



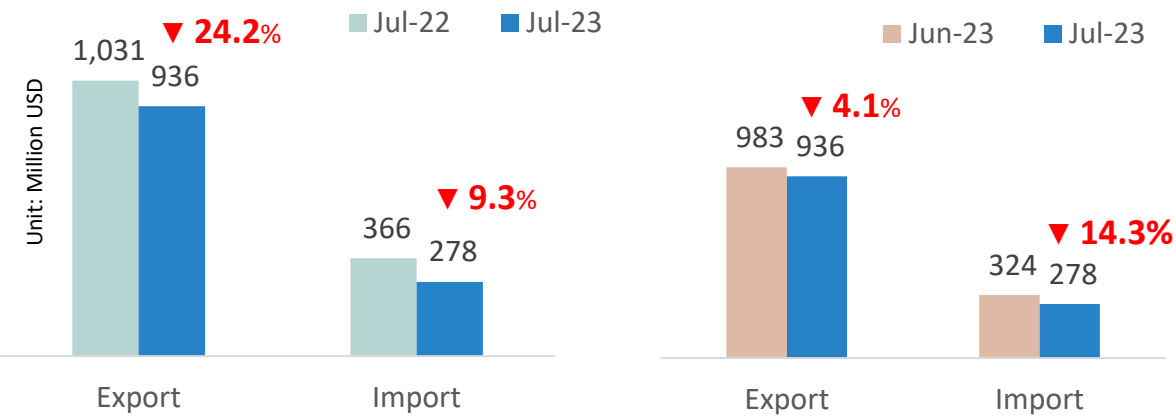
# MONTHLY REPORT ON AGRI-PRODUCT EXPORT FROM VIETNAM TO **THE U.S.** MARKET

Volume 08/2023

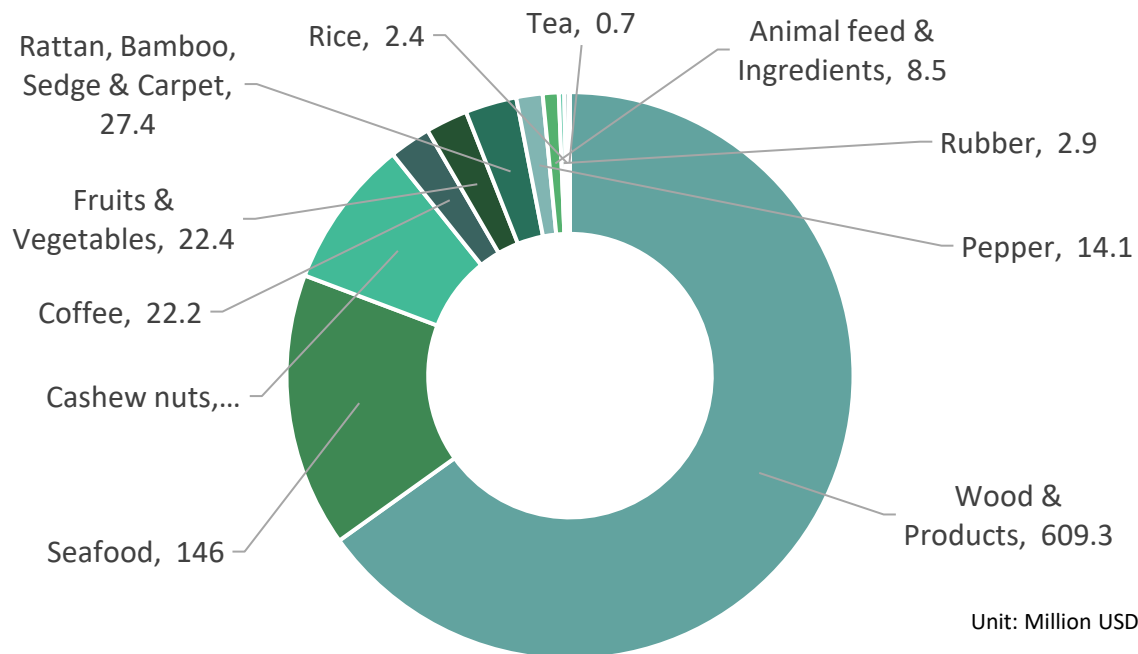


# THE SITUATION OF AGRO-FORESTRY-FISHERY (AFF) PRODUCT EXPORT FROM VIETNAM TO THE U.S. IN JUL-2023

AFF product import-export turnover between Vietnam and the U.S., Jul-2023



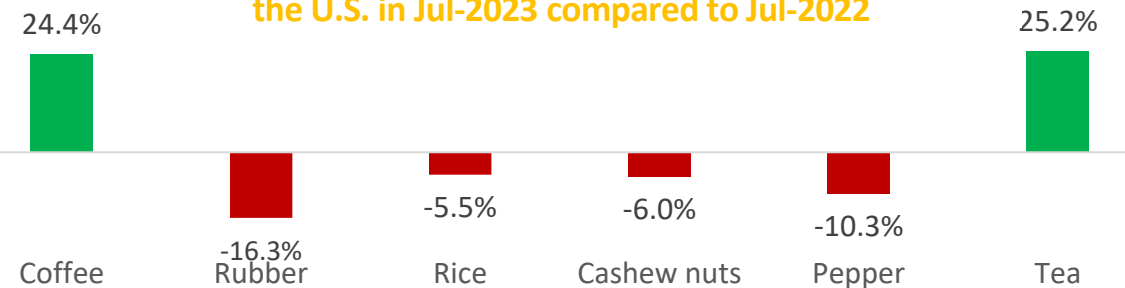
Key AFF product export value to the U.S., Jul-2023



Changes in key AFF product export value to the U.S. in Jul-2023 compared to Jul-2022



Changes in average export value of key AFF products to the U.S. in Jul-2023 compared to Jul-2022



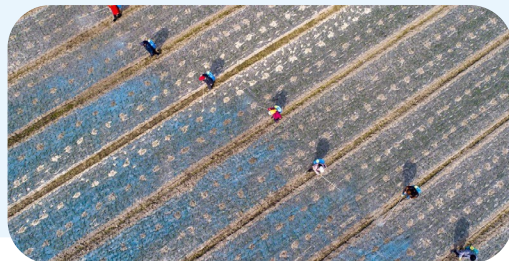
## Vietnam and the US cooperate to solve global fertilizer challenge

The United States Department of Agriculture (USDA) will work with governments and local organizations worldwide, aims to advance fertilizer efficiency and nutrient management, starting with Brazil, Colombia, Pakistan and Vietnam. Among these countries, the International Rice Research Institute (IRRI) is lending its support to the initiative in Vietnam right from the onset. IRRI has surveyed and exchanged with relevant partners to consult and develop relevant documents for the project.

The project “Fertilizer Right in Vietnam” is expected to last 4 years with a total budget of about 4 million USD funded by the US side.

To achieve these goals, the project focuses on three main aspects: Increasing fertilizer use efficiency; improve fertilizer efficiency; developing alternatives to traditionally produced chemical fertilizers to improve soil health and fertility, environmental quality and reduce greenhouse gas emissions.

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



## Prime Minister Pham Minh Chinh receives President of Abbott Corporation, USA



On the afternoon of August 9, at the Government Headquarters, Prime Minister Pham Minh Chinh received Mr. Robert Ford, Chairman of the Board of Directors and General Director of Abbott Corporation, USA, who is visiting and working in Vietnam. Appreciating Abbott Group's bringing modern medical technologies to the Vietnamese market, Prime Minister Pham Minh Chinh suggested the group continue to expand investment, upgrade the quality of drug manufacturing plants,

and develop drug manufacturing plants pharmaceutical industry development in Vietnam; calling on US businesses and other countries to invest in Vietnam together; ...

Given that there is great potential in Vietnam to develop clinical research and large-scale pharmaceutical production, Chairman Robert Ford said that Abbott Group will continue to invest in Vietnam for a long time.

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

## The United States officially opens the receipt of applications for administrative review of anti-dumping and countervailing duties on various Vietnamese products

The Trade Remedies Authority of Vietnam (TRAV) has recommended that, the U.S. Department of Commerce (DOC) published a notice regarding the acceptance of applications for administrative review of certain Vietnamese export products subject to anti-dumping or countervailing duties in the US market. The listed products include: Basa Fish (Frozen Fish Fillets), Seamless Refined Copper Pipe

and Tube, Utility Wind Towers.

As per the U.S. trade remedy laws, the deadline to submit applications for administrative review of anti-dumping and countervailing duties on the mentioned products is before August 31, 2023. Within 90 days from the date the DOC announces the initiation of the review, parties have the right to withdraw their review request.

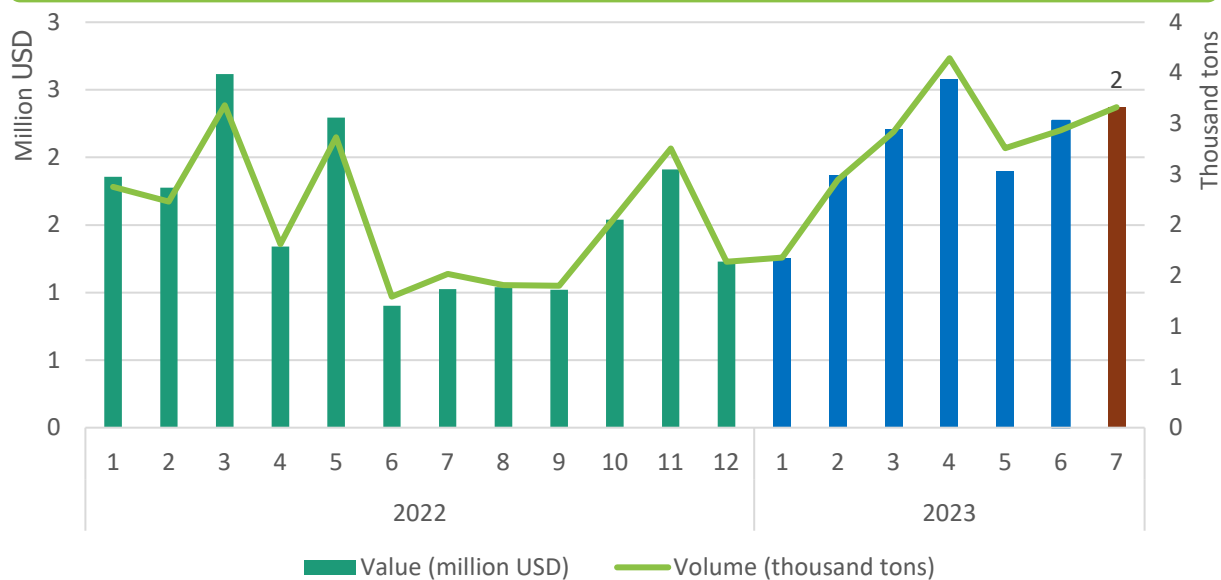
Source: [congthuong.vn](http://congthuong.vn)





# RICE

## Export volume and value to the U.S., Jul-2023



## Export results to the U.S., Jul-2023

**VALUE**  
**2.37** million USD

↗ Increase **4.4%** compared to Jun-2023

↗ Increase **131.1%** compared to Jul-2022

↑ **0.82 million USD** more than the monthly average rate in 2022

❖ Accumulated 7 months of 2023 reaches **14.5 mil.USD, 77.9%** of total 2022

**VOLUME**  
**3.16** thousand tons

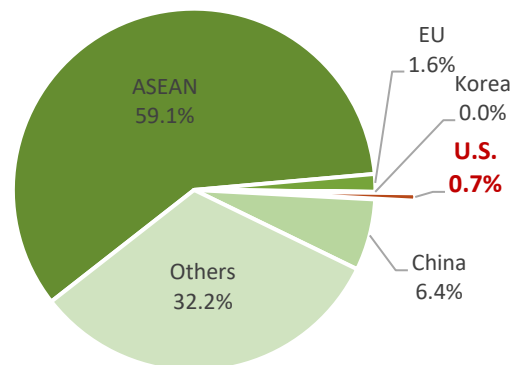
↗ Increase **7.8%** compared to Jun-2023

↗ Increase **108.5%** compared to Jul-2022

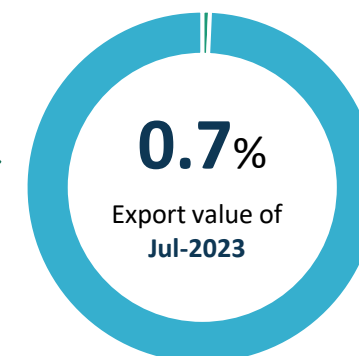
↑ **1,118 tons** more than the monthly average rate in 2022

❖ Accumulated 7 months of 2023 reaches **19.5 thousand tons, 79.6%** of total 2022

## Percentage of export value to the U.S., Jul-2023



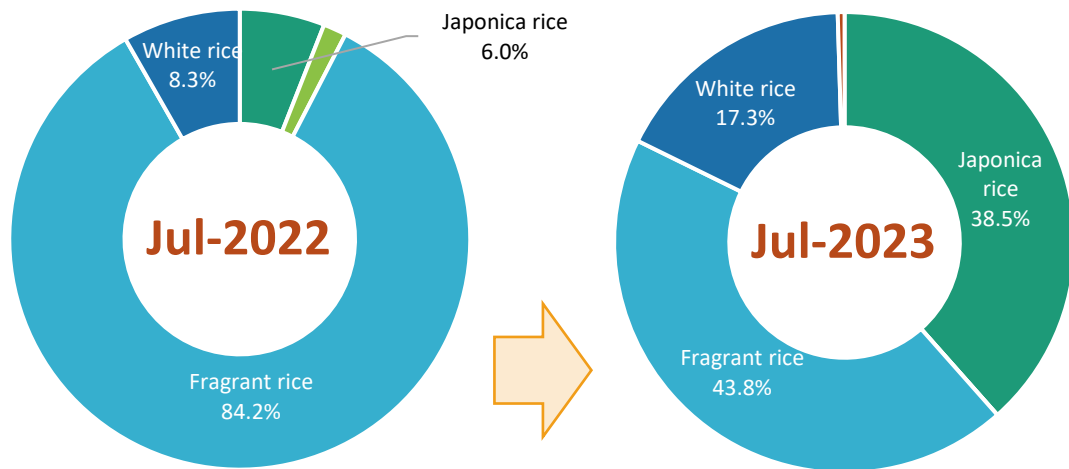
## Changes in percentage of export value to the U.S., Jul-2023



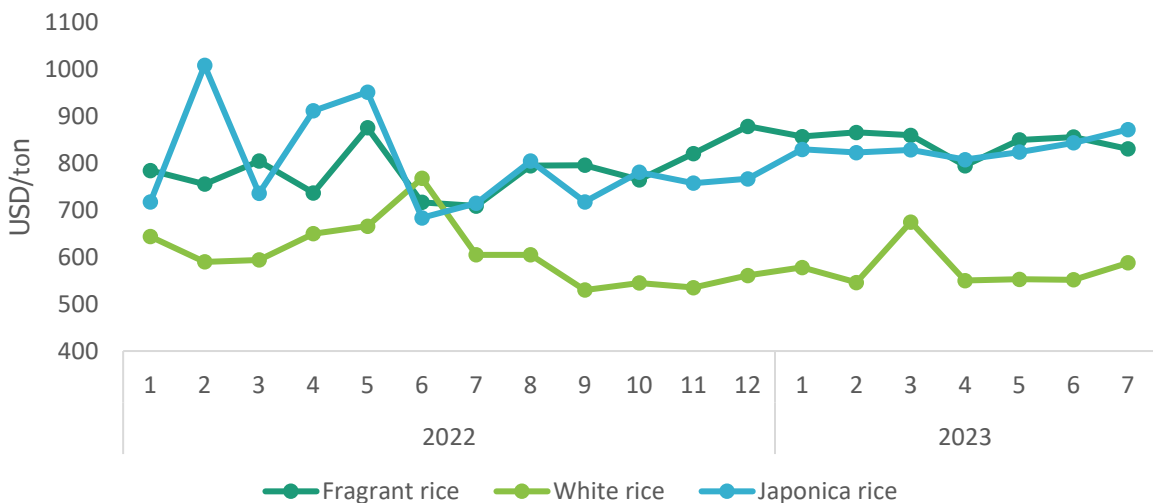


# RICE

## Structure of exports by products to the U.S., Jul-2023



## Average export rice price to the U.S., Jul-2023



## Export results to the U.S., Jul-2023



### Fragrant rice

Value: **1.0** million USD  
 Decrease **15%** compared to Jun-2023  
 Increase **20%** compared to Jul-2022



### Japonica rice

Value: **0.9** million USD  
 Increase **21%** compared to Jun-2023  
 Increase **1,387%** compared to Jul-2022



### White rice

Value: **0.4** million USD  
 Increase **35%** compared to Jun-2023  
 Increase **382%** compared to Jul-2022

### Japonica rice

The average export price in Jul-2023 is **872** USD/ton; Increase **3%** compared to the previous month; and increase **22%** compared to the same month of 2022.

