



Volume: Jan-2024

MONTHLY REPORT ON  
AGRI-PRODUCT EXPORT

FROM VIETNAM TO  
**US MARKET**

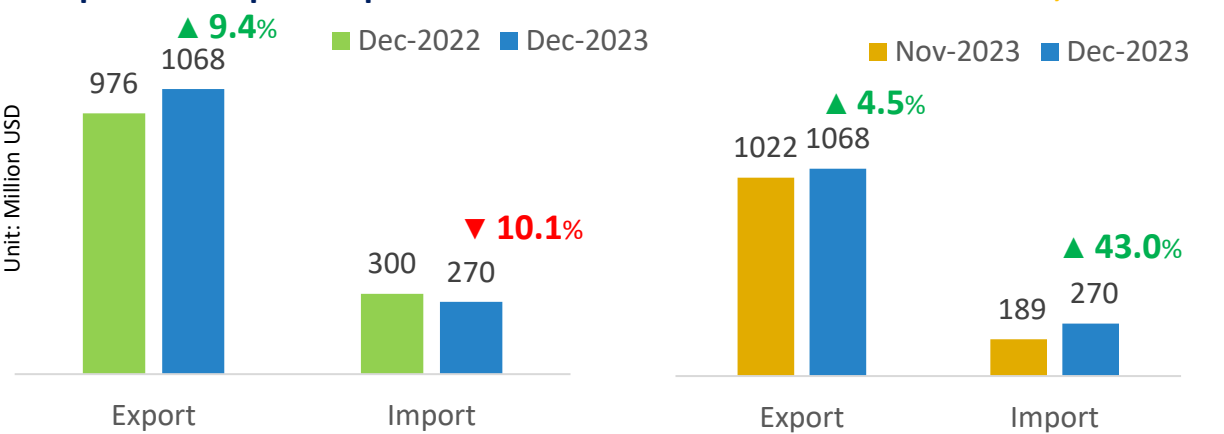


Prepared by: **AGRO INFO**

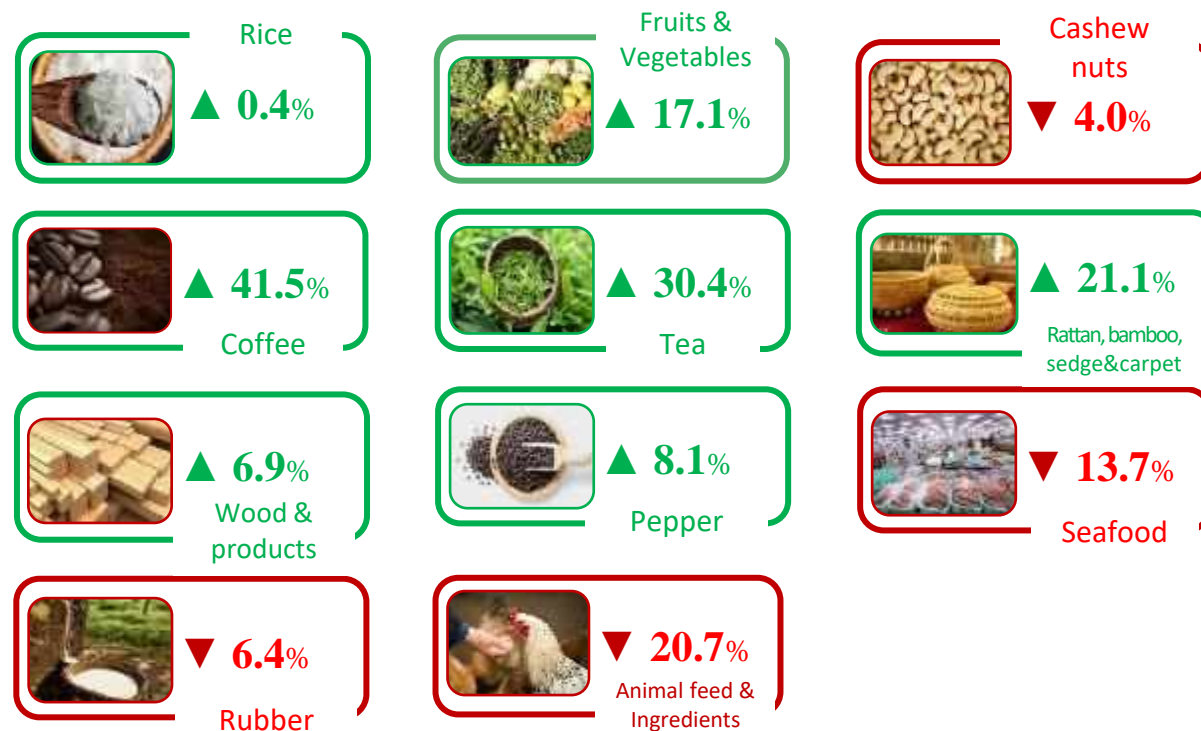


# THE SITUATION OF AGRO-FORESTRY-FISHERY (AFF) PRODUCT EXPORT FROM VIETNAM TO THE U.S. IN JANUARY 2024

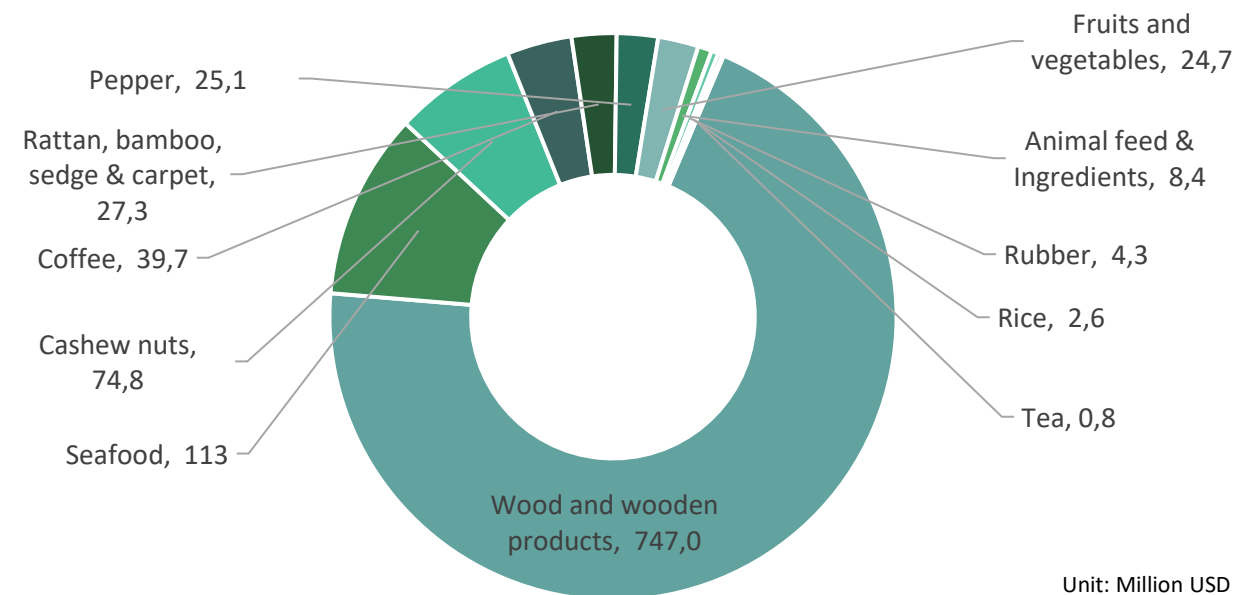
## AFF product import-export turnover between Vietnam and the U.S., Dec-2023



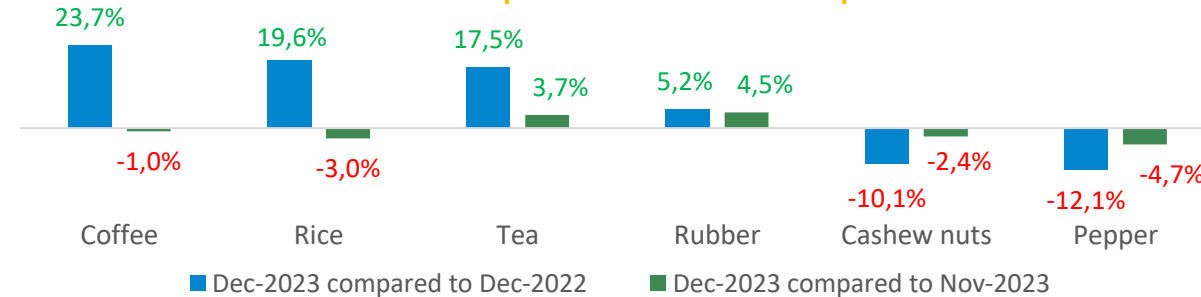
## Changes in key AFF product export value to the U.S. in Dec-2023 compared to Nov-2023



## Key AFF product export value to the U.S., Dec-2023



## Changes in key AFF product export value to the U.S. in Dec-2023 compared to Nov-2023 and compared to Dec-2022



## The US economic growth beyond forecasts

On January 25, the US Department of Commerce announced that the GDP increased by 3.3% higher than forecast in the fourth quarter of 2023, thanks to strong consumption. In 2023, the

world's largest economy grew by 2.5% - higher than in 2022, with 1.9%. United States are currently around 5.25-5.5%.

Most economists have reversed their forecasts from recession to slow growth in 2024. The Fed has also kept interest rates unchanged for the past half year and continues to do so at next week's meeting. Interest rates in the



Source: vnexpress.net

## The U.S. is Vietnam's largest tuna importer in 2023

According to VASEP, in 2023, Vietnam's tuna exports was about 845 million USD, down 17% compared to the previous year, of which the United States accounts for 39% of total export turnover.

The United States is the largest tuna importer of Viet Nam in 2023 with 327 million USD, down 33% compared to the previous year. After high growth in October and November, tuna exports to the United States decreased slightly by 1% in December, to 25 million USD.



Source: mekongasean.vn

## The US FDA has continuously announced on quality of Vietnamese spices

According to the Vietnam Pepper and Spice Association (VPSA), the US Food and Drug Administration (FDA) has continuously

announced a number of Maximum residue levels (MRLs) are established for spices, most of which are active ingredients detected with high frequency in pepper. On the positive side, this regulation helps export businesses more clearly define US requirements, and Vietnamese pepper producers can apply more suitable farming methods to meet this market's

standards. VPSA will continue to work with American Spice Association (ASTA) to establish additional MRLs for active ingredients appearing in pepper and other spices in the near future.

