

Volume: Jan-2024

Ipard

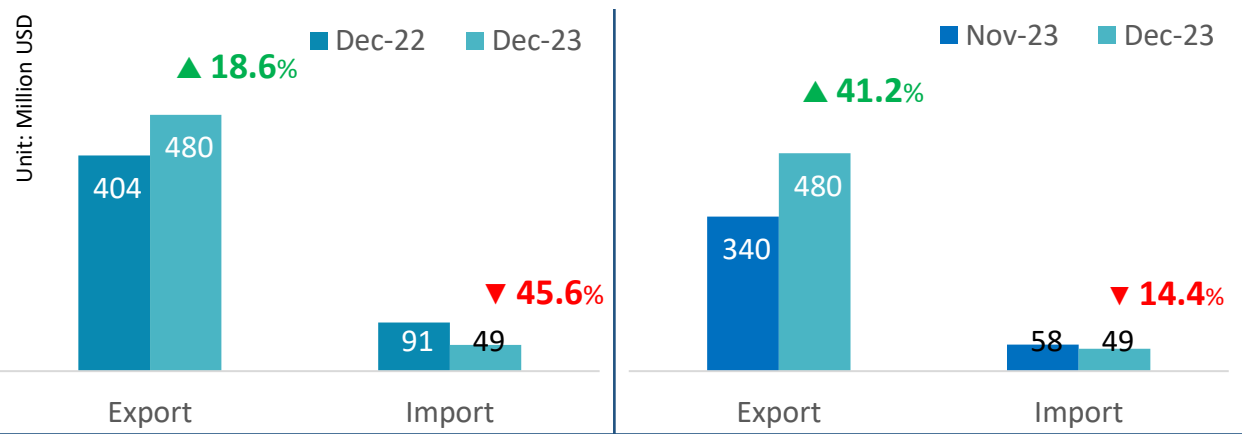
MONTHLY REPORT ON  
AGRI-PRODUCT EXPORT

FROM VIETNAM TO  
**EU MARKET**

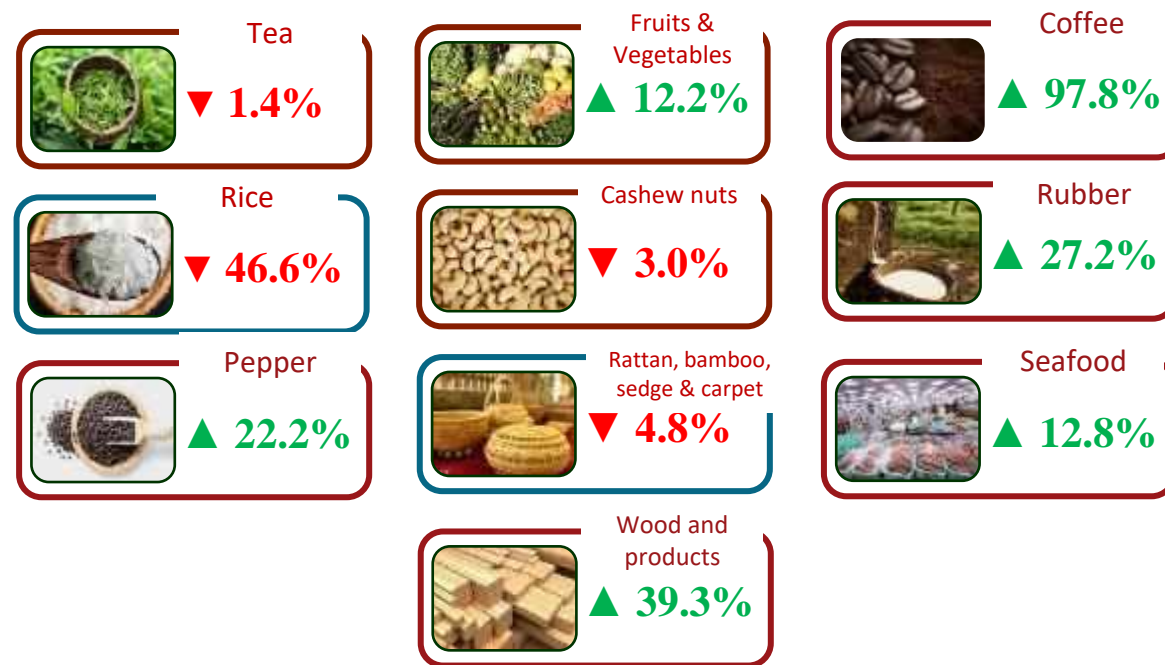
Prepared by: **AGRO**  **INFO**

# THE SITUATION OF AGRO-FORESTRY-FISHERY (AFF) PRODUCT EXPORT FROM VIETNAM TO THE EU IN DECEMBER 2023

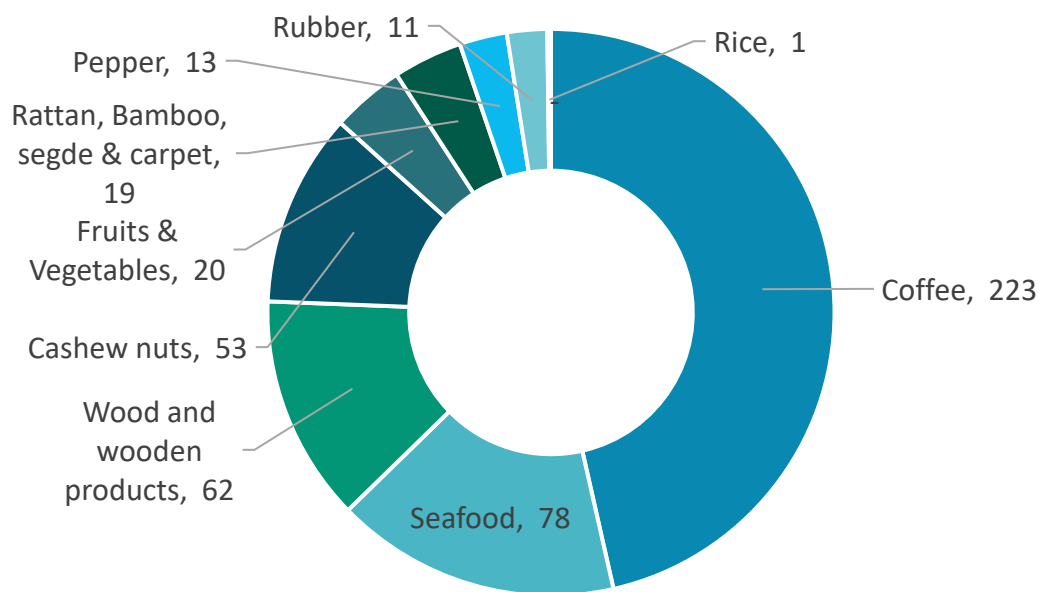
## AFF product import-export turnover between Vietnam and the EU, Dec-2023



## Changes in key AFF product export value to the EU in Dec-2023 compared to Nov-2023

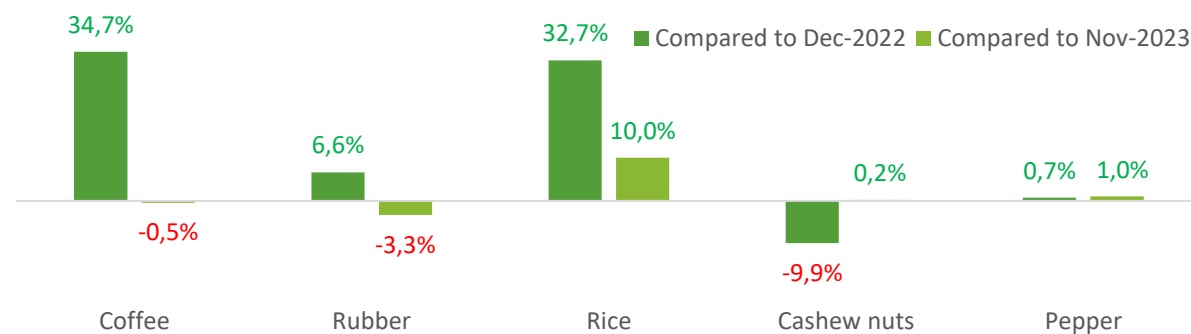


## Key AFF product export value to the EU, Dec-2023



Đơn vị: mil. USD

## Changes in average export value of key AFF products to the EU in Dec-2023 compared to Dec-2022 and Nov-2023



## Bell peppers, instant noodles, durian, okra, and dragon fruit are subjected to strict quality control measure when exporting to the EU

The European Union (EU) has just added Vietnamese products including bell peppers, instant

noodles, durian, okra and dragon fruit to the list of controlled items when exporting to this market. This is the first time Vietnamese durian is on the list of controlled products at EU border gates with a inspection frequency of 10%. In the last 6 months of 2023, 3 Vietnamese durian shipments were warned of excess pesticides.

Compared to the announcement 6 months ago, 4 items including bell peppers, instant noodles, okra, and dragon fruit still maintained the same inspection frequency. This action of EU market also warned Vietnamese farmers and businesses on strictly following agricultural product safety standards.

Source: Vtv.vn



## Eurozone economy is forecast to continue to stagnate in the near future

According to Eurostat's report, the economic growth of 20 regional economies stagnated (0%) in the fourth quarter of 2023, contrasting with Bloomberg analysts' and FactSet's earlier projections of a 0.1% decline. Eurostat also reveals that the EU economy remained stagnant in the final quarter of 2023 following a 0.1% contraction in the preceding quarter.

The data also shows that the EU and Eurozone economy in 2023 increased by 0.5% over the previous year, slightly lower than the forecast of 0.6% issued by the European Commission (EC) in November 2023. At that time, the EC expected the Eurozone economy to grow by 1.2% this year. However, European officials in January said that this growth rate may be lower.

