# Volume: Mar-2024



# MONTHLY REPORT ON AGRI-PRODUCT EXPORT

# FROM VIETNAM TO US MARKET



Prepared by: AGRO Prepared by:

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

**▼** 22.1%

Coffee

**39.0**%

Rice

**51.6**%

**Cashew nuts** 

8.3%

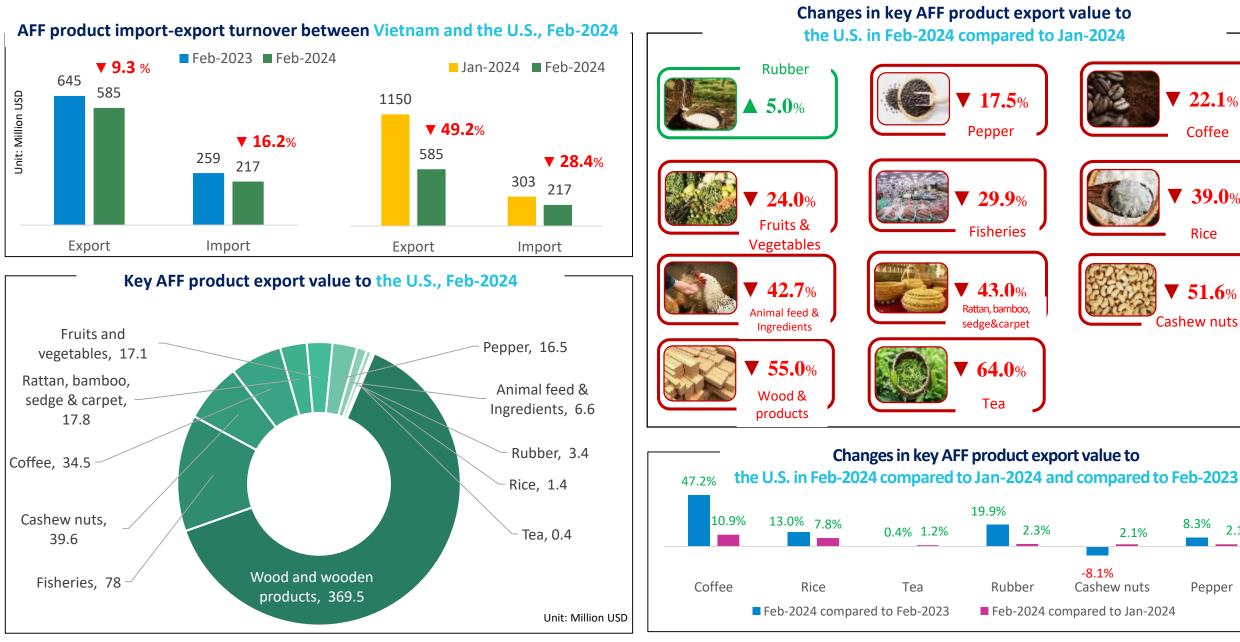
Pepper

2.1%

-8.1%

Cashew nuts

2.1%



Source: Calculated from data of the General Department of Customs

#### seeks Vietnam agricultural cooperation on science and technology with US

On March 14, Vice President Vo Thi Anh Xuan and provide technical support to help local products received US Secretary of Agriculture Thomas J. Vilsack within the framework of bilateral activities

broader in the United States.

The Vice President asked the US to support the country in its successful agricultural transformation, remove trade remedy measures and technical barriers against Vietnamese agricultural products,

meet US market access standards. She also suggested the US support the building of models for

sustainable agricultural development and climate change response in the Mekong Delta region.



# Vietnam - US launch project to **Mekong Delta**

through the US Agency for International Development (USAID), representatives of the coastal areas in the Mekong Delta region. Ministry of Agriculture and Rural Development and

the Mekong Delta provinces (Mekong Delta) organized held the launching ceremony of the combat climate change in the Mekong Delta Coastal Ecosystem Protection Project.

With a budget of 2.9 million USD, this project aims to help reduce threats to biodiversity and On March 15, the US Diplomatic Mission in Vietnam, coastal fisheries resources, as well as enhance the country's resilience to climate change. Source: kinhtemoitruong.vn



### the position as leading agricultural exporter With abundant crop stocks, corn and soybean



The US handed the corn-exporting crown to Brazil last August after dominating the international market for more than half a century. It had

US is trying to regain its already relinquished the top spots in both States regain its position in the export market. soybean and wheat exports over the past decade world's - to Brazil and Russia, respectively.

> futures prices falling to their lowest in nearly three years, U.S. farmers have no choice but to expand planting. Although the plan would reduce net farm income by 26% this year, it could help the United