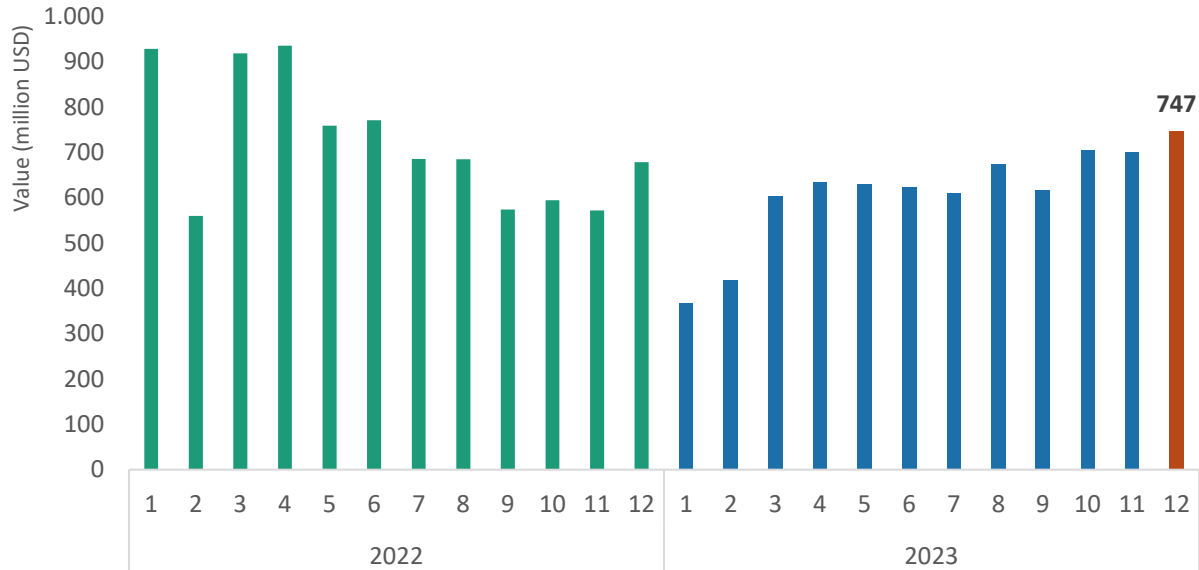
Source: nongnghiep.vn





# WOOD AND WOODEN PRODUCTS

## Export value and volume to the U.S., Dec-2023



## Export results to the U.S., Dec-2023

VALUE



747

million USD

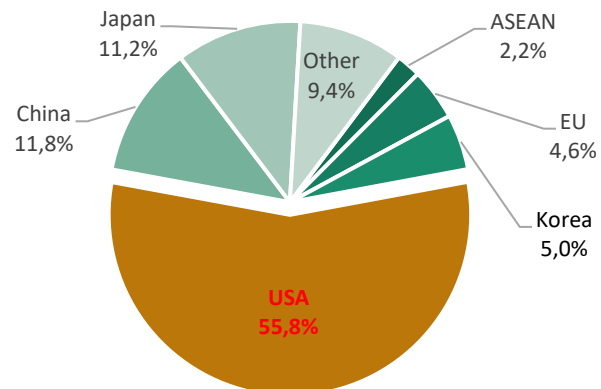
↗ Increase **6.9%** compared to Nov-2023

↗ Increase **10.2%** compared to Dec-2022

↑ **25.6 million USD** more than the monthly average rate in 2022

❖ Accumulated 12 months of 2023 reaches **7.3 billion USD**, **84.6%** of total 2022

## Percentage of export value to the U.S., Dec-2023



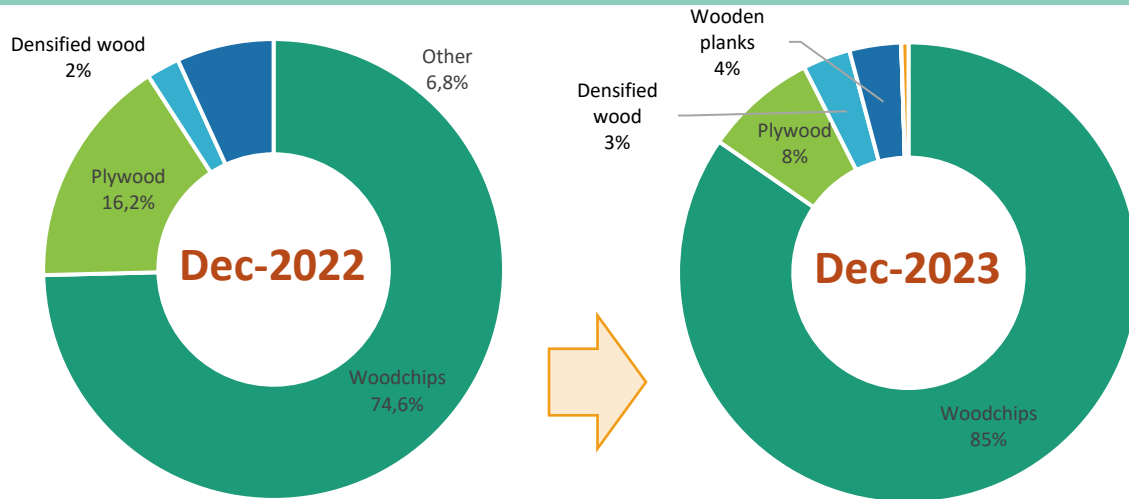
## Changes in percentage of export value to the U.S., Dec-2023





# WOOD AND WOODEN PRODUCTS

## Structure of exports by products to the U.S., Dec-2023



## Export results to the U.S., Dec-2023



### Woodchips

Value: **27.2** million USD  
 Decrease **14%** compared to Nov-2023  
 Increase **65%** compared to Dec-2022



### Plywood

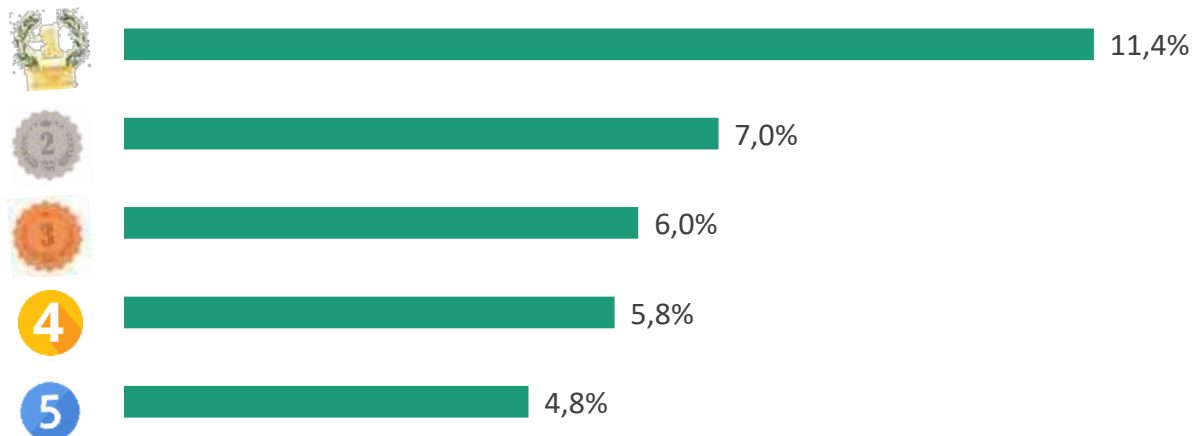
Value: **2.5** million USD  
 Decrease **2%** compared to Nov-2023  
 Decrease **29%** compared to Dec-2022



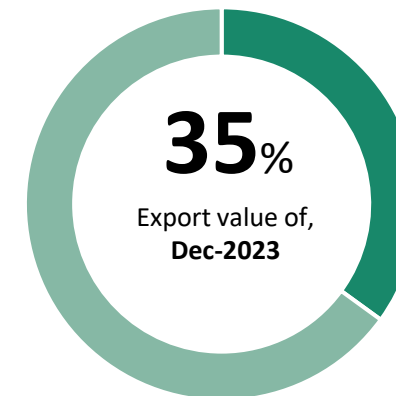
### Wooden planks

Value: **1.2** million USD  
 Increase **25%** compared to Nov-2023  
 Increase **83%** compared to Dec-2022

## TOP 5 export enterprises by value to the U.S., Dec-2023



## Value ratio of TOP 5 export enterprises to the U.S., Dec-2023





# WOOD AND WOODEN PRODUCTS



## SPOTLIGHTS

US plywood imports in November 2023 are estimated to reach 275,890 m<sup>3</sup>, down 14% over the previous month but up 25% over the same period last year. Imports decreased from most main supply markets such as Indonesia (down 31%), Russia (down 60%) and Vietnam (down 7%) compared to the previous month.

US tropical lumber imports in November 2023 are estimated at 12,022 m<sup>3</sup>, down 30% over the previous month and down 35% over the same period last year. Imports from Brazil, Indonesia and Cameroon all decreased by more than 50% compared to the previous month.

*Source: ITTO*

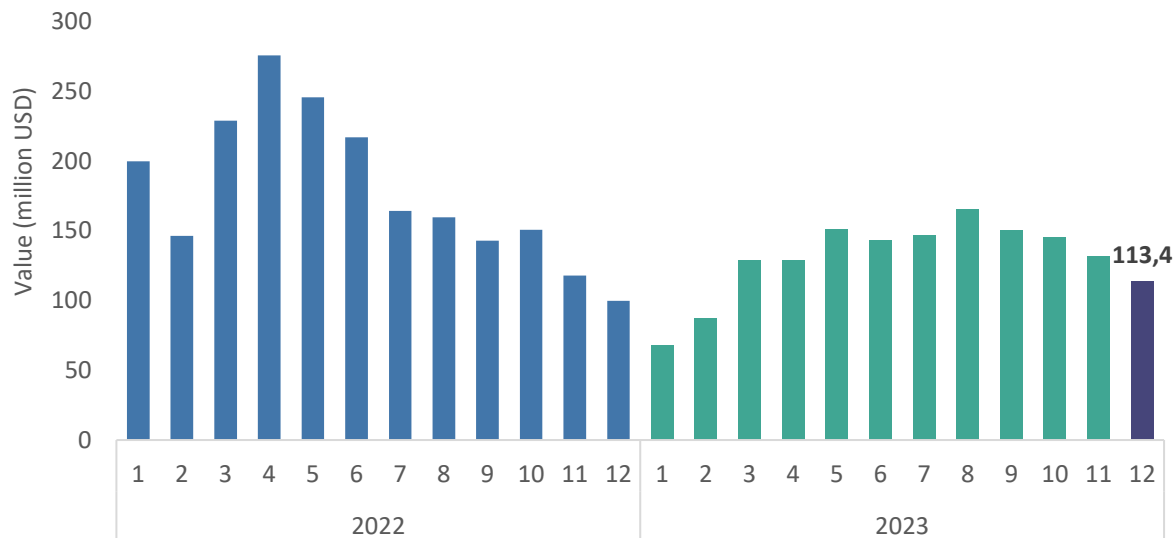
US imports of interior and exterior wooden furniture in November 2023 are estimated to reach 1.71 billion USD, down 2% over the previous month and down 5% over the same period last year. Imports from Vietnam increased 3%, but imports from most other countries decreased compared to the previous month.

