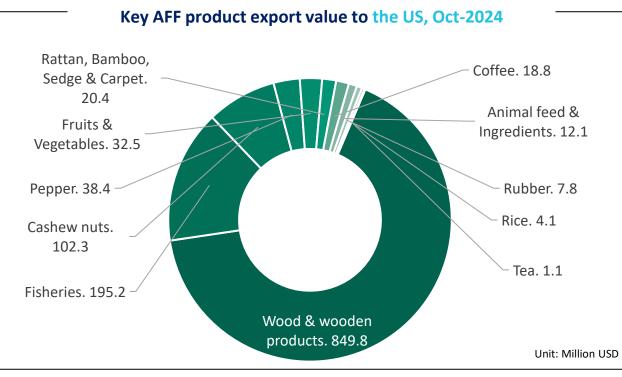
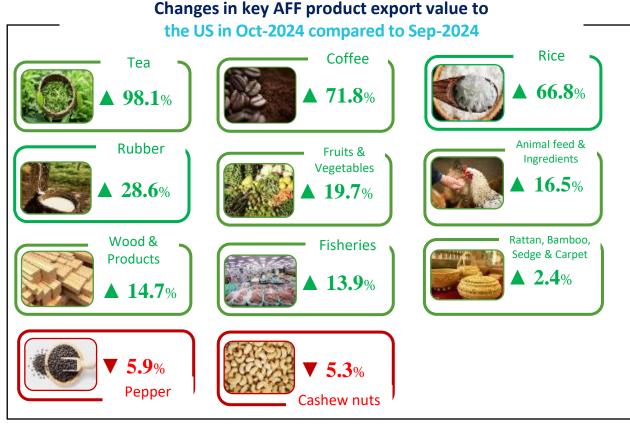
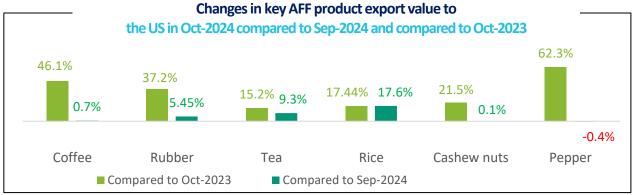


THE SITUATION OF AGRO-FORESTRY-FISHERY (AFF) PRODUCT EXPORT FROM VIET NAM TO THE U.S. IN OCT - 2024









Summit

The Vietnam Federation of Commerce and Industry (VCCI), the American Chamber of Commerce in Hanoi (AmCham) and the American Chamber of Commerce in Washington (US Chamber) organized the 7th Vietnam - US Business Summit in Ha Noi on November 27 to strengthen bilateral trade and economic cooperation between two countries.

Prime minister Pham Minh Chinh and senior increased officials from Vietnamese ministries and agencies

attended the event in person in Ha Noi.

The conference focused on discussing policies and directions that both government and private sector need to implement to ensure mutually beneficial on trade and investment between Viet Nam and the US.

Priority solutions need to implement include: issuing reasonable regulations, taking advantages of digital economy, addressing energy security needs, maintaining competitiveness through productivity and risk reduction,

The 7th Vietnam - US Business and US Ambassador in Vietnam Marc Knapper mobilizing resources, and improving production and supply chains.



Source: vietnamplus.vn

Viet Nam - US trade in 10 months of 2024 reaches nearly 111 billion USD

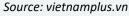
In the first 10 months of 2024, Viet Nam - US trade reached nearly 111 billion USD, equal to the two-way trade turnover of last year. Of which, exports reached nearly 98.5 billion USD, up 24.2% over the same period; imports reached 12.3 billion USD, up 8.2%.

The United States has been one of Viet Nam's major export markets and trading partners. Many Vietnamese enterprises consider the US an

important market, especially for electronics, garments, footwear, furniture, and agriculture, forestry and fishery products.

The US is a market with high consumption demand of goods, with more than 300 million people and one of the largest economies in the world. Therefore, Vietnamese enterprises expect to promote the export of Viet Nam's key products in the coming time.

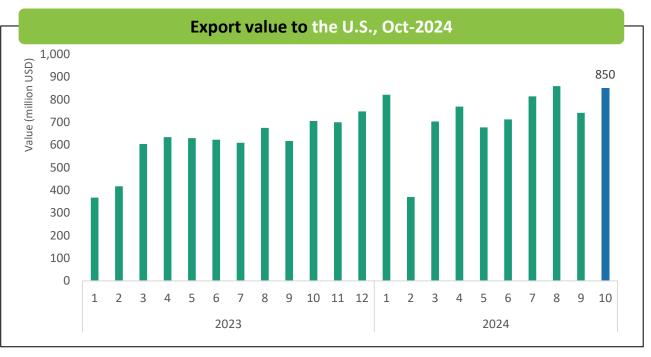








WOOD AND WOODEN PRODUCTS



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



Increase 14.7% compared to Sep-2024

■ Increase 20.5% compared to Oct-2023

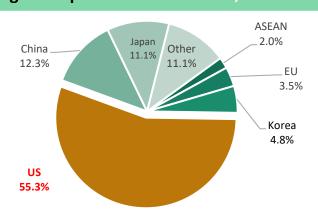
850

million USD

↑ 239.3 million USD more than the monthly average rate in 2023

Accumulated 10 months of 2024 reaches 7.3 bil.
 USD, 99.8% of total 2023

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



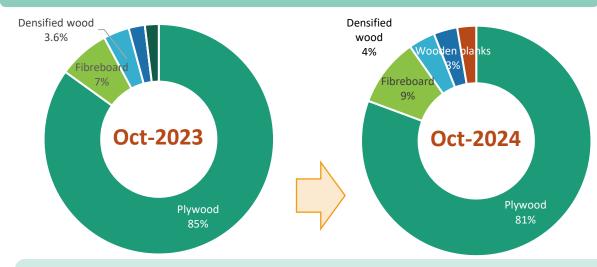
Changes in percentage of export value to the U.S., Oct-2024



