



Volume: Dec-2024

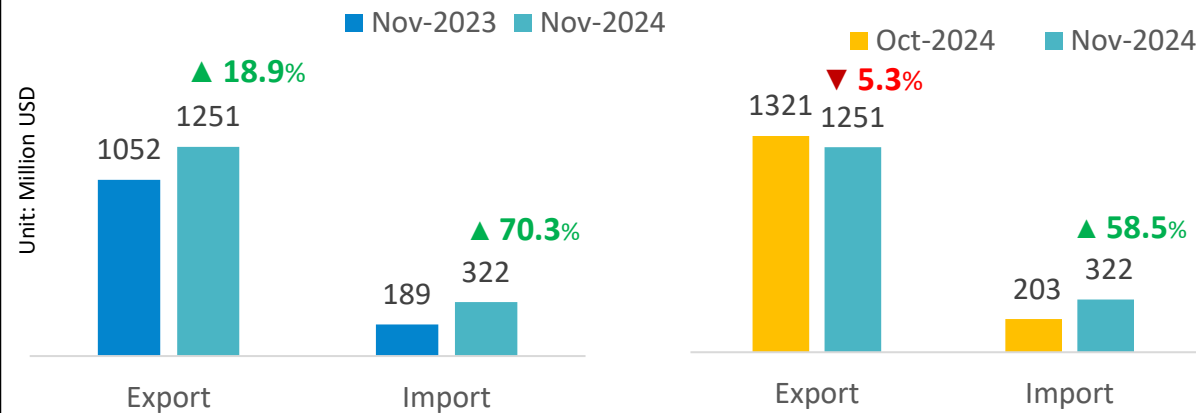
MONTHLY REPORT ON  
AGRI-PRODUCT EXPORT

FROM VIET NAM TO  
**US MARKET**

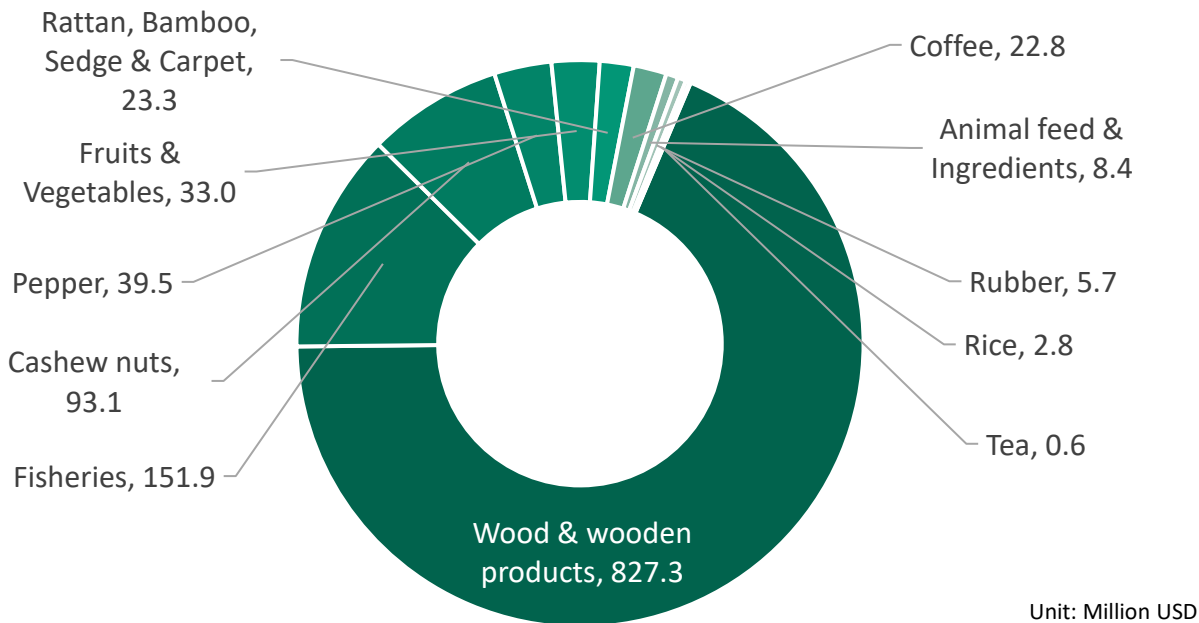
Prepared by: **AGRO**  **INFO**

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

## AFF product import-export turnover between Viet Nam and the US Nov-2024



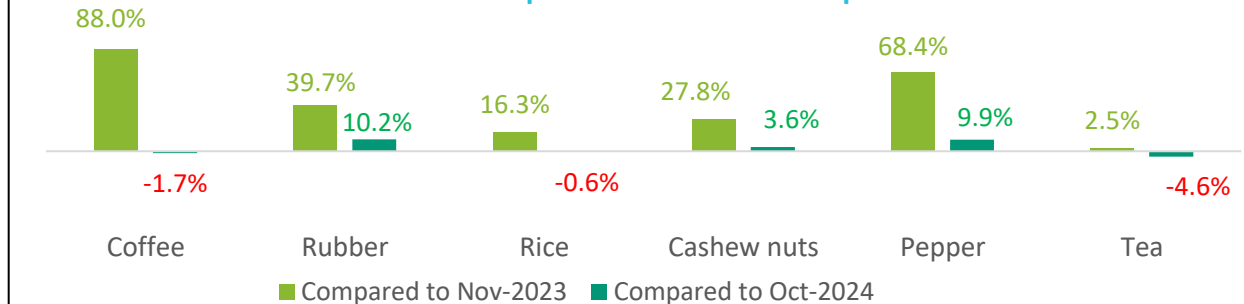
## Key AFF product export value to the US, Nov-2024



## Changes in key AFF product export value to the US in Nov-2024 compared to Oct-2024



## Changes in key AFF product export value to the US in Nov-2024 compared to Oct-2024 and compared to Nov-2023





## Prime Minister Pham Minh Chinh receives representatives of US businesses

On the afternoon of December 10, Prime Minister Pham Minh Chinh had meetings with Mr. David Petraeus - KKR Investment Fund, USA, one of the world's leading investment funds; Mr. John Neuffer, Chairman of the Semiconductor Industry Association (SIA), and leaders of leading semiconductor enterprises in the country.

On this occasion, the Prime Minister asked US

business leaders to continue supporting the enhancement of sustainable economic-trade-investment cooperation between the two countries, including more balanced trade cooperation. The US has recognized Vietnam as a market economy and removed restrictions related to high-tech exports to Vietnam.

At the meeting, US businesses also affirmed that they highly value the Vietnamese market, informed about their operations and plans to expand cooperation and investment in Vietnam in the coming time.



Source: baochinhphu.vn

## The 2024 Viet Nam-US Cooperation Forum

Vietnam - US Cooperation Forum 2024, organized by the Ministry of Industry and Trade in coordination with the US Embassy in Vietnam and the American Chamber of Commerce in Vietnam on December 6, 2024 in Ho Chi Minh City.

At the Forum, the Ministry of Industry and Trade affirmed that the bilateral trade relationship between Vietnam and the United States has achieved an impressive growth rate in recent

times. Accordingly, Vietnam has become the 8th largest trading partner of the United States; the 4th largest export market of the United States in the ASEAN region. The United States is the second largest trading partner and the largest export market of Vietnam.

In the coming time, the Government and business communities of Vietnam and the United States need to coordinate closely to continue to effectively implement the framework of the Comprehensive Strategic Partnership between the two countries.



Source: thoibaotaichinhvietnam.vn





# WOOD AND WOODEN PRODUCTS

## Export value to the US, Nov-2024



## Export results to the US, Nov-2024

VALUE



827

million USD

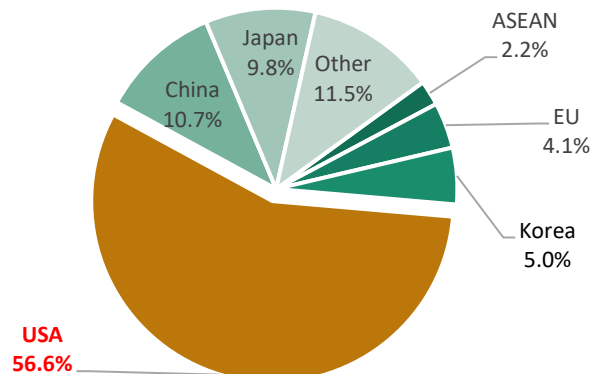
↘ Decrease **2.6%** compared to Oct-2024

↗ Increase **18.4%** compared to Nov-2023

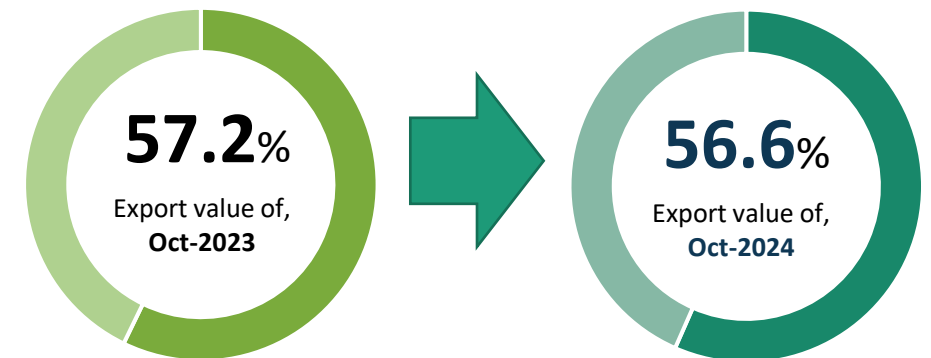
↗ **216.9 million USD** more than the monthly average rate in 2023

❖ Accumulated 11 months of 2024 reaches **8.1 bil. USD, 111.1%** of total 2023

## Percentage of export value to the US, Nov-2024



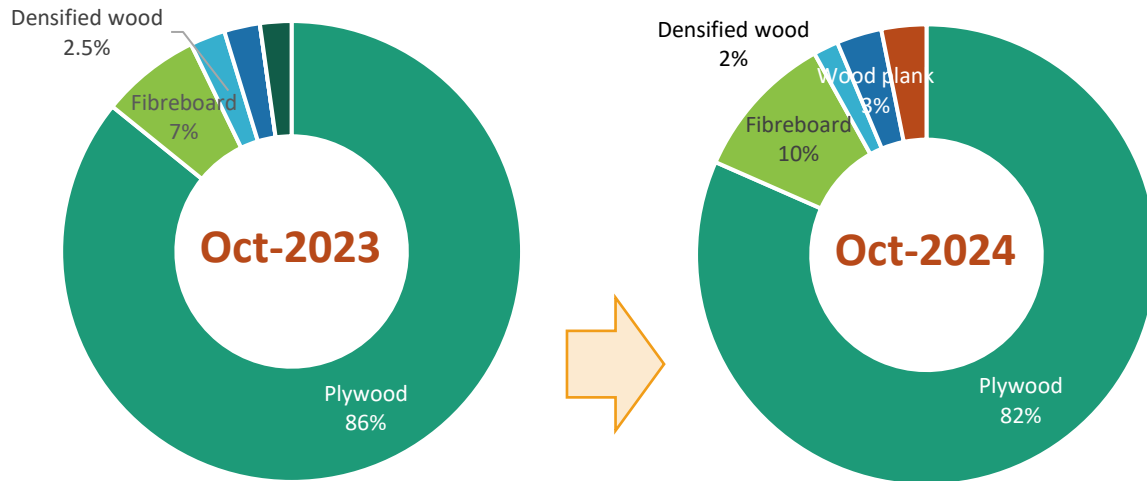
## Changes in percentage of export value to the US, Nov-2024