*Source: ITTO*

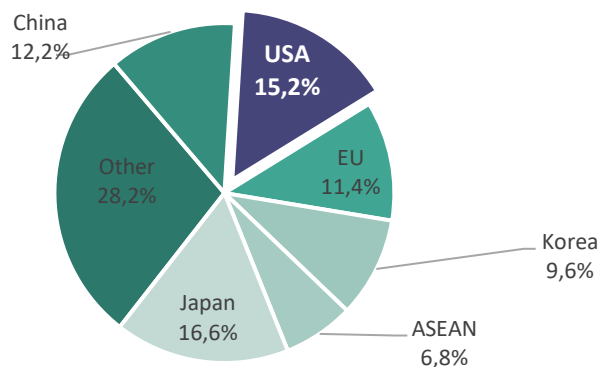


# FISHERIES

## Export value to the U.S., Dec-2023



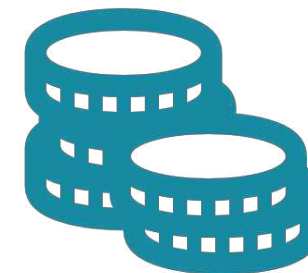
## Percentage of export value to the U.S., Dec-2023



## Export results to the U.S., Dec-2023

VALUE

**113.4** million USD



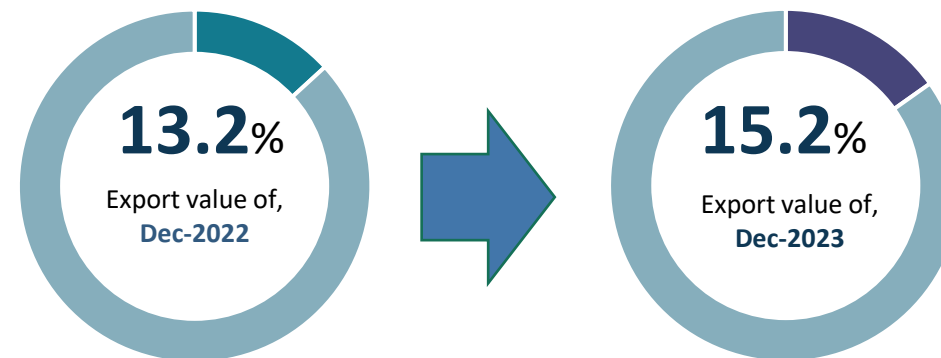
↘ Decrease **13.7%** compared to Nov-2023

↗ Increase **13.7%** compared to Dec-2022

↓ **65.6 million USD** less than the monthly average rate in 2022

❖ Accumulated 12 months of 2023 reaches **1,557.4 mil.USD**, **72.5%** of total 2022

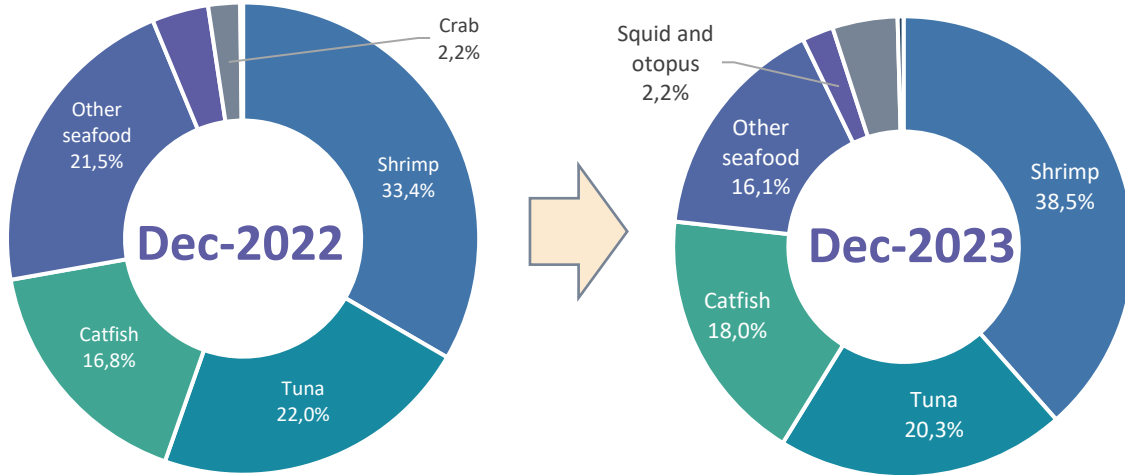
## Changes in percentage of export value to the U.S., Dec-2023



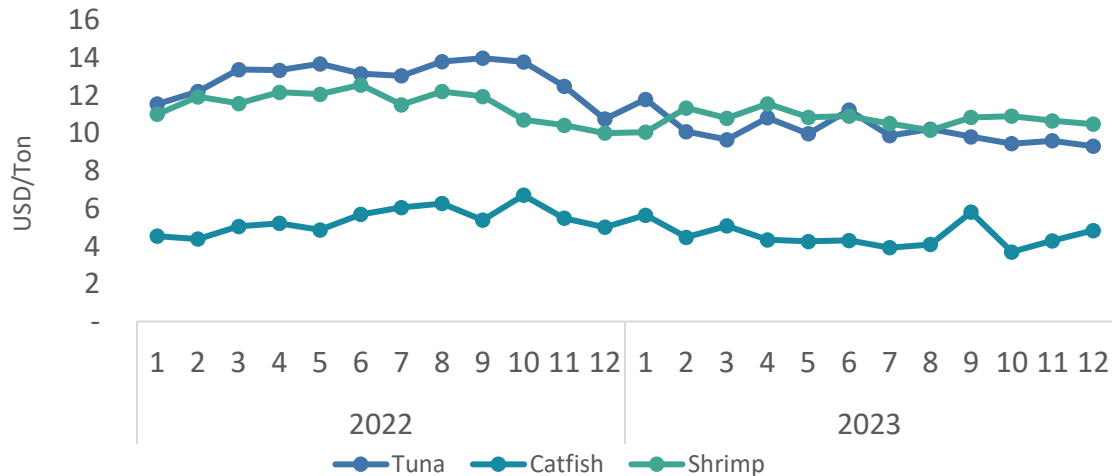


# FISHERIES

## Structure of exports by products to the U.S., Dec-2023



## Average export seafood price to the U.S., Dec-2023



## Export results to the U.S., Dec-2023



### Shrimp

Value: **42.7** million USD  
 Decrease **15.7%** compared to Nov-2023  
 Increase **28.3%** compared to Dec-2022



### Tuna

Value: **22.5** million USD  
 Decrease **17.4%** compared to Nov-2023  
 Increase **2.8%** compared to Dec-2022



### Catfish

Value: **19.9** million USD  
 Decrease **14.4%** compared to Nov-2023  
 Increase **18.8%** compared to Dec-2022

### Tuna

The average export price in Dec-2023 is **9.3** USD/kg; **Decreases 3.0%** compared to previous month; and **decreases 13.5%** compared to the same month of 2022.

### Catfish

The average export price in Dec-2023 is **4.8** USD/kg; **Increases 12.7%** compared to previous month; and **decreases 3.6%** compared to the same month of 2022.

### Shrimp

The average export price in Dec-2023 is **10.6** USD/kg; **Decreases 1.7%** compared to previous month; and **increases 4.8%** compared to the same month of 2022.

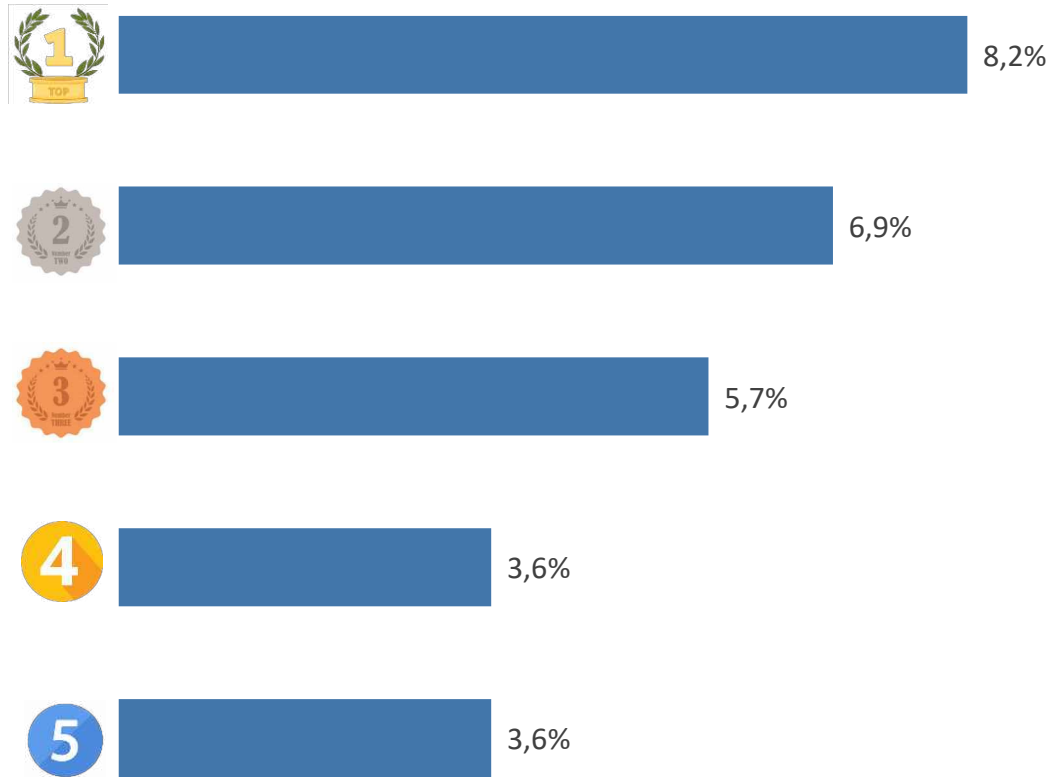
Source: Calculated from data of the General Department of Customs



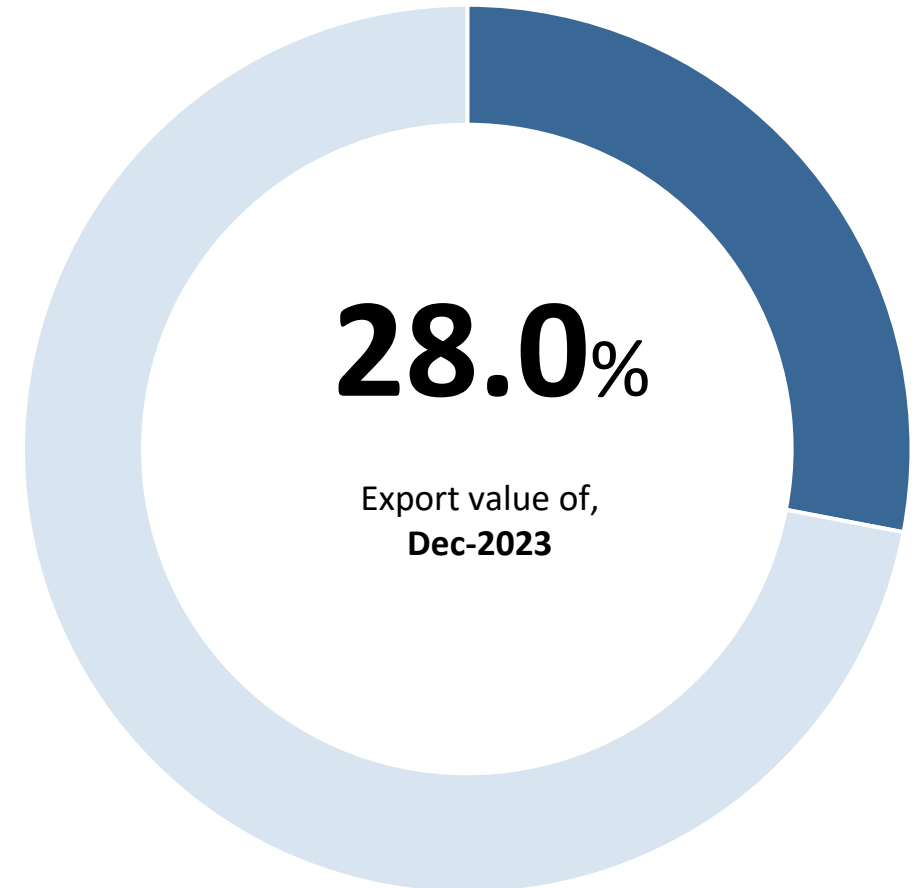


# FISHERIES

## TOP 5 export enterprises by value to the U.S., Dec-2023



## Value ratio of TOP 5 export enterprises to the U.S., Dec-2023





# FISHERIES

## SPOTLIGHTS

01

### **The US ban on Russian seafood will be an opportunity for Vietnamese pangasius**

The United States has decided to expand the ban on Russian seafood, whereby Russian seafood processed in other countries will also be banned to import in United States. This ban has a huge impact on China because this country imports many raw materials from Russia for processing. However, this ban will be good news for many other suppliers, including Vietnam. Viet Nam has more opportunities to increase pangasius exports to the US market in 2024.

