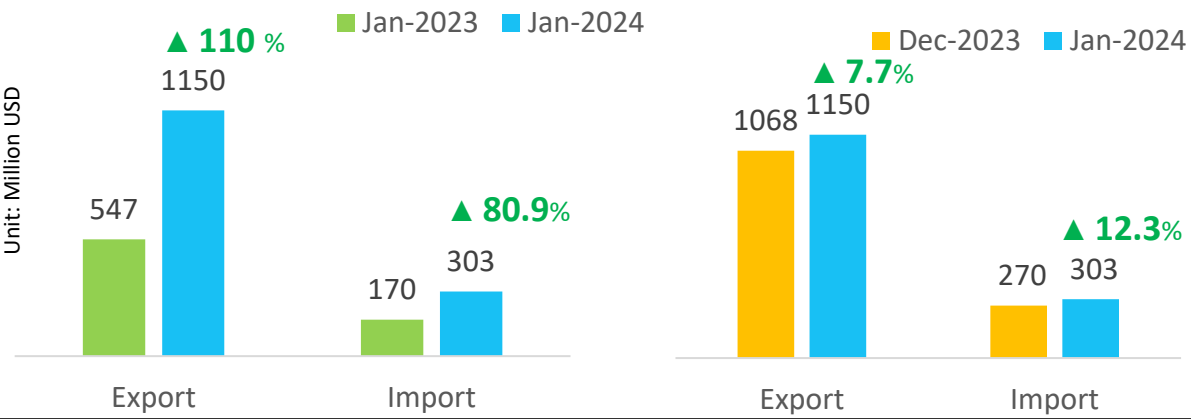
MONTHLY REPORT ON  
AGRI-PRODUCT EXPORT

FROM VIETNAM TO  
**US MARKET**

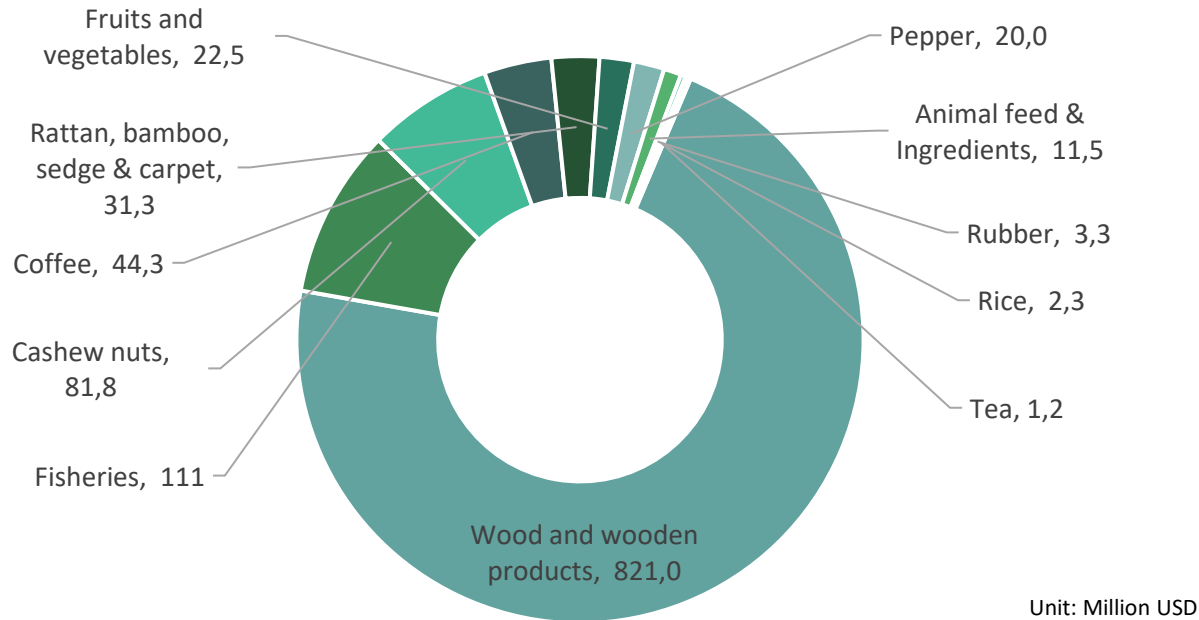


# THE SITUATION OF AGRO-FORESTRY-FISHERY (AFF) PRODUCT EXPORT FROM VIETNAM TO THE U.S. IN JANUARY 2024

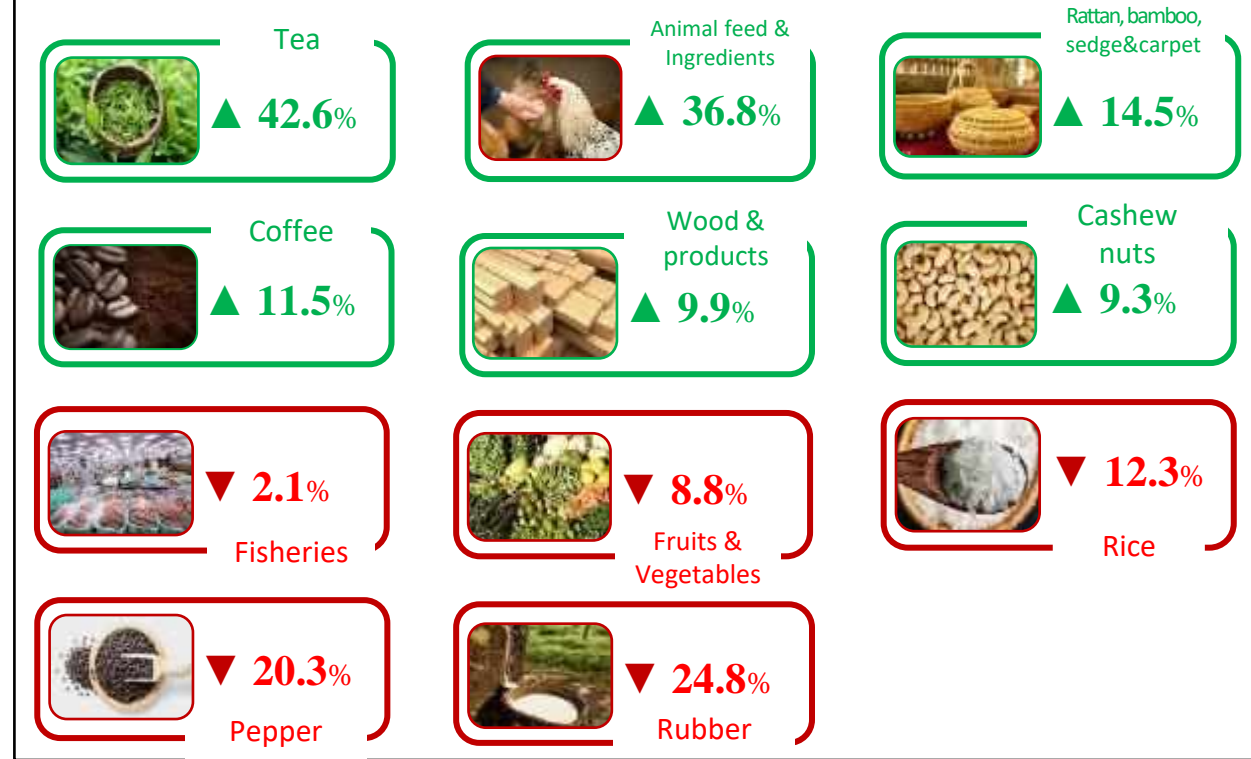
## AFF product import-export turnover between Vietnam and the U.S., Jan-2024



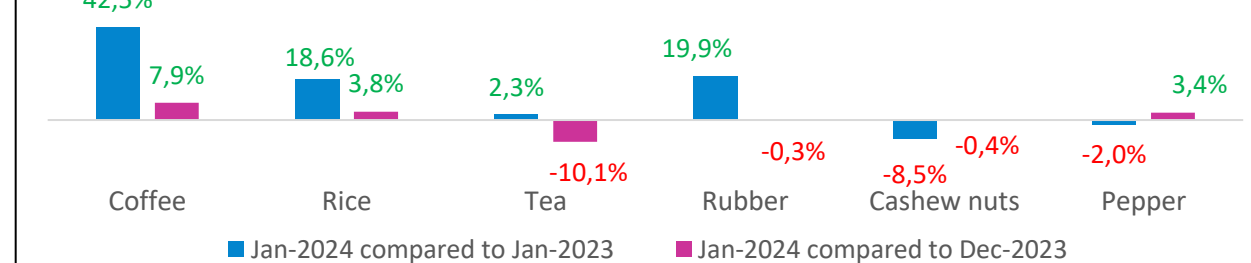
## Key AFF product export value to the U.S., Jan-2024



## Changes in key AFF product export value to the U.S. in Jan-2024 compared to Dec-2023



## Changes in key AFF product export value to the U.S. in Jan-2024 compared to Dec-2023 and compared to Jan-2023





## The US is the largest buyer of AFF products from Viet Nam in the first 2 months of 2024

In the first 2 months of 2024, the export market structure changes when the US accounts for the largest proportion (2,1 billion USD); The Chinese

market ranked the second (2.065 billion USD).

Mr. Phung Duc Tien - Deputy Minister of Ministry of Agriculture and Rural Development – stated that the quality of our agricultural products meets the requirement of high-end markets. For example, we have a very good start in the US and EU, this shows that the recovery of markets as well as the restructuring of the agriculture sector has been

linked more closely to the market.

Source: congthuong.vn



## Investors plough the record amounts into US farmland

The value of farmland held by investment groups has more than doubled over the past three years, according to the National Council of Real Estate Investment Fiduciaries (NCREIF). Its value is about \$16.6bn at the end of 2023, up from \$7.4bn at the end of 2020 and \$1.8bn in

2008, said the NCREIF, which tracks the holdings of some of the largest agricultural investment funds in the US.

These values are expected to continue surging as climate change makes arable land increasingly scarce as the global population rises. With the growth of global population of 20% to about 10bn by 2050 from about 8bn today, the world will need to produce 60 per cent more food,

according to UN estimates.

Source: thesaigontimes.vn



## US extends investigations with wooden cabinets from Viet Nam

The Trade Defence Department under the Ministry of Industry and Trade said that they received information that the US Department of Commerce (DOC) continues to extend the time to issue the final conclusion on the investigation and

review of product scope; the time to issue preliminary and final conclusions on the investigation of trade remedy tax evasion (applicable to China) on wooden cabinets imported from Viet Nam.

According to a notice given by the US Department of Commerce, the final conclusion of the product scope review investigation is

expected to be issued on April 5.

