# Volume 10/2024



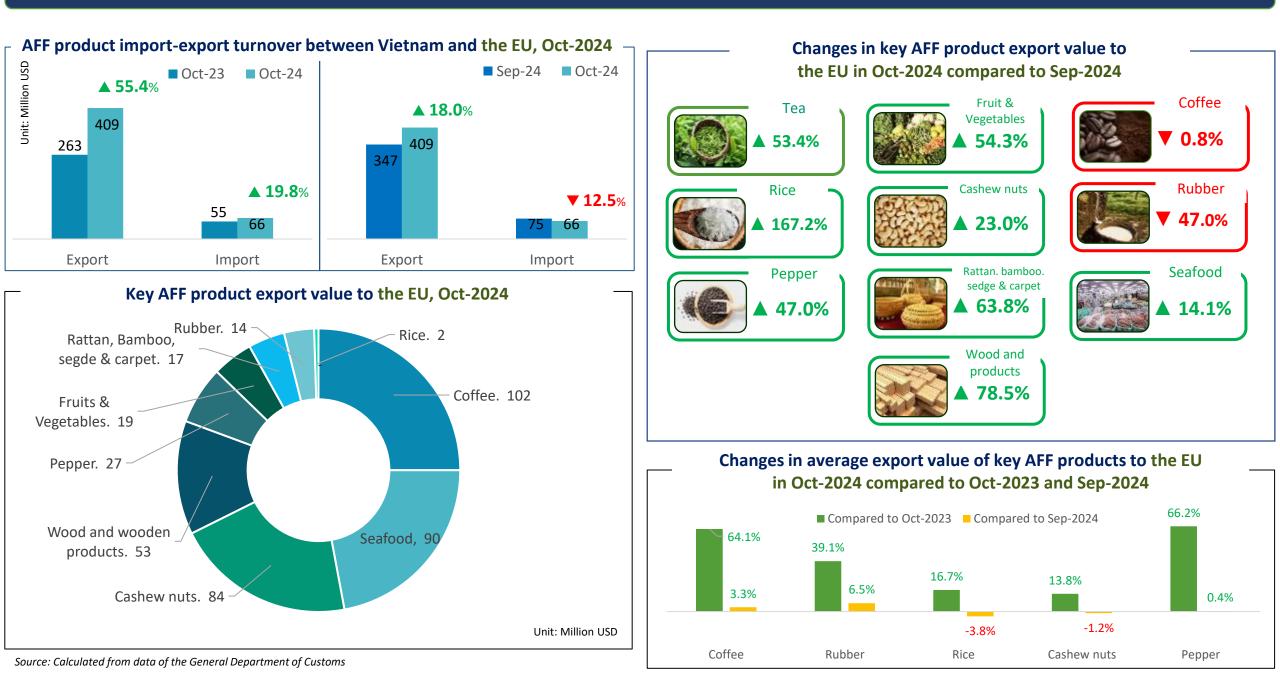


### MONTHLY REPORT ON AGRI-PRODUCT EXPORT

### FROM VIETNAM TO THE EU MARKET



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



## Trends of EU's agricultural products imports

According to European Commission, the EU imported 13.4 billion EUR of agricultural and food products in August 2024. This marked an 8% decline from July 2024 but a 23% increase compared to August 2023. Over the first eight months of 2024, import value is 111 billion EUR, increasing 3% from the same period in 2023.

Brazil remained the leading supplier of agricultural products to EU during this period. Meanwhile, imports from Côte d'Ivoire, Nigeria, and Tunisia grew notably due to rising cocoa and olive oil prices. Conversely, imports from Australia recorded the sharpest decline (-38%) both in volumes and prices of canola oil.

The EU's imports of coffee, tea, cocoa, and spices increased by 4.6

billion EUR (+33%) year-on-year, due to increasing price. Olive and olive oil imports also saw a significant growth, increasing by 654 million EUR (+93%) due to higher volumes and values. However, imports of oilseeds and protein crops fell by 1.9 billion EUR (-13%), while cereal imports declined by 1.6 billion EUR (-20%) for the same reason.



Source: 3tres3.com

## EU concerns about economic slowdown due to trade disputes with the USA

The EU economy is expected to grow by 1.3% in 2025, lower than previous estimate by 0.1%. In 2024, GDP growth is 0.8%, while inflation slightly decrease to 2.4% and about 2.1% in 2025, nearing the European Central Bank's target of 2%.



Key challenges include trade protection from the US. President Donald Trump's proposal to impose a 10% tariff on European goods, contributing to weaken exports and industry production. Germany will lose 1% of its GDP and will not achieve export value target of 25 billion EUR. Meanwhile, climate change also has negative impact on economic growth, such as devastating floods in Spain damaged infrastructure and driving higher inflation.

The EC also raised alarms over high public debt and fiscal deficits in some countries, particularly France. France's budget deficit is expected to decrease from 6.4% of GDP in 2024 to 5.3% in 2025, it may rise again beyond 2026.

Source: Vneconomy.vn





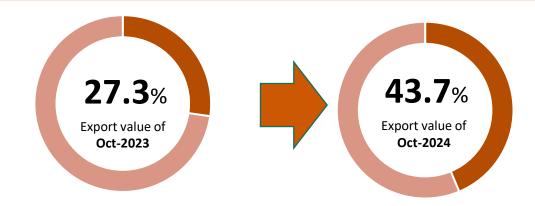
COFFEE

Export volume and value to the EU, Oct-2024

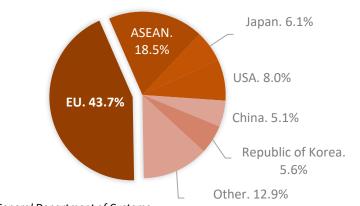


#### Export results to the EU, Oct-2024 VALUE VOLUME **101.9** *mil. USD* 17.4 ▶ Decrease 4% compared to Sep-2024 ▶ Decrease **0.8%** compared to Sep-2024 ↗ Increase 157% compared to Oct-2023 ↗ Increase 57.1% compared to Oct-2023 **21.3** mil. USD less than the monthly **32.6** thousand tons less than the monthly average rate in 2023 average rate in 2023 Accumulated 10 months of 2024 reaches Accumulated 10 months of 2024 reaches 1.72 bil. USD. 116.5% of total 2023. 445.4 thousand tons. 74.2% of total 2023.