*Source: Vasep, Jan-2024*

02

### **The United States extends tax exemption for some seafood products from China**

The United States Trade Representative (USTR) announced to extend tax exemption for 352 products imported from China in at least 5 months, including many types of seafood such as Atlantic haddock, Alaskan halibut, king crab, snow crab... US importers have had to spend more than 1.2 billion USD in taxes to import seafood from China since former President Donald Trump started the trade war with China from July 2018. Other support policies for seafood importers will also continue to be implemented along with tax exemption extension.

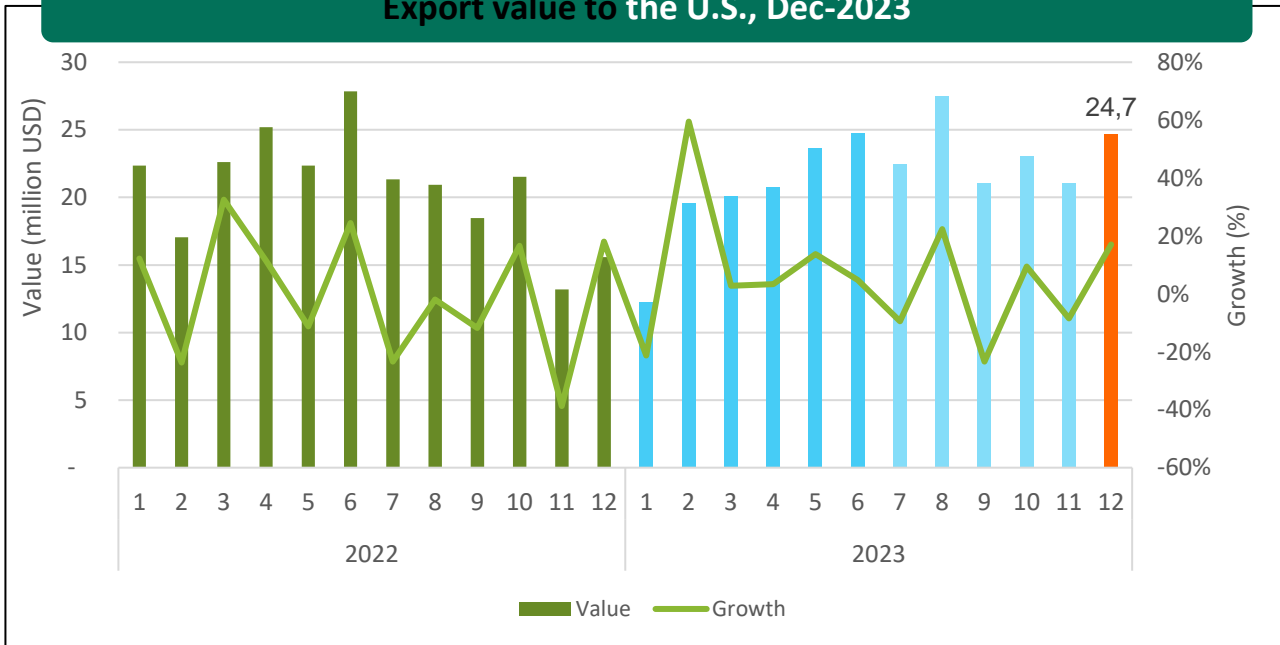
*Source: Vasep, Jan-2024*





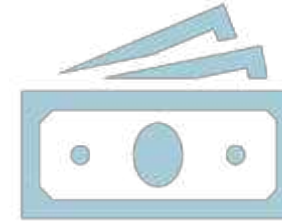
# FRUITS AND VEGETABLES (EXPORT)

## Export value to the U.S., Dec-2023



## Export results to the U.S., Dec-2023

VALUE



**24.7**

million USD

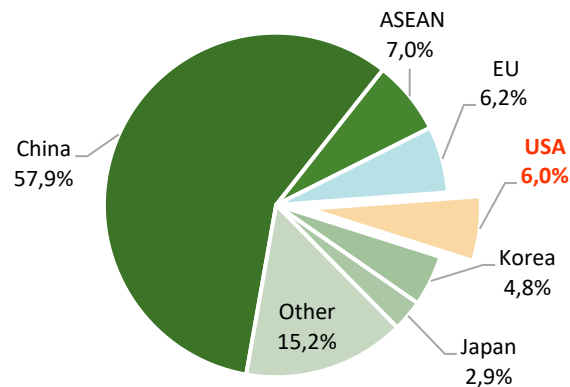
Increase **17.1%** so compared to Nov-2023

Increase **58.6%** compared to Dec-2022

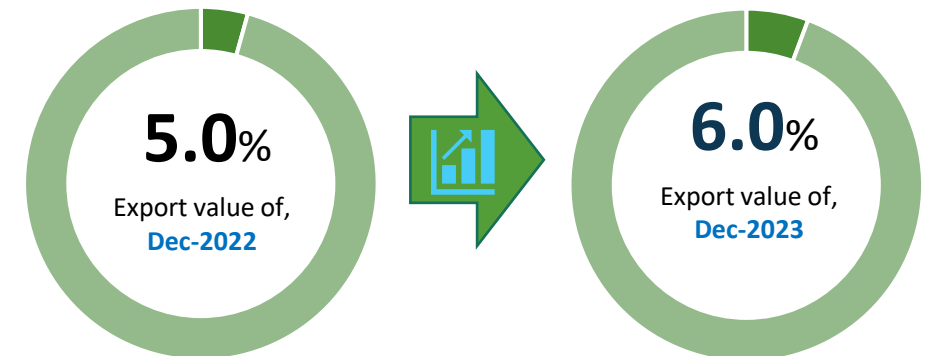
**4.0 million USD** more than the monthly average rate in 2022

Accumulated 12 months of 2023 reaches **257.8 million USD**, **104.0%** of total 2022

## Percentage of export value to the U.S., Dec-2023



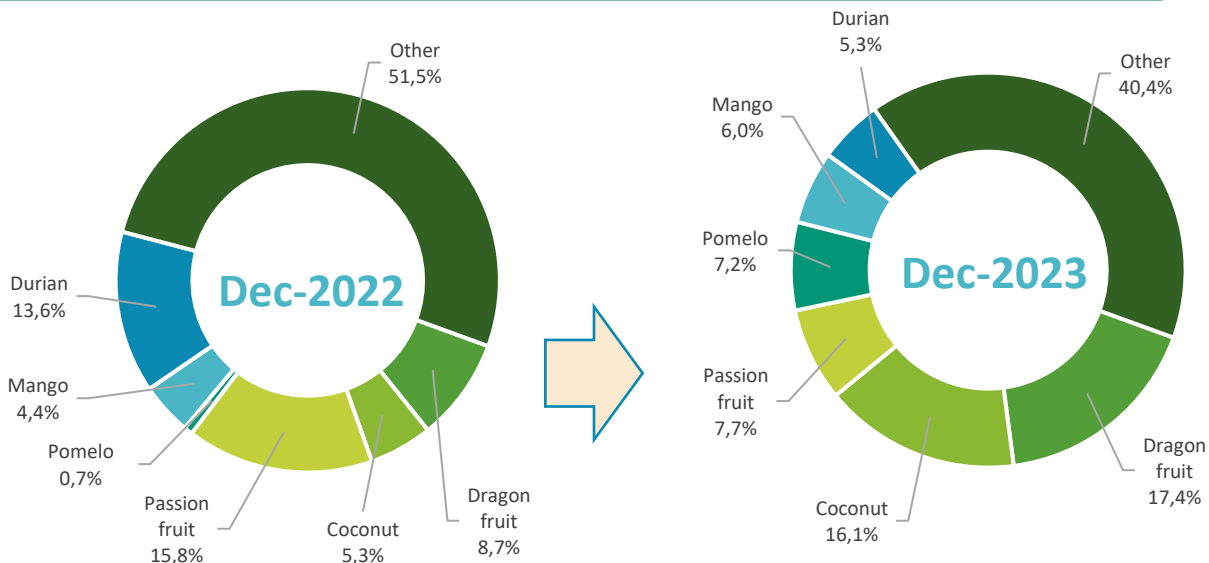
## Changes in percentage of export value to the U.S., Dec-2023