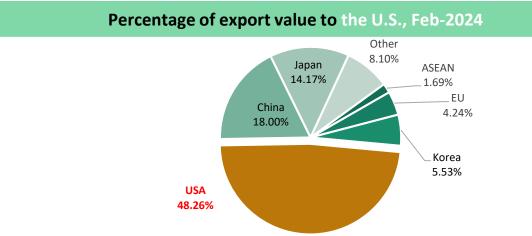


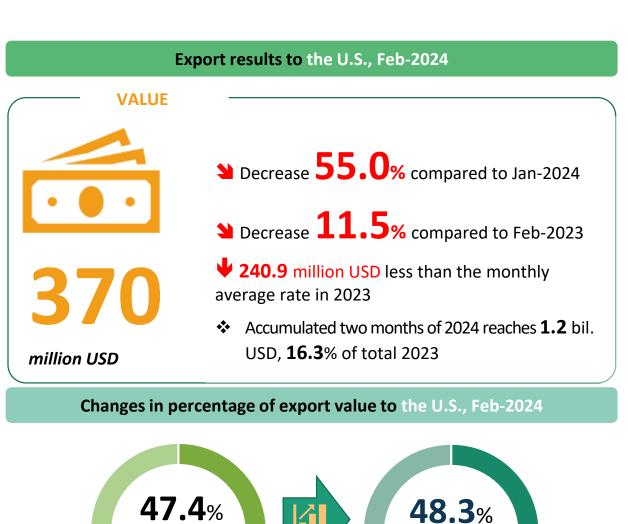
Source: bnews.vn



# WOOD AND WOODEN PRODUCTS







Export value of,

Feb-2024

Export value of,

Feb-2023



# **WOOD AND WOODEN PRODUCTS**

Structure of exports by products to the U.S., Feb-2024 Wooden Other Densified Densified planks 3.5% wood wood 3% 4% 4% Plywood Plywood 15% 16.0% Feb-2023 Feb-2024 Woodchips Woodchips 76.3%

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



Source: Calculated from data of the General Department of Customs

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



### Woodchips Value: 12.9 million USD

Decrease **58%** compared to Jan-2024

Decrease **1**% compared to Feb-2023



### Plywood

Value: 2.4 million USD

Decrease **39**% compared to Jan-2024

Decrease **11**% compared to Feb-2023



### Wooden planks

Jan-2024

Value: **0.4** million USD Decrease **66%** compared to

Decrease **34%** compared to Feb-2023

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





# **WOOD AND WOODEN PRODUCTS**

# **SPOTLIGHTS**

US plywood imports in January 2024 are estimated to reach 288,691 m<sup>3</sup>, up 4% over the previous month and nearly doubling over the same period last year. Imports from Vietnam increased by 62% over the previous month.

Source: ITTO

US tropical lumber imports in January 2024 are estimated at 16,228 m<sup>3</sup>, up 22% over the previous month but down 7% over the same period last year. Imports from the main supply markets Brazil and Malaysia increased by 76% and 25% respectively over the previous month.

Source: ITTO

US imports of interior and exterior wooden furniture in January 2024 are estimated to reach 1.7 billion USD, down 1% over the previous month and down 4% over the same period last year. Imports from China and Indonesia both increased by 10%, while imports from India decreased by 19% and from Vietnam decreased by 5% compared to the previous month.

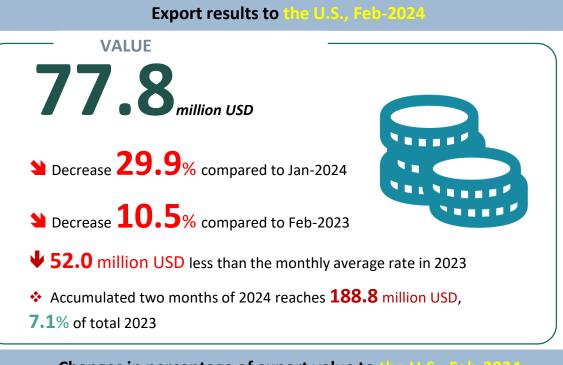


**FISHERIES** 



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



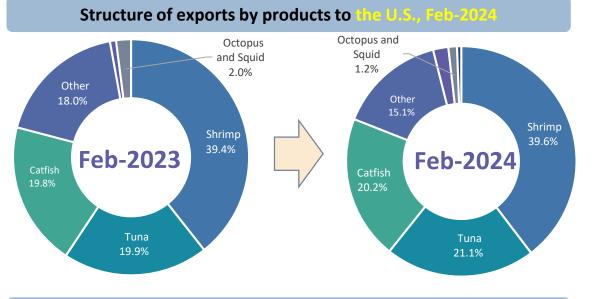


### Changes in percentage of export value to the U.S., Feb-2024

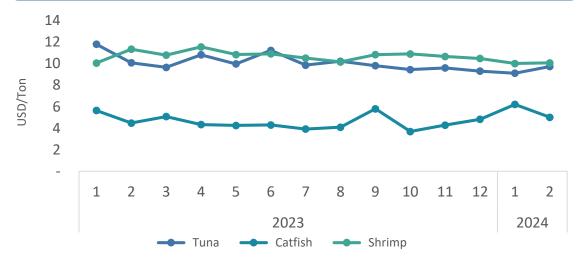




# **FISHERIES**



Average export fisheries price to the U.S., Feb-20.



#### Source: Calculated from data of the General Department of Customs

### Export results to the U.S., Feb-202







Value: 15.7 million USD

Decrease **12.0**% compared

Decrease **8.4**% compared to

Catfish

to Jan-2024

Feb-2023

ShrimpTunaValue: 30.8 million USDValue: 16.4 million USDDecrease 25.4% compared to<br/>Jan-2024Decrease 31.5% compared to<br/>Jan-2024Decrease 9.9% compared to<br/>Feb-2023Decrease 5.4% compared to<br/>Feb-2023

#### Tuna

The average export price in Feb-2024 is **9.7** USD/kg; increase **7.0**% compared to previous month; and decrease **3.4**% compared to the same month of 2023.

### Catfish

The average export price in Feb-2024 is **5.0** USD/kg; decrease **18.9**% compared to previous month; and increase **12.0**% compared to the same month of 2023.