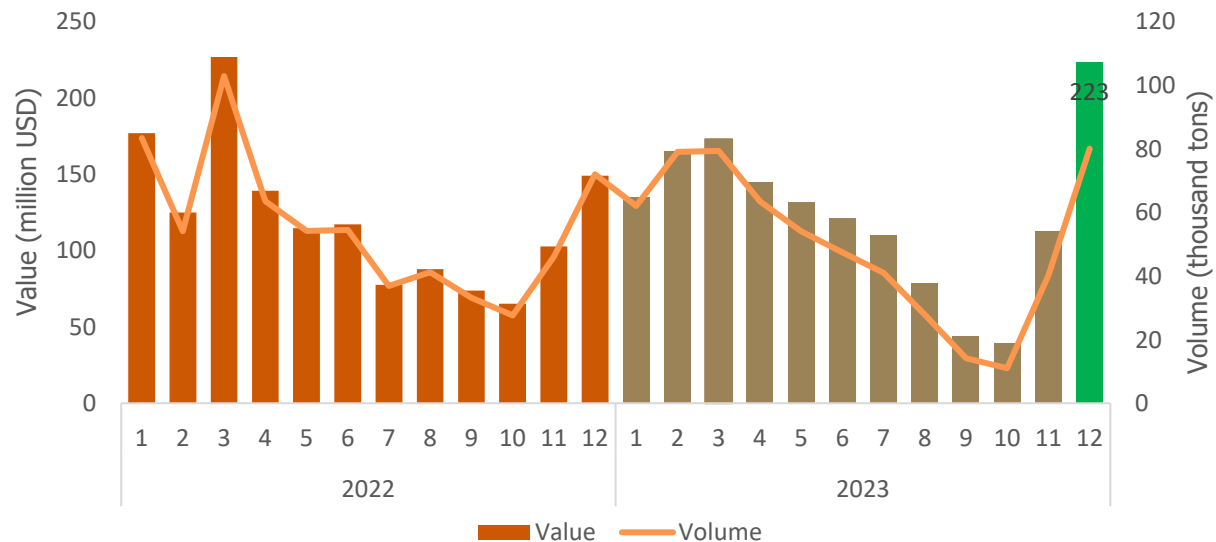
The Eurozone's economic growth slowed down mainly due to the slowdown of Germany's economy, the largest economy in the region, decreasing by 0.3% in the fourth quarter of 2023. France, the Eurozone's second largest economy, recorded 0% growth in the last two quarters of 2023, while Italy, the region's third largest economy, only grew by 0.2% in the fourth quarter.

Source: Tinnhanhchungkhoan.vn



# COFFEE

## Export volume and value to the EU, Nov-2023



## Export results to the EU, Nov-2023

### VALUE

**223.1** mil. USD

↗ Increase **97.8%** compared to Nov-2023

↗ Increase **49.6%** compared to Dec-2022

↗ **101.7** mil. USD more than the monthly average rate in 2022

❖ Accumulated 2023 reaches **1.497.3** mil. USD, **101.5%** of total 2022

### VOLUME

**80** thousand tons

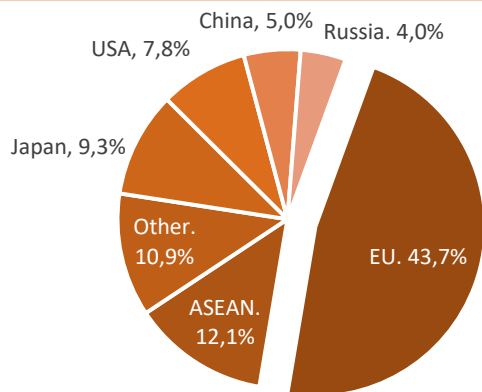
↗ Increase **98.8%** compared to Nov-2023

↗ Increase **11.1%** compared to Dec-2022

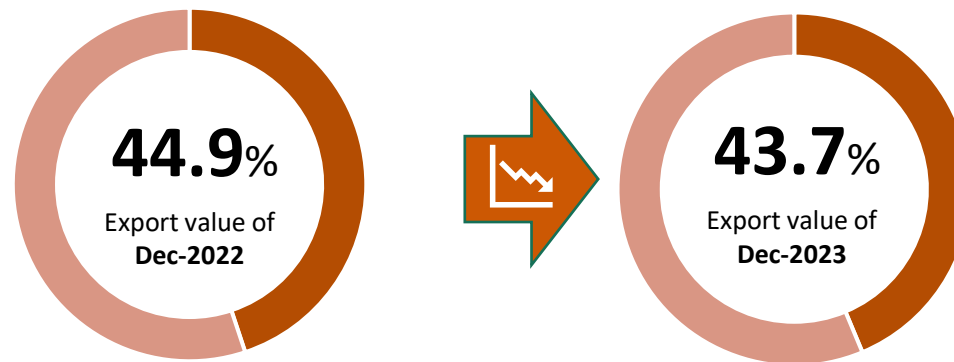
↗ **24.2** thousand tons more than the monthly average rate in 2022

❖ Accumulated 2023 reaches **600.2** thousand tons, **89.6%** of total 2022

## Percentage of export value to the EU, Nov-2023

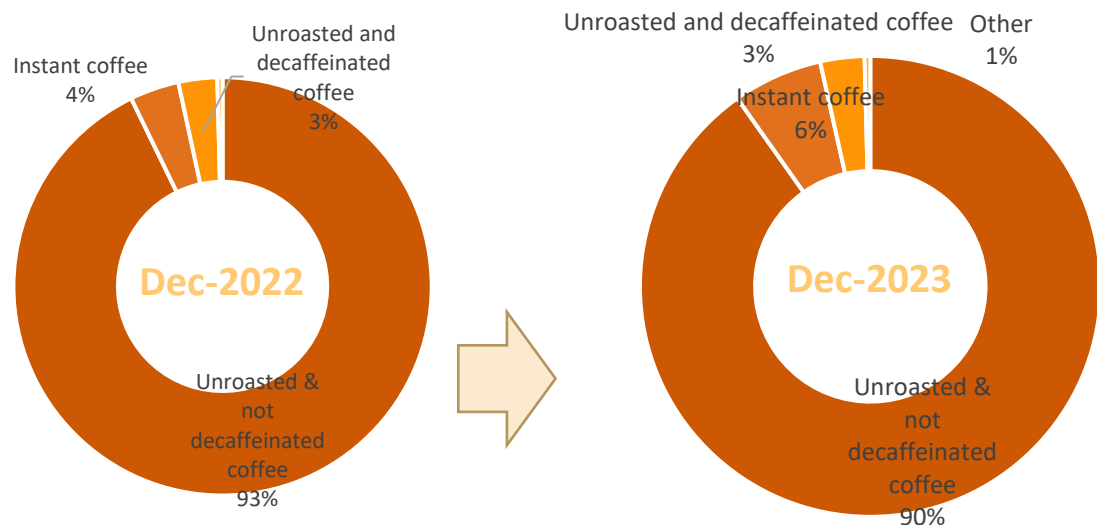


## Changes in percentage of export value to the EU, Nov-2023

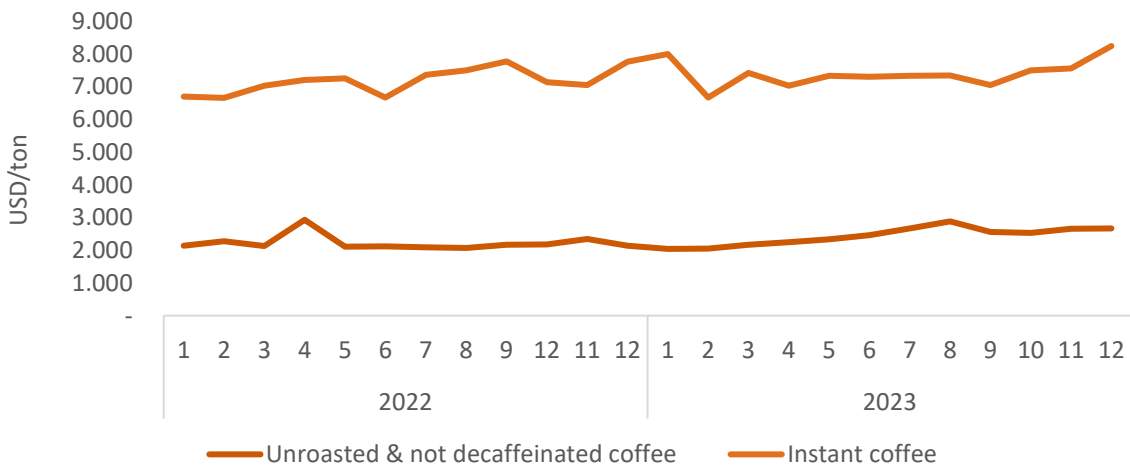


# COFFEE

## Structure of exports by products to the EU, Nov-2023



## Average export price to the EU, Nov-2023



## Export results to the EU, Nov-2023



### Unroasted & not decaffeinated coffee

Value: **204.2** mil. USD  
 Increase **108.1%** compared to Nov-2023  
 Increase **43.8%** compared to Dec-2022

### Instant coffee

Value: **14.2** mil. USD  
 Increase **75.8%** compared to Nov-2023  
 Increase **143.5%** compared to Dec-2022

### Unroasted and decaffeinated coffee

Value: **7.1** mil. USD  
 Increase **12%** compared to Nov-2023  
 Increase **54.2%** compared to Dec-2022

### Instant coffee

The average export price in Dec-2023 is **8.235** USD/ton; increases **9%** compared to the previous month; and increases **6.1%** compared to the same month of 2022.

### Unroasted & not decaffeinated coffee

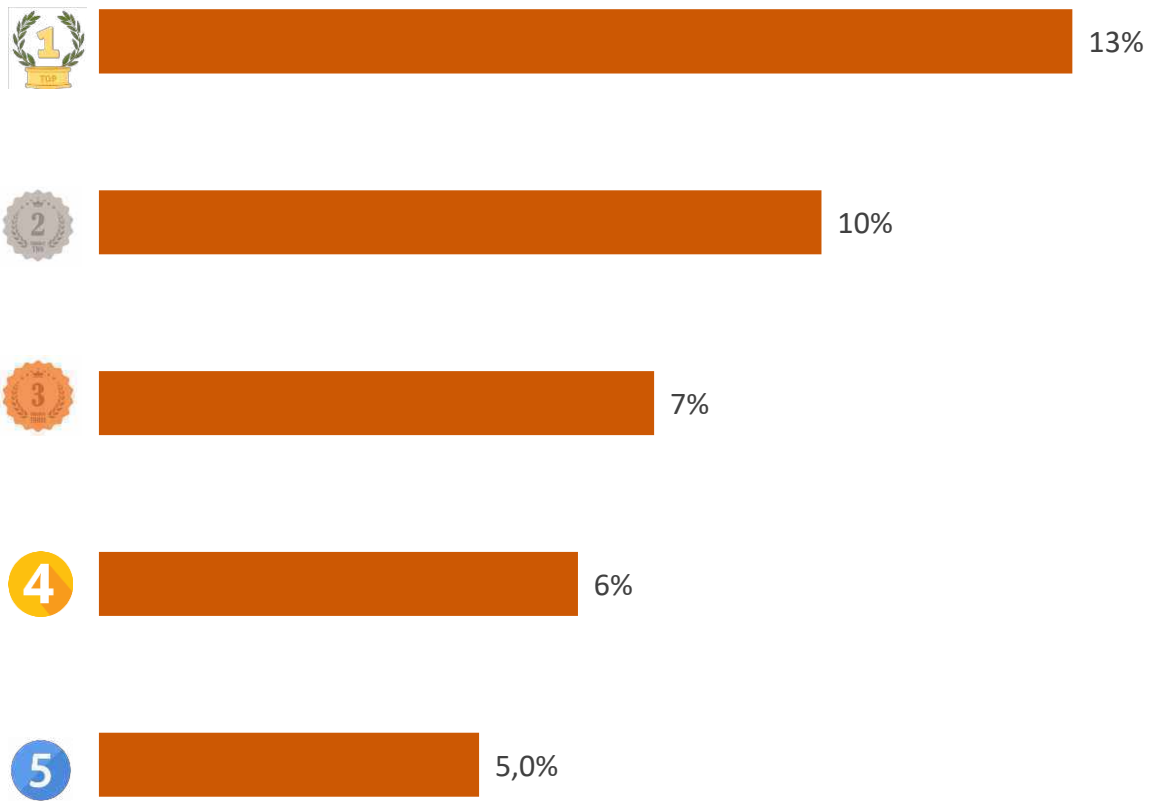
The average export price in Dec-2023 is **2.663** USD/ton; increases **0.2%** compared to the previous month; and increases **22.5%** compared to the same month of 2022.