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



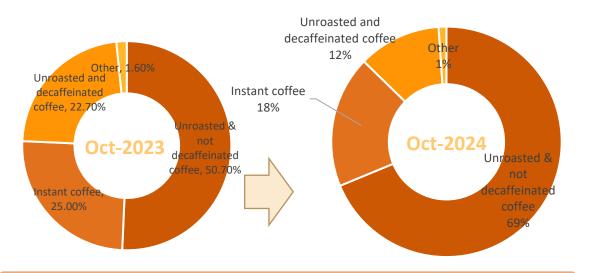
Percentage of export value to the EU, Oct-2024



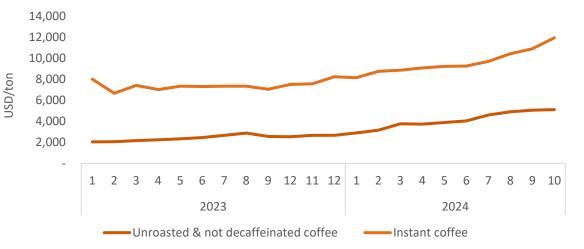


### COFFEE

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



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



#### Export results to the EU, Oct-2024



Unroasted & not

Value: 67.7 mil. USD

Sep-2024

Oct-2023

decaffeinated coffee

Decrease 14.8% compared to

Increase 253% compared to



Instant coffee

Sep-2024

Oct-2023

Value: 18.2 mil. USD

#### Unroasted and decaffeinated coffee

Value: 11.4 mil. USD

Increase 14.8% compared to Increase 57.5% compared to Sep-2024

Increase 92.9% compared to Increase 33.1% compared to Oct-2023

#### Instant coffee

The average export price in Oct-2024 is **11,936** USD/ton; increases **9.5**% compared to the previous month; and increases 57.3% compared to the same month of 2023.

#### Unroasted & not decaffeinated coffee

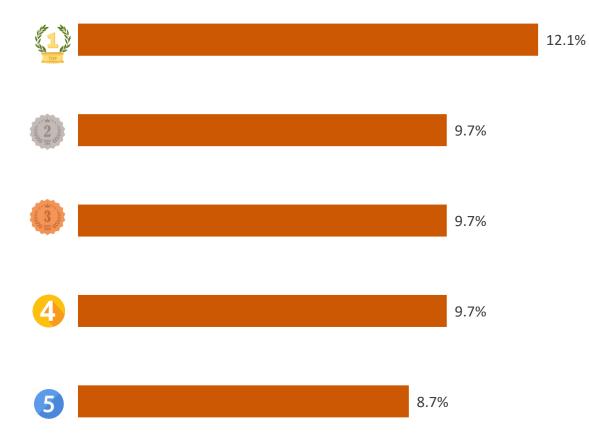
The average export price in Oct-2024 is **5,109** USD/ton; increases **1.1**% compared to the previous month; and increases **101**% compared to the same month of 2023.

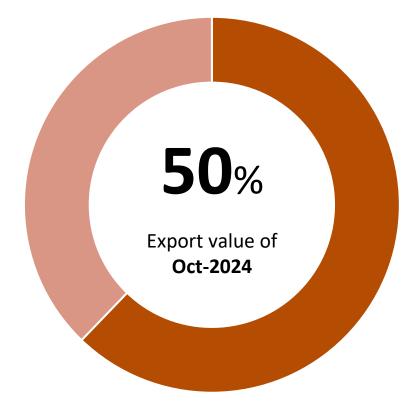




TOP 5 export enterprises by value to the EU, Oct-2024

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







### COFFEE

### **SPOTLIGHTS**



Espresso is an integral part of Italian culture. In Italy, price of an espresso cup is only 1 EUR (approximately 0.83 GBP) at cafés, much cheaper than in countries like the UK (about 3.70 GBP). However, coffee prices in Italy are expected to increase due to a shortage of coffee bean supplies and global inflationary pressures.

Over the past year, coffee prices have increased by 48% and will continue to increase as climate change negatively effects on coffee production. Major coffee-producing countries such as Brazil and Vietnam are facing challenges due to unfavorable weather conditions.



### COFFEE

### **SPOTLIGHTS**





# Germany's coffee imports increase in the first eight months of 2024

According to data from the International Trade Centre (ITC), Germany imported 945.8 thousand tons of coffee with a value of 4.33 billion USD from global markets in the first eight months of 2024, increasing 7.1% in volume and 13.3% in value compared to the same period last year.

During this period, the average import price of coffee in Germany is about 4,573 USD/ton, marking a 5.7% year-on-year increase.

Source: Agency of Foreign Trade (AFT) – Ministry of Industry and Trade (MOIT) (11/2024)



### SEAFOOD

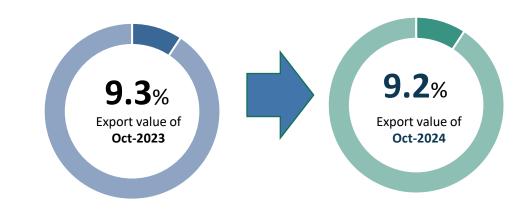
93.7 Value (million USD) 10 11 12 1 9 10 