### Fragrant rice

The average export price in Jul-2023 is **831** USD/ton; Decrease **3%** compared to the previous month; and increase **17%** compared to the same month of 2022.

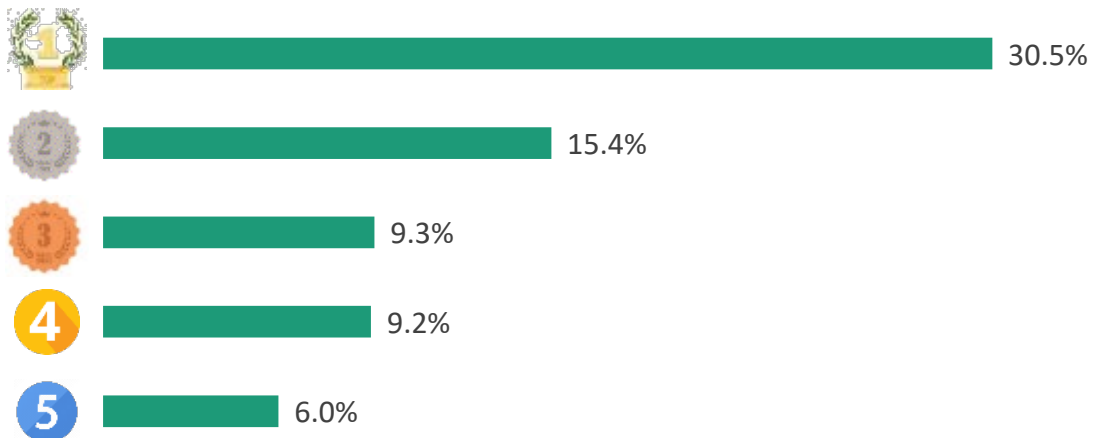
### White rice

The average export price in Jul-2023 is **588** USD/ton; Increase **7%** compared to the previous month; and decrease **3%** compared to the same month of 2022.

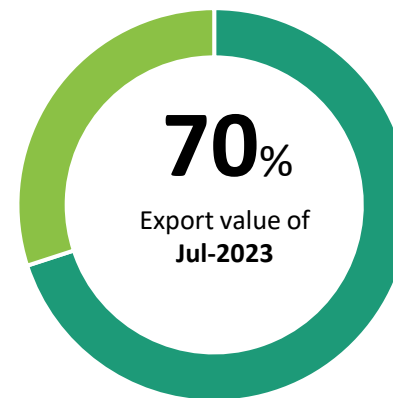


# RICE

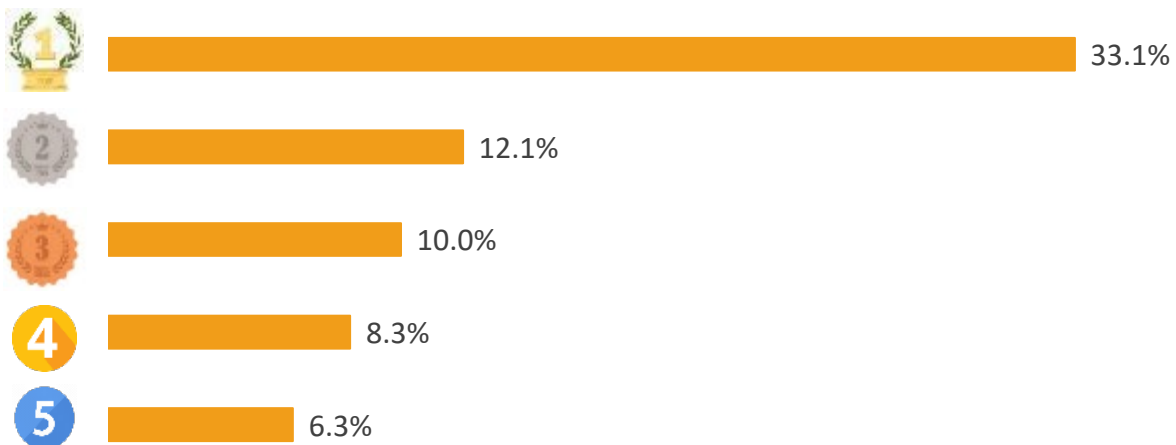
## TOP 5 export enterprises by value to the U.S., Jul-2023



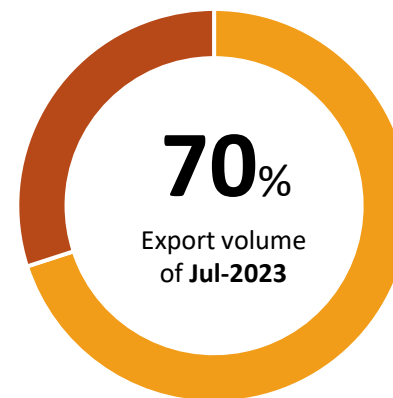
## Value ratio of TOP 5 export enterprises to the U.S., Jul-2023



## TOP 5 export enterprises by volume to the U.S., Jul-2023



## Volume ratio of TOP 5 export enterprises to the U.S., Jul-2023





# RICE



## SPOTLIGHTS

According to the US Department of Agriculture (USDA), US rice production in the 2023/24 crop year is estimated to reach 9.2 million tons, an increase of 2.0 million tons over the same period last year.

*Source: USDA (8/2023)*

US rice exports are estimated at 3.6 million tons, up 0.7 million tons over the same period last year, due to large supply and lower export prices.

*Source: USDA (8/2023)*

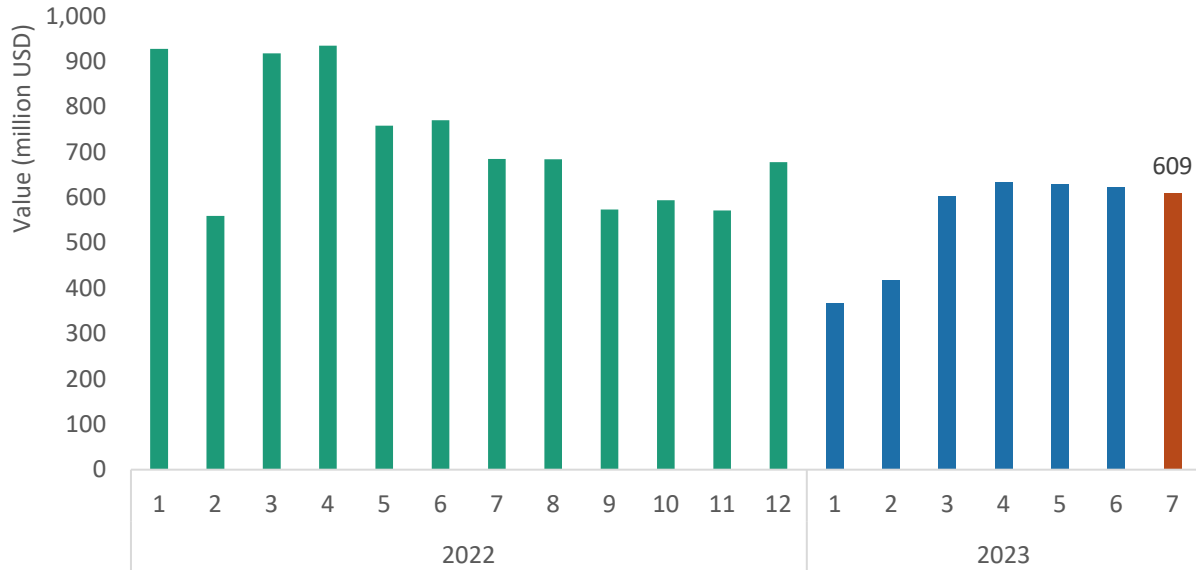
US long-grain rice exports are estimated at 2.4 million tons, mainly exported to Latin American countries and the Middle East region. While exports of medium and short grain rice are estimated at 1.2 million tons to Japan, Korea and Taiwan.

*Source: USDA (8/2023)*



# WOOD & PRODUCTS

## Export value to the U.S., Jul-2023



## Export results to the U.S., Jul-2023

VALUE

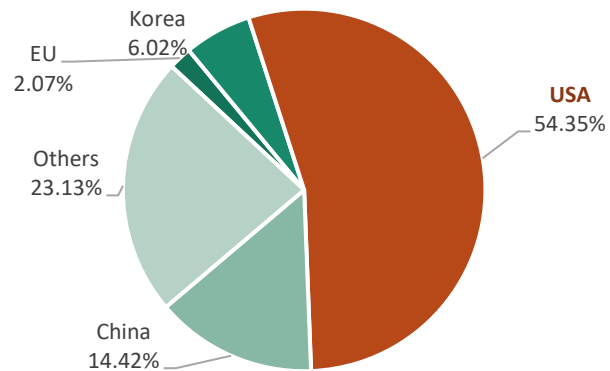


609

million USD

- ↘ Decrease **2.1%** compared to Jun-2023
- ↘ Decrease **11.1%** compared to Jul-2022
- ↘ **112 million USD** less than the monthly average rate in 2022
- ❖ Accumulated 7 months of 2023 reaches **3.9** billion USD, **44.9%** of total 2022

## Percentage of export value to the U.S., Jul-2023



## Changes in percentage of export value to the U.S., Jul-2023

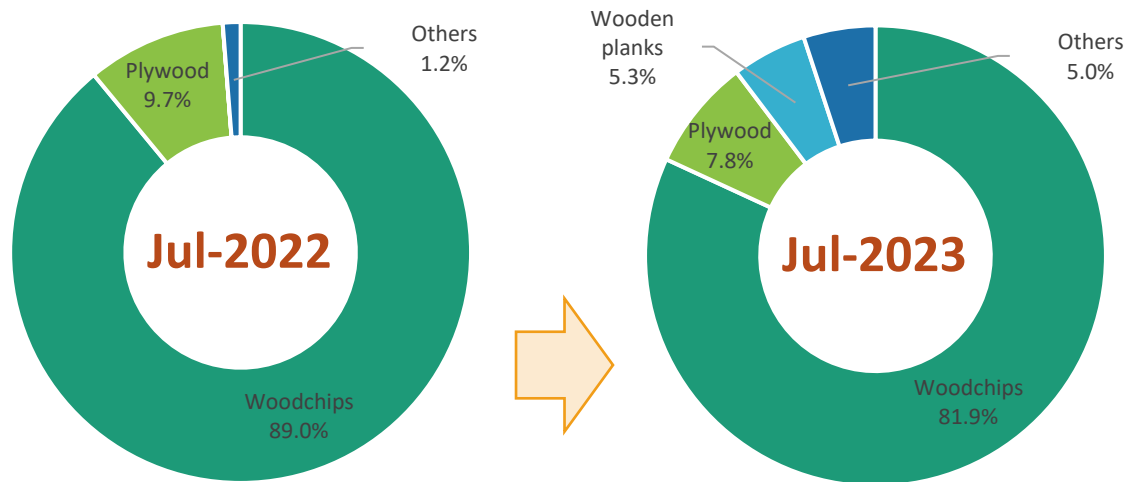






# WOOD & PRODUCTS

## Structure of exports by products to the U.S., Jul-2023



## Export results to the U.S., Jul-2023



### Woodchips

Value: **23.2** million USD

Decrease **15%** compared to Jun-2023

Decrease **39%** compared to Jul-2022



### Plywood

Value: **2.2** million USD

Decrease **14%** compared to Jun-2023

Decrease **47%** compared to Jul-2022



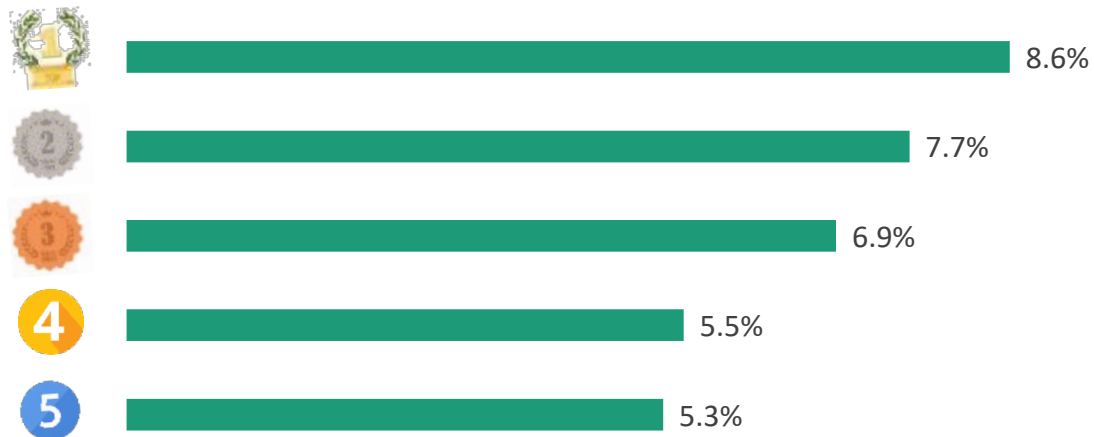
### Wooden planks

Value: **1.5** million USD

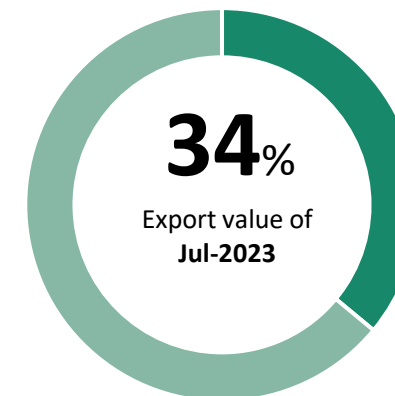
Increase **28%** compared to Jun-2023

Increase **736** times compared to Jul-2022

## TOP 5 export enterprises by value to the U.S., Jul-2023



## Value ratio of TOP 5 export enterprises to the U.S., Jul-2023





# WOOD & PRODUCTS

## SPOTLIGHTS



US imports of tropical hardwood lumber reached 17,832 m3 in June 2023, up 14% over the previous month and down 25% over the same period last year. Imports from Malaysia doubled in June 2023 compared to the previous month, imports from Congo increased by 64%, Cameroon increased by 60%, and Ecuador increased by 44%.