Source: congthuong.vn





# WOOD AND WOODEN PRODUCTS

## Export value to the U.S., Jan-2024



## Export results to the U.S., Jan-2024

VALUE



821

million USD

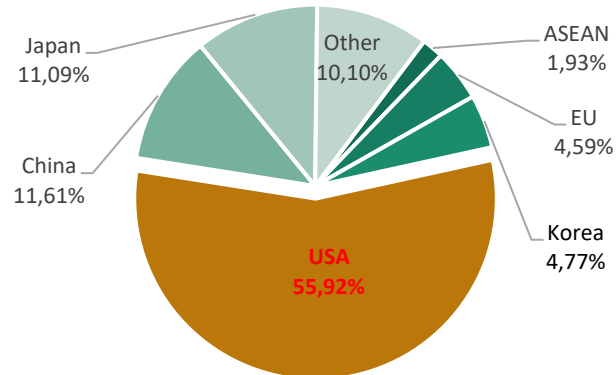
↗ Increase **9.9%** compared to Dec-2023

↗ Increase **123.5%** compared to Jan-2023

↗ **210.5 million USD** more than the monthly average rate in 2023

**11.2%** of total 2023

## Percentage of export value to the U.S., Jan-2024



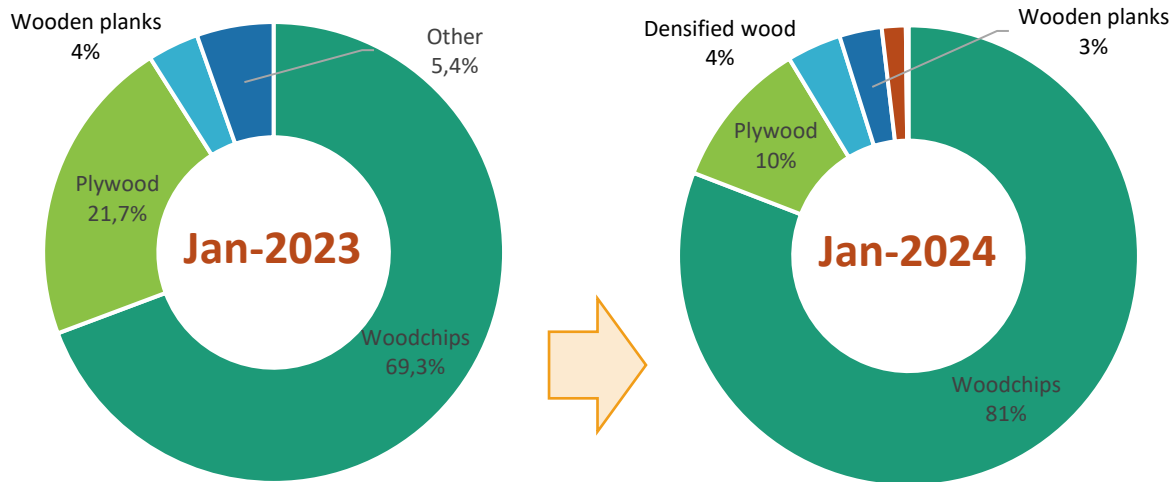
## Changes in percentage of export value to the U.S., Jan-2024





# WOOD AND WOODEN PRODUCTS

## Structure of exports by products to the U.S., Jan-2024



## Export results to the U.S., Jan-2024



### Woodchips

Value: **31.0** million USD

Increase **14%** compared to Dec-2023

Increase **219%** compared to Jan-2023



### Plywood

Value: **4.0** million USD

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

Increase **32%** compared to Jan-2023



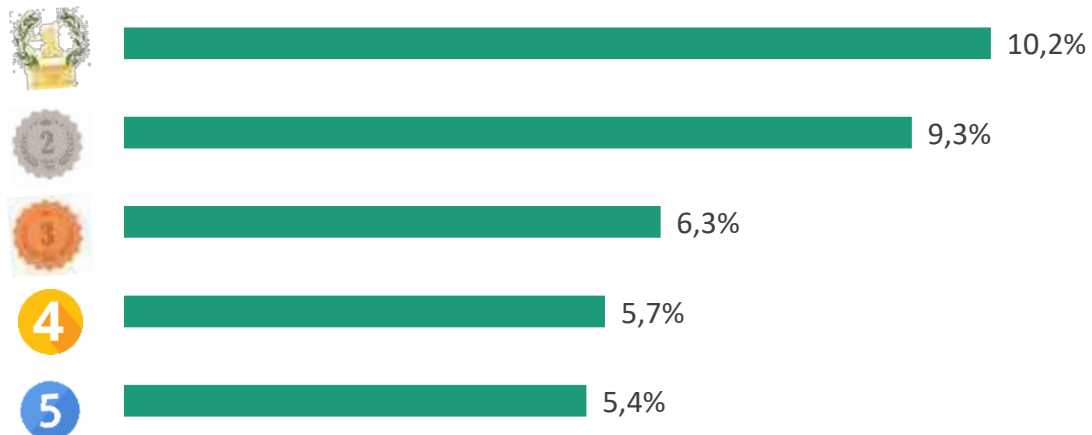
### Wooden planks

Value: **1.1** million USD

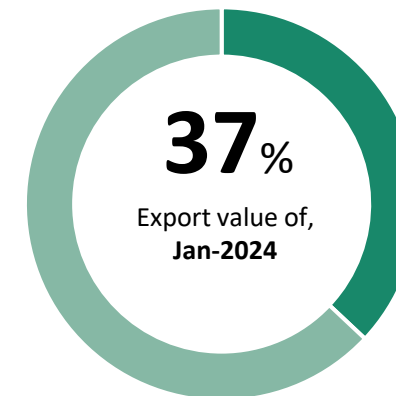
Decrease **2%** compared to Dec-2023

Increase **95%** compared to Jan-2023

## TOP 5 export enterprises by value to the U.S., Jan-2024



## Value ratio of TOP 5 export enterprises to the U.S., Jan-2024







# WOOD AND WOODEN PRODUCTS



## SPOTLIGHTS

US plywood imports about 277,333 m<sup>3</sup> in December 2023, a decrease of 1% compared to the previous month but an increase of 81% compared to the same period last year. Plywood imports from Indonesia to the US in December 2023 increased by 57% compared to the previous month.

*Source: ITTO*

US tropical lumber import in December 2023 is about 13,269 m<sup>3</sup>, up 10% over the previous month but down 26% over the same period last year. In December 2023, US tropical lumber imports from main supply markets Brazil and Cameroon both increased sharply.

*Source: ITTO*

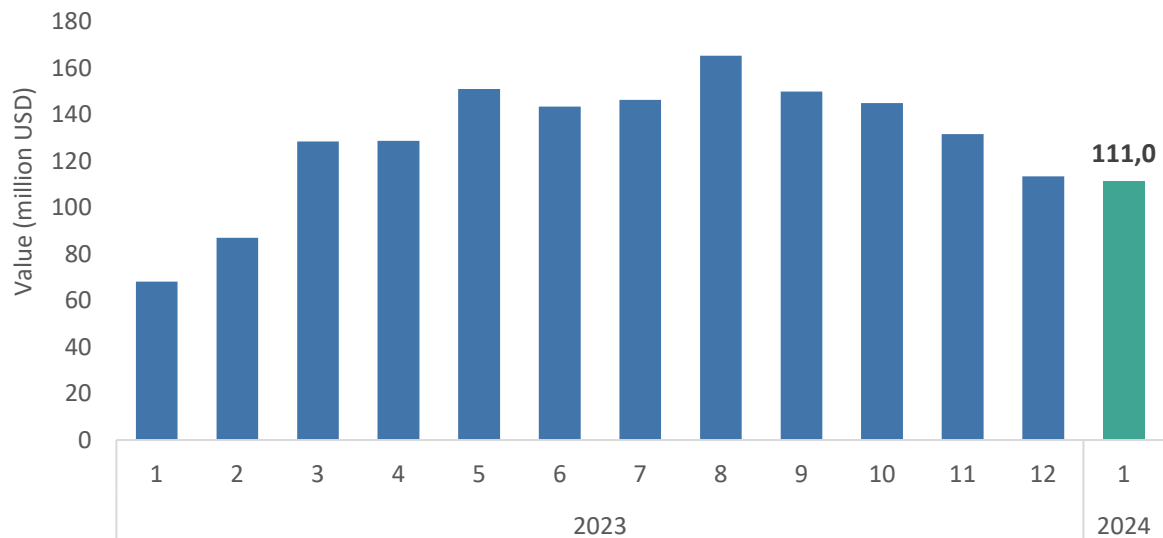
US imports of interior and exterior wooden furniture in 2023 are about 19.8 billion USD, down 22% compared to 2022. In 2023, US imports of interior and exterior wooden furniture from main Vietnamese supply markets South and China have decreased by 21% and 28% compared to 2022.

*Source: ITTO*



# FISHERIES

## Export value to the U.S., Jan-2024



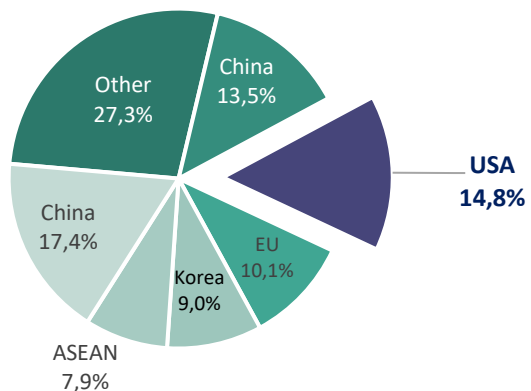
## Export results to the U.S., Jan-2024

**VALUE**

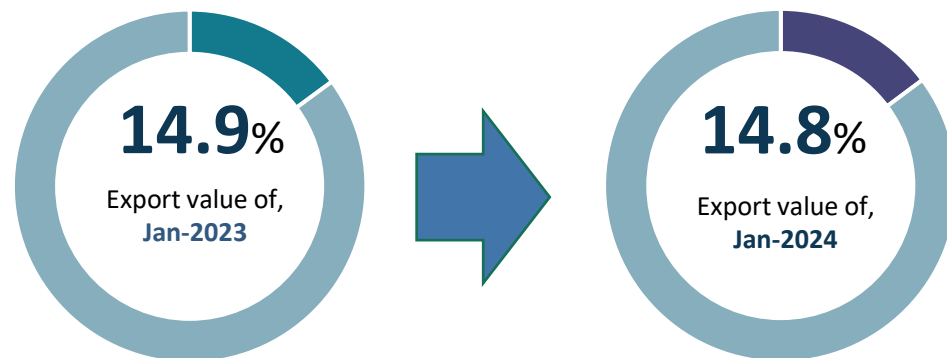
# 111.0 million USD

- ↓ Decrease **2.1%** compared to Dec-2023
- ↑ Increase **62.9%** compared to Jan-2023
- ↓ **18.8 million USD** less than the monthly average rate in 2023
- ❖ **7.1%** of total 2023

## Percentage of export value to the U.S., Jan-2024



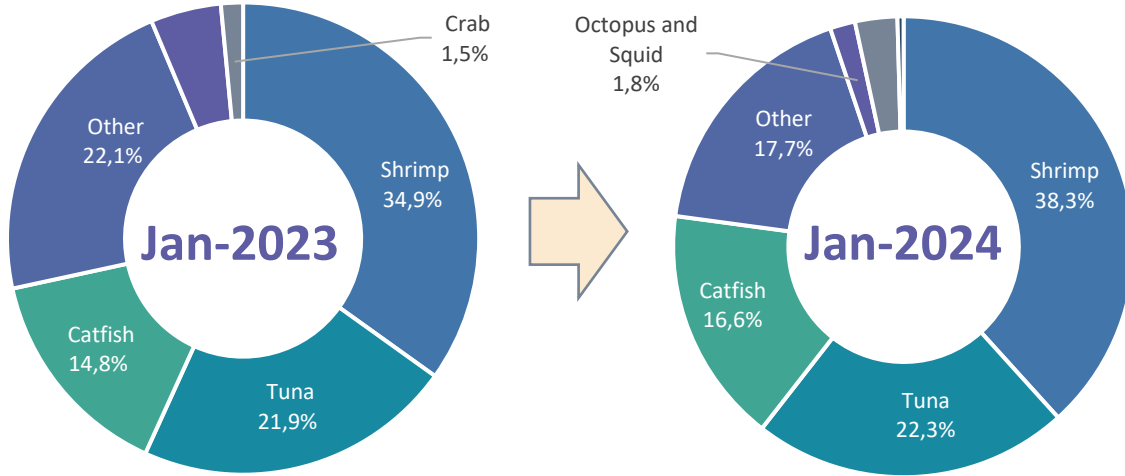
## Changes in percentage of export value to the U.S., Jan-2024



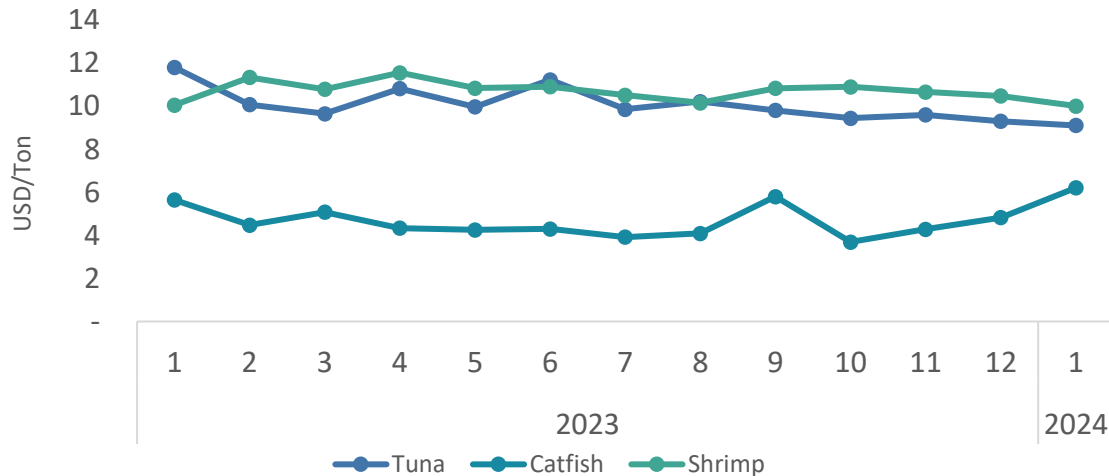


# FISHERIES

## Structure of exports by products to the U.S., Jan-2024



## Average export fisheries price to the U.S., Jan-2024



## Export results to the U.S., Jan-2024



### Shrimp

Value: **41.3** million USD

Decrease **3.3%** compared to Dec-2023

Increase **78.7%** compared to Jan-2023



### Tuna

Value: **24.0** million USD

Increase **6.4%** compared to Dec-2023

Increase **65.5%** compared to Jan-2023



### Catfish

Value: **17.9** million USD

Decrease **10.3%** compared to Dec-2023

Increase **82.1%** compared to Jan-2023

### Tuna

The average export price in Jan-2024 is **9.1** USD/kg; Decrease **2.3%** compared to previous month; and Decrease **22.9%** compared to the same month of 2023.