Export value to the EU, Oct-2024

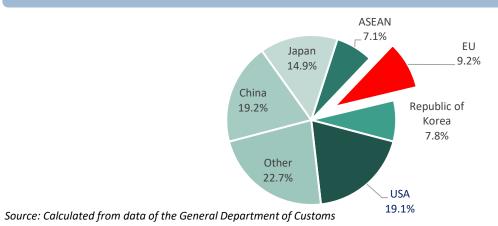
#### Export results to the EU, Oct-2024



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

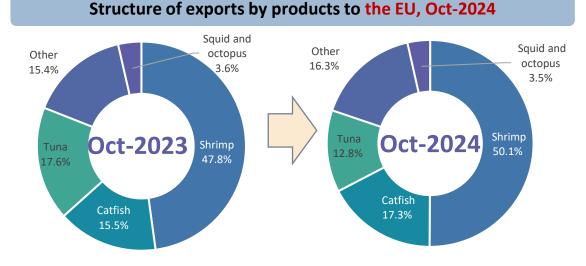


Percentage of export value to the EU, Oct-2024





### SEAFOOD



Average export price to the EU, Oct-2024

#### Export results to the EU, Oct-2024



Shrimp Value: 46.9 mil. USD Increase 19.4% compared to Sep-2024 Increase 25.6% compared to Oct-2023



Increase 16.5% compared to

Increase **33.7**% compared to

Value: 16.2 mil. USD

Sep-2024

Oct-2023



**Tuna** Value: **12.0** mil. USD Decrease **18.9**% compared to Sep-2024 Decrease **12.8**% compared to Oct-2023

#### Tuna

The average export price in Oct-2024 is **8.0** USD/kg; increases **7.9**% compared to the previous month; and decreases **2.6**% compared to the same month of 2023.

#### Catfish

The average export price in Oct-2024 is **2.4** USD/kg; increases **1.4**% compared to the previous month; and increases **3.2**% compared to the same month of 2023.

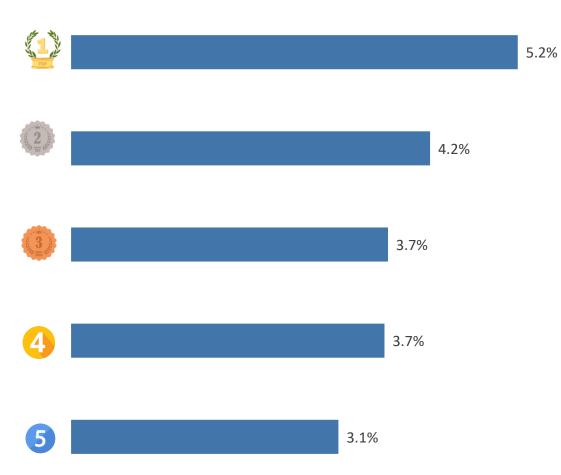
#### Shrimp

The average export price in Oct-2024 is **8.0** USD/kg; increases **3.2**% compared to the previous month; and increases **1.4**% compared to the same month of 2023.

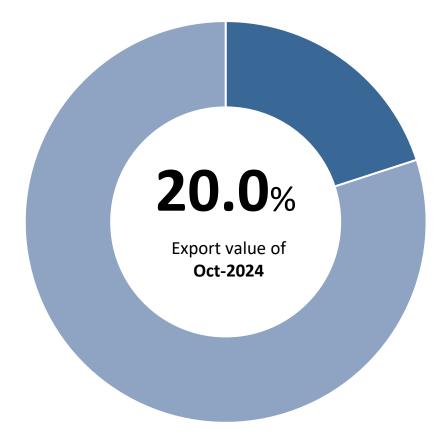




TOP 5 export enterprises by value to the EU, Oct-2024



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







### **SPOTLIGHTS**

#### EU and Norway agree on cod fishing quotas in Svalbard

The European Union (EU) and Norway have reached an agreement on cod fishing quotas for EU vessels in the Svalbard region starting in 2025, at 2.8274% of the Total Allowable Catch (TAC), equivalent to 9,217 tons annually. The agreement enables EU fishing vessels to continue to catch cod fishing in Svalbard and adjacent international areas. This agreement was achieved through the EU-Norway High-Level Dialogue, co-chaired by European Commission Vice-President Maroš Šefčovič and Norwegian Foreign Minister Espen Barth Eide to resolve longstanding disputes over fisheries management between the two parties.

Source: Thefishingdaily (11/2024)

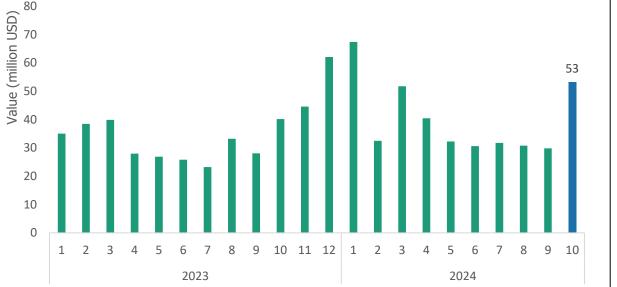
#### EU terminates fishing agreement with Senegal

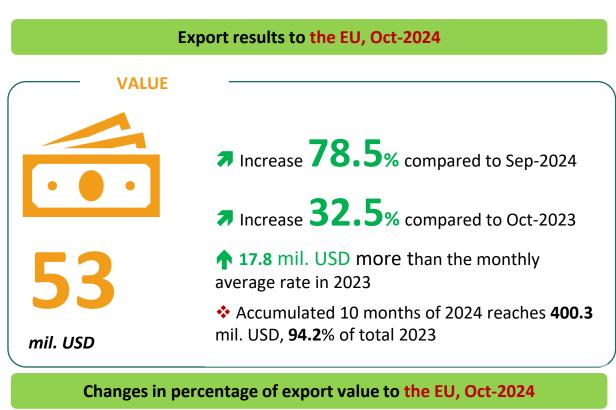
On November 12, the EU announced not to renew its fishing agreement with Senegal because of their concerns over weak management, leading to unsustainable fishing practices and negative impacts on local marine resources. Earlier in 2024, the EU considered Senegal as a "non-cooperating country" in the fight against illegal fishing. The African nation's measures are insufficient to ensure the sustainability of fish stocks. Following the agreement's termination, European vessels will leave Senegalese waters, and stop financial contributions.