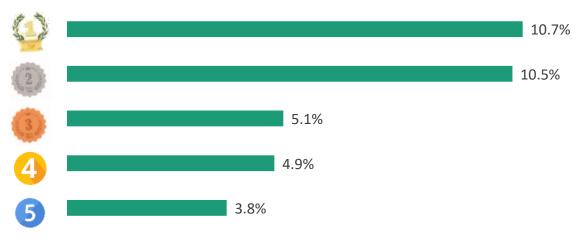


WOOD AND WOODEN PRODUCTS

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



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



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



Plywood

Value: 29.8 million USD

Increase **46**% compared to Sep-2024

Decrease 2% compared to Oct-2023



Fibreboard

Value: 3.6 million USD

Increase **36**% compared to Sep-2024

Increase **37**% compared to Oct-2023



Densified wood

Value: 1.4 million USD

Increase **150**% compared to Sep-2024

Increase **6** % compared to Oct-2023

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





WOOD AND WOODEN PRODUCTS

SPOTLIGHTS



US hardwood plywood imports in September 2024 were estimated at 201,955 m³, decreasing 4% from the previous month but up 11% year-on-year. Imports from China fell 41% in September 2024 compared to the previous month.

US imports of tropical hardwood lumber in September 2024 are about 12,198 m³, a 19% decrease compared to the previous month and a 32% decrease compared to the same period last year. Imports from key trading partners Brazil and Indonesia in September 2024 decreased by 11% and 13%, respectively, compared to the previous month.

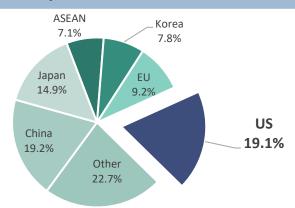
US imports of indoor and outdoor wooden furniture in September 2024 are about 1.85 billion USD, a 6% increase compared to the previous month and a 19% increase compared to the same period last year. Imports from Viet Nam and Canada increased by 14% in September 2024 compared to the previous month. Meanwhile, imports from India and Indonesia rose by 25% compared to the previous month.



Export value to the U.S., Oct-2024



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



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

VALUE

195.2 milli

million USD

Increase 13.9% compared to Sep-2024

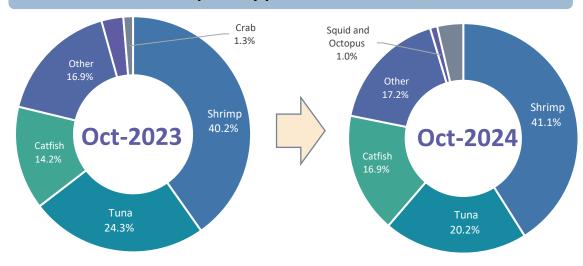
- Increase 34.7% compared to Oct-2023
- ↑ 65.4 million USD more than the monthly average rate in 2023
- Accumulated 10 months of 2024 reaches **1517.7** million USD, **97.5**% of total 2023

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

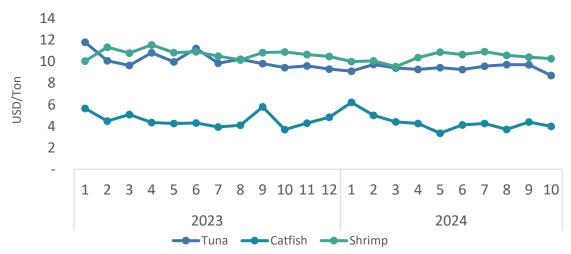




Structure of exports by products to the U.S., Oct-2024



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



Source: Calculated from data of the General Department of Customs

Export results to the U.S., Oct-202







Shrimp

Value: **80.1** million USD

Decrease **3.6**% compared to Sep-2024

Increase **37.5**% compared to Oct-2023

Tuna

Value: 39.5 million USD

Increase **32.9**% compared to Sep-2024

Increase **11.9**% compared to Oct-2023

Catfish

Value: 32.9 million USD

Increase **16.6**% compared to Sep-2024

Increase **60.0**% compared to Oct-2023

Tuna

The average export price in Oct-2024 is **8.7** USD/kg; decrease **10.4**% compared to previous month; and decrease **7.8**% compared to the same month of 2023.

Catfish

The average export price in Oct-2024 is **4.0** USD/kg; decrease **9.3**% compared to previous month; and increase **7.9**% compared to the same month of 2023.

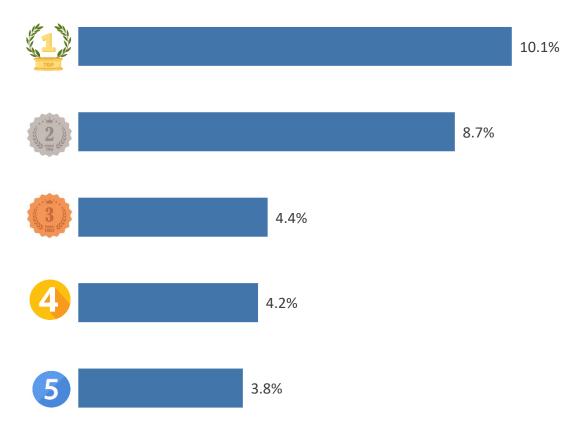
Shrimp

The average export price in Oct-2024 is **10.3** USD/kg; decrease **1.4**% compared to previous month; and decrease **5.7**% compared to the same month of 2023.