### Catfish

The average export price in Jan-2024 is **6.2** USD/kg; Increase **28.0%** compared to previous month; and Increase **9.4%** compared to the same month of 2023.

### Shrimp

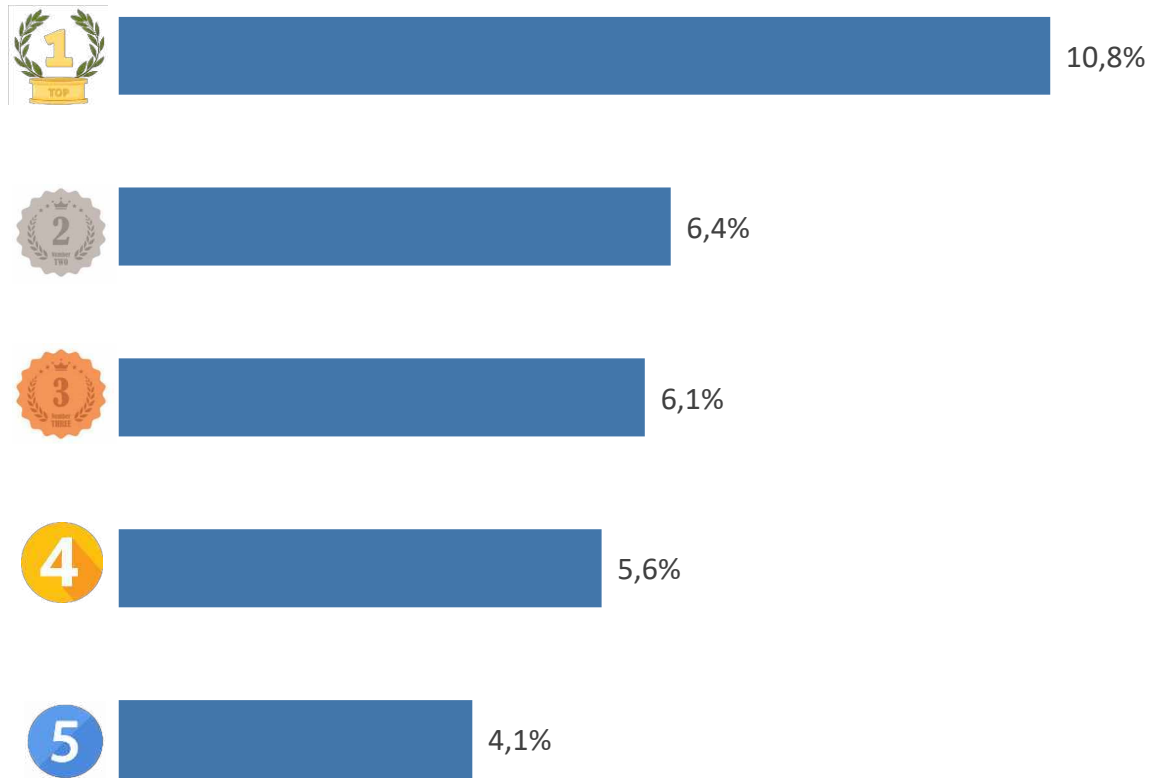
The average export price in Jan-2024 is **10.0** USD/kg; Decrease **4.0%** compared to previous month; and Increase **0.1%** compared to the same month of 2023.



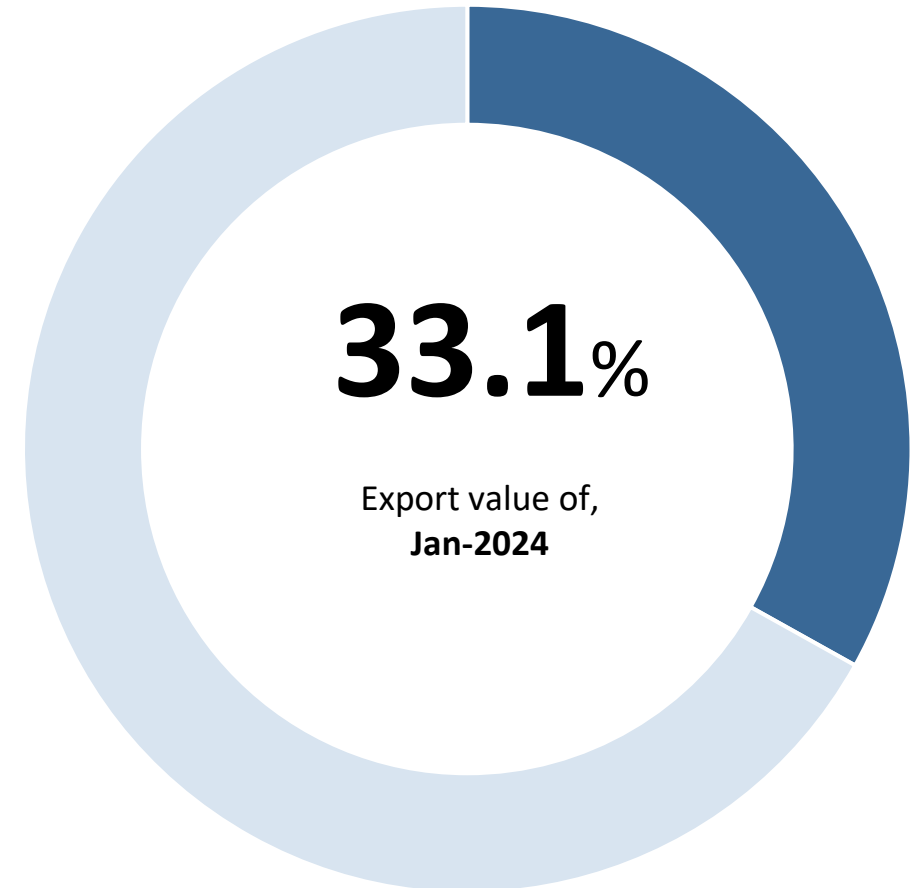


# FISHERIES

## TOP 5 export enterprises by value to the U.S., Jan-2024



## Value ratio of TOP 5 export enterprises to the U.S., Jan-2024





# FISHERIES

## SPOTLIGHTS

01

### **Inflation is reducing in January 2024 , but US retail seafood sales does not increase**

Seafood prices at U.S. retailers continued to reduce in January 2024. Frozen seafood prices declined 6.6 percent to 16.14 USD/kg on average; Fresh seafood prices dropped by 3.6 percent to 20.4 USD/kg. As for specific species, fresh crab experienced the largest price reduction in January, dropping 13.9 percent to 17.92 USD/kg on average. Fresh catfish prices dropped 7.5 percent to 14.66 USD/kg on average, while fresh salmon prices fell 1.4 percent to 24.51 USD/kg on average.

However, consumers are tending to switch to lower priced food options such as poultry and pork, as a result, year-over-year fresh seafood sales plummeted 6.8 percent by value in January to USD 455 million while sales by volume dropped 3.4 percent. Frozen seafood sales also reduced by 6.9% to USD 516 million.

*Source: seafoodsource.com, Feb-2024*

02

### **The US depends on Asian seafood**

According to the U.S. Department of Agriculture, in 2023, the US imports 3.1 million tons of seafood from 150 countries, worth 25.8 billion USD, down 9% in volume and 15% in value compared to 2022. In terms of value, Canada, Chile and India are the leading suppliers of lobster and snow crab to the US, and in terms of volume, China ranked first with about 340,539 tons. In the top 10 largest seafood suppliers of the United States, there are 5 suppliers from Asia (China, India, Indonesia, Viet Nam, Thailand), so it can be seen that the US depends on seafood from Asian products. In 2023, the US imports 1.5 million tons of seafood from Asia, worth 10.3 billion USD (down 8% in volume and 20% in value compared to 2022).

*Source: Vasep, Feb-2024*



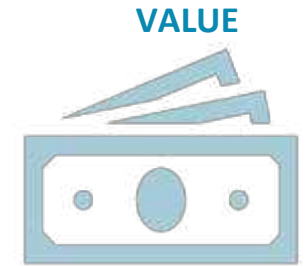


# FRUITS AND VEGETABLES (EXPORT)

## Export value to the U.S., Jan-2024



## Export results to the U.S., Jan-2024



**22.5**  
million USD

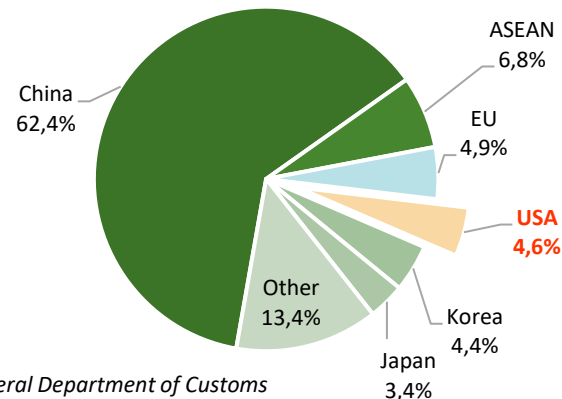
Decrease **8.8%** so compared to Dec-2023

Increase **83.6%** compared to Jan-2023

**1.0 million USD** more than the monthly average rate in 2023

Export value in Jan-2024 reaches **22.5 million USD**, **8.7%** of total 2023

## Percentage of export value to the U.S., Jan-2024



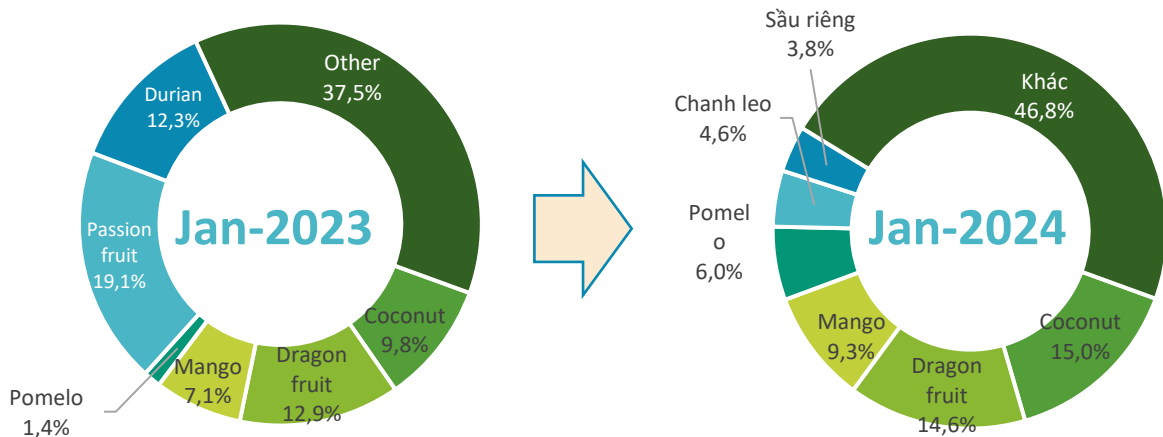
## Changes in percentage of export value to the U.S., Jan-2024