### **WOOD AND WOODEN PRODUCTS**

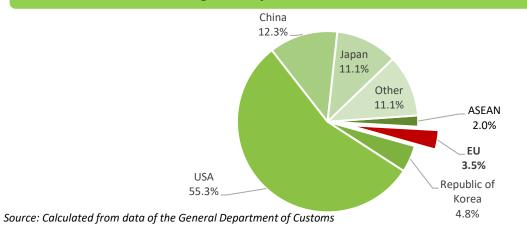
Export value to the EU, Oct-2024







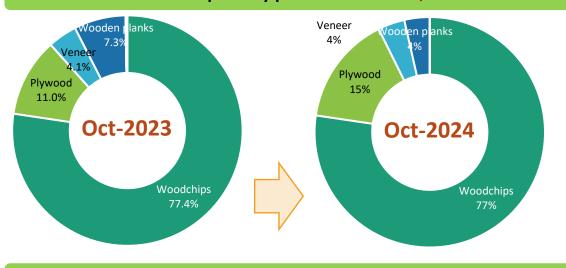
#### Percentage of export value to the EU, Oct-2024





### WOOD AND WOODEN PRODUCTS

Structure of exports by products to the EU, Oct-2024



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





Woodchips





Woodchips	Plywood
Value: 6.4 mil. USD	Value: <b>1.3</b> mil. USD
Increase <b>N/A</b> compared to Sep-2024	Decrease <mark>7</mark> % compared to Sep-2024
Increase <b>54%</b> compared to Oct-2023	Increase <b>114</b> % compared to Oct-2023

Value: 0.3 mil. USD Increase **300**% compared to Sep-2024 Increase **41**% compared to Oct-2023

Veneer

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







### **SPOTLIGHTS**

According to a report from the Finnish Natural Resources Institute (Luke), Finland's roundwood trade in October 2024 saw a remarkable increase, exceeding 50% compared to the five-year average. This growth marks a significant milestone in the forestry sector, reflecting market demand increase and effective forest resource management.

Cumulatively, in the first 10 months of 2024, the total volume of timber trade increased by 16% compared to the same period in 2023. This growth also surpassed the five-year average by 21%, highlighting the steady and robust development of Finland's timber industry.

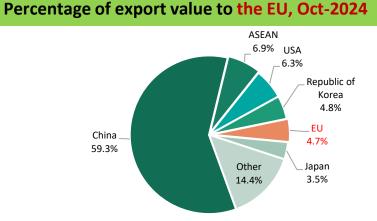
Source: Globalwood



### **FRUITS AND VEGETABLES (EXPORT)**

Export volume and value to the EU, Oct-2024 80% 35 Value (million USD) 30 60% Growth (%) 40% 25 20% 20 15 0% -20% 10 5 -40% -60% 7 5 6 1 2 3 4 8 9 10 11 12 1 2 3 5 8 9 10 2023 2024 Value ——Growth (%)





VALUE



mil. USD

Increase **54.3**% compared to Sep-2024

Increase **25.9**% compared to Oct-2023 69 thousand USD less than the monthly average rate in 2023 Accumulated 10 months of 2024 reaches 256.3 mil.USD, 86.6% of total 2023

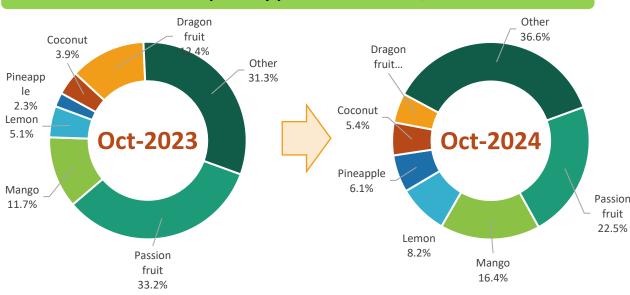
#### Changes in percentage of export value to the EU, Oct-2024

Export results to the EU, Oct-2024





### **FRUITS AND VEGETABLES (EXPORT)**



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

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



Passion fruit Value: 5.5 mil. USD Increase 50.9% compared to Sep-2024 Decrease 14.7% compared to Oct-2023



Mango Value: 4.0 mil. USD Increase 92.6% compared to Sep-2024 Increase 75.5% compared to Oct-2023



Lemon Value: 2.0 mil. USD Increase 29.2% compared to Sep-2024 Increase 100.4% compared to Oct-2023



Pineapple Value: 1.5 mil. USD Increase 55.9% so compared to Sep-2024 Increase 233.0% compared to Oct-2023



Coconut Value: 1.3 mil. USD Decrease 9.0% compared to Sep-2024 Increase 73.4% compared to Oct-2023



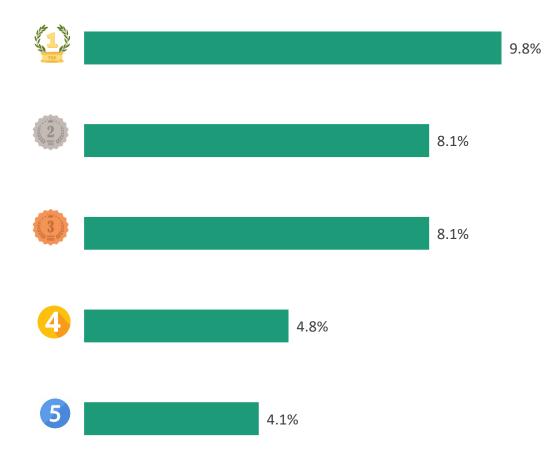
Dragon fruit Value: 1.2 mil. USD Increase 81.4% compared to Sep-2024 Decrease 50.8% compared to Oct-2023



### **FRUITS AND VEGETABLES (EXPORT)**

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

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



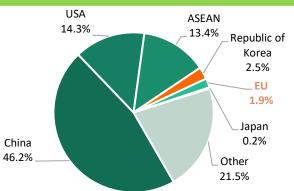




Value (million USD)

### **FRUITS AND VEGETABLES (IMPORT)**

Import volume and value from the EU, Oct-2024 9 150.0% 8 100.0% 7 6 50.0% 5 3.9 4 0.0% 3 2 -50.0% 1 -100.0% 3 6 8 9 3 5 6 7 8 9 10 1 4 7 10 11 12 1 2 4 2023 2024 Value ——Growth (%)