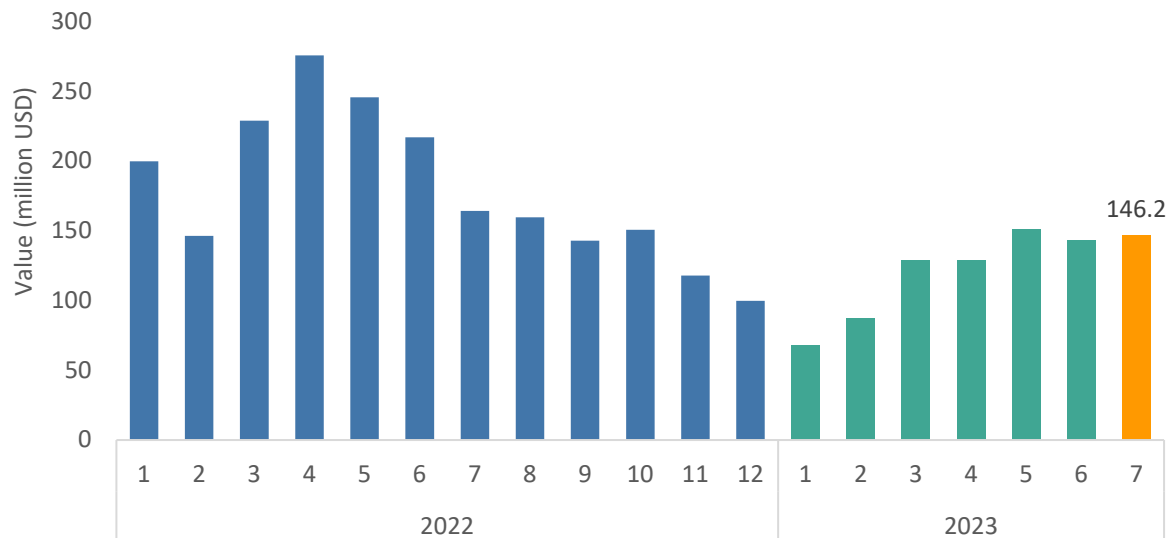
US imports of wooden furniture in June 2023 decreased by 3% compared to the previous month due to relatively stable imports from countries. Except, imports from Indonesia have decreased by 30%, Mexico decreased by 8%.

Source: ITTO

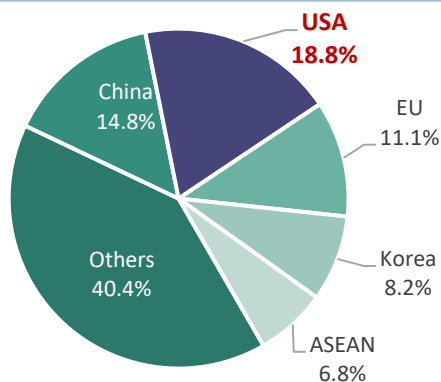


# SEAFOOD

## Export value to the U.S., Jul-2023



## Percentage of export value to the U.S., Jul-2023



## Export results to the U.S., Jul-2023

VALUE  
**146.2** million USD

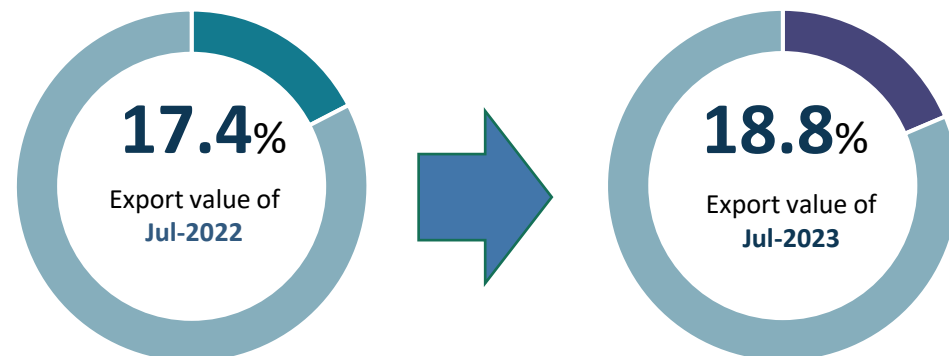
↗ Increase **2.0** % compared to Jun-2023

↘ Decrease **10.9** % compared to Jul-2022

↓ **32.3** million USD less than the monthly average rate in 2022

❖ Accumulated 7 months of 2023 reaches **852.5 mil.USD**, **39.7%** of total 2022

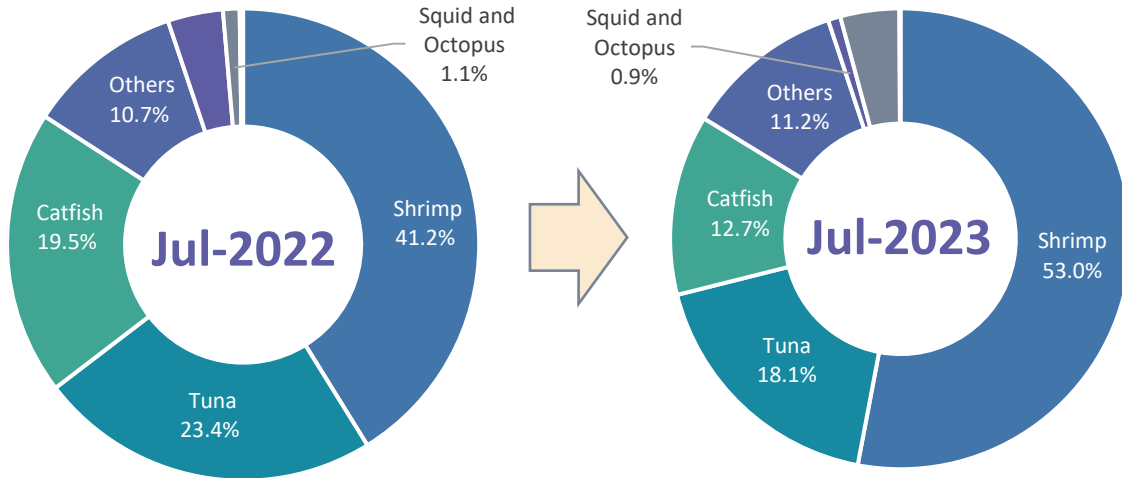
## Changes in percentage of export value to the U.S., Jul-2023



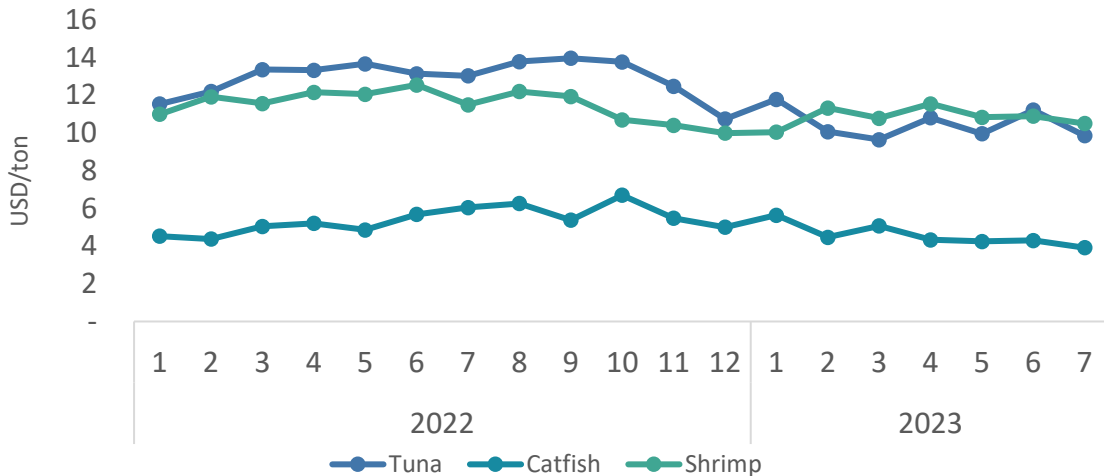


# SEAFOOD

## Structure of exports by products to the U.S., Jul-2023



## Average export seafood price to the U.S., Jul-2023



## Export results to the U.S., Jul-2023



### Shrimp

Value: **75.8** million USD

Increase **4.2%** compared to Jun-2023

Increase **12.8%** compared to Jul-2022



### Tuna

Value: **25.9** million USD

Increase **15.3%** compared to Jun-2023

Decrease **32.3%** compared to Jul-2022



### Catfish

Value: **18.1** million USD

Decrease **20.1%** compared to Jun-2023

Decrease **43.1%** compared to Jul-2022

### Tuna

The average export price in Jul-2023 is **9.9** USD/kg; **Decrease 12.1%** compared to the previous month; and **decrease 24.4%** compared to the same month of 2022.

### Catfish

The average export price in Jul-2023 is **3.9** USD/kg; **Decrease 8.9%** compared to the previous month; and **decrease 35.3%** compared to the same month of 2022.

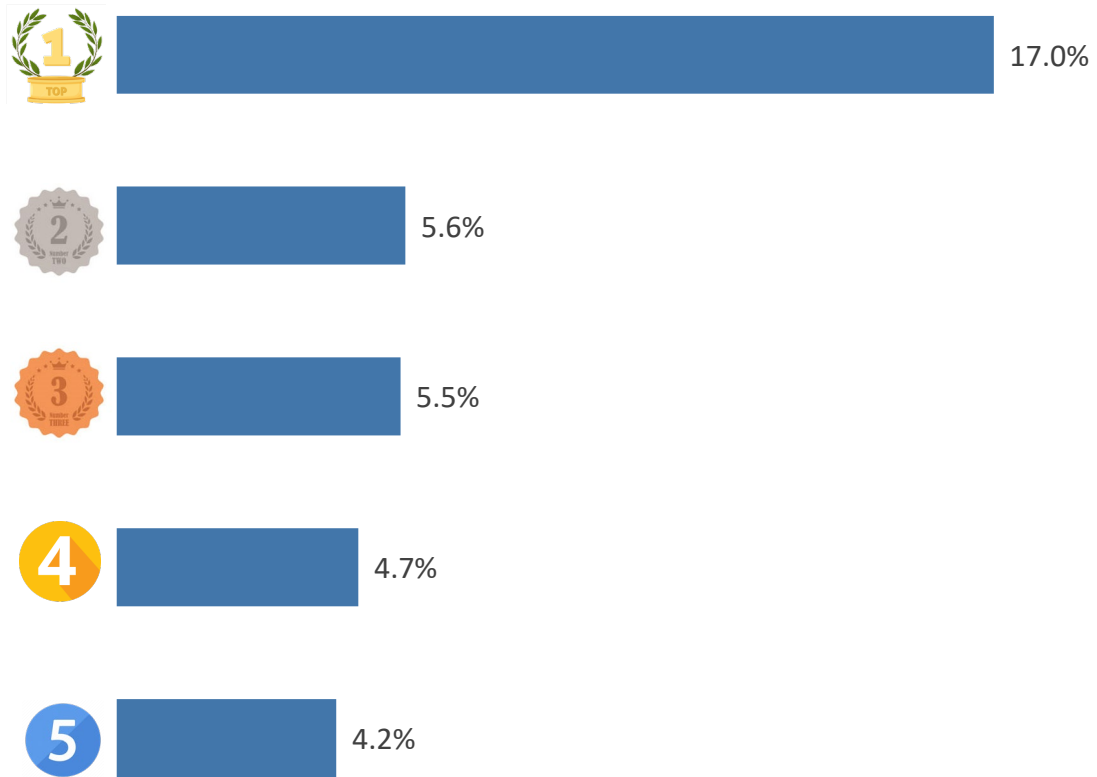
### Shrimp

The average export price in Jul-2023 is **10.5** USD/kg; **Decrease 3.6%** compared to the previous month; and **decrease 8.6%** compared to the same month of 2022.

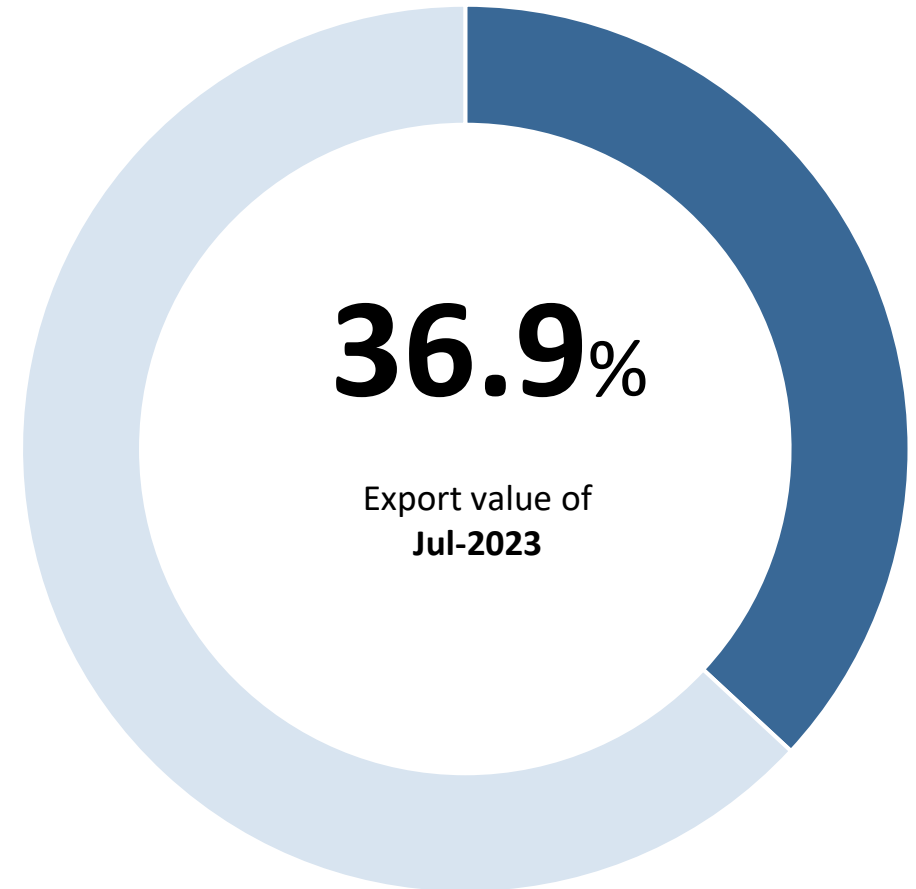


# SEAFOOD

## TOP 5 export enterprises by value to the U.S., Jul-2023



## Value ratio of TOP 5 export enterprises to the U.S., Jul-2023





# SEAFOOD

## SPOTLIGHTS

01

### **NOAA releases the United States's first national fisheries strategy**

The first national fisheries strategy of the United States includes four main goals: maintaining or increasing sustainable wild fishing yields, increasing sustainable aquaculture production, and promoting access to both domestic and global markets for the U.S. seafood industry. The US National Oceanic and Atmospheric Administration (NOAA) hopes to achieve these three goals within the next five years. The fourth goal is to strengthen the entire U.S. seafood industry, recognizing seafood as a vital part of the blue economy, collaborating across federal agencies to modernize and maintain aquatic infrastructure American assets, promoting workforce development and advancement, equity and environmental justice.

*Source: Vasep (8/2023)*

02

### **Seafood inflation in the United States improved but retail sales did not increase**

Similar to the trend in previous months, inflation in the US retail seafood industry was lower than food and beverage inflation. Specifically, the retail price of fresh seafood decreased by 2%, the price of shellfish decreased by 7.6%, and the price of frozen seafood decreased by 4.3%. Although inflation has decreased, it has not yet caused consumers to increase their purchases at stores, so total sales and retail volume of seafood have not increased.