# FRUITS AND VEGETABLES (EXPORT)

## Structure of exports by products to the U.S., Jan-2024



## Export results to the U.S., Jan-2024



### Coconut

Value: **4.4** million USD

Decrease **15.4%** compared to Dec-2023

Increase **180.7%** compared to Jan-2023



### Dragon fruit

Value: **3.3** million USD

Decrease **23.4%** compared to Dec-2023

Increase **107.7%** compared to Jan-2023



### Mango

Value: **2.1** million USD

Increase **40.7%** compared to Dec-2023

Increase **140.3%** compared to Jan-2023



### Pomelo

Value: **1.4** million USD

Decrease **24.1%** compared to Dec-2023

Increase **690.8%** compared to Jan-2023



### Pasion fruit

Value: **1.0** million USD

Decrease **45.3%** compared to Dec-2023

Decrease **55.7%** compared to Jan-2023



### Durian

Value: **0.85** million USD

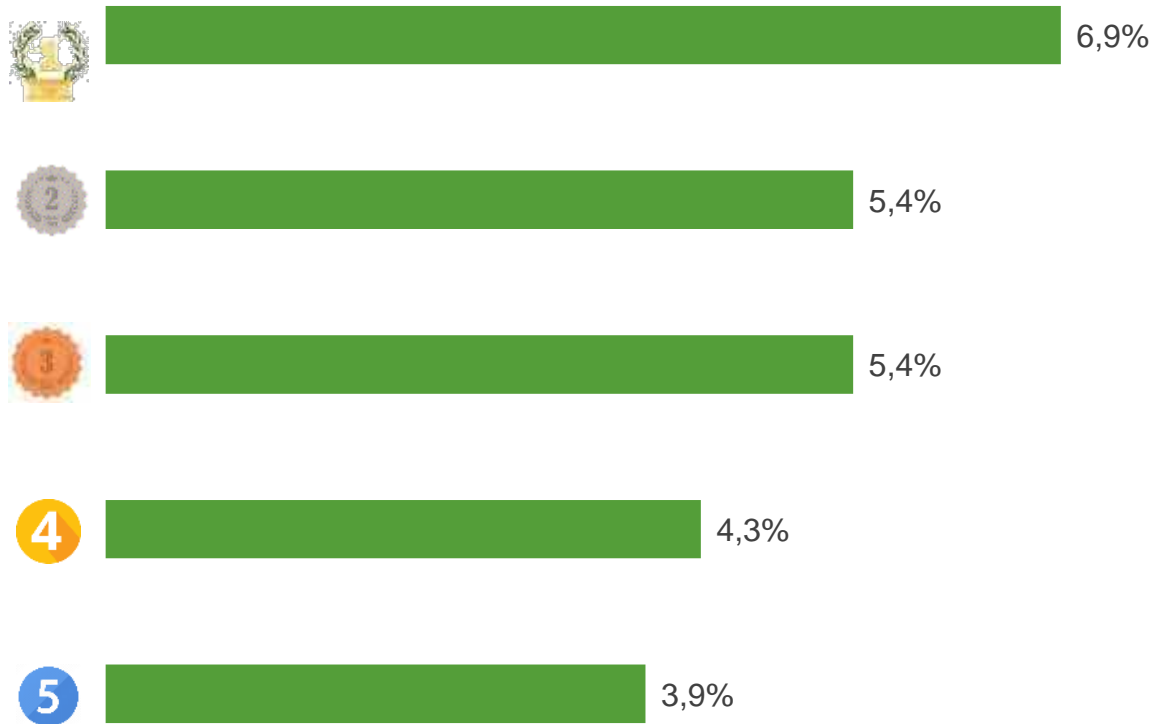
Decrease **34.2%** compared to Dec-2023

Decrease **43.5%** compared to Jan-2023

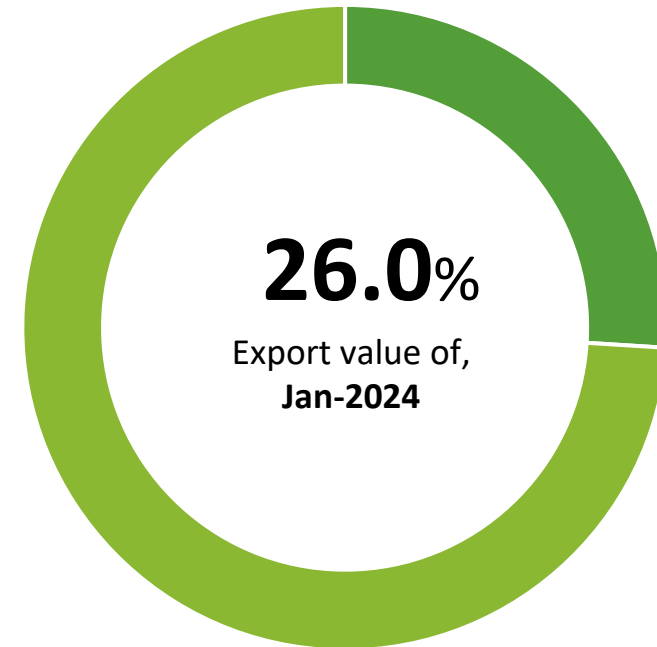


# FRUITS AND VEGETABLES (EXPORT)

TOP 5 export enterprises by value to the U.S., Jan-2024



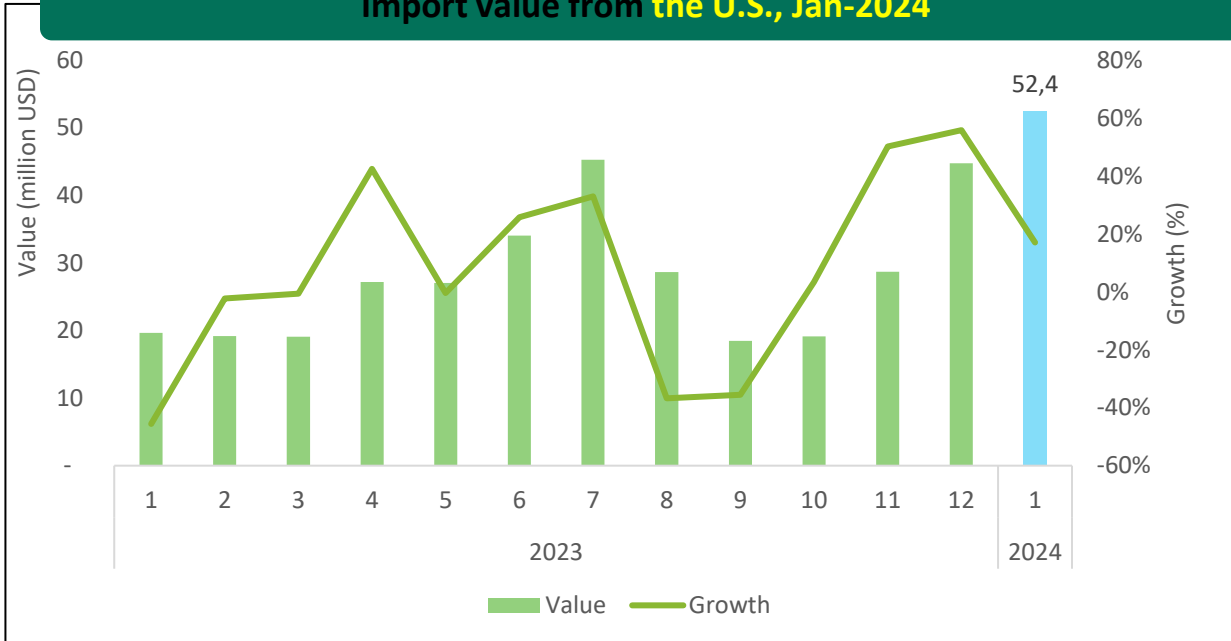
Value ratio of TOP 5 export enterprises to the U.S., Jan-2024





# FRUITS AND VEGETABLES (IMPORT)

## Import value from the U.S., Jan-2024



## Import results from the U.S., Jan-2024

VALUE



**52.4**

million USD

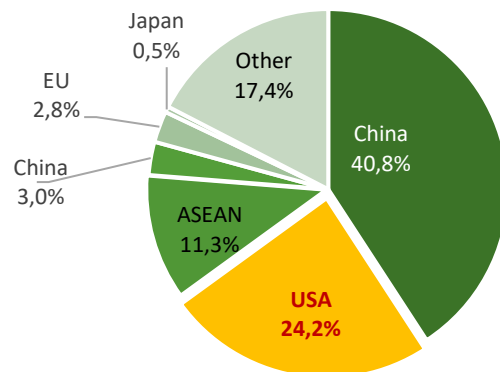
Increase **17.1%** compared to Dec-2023

Increase **166.8%** compared to Jan-2023

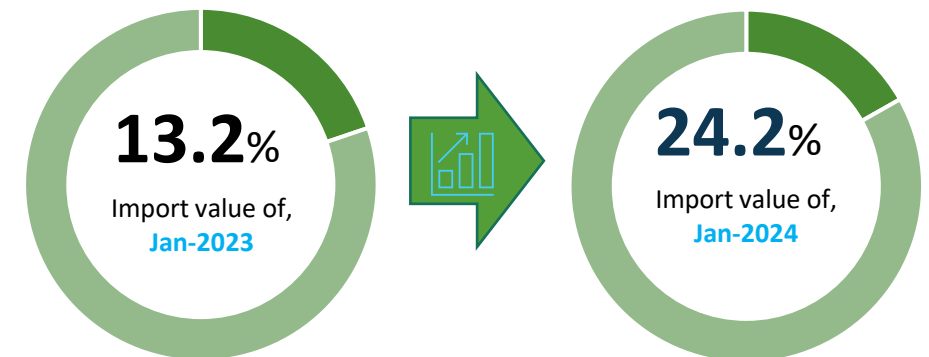
**24.8 million USD** more than the monthly average rate in 2023

Export value in Jan-2024 reaches **52.4 million USD**, **15.8%** of total 2023

## Percentage of import value from the U.S., Jan-2024



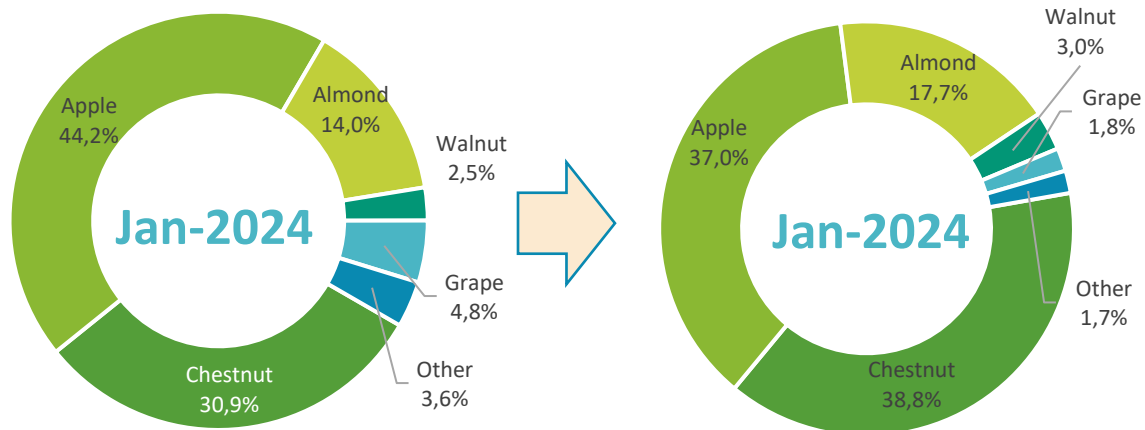
## Changes in percentage of import value from the U.S., Jan-2024





# FRUITS AND VEGETABLES (IMPORT)

## Structure of imports by products from the U.S., Jan-2024



## Import results from the U.S., Jan-2024



### Chestnut

Value: **20.3** million USD

Decrease **9.6%** compared to Dec-2023

Increase **235.1%** compared to Jan-2023



### Apple

Value: **19.4** million USD

Increase **75.0%** compared to Dec-2023

Increase **123.1%** compared to Jan-2023



### Almond

Value: **9.3** million USD

Increase **50.7%** compared to Dec-2023

Increase **236.3%** compared to Jan-2023



### Walnut

Value: **1.6** million USD

Decrease **10.2%** compared to Dec-2023

Increase **218.5%** compared to Jan-2023



### Grape

Value: **0.95** million USD

Decrease **47.0%** compared to Dec-2023

Increase **0.6%** compared to Jan-2023

01

The US will not import avocados grown on illegal plantations in Mexico because uncontrolled avocado cultivation also causes environmental damage, with approximately 74,130 acres of forest deforested between 2018 and 2023.