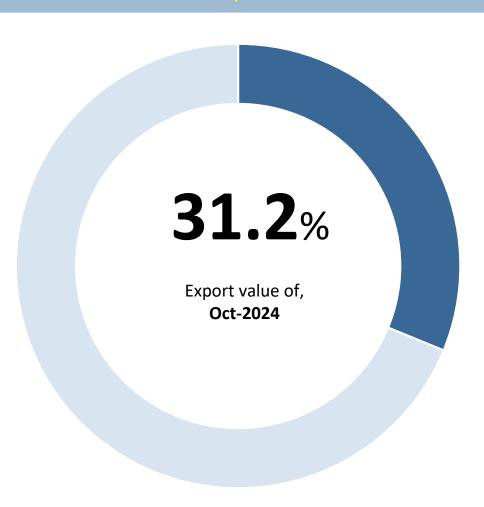
TOP 5 export enterprises by value to

the U.S., Oct-2024



Value ratio of TOP 5 export enterprises to

the U.S., Oct-2024





SPOTLIGHTS



Opportunities and challenges for Vietnamese seafood in the US

The US is Viet Nam's largest seafood export market, with turnover ranging from 1.5 billion USD to 2.1 billion USD per year over the past 5 years. In 2024, seafood exports to the United States are estimated to reach 1.85 billion USD, up 19% compared to 2023, thanks to high demand and increasingly improved product quality.

The US-China trade dispute creates opportunities for Vietnamese seafood as the United States reduces to import seafood from China. Shrimp and pangasius have opportunity to replace them, while Viet Nam has the opportunity to become a reliable alternative source in the context of many fluctuations in the world market.

However, Vietnamese seafood businesses face many challenges, including trade defense measures, and the Donal Trump government will strengthen protection measures related to food safety and quality standards. This could make it difficult for Vietnamese seafood exporters to comply with strict food safety standards, leading to increased production costs, inspection costs, and the risk of returns if the standards are not met.

To increase exports, businesses need to comply with food safety regulations, apply sustainable farming methods, and provide transparency in product origin information. These measures not only help build trust with the US market but also improve the competitiveness of Vietnamese seafood in the global market.

Source: Vasep, Nov-2024



FRUITS AND VEGETABLES (EXPORT)



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

VALUE



32.5

million USD

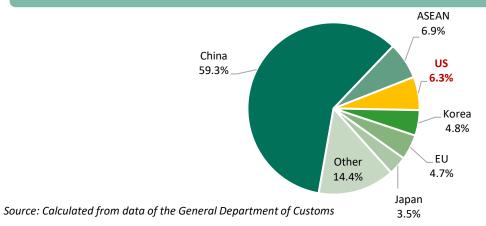
Increase **19.7**% compared to Sep-2024

Increase **41.2**% compared to Oct-2023

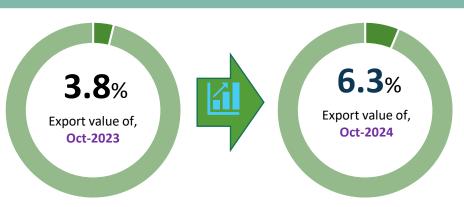
11.1 million USD more than the monthly average rate in 2023

Accumulated 10 months of 2024 reaches 286.8 million USD, 111.3% of total 2023

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



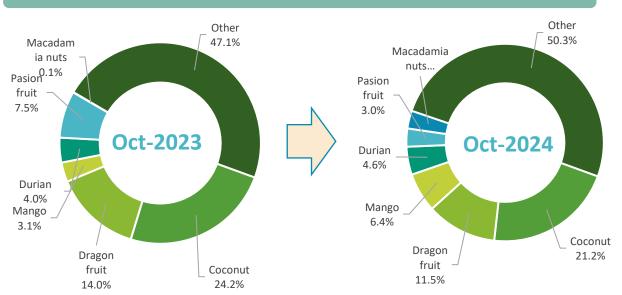
Changes in percentage of export value to the U.S., Oct-2024





FRUITS AND VEGETABLES (EXPORT)