*Source: Vasep (8/2023)*

03

### **The United States is increasingly dependent on shrimp imported from Ecuador**

The United States imported about 16,000 tons of shrimp from Ecuador in May with an import value of about 116 million USD. Ecuador surpassed Indonesia to become the second largest shrimp source after India in the United States during the month. Ecuadorian shrimp production is noted to be more efficient than other Asian producers, with fewer diseases, more reliability and better yields.

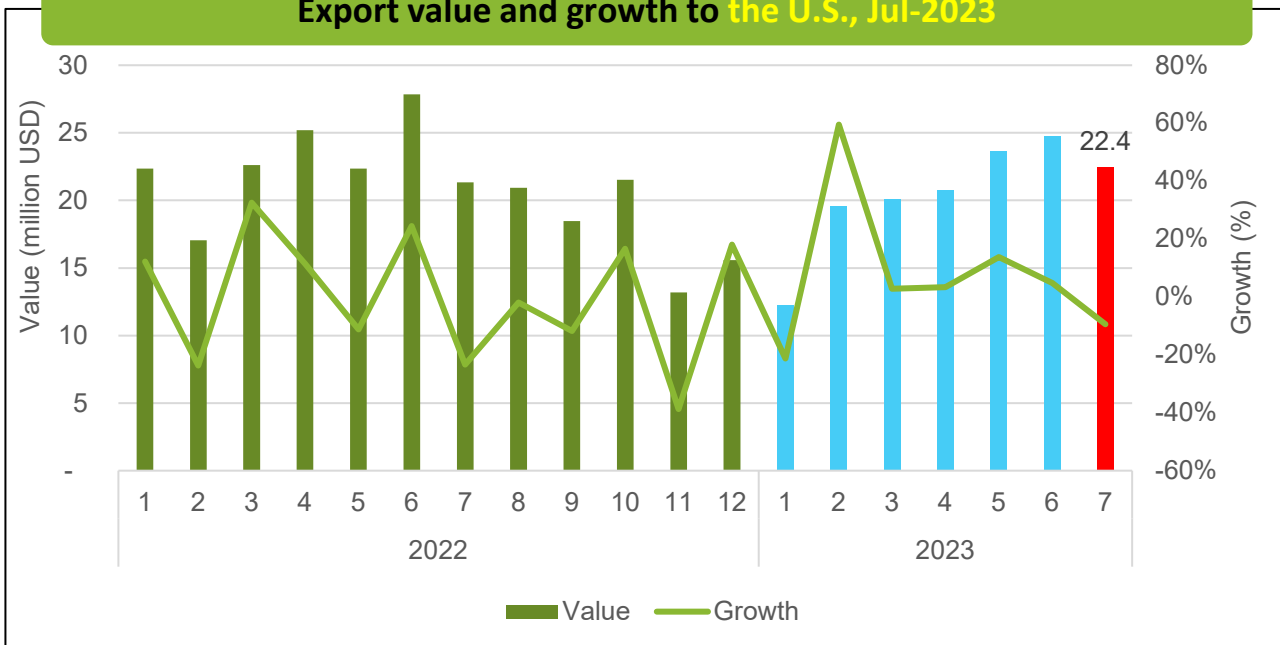
*Source: Vasep (8/2023)*





# FRUITS & VEGETABLES (EXPORT)

Export value and growth to the U.S., Jul-2023



Export results to the U.S., Jul-2023



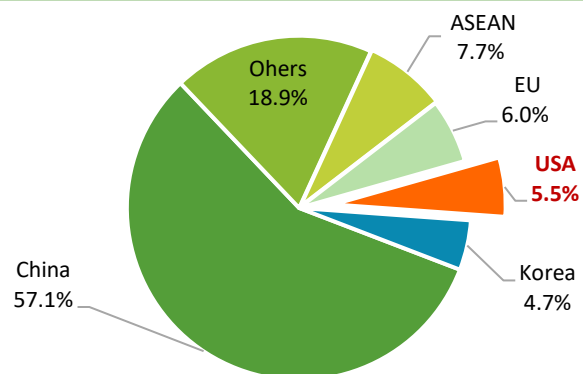
Decrease **9.4%** compared to Jun-2023

Increase **5.2%** compared to Jul-2022

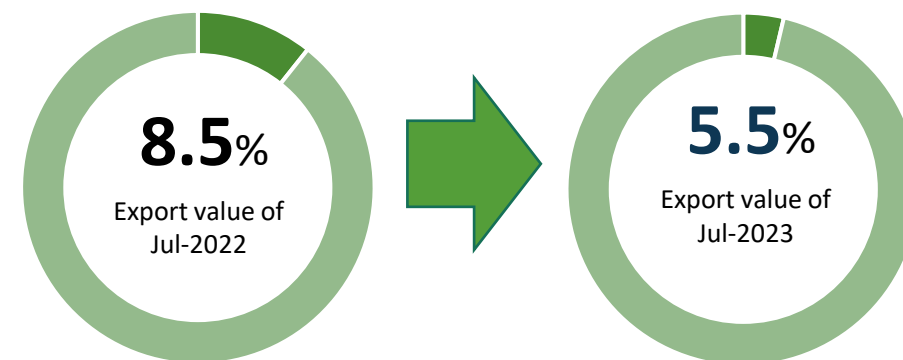
**1.8 million USD** more than the monthly average rate in 2022

Accumulated 7 months of 2023 reaches **140.5 million USD**, **56.7%** of total 2022

Percentage of export value to the U.S., Jul-2023



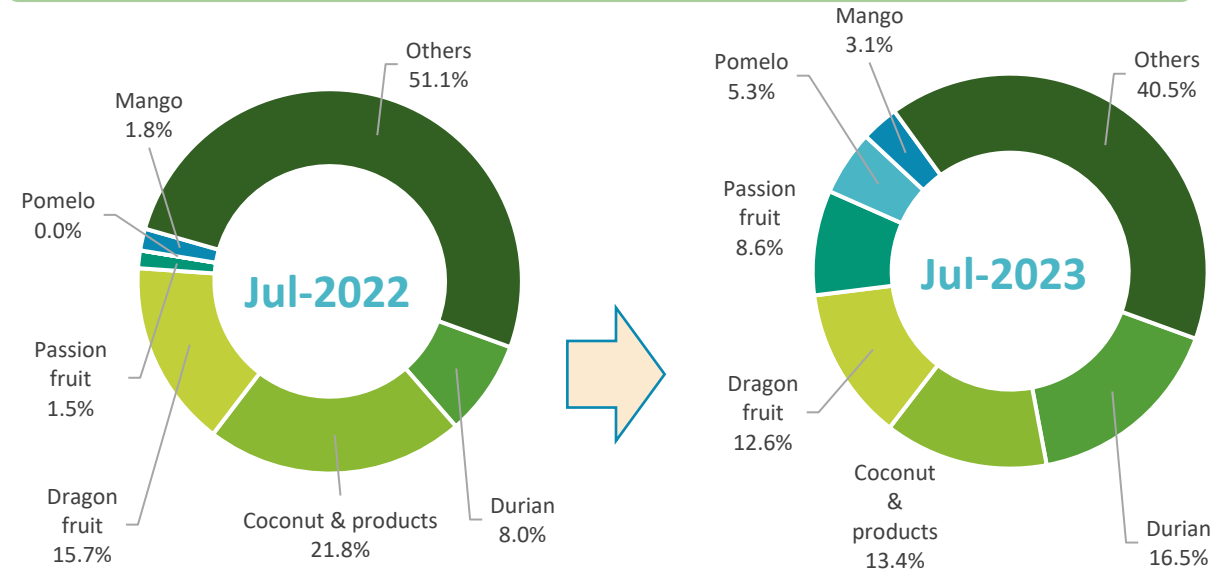
Changes in percentage of export value to the U.S., Jul-2023





# FRUITS & VEGETABLES (EXPORT)

## Structure of exports by products to the U.S., Jul-2023



## Export results to the U.S., Jul-2023



### Durian

Value: **3.7** million USD

Decrease **44.0%** compared to Jun-2023

Increase **115.4%** compared to Jul-2022



### Coconut & products

Value: **3.0** million USD

Decrease **35.2%** compared to Jun-2023

Decrease **35.3%** compared to Jul-2022



### Dragon fruit

Value: **2.8** million USD

Increase **86.0%** compared to Jun-2023

Decrease **15.8%** compared to Jul-2022



### Passion fruit

Value: **1.9** million USD

Increase **47.3%** compared to Jun-2023

Increase **506.6%** compared to Jul-2022



### Pomelo

Value: **1.2** million USD

Decrease **15.7%** compared to Jun-2023

Increase **553,626%** compared to Jul-2022



### Mango

Value: **0.69** million USD

Decrease **17.1%** compared to Jun-2023

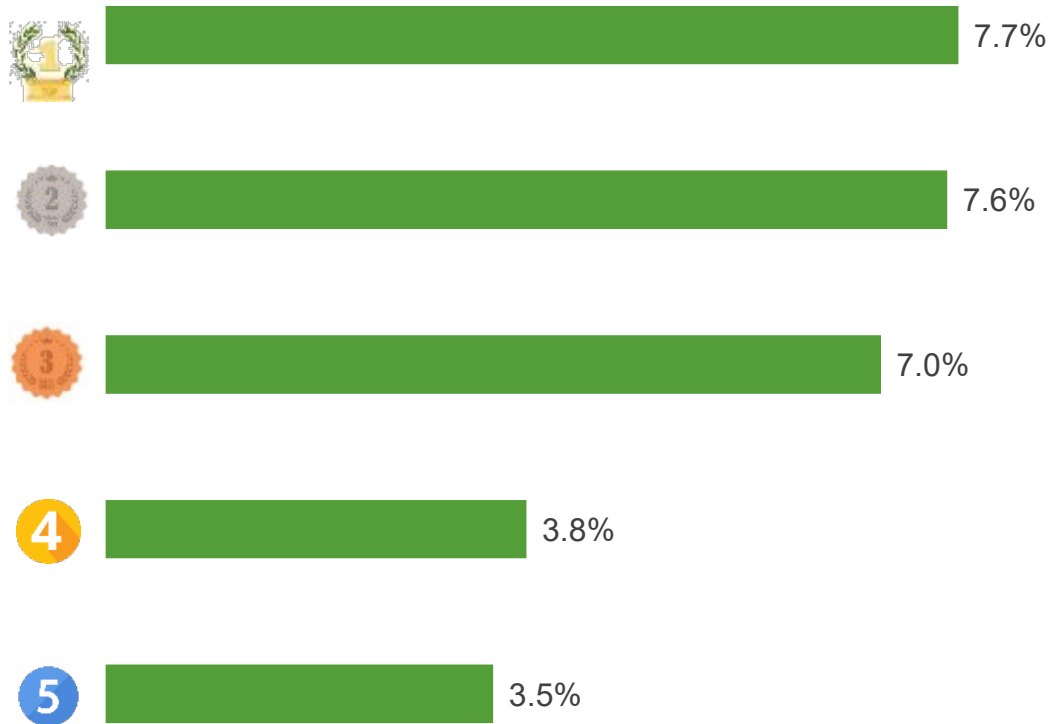
Increase **75.7%** compared to Jul-2022



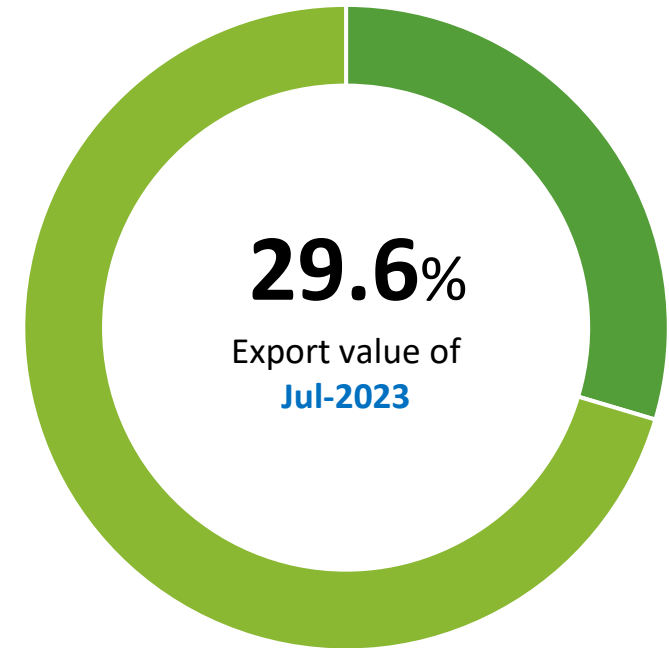


# FRUITS & VEGETABLES (EXPORT)

TOP 5 export enterprises by value to the U.S., Jul-2023, Jul-2023



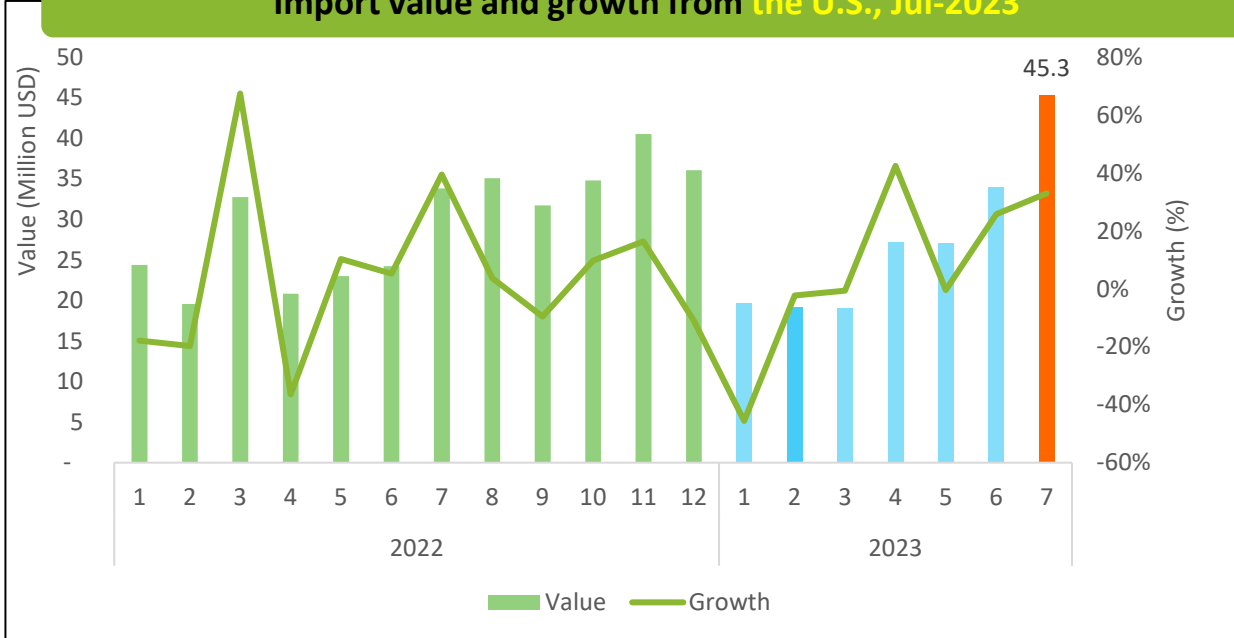
Value ratio of TOP 5 export enterprises to the U.S., Jul-2023, Jul-2023





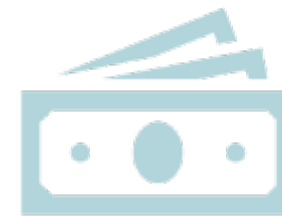
# FRUITS & VEGETABLES (IMPORT)