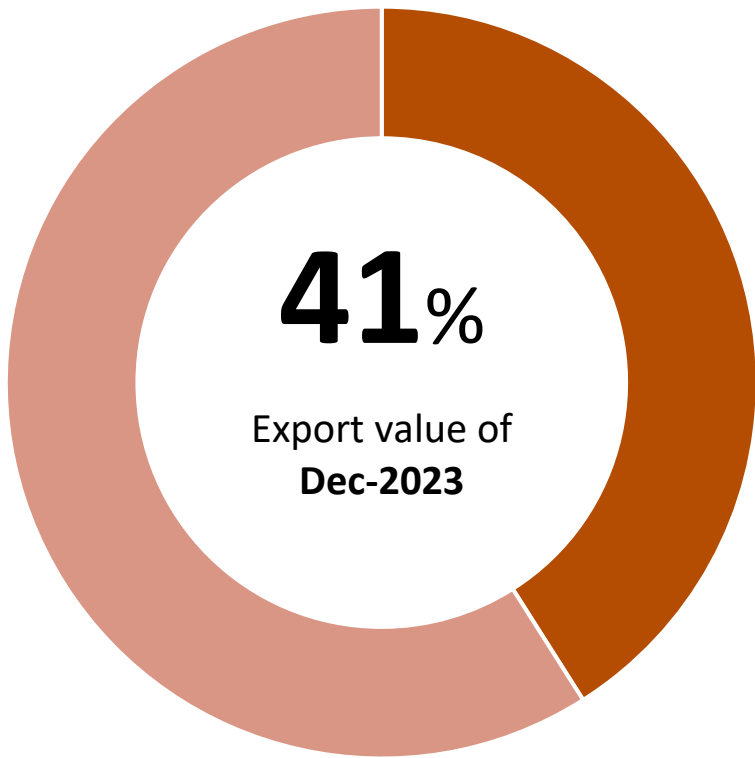
# COFFEE



TOP 5 export enterprises by value to the EU, Nov-2023



Value ratio of TOP 5 export enterprises to the EU, Nov-2023



Source: Tổng hợp từ số liệu của Tổng cục Hải quan

# CÀ PHÊ

## ĐIỂM TIN THỊ TRƯỜNG CÀ PHÊ EU

According to Mordorintelligence, The Europe Coffee Market size is estimated at 47.88 billion USD in 2024, and is expected to reach 58.14 billion USD by 2029, growing at a CAGR of 3.96% during the forecast period (2024-2029).

*Source: mordorintelligence.com (12/2023)*

According to statistics from the General Department of Customs, in 2023, Vietnam's coffee exports to the Netherlands reached 44.34 thousand tons, with value of 121.3 million USD, an increase of 46.2% in volume and 75.9% in value compared to 2022.

Types of coffee exported to the Netherlands include Robusta, Arabica and processed coffee, accounting for 77.42% respectively; 12.9% and 9.68%, respectively.

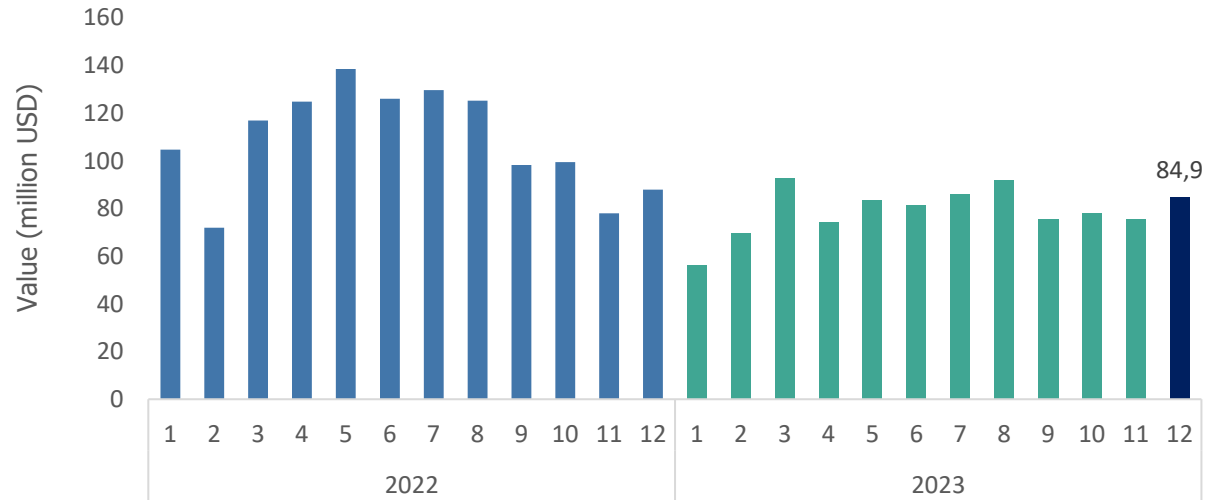
*Source: Cục Xuất nhập khẩu-Bộ Công thương (12/2023)*





# SEAFOOD

## Export value to the EU, Nov-2023



## Export results to the EU, Nov-2023

VALUE

**84.9** *mil. USD*



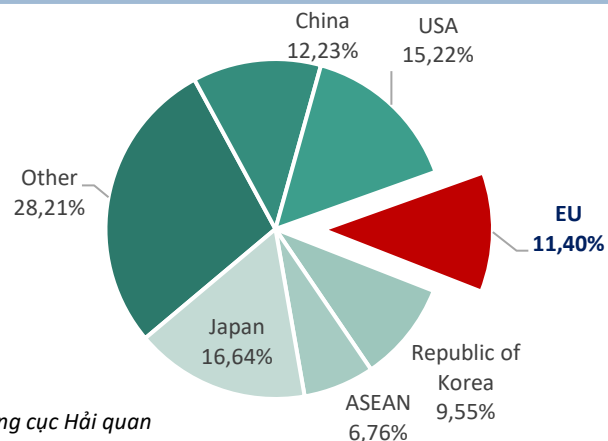
↗ Increase **12.8%** compared to Nov-2023

↘ Decrease **3.5%** compared to Dec-2022

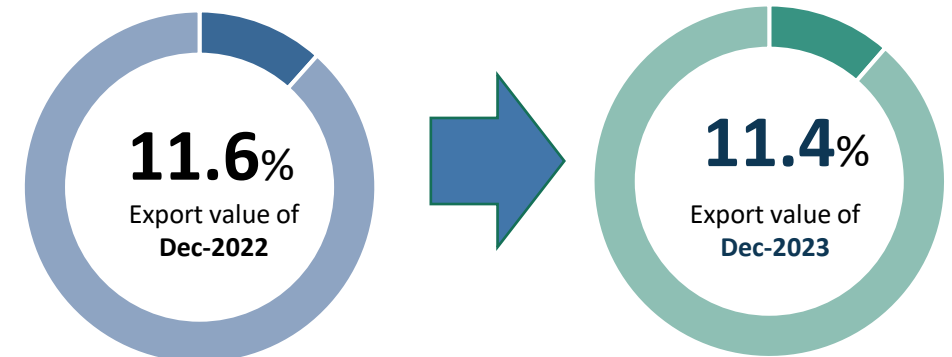
↓ **23.6 mil. USD** less than the monthly average rate in 2022