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





Mango

Value: 2.1 million USD

Increase **37.8**% compared to

Sep-2024

Increase **189.9**% compared to

Oct-2023

Source: Calculated from data of the General Department of Customs



Durian

Value: 1.5 million USD

Decrease **4.0**% compared to Sep-

2024

Increase **62.7**% compared to Oct-2023

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



Coconut

Value: 6.9 million USD

Increase **21.0**% compared to Sep-2024

Increase **23.9**% compared to Oct-2023



Dragon fruit

Value: 3.7 million USD

Increase **14.7**% compared to Sep-2024

Increase **16.1**% compared to Oct-2023



Passion fruit

Value: 0.97 million USD

Decrease **29.6**% compared to

Sep-2024

Decrease **44.3**% compared to Oct-2023



Macadamia nuts

Value: 0.96 million USD

Increase **331.7**% compared to

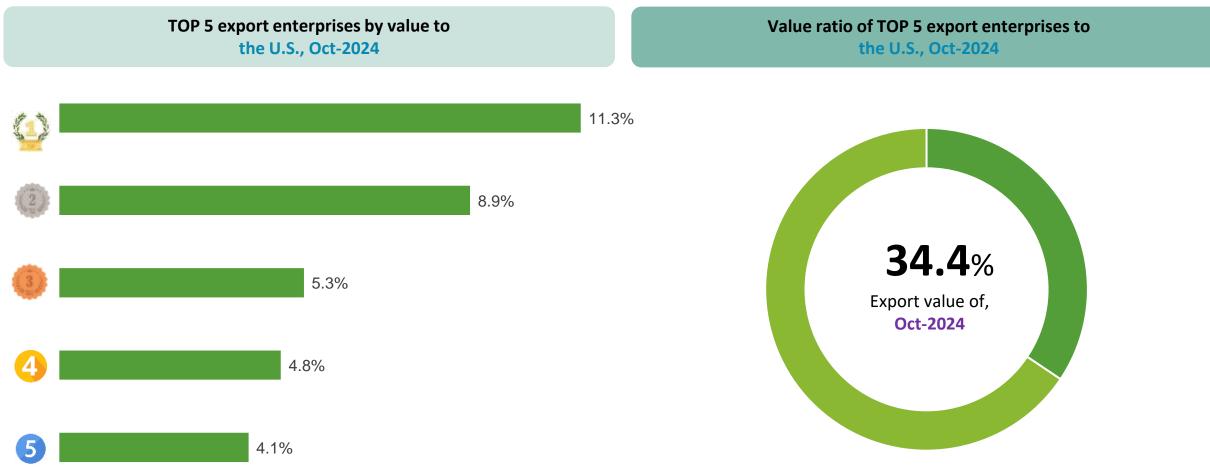
Sep-2024

79 times highercompared to Oct-

2023

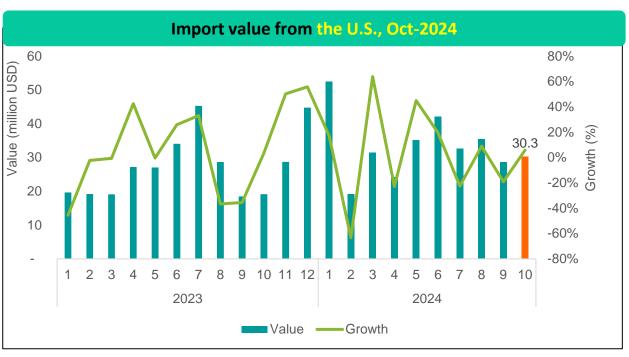


FRUITS AND VEGETABLES (EXPORT)

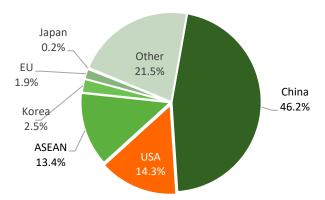




FRUITS AND VEGETABLES (IMPORT)



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



Import results from the U.S., Oct-2024

VALUE



30.3

million USD

Increase **5.7**% compared to Sep-2024

Increase **58.5**% compared to Oct-2023

2.7 million USD more than the monthly average rate in 2023

Accumulated 10 months of 2024 reaches 335.1 million USD, 101.1% of total 2023

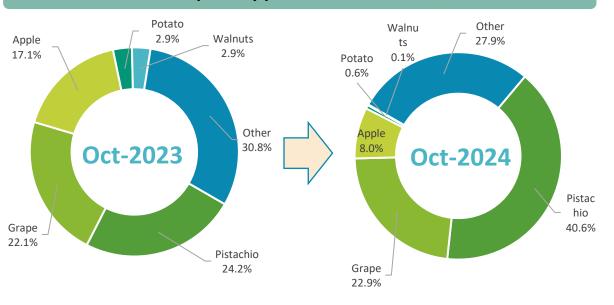
Changes in percentage of import value from the U.S., Oct-2024





FRUITS AND VEGETABLES (IMPORT)

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



Import results from the U.S., Oct-2024



Pistachio

Value: 12.3 million USD

Increase **55.1**% compared to Sep-2024

Increase **166.1**% compared to Oct-2023



Grape

Value: 6.9 million USD

Increase 11.8% compared to Sep-2024

Increase **64.3**% compared to Oct-2023



Apple

Value: 2.4 million USD

Increase 120.3% compared to Sep-2024

Decrease 26.2% compared to Oct-2023



Potato

Value: 169 thousand USD

Increase **66.0**% compared to Sep-2024

Decrease 69.7% compared to Oct-2023



Walnuts

Value: 37 thousand USD

Decrease **96.5**% compared to Sep-2024

Decrease 93.2% compared to Oct-2023

FRUITS AND VEGETABLES

SPOTLIGHTS



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USDA relaxes import regulations on Chilean grapes

The United States Department of Agriculture (USDA) has announced an update to its grape import regulations. Specifically, starting in July 2024, areas in Chile with low or no European grape moth incidence will be allowed to export grapes to the United States. These regulations are intended to protect U.S. agriculture from the threat of the Chilean red spider mite and reduce reliance on powerful insecticides that have negative environmental impacts.

Source: Freshplaza.com

2

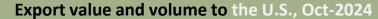
Vietnamese fruits and vegetables are increasingly popular in the US market.

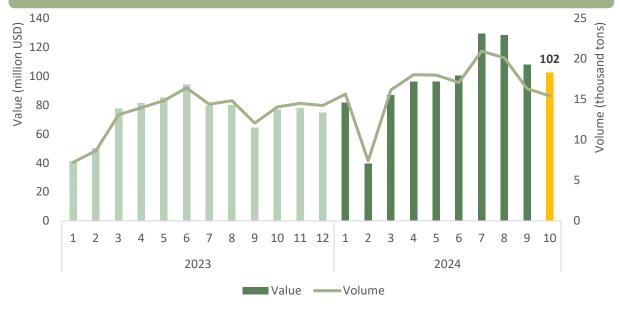
According to the Viet Nam Fruit and Vegetable Association, many Vietnamese fruit and vegetable products are increasingly popular in the US market. In particular, fresh coconut, passion fruit and many other products will continue to be strongly promoted here in the coming time. The US is a major consumer of coconut products, with increasing demand for processed coconut products such as coconut water, coconut oil and coconut powder.



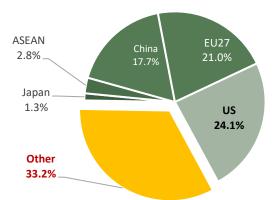
Source: Nhandan.vn







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



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

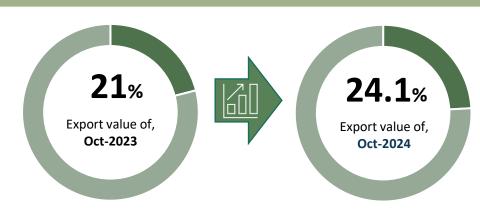
VALUE

- ▶ Decrease 5.3% compared to Sep-2024
- Increase 33.3% compared to Oct-2023
- **29** million USD more than the monthly average rate in 2023
- ❖ Accumulated 10 months of 2024 reaches 969 mil.USD, 110% of total 2023