Import value and growth from the U.S., Jul-2023



Import results from the U.S., Jul-2023

VALUE



45.3

million USD

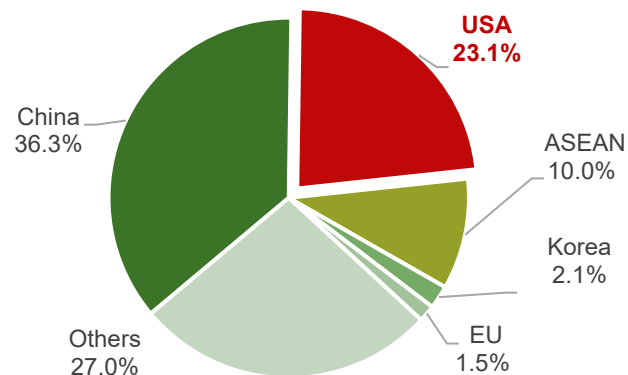
Increase **33.0%** compared to Jun-2023

Increase **33.9%** compared to Jul-2022

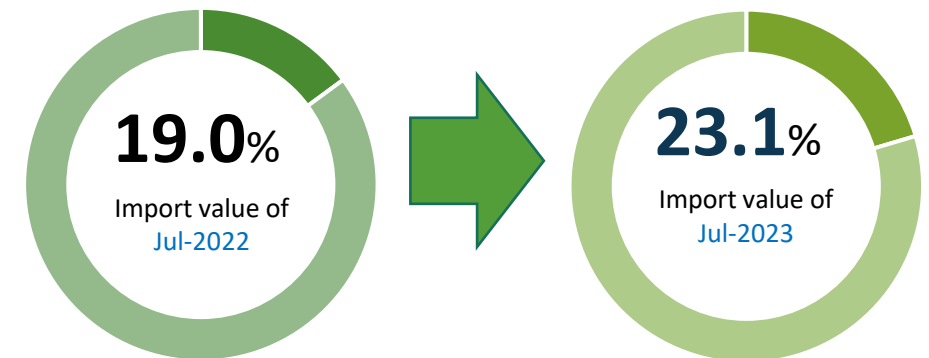
**15.6 million USD** less than the monthly average rate in 2022

Accumulated 7 months of 2023 reaches **191.8 million USD**, **53.8%** of total 2022

Percentage of import value from the U.S., Jul-2023



Changes in percentage of import value from the U.S., Jul-2023

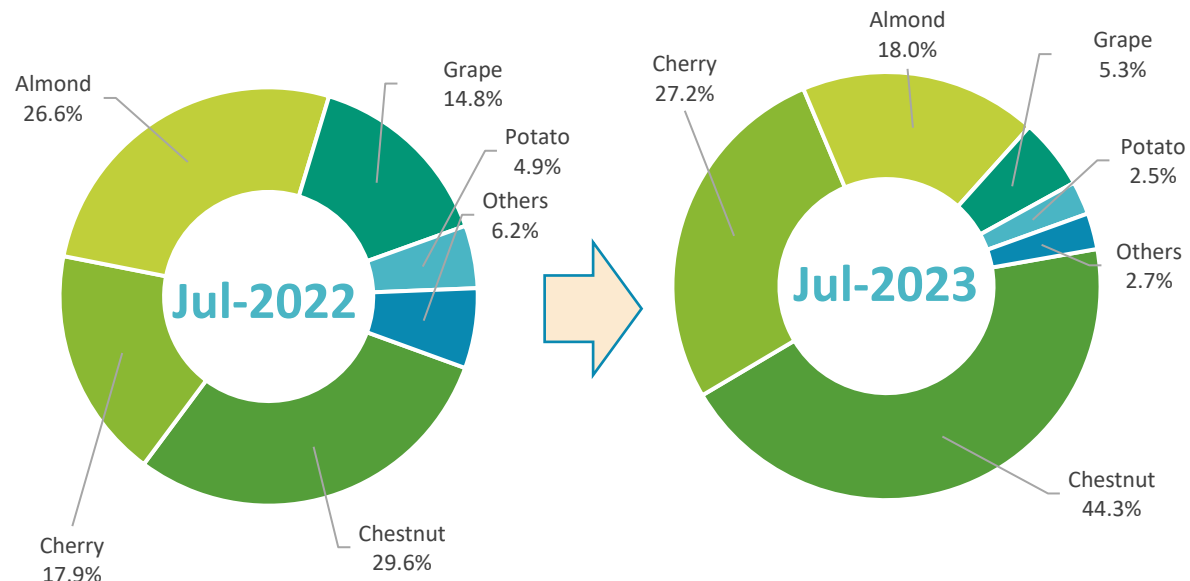


Source: Calculated from data of the General Department of Customs

# FRUITS & VEGETABLES (IMPORT)



## Structure of exports by products from the U.S., Jul-2023



### Almond

Value: **8.** million USD

Increase **17.0%** compared to Jun-2023

Decrease **9.6%** compared to Jul-2022



### Grape

Value: **2.4** million USD

Increase **307.2%** compared to Jun-2023

Decrease **51.7%** compared to Jul-2022



### Potato

Value: **1.1** million USD

Decrease **46.5%** compared to Jun-2023

Decrease **30.7%** compared to Jul-2022

## Import results from the U.S., Jul-2023



### Chestnut

Value: **20.0** million USD

Increase **13.2%** compared to Jun-2023

Increase **100%** compared to Jul-2022



### Cherry

Value: **12.3** million USD

Increase **135.6%** compared to Jun-2023

Increase **103.2%** compared to Jul-2022

01

US potato retail sales reached 16.9 billion USD from July 2022 to June 2023, increased 16.8% compared to the same period last year. Potato retail price is 5.19 USD/kg, with a price increase of 18.3% compared to the same period last year.

*Source: Freshplaza.com*

02

On August 8 (local time), Department of Animal and Plant Health Quarantine (APHIS) (USDA) sent a letter to the Plant Protection Department (MARD) informing about allowing Vietnam to "immediately" export coconut to this market. According to APHIS, Vietnamese producers can start exporting skullcaps to the US "immediately". Since the U.S. Department of Animal and Plant Health has classified partially dehulled coconut as a processed product, the only phytosanitary requirements for consignments will occur only at ports in the US.

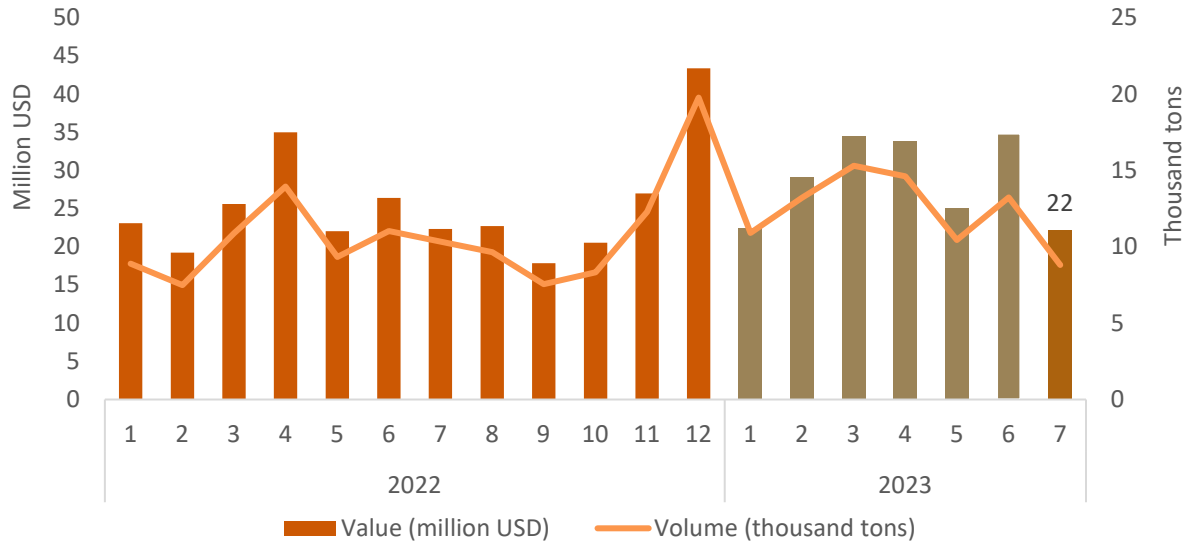
*Source: Nongnghiep.vn*



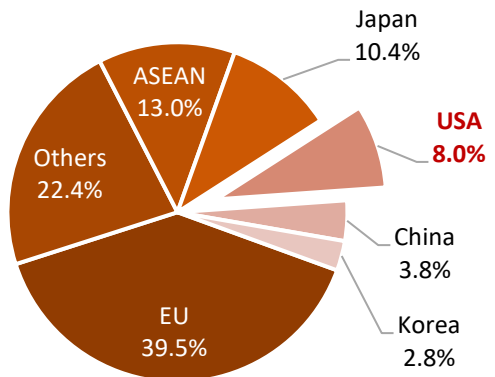


# COFFEE

## Export volume and value to the U.S., Jul-2023



## Percentage of export value to the U.S., Jul-2023



## Export results to the U.S., Jul-2023

### VALUE

**22.2** million USD

▼ Decrease **36.2%** compared to Jun-2023

▼ Decrease **0.5%** compared to Jul-2022

▼ **3.2** million USD less than the monthly average rate in 2022

❖ Accumulated 7 months of 2023 reaches **202.1** mil.USD, **66.2%** of total 2022

### VOLUME

**8.8** thousand tons

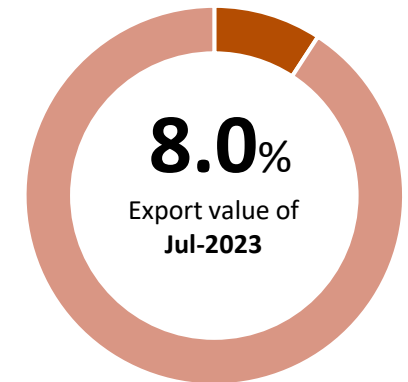
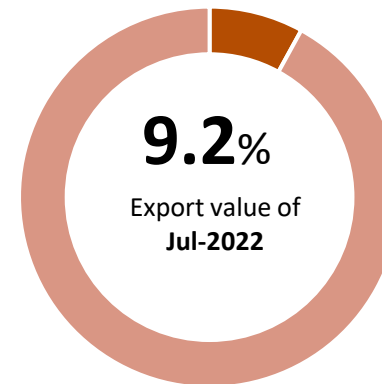
▼ Decrease **33.3%** compared to Jun-2023

▼ Decrease **14.7%** compared to Jul-2022

▼ **2.0** thousand tons less than the monthly average rate in 2022

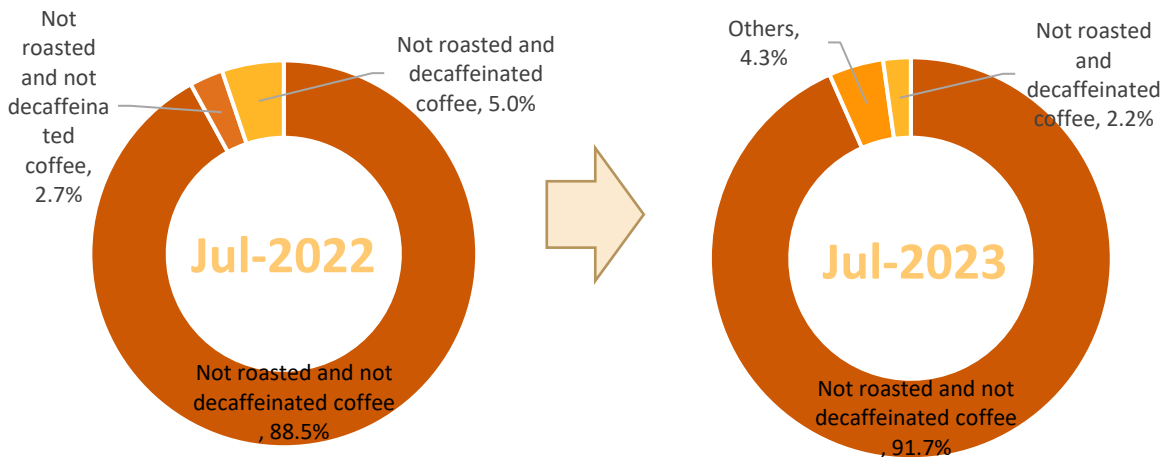
❖ Accumulated 7 months of 2023 reaches **86.5** thousand tons, **66.8%** of total 2022

## Changes in percentage of export value to the U.S., Jul-2023

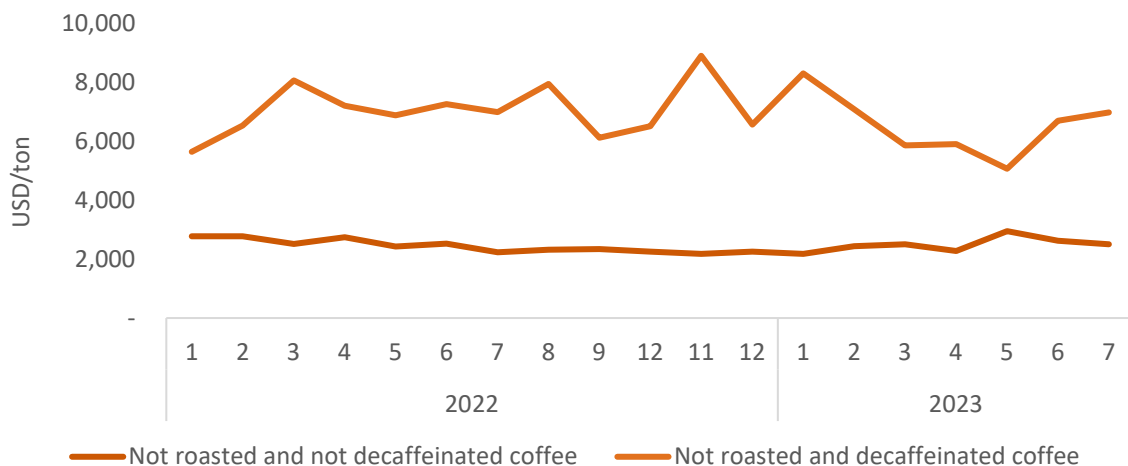


# COFFEE

## Structure of exports by products to the U.S., Jul-2023



## Average export coffee price to the U.S., Jul-2023



## Export results to the U.S., Jul-2023



### Not roasted and not decaffeinated coffee

Value: **20.2** million USD  
 Decrease **30%** compared to Jun-2023  
 Increase **2%** compared to Jul-2022



### Instant coffee

Value: **0.3** million USD  
 Decrease **91%** compared to Jun-2023  
 Decrease **46.7%** compared to Jul-2022



### Not roasted and decaffeinated coffee

Value: **0.5** million USD  
 Decrease **48.4%** compared to Jun-2023  
 Decrease **56.8%** compared to Jul-2022

### Not roasted and decaffeinated coffee

The average export price in Jul-2023 is **6,980** USD/ton; Increase **4.2%** compared to the previous month; but decrease **4.5%** compared to the same month of 2022.