US, Mexican and Michoacan agencies are developing a protocol on preventing illegally products in the future, basing on traceability of the product from the orchard to packers and points of sale in the US.

*Source: Portalfruticola.com*

02

Strawberry, blueberry and raspberry yields in Florida, Georgia and South Carolina are expected to increase, despite recent cold temperatures and heavy rains. However, the industry is struggling with inflation-induced cost increases in growing, harvesting and packaging. Additionally, higher labor costs are reducing profit margins and making it difficult to secure enough labor.

*Source: Tridge.com*





# CASHEW NUTS

## Export value and volume to the U.S., Jan-2024



## Export results to the U.S., Jan-2024

**VALUE**

81.8

million USD

- ↗ Increase **9.3%** compared to Dec-2023
- ↗ Increase **62.8%** compared to Jan-2023
- ↑ **8.2 million USD** more than the monthly average rate in 2023
- ❖ Accumulated first month of 2024 reaches **81.8 mil.USD, 9%** of total 2023

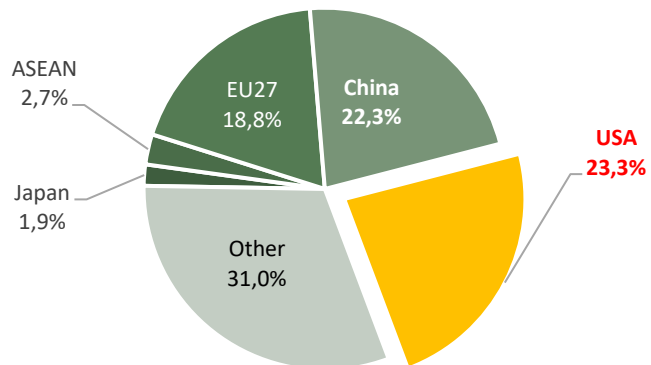
**VOLUME**

15.6

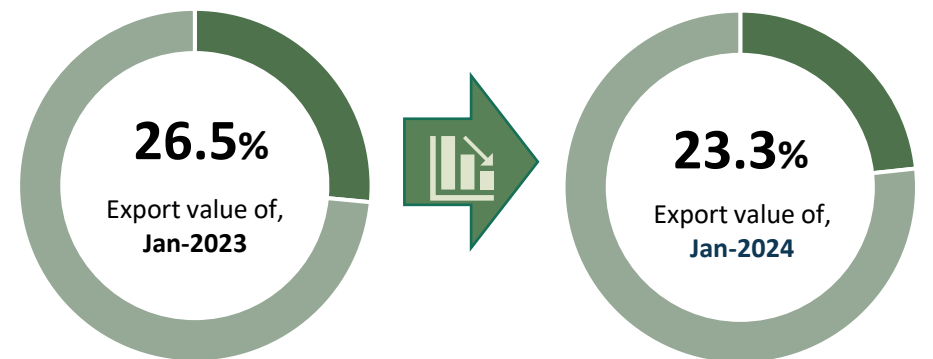
thousand tons

- ↗ Increase **9.7%** compared to Dec-2023
- ↗ Increase **80.8%** compared to Jan-2023
- ↑ **2.45 thousand tons** more than the monthly average rate in 2023
- ❖ Accumulated first month of 2024 reaches **15.6 thousand tons, 10%** of total 2023

## Percentage of export value to the U.S., Jan-2024



## Changes in percentage of export value to the U.S., Jan-2024







# CASHEW NUTS

## Structure of exports by products to the U.S., Jan-2024



## Average export cashew nuts price to the U.S., Jan-2024



## Export results to the U.S., Jan-2024



### Shelled fresh cashew nuts

Value: **62.2** million USD

Increase **4.4%** compared to Dec-2023

Increase **11.1%** compared to Jan-2023



### Roasted cashew nuts

Value: **19.6** million USD

Increase **4.4%** compared to Dec-2023

Increase **93%** compared to Jan-2023

### Shelled fresh cashew nuts

The average export price in Jan-2024 is **4,975** USD/ton; **increase 0.5%** compared to previous month; and **decrease 9.2%** compared to the same month of 2023.

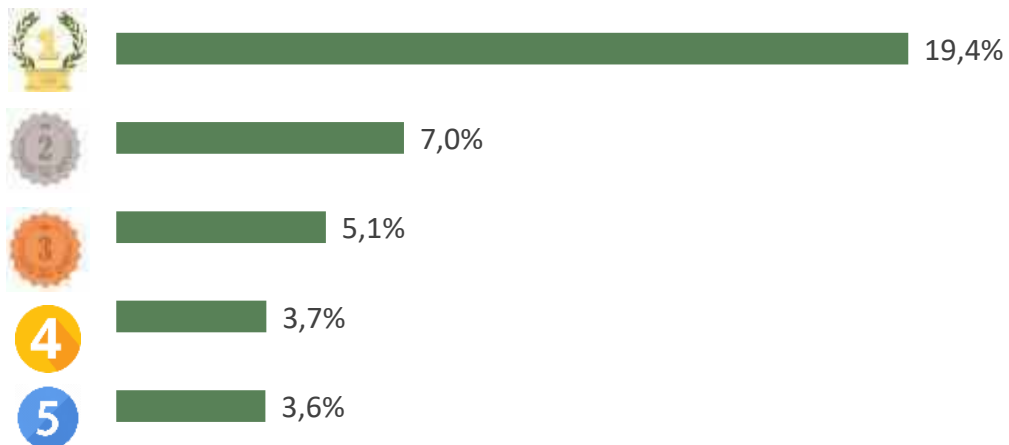
### Roasted cashew nuts

The average export price in Jan-2024 is **5,823** USD/ton; **increase 1.4%** compared to previous month; and **increase 1.6%** compared to the same month of 2023.

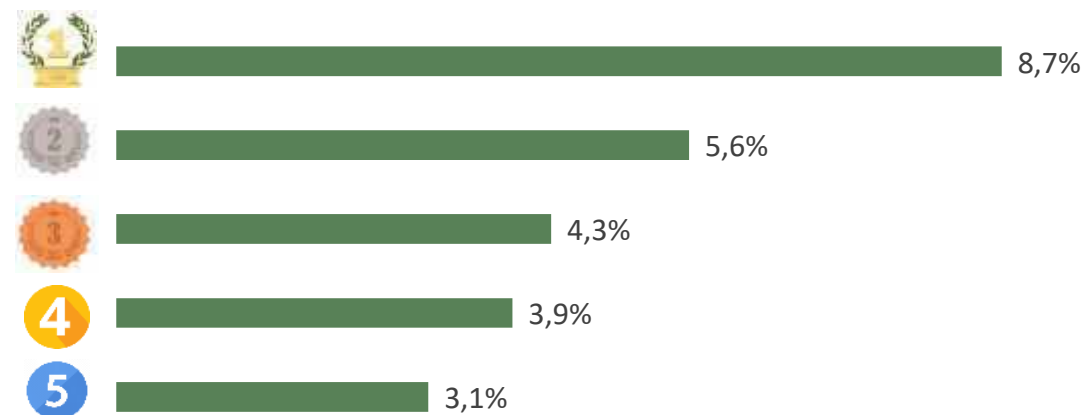


# CASHEW NUTS

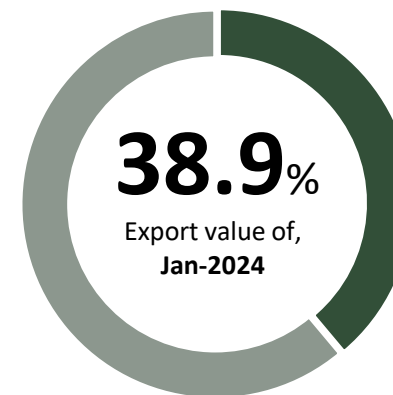
## TOP 5 export enterprises by value to the U.S., Jan-2024



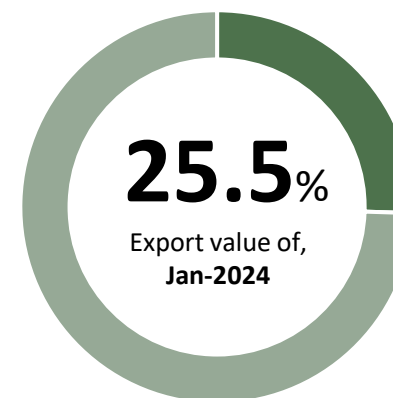
## TOP 5 export enterprises by volume to the U.S., Jan-2024



## Value ratio of TOP 5 export enterprises to the U.S., Jan-2024



## Volume ratio of TOP 5 export enterprises to the U.S., Jan-2024



# CASHEW NUTS



## SPOTLIGHTS

According to data from the US International Trade Commission, US cashew imports in 2023 reach 143.68 thousand tons, worth 817.59 million USD, decreased 3.1% in volume and 12.5 % in value compared to 2022.

In 2023, the average import price of cashew nuts in the United States reaches 5,690 USD/ton, the lowest level in recent years, decreasing 9.7% compared to 2022. In particular, the average import price of cashew nuts of the United States from Vietnam decreased by 9.7% to 5,667 USD/ton; from Ivory Coast decreased by 9.9% to 5,174 USD/ton...

The US imports cashew nuts in 2023 mainly from the markets of Vietnam (accounting for 88.78% of total US cashew imports), Ivory Coast (4.57%), Brazil (3.02%), Nigeria (0.9%), Thailand (0.7%) and other markets (2.03%).

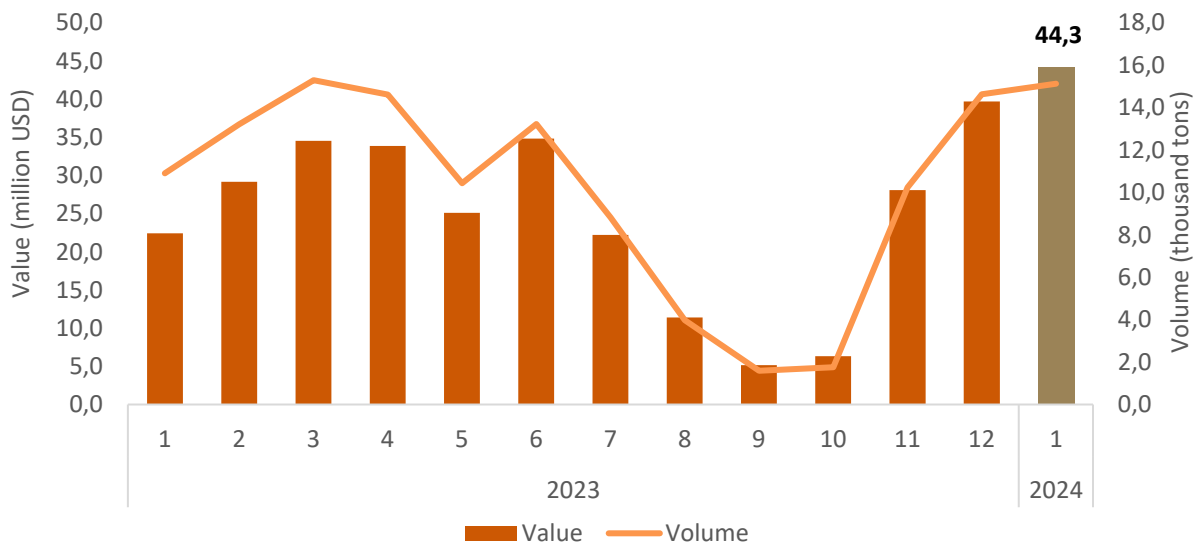
*Source: Ministry of Industry and Trade (MoIT) (02/2024)*