# FRUITS AND VEGETABLES (EXPORT)

## Structure of exports by products to the U.S., Dec-2023

## Export results to the U.S., Dec-2023



### Dragon fruit

Value: **4.3** million USD

Increase **24.2%** compared to Nov-2023

Increase **217.3%** compared to Dec-2022



### Coconut

Value: **3.98** million USD

Decrease **17.7%** compared to Nov-2023

Increase **378.2%** compared to Dec-2022



### Passion fruit

Value: **1.9** million USD

Increase **55.3%** compared to Nov-2023

Decrease **22.8%** compared to Dec-2022



### Pomelo

Value: **1.8** million USD

Increase **12.4%** compared to Nov-2023

Increase **15.8 times** compared to Dec-2022



### Mango

Value: **1.5** million USD

Increase **102.6%** compared to Nov-2023

Increase **117.2%** compared to Dec-2022



### Durian

Value: **1.3** million USD

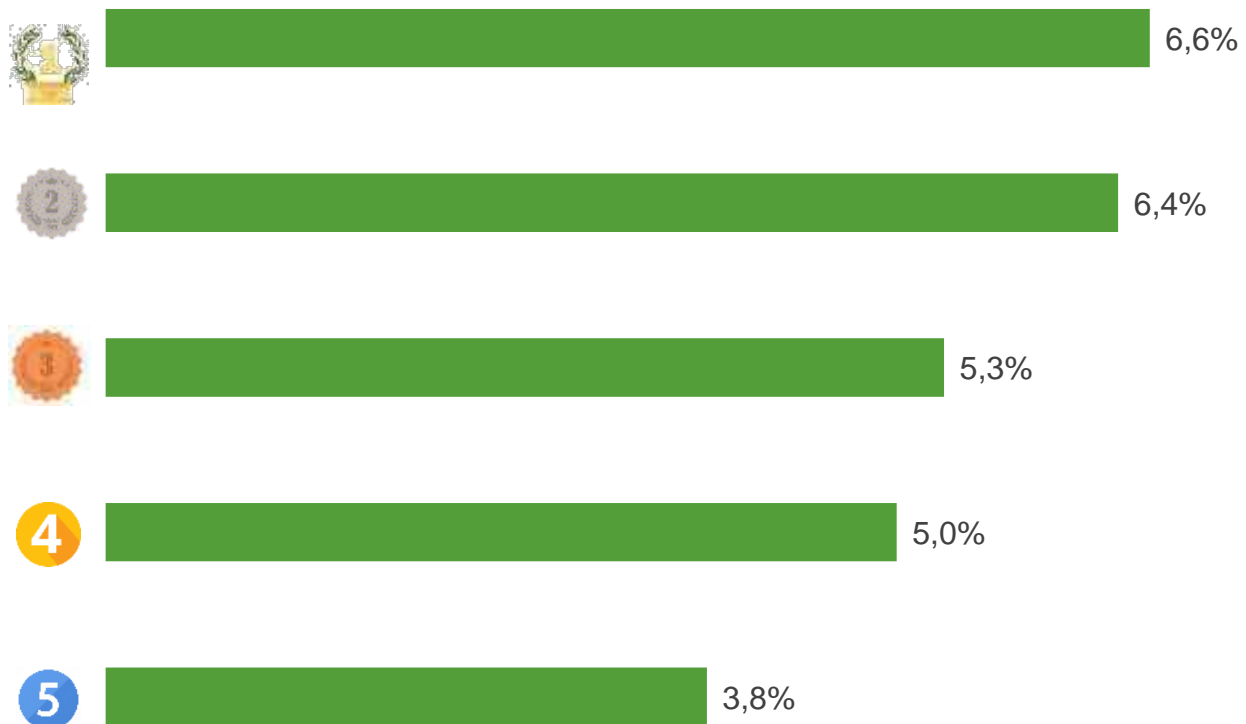
Increase **90.5%** compared to Nov-2023

Decrease **38.8%** compared to Dec-2022

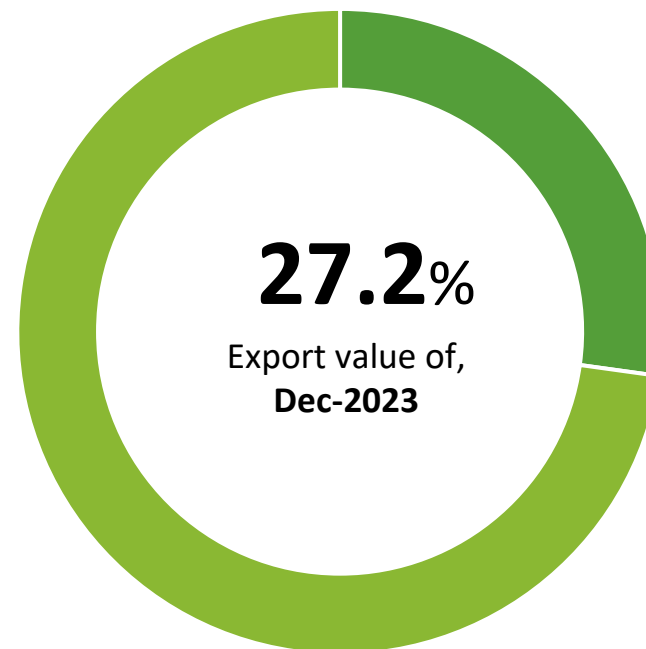


# FRUITS AND VEGETABLES (EXPORT)

TOP 5 export enterprises by value to the U.S., Dec-2023



Value ratio of TOP 5 export enterprises to the U.S., Dec-2023





# FRUITS AND VEGETABLES (IMPORT)

## Import value from the U.S., Dec-2023



## Import results from the U.S., Dec-2023

VALUE



**44.7**

million USD

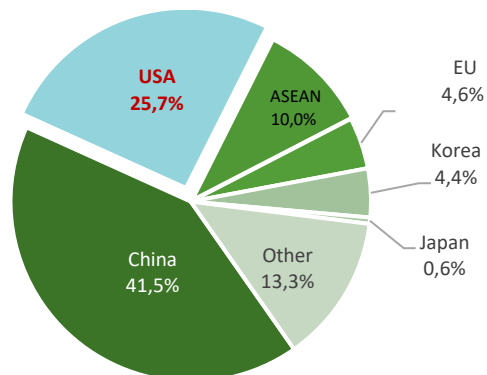
Increase **55.8%** compared to Nov-2023

Increase **24.0%** compared to Dec-2022

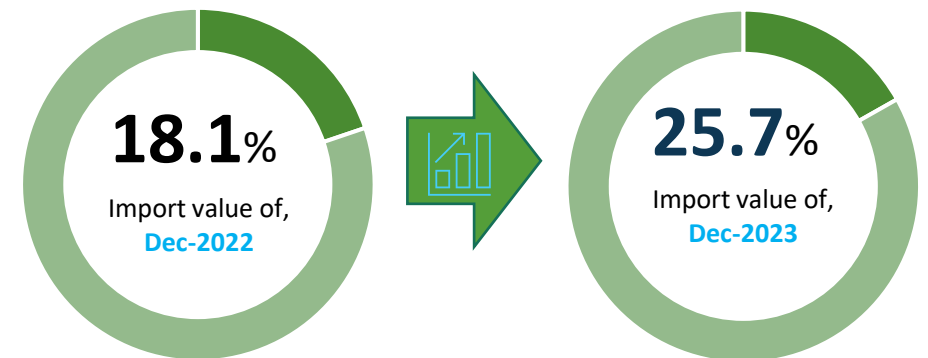
**15.0 million USD** more than the monthly average rate in 2022

Accumulated 12 months of 2023 reaches **331.5 mil. USD**, **93.0%** of total 2022

## Percentage of export value from the U.S., Dec-2023

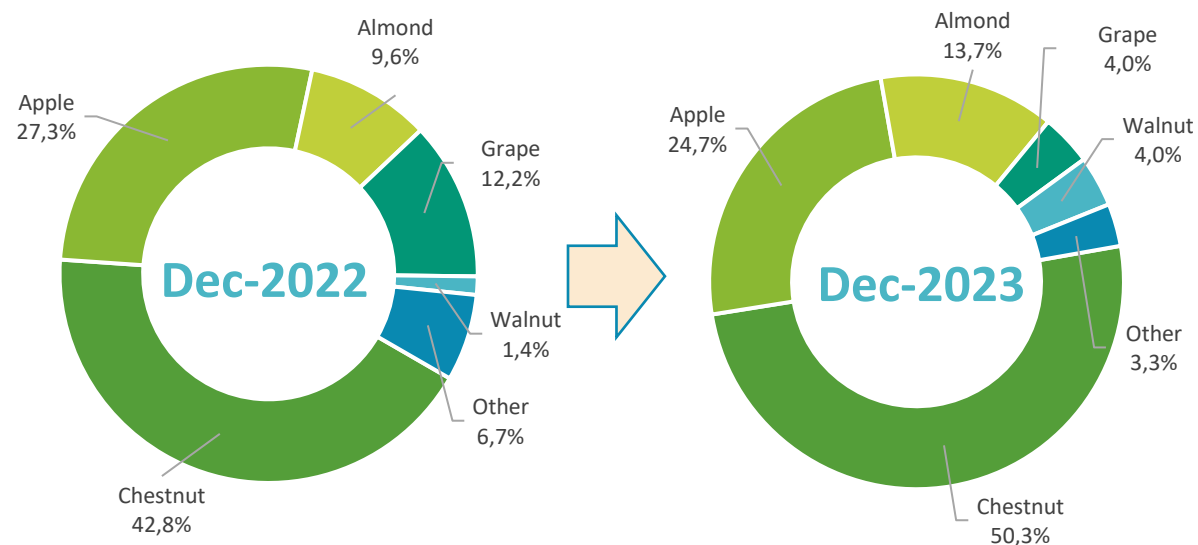


## Changes in percentage of import value from the U.S., Dec-2023



# FRUITS AND VEGETABLES (IMPORT)

## Structure of imports by products from the U.S., Dec-2023



## Import results from the U.S., Dec-2023



### Chestnut

Value: **22.5** million USD

Increase **101.7%** compared to Nov-2023

Increase **45.7%** compared to Dec-2022



### Apple

Value: **11.1** million USD

Increase **147.3%** compared to Nov-2023

Increase **12.6%** compared to Dec-2022



### Almond

Value: **6.1** million USD

Decrease **28.1%** compared to Nov-2023

Increase **774%** compared to Dec-2022



### Grape

Value: **1.8** million USD

Decrease **32.6%** compared to Nov-2023

Decrease **59.6%** compared to Dec-2022



### Walnut

Value: **1.8** million USD

Increase **33.2%** compared to Nov-2023

Increase **245.3%** compared to Dec-2022

01

US pear production in crop year 2023/24 is expected to reach 583,000 tons, unchanged from crop year 2022/23 as increased production in California and Washington offsets reduced production in Oregon.

U.S. pear exports are expected to increase slightly from 10,000 tons to 110,000 tons. Imports are expected to recover to their highest level since 2014/15, increasing by 9,000 tons to 80,000 tons, due to increased exports from Argentina and China.

*Source: Guojiguoshu.com*

02

Negotiations between the United States and Japan on fresh potato market access remain stalled, according to the CEO of the US National Potato Council. The United States has required Japan to complete and assess the processes of pest risk assessment by the end of 2023, but the Japan has not done and not given a specific time.

*Source: Brownfieldagnews.com*

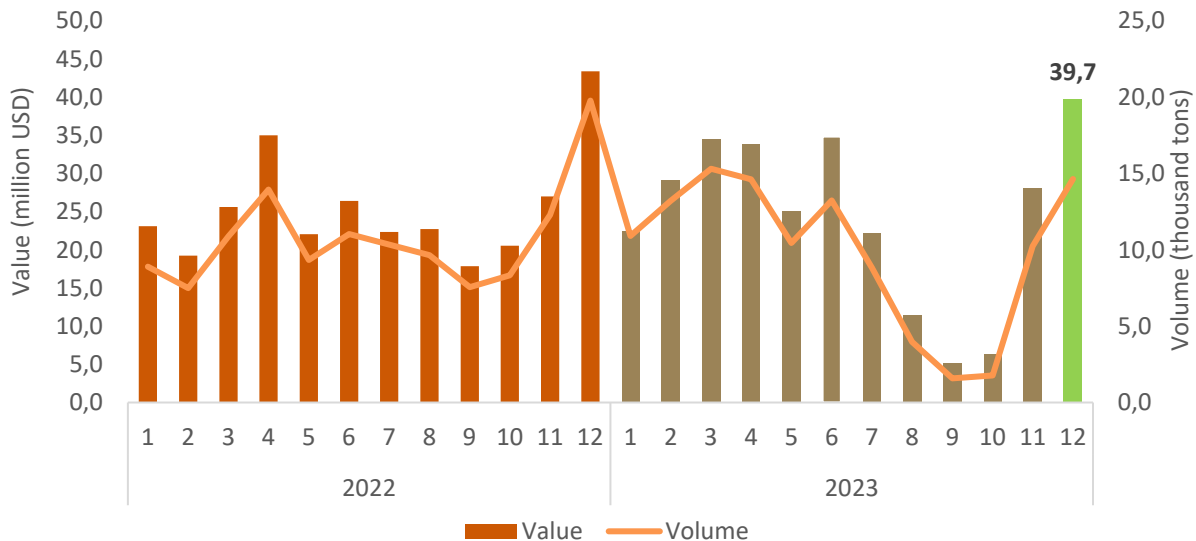






# COFFEE

## Export value and volume to the U.S., Dec-2023



## Export results to the U.S., Dec-2023

### VALUE

**39.7** million USD

↗ Increase **41.5%** compared to Nov-2023

↘ Decrease **8%** compared to Dec-2022

↗ **14.3** million USD more than the monthly average rate in 2022

❖ Accumulated 12 months of 2023 reaches **293** mil.USD, **95.9%** of total 2022

### VOLUME

**14.6** thousand tons

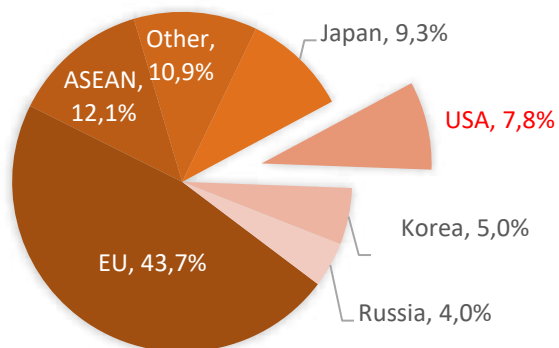
↗ Increase **42.8%** compared to Nov-2023