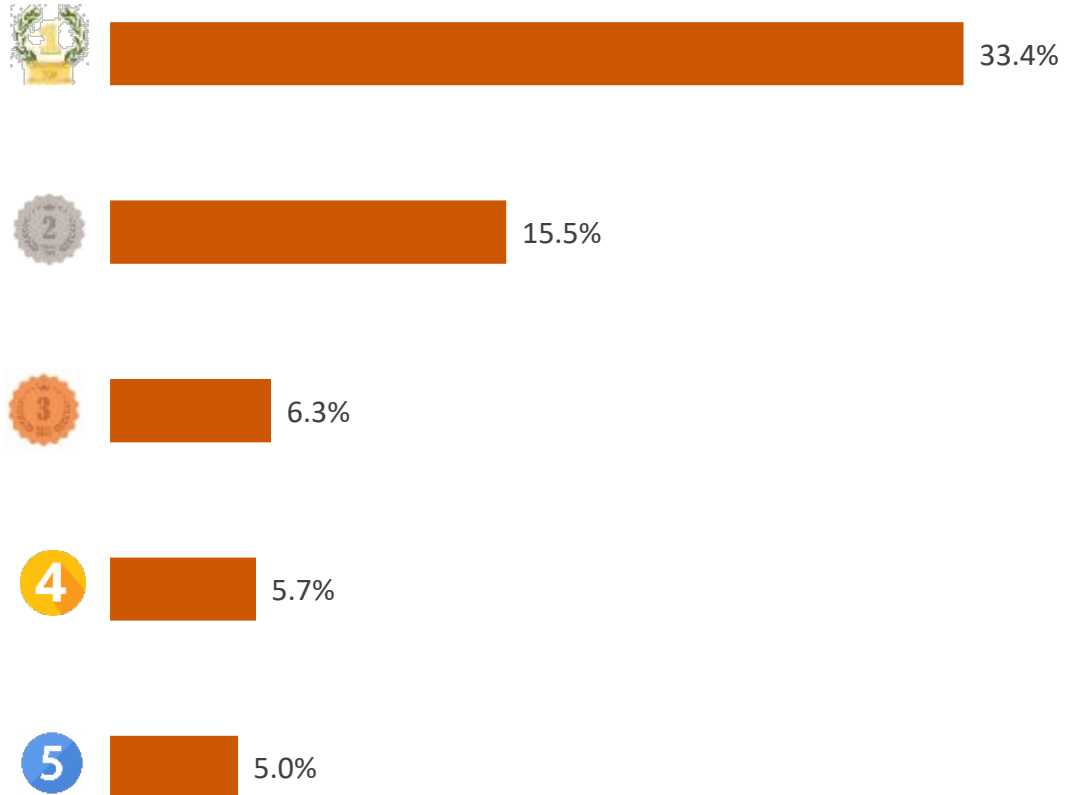
### Not roasted and not decaffeinated coffee

The average export price in Jul-2023 is **2,499** USD/ton; Decrease **0.1%** compared to the previous month; but increase **12%** compared to the same month of 2022.

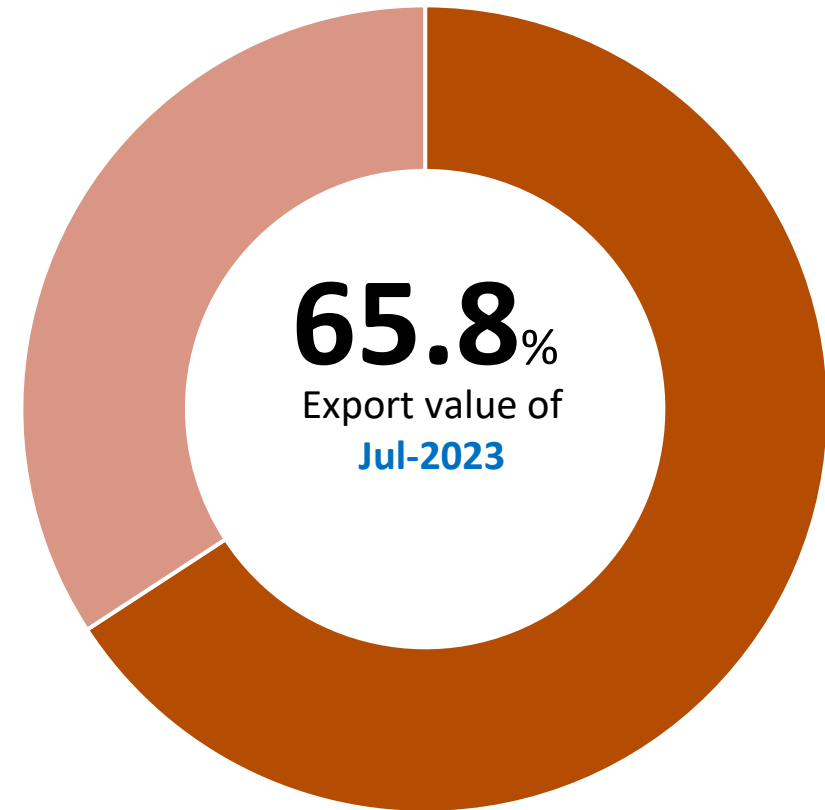


# COFFEE

## TOP 5 export enterprises by value to the U.S., Jul-2023



## Value ratio of TOP 5 export enterprises to the U.S., Jul-2023





### **US coffee imports decreased by 10.2%**

According to the US International Trade Commission (USITC), in the first 5 months of 2023, US coffee imports decreased by 10.2% in volume and 9.5% in value compared to the same period last year, reaching 617.1 thousand tons, worth 3.46 billion USD.

*Agency of Foreign Trade - Ministry of Industry and Trade (MOIT) (8/2023)*

### **US coffee imports are forecast to decrease by 100 million USD in 2023**

According to the US Agricultural Trade Outlook report in August 2023, the forecast for coffee imports in FY 2023 is reduced by \$100 million to \$9.5 billion due to falling prices. It is notable that coffee import values are expected to decline by 3 percent from FY 2022. However, FY 2024 imports are expected to increase 2 percent from the FY 2023 forecast to \$9.7 billion on improving production prospects in South America.

*Source: USDA (8/2023)*







# CASHEW NUTS

## Export volume and value to the U.S., Jul-2023



## Export results to the U.S., Jul-2023

**VALUE**  
**79.6** million USD

↘ Decrease **15.3%** compared to Jun-2023

↗ Increase **14%** compared to Jul-2022

↗ **9.3 million USD** more than the monthly average rate in 2022

❖ Accumulated 7 months of 2023 reaches **509.2 mil.USD**, **60%** of total 2022

**VOLUME**  
**14.4** thousand tons

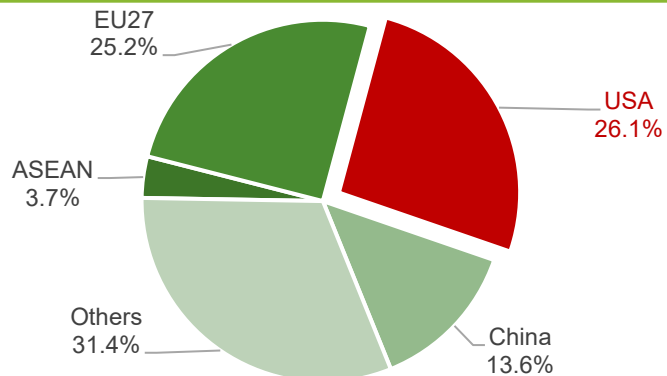
↘ Decrease **12.2%** compared to Jun-2023

↗ Increase **20%** compared to Jul-2022

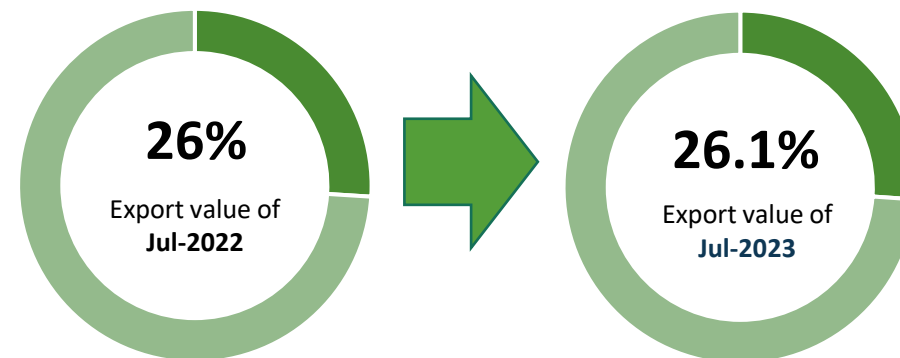
↗ **2.4 thousand tons** more than the monthly average rate in 2022

❖ Accumulated 7 months of 2023 reaches **88.5 thousand tons**, **62%** of total 2022

## Percentage of export value to the U.S., Jul-2023



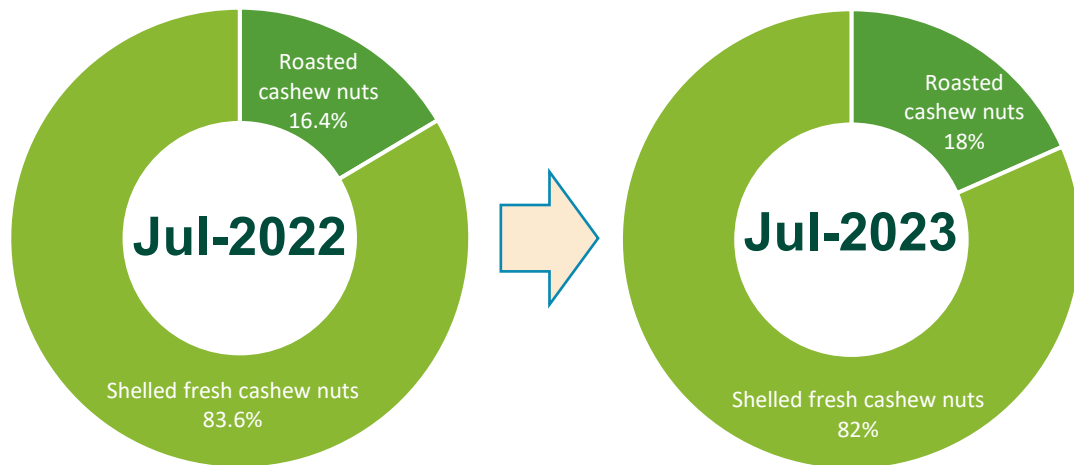
## Changes in percentage of export value to the U.S., Jul-2023



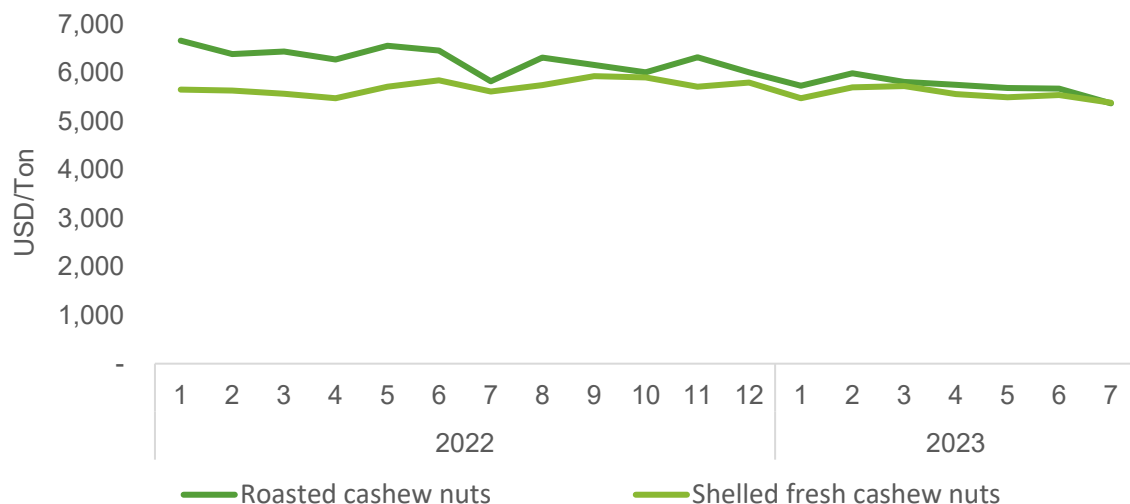


# CASHEW NUTS

## Structure of exports by products to the U.S., Jul-2023



## Average export cashew nuts price to the U.S., Jul-2023



## Export results to the U.S., Jul-2023



### Shelled fresh cashew nuts

Value: **64.9** million USD

Decrease **10.8%** compared to Jun-2023

Increase **22.1%** compared to Jul-2022



### Roasted cashew nuts

Value: **14.6** million USD

Decrease **30.9%** compared to Jun-2023

Increase **39.7%** compared to Jul-2022

### Shelled fresh cashew nuts

The average export price in Jul-2023 is **5,383** USD/ton; **Decrease 2.9%** compared to the previous month; and **decrease 4.1%** compared to the same month of 2022.

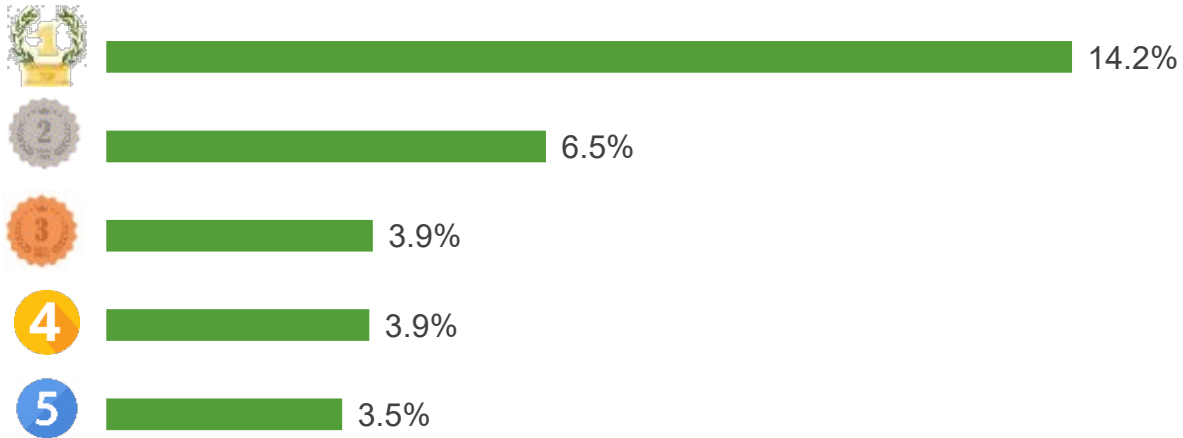
### Roasted cashew nuts

The average export price in Jul-2023 is **5,367** USD/ton; **Decrease 5.4%** compared to the previous month; and **decrease 7.9%** compared to the same month of 2022.