# WOOD AND WOODEN PRODUCTS

## Structure of exports by products to the US, Nov-2024



## Export results to the US, Nov-2024



### Plywood

Value: **31.2** million USD  
 Increase **5%** compared to Oct-2024  
 Decrease **2%** compared to Nov-2023



### Fibreboard

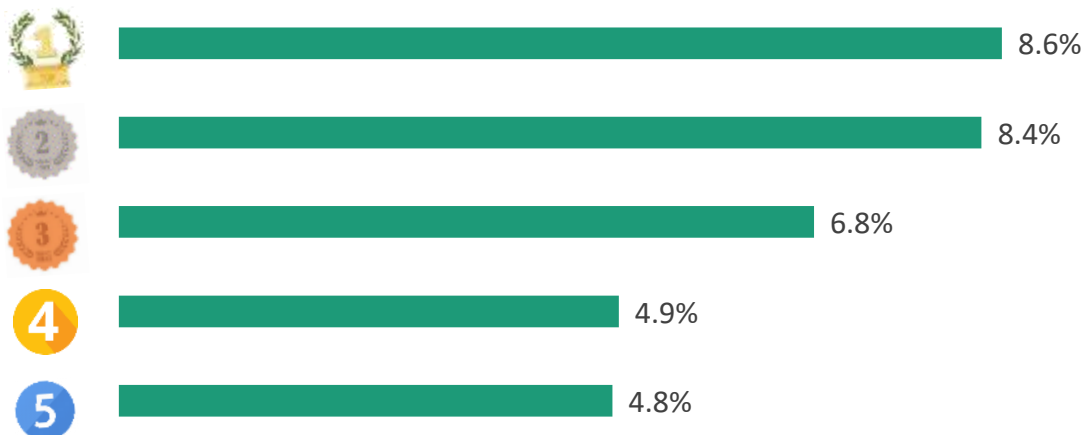
Value: **3.9** million USD  
 Increase **11%** compared to Oct-2024  
 Increase **53%** compared to Nov-2023



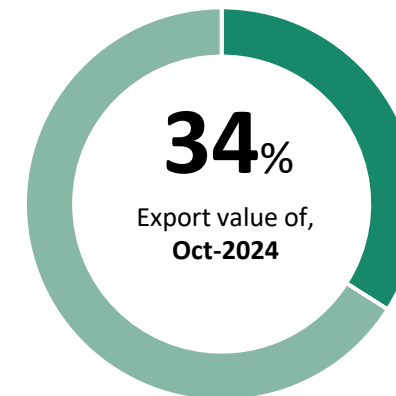
### Densified wood

Value: **0.7** million USD  
 Decrease **52%** compared to Oct-2024  
 Decrease **27%** compared to Nov-2023

## TOP 5 export enterprises by value to the US, Nov-2024



## Value ratio of TOP 5 export enterprises to the US, Nov-2024





# WOOD AND WOODEN PRODUCTS



## SPOTLIGHTS

US hardwood plywood imports in October 2024 were estimated at 211,224 m3, up 5% from the previous month but down 34% from the same period last year. Imports from Indonesia increased 34% in October 2024 compared to the previous month.

Source: ITTO

U.S. imports of tropical hardwood veneer in October 2024 increased 14% month-on-month but decreased 46% year-on-year. Imports from Ivory Coast increased 85% month-on-month in October 2024.

Source: ITTO

Imports of interior and exterior wooden furniture from the United States in October 2024 were estimated at 1.9 billion USD, up 3% from the previous month and up 9% from the same period last year. Imports from Malaysia increased by 25% in October 2024 compared to the previous month.

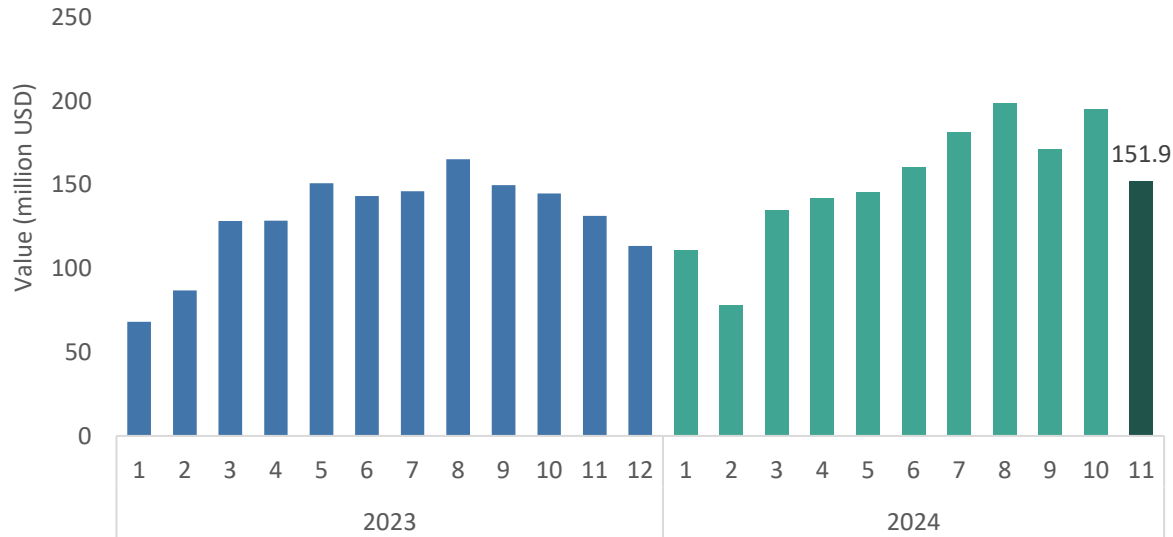
Source: ITTO





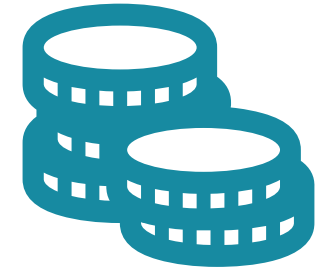
# FISHERIES

## Export value to the US, Nov-2024



## Export results to the US, Nov-2024

VALUE  
**151.9** million USD



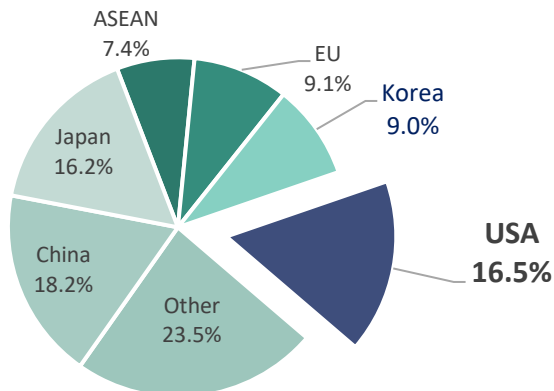
↘ Decrease **22.2%** compared to Oct-2024

↗ Increase **15.5%** compared to Nov-2023

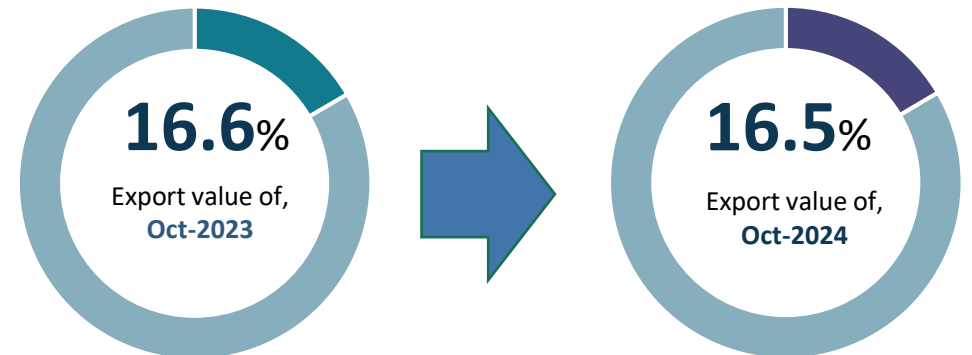
↗ **22.1 million USD** more than the monthly average rate in 2023

❖ Accumulated 11 months of 2024 reaches **1669.6** million USD, **107.2%** of total 2023

## Percentage of export value to the US, Nov-2024



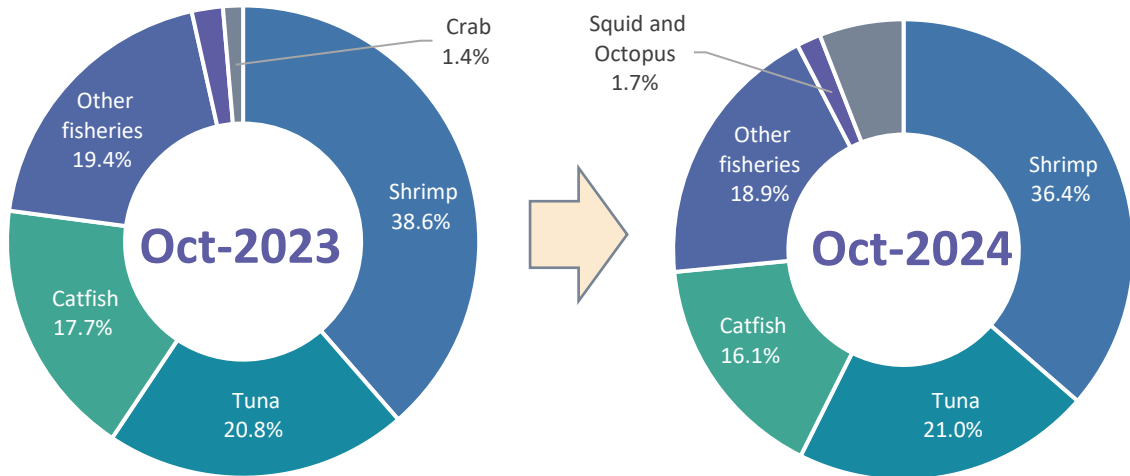
## Changes in percentage of export value to the US, Nov-2024