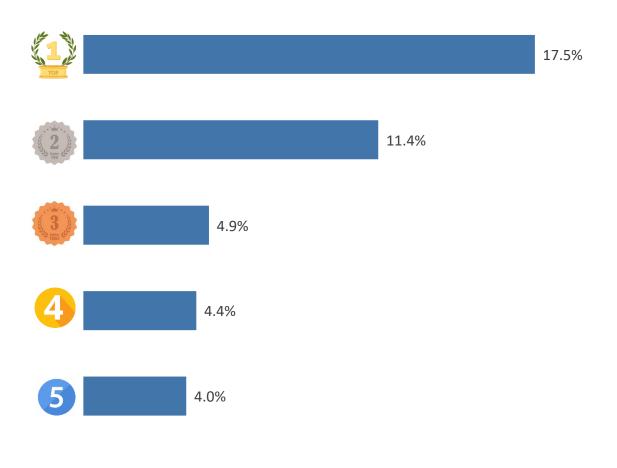
#### Shrimp

The average export price in Feb-2024 is **10.1** USD/kg; increase **0.1**% compared to previous month; and decrease **11.2**% compared to the same month of 2023.

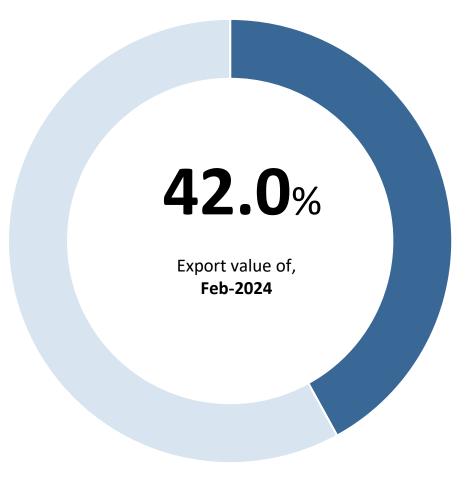




### TOP 5 export enterprises by value to the U.S., Feb-2024



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





# FISHERIES

# **SPOTLIGHTS**



# The US announced anti-subsidy duties on Vietnamese, Indian and Ecuadorian shrimp

Information from the Vietnam Association of Seafood Exporters and Producers (VASEP) said that on March 26, the US Department of Commerce (DOC) announced preliminary anti-subsidy taxes on Vietnamese, Indian and Ecuadorian shrimp. Accordingly, three of the four largest US farmed shrimp suppliers will be forced to pay preliminary anti-subsidy tax (CVD) ranging from 1.69% - 196%. The anti-subsidy tax rate will take effect as soon as the DOC publishes the information in the Federal Register, which is expected to take place in early April.

For shrimp from Vietnam, the deposit requirement will be 2.84% for Stapimex, 196.41% for Thong Thuan and 2.84% for all other Vietnamese suppliers.

The tax will be refunded if investigators determine that the importing countries were not guilty of providing illegal subsidies or if the subsidized imports did not harm the U.S. shrimp industry. However, a final ruling will not be made until fall or winter 2024, meaning importers will likely be faced with the cost of tax deposits on shrimp exports for much of the period remainder of 2024.



# FISHERIES

# **SPOTLIGHTS**



The US Department of Commerce (DOC) recently announced the final results of the 19th anti-dumping tax review (POR19) on frozen pangasius fillets in the US

The general anti-dumping tax rate that DOC imposed on Vietnamese pangasius export enterprises during this review is 2.39 USD/kg, as follows:

- Vinh Hoan Joint Stock Company is entitled to a tax rate of 0.00 USD/kg.
- The other 5 enterprises are: CASEAMEX, LOC KIM CHI SEAFOOD JSC, I.D.I INTERNATIONAL DEVELOPMENT AND INVESTMENT CORPORATION, HUNG VUONG PANGA and CAFATEX are subject to an anti-dumping tax of 0.18 USD/kg.

Compared to the preliminary review results of POR 19, announced in September 2023, the final tax rate of POR 19 is 0.04 USD/kg higher. However, in general, the POR19 anti-dumping tax rate has been significantly reduced compared to the final results of the previous POR18 review.



# FRUITS AND VEGETABLES (EXPORT)





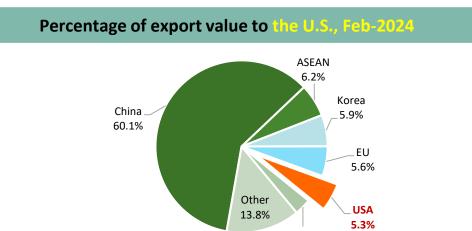
million USD

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

Decrease **24.0**% compared to Jan-2024 Decrease **12.6**% compared to Feb-2023

**4.4** million USD less than the monthly average rate in 2023

Accumulated two months of 2024 reaches **39.6** million USD, **15.4**% of total 2023



Japan

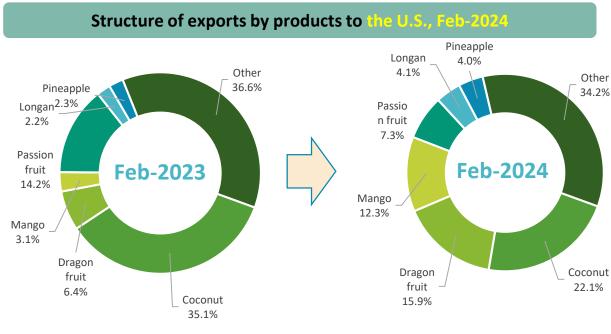
3.1%

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





# FRUITS AND VEGETABLES (EXPORT)



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



Coconut Value: 3.8 million USD Increase 12.3% compared to Jan-2024 Decrease 44.9% compared to Feb-2023



Dragon fruit Value: 2.7 million USD Decrease 17.0% compared to Jan-2024 Increase 118.8% compared to Feb-2023



Mango Value: 2.1 million USD Increase 0.5% compared to Jan-2024 Increase 245.6% compared to Feb-2023