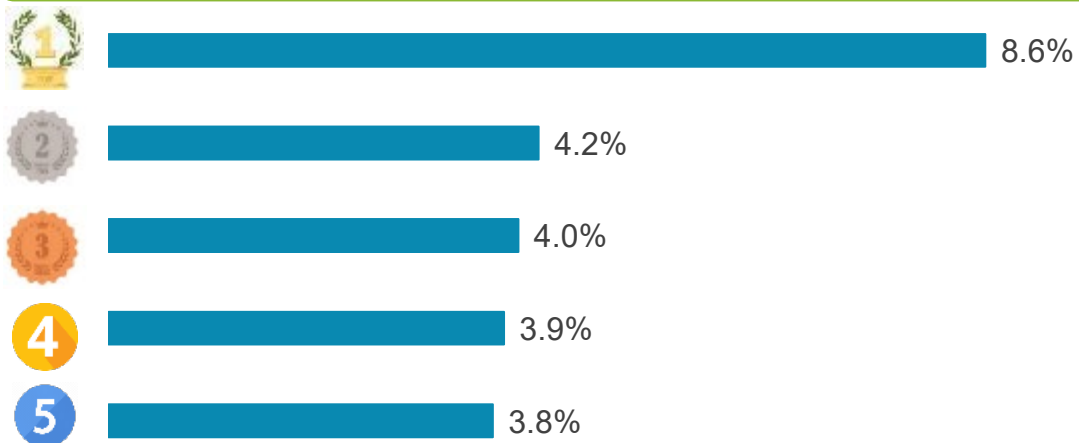


# CASHEW NUTS

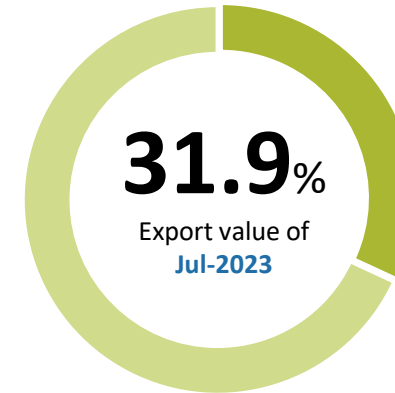
## TOP 5 export enterprises by value to the U.S., Jul-2023



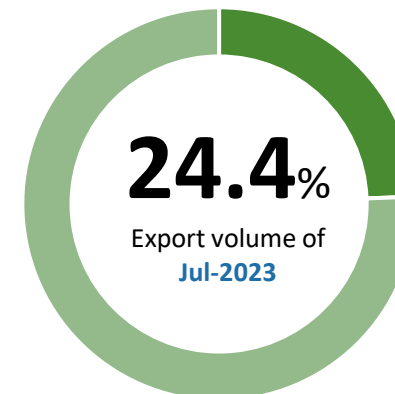
## TOP 5 export enterprises by volume to the U.S., Jul-2023



## Value ratio of TOP 5 export enterprises to the U.S., Jul-2023



## Volume ratio of TOP 5 export enterprises to the U.S., Jul-2023



# CASHEW NUTS

## SPOTLIGHTS



According to the International Trade Commission (ITC), in the first 6 months of 2023, the total import of cashew nuts in the United States reached over 64 thousand tons, worth 335.99 million USD, down 18.8% in volume and down 34.6% in value compared to the same period last year. In particular, the United States reduced imports of cashew nuts from Vietnam, a decrease of 22.7% in volume and a decrease of 31.8% in value, reaching 55.83 thousand tons, worth 317.85 million USD. Vietnam's cashew market share in total US imports decreased from 91.61% in the first 6 months of 2022 to 87.17% in the first 6 months of 2023.

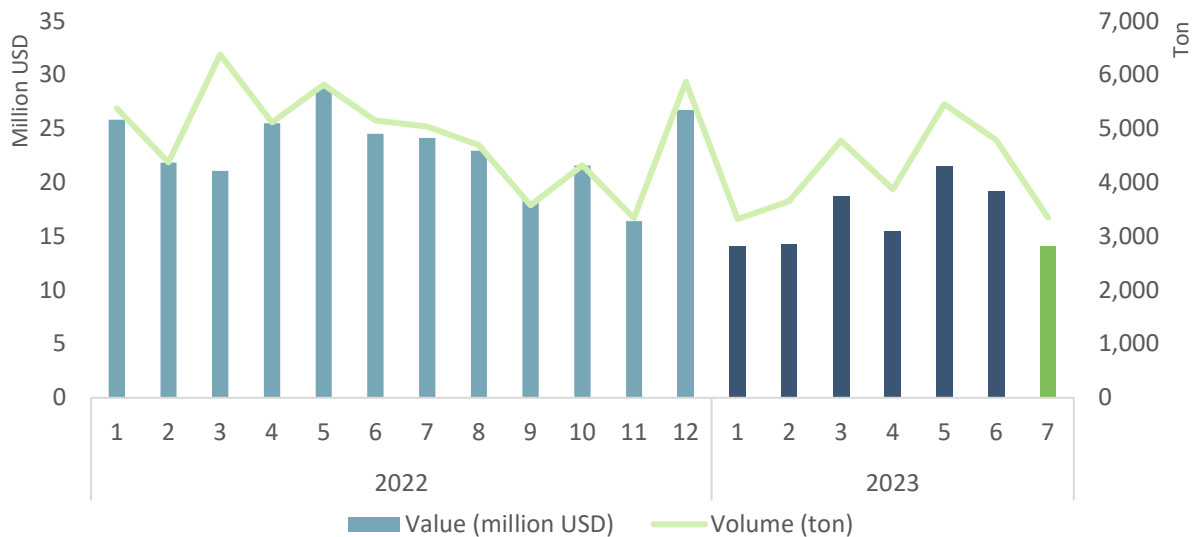
*Source: Ministry of Industry and Trade (MOIT) (08/2023)*





# PEPPER

## Export volume and value to the U.S., Jul-2023



## Export results to the U.S., Jul-2023

**VALUE**  
**14.1** million USD

↘ Decrease **26.8%** compared to Jun-2023

↘ Decrease **41.8%** compared to Jul-2022

↓ **9.1 million USD** less than the monthly average rate in 2022

❖ Accumulated 7 months of 2023 reaches **117.3 mil.USD, 42.2%** of total 2022

**VOLUME**  
**3.3** thousand tons



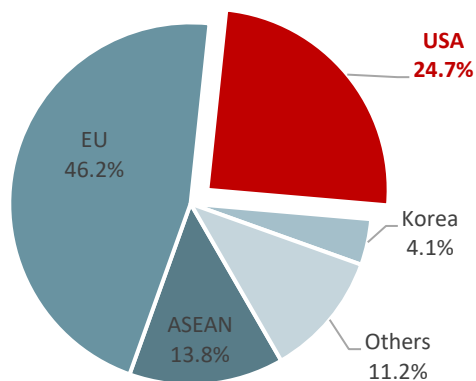
↘ Decrease **30.1%** compared to Jun-2023

↘ Decrease **33.6%** compared to Jul-2022

↓ **1.6 thousand tons** less than the monthly average rate in 2022

❖ Accumulated 7 months of 2023 reaches **29.2 thousand tons, 49.5%** of total 2022

## Percentage of export value the U.S., Jul-2023



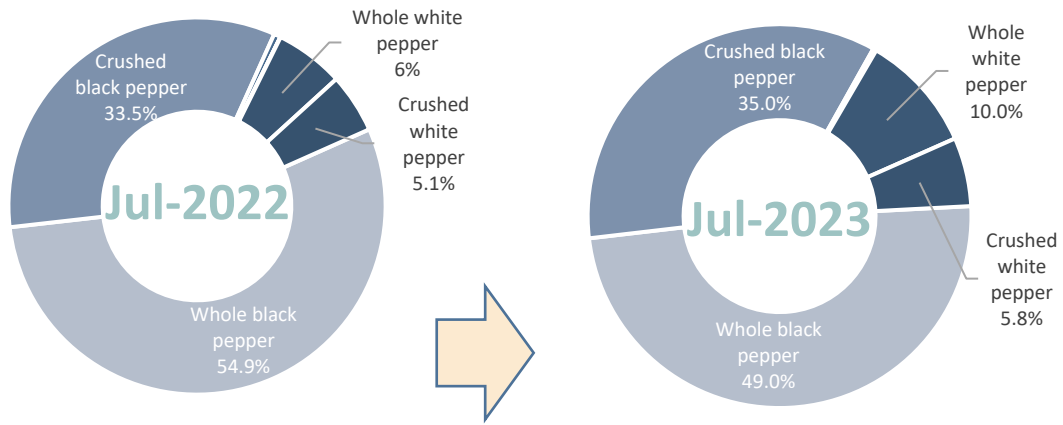
## Changes in percentage of export value to the U.S., Jul-2023



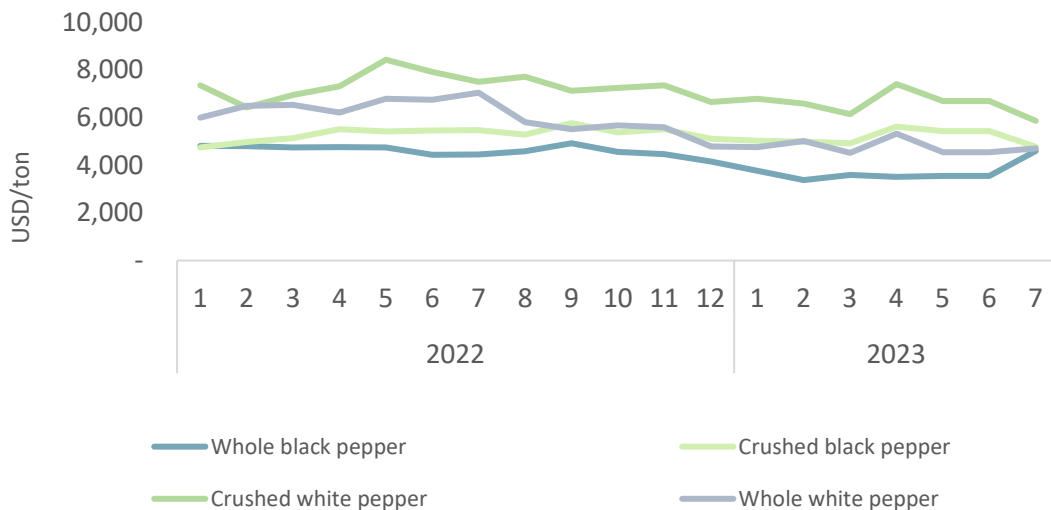


# PEPPER

## Structure of exports by products to the U.S., Jul-2023



## Average export pepper price to the U.S., Jul-2023



## Export results to the U.S., Jul-2023



### Whole black pepper

Value: **13.8** million USD

Increase **37.8%** compared to Jun-2023

Increase **4%** compared to Jul-2022



### Crushed black pepper

Value: **9.8** million USD

Increase **35.7%** compared to Jun-2023

Increase **21.6%** compared to Jul-2022



### Whole white pepper

Value: **2.8** million USD

Increase **119.2%** compared to Jun-2023

Increase **96.2%** compared to Jul-2022



### Crushed white pepper

Value: **1.6** million USD

Increase **118.9%** compared to Jun-2023

Increase **32.5%** compared to Jul-2022

### Whole black pepper

The average export price in Jul-2023 is **4,596** USD/ton; **Increase 19%** compared to the previous month; and **increase 3%** compared to the same month of 2022.

### Crushed black pepper

The average export price in Jul-2023 is **4,772** USD/ton; **Decrease 5%** compared to the previous month; and **decrease 13%** compared to the same month of 2022.

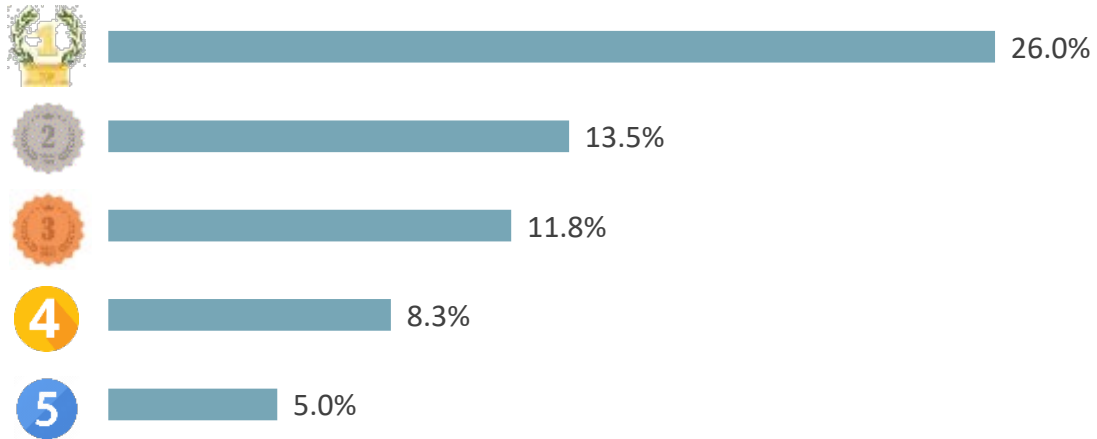
### Crushed white pepper

The average export price in Jul-2023 is **4,699** USD/ton; **Decrease 2%** compared to the previous month; and **decrease 33%** compared to the same month of 2022.

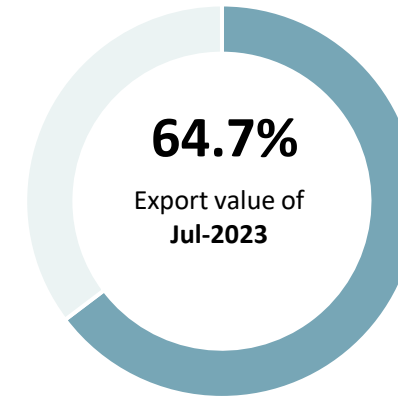


# PEPPER

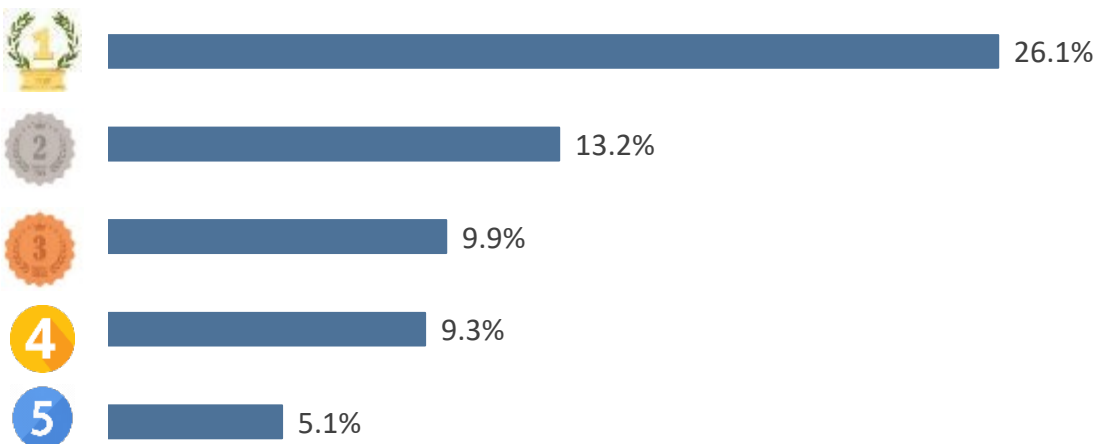
## TOP 5 export enterprises by value to the U.S., Jul-2023



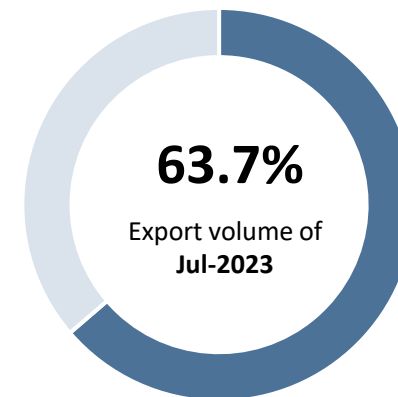
## Value ratio of TOP 5 export enterprises to the U.S., Jul-2023



## TOP 5 export enterprises by volume to the U.S., Jul-2023



## Volume ratio of TOP 5 export enterprises to the U.S., Jul-2023



# PEPPER

## SPOTLIGHTS



In the first 6 months of 2023, US pepper imports from Vietnam reached 25,858 tons, down 16.6% over the same period in 2022. The US market share in Vietnam's total pepper exports decreased from 25.1% (same period last year) to 16.9% (this year).