# COFFEE

## Export value and volume to the U.S., Jan-2024



## Export results to the U.S., Jan-2024

**VALUE**  
**44.3** million USD

↗ Increase **11.5%** compared to Dec-2023

↗ Increase **97.7%** compared to Jan-2023

↗ **19.9** million USD more than the monthly average rate in 2023

❖ Export value in Jan-2024 reaches **44.3** mil.USD, **15.1%** of total 2023

**VOLUME**  
**15.1** thousand tons

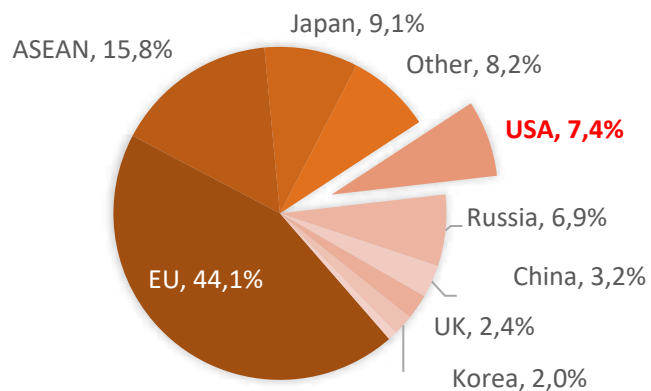
↗ Increase **3.3%** compared to Dec-2023

↗ Increase **38.7%** compared to Jan-2023

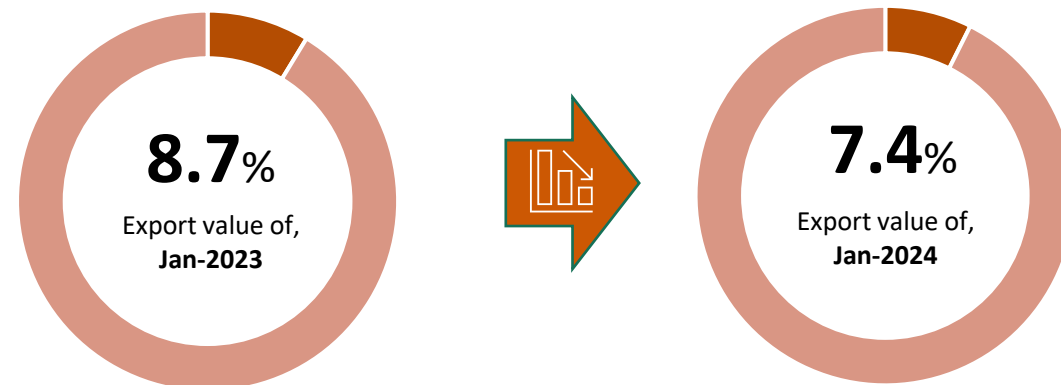
↗ **3.8** thousand tons more than the monthly average rate in 2023

❖ Export volume in Jan-2024 reaches **15.1** thousand tons, **12.7%** of total 2023

## Percentage of export value to the U.S., Jan-2024



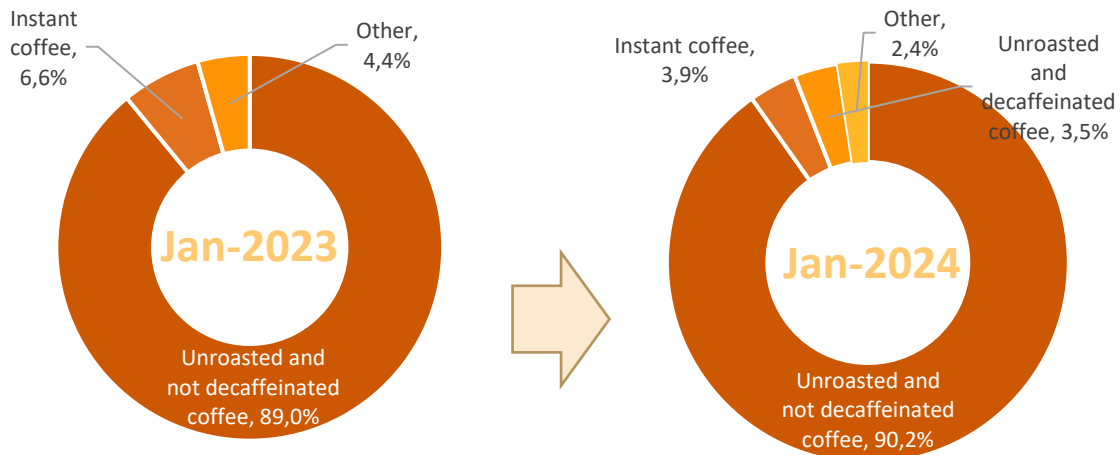
## Changes in percentage of export value to the U.S., Jan-2024





# COFFEE

## Structure of exports by products to the U.S., Jan-2024



## Export results to the U.S., Jan-2024



### Unroasted and not decaffeinated coffee

Value: **39.4** million USD  
 Increase **9.5%** compared to Dec-2023  
 Increase **97,8%** compared to Jan-2023

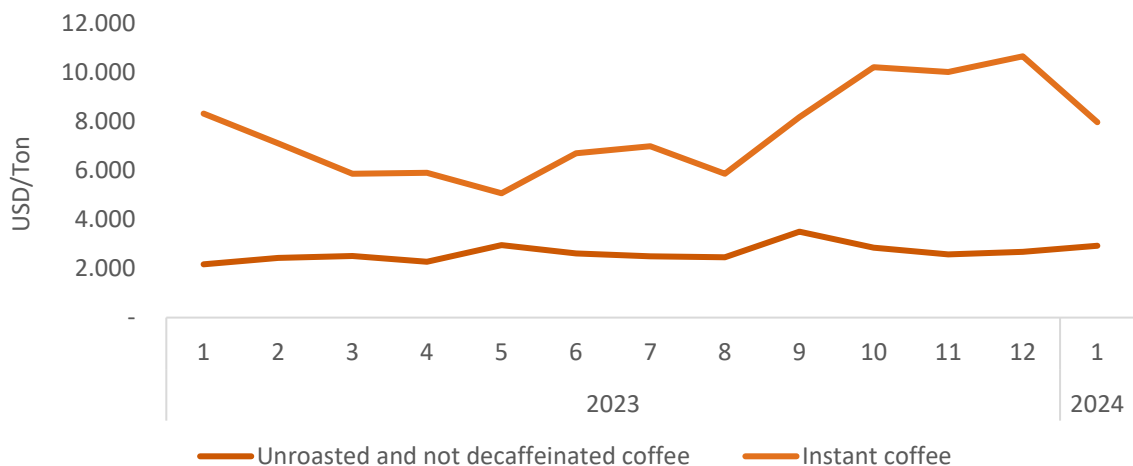
### Unroasted and decaffeinated coffee

Value: **1.5** million USD  
 Increase **278%** compared to Dec-2023  
 Increase **1.788%** compared to Jan-2023

### Instant coffee

Value: **1.7** million USD  
 Increase **197%** compared to Dec-2023  
 Increase **13.9%** compared to Jan-2023

## Average export coffee price to the U.S., Jan-2024



### Instant coffee

The average export price in Jan-2024 is **7,964** USD/ton; decrease **25.1%** compared to previous month; and decrease **4.1%** compared to the same month of 2023.

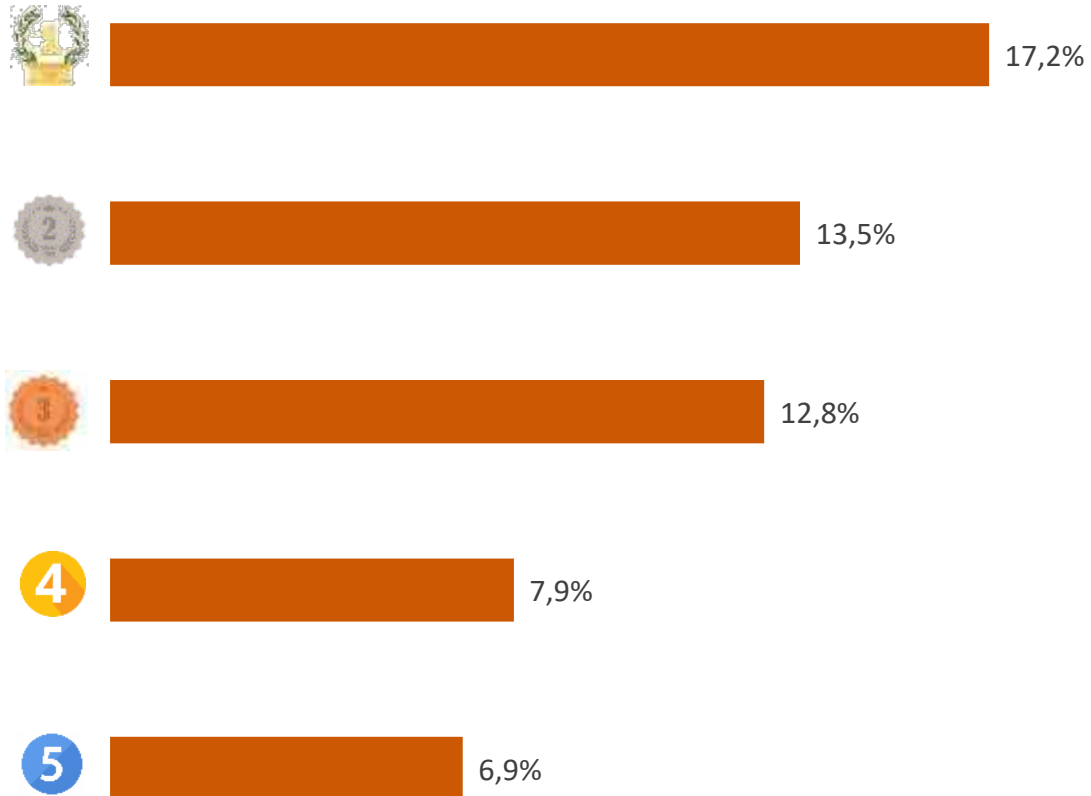
### Unroasted and not decaffeinated coffee

The average export price in Jan-2024 is **2,927** USD/ton; increase **9%** compared to previous month; and increase **34.8%** compared to the same month of 2023.

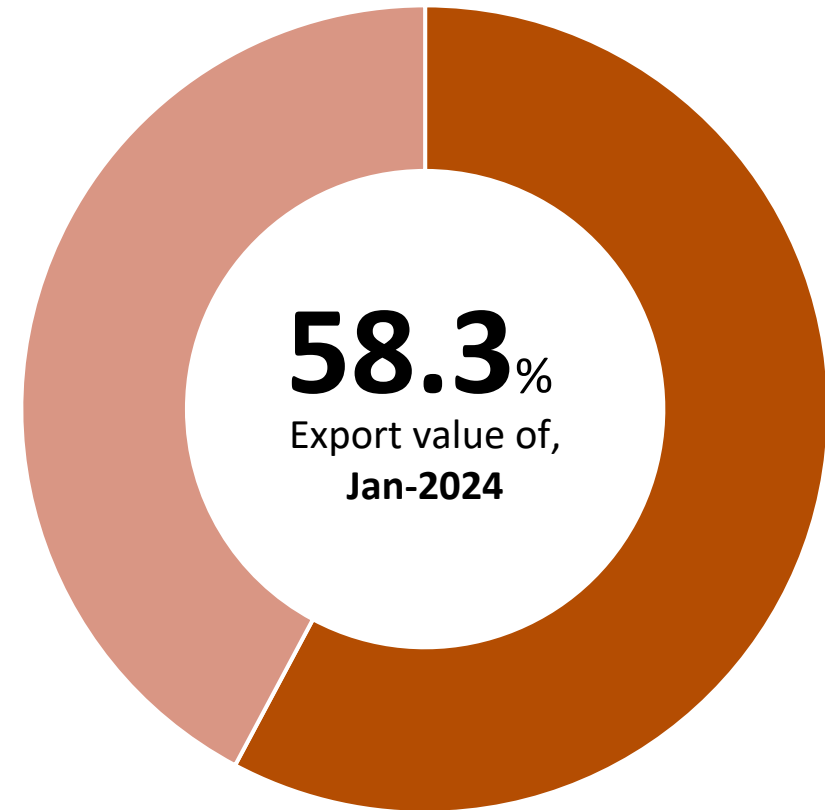


# COFFEE

## TOP 5 export enterprises by value to the U.S., Jan-2024



## Value ratio of TOP 5 export enterprises to the U.S., Jan-2024





According to the US Trade Commission, in the first 11 months of 2023, imported coffee output reached 1.3 million tons, worth 7.5 billion USD, decreasing 13.7% in volume and 14.3% in value compared to the same period in 2022. The average US coffee import price in 2023 is about 5,773 USD/ton, reducing 0.8% compared to 2022.