↘ Decrease **26%** compared to Dec-2022

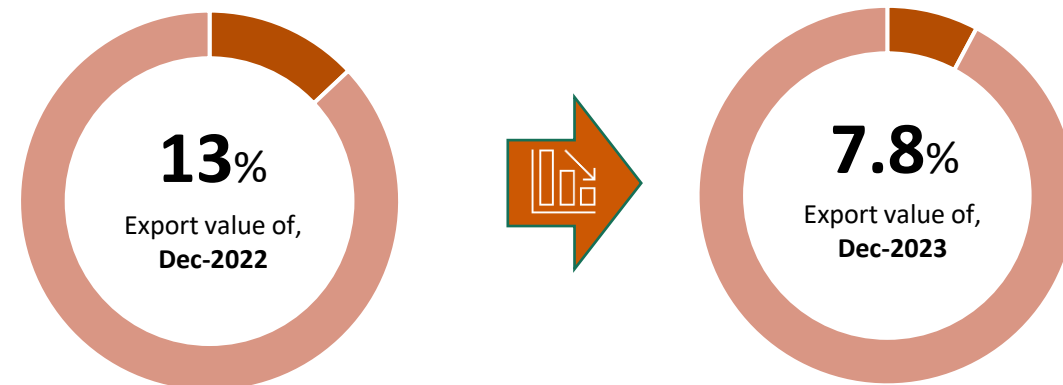
↗ **3.8** thousand tons more than the monthly average rate in 2022

❖ Accumulated 12 months of 2023 reaches **118.7** thou. tons, **91.6%** of total 2022

## Percentage of export value to the U.S., Dec-2023

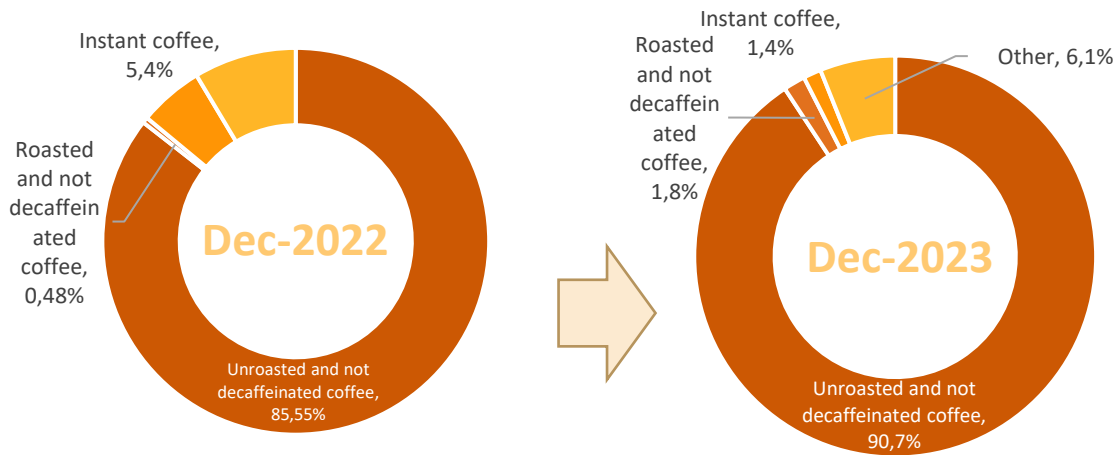


## Changes in percentage of export value to the U.S., Dec-2023

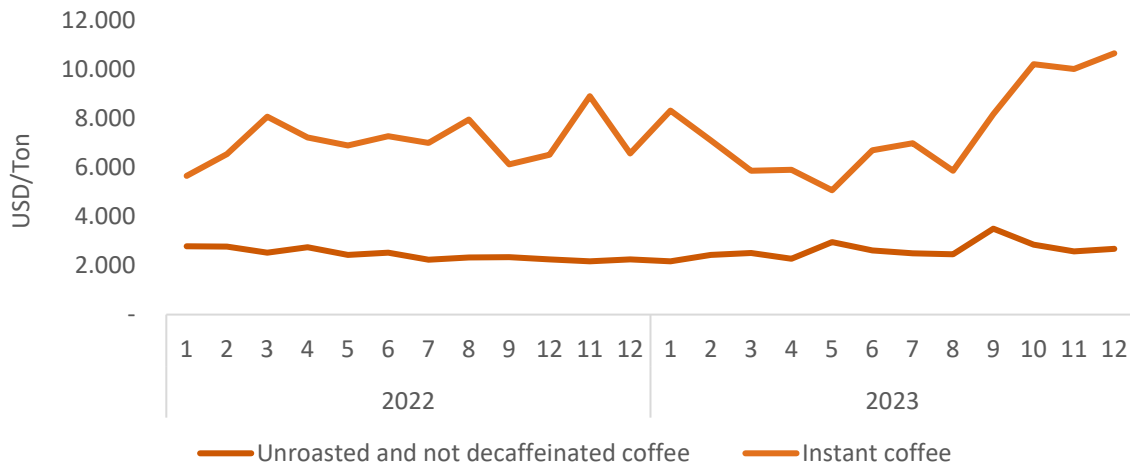


# COFFEE

## Structure of exports by products to the U.S., Dec-2023



## Average export coffee price to the U.S., Dec-2023



## Export results to the U.S., Dec-2023



### Unroasted and not decaffeinated coffee

Value: **36** million USD  
 Increase **60.6%** compared to Nov-2023  
 Decrease **2.9%** compared to Dec-2022



### Unroasted and decaffeinated coffee

Value: **0.4** million USD  
 Decrease **71.8%** compared to Nov-2023  
 Decrease **82%** compared to Dec-2022



### Instant coffee

Value: **0.6** million USD  
 Increase **27.8%** compared to Nov-2023  
 Decrease **75.8%** compared to Dec-2022

### Instant coffee

The average export price in Dec-2023 is **10,638** USD/ton; **Increases 6.4%** compared to previous month; and **Increase 62%** compared to the same month of 2022.

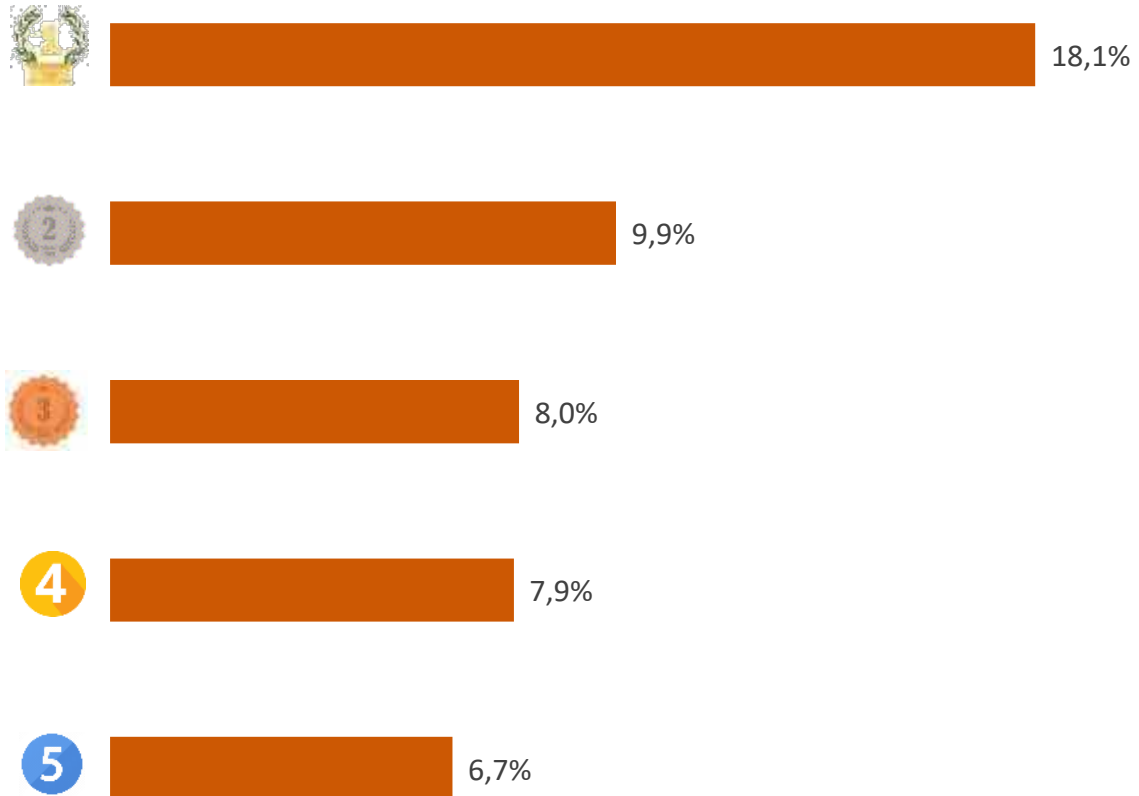
### Unroasted and not decaffeinated coffee

The average export price in Dec-2023 is **2,685** USD/ton; **Increase 4.2%** compared to previous month; and **Increase 19.2%** compared to the same month of 2022.