❖ Accumulated 2023 reaches **949.4** mil. USD, **72.9%** of total 2022

## Percentage of export value to the EU, Nov-2023



## Changes in percentage of export value to the EU, Nov-2023

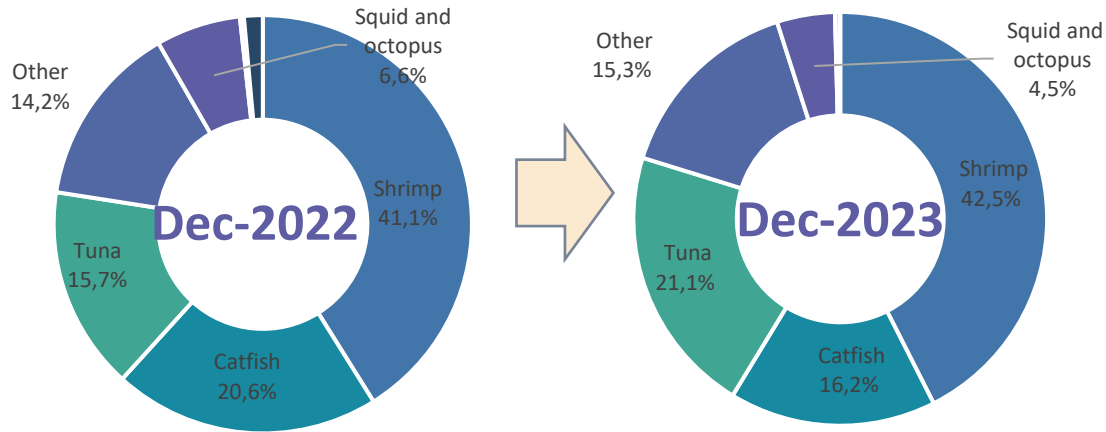




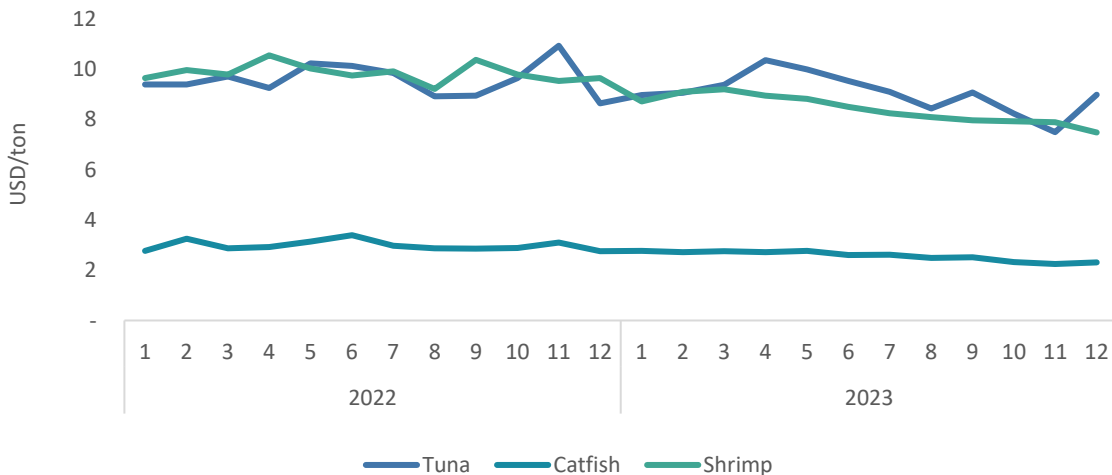


# SEAFOOD

## Structure of exports by products to the EU, Nov-2023



## Average export price to the EU, Nov-2023



## Export results to the EU, Apr-2023



### Shrimp

Value: **36.0** mil. USD

Increase **1.2%** compared to Nov-2023

Decrease **0.4%** compared to Dec-2022



### Catfish

Value: **13.7** mil. USD

Increase **20.9%** compared to Nov-2023

Decrease **24.6%** compared to Dec-2022



### Tuna

Value: **17.8** mil. USD

Increase **26.6%** compared to Nov-2023

Increase **29.0%** compared to Dec-2022

### Tuna

The average export price in Dec-2023 is **9.0** USD/kg; **increases 19.9%** compared to the previous month; and **increases 4.0%** compared to the same month of 2022.

### Catfish

The average export price in Dec-2023 is **2.4** USD/kg; **increases 2.5%** compared to the previous month; and **decreases 16.2%** compared to the same month of 2022.

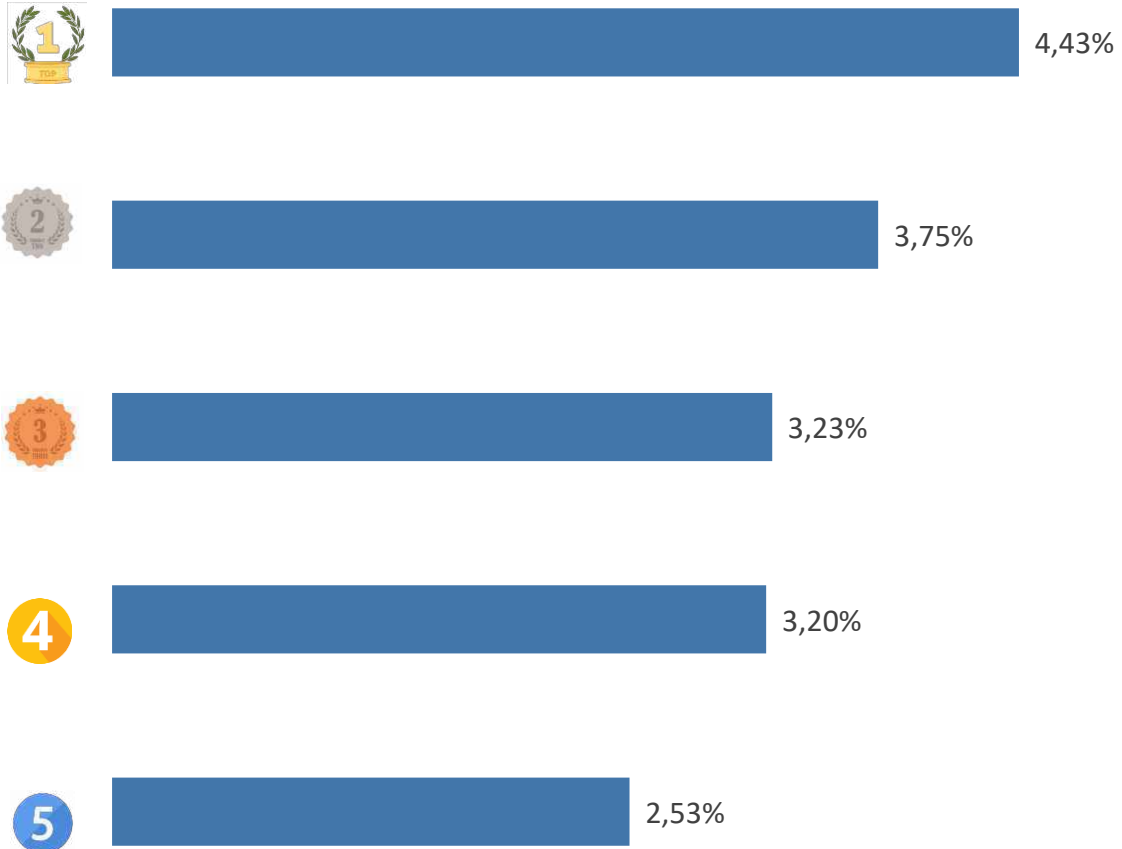
### Shrimp

The average export price in Dec-2023 is **7.5** USD/kg; **decreases 5.1%** compared to the previous month; and **decreases 22.5%** compared to the same month of 2022.

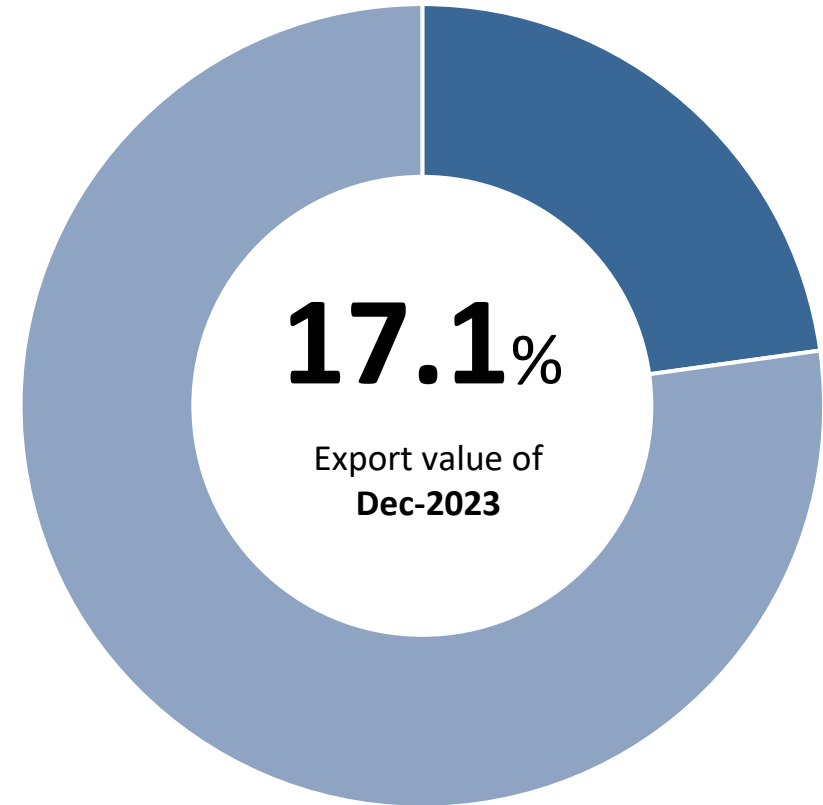


# SEAFOOD

## TOP 5 export enterprises by value to the EU, Nov-2023



## Value ratio of TOP 5 export enterprises to the EU, Nov-2023



# ĐIỂM TIN THỊ TRƯỜNG THỦY SẢN EU



01

## EU fishing control rules officially come into effect

From January 9, 2024, the European Union's new fishing control rules have officially come into effect. The control of fishing activities will be entirely digitalized – from the net to the plate – all fishing vessels will be tracked via a vessel tracking systems (VMS) and all catches will need to be recorded via electronic means. User-friendly tools such as mobile applications will be used to reduce the burden on fishermen.

*Source: thefishingdaily.com (1/2024)*

02

## France temporarily bans fishing in the Biscay Bay

The French government will ban most commercial fishing in the Biscay Bay in 1 month to protect dolphins. Accordingly, this regulation takes effect from January 22 and applies to both French and foreign fishermen. This regulation has followed calls from environmentalists to protect marine mammals after French authorities confirmed an increase in the number of dead dolphins on the country's Atlantic Ocean coast. The above ban concerns fishing boats over 8 meters in length and affects about 450 French vessels. The country's fishermen and corporations have criticized the ban because they will lose more than 60 million EUR (\$65 million).