VOLUME 16.3

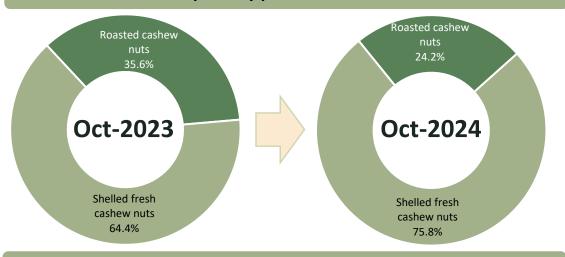
- Decrease 5.4% compared to Sep-2024
- Increase 9.7% compared to Oct-2023
- **2.2** thousand tons more than the monthly average rate in 2023
- Accumulated 10 months of 2024 reaches **165** thousand tons, **104**% of total 2023

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

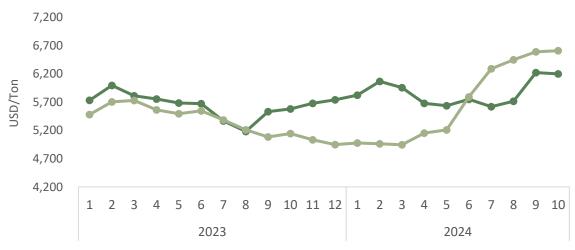




Structure of exports by products to the U.S., Oct-2024



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



Roasted cashew nuts Shelled fresh cashew nuts

Source: Calculated from data of the General Department of Customs

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



Shelled fresh cashew nuts

Value: 77.6 million USD

Increase 16.5% compared to Sep-2024

Decrease 11% compared to Oct-2023



Roasted cashew nuts

Value: 24.8 million USD

Decrease **9.1%** compared to Sep-2024

Increase **57**% compared to Oct-2023

Shelled fresh cashew nuts

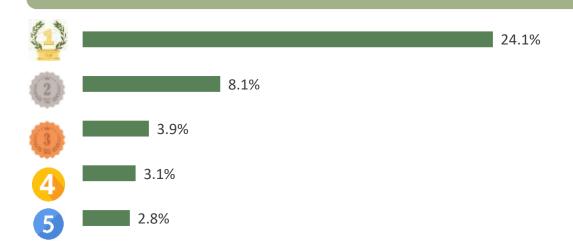
The average export price in Oct-2024 is **6,607** USD/ton; increase **0.3**% compared to previous month; and increase **28.5**% compared to the same month of 2023.

Roasted cashew nuts

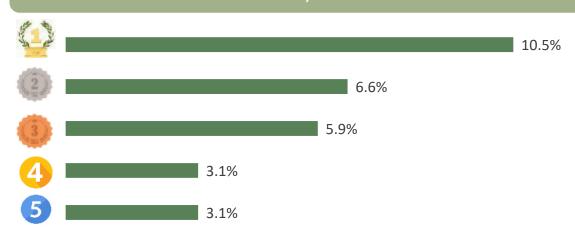
The average export price in Oct-2024 is **6,197** USD/ton; decrease **0.4**% compared to previous month; and increase **11.1**% compared to the same month of 2023.



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



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



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



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



SPOTLIGHTS



According to the US International Trade Commission, in the first 8 months of 2024, the US spent 554.2 million USD to import 101,300 tons of cashew nuts from Vietnam. Compared to the same period in 2023, the amount of cashew nuts imported from Viet Nam increased by 21.4% in volume and 16% in value. Notably, Vietnamese cashew nuts accounted for 89.4% of the total cashew nut imports of the US.

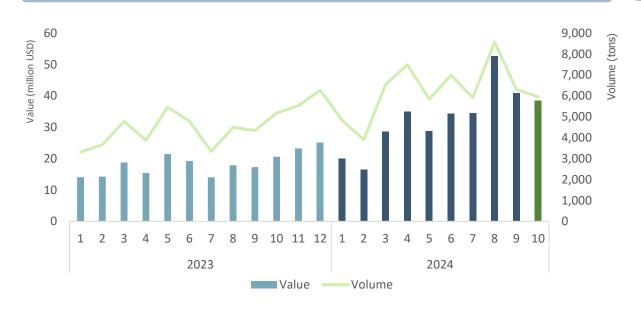
Cashew nut exports are expected to increase sharply in the last months of the year. The Vietnamese cashew sector is also expected to set a historical record with an export turnover of 4 billion USD in 2024..

Source: The US International Trade Commission

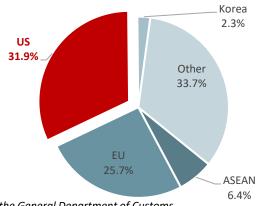


PEPPER

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



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



Source: Calculated from data of the General Department of Customs

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

VALUE

38.4 million USD



Decrease 5.9% compared to Sep-2024

Increase **86.5**% compared to Oct-2023

19.97 million USD more than the monthly average rate in 2023

Accumulated 10 months of 2024 reaches 329.7 mil.USD, **149%** of total 2023

VOLUME

5.96 thousand tons



Decrease 5.5% compared to Sep-2024

Increase 15% compared to Oct-2023

1.4 thousand tons more than the monthly average rate in 2023

Accumulated 10 months of 2024 reaches
 62.3 thousand tons, 113% of total 2023

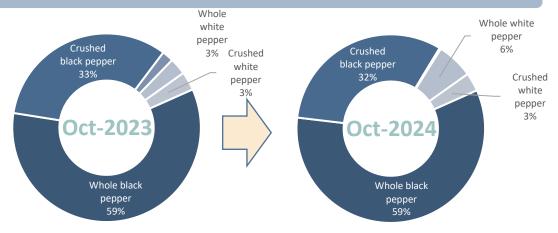
Changes in percentage of export value to the U.S., Oct-2024



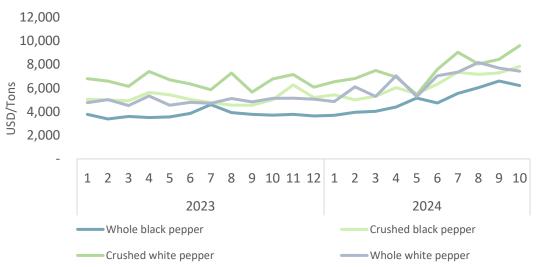


PEPPER

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



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



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



Whole black pepper

Value: 22.5 million USD

Decrease 26% compared to Sep-2024

Increase **85**% compared to Oct-2023



Crushed black pepper

Value: 12.2 million USD

Increase 48% compared to Sep-2024

Increase **81**% compared to Oct-2023

Whole black pepper

The average export price in Oct-2024 is **6,207** USD/ton; decrease **5.8**% compared to previous month; and increase **67.5**% compared to the same month of 2023.