# FISHERIES



## Structure of exports by products to the US, Nov-2024



## Export results to the US, Nov-2024



### Shrimp

Value: **55.3** million USD

Decrease **31.0%** compared to Oct-2024

Increase **9.1%** compared to Nov-2023

### Tuna

Value: **31.9** million USD

Decrease **19.3%** compared to Oct-2024

Increase **16.8%** compared to Nov-2023

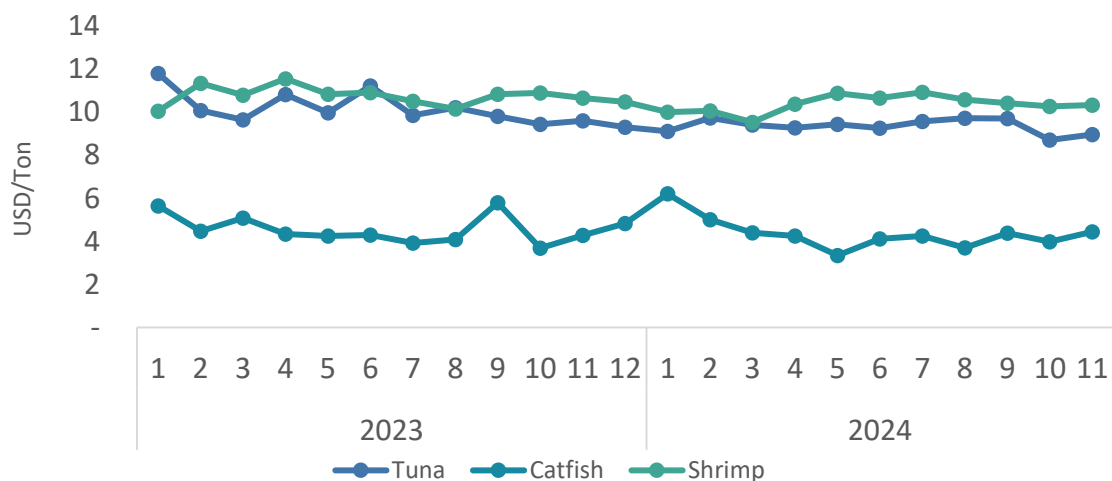
### Catfish

Value: **24.4** million USD

Decrease **25.8%** compared to Oct-2024

Increase **5.0%** compared to Nov-2023

## Average export fisheries price to the US, Nov-2024



### Tuna

The average export price in Nov-2024 is **9.0** USD/kg; increase **3.0%** compared to previous month; and decrease **6.6%** compared to the same month of 2023.

### Catfish

The average export price in Nov-2024 is **4.4** USD/kg; increase **11.7%** compared to previous month; and increase **3.8%** compared to the same month of 2023.

### Shrimp

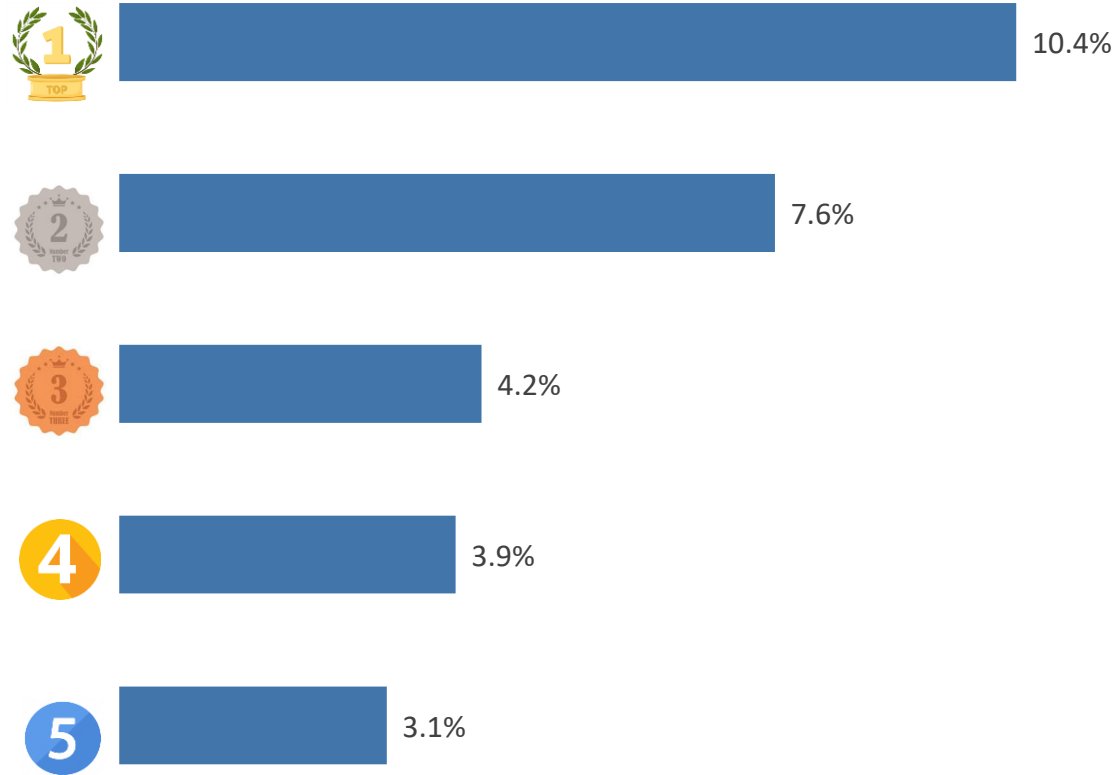
The average export price in Nov-2024 is **10.3** USD/kg; increase **0.5%** compared to previous month; and decrease **3.1%** compared to the same month of 2023.



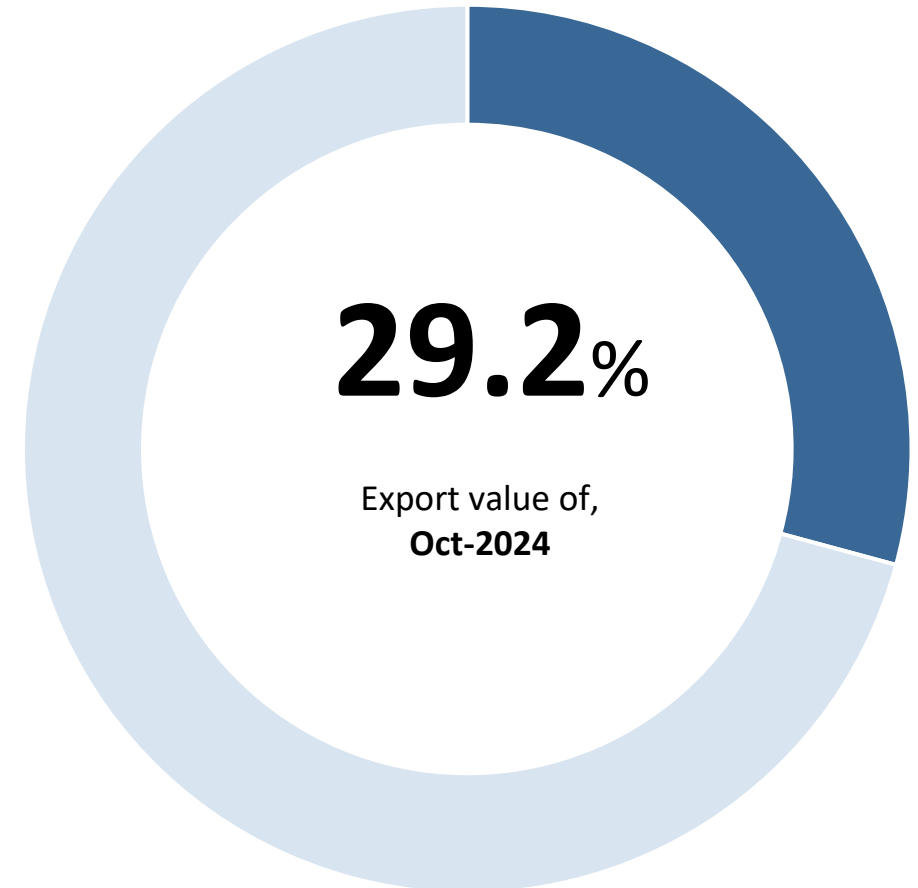


# FISHERIES

## TOP 5 export enterprises by value to the US, Nov-2024



## Value ratio of TOP 5 export enterprises to the US, Nov-2024





# FISHERIES

## SPOTLIGHTS

### Vietnam's canned tuna increases market share in the US

Vietnam's canned tuna exports to the United States increased again in October 2024, reaching nearly 12 million USD, up 16% over the same period in 2023. In the first 10 months of the year, the export value reached more than 87 million USD, up 17% over the previous year. Vietnam is currently the second largest source of canned tuna in the United States, accounting for 17% of total import volume, surpassing Mexico and second only to Thailand.

Vietnam's average export price reached 4,670 USD/ton. Tuna exports to this market are expected to fluctuate if the United States imposes an import tax of 60-100% on China and 10-20% on other countries. Before the tax imposition period, tuna export output, especially canned tuna, will increase sharply as importers stock up in advance to avoid high taxes.

*Source: Vasep, Dec-2024*

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# FISHERIES

## SPOTLIGHTS

### US shrimp imports stable in October 2024

In October 2024, the United States imported a total of 74,544 tons of shrimp, down slightly from 76,187 tons in the same period in 2023. Year-to-date, total imports reached 622,531 tons, down 4.4% year-over-year.

India, Indonesia, and Ecuador continued to be the three largest exporters to the United States. India led with 30,457 tons, up 2% year-over-year. Indonesia reached 13,140 tons, up 1%. Meanwhile, Ecuador decreased sharply by 26.6% to only 14,482 tons. Other major exporting countries include Vietnam (8,363 tons), Thailand (3,613 tons), Mexico (1,698 tons), and Argentina (1,025 tons).

Additionally, the FDA refused four shrimp import shipments in October and November 2024 due to detection of banned antibiotics, mainly from India, Malaysia, and Hong Kong. This is the highest number of shipments refused in the past 7 years.