Percentage of import value from the EU, Oct-2024

#### Import results from the EU, Oct-2024

Increase **129.0**% compared to Sep-2024

VALUE

mil. USD

Growth (%)

Decrease **9.5**% compared to Oct-2023

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

Accumulated 10 months of 2024 reaches **37.5 mil. USD, 67.7%** of total 2023

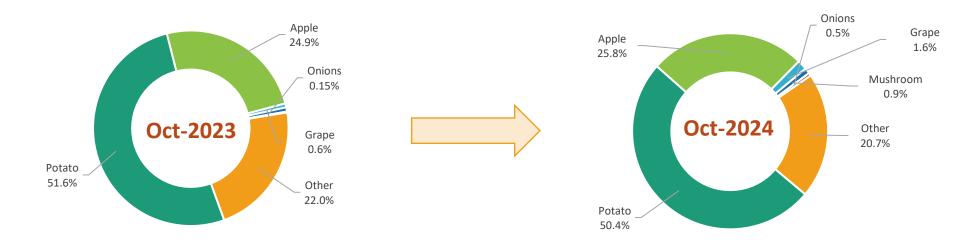
#### Changes in percentage of import value from the EU, Oct-2024





### **FRUITS AND VEGETABLES (IMPORT)**

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



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



Potato Value: 1.98 mil. USD Increase 113.4% compared to Sep-2024 Decrease 11.5% compared to Oct-2023



Apple Value: 1.1 mil. USD Increase 27 times compared to Sep-2024 Decrease 6.0% compared to Oct-2023



Grape Value: 63 thousand USD Increase 68.2% compared to Sep-2024 Increase 130.8% compared to Oct-2023

### **SPOTLIGHTS**





In the first 10 months of 2024, Moldova's fresh grape exports to the EU is about 34.2 million USD (627 million Leu), almost 1.9 times higher than in the previous year. Romania and Poland are the largest importing countries. According to EU Parliament decision, Moldovan grape exporters fully access to the EU market, free from both tariff restrictions and quotas.

Source: Tridge.com

#### Spanish onion prices drop sharply due to 30% yield increase and low demand in Europe

Spain's onion planting area and yield increased by nearly 20% and 30% compared to the previous season, respectively. However, low demand from import markets has led to a sharp drop in Spanish onion prices.

The main reasons of price decrease is due to many new onion producers who started to plant onions this year without formal supply contracts with traders or importers. Additionally, they lack of technical expertise in producing, harvesting, and packaging leading to early harvests and poor planning, which negatively impacted the quality of the onions.



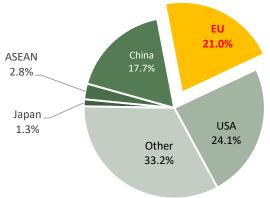


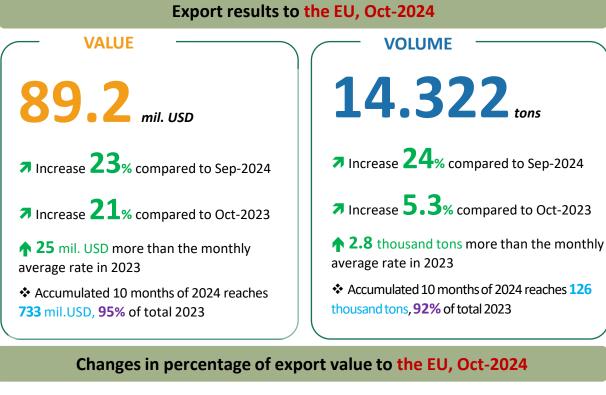
### **CASHEW NUTS**

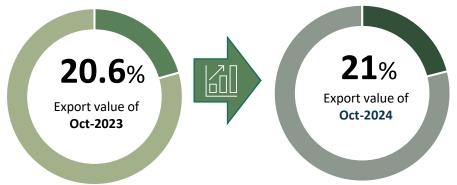
Export volume and value to the EU, Oct-2024



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



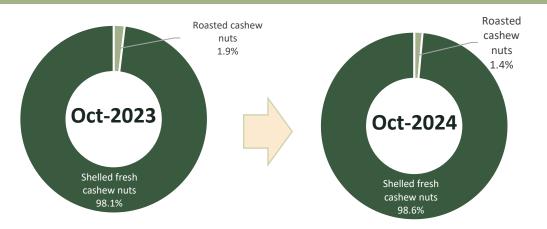




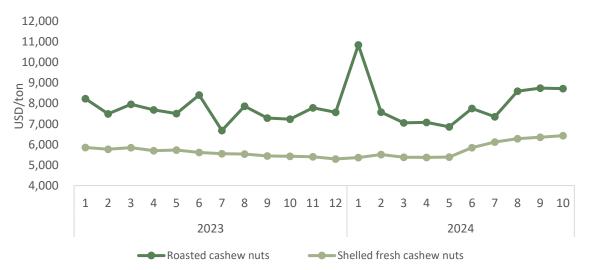


### **CASHEW NUTS**

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



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



#### Export results to the EU, Oct-2024



#### Shelled fresh cashew nuts Value: 87.9 mil. USD Increase 17% compared to Sep-2024 Increase 23% compared to Oct-2023



#### Roasted cashew nuts Value: 1.3 mil. USD Decrease 8.7% compared to Sep-2024 Increase 21% compared to Oct-2023

#### Shelled fresh cashew nuts

The average export price in Oct-2024 is **6,426** USD/ton; increases **1.2**% compared to the previous month; and increases **18.5**% compared to the same month of 2023.