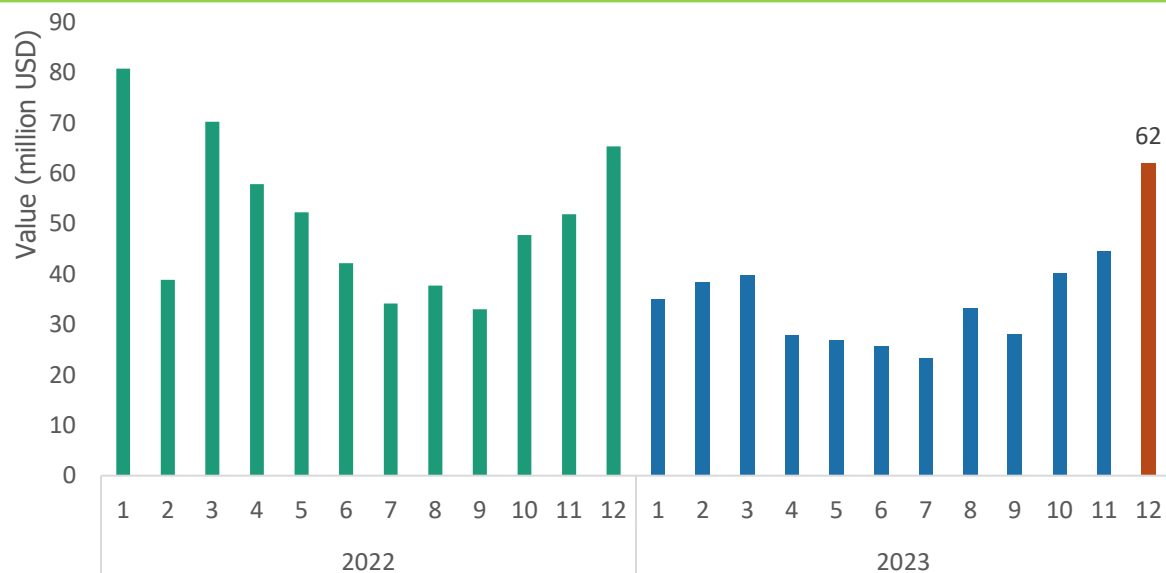
*Source: Bnews.vn (1/2024)*





# WOOD AND WOODEN PRODUCTS

## Export value to the EU, Nov-2023



## Export results to the EU, Nov-2023

VALUE



62

mil. USD

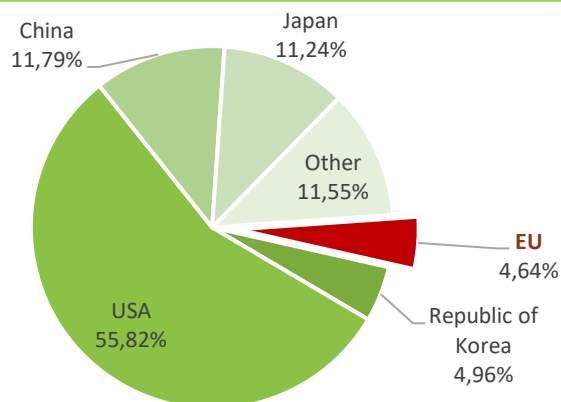
➔ Increase **39.3%** compared to Nov-2023

➔ Decrease **5.0%** compared to Dec-2022

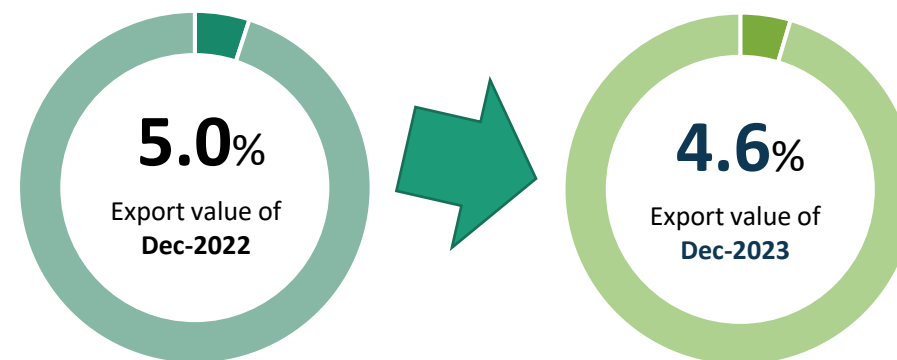
➔ **11 mil. USD** more than the monthly average rate in 2022

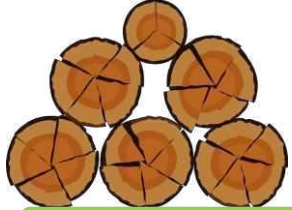
❖ Accumulated 2023 reaches **425 mil. USD**, **69.5%** of total 2022

## Percentage of export value to the EU, Nov-2023



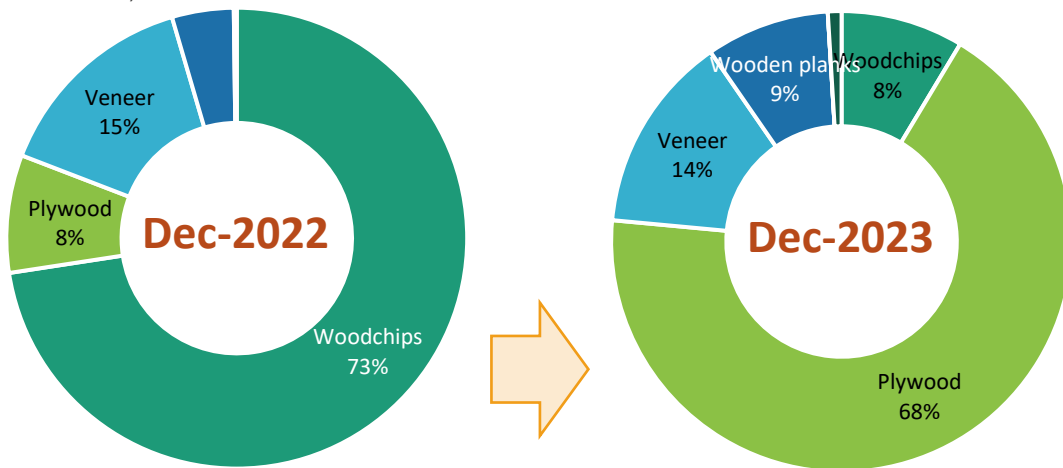
## Changes in percentage of export value to the EU, Nov-2023





# WOOD AND WOODEN PRODUCTS

## Structure of exports by products to the EU, Nov-2023



## Export results to the EU, Nov-2023



### Plywood

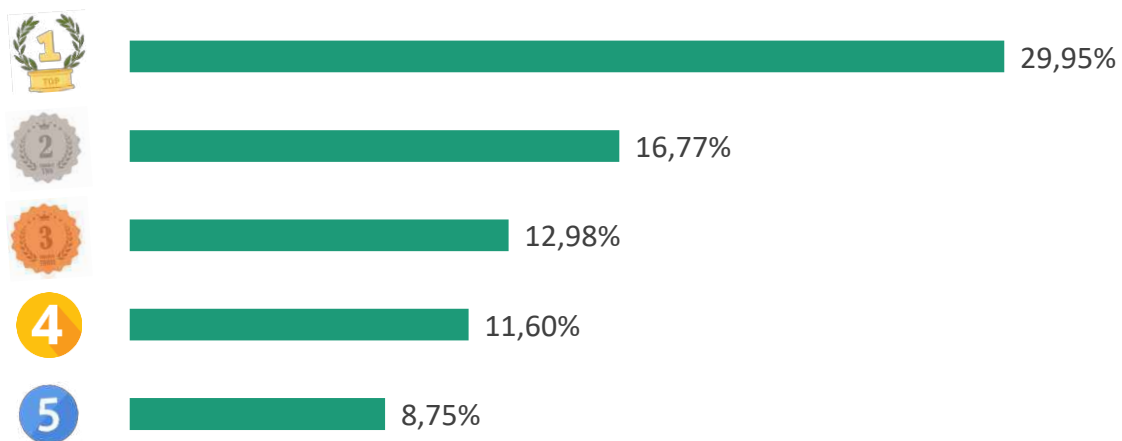
Value: **1.0** mil. USD  
 Increase **12%** compared to Nov-2023  
 Increase **56%** compared to Dec-2022



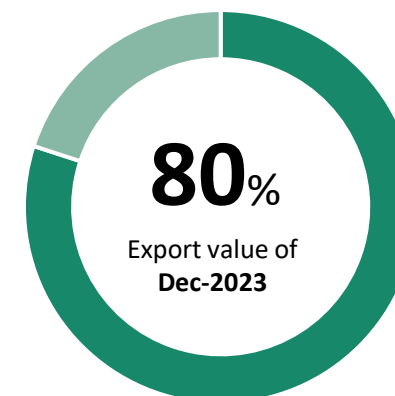
### Veneer

Value: **0.2** mil. USD  
 Increase **N/A** compared to Nov-2023  
 Decrease **82%** compared to Dec-2022

## TOP 5 export enterprises by value to the EU, Nov-2023



## Value ratio of TOP 5 export enterprises to the EU, Nov-2023





# GỖ VÀ SP GỖ



## ĐIỂM TIN THỊ TRƯỜNG GỖ VÀ SP GỖ EU

The sawlog market in Europe has gone through a turbulent period over the past three years, with wood demand falling, log flows shifting, and sawlog prices fluctuating. The European Sawlog Price Index (ESPI) was at an 11-year low of less than €70/m<sup>3</sup> in the 3Q/2020, surged to €110/m<sup>3</sup> in the 2Q/2022, following a decline to €92.91/m<sup>3</sup> in the 3Q/2023. According to WoodMarket Prices, the ESPI, which represents sawlog prices in nine European countries, is currently €13/m<sup>3</sup> above its 28-year average.

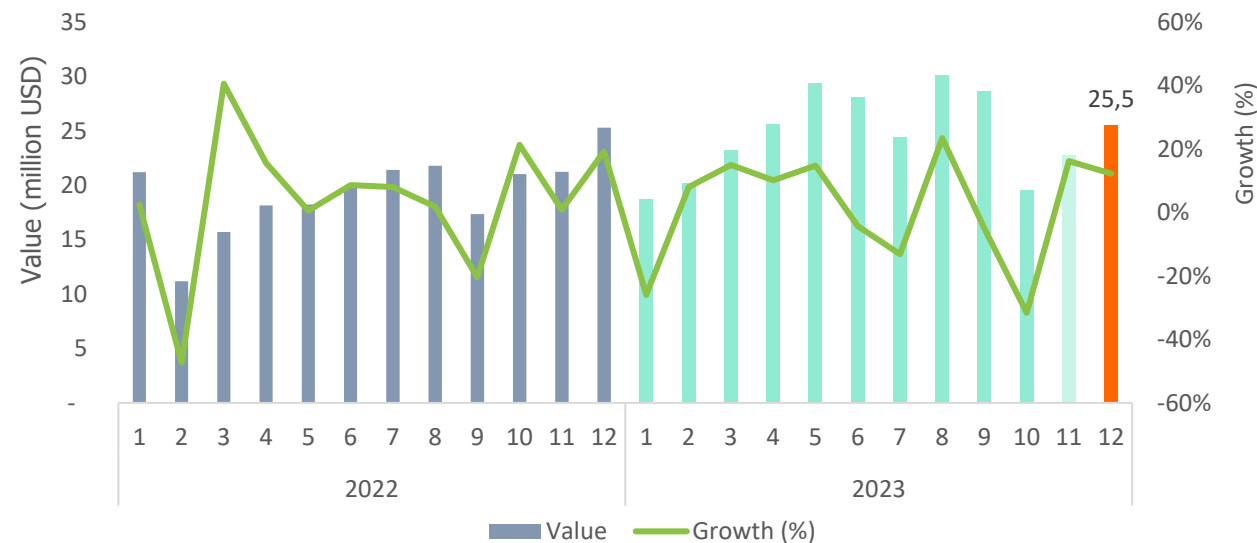
In 2023, log prices have fallen the most in the Baltic States and Central Europe, with the decline ranging between 10-25%. In the Nordic countries, prices have been practically unchanged the past year except for Sweden, where spruce prices were up almost 10% from the 3Q/2022 to the 3Q/2023. The higher log costs were driven by a slowing in deliveries by private forest owners, predominantly in the southern region of the country, rather than by an increase in demand.