Passion fruit Value: 1.2 million USD Increase 20.5% compared to Jan-2024 Decrease 55.2% compared to Feb-2023



Longan Value: 0.71 million USD Increase 1.0% compared to Jan-2024 Increase 63.0% compared to Feb-2023



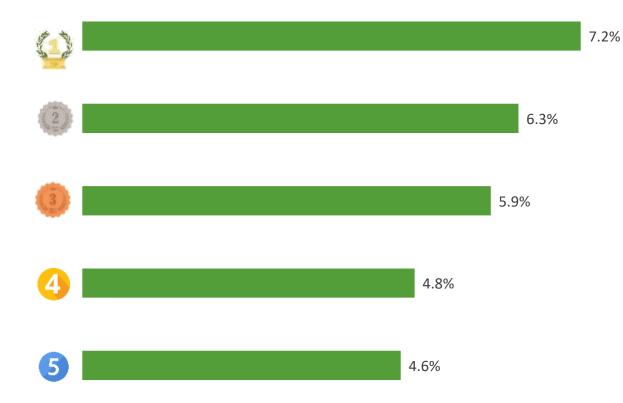
Pineapple Value: 0.69 million USD Increase 8.7% compared to Jan-2024 Increase 52.3% compared to Feb-2023

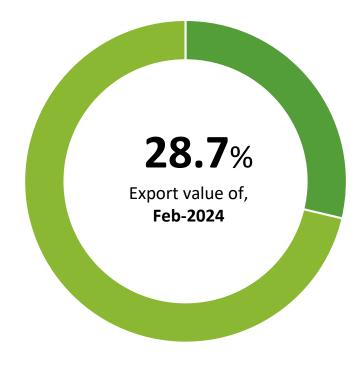


# FRUITS AND VEGETABLES (EXPORT)

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

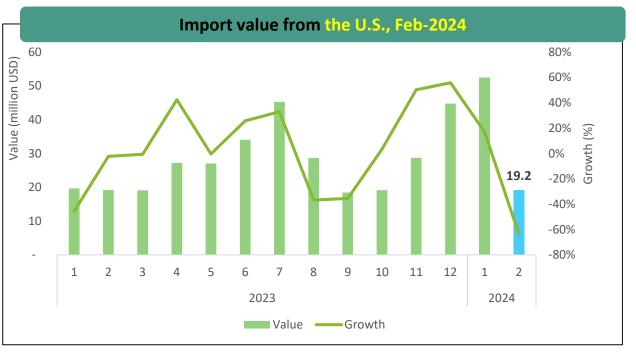
Value ratio of TOP 5 export enterprises to the U.S., Feb-2024

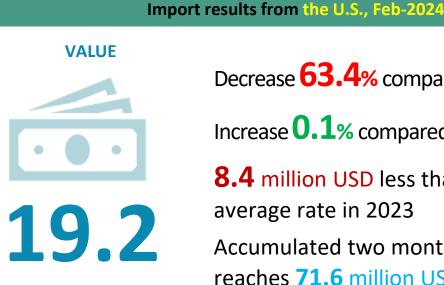






# **FRUITS AND VEGETABLES (IMPORT)**





million USD

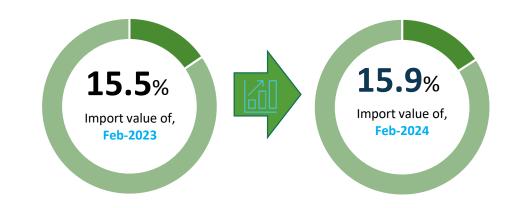
Decrease 63.4% compared to Jan-2024

Increase **0.1%** compared to Feb-2023

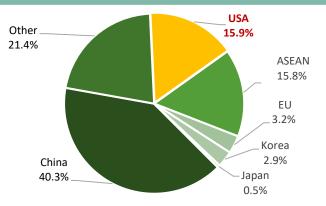
**8.4** million USD less than the monthly average rate in 2023

Accumulated two months of 2024 reaches **71.6** million USD, **21.6**% of total 2023

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



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





# FRUITS AND VEGETABLES (IMPORT)

Apple Apple Walnut 23.9% 35.4% 3.3% Walnut Alomnd 9.7% Alomnd 19.0% Orange 29.4% 2.9% Orange 1.2% Feb-2023 Feb-2024 Other Other 4.0% 7.4% Pistachio Pistachio 36.5% 27.3%

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

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



Pistachio Value: 7.0 million USD Decrease 65.5% compared to Jan-2024 Increase 55.1% compared to Feb-2023



Almond Value: 5.7 million USD Decrease 38.9% compared to Jan-2024 Increase 55.1% compared to Feb-2023



Apple Value: 4.6 million USD Decrease 76.3% compared to Jan-2024 Decrease 32.6% compared to Feb-2023



Walnut

Value: **0.64** million USD Decrease **60.0**% compared to Jan-2024 Decrease **65.8**% compared to Feb-2023



Orange Value: 0.55 million USD Increase 60.4% compared to Jan-2024 Increase 145.2% compared to Feb-2023

# **FRUITS AND VEGETABLES**

01

# **SPOTLIGHTS**

US pistachio production in the 2023/24 crop year (from September 2023 to August 2024) is estimated to reach 667,000 tons, an increase of 69% compared to the previous crop year. Export volume is forecast to increase 32% to a record 390,000 tons. End-of-season inventory output is expected to reach 150,000 tons, doubling compared to the previous season.

Source: Guojiguoshu.com

The United States Agency for International Development (USAID), in collaboration with the Ministry of Agrarian Policy, has launched a campaign to provide seeds for spring planting in 2024 to de-occupied communities and socially vulnerable populations in Ukraine.