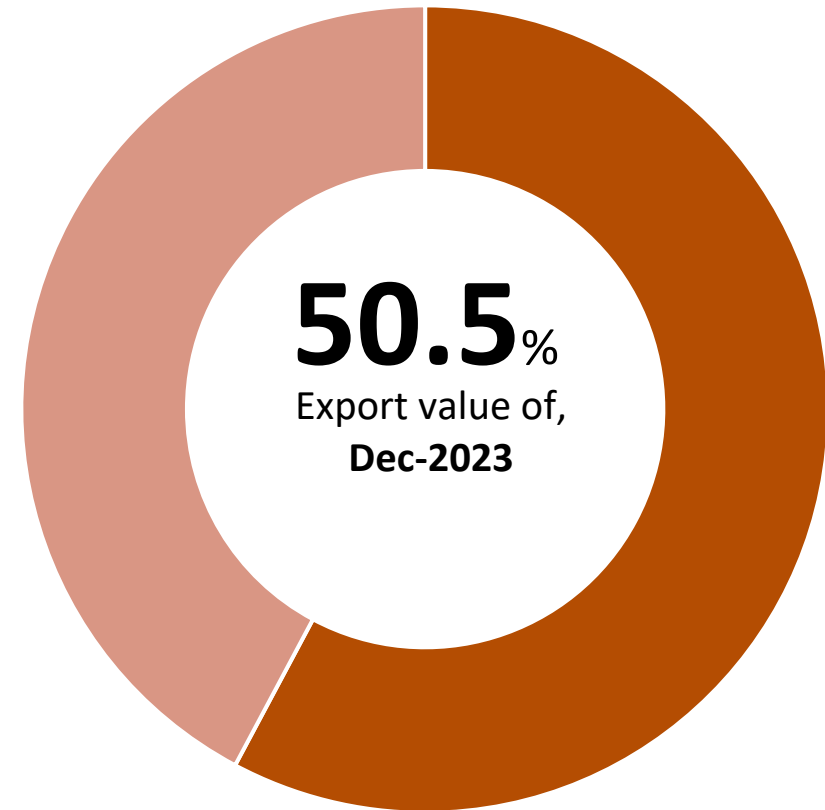


# COFFEE

## TOP 5 export enterprises by value to the U.S., Dec-2023



## Value ratio of TOP 5 export enterprises to the U.S., Dec-2023





In 2024, revenue in the US coffee market will reach about 11.4 billion USD. The growth rate in the period 2024-2028 is estimated to reach 3.1%/year. It is estimated that the volume of coffee consumed in this market will reach 1.06 million tons by 2028.

In 2024, the average coffee consumption volume is expected to be 3.01kg per capita. US consumption demand for special coffee products is growing in comparison to original and hand-brewed coffee products.

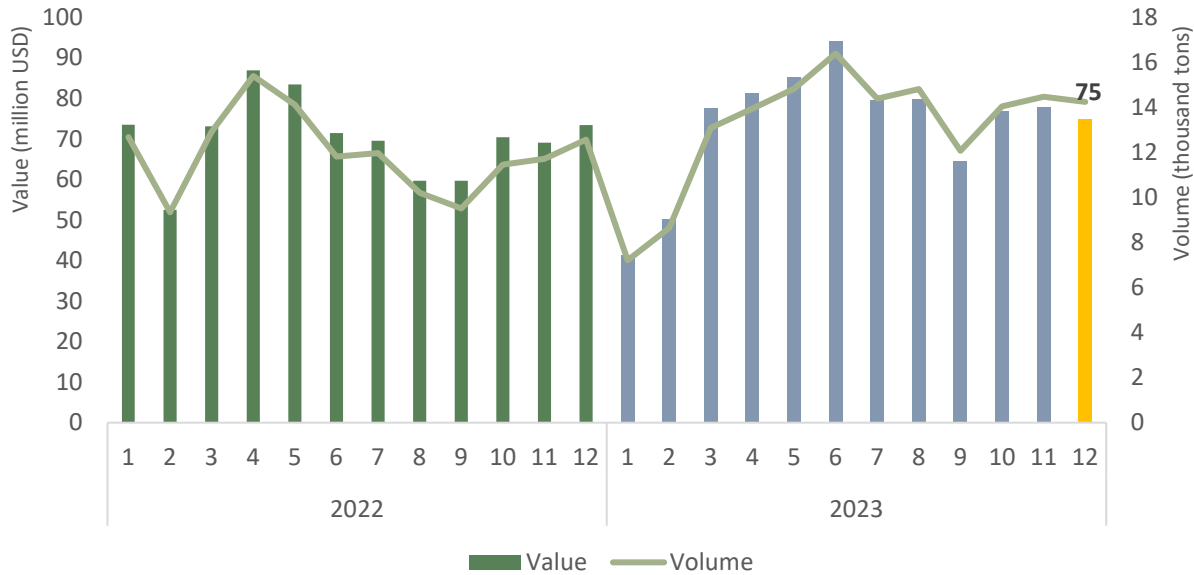
*Source: statista.com (01/2024)*





# CASHEW NUTS

## Export value and volume to the U.S., Dec-2023



## Export results to the U.S., Dec-2023

VALUE

**74.8**

million USD

- ↘ Decrease **4.0%** compared to Nov-2023
- ↗ Increase **1.8%** compared to Dec-2022
- ↗ **4.6 million USD** more than the monthly average rate in 2022
- ❖ Accumulated 12 months of 2023 reaches **882.9 mil.USD, 105%** of total 2022

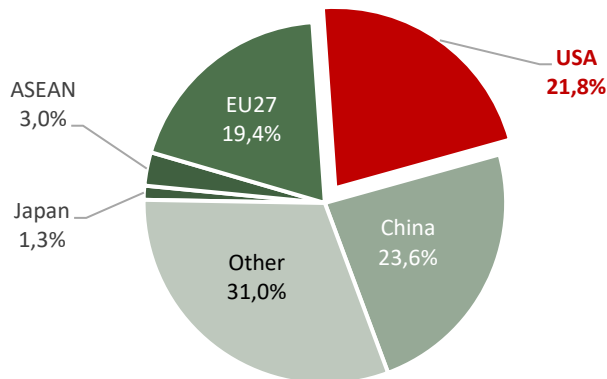
VOLUME

**14.2**

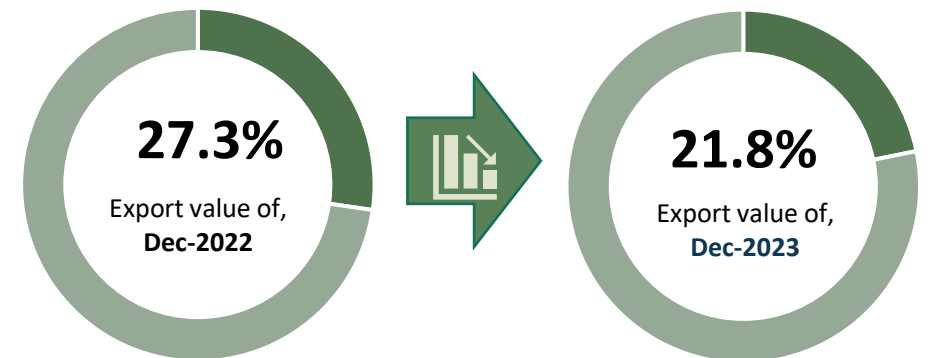
thousand tons

- ↘ Decrease **1.7%** compared to Nov-2023
- ↗ Increase **13.3%** compared to Dec-2022
- ↗ **2.5 thousand tons** more than the monthly average rate in 2022
- ❖ Accumulated 12 months of 2023 reaches **158.1 thou. tons, 110%** of total 2022

## Percentage of export value to the U.S., Dec-2023



## Changes in percentage of export value to the U.S., Dec-2023



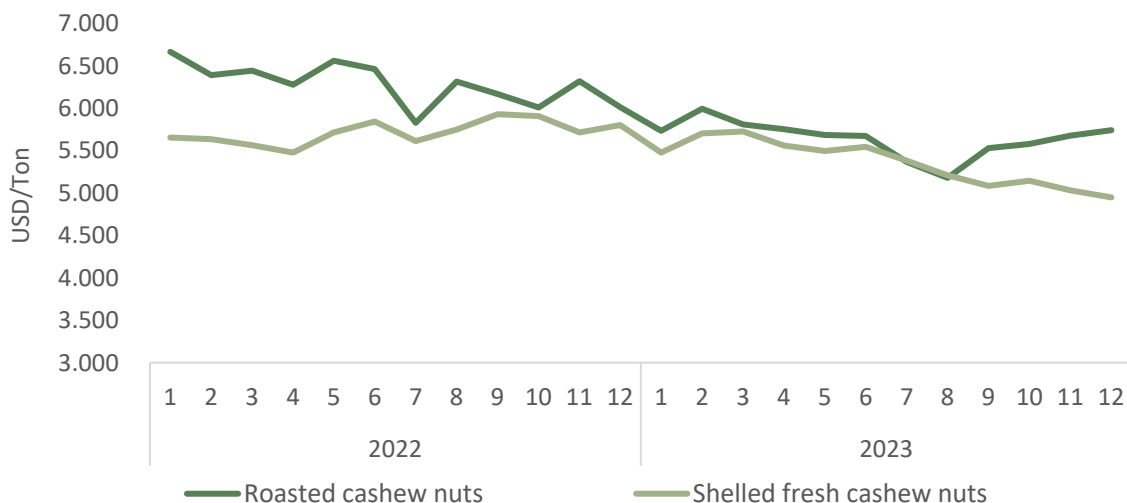


# CASHEW NUTS

## Structure of exports by products to the U.S., Dec-2023



## Average export cashew nuts price to the U.S., Dec-2023



## Kết quả xuất khẩu điều sang the U.S., Dec-2023



### Shelled fresh cashew nuts

Value: **55.9** million USD

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

Decrease **8%** compared to Dec-2022



### Roasted cashew nuts

Value: **18.8** million USD

Decrease **24%** compared to Nov-2023

Increase **46%** compared to Dec-2022

### Shelled fresh cashew nuts

The average export price in Dec-2023 is **4,948** USD/ton; **decreases 1.7%** compared to previous month; and **decreases 14.7%** compared to the same month of 2022.

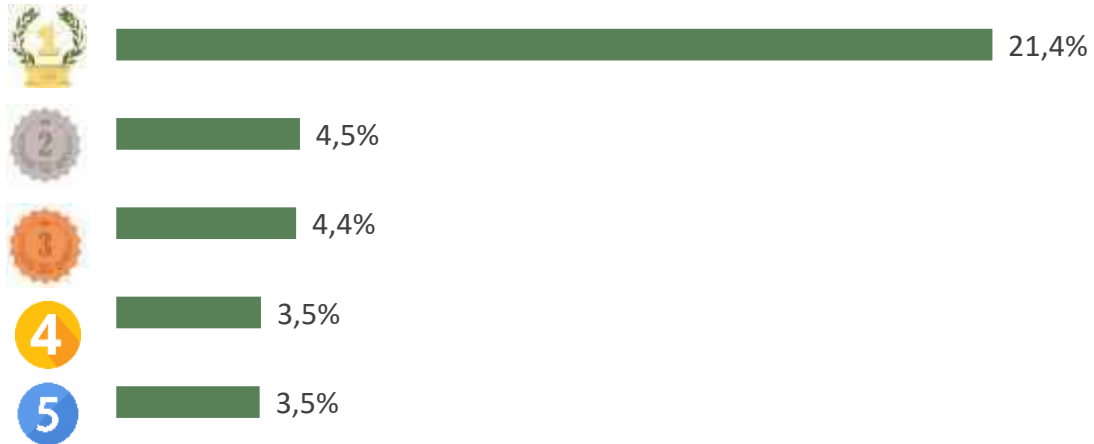
### Roasted cashew nuts

The average export price in Dec-2023 is **5,740** USD/ton; **increases 1.1%** compared to previous month; and **decreases 4.5%** compared to the same month of 2022.