*Source: SeafoodSource, Dec-2024*

02

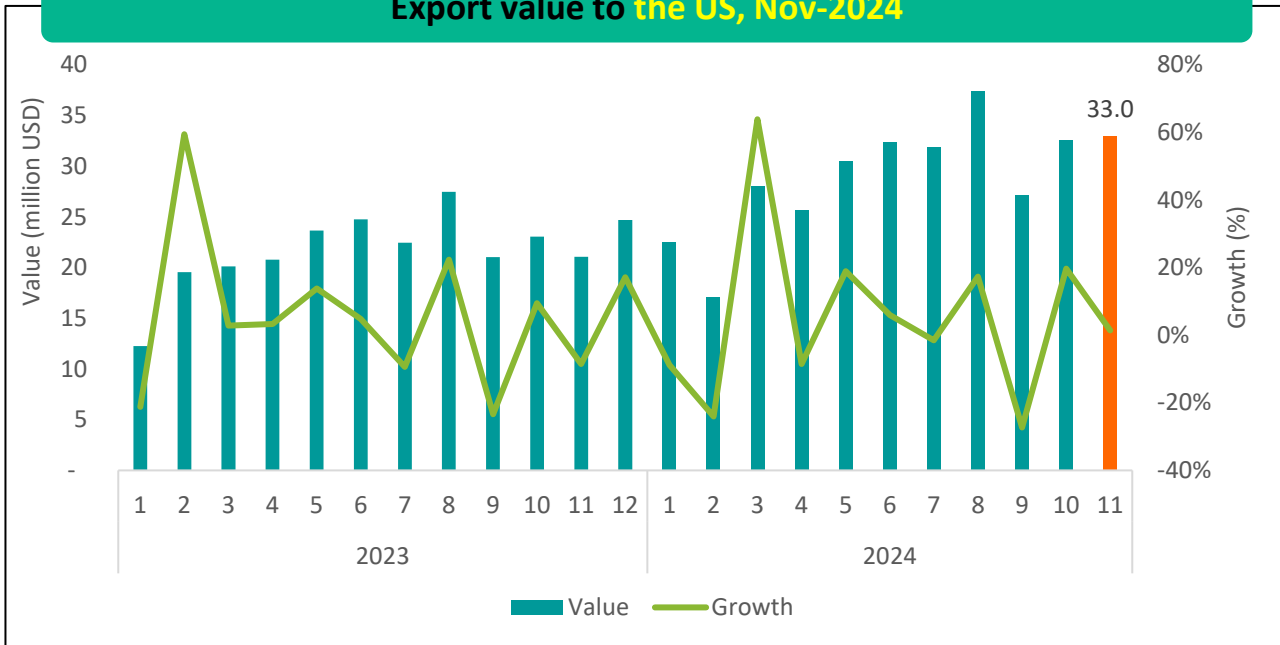






# FRUITS AND VEGETABLES (EXPORT)

## Export value to the US, Nov-2024



## Export results to the US, Nov-2024

VALUE



**33.0**

million USD

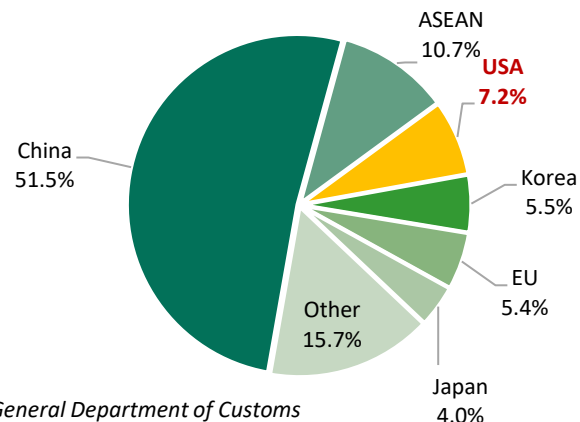
Increase **1.4%** compared to Oct-2024

Increase **56.4%** compared to Nov-2023

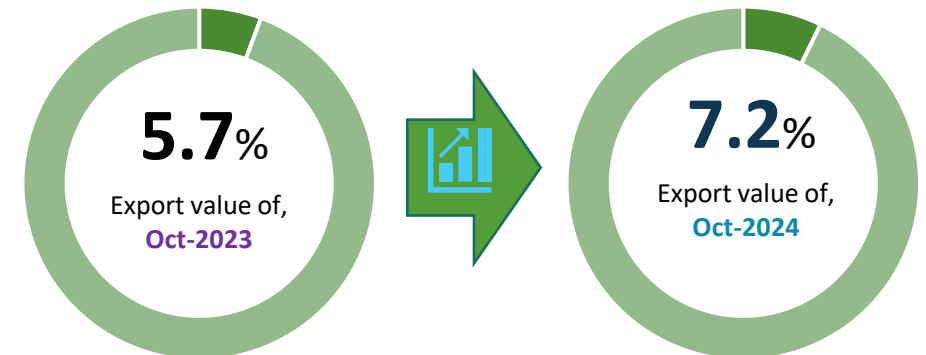
**11.5 million USD** more than the monthly average rate in 2023

Accumulated 11 months of 2024 reaches **320.1 million USD**, **124.2%** of total 2023