**O2** USAID will distribute over 200,000 seed packets to households affected by the war. This assistance will enable households to produce approximately 70,000 tons of vegetables. To enhance cultivation effectiveness, communities will also receive infographics with recommendations on planting, plant care, and vegetable harvest storage.

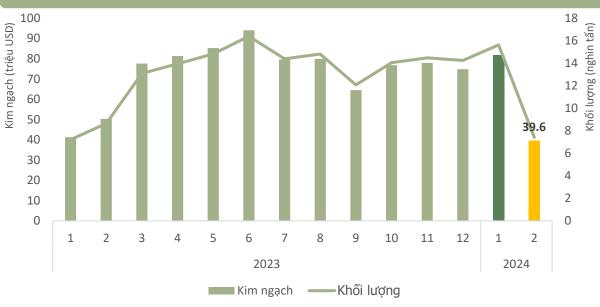
Source: Freshplaza.com



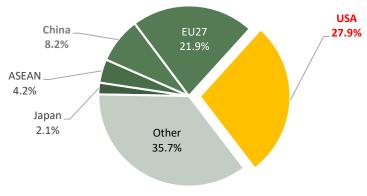




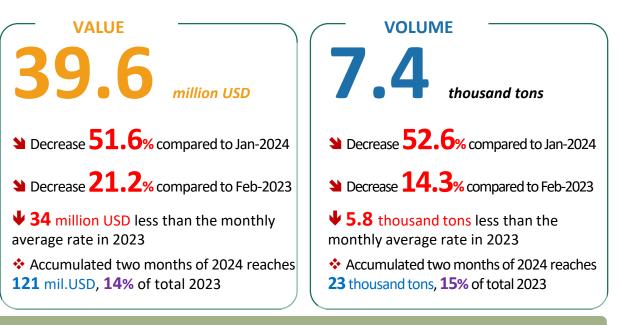
Export value and volume to the U.S., Feb-2024



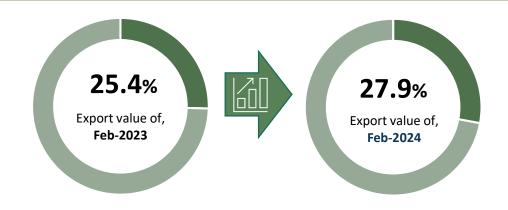
### Percentage of export value to the U.S., Feb-2024



Export results to the U.S., Feb-2024

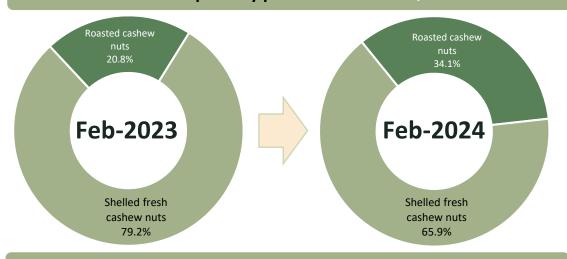


### Changes in percentage of export value to the U.S., Feb-2024

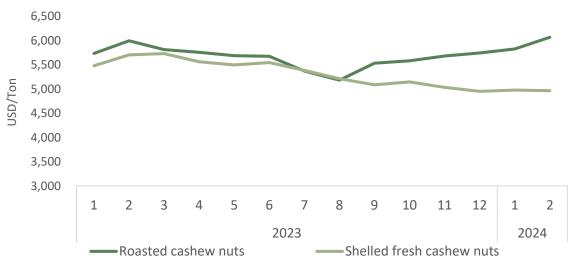




Structure of exports by products to the U.S., Feb-2024



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



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



Shelled fresh cashew nuts Value: 26.1 million USD Decrease 58% compared to Jan-2024 Decrease 34.4% compared to Feb-2023



Roasted cashew nuts Value: 13. million USD Decrease 31.2% compared to Jan-2024 Increase 29.1% compared to Feb-2023

### Shelled fresh cashew nuts

The average export price in Feb-2024 is **4,962** USD/Ton; increase **4.1**% compared to previous month; and decrease **0.3**% compared to the same month of 2023.

### Roasted cashew nuts

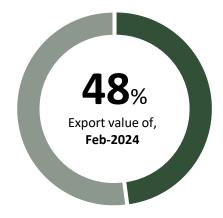
The average export price in Feb-2024 is **6,064** USD/Ton; increase **1.2**% compared to previous month; and decrease **13**% compared to the same month of 2023.



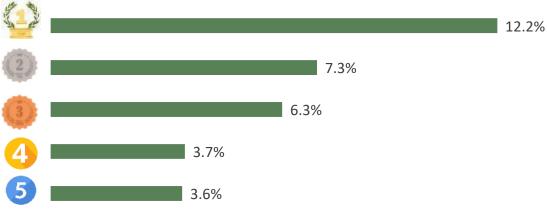
### TOP 5 export enterprises by value to the U.S., Feb-2024

26.5%
8.7%
6.6%
3.0%
3.0%

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



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



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



## **SPOTLIGHTS**



From March 27 to March 29, the Ivory Coast Cotton and Cashew Council (CCA) welcomed a US delegation including the Association of Food Industries (AFI) and the Peanut And Tree Nut Processors Association (PTNPA) on exploring the potential of Ivory Coast's cashew industry.

During the visit, the US delegation also visited cashew processing facilities in the city of Abidjan (Ivory Coast) to evaluate cashew nuts processed according to US quality and food safety standards.