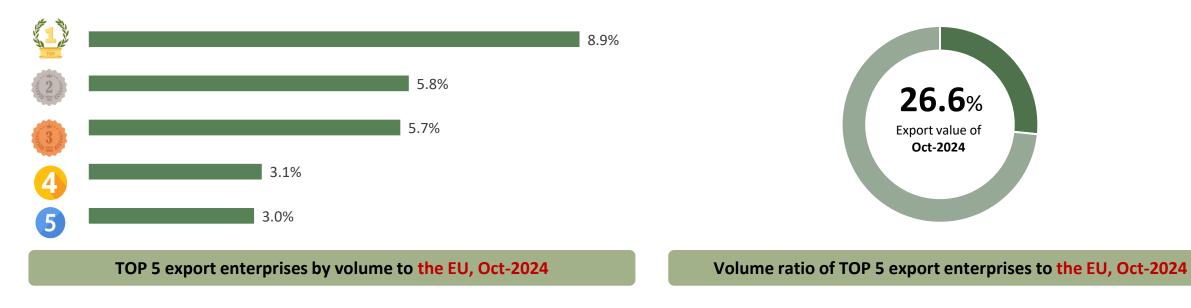
#### Roasted cashew nuts

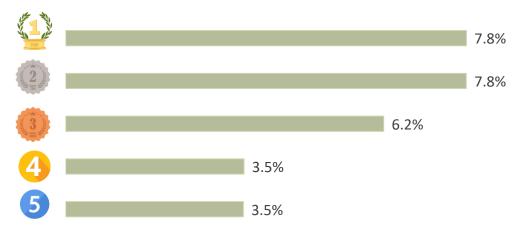
The average export price in Oct-2024 is **8,720** USD/ton; decreases **0.2**% compared to the previous month; and increases **20.6**% compared to the same month of 2023.

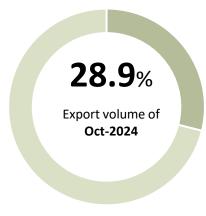


TOP 5 export enterprises by value to the EU, Oct-2024

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







### **CASHEW NUTS**

### **SPOTLIGHTS**



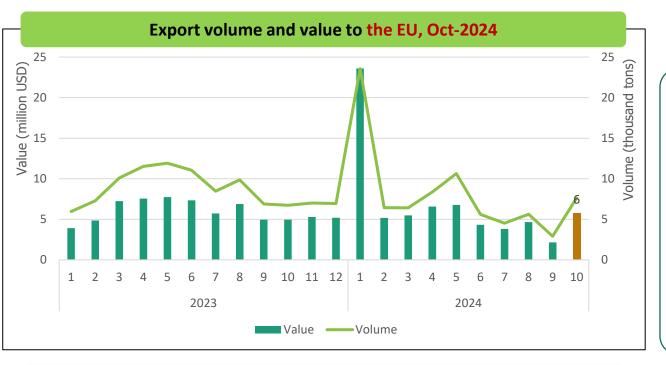
MIRARTH Agri Tech (Japan) in Cambodia is export to export 250 tons of cashew products directly to the European Union (EU) this year. This milestone highlights the ongoing efforts of the Cambodian Ministry of Commerce to boost cashew exports to the EU.

Successful exports to the European market demonstrate that processed cashews in Cambodia meet international quality standards, contributing to create high-value products. This achievement is a point of pride for the company, the people, and the country.

Source: Ministry of Commerce of Cambodia





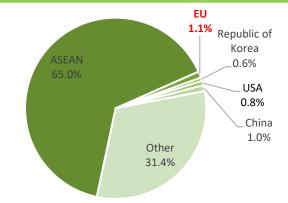


#### Export results to the EU, Oct-2024 VALUE **VOLUME** thousand tons mil. USD ■ Increase 163.7% compared to Sep-■ Increase 167.2% compared to Sep-2024 2024 ■ Increase 16.0% compared to Oct-2023 Increase 13.9% compared to Oct-2023 982 tons less than the monthly average • 0.2 mil. USD less than the monthly average rate in 2023 rate in 2023 Accumulated 10 months of 2024 reaches Accumulated 10 months of 2024 reaches 81.7 thousand tons, 78.8% of total 2023 68.3 mil. USD, 95.2% of total 2023

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

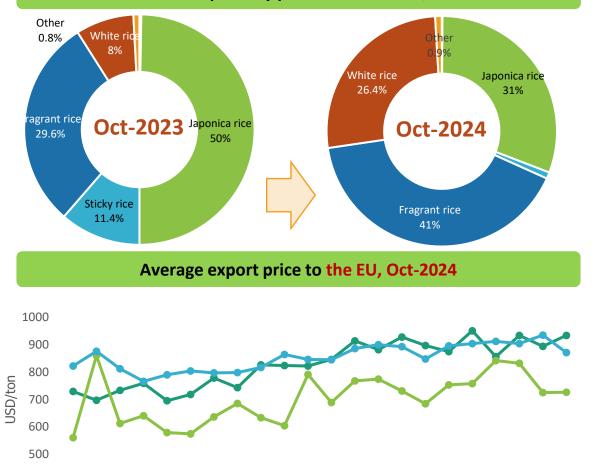


#### Percentage of export value to the EU, Oct-2024





Structure of exports by products to the EU, Oct-2024





#### Export results to the EU, Oct-2024

Japonica rice

Sep-2024

Oct-2023

Value: 1.8 mil. USD



**Fragrant rice** 

Sep-2024

Oct-2023

Value: 2.4 mil. USD





#### White rice

Value: **1.5** mil. USD

Increase **117**% compared to Sep-2024

Increase **275**% compared to Oct-2023

#### Japonica rice

Increase **60**% compared to

Increase **265**% compared to

The average export price in Oct-2024 is **871** USD/ton; decreases **7**% compared to the previous month; and increases **1**% compared to the same month of 2023.

Increase 122% compared to

Decrease **28**% compared to

#### Fragrant rice

The average export price in Oct-2024 is **934** USD/ton; increases **5**% compared to the previous month; and increases **13**% compared to the same month of 2023.

#### White rice

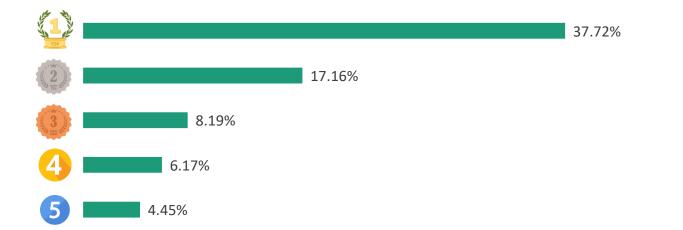
The average export price in Oct-2024 is **726** USD/ton; increases **0.03**% compared to the previous month; and increases **20**% compared to the same month of 2023.