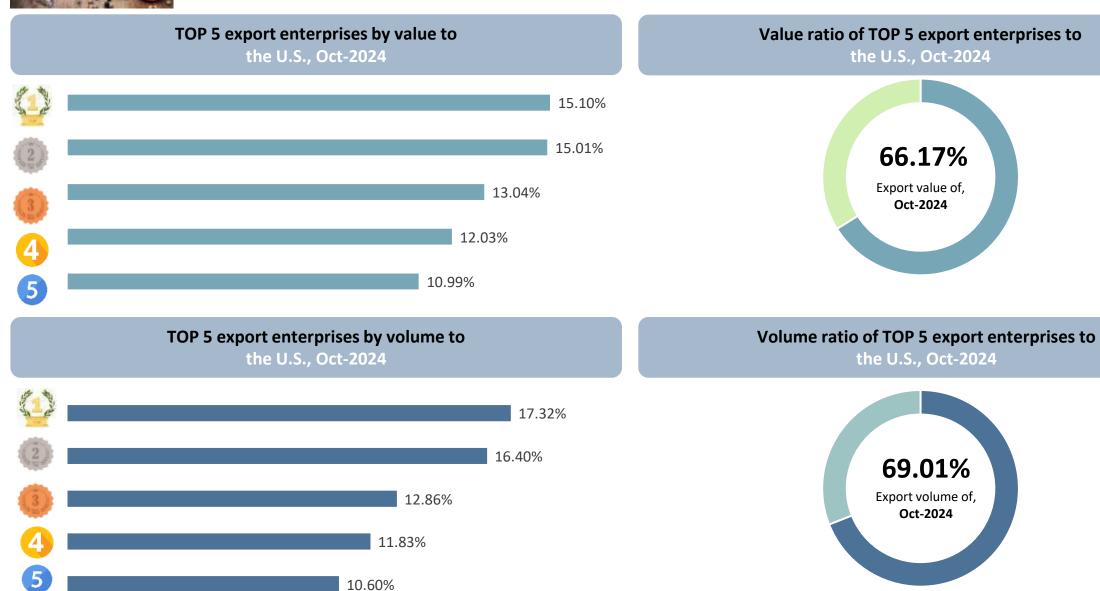
Crushed black pepper

The average export price in Oct-2024 is **7,820** USD/ton; increase **7.4**% compared to previous month; and increase **56.1**% compared to the same month of 2023.

Crushed white pepper

The average export price in Oct-2024 is **9,589** USD/ton; increase **13.7**% compared to previous month; and increase **41.8**% compared to the same month of 2023.

PEPPER PEPPER



PEPPER

SPOTLIGHTS



According to the United States International Trade Commission (USITC), in September 2024, the United States imported 9,793 tons of pepper, up 32.8% over the previous month and up 57.6% over the same period in 2023. In the first 9 months of 2024, the total pepper import volume of this country reached 73,087 tons, with value of 365.5 million USD, a remarkable growth of 43.3% in volume and 55.8% in value over the same period last year.

The main reason is that domestic consumption demand has recovered thanks to gradually controlled inflation. At the same time, importing enterprises are also taking advantage of stockpiling goods, to guard against unpredictable fluctuations from economic and trade policies and fluctuations in the world market in the future.

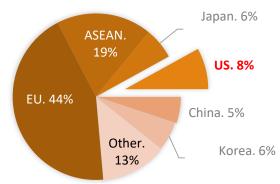
Source: Vietnambiz.vn



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



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



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

18.8 million USD

- **71.8**% compared to Sep-2024 **71.8**% and **71.8**% and **71.8**% are the sep-2024
- Increase 197% compared to Oct-2023
- **3 5.6** million USD less than the monthly average rate in 2023
- Accumulated 10 months of 2024 reaches **249.1** mil.USD, **85.1**% of total 2023.

36
thousand tons

- Increase 70.7% compared to Sep-2024
- Increase 103% compared to Oct-2023
- **№ 6.3** thousand tons less than the monthly average rate in 2023
- Accumulated 10 months of 2024
 reaches 68.8 thousand tons, 56.5%
 of total 2023.

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

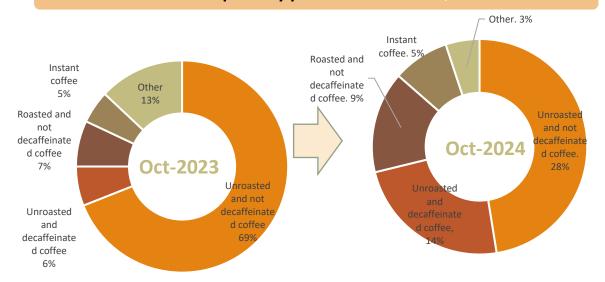




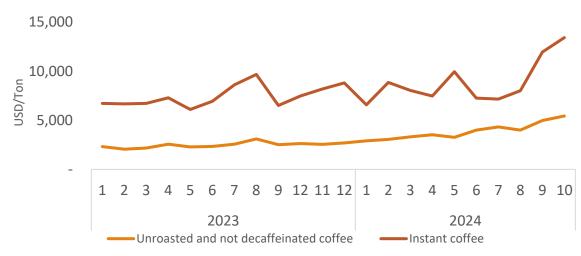




Structure of exports by products to the U.S., Oct-2024



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



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



Unroasted and not decaffeinated coffee

Value: 8 million USD
Increase 179% compared to
Sep-2024
Increase 165% compared to
Oct-2023



Instant coffee

Value: 2.2 million USD
Increase 192% compared to
Sep-2024
Increase 54.2% compared to
Oct-2023



Roasted and not decaffeinated coffee

Value: **0.7** million USD
Decrease **11.6**% compared to Sep-2024
Decrease **29.2**% compared to Oct-2023

Instant coffee

The average export price in Oct-2024 is **13,417** USD/ton; increase **12.3**% compared to previous month; and increase **108**% compared to the same month of 2023.