## Percentage of export value to the US, Nov-2024



## Changes in percentage of export value to the US, Nov-2024

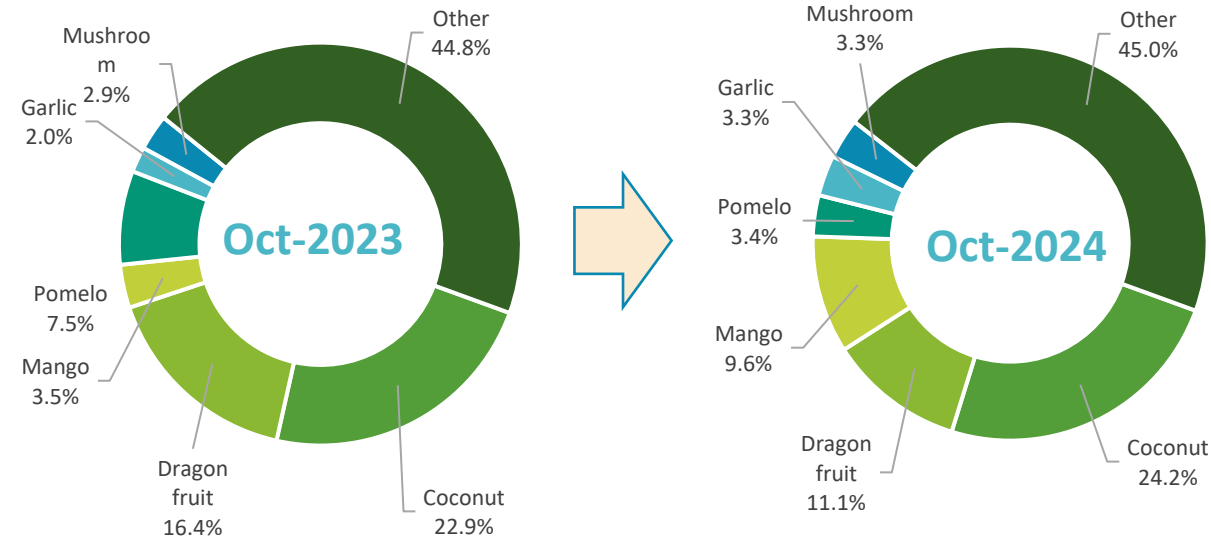




# FRUITS AND VEGETABLES (EXPORT)

## Structure of exports by products to the US, Nov-2024

## Export results to the US, Nov-2024



### Coconut

Value: **8.0** million USD

Increase **15.8%** compared to Oct-2024

Increase **65.2%** compared to Nov-2023



### Dragon fruit

Value: **3.7** million USD

Decrease **2.0%** compared to Oct-2024

Increase **6.3%** compared to Nov-2023



### Mango

Value: **3.2** million USD

Increase **51.2%** compared to Oct-2024

Increase **333.7%** compared to Nov-2023



### Pomelo

Value: **1.1** million USD

Increase **76.2%** compared to Oct-2024

Decrease **30.0%** compared to Nov-2023



### Garlic

Value: **1.1** million USD

Increase **88.2%** compared to Oct-2024

Increase **155.5%** compared to Nov-2023



### Mushroom

Value: **1.1** million USD

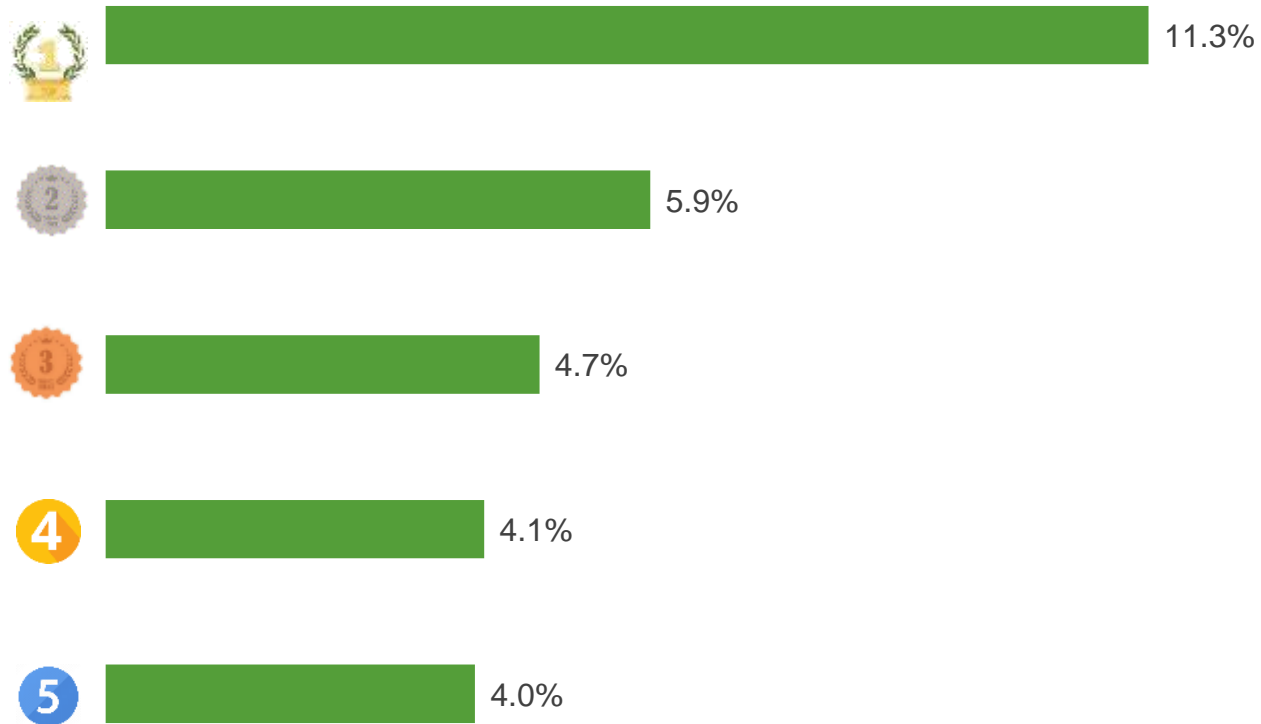
Increase **14.5%** compared to Oct-2024

Increase **79.1%** compared to Nov-2023

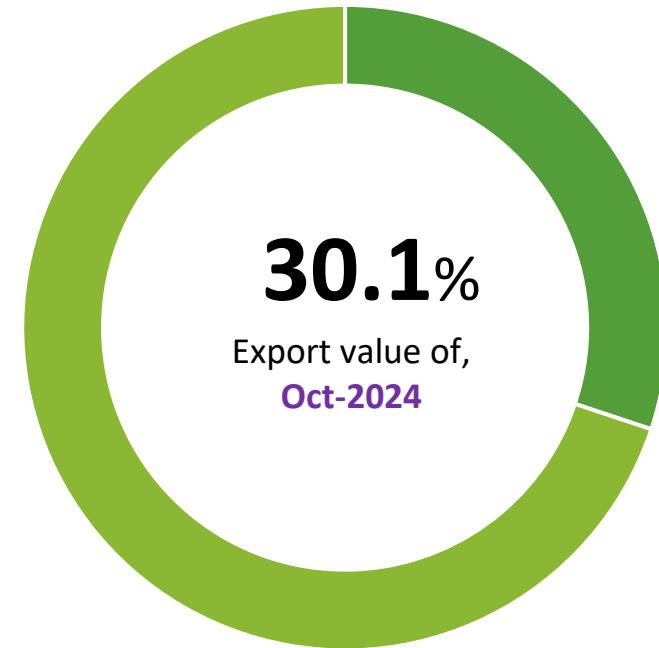


# FRUITS AND VEGETABLES (EXPORT)

TOP 5 export enterprises by value to  
the US, Nov-2024



Value ratio of TOP 5 export enterprises to  
the US, Nov-2024







# FRUITS AND VEGETABLES (IMPORT)

## Import value from the US, Nov-2024



## Import results from the US, Nov-2024

VALUE



85.1

million USD

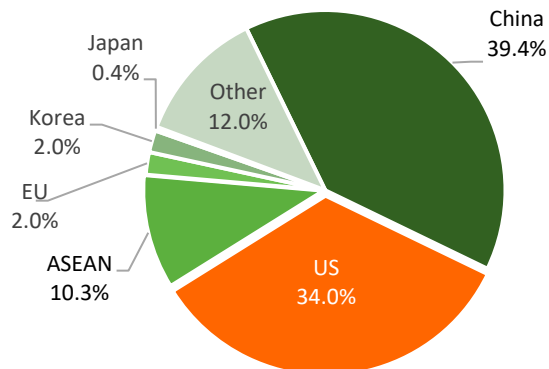
Increase **180.1%** compared to Oct-2024

Increase **196.3%** compared to Nov-2023

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

Accumulated 11 months of 2024 reaches **420.2 million USD**, **126.7%** of total 2023

## Percentage of import value from the US, Nov-2024



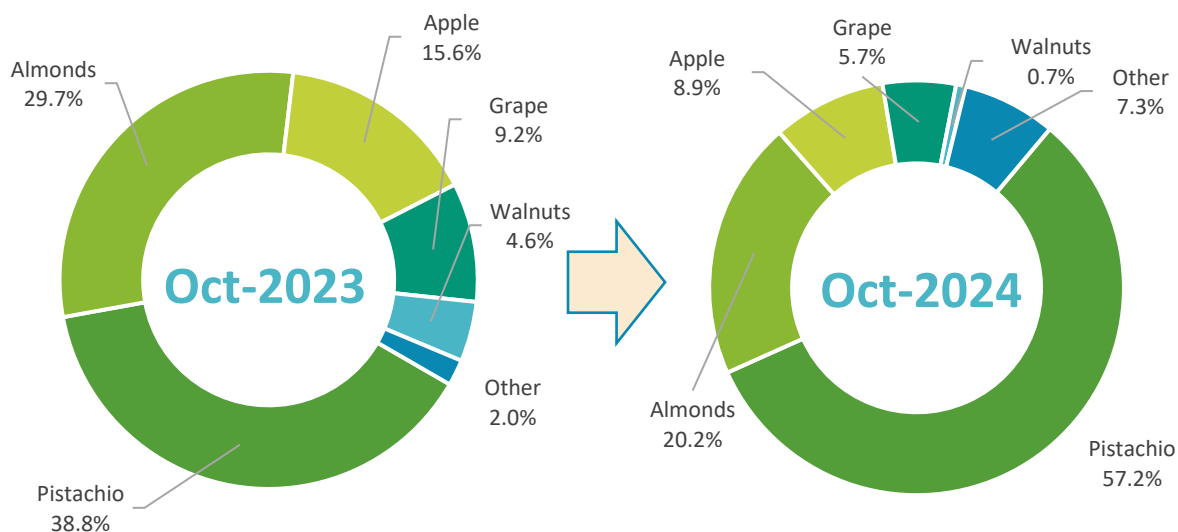
## Changes in percentage of import value from the US, Nov-2024



# FRUITS AND VEGETABLES (IMPORT)



## Structure of imports by products from the US, Nov-2024



## Import results from the US, Nov-2024



### Pistachio

Value: **48.7** million USD

Increase **295.5%** compared to Oct-2024

Increase **366.6%** compared to Nov-2023



### Almonds

Value: **17.2** million USD

Increase **101.2%** compared to Nov-2023



### Apple

Value: **7.6** million USD

Increase **213.0%** compared to Oct-2024

Increase **68.7%** compared to Nov-2023



### Grape

Value: **4.9** million USD

Decrease **30.0%** compared to Oct-2024

Increase **83.5%** compared to Nov-2023



### Walnuts

Value: **634.4** thousand USD

Increase **1,616%** compared to Oct-2024

Decrease **52.3%** compared to Nov-2023



1

### US Fresh Pear Exports Expected to Decline on Record Low Harvest

US fresh pear exports are forecast to decline 20% to 470,000 tonnes in MY 2024/25 (July 2024-June 2025), the lowest decline since the 1980s. US fresh pear exports are forecast to decline 25,000 tonnes to 85,000 tonnes, the lowest since MY 1988/89.

*Source: Freshplaza.com*

2

### Truck Shortage Disrupts Potato and Onion Markets in the Western United States

The Western United States is experiencing a truck shortage that is impacting the potato and onion markets, as the trucking industry adjusts capacity due to reduced demand (estimated to average 7,000 truckloads/month in 2024). Similar refrigerated truck shortages have also been sporadically affecting other regions, including Florida and the Chicago area.

*Source: Freshplaza.com*

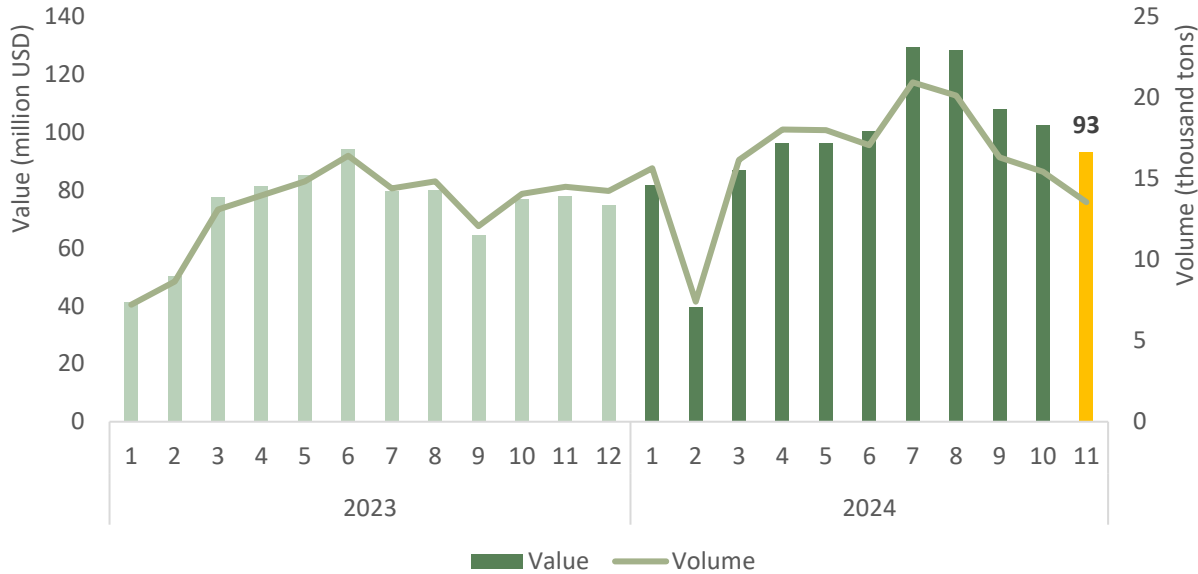






# CASHEW NUTS

## Export value and volume to the US, Nov-2024



## Export results to the US, Nov-2024

**VALUE**  
**93.1** million USD

↘ Decrease **9.0%** compared to Oct-2024

↗ Increase **19.6%** compared to Nov-2023

↑ **19 million USD** more than the monthly average rate in 2023

◆ Accumulated 11 months of 2024 reaches **1.06 bil. USD, 120%** of total 2023

**VOLUME**  
**13.5** thousand tons

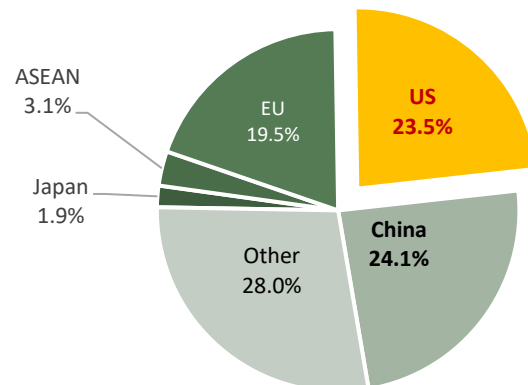
↘ Decrease **12.2%** compared to Oct-2024

↘ Decrease **6.5%** compared to Nov-2023

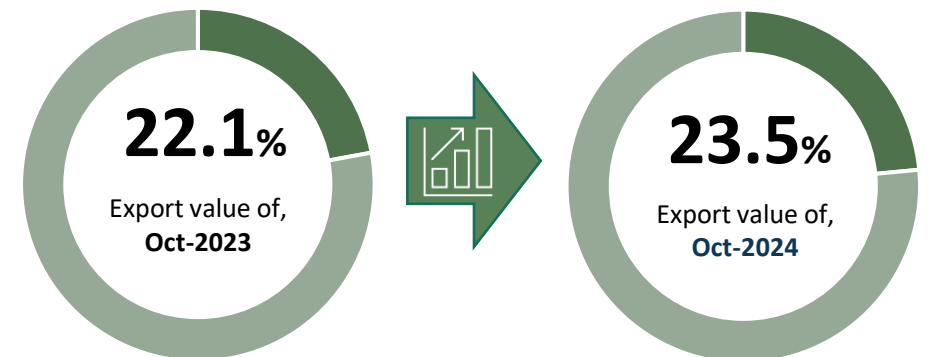
↑ **361 thousand tons** more than the monthly average rate in 2023

◆ Accumulated 11 months of 2024 reaches **178 thousand tons, 113%** of total 2023