*Source: Vietnam Pepper Association (08/2023)*

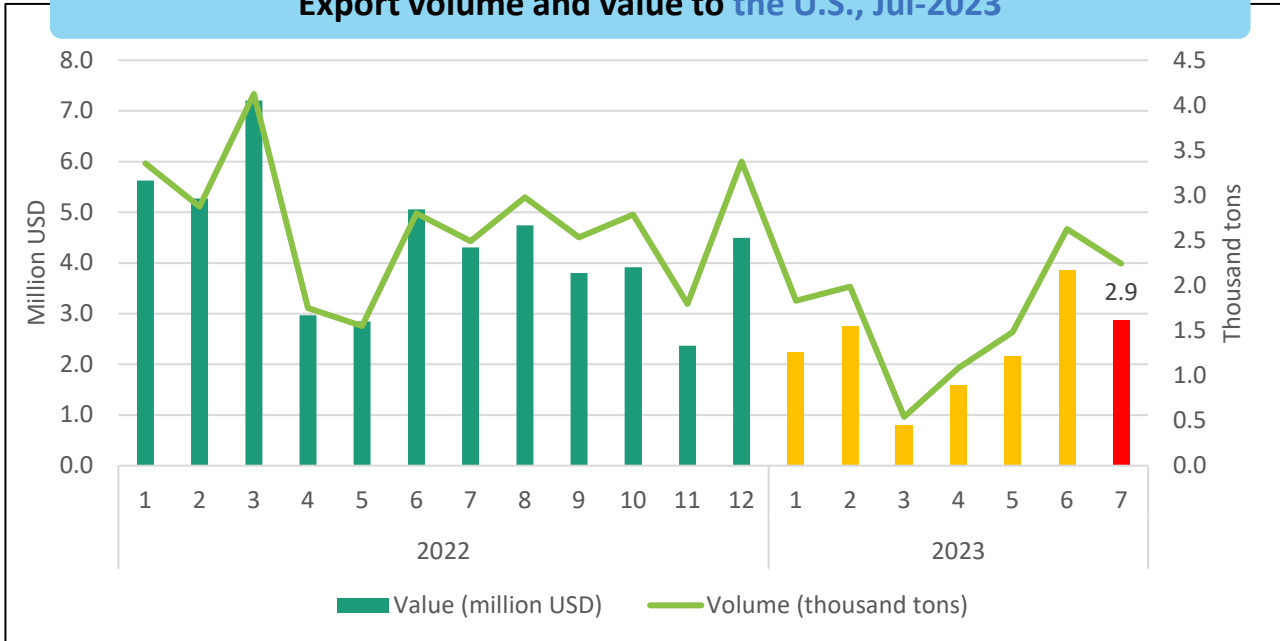






# RUBBER

## Export volume and value to the U.S., Jul-2023



## Export results to the U.S., Jul-2023

VALUE

**2.9** million USD



↘ Decrease **25.3%** compared to Jun-2023

↘ Decrease **33.1%** compared to Jul-2022

↓ **1.5 million USD** less than the monthly average rate in 2022

❖ Accumulated 7 months of 2023 reaches **16.3 mil.USD**, **31%** of total 2022

VOLUME

**2.2** thousand tons



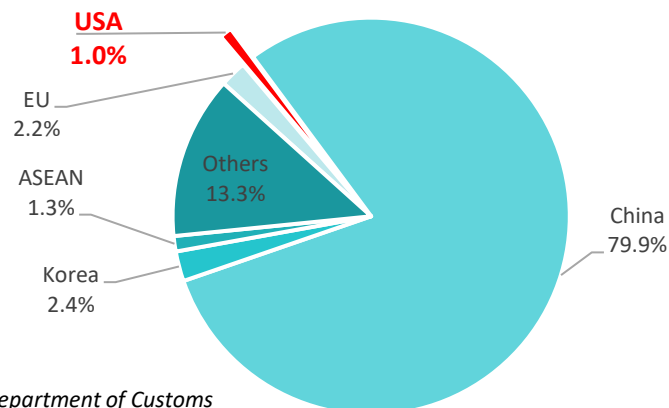
↘ Decrease **14.7%** compared to Jun-2023

↘ Decrease **10%** compared to Jul-2022

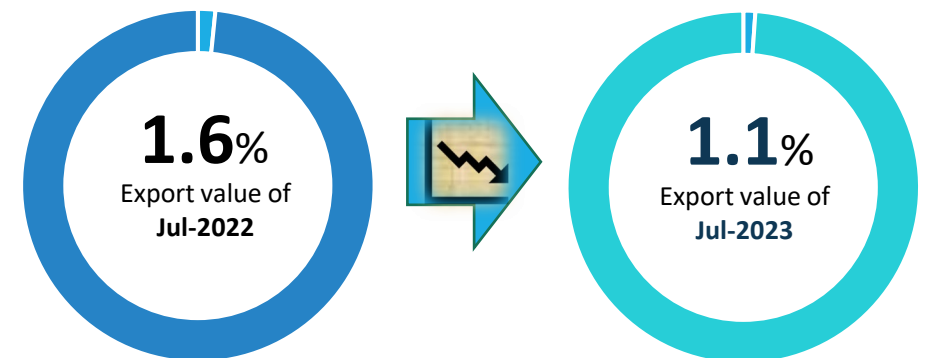
↓ **0.5 thousand tons** less than the monthly average rate in 2022

❖ Accumulated 7 months of 2023 reaches **11.8 thousand tons**, **36.4%** of total 2022

## Percentage of export value to the U.S., Jul-2023



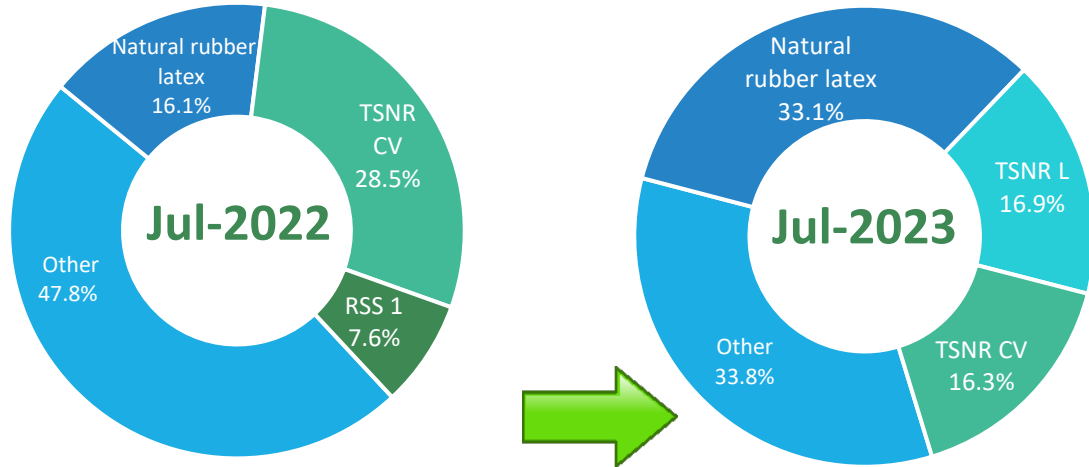
## Changes in percentage of export value to the U.S., Jul-2023



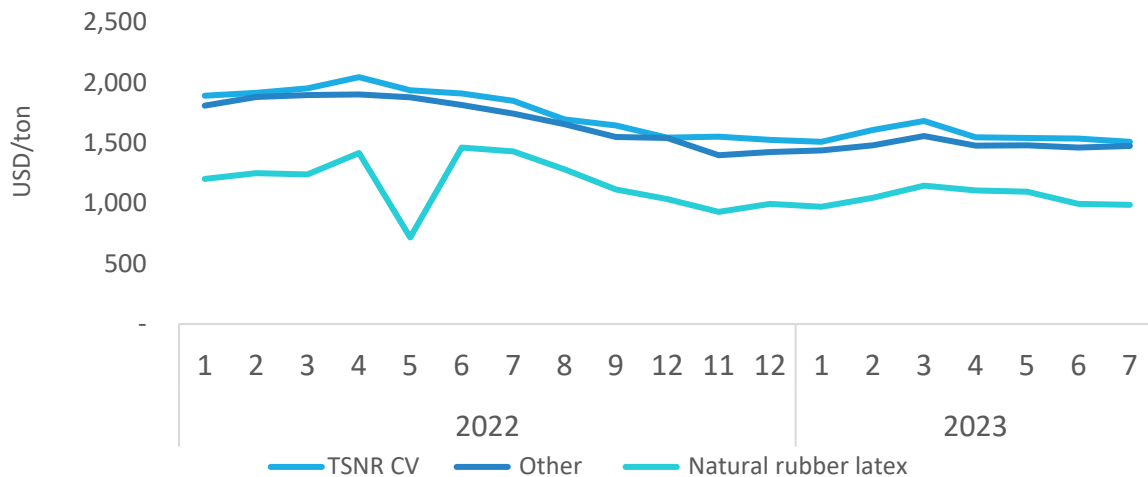


# RUBBER

## Structure of exports by products to the U.S., Jul-2023



## Average export rubber price to the U.S., Jul-2023



## Export results to the U.S., Jul-2023



### Others

Value: **0.9** million USD

Decrease **42.3%** compared to Jun-2023

Decrease **55.2%** compared to Jul-2022



### TSNR CV

Value: **0.4** million USD

Decrease **53%** compared to Jun-2023

Decrease **64%** compared to Jul-2022



### Natural rubber latex

Value: **0.87** million USD

Increase **584%** compared to Jun-2023

Increase **31%** compared to Jul-2022

### Others

The average export price in Jul-2023 is **1,475** USD/ton; Increase **0.8%** compared to the previous month; and decrease **15.6%** compared to the same month of 2022.

### TSNR CV

The average export price in Jul-2023 is **1,509** USD/ton; Decrease **1.8%** compared to the previous month; and decrease **18%** compared to the same month of 2022.

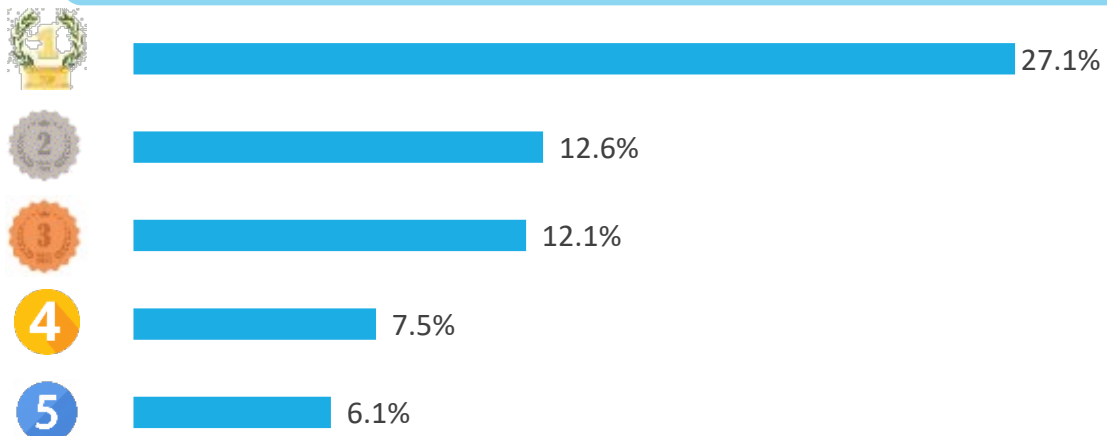
### Natural rubber latex

The average export price in Jul-2023 is **989** USD/ton; Decrease **0.8%** compared to the previous month; and decrease **31.3%** compared to the same month of 2022.

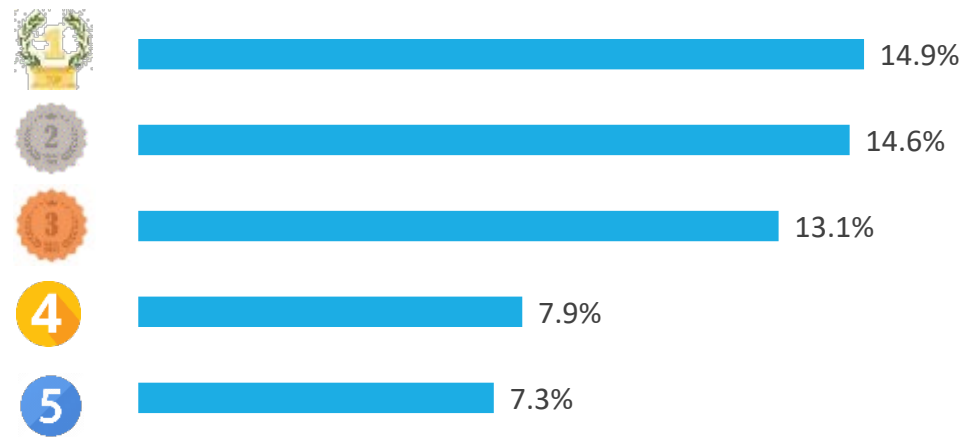


# RUBBER

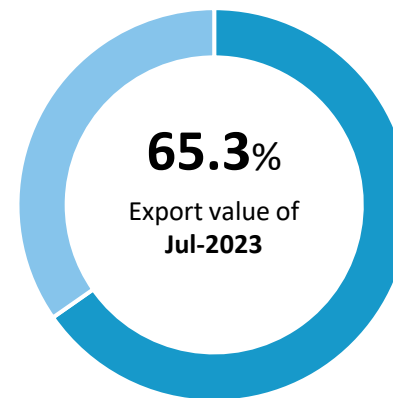
## TOP 5 export enterprises by value to the U.S., Jul-2023



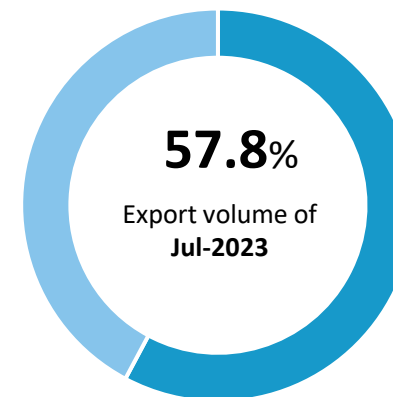
## TOP 5 export enterprises by volume to the U.S., Jul-2023



## Value ratio of TOP 5 export enterprises to the U.S., Jul-2023



## Volume ratio of TOP 5 export enterprises to the U.S., Jul-2023



## Wood & products



Although the US market still poses its challenges, there have been some positive developments. The country's GDP has reached 2%, which is 0.3% higher than projected, as reported by the United States Department of Commerce (DOC). Additionally, in mid-July, the DOC made a preliminary decision to investigate anti-dumping and anti-subsidy claims on Vietnamese hard plywood products that are exported to the US market. As a result, the Chairman of the Vietnam Timber and Forest Products Association (Viforest) believes that there is potential for growth in the export of these products to the US market.

## Seafood



According to the Vietnam Association of Seafood Exporters and Producers (Vapsep), seafood demand from the US market will recover clearly from the end of the third quarter of 2023. Inventories of small catfish (pangasius) in the United States in July 2023 decreased by 8% over the same period last year, down 22% compared to the beginning of this year. Besides, cooling inflation in the United States supports increased consumer demand. However, inflation in the United States will not end this year. Therefore, Vasep forecasts that seafood exports to this market in 2023 will be 24-25% lower than in 2022.

## Pepper



According to the Agency of Foreign Trade, the world's leading economy, the United States, is forecast to have a positive outlook at the end of the year. This will have a positive impact on purchasing power of goods, including pepper and spices. In the general trend of concern about the possible shortage of world food, India has imposed restrictions on rice exports, Russia announced its withdrawal from the Black Sea agreement, which is also a signal of support for the market. agricultural products in general and world spices in particular.

## Cashew nuts



According to the Agency of Foreign Trade, Vietnam's cashew nut exports will increase thanks to cyclical factors and increased import demand from the United States in the third quarter of 2023. Currently, domestic factories have signed many new orders and demand for this product has begun to increase again. Production activities are vibrant, many units have to increase processing capacity to keep up with signed orders for the last 2 quarters of the year.



Any comments, please send to:

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