The United States imports coffee from 106 countries and territories. Of which, Brazil is the largest importing country with an output of 315.23 thousand tons worth 1.25 billion USD, decreasing by 26.4% in volume and 32.3% in value compared to the same period in 2022.

*Source: Ministry of Industry and Trade (MoIT) (02/2024)*





# PEPPER

## Export value and volume to the U.S., Jan-2024



## Export results to the U.S., Jan-2024

### VALUE

**25** million USD



↘ Decrease **20%** compared to Dec-2023

↗ Increase **43%** compared to Jan-2023

↗ **1.6 million USD** more than the monthly average rate in 2023

### VOLUME

**4.8** thousand tons

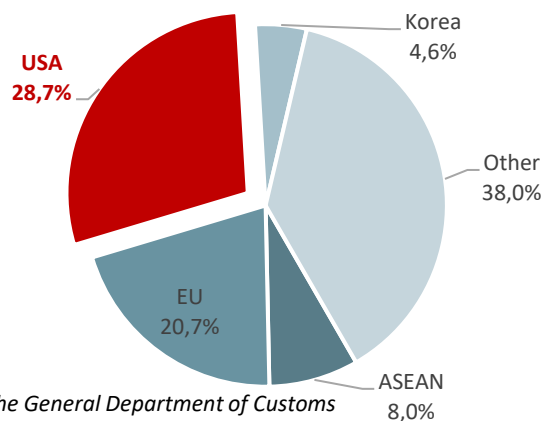


↘ Decrease **23%** compared to Dec-2023

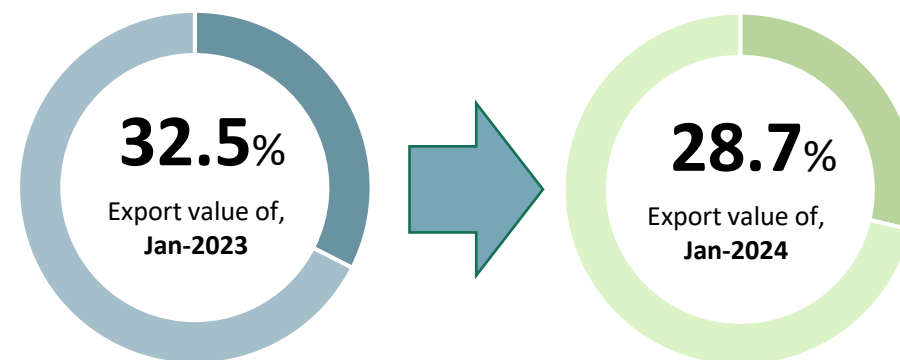
↗ Increase **46%** compared to Jan-2023

↗ **244 tons** more than the monthly average rate in 2023

## Percentage of export value to the U.S., Jan-2024



## Changes in percentage of export value to the U.S., Jan-2024

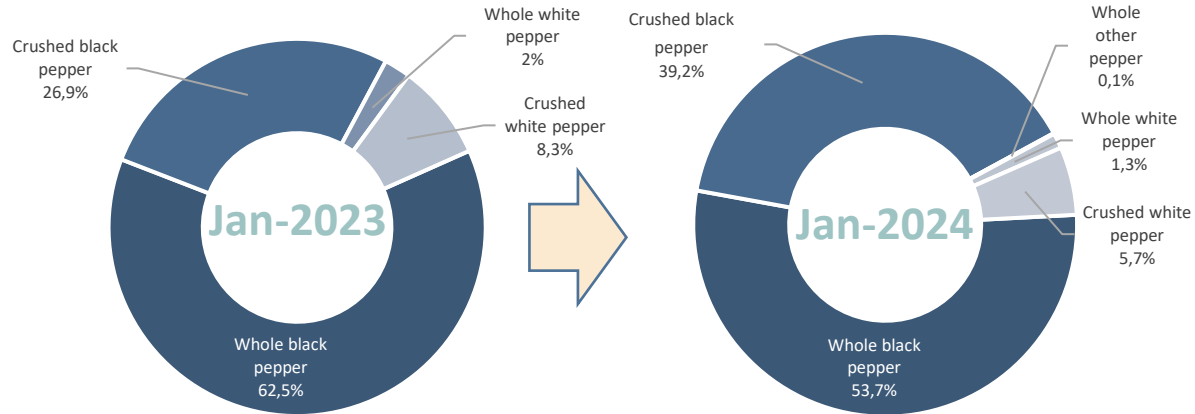




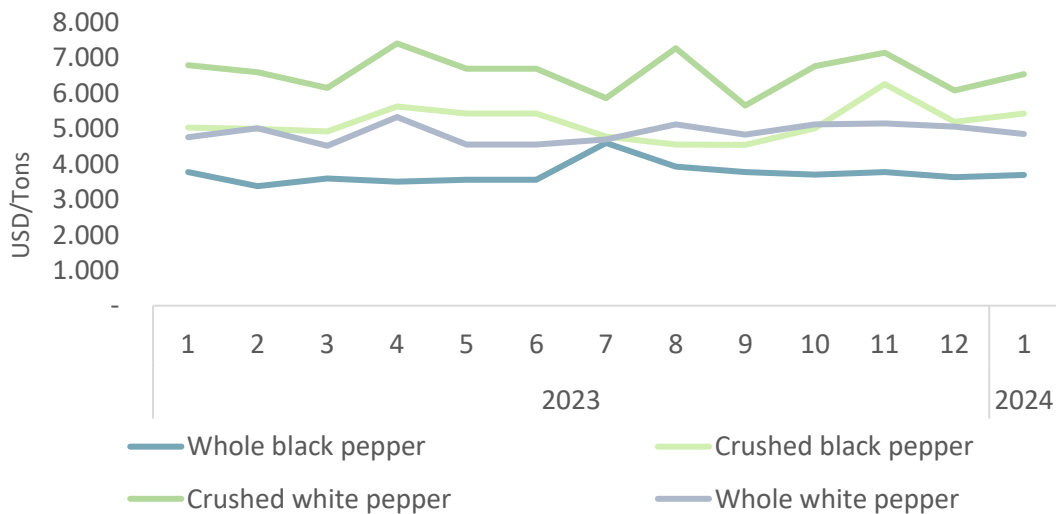


# PEPPER

## Structure of exports by products to the U.S., Jan-2024



## Average export pepper price to the U.S., Jan-2024



## Export results to the U.S., Jan-2024



### Whole black pepper

Value: **10.8** million USD  
 Decrease **25%** compared to Jan-2023  
 Increase **22%** compared to Jan-2023



### Crushed black pepper

Value: **7.8** million USD  
 Decrease **12%** compared to Jan-2023  
 Increase **108%** compared to Jan-2023



### Whole white pepper

Value: **0.26** million USD  
 Decrease **67%** compared to Jan-2023  
 Decrease **20%** compared to Jan-2023



### Crushed white pepper

Value: **1.15** million USD  
 Increase **16%** compared to Jan-2023  
 Decrease **1%** compared to Jan-2023

### Whole black pepper

The average export price in Jan-2024 is **3,694** USD/ton; **increase 1.7** compared to previous month; and **Decrease 2%** compared to the same month of 2023.

### Crushed black pepper

The average export price in Jan-2024 is **5,428** USD/ton; **increase 4.5%** compared to previous month; and **increase 8%** compared to the same month of 2023.

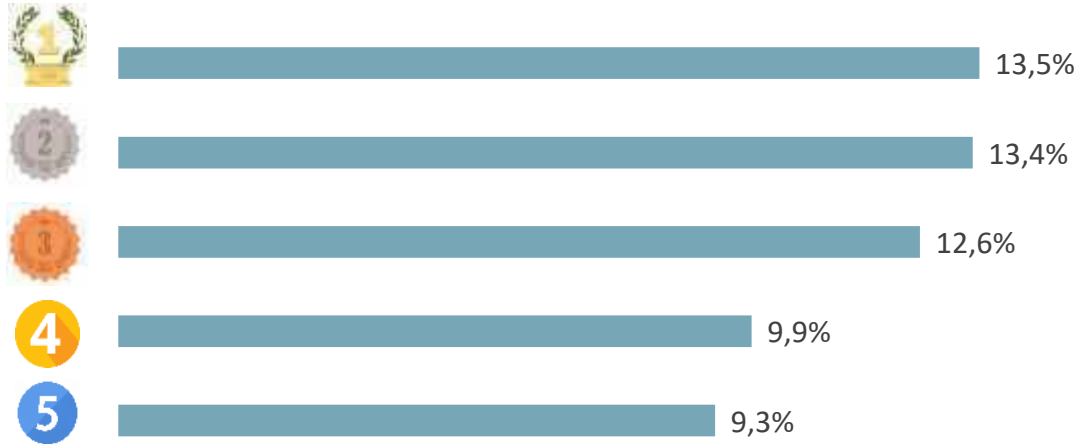
### Crushed white pepper

The average export price in Jan-2024 is **6,538** USD/ton; **increase 3.5%** compared to previous month; and **decrease 3.7%** compared to the same month of 2023.

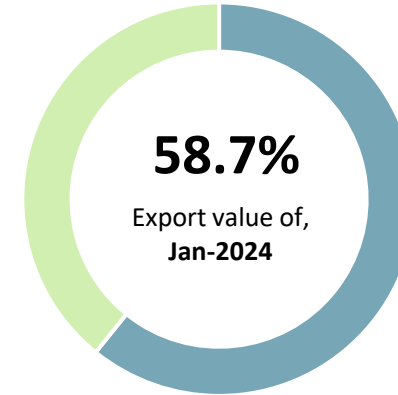


# PEPPER

## TOP 5 export enterprises by value to the U.S., Jan-2024



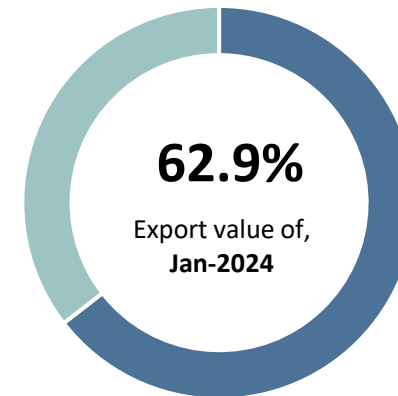
## Value ratio of TOP 5 export enterprises to the U.S., Jan-2024



## TOP 5 export enterprises by volume to the U.S., Jan-2024



## Volume ratio of TOP 5 export enterprises to the U.S., Jan-2024



# PEPPER



## SPOTLIGHTS

According to data from the US International Trade Commission, in 2023, the United States imported pepper to reach over 69 thousand tons, worth 317 million USD, decreasing 21.2% in volume and 28% in value compared to 2022.

In 2023, the United States imports pepper from 49 countries and territories around the world. Of which, Vietnam is the largest pepper supplier to the United States in 2023, reaching 53.3 thousand tons, worth 234.13 million USD, down 17.6% in volume and 27.1% in value. price compared to 2022. Vietnam's pepper market share in total US imports from the world increases from 73.85% in 2022 to 77.23% in 2023.