## Percentage of export value to the US, Nov-2024



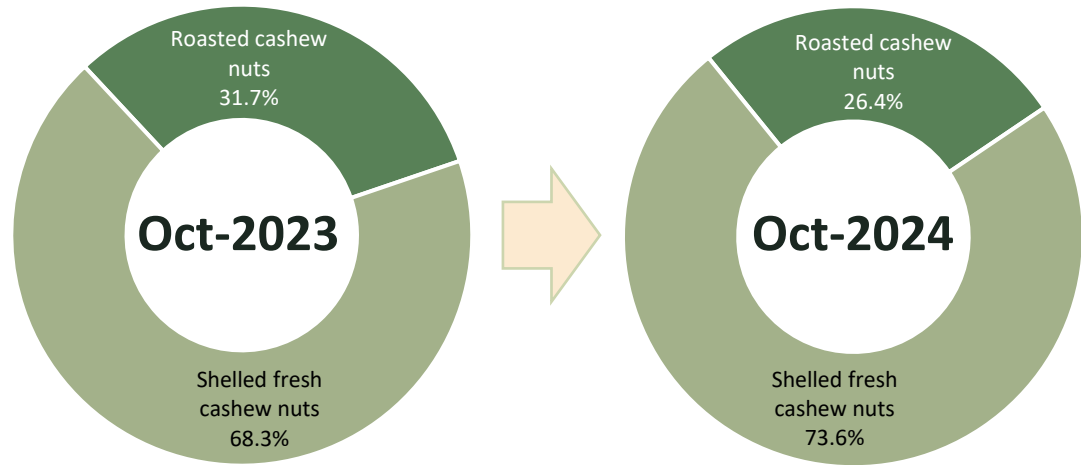
## Changes in percentage of export value to the US, Nov-2024



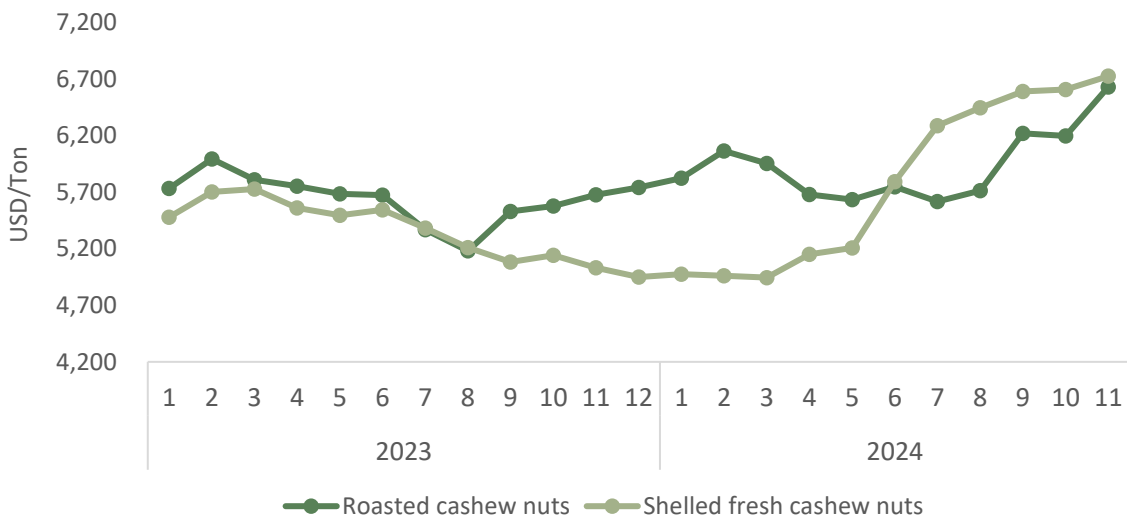


# CASHEW NUTS

## Structure of exports by products to the US, Nov-2024



## Average export cashew nuts price to the US, Nov-2024



## Export results to the US, Nov-2024



### Shelled fresh cashew nuts

Value: **68.6** million USD  
 Decrease **12%** compared to Oct-2024  
 Increase **29%** compared to Nov-2023



### Roasted cashew nuts

Value: **24.5** million USD  
 Decrease **1.0%** compared to Oct-2024  
 Decrease **0.6%** compared to Nov-2023

**Shelled fresh cashew nuts**  
 The average export price in Nov-2024 is **6,724** USD/ton; **increase 1.8%** compared to previous month; and **increase 34%** compared to the same month of 2023.

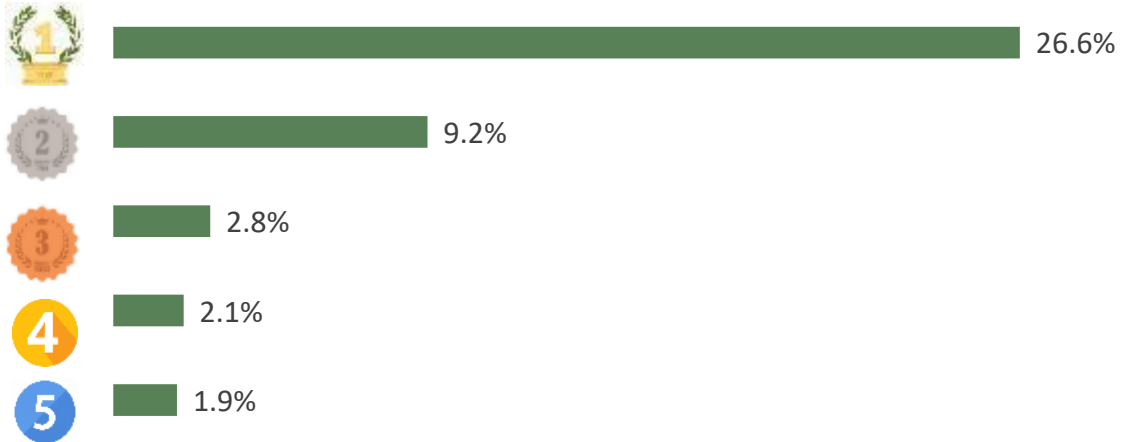
**Roasted cashew nuts**  
 The average export price in Nov-2024 is **6,630** USD/ton; **increase 7.0%** compared to previous month; and **increase 17%** compared to the same month of 2023.

Source: Calculated from data of the General Department of Customs

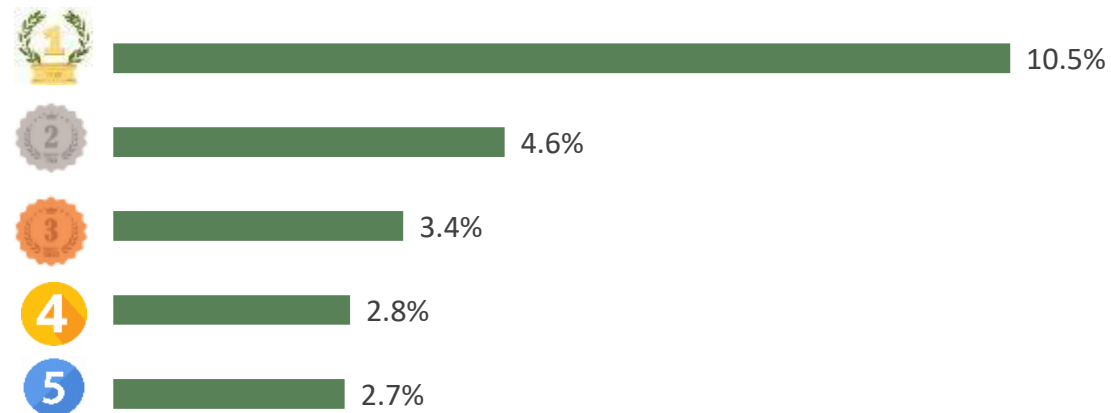


# CASHEW NUTS

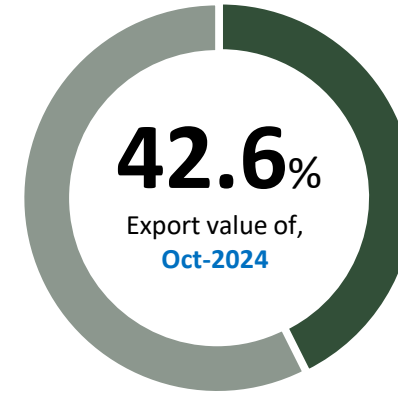
## TOP 5 export enterprises by value to the US, Nov-2024



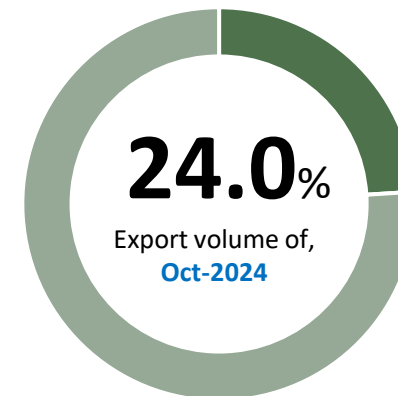
## TOP 5 export enterprises by volume to the US, Nov-2024



## Value ratio of TOP 5 export enterprises to the US, Nov-2024



## Volume ratio of TOP 5 export enterprises to the US, Nov-2024





# CASHEW NUTS



## SPOTLIGHTS

According to the US International Trade Commission, in October 2024, the average import price of cashew nuts (HS080131 and 080132) in the US reached 6,810 USD/ton, an increase of 19.7% over the same period in 2023. Of which, the average import price of cashew nuts from Vietnam to the US increased by 20.4%, reaching 6,800 USD/ton. The import price of cashew nuts from the US from Ivory Coast increased by 30.6%, reaching 6,230 USD/ton; from Thailand increased by 20%, reaching 12,000 USD/ton; from Benin increased by 13.6%, reaching 7,120 USD/ton.

Vietnam's cashew nut market share in the total import volume of the US accounts for 90% of the market share. Notably, the United States increased cashew imports sharply from the markets of Ivory Coast, Benin, and Vietnam, and only decreased imports from the markets of Brazil and Thailand.

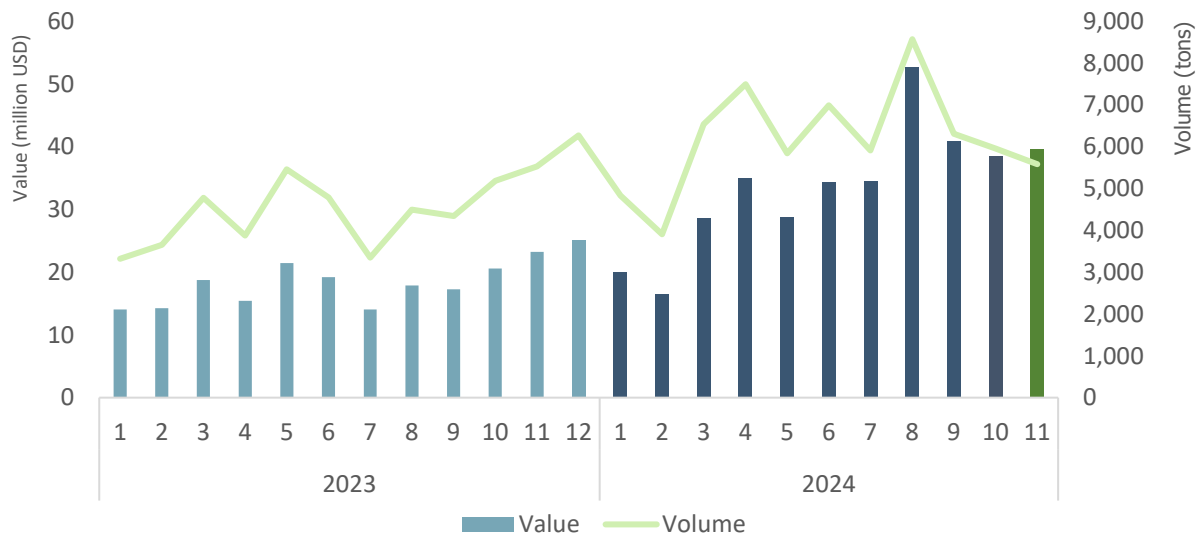
*Source: The US International Trade Commission*