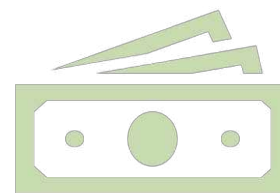


# FRUITS AND VEGETABLES (EXPORT)

## Export volume and value to the EU, Nov-2023



## Export results to the EU, Nov-2023



VALUE  
**25.5**

mil. USD

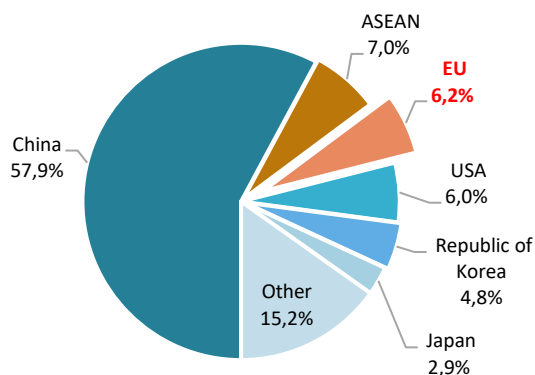
Increase **12.2%** compared to Nov-2023

Increase **0.7%** compared to Dec-2022

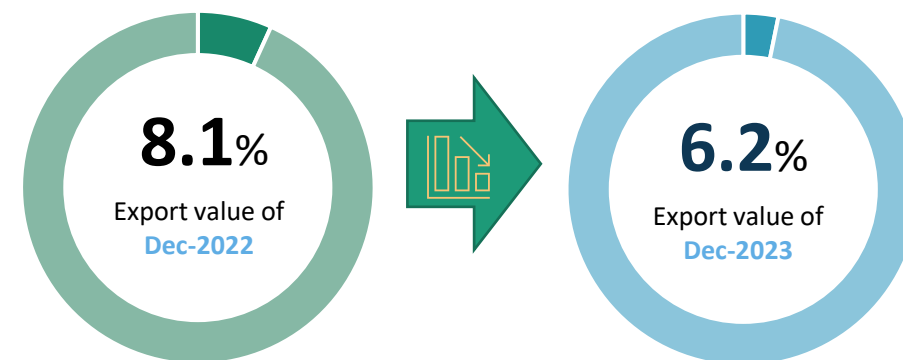
**6.1 mil. USD** more than the monthly average rate in 2022

Accumulated 2023 reaches **295.95 mil. USD**, **127.4%** of total 2022

## Percentage of export value to the EU, Nov-2023



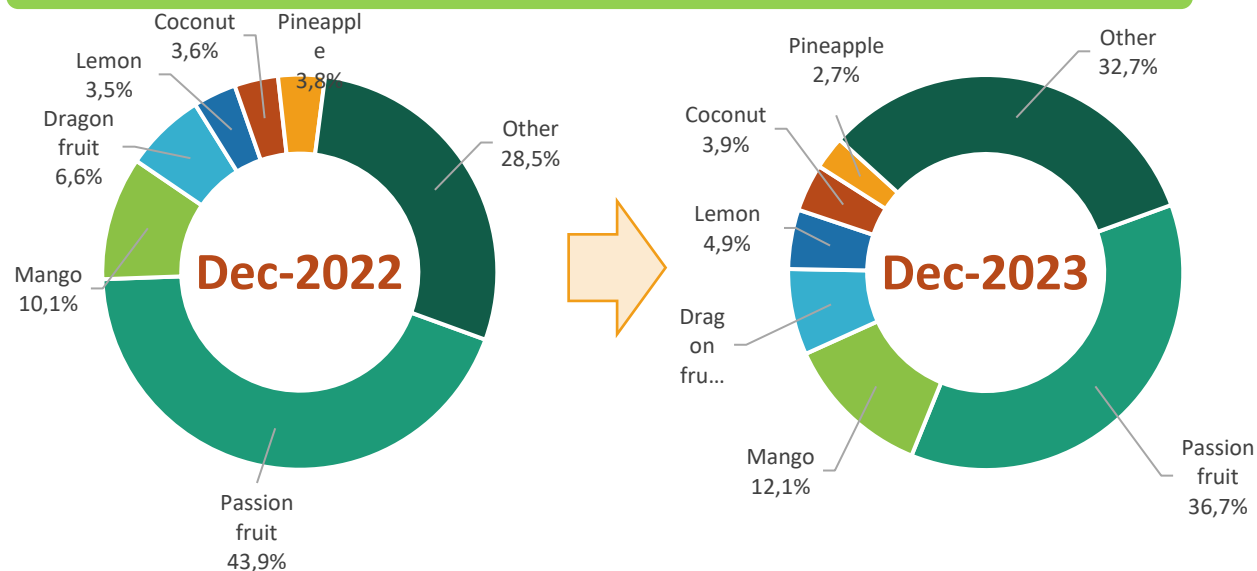
## Changes in percentage of export value to the EU, Nov-2023