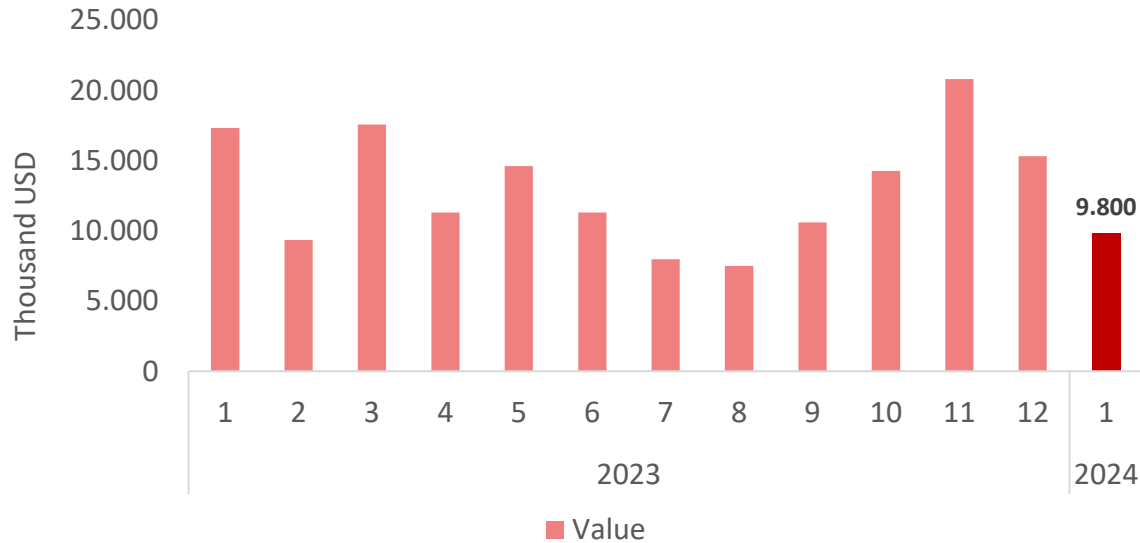
In 2023, the United States reduces pepper imports from Indonesia, Brazil and China, decreasing by 46.8%, 63.3% and 32.3% respectively. In terms of quantity, in terms of value, the decrease was 39.8%, 65.9% and 27.2%.

*Source: Ministry of Industry and Trade*



# MEAT AND MEAT PRODUCTS (IMPORT)

## Import value from the U.S., Jan-2024



## Import results from the U.S., Jan-2024

### VALUE



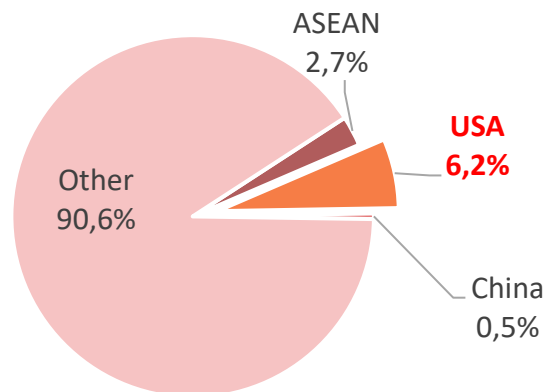
**9.8**  
million USD

↘ Decrease **36%** compared to Dec-2023

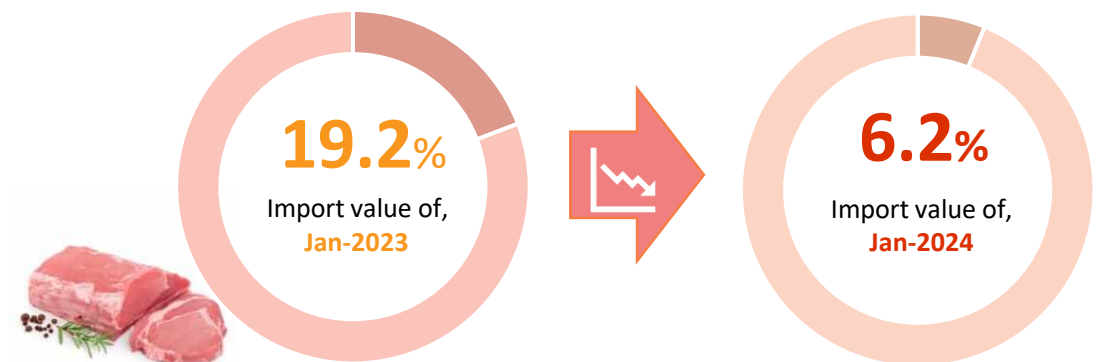
↘ Decrease **44%** compared to Jan-2023

↘ **3.4 million USD** less than the monthly average rate in 2023

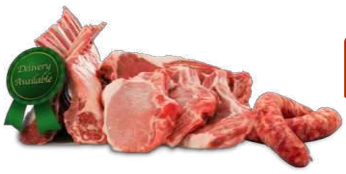
## Percentage of import value from the U.S., Jan-2024



## Changes in percentage of import value from the U.S., Jan-2024

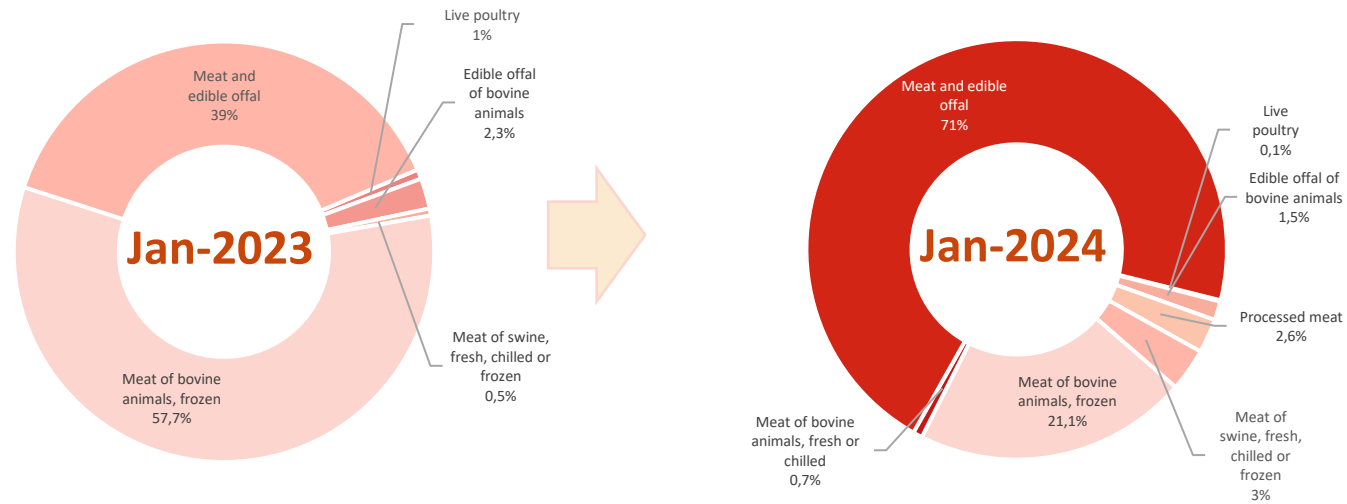






# MEAT AND MEAT PRODUCTS (IMPORT)

## Structure of imports by products from the U.S., Jan-2024



## Import results from the U.S., Jan-2024



### Meat and edible offal

Value: **6.9** million USD

Decrease **41.4%** compared to Dec-2023

Increase **3.5%** compared to Jan-2023



### Meat of bovine animals, frozen

Value: **2.1** million USD

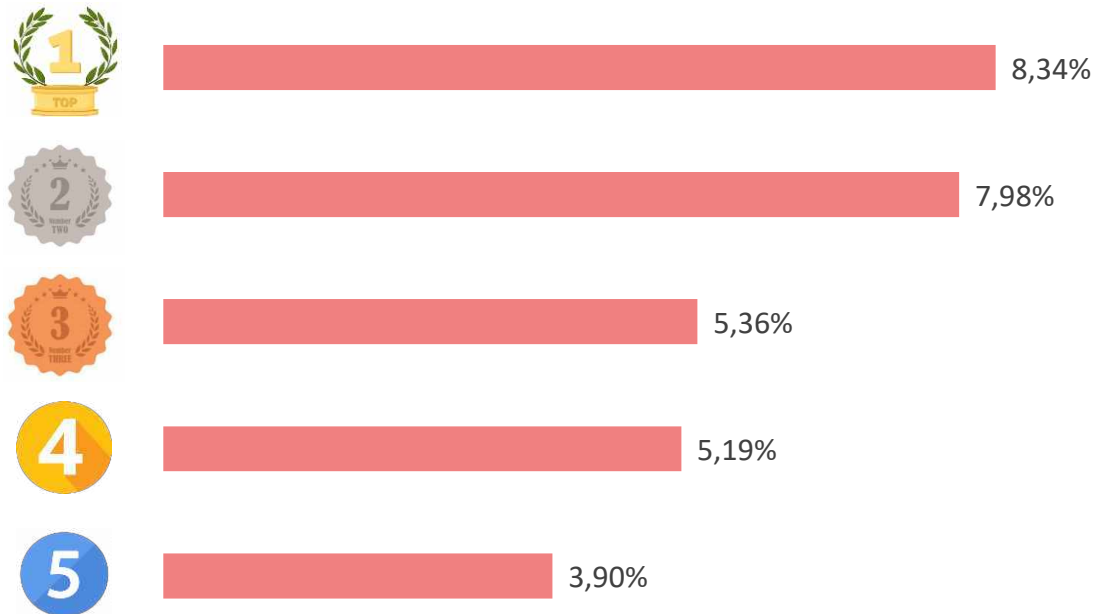
Increase **13.4%** compared to Dec-2023

Decrease **79.4%** compared to Jan-2023

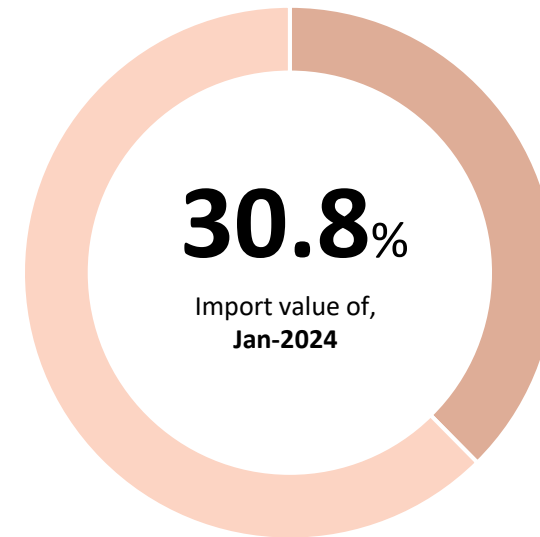


# MEAT AND MEAT PRODUCTS (IMPORT)

## TOP 5 import enterprises by value from the U.S., Jan-2024



## Value ratio of TOP 5 import enterprises from the U.S., Jan-2024



# MEAT AND MEAT PRODUCTS

## SPOTLIGHTS

01

At the Meat Association conference in Orlando, Florida, USA, Mr. Dan Halstrom - CEO of the US Meat Export Group said that US pork exports in 2023 reach a new record of about 8.1 - 8.2 billion USD. Of which, the largest export is to Mexico, followed by Latin American and Central American countries, especially Colombia and South America. For the Asian market, although exports were slow in the first half of the year, in the second half the year actually increased very strongly. It is forecast that pork exports in 2024 will continue to increase.

*Source: Nhachannuoi.vn*

02

In the third week of February 2024, the United States exports 75,910 tons of pork, this is the largest weekly level so far this year, exports increased by 30% over the same period last year. Of which, exports to Australia increased sharply by 471%, China increased by 69%, Colombia increased by 71%, Korea increased by 80%, and the Philippines increased by 2975%.

The United States Meat Export Federation (USMEF) estimates that in 2023, 29.8% of total US pork production will be for export. The total number of pigs in the United States in 2023 is 127.344 million, of which 37.948 million are exported. If the 30% export increase from the beginning of the year is maintained, this number will be equivalent to exporting 10 million more pigs in 2024 compared to 2023..

*Source: Vinanet.vn*





Any comments, please send to:

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