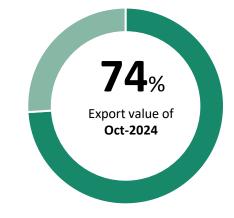


Source: Calculated from data of the General Department of Customs

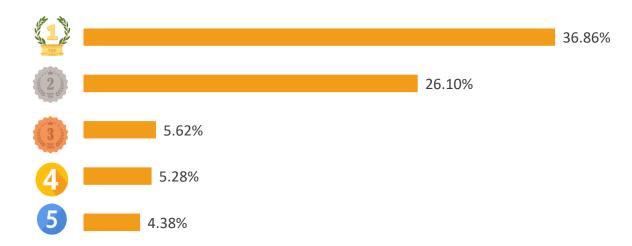
TOP 5 export enterprises by value to the EU, Oct-2024



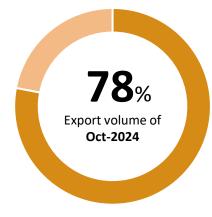




#### TOP 5 export enterprises by volume to the EU, Oct-2024





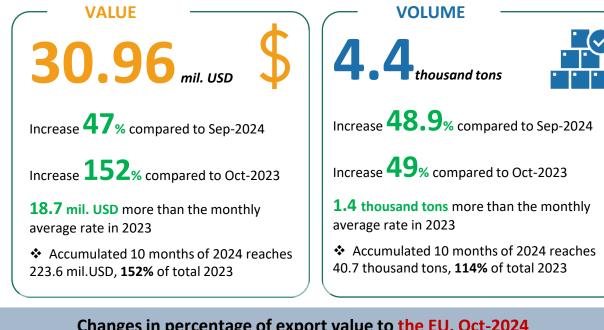




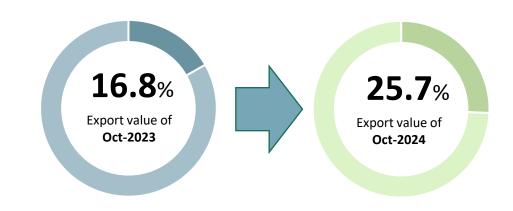
Export volume and value to the EU, Oct-2024



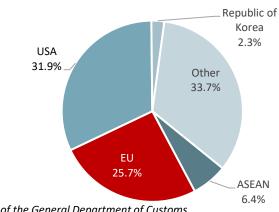
#### Export results to the EU, Oct-2024



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



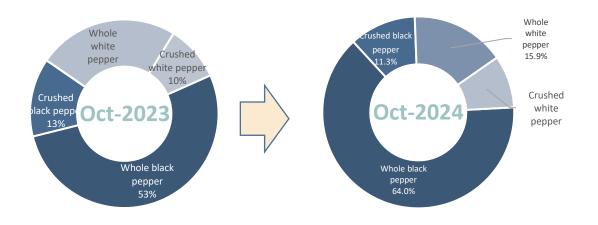
#### Percentage of export value to the EU, Oct-2024



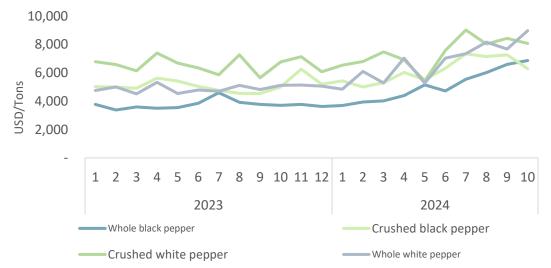


### PEPPER

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



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



#### Export results to the EU, Oct-2024



Whole black pepper Value: 19.8 mil. USD Increase 48% compared to Sep-2024 Increase 205% compared to Oct-2023

#### Whole black pepper



Whole white pepper

Increase 82% compared to

Increase **66%** compared to

Value: 4.92 mil. USD

Sep-2024

Oct-2023

Crushed black pepper

Value: 3.48 mil. USD

Oct-2023

Increase **71%** compared to Sep-2024 Increase **110%** compared to

### The average export price in Oct-2024 is **6,870** USD/ton; decreases **0.7%** compared to the previous month; and increases **82.4%** compared to the same month of 2023.

#### Crushed black pepper

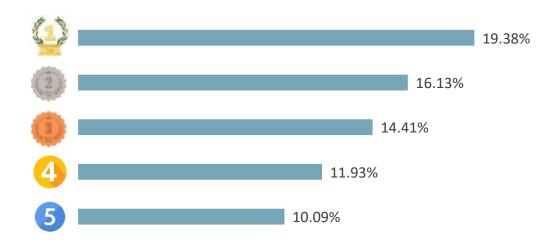
The average export price in Oct-2024 is **6,295** USD/ton; increases **2.2**% compared to the previous month; and increases **44.8**% compared to the same month of 2023.

#### Whole white pepper

The average export price in Oct-2024 is **8,973** USD/ton; decreases **6.5**% compared to the previous month; and increases **64.4**% compared to the same month of 2023.



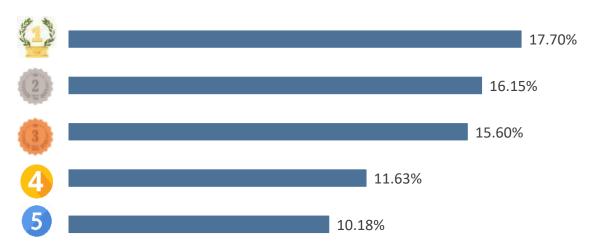
TOP 5 export enterprises by value to the EU, Oct-2024



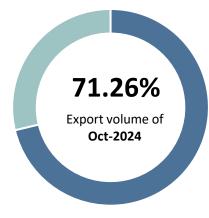
Value ratio of TOP 5 export enterprises to the EU, Oct-2024



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



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



### PEPPER

### **SPOTLIGHTS**

According to Eurostat, in the first eight months of 2024, the EU imported 45,000 tons of pepper from non-EU countries, with value of nearly 216 million EUR (about 233 million USD), increasing 33% in volume and 50% in value compared to the same period in 2023.