# PEPPER

## Export value and volume to the US, Nov-2024



## Export results to the US, Nov-2024

**VALUE**  
**39.5** million USD \$

Increase **3%** compared to Oct-2024

Increase **70%** compared to Nov-2023

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

❖ Accumulated 11 months of 2024 reaches **369.2 mil.USD, 167%** of total 2023

**VOLUME**  
**5.6** thousand tons



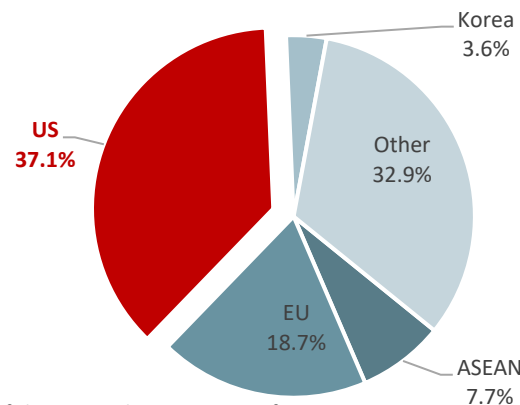
Decrease **6%** compared to Oct-2024

Increase **1%** compared to Nov-2023

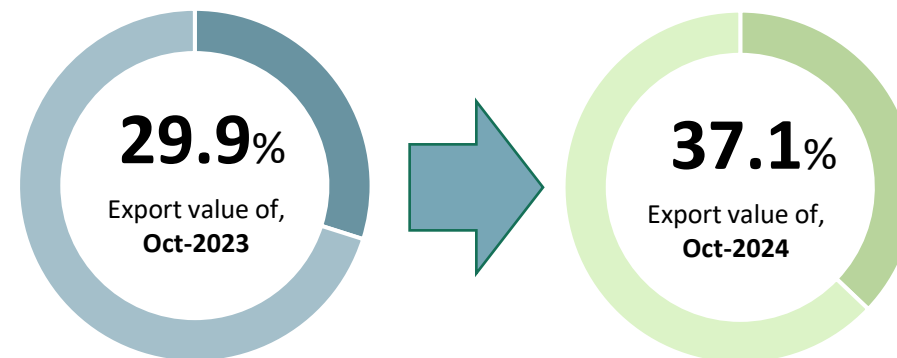
**995 thousand tons** more than the monthly average rate in 2023

❖ Accumulated 11 months of 2024 reaches **67.9 thousand tons, 123%** of total 2023

## Percentage of export value to the US, Nov-2024



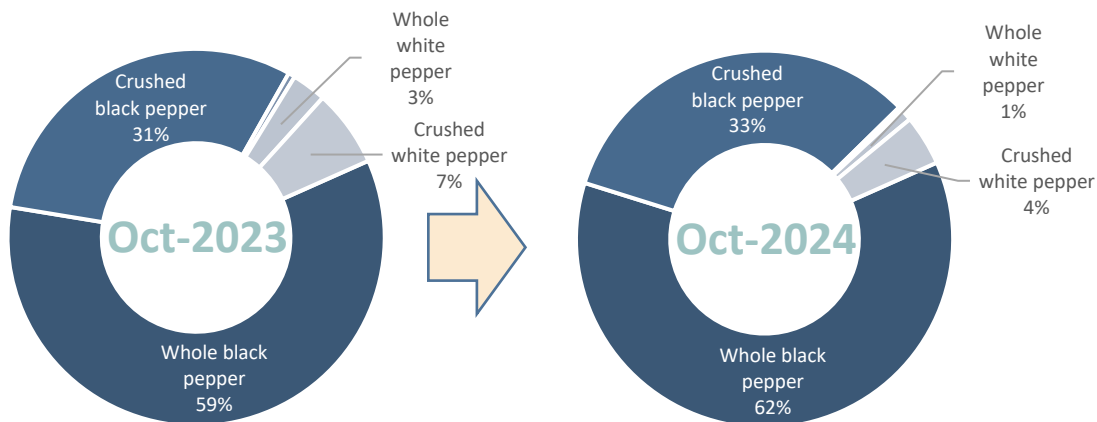
## Changes in percentage of export value to the US, Nov-2024





# PEPPER

## Structure of exports by products to the US, Nov-2024



## Export results to the US, Nov-2024



### Whole black pepper

Value: **24.4** million USD

Increase **8%** compared to Oct-2024

Increase **77%** compared to Nov-2023



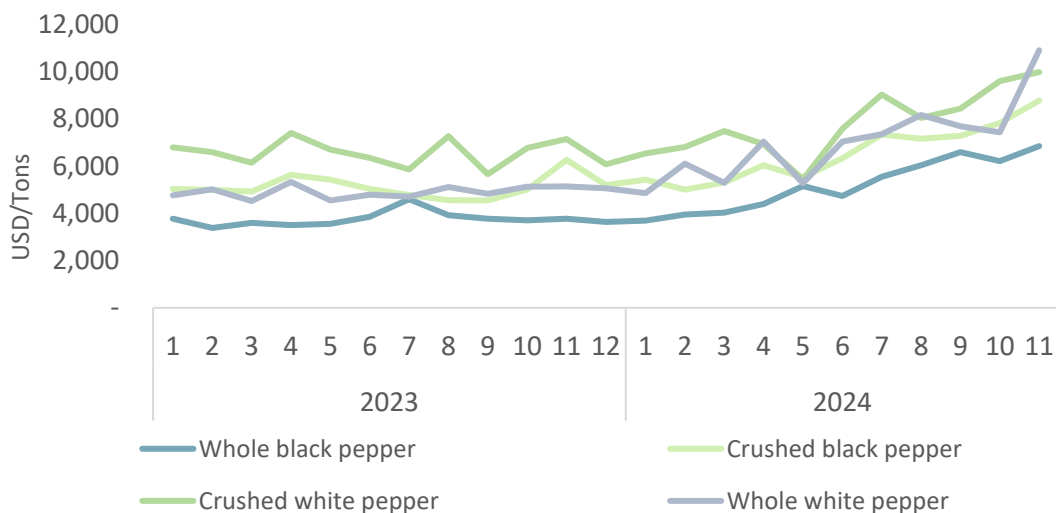
### Crushed black pepper

Value: **13** million USD

Increase **7%** compared to Oct-2024

Increase **83%** compared to Nov-2023

## Giá hồ tiêu xuất khẩu bình quân sang the US, Nov-2024



### Whole black pepper

The average export price in Nov-2024 is **6,843** USD/ton; **increase 10.3%** compared to previous month; and **increase 81.6%** compared to the same month of 2023.

### Crushed black pepper

The average export price in Nov-2024 is **8,770** USD/ton; **increase 12.2%** compared to previous month; and **increase 40.1%** compared to the same month of 2023.

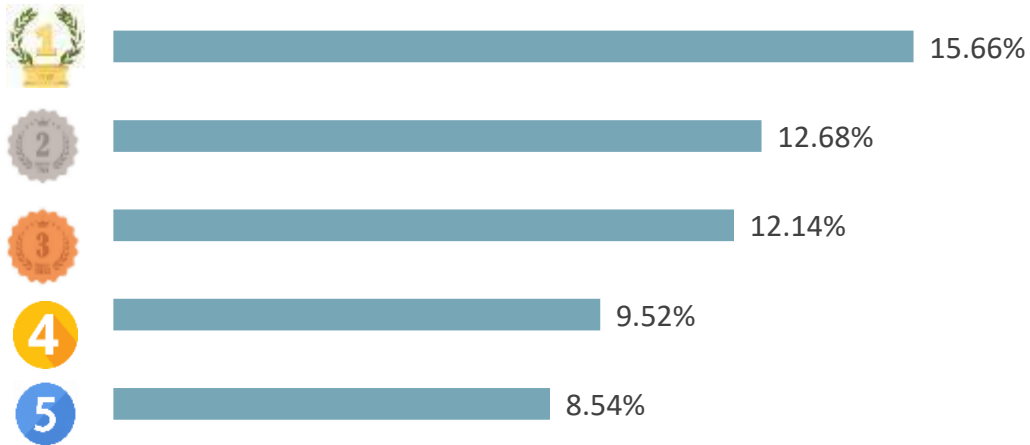
### Crushed white pepper

The average export price in Nov-2024 is **9,977** USD/ton; **increase 4%** compared to previous month; and **increase 39.7%** compared to the same month of 2023.

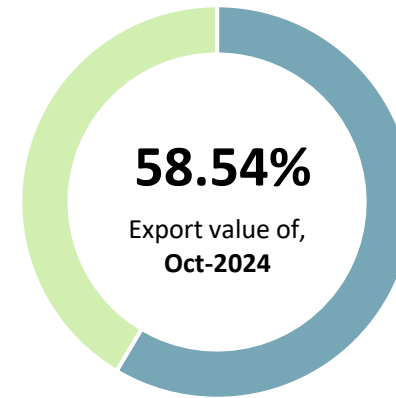


# PEPPER

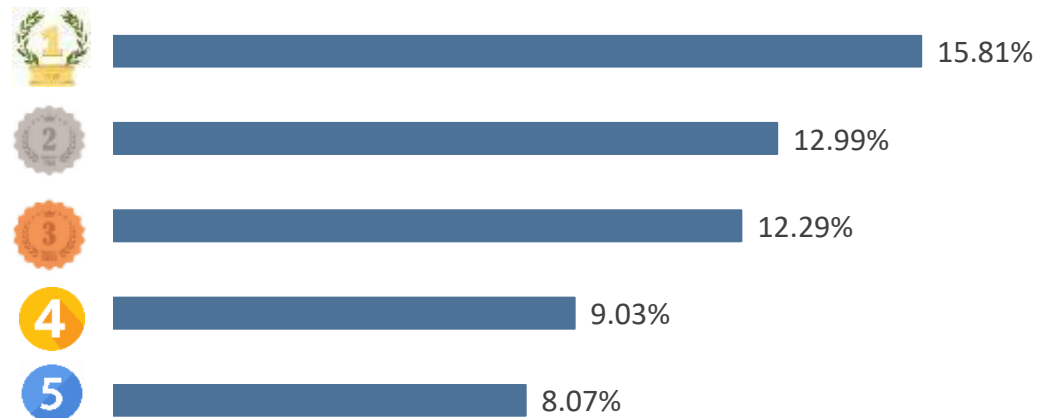
## TOP 5 export enterprises by value to the US, Nov-2024



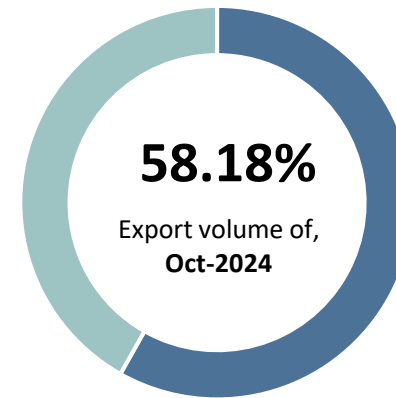
## Value ratio of TOP 5 export enterprises to the US, Nov-2024



## TOP 5 export enterprises by volume to the US, Nov-2024



## Volume ratio of TOP 5 export enterprises to the US, Nov-2024





# PEPPER



## SPOTLIGHTS

According to the Vietnam Pepper and Spice Association (VPSA), by the end of October 2024, the United States imported 80,289 tons of pepper, with an import turnover of 421.5 million USD. Compared to the same period last year, the import volume increased by 40.9% and the turnover increased by 57%. Vietnam is the largest pepper supplier to the United States with a volume of 62,158 tons, an increase of 40.8% over the same period last year, accounting for 77.4% of the total pepper imports of the United States.