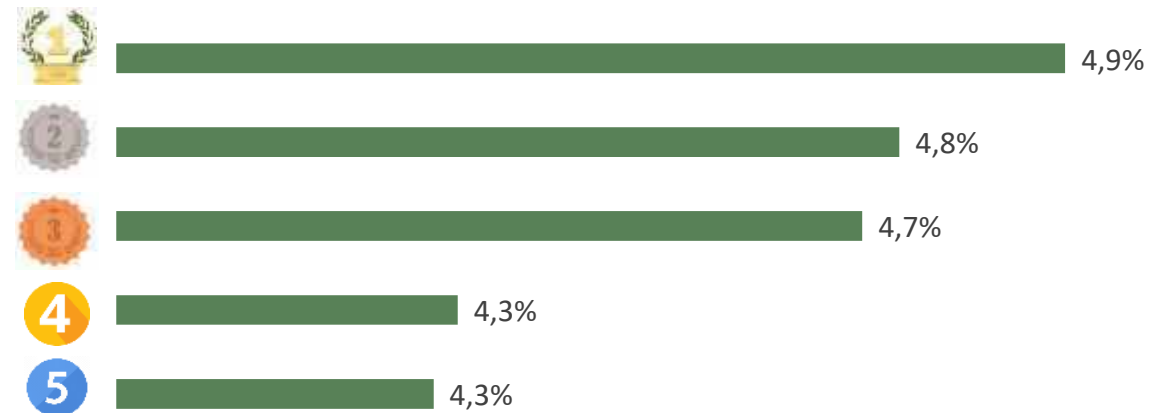


# CASHEW NUTS

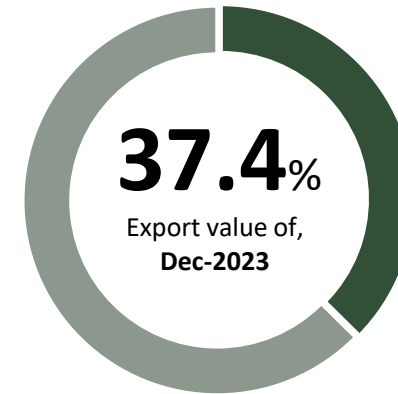
## TOP 5 export enterprises by value to the U.S., Dec-2023



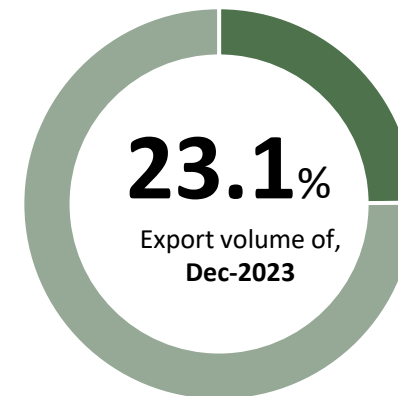
## TOP 5 export enterprises by volume to the U.S., Dec-2023



## Value ratio of TOP 5 export enterprises to the U.S., Dec-2023



## Volume ratio of TOP 5 export enterprises to the U.S., Dec-2023



# CASHEW NUTS

## SPOTLIGHTS



The United States Agency for International Development (USAID) is working with the Cambodia Cashew Association to improve the Cambodian cashew value chain through the Cashew Export Development Program. This program is implemented by USAID's Feed the Future Cambodia Harvest III (“Harvest III”) project. Harvest III is a five-year (2022-2027) project supported by USAID and expected to generate \$100 million in revenue, \$38 million in private sector investment, and 3,200 jobs. This program will connect Cambodian cashew sellers with international buyers at trade fairs and other events.

In a trade fair and business exhibition in the United States organized by Harvest III, the Cambodia Cashew Association and four Cambodian cashew export companies (Sebbakam Ker ChhnaiKroib Svay ChantyCheySambo [CheySambo], Handcrafted Cashew Nut Stung Streng [HCST], Ample Agro Product, and Cashew Village) have opportunity to meet and connect with new buyers in Long Beach, California and Chicago, Illinois. Some Cambodian enterprises have already received new orders from buyers in the United States.

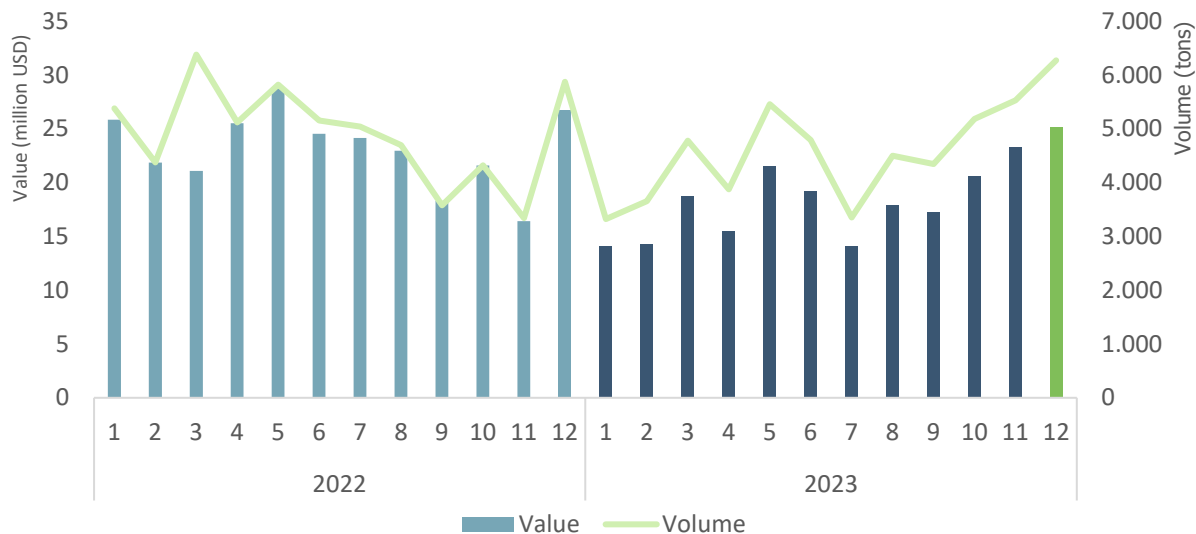






# PEPPER

## Export value and volume to the U.S., Dec-2023



## Export results to the U.S., Dec-2023

**VALUE**  
**25.1** million USD \$

↗ Increase **8%** compared to Nov-2023

↘ Decrease **6%** compared to Dec-2022

↗ **1.9 million USD** more than the monthly average rate in 2022

❖ Accumulated 12 months of 2023 reaches **221.4 mil. USD, 80%** of total 2022

**VOLUME**  
**6.3** thousand tons

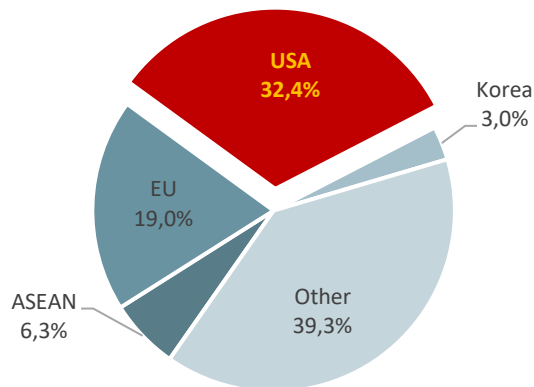
↗ Increase **13%** compared to Nov-2023

↗ Increase **7%** compared to Dec-2022

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

❖ Accumulated 12 months of 2023 reaches **55 thou. tons, 93%** of total 2022

## Percentage of export value to the U.S., Dec-2023



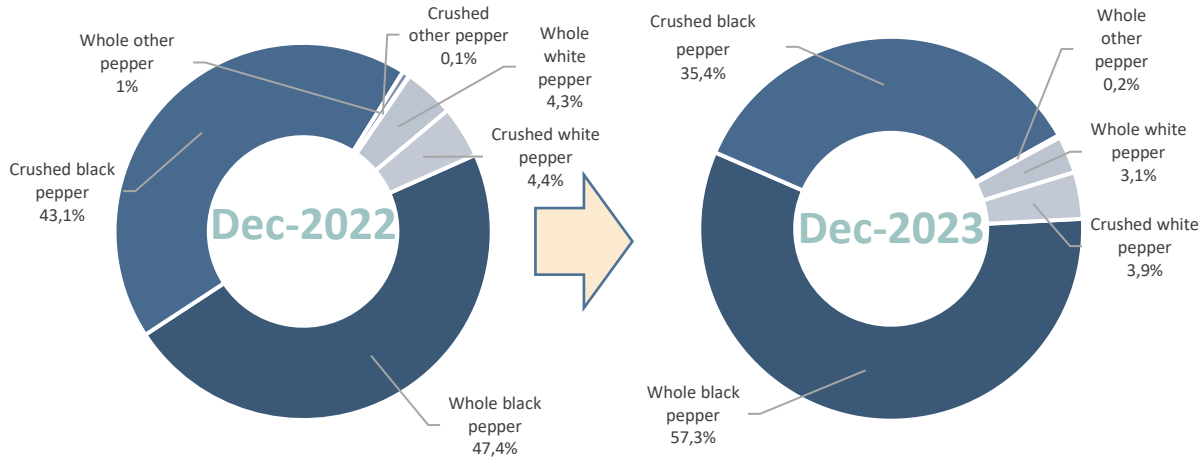
## Changes in percentage of export value to the U.S., Dec-2023



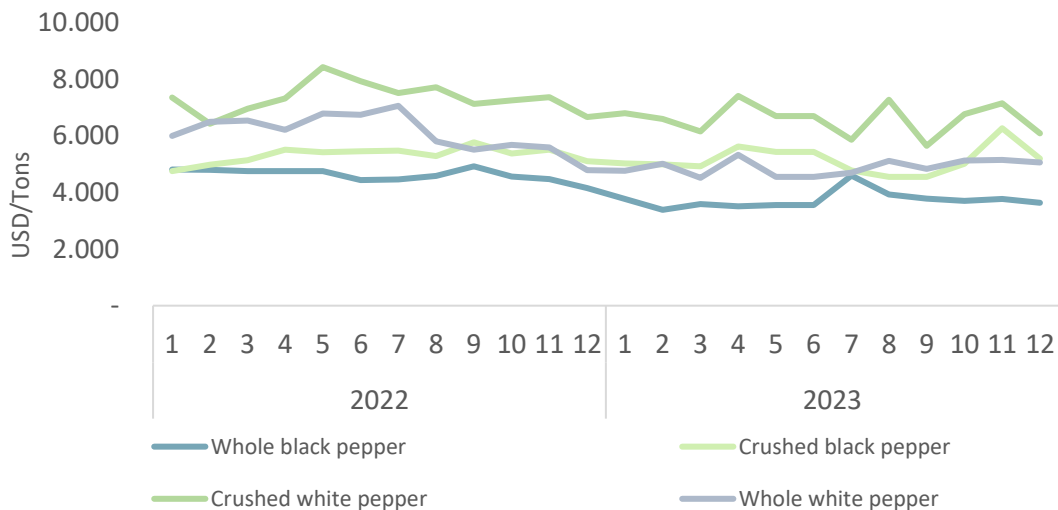


# PEPPER

## Structure of exports by products to the U.S., Dec-2023



## Average export pepper price to the U.S., Dec-2023



## Export results to the U.S., Dec-2023



### Whole black pepper

Value: **14.4** million USD

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

Increase **13%** compared to Dec-2022



### Crushed black pepper

Value: **8.9** million USD

Increase **25%** compared to Nov-2023

Decrease **23%** compared to Dec-2022



### Whole white pepper

Value: **0.8** million USD

Increase **14%** compared to Nov-2023

Decrease **32%** compared to Dec-2022



### Crushed white pepper

Value: **0.99** million USD

Decrease **36%** compared to Nov-2023

Decrease **17%** compared to Dec-2022

### Whole black pepper