# FRUITS AND VEGETABLES (EXPORT)

## Structure of exports by products to the EU, Nov-2023



## Export results of some main products to the EU, Nov-2023



### Passion fruit

Value: **9.3** mil. USD

Increase **44.8%** compared to Nov-2023

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



### Mango

Value: **3.1** mil. USD

Increase **9.5%** compared to Nov-2023

Increase **21.0%** compared to Dec-2022



### Dragon fruit

Value: **1.8** mil. USD

Increase **8.4%** compared to Nov-2023

Increase **7.4%** compared to Dec-2022



### Lemon

Value: **1.2** mil. USD

Decrease **1.2%** compared to Nov-2023

Increase **38.7%** compared to Dec-2022



### Coconut

Value: **0.99** mil. USD

Decrease **36.7%** compared to Nov-2023

Increase **9.3%** compared to Dec-2022



### Pineapple

Value: **0.69** mil. USD

Increase **29.0%** compared to Nov-2023

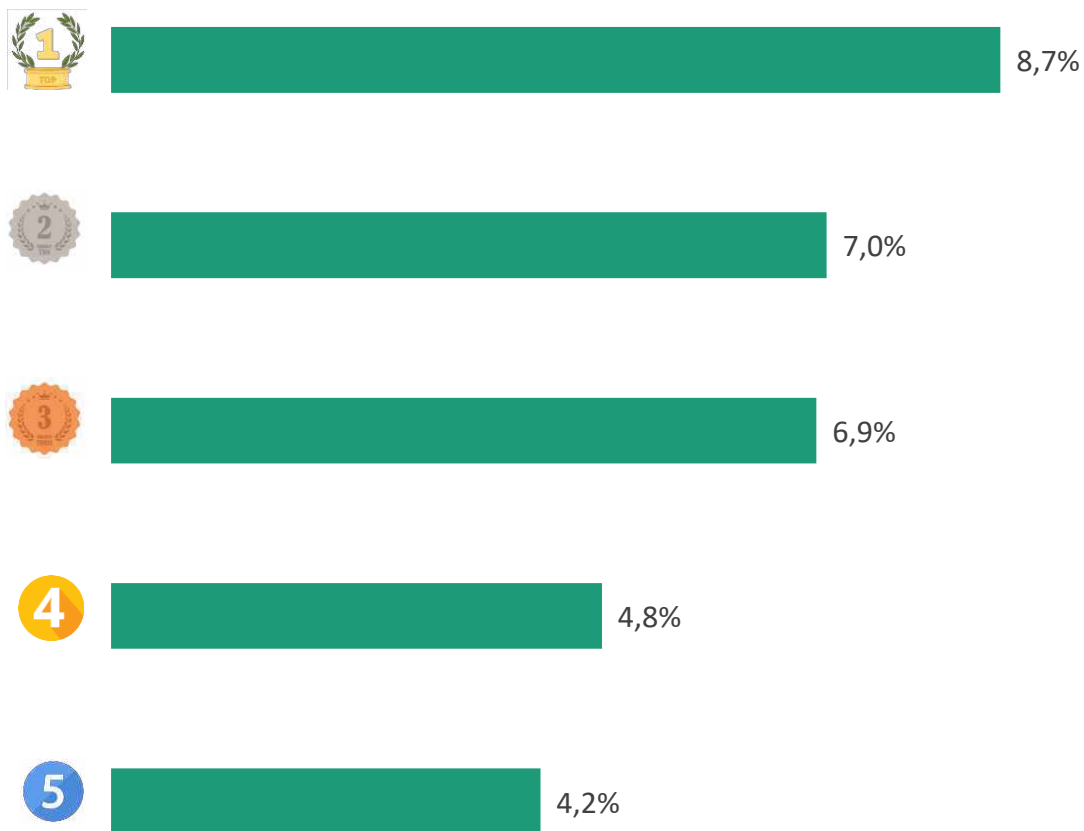
Decrease **28.5%** compared to Dec-2022



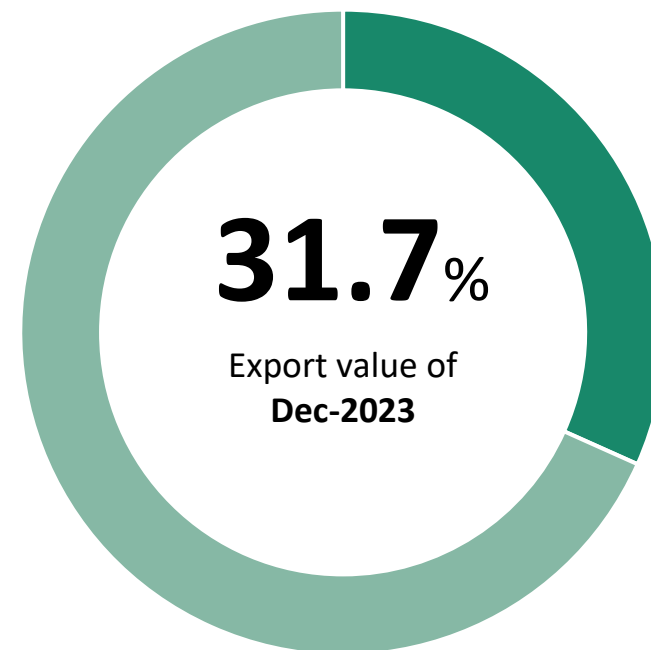


# FRUITS AND VEGETABLES (EXPORT)

TOP 5 export enterprises by value to the EU, Nov-2023



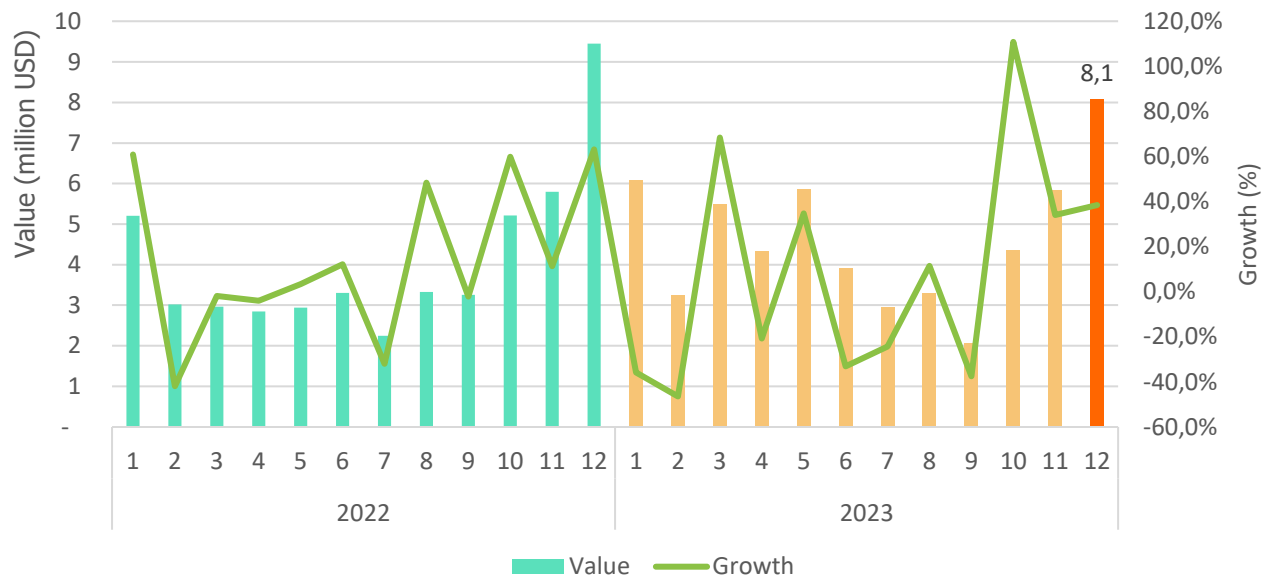
Value ratio of TOP 5 export enterprises to the EU, Nov-2023





# FRUITS AND VEGETABLES (IMPORT)

## Import volume and value from the EU, Nov-2023



## Import results from the EU, Nov-2023

KIM NGẠCH

# 8.1

mil. USD



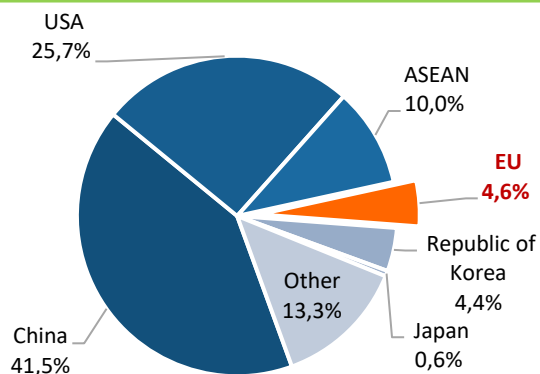
Increase **38.5%** compared to Nov-2022

Decrease **14.7%** compared to Dec-2022

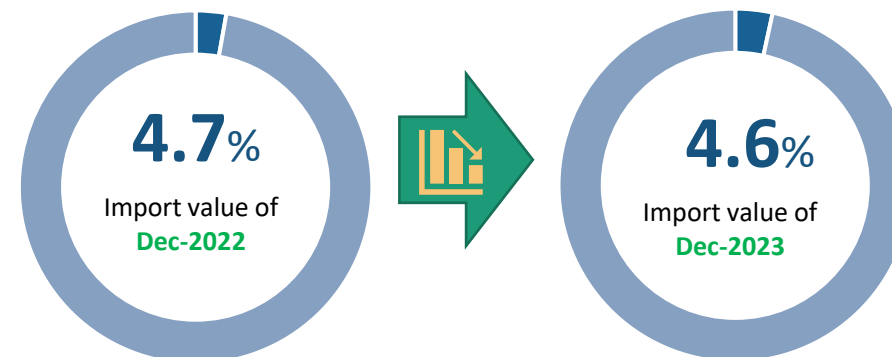
**3.9 mil. USD** more than the monthly average rate in 2022

Accumulated 2023 reaches **55.4 mil. USD**, **111.8%** of total 2022

## Percentage of import value from the EU, Nov-2023



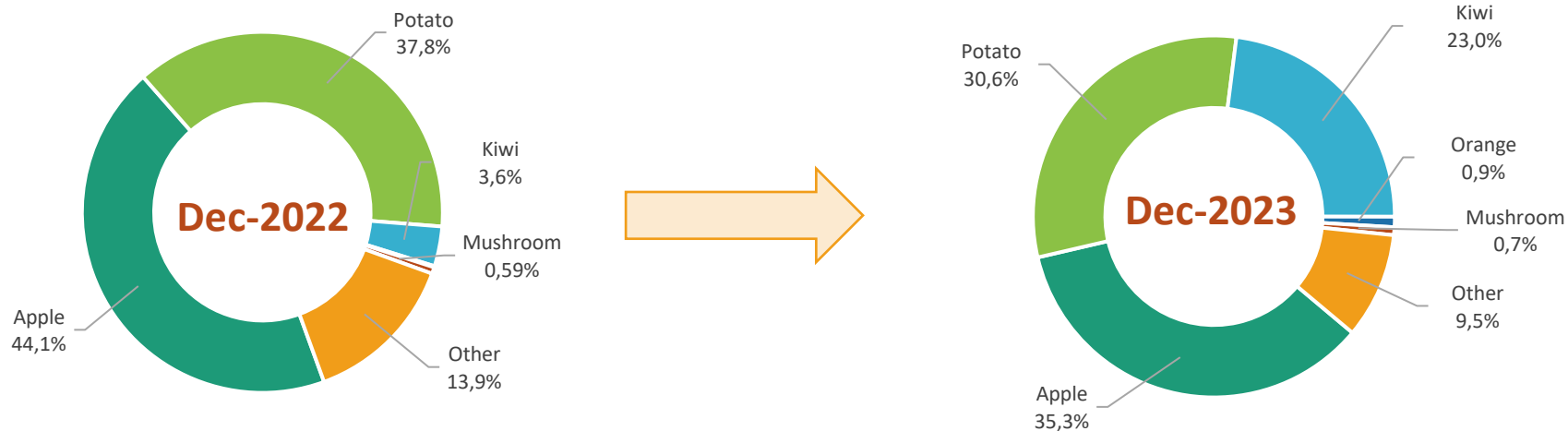
## Changes in percentage of import value from the EU, Nov-2023





# FRUITS AND VEGETABLES (IMPORT)

## Structure of imports by products from the EU, Nov-2023



## Import results of some main products from the EU, Nov-2023



### Apple

Value: **2.8** mil. USD

Increase **85.0%** compared to Nov-2023

Decrease **31.8%** compared to Dec-2022



### Potato

Value: **2.5** mil. USD

Decrease **17.4%** compared to Nov-2023

Decrease **30.8%** compared to Dec-2022



### Kiwi

Value: **1.9** mil. USD

Cao hơn **463** times compared to Nov-2023

Increase **450.4%** compared to Dec-2022



1

EU pear production in the 2023/24 crop year is expected to decrease by 249,000 tons to 1.8 million tons. This output is equivalent to that of the 2021/22 crop year and is the lowest output since the 2005/06 crop year. Reduced supply will decrease pear exports by 21,000 tons to 325,000 tons and push import demand up by 30,000 tons to 170,000 tons.

*Source: Guojiguoshu.com*

2

On January 17, 2024, the European Commission posted an update on measures to strengthen official and temporary emergency controls on goods imported into the European Union (EU). In particular, for the first time, both fresh and frozen durians from Vietnam entering this market were tested for pesticide residue at the border gate, with a frequency of 10%.

According to a representative of the Office of Notification and National Question and Answer Point on Sanitary Epidemiology and Animal and Plant Quarantine in Vietnam (Vietnam SPS Office), if Vietnamese businesses and cooperatives coordinate together in controlling residue levels and pesticides for durian in particular and agricultural products in general, in the last 6 months of 2024, the EU may consider and remove durian from the inspection list.

However, if Vietnam does not control it well, it is possible that in the next 6 months, the EU may consider putting durian on the Appendix 2 list - that is, in addition to being subject to a 10% border inspection frequency, Vietnamese durian is also required to issue an additional certificate of durian sampling and analysis accompanying the shipment when exporting to this market. This will be costly for businesses.