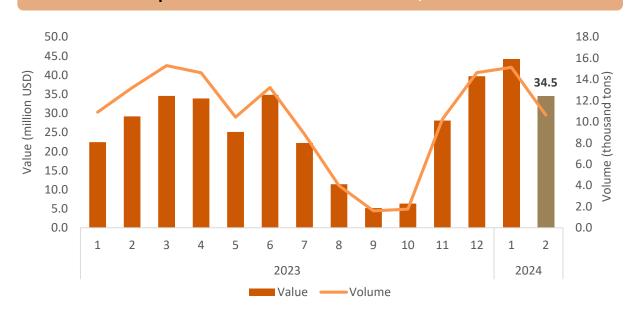
In recent years, with the application of technological advances and technical standards of the cashew industry in processing, Ivory Coast has risen to become the third world processor and the third world cashew nuts supplier. Specifically, in 2023, Ivory Coast processed more than 265,000 tons of raw cashew nuts domestically and produce and export 50,200 tons of cashew nuts.

Source: abidjan.net





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



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

- VALUE



> Decrease 22.1% compared to Jan-2024

↗ Increase 18.3% compared to Feb-2023

**7 10.1** million USD more than the monthly average rate in 2023

Accumulated two months of 2024 reaches 34.5 mil.USD, 11.8% of total 2023 10.6 thousand tons
Decrease 22.7% compared to Jan-2024
Decrease 19.6% compared to Feb-2023
0.7 thousand tons more than the monthly average rate in 2023
Accumulated two months of 2024 reaches
10.6 thousand tons, 8.9% of total 2023

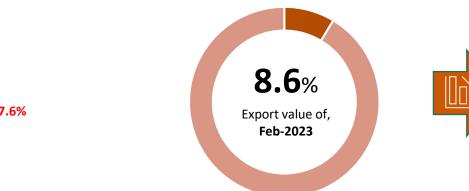
7.6%

Export value of,

Feb-2024

VOLUME

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



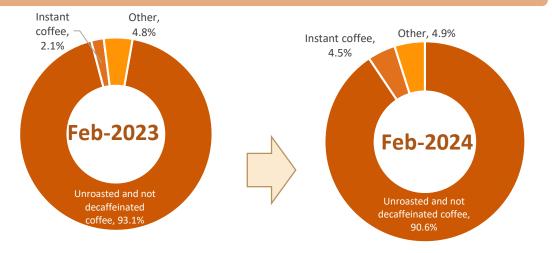
Percentage of export value to the U.S., Feb-2024

ASEAN, 12.0% USA, 7.6% Other, 15.9% Russia, 6.5% Japan, 6.1%

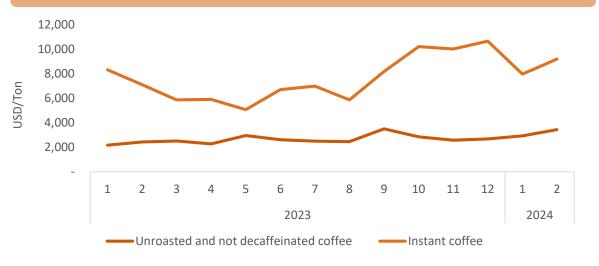


### COFFEE

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



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



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



# Unroasted and not decaffeinated coffee

Value: **30.7** million USD Decrease **22.1**% compared to Jan-2024 Increase **12.5**% compared to Feb-2023

### Instant coffee



### Instant coffee

Value: **1.1** million USD Increase **46.6**% compared to Jan-2024 Increase **233**% compared to Feb-2023



# Unroasted and decaffeinated coffee

Value: **0.3** million USD Decrease **78.1**% compared to Jan-2024 Increase **59.3**% compared to Feb-2023

The average export price in Feb-2024 is **9,184** USD/Ton; increase **15.3**% compared to previous month; and increase **29.5**% compared to the same month of 2023.

### Unroasted and not decaffeinated coffee

The average export price in Feb-2024 is **3,310** USD/Ton; increase **17.2**% compared to previous month; and increase **40.9**% compared to the same month of 2023.

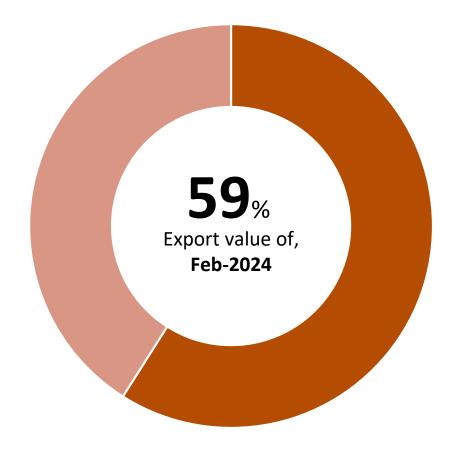




TOP 5 export enterprises by value to

	the U.S., Feb-2024	
		20.7%
	12.5%	
3	10.0%	
4	8.1%	
5	7.7%	

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



# COFFEE

# **SPOTLIGHTS**



According to Research and Markets, the United States Ready-to-Drink Coffee Market is estimated at USD 6.46 billion in 2024, and is expected to reach USD 8.61 billion by 2029, growing at a CAGR of 5.92% during the forecast period (2024-2029).

Since the COVID-19 epidemic, coffee consumption trends in the United States have gradually shifted to online shopping, and consumers have also turned to using beverages containing more healthful ingredients.

This trend leads to major coffee producing companies tending to add healthful ingredients to their products such as vitamins, minerals, probiotics, antioxidants and energy enhancers quantity.