Among the non-EU suppliers, Vietnam is the largest exporter of pepper to the EU, with a total export volume of 30,000 tons, valued at 138 million EUR (149 million USD). This represents a 42% increase in volume and a 67% increase in value compared to the first eight months of 2023. Vietnam's market share in the EU's total pepper imports from non-EU countries reached 66% in volume and 63% in value during this period.

Source: vietnamagriculture

The EU has issued Regulation (EU) 2024/2794, effective from November 7, 2024, to tighten the organic certification for imported products, including pepper from Vietnam. This regulation updates the list of organizations recognized by the EU to control and issue organic certifications, including Olska Spolka Z Ograniczona Odpowiedzialnoscia (VN-BIO-181), Onecert International Private Limited (VN-BIO-152), and SRS Certification GmbH (VN-BIO-195), for product groups such as plants, processed foods, and animal feed. This is a part of the EU's efforts to ensure the quality and transparency of imported organic products, creating an opportunity to boost Vietnamese pepper exports if these new regulations are well adhered to.

Source: Vietnambiz.vn

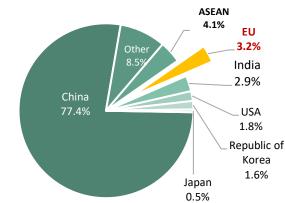


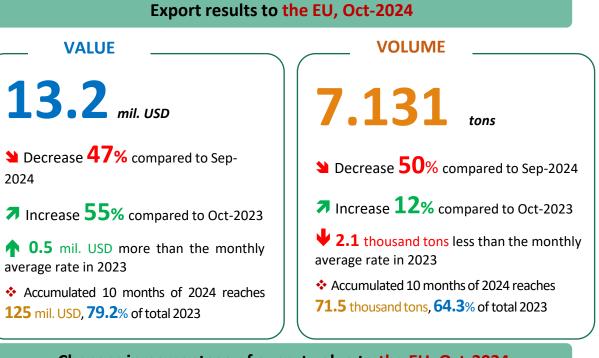


Export volume and value to the EU, Oct-2024



Percentage of export value to the EU, Oct-2024





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

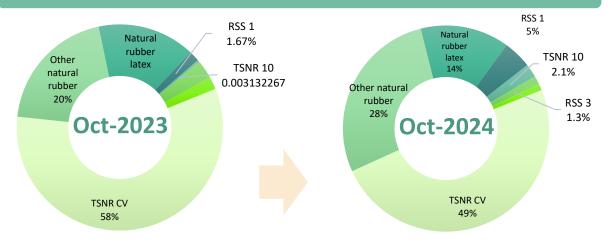
2024



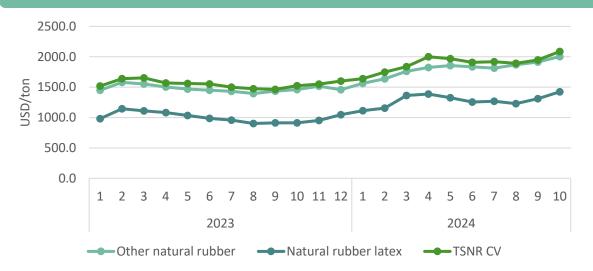


### RUBBER

Structure of exports by products to the EU, Oct-2024



Average export price to the EU, Oct-2024



#### Export results to the EU, Oct-2024



#### Other natural rubber

Value: 3.8 mil. USD

Decrease **59**% compared to Sep-2024 Increase **116**% compared to Oct-2023

#### Other natural rubber



Value: 6.74 mil. USD

Decrease **41**% compared to

Increase **33**% compared to

**TSNR CV** 

Sep-2024

Oct-2023



#### Natural rubber latex

Value: **1.9** mil. USD Decrease **22**% compared to Sep-2024

Increase **42**% compared to Oct-2023

### The average export price in Oct-2024 is **2,004** USD/ton; increases **4.8**% compared to the previous month; and increases **37**% compared to the same month of 2023.

#### TSNR CV

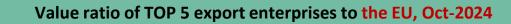
The average export price in Oct-2024 is **2,087** USD/ton; increases **7.2**% compared to the previous month; and increases **37**% compared to the same month of 2023.

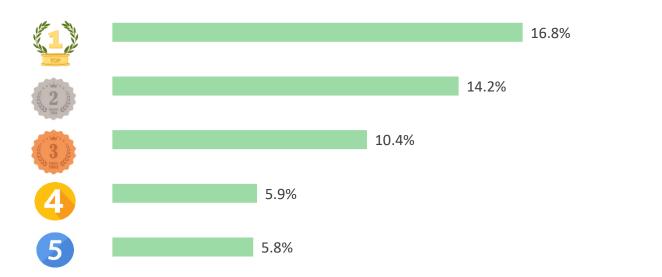
#### Naturak rubber latex

The average export price in Oct-2024 is **1,423** USD/ton; increases **8.6**% compared to the previous month; and increases **56**% compared to the same month of 2023.



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







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



### **SPOTLIGHTS**

**EUDR has a significant impact on global rubber production** 

Thailand, Vietnam, and Indonesia are the world's leading rubber producers. However, Côte d'Ivoire's rubber production is gradually catching up with Southeast Asian countries, thanks to efforts to meet the EUDR standards.

In 2023, Côte d'Ivoire produced 1.55 million tons of natural rubber, nearly double the amount produced in 2019 (815,000 tons), surpassing Vietnam to become the third-largest rubber producer in the world, after Thailand and Indonesia.

Rubber plantations in Côte d'Ivoire have benefited from implementing EUDR standards, as they have committed to reducing deforestation and have called on the European Union to increase financial support for rubber production.





Any comments, please send to:

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