Unroasted and not decaffeinated coffee

The average export price in Oct-2024 is **5,436** USD/ton; increase **9.3**% compared to previous month; and increase **89**% compared to the same month of 2023.

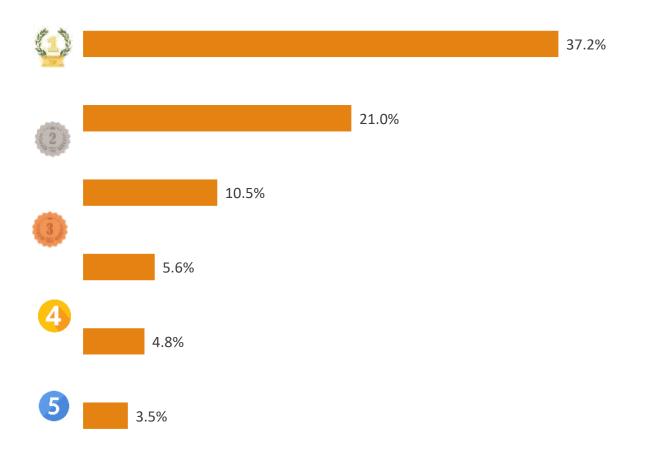


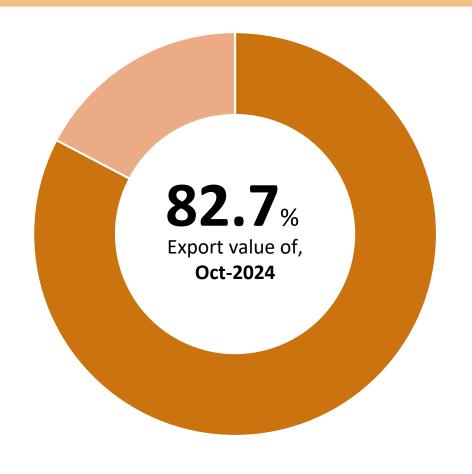
COFFEE

TOP 5 export enterprises by value to

the U.S., Oct-2024









SPOTLIGHTS



US port strike pushes up coffee prices and causes domestic shortages.

A dockworkers strike on the US East Coast has disrupted the unloading of hundreds of containers of imported coffee beans, leading to supply shortage in the world's largest consumer. Delays in deliveries to roasters and coffee chains have pushed up prices, while storage costs have also increased due to the shortage.

Coffee stocks in the US are at the lowest level, some regions face supply shortages. Many suppliers have suspended trading because they concerns about the strike's long-term impact. However, experts believe the strike can be resolved quickly and the supply shortage will be short-term.

Source: reuters.com (11/2024)



SPOTLIGHTS



US Coffee Imports in 8 Months of 2024

According to the US International Trade Commission, in the first 8 months of 2024, the US imported 5.71 billion USD of coffee, a decrease of 0.5% compared to the same period last year. Of this, imports from Viet Nam was about 286 million USD, an increase of 1.9% compared to the same period last year. Viet Nam's share of total US coffee imports accounted for 5.0% in the 8 months of 2024, higher than 4.9% in the same period of 2023.

Source: Agency of Foreign Trade - Ministry of Industry and Trade (11/2024)



RICE



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



4.1

VOLUME

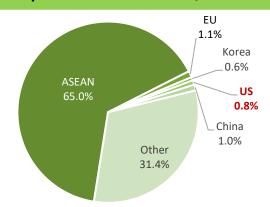


- Increase 66.8% compared to Sep-2024
- Increase 38.7% compared to Oct-2023
- 1.7 million USD more than the monthly average rate in 2023
- Accumulated 10 months of 2024 reaches
 24.8 million USD, 87.2% of total 2023

Increase 41.9% compared to Sep-2024

- Increase **18.1**% compared to Oct-2023
- 1.1 thousand tons more than the monthly average rate in 2023
- Accumulated 10 months of 2024 reaches
 28.4 thousand tons, 79.0% of total 2023

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



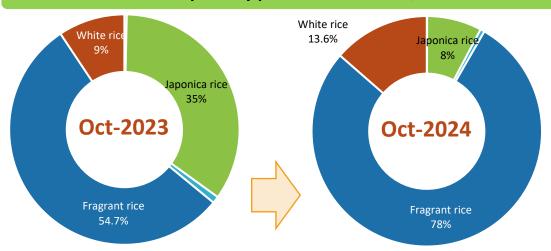
Changes in percentage of export value to the U.S., Oct-2024



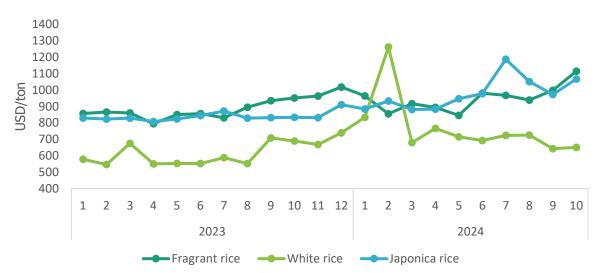


RICE

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



Average export rice price to the U.S., Oct-2024



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







Fragrant rice

Value: 3.2 million USD

Increase **95**% compared to Sep-2024

Increase **102**% compared to Oct-2023

White rice

Value: 0.6 million USD

Increase **29**% compared to Sep-2024

Increase **106**% compared to Oct-2023

Japonica rice

Value: 0.3 million USD

Decrease **18**% compared to Sep-2024

Decrease 69% compared to Oct-2023

Japonica rice

The average export price in Oct-2024 is **1,066** USD/ton; increase **10**% compared to previous month; and increase **28**% compared to the same month of 2023.

Fragrant rice

The average export price in Oct-2024 is **1,114** USD/ton; increase **12**% compared to previous month; and increase **17**% compared to the same month of 2023.

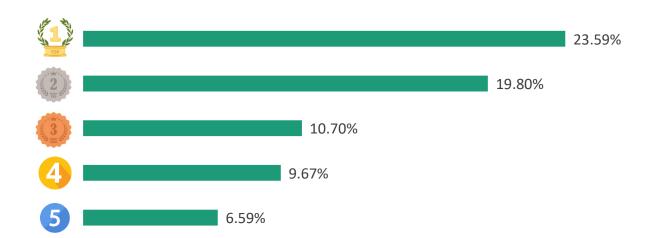
White rice

The average export price in Oct-2024 is **650** USD/ton; increase **1**% compared to previous month; and decrease **6**% compared to the same month of 2023.

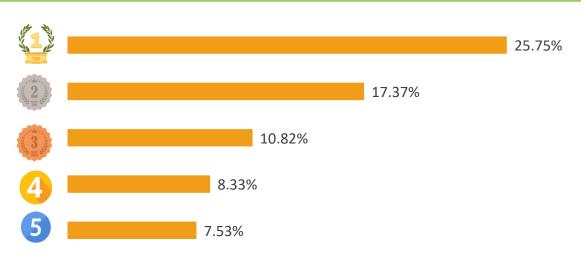


RICE

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



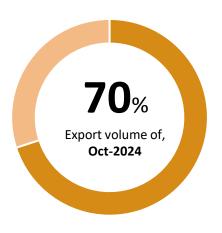
TOP 5 export enterprises by volume to the U.S., Oct-2024



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



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

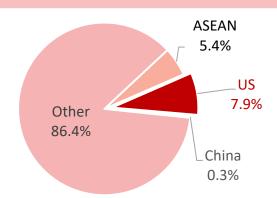




MEAT & MEAT PRODUCT (IMPORT)



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



Import results from the U.S., Oct-2024





→ Increase 4.6% compared to Oct-2023

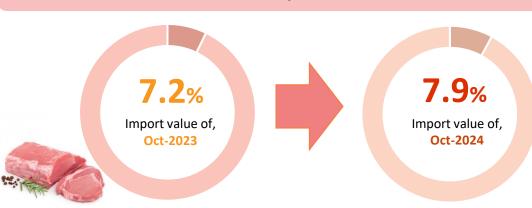
7 1.76 million USD more than the monthly average rate in 2023

♦ Accumulated 10 months of 2024 reaches

million USD

132.2 million USD, **83.7%** of total 2023

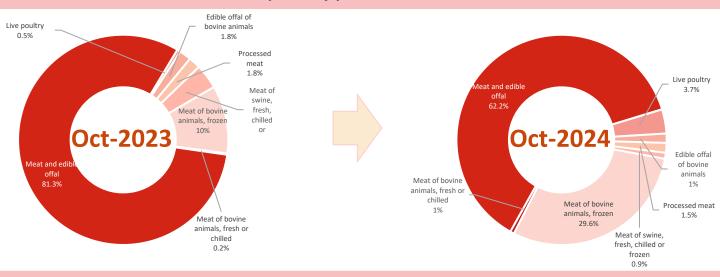
Changes in percentage of import value from the U.S., Oct-2024





MEAT & MEAT PRODUCT

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



Import results from the U.S., Oct-2024



Meat and edible offal

Value: 9.28 million USD

Increase 4.71% compared to Sep-2024

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



Meat of bovine animals, frozen

Value: 4.42 million USD

Increase 108.9% compared to Sep-2024

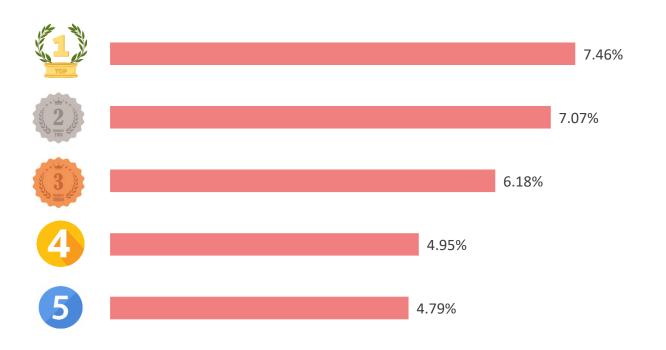
Increase 196.02% compared to Oct-2023

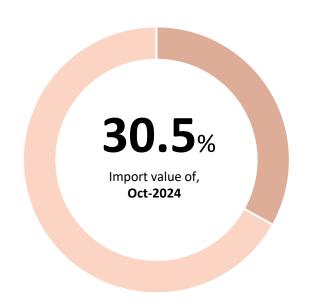


MEAT & MEAT PRODUCT



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





MEAT & MEAT PRODUCT

SPOTLIGHTS



According to the United States Department of Agriculture (USDA) and the US Meat Export Federation (USMEF), in September 2024, the United States exported 91,492 tons of pork to Mexico, up 3% year-on-year. However, the export value decreased slightly, reaching 206.6 million USD.

Notably, exports to Mexico continued to maintain a record throughout September, with a total volume of 850,204 tons (up 7%) and a value of 1.89 billion USD (up 12%). The export value to this market is expected to increase sharply in the fourth quarter and exceed the 2.5 billion USD mark.

Source: Vietnambiz.vn

US pork production is forecast to increase to 12.9 million tons (up 2%) in 2025, driven by growth in slaughter and pig production per litter. The industry's profitability is expected to improve in 2024, with lower feed costs. Meanwhile, US pork exports are forecast to increase 3% next year to 3.4 million tons, driven by abundant domestic supplies and strong export price competitiveness.







Any comments, please send to:

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