Source: finance.yahoo.com (3/2024)

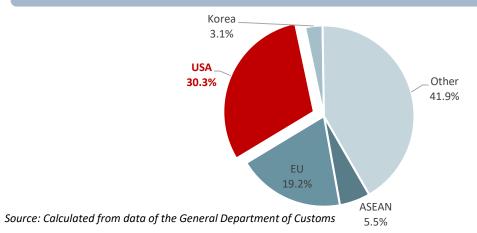


### Export value and volume to the U.S., Feb-2024

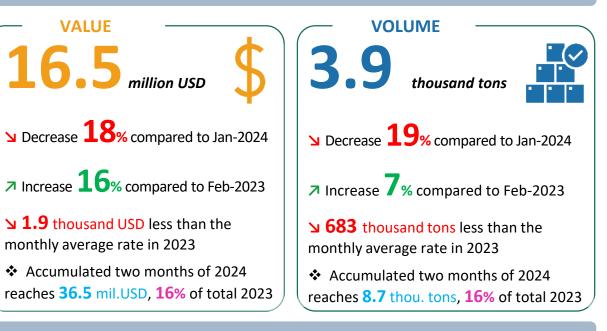
PEPPER



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



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



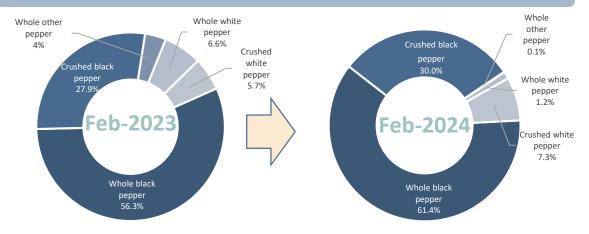
### Changes in percentage of export value to the U.S., Feb-2024



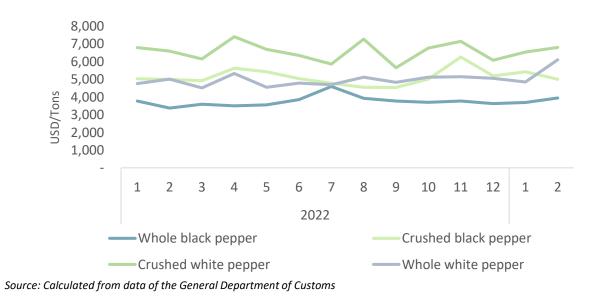


# **PEPPER**

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



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



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



Whole black pepper Value: 10.1 million USD Decrease 6% compared to Jan-2024

Increase 17% compared to Feb-2023

### Whole black pepper



Value: 4.96 million USD

Jan-2024

Feb-2023

Decrease 37% compared to

Increase 16% compared to

### **Crushed white pepper**

Value: **1.5** million USD Increase 5% compared to Jan-2024 Increase **19%** compared to Feb-2023

The average export price in Feb-2024 is **3,944** USD/Ton; increase **6.8**% compared to

previous month; and increase 16.7% compared to the same month of 2023.

### Crushed black pepper

The average export price in Feb-2024 is 5,004 USD/Ton; decrease 7.8% compared to previous month; and increase 0.3% compared to the same month of 2023.

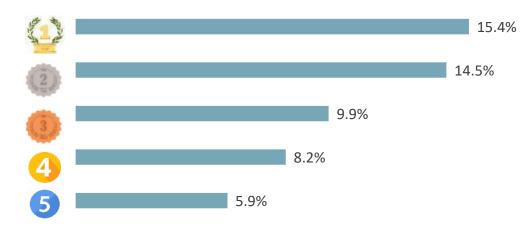
### Crushed white pepper

The average export price in Feb-2024 is 6,802 USD/Ton; increase 4% compared to previous month; and increase 3.3% compared to the same month of 2023.

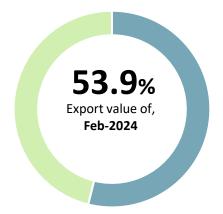


TOP 5 export enterprises by value to

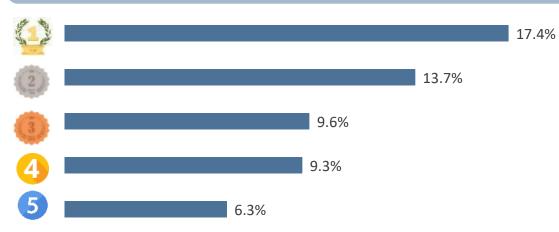
the U.S., Feb-2024



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



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



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



## PEPPER

## **SPOTLIGHTS**



According to data from the US International Trade Commission (USITC), in 2023, US pepper imports decreased for the second consecutive year to a 9-year low due to consumer demand affected by inflation. inflation and interest rates increased. This country's pepper imports in 2023 will only reach 69,052 tons, worth 317 million USD, down 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. Among them, the largest markets supplying pepper to the United States include Vietnam (77% market share), India (10%), Indonesia (5%) and Brazil (3%). US pepper imports from Vietnam decreased by 17.6%, Indonesia decreased by 46.8%, Brazil decreased by 63.3%, etc. India was the only country to experience a 5% increase.