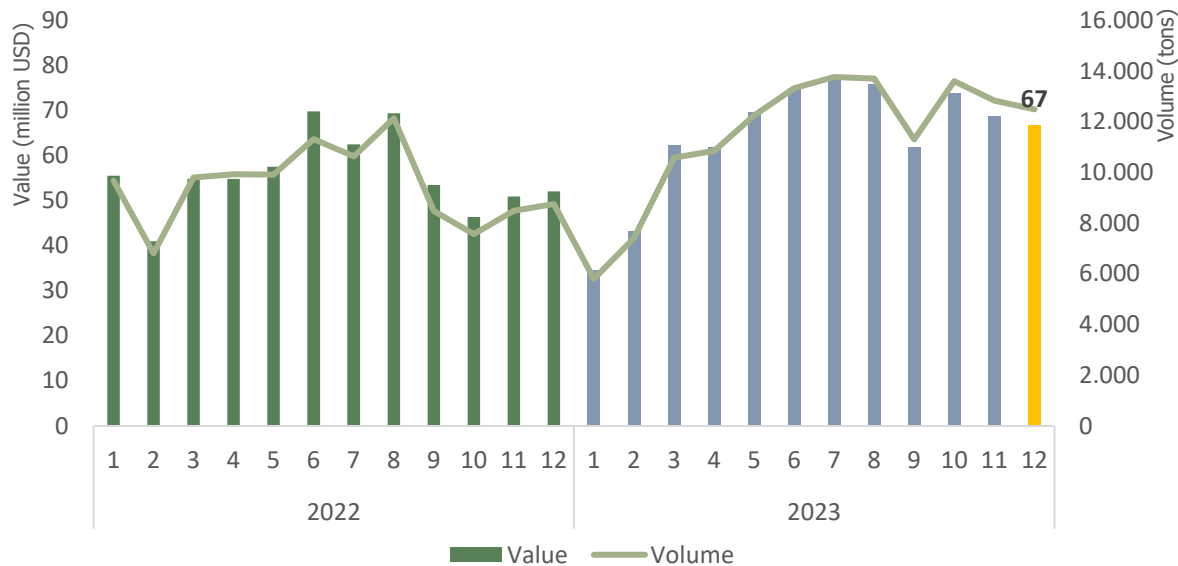
*Source: Vnexpress.net*





# CASHEW NUTS

## Export volume and value to the EU, Nov-2023



## Export results to the EU, Nov-2023

### VALUE

**66.56** mil. USD

↘ Decrease **3%** compared to Nov-2023

↗ Increase **28%** compared to Dec-2022

↗ **13.09** mil. USD more than the monthly average rate in 2022

❖ Accumulated 2023 reaches **769.5** mil. USD, **115%** of total 2022

### VOLUME

**12.5** thousand tons

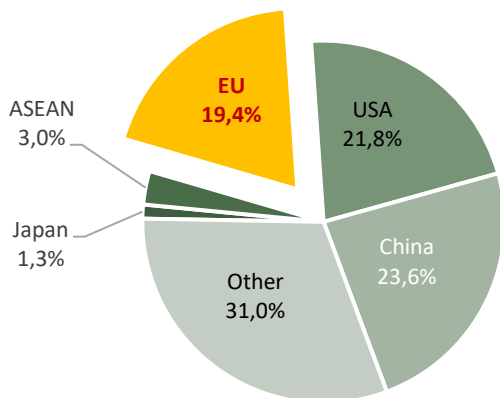
↘ Decrease **3%** compared to Nov-2023

↗ Increase **43%** compared to Dec-2022

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

❖ Accumulated 2023 reaches **137.9** thousand tons, **122%** of total 2022

## Percentage of export value to the EU, Nov-2023



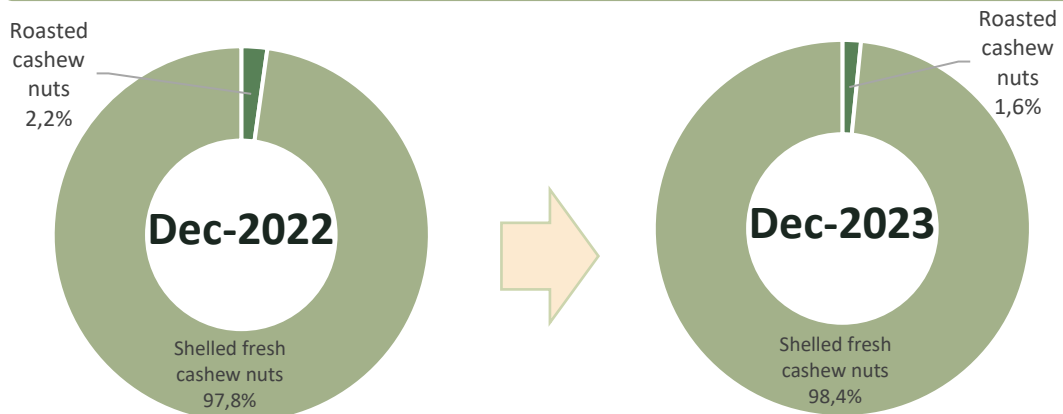
## Changes in percentage of export value to the EU, Nov-2023



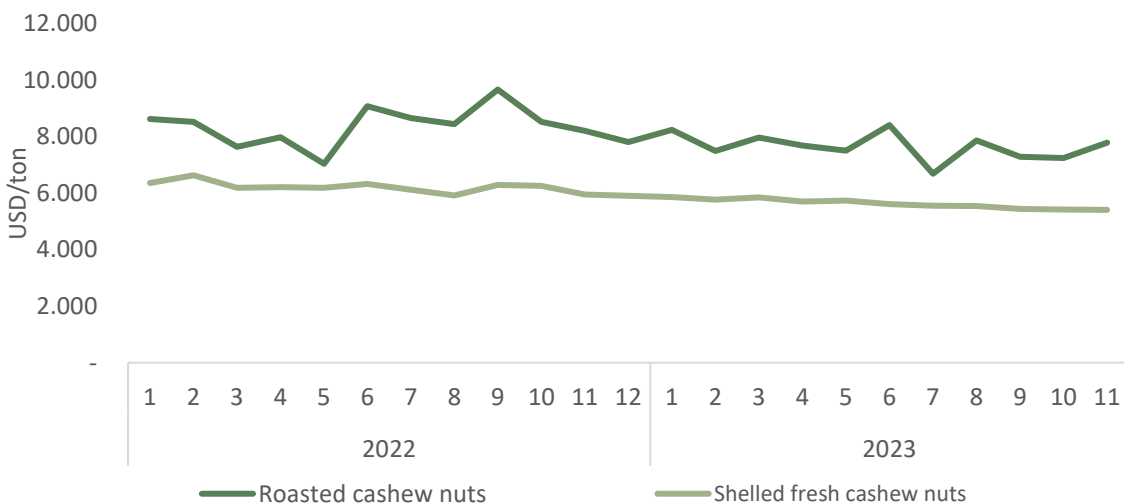


# CASHEW NUTS

## Structure of exports by products to the EU, Nov-2023



## Average export price to the EU, Nov-2023



## Export results to the EU, Nov-2023



### Shelled fresh cashew nuts

Value: **65.5** mil. USD

Decrease **3%** compared to Nov-2023

Increase **29%** compared to Dec-2022



### Roasted cashew nuts

Value: **1.05** mil. USD

Increase **5%** compared to Nov-2023

Decrease **9%** compared to Dec-2022

### Shelled fresh cashew nuts

The average export price in Dec-2023 is **5.403** USD/ton; **decreases 0.4%** compared to the previous month; and **decreases 9.2%** compared to the same month of 2022.

### Roasted cashew nuts

The average export price in Dec-2023 is **7.782** USD/ton; **increases 7.6%** compared to the previous month; and **decreases 5.1%** compared to the same month of 2022.

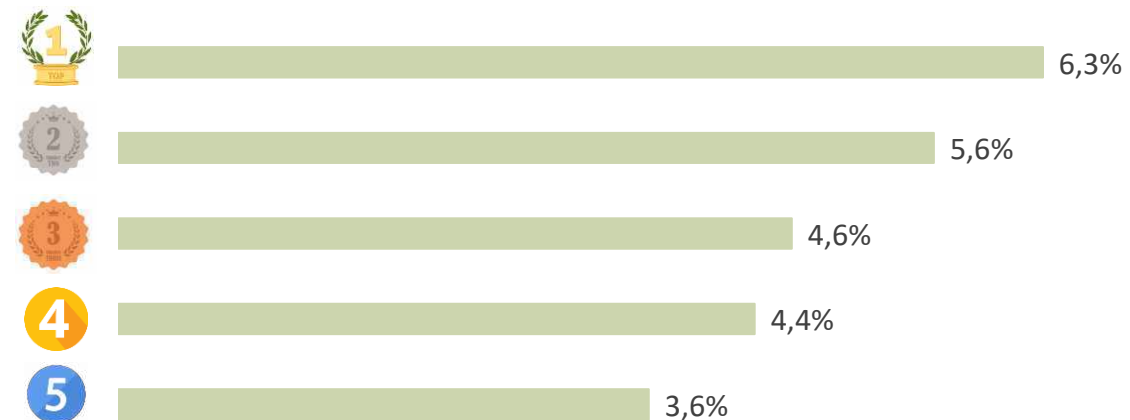


# CASHEW NUTS

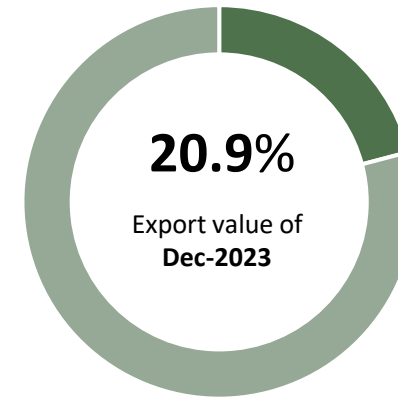
## TOP 5 export enterprises by value to the EU, Nov-2023



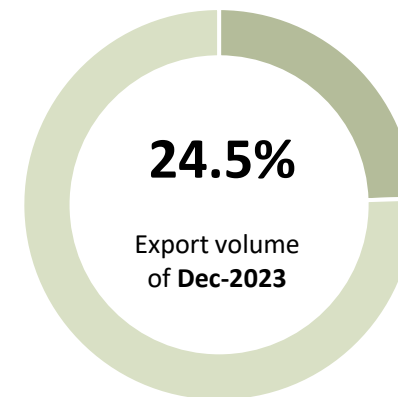
## TOP 5 export enterprises by volume to the EU, Nov-2023



## Value ratio of TOP 5 export enterprises to the EU, Nov-2023



## Volume ratio of TOP 5 export enterprises to the EU, Nov-2023



### **Warning about fraud and risks when trading with partners in Spain**

In January 2023, the Vietnam Trade Office in Spain issued a notification stating that it had received feedback from several domestic businesses engaged in exporting cashew nuts to Spanish enterprises.

ISASA SIGLO XXI Company, S.L. (Spain) did not follow the contract. They said that Vietnamese products failed to meet the quality standards at the destination port or decline in local market prices, thereby breaching the sales contracts. This included delays and procrastination in the final payment for the goods. Consequently, Vietnamese businesses faced challenges, wasted time, incurred storage costs, and had to retrieve their goods.

The Vietnam Trade Office in Spain advises domestic businesses to exercise caution when entering into sales contracts with the aforementioned Spanish firms. It further suggests that domestic enterprises enhance coordination with the Trade Office to verify the credibility of local businesses before finalizing sales agreements to mitigate the risk of engaging with unreliable partners or contracts not being fulfilled as agreed upon.

*Source: moit.gov.vn*





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