*Source: Tapchicongthuong.vn*



# MEAT & MEAT PRODUCT (IMPORT)

## Import value from the US, Nov-2024



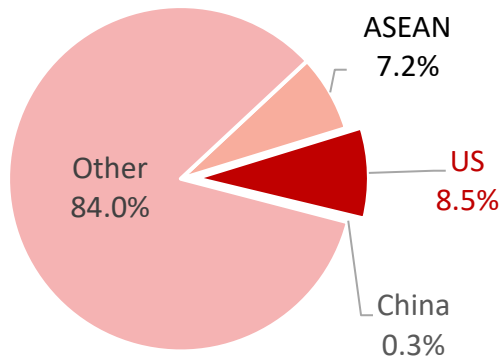
## Import results from the US, Nov-2024

**VALUE**

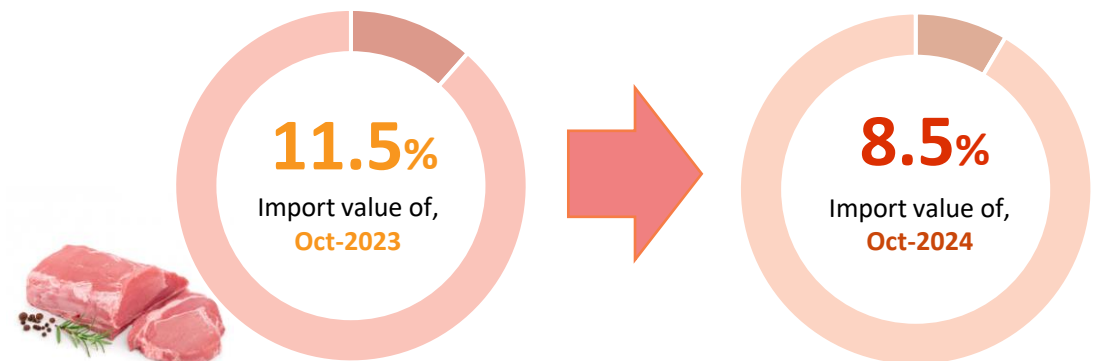
- ↗ Increase **11%** compared to Oct-2024
- ↘ Decrease **20.4%** compared to Nov-2023
- ↗ **3.4 million USD** more than the monthly average rate in 2023
- ◇ Accumulated 11 months of 2024 reaches **148.7 million USD**, **94.2%** of total 2023

**16.6**  
million USD

## Percentage of import value from the US, Nov-2024



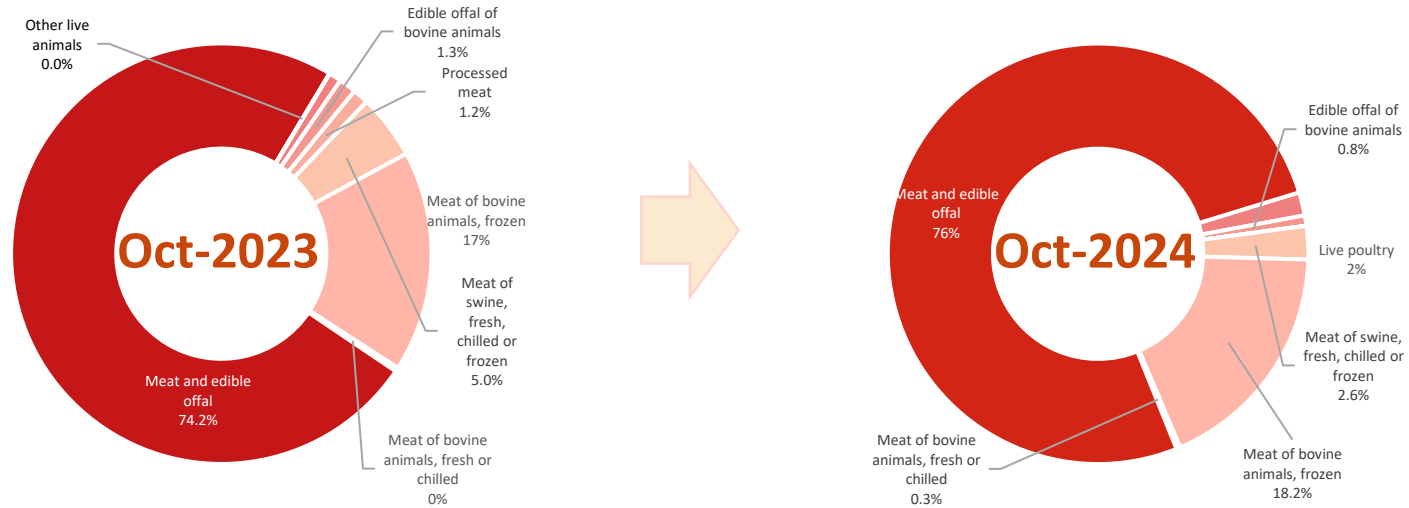
## Changes in percentage of import value from the US, Nov-2024





# MEAT & MEAT PRODUCT

## Structure of imports by products from the US, Nov-2024



## Import results from the US, Nov-2024



### Meat and edible offal

Value: **12.66** million USD

Increase **36.4%** compared to Oct-2024

Decrease **18%** compared to Nov-2023



### Meat of bovine animals, frozen

Value: **3.01** million USD

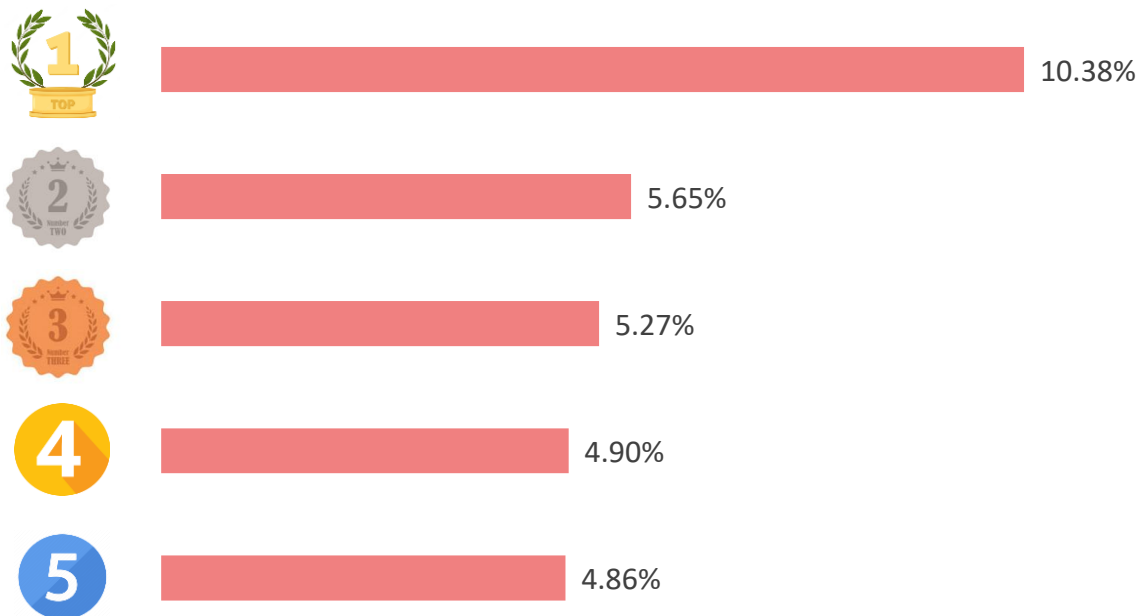
Decrease **31.8%** compared to Oct-2024

Decrease **15.01%** compared to Nov-2023

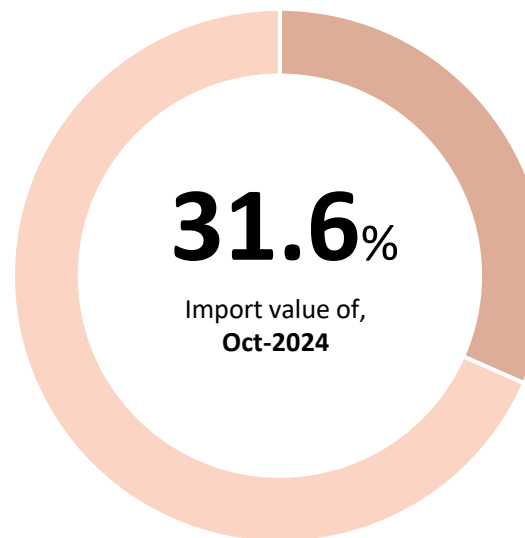


# MEAT & MEAT PRODUCT

## TOP 5 import enterprises by value from the US, Nov-2024



## Value ratio of TOP 5 import enterprises from the US, Nov-2024







# MEAT & MEAT PRODUCT

## SPOTLIGHTS

The United States and Mexico have signed an agreement to restart livestock exports from Mexico to the United States. The discovery of a trichinosis case in Chiapas, Mexico, led to a suspension of exports effective November 25, 2024, causing significant economic damage. The agreement provides for strict inspection measures jointly implemented by USDA and Senasica to ensure that exported livestock meet sanitary standards. However, the exact date for resuming exports has not yet been determined.

*Source: Agromeat.com*

U.S. beef and pork exports in October increased 1% in volume and 3% in value to 105,269 tons and \$860.4 million. Over the 10-month period, beef exports increased 4% to \$8.68 billion despite a 2% decrease in volume. Pork exports increased 5% to 2.49 million tons and a value of \$7.07 billion. Major markets for U.S. beef and pork are China, Hong Kong, South Korea, Central America, the Caribbean, and ASEAN.

*Source: Tridge.com*

The U.S. cattle industry is facing a serious downturn. Low beef prices, a prolonged drought, rising costs, and a surge in cows being sent to slaughter are the main causes. New tariffs, immigration reform, high interest rates, high feed costs, and a shift to cheap chicken are exacerbating the situation.

*Source: Tridge.com*





Any comments, please send to:

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