Source: Ministry of Trade, Industry



# **MEAT AND MEAT PRODUCTS (IMPORT)**

2

ASEAN

5.2%

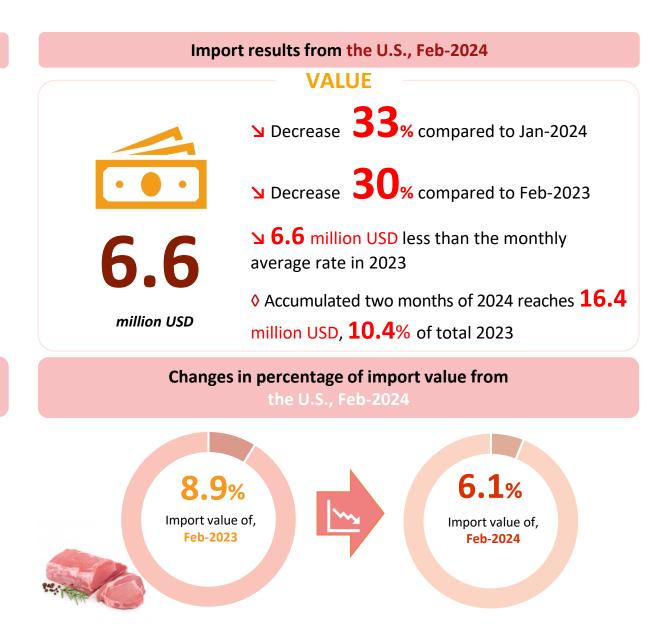
USA

6.1%

Import value from the U.S., Feb-2024 25,000 20,000 15,000 Thousand USD 10,000 5,000 0 10 11 12 1 1 9 2023 2024 Value Percentage of import value from the U.S., Feb-2024 China 0.3% Other Korea 67.1% 4.7%

EU

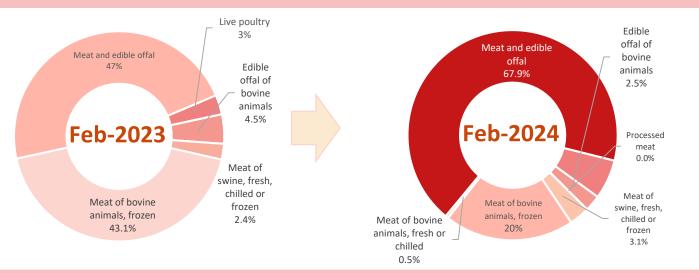
16.6%





# **MEAT AND MEAT PRODUCTS (IMPORT)**

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



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



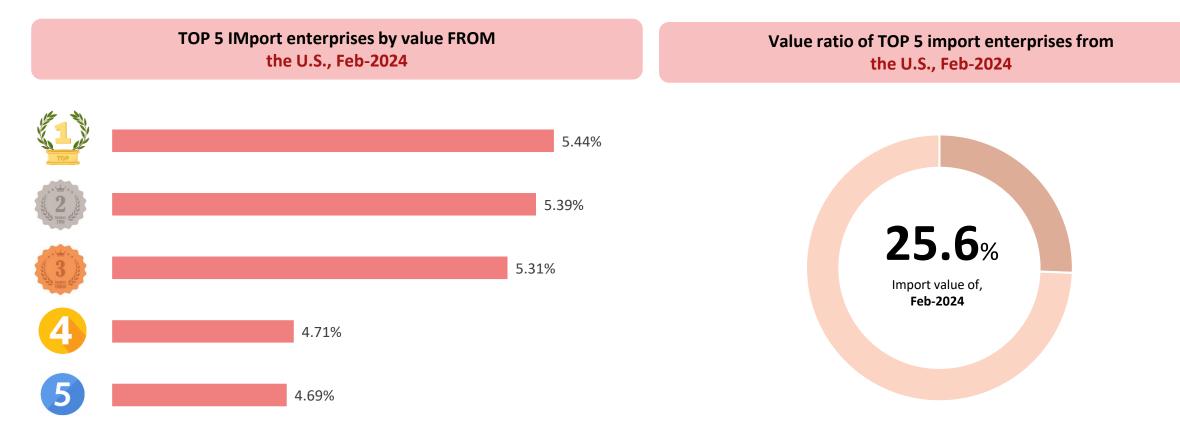
Meat and edible offal Value: 4.4 million USD Decrease 36% compared to Jan-2024 Increase 1.2% compared to Feb-2023



Meat of bovine animals, frozen Value: 1.3 million USD Decrease 37% compared to Jan-2024 Decrease 68% compared to Feb-2023



# **MEAT AND MEAT PRODUCTS (IMPORT)**



# **MEAT AND MEAT PRODUCTS**

# **SPOTLIGHTS**

### 01



According to USDA, total US pork production in 2024 is expected to reach 12.5 million tons, up 2.2% over the previous year. The price of 51-52% lean pork is forecast to average about 61 USD/kg in meat volume, up 3.7% compared to 2023. US pork exports in 2024 will increase by 22.7 thousand tons due to strong demand from major importing countries and weakening competitiveness of EU pork due to low EU pork production and higher prices. Total US pork exports in 2024 are expected to reach 3.175 million tons, up 4.6% from the previous year.

Source: Vinanet.vn

### 02

According to USDA, US exports in the second quarter of 2024 are expected to reach 814,198 tons, an increase of 4,535 tons compared to last month's forecast and an increase of about 1% compared to the second quarter of 2023. The export forecast for the third quarter of 2024 remains unchanged from the previous month's forecast at 746,159 tons, an increase of 6.6% compared to the third quarter of 2023. It is forecasted that the fourth quarter of 2024 will increase by 4,535 tons to 859,557 tons, up nearly 4% compared to the same period in 2023.

Source: Vinanet.vn





Any comments, please send to:

INFORMATION CENTER FOR AGRICULTURE AND RURAL DEVELOPMENT INSTITUTE OF POLICY AND STRATEGY FOR AGRICULTURE AND RURAL DEVELOPMENT Address: 16 Thuy Khue Street, Thuy Khue Wd., Tay Ho Dist., Hanoi Email: <u>thongtinthitruong@ipsard.gov.vn</u>; <u>info@agro.gov.vn</u> Website: <u>http://agro.gov.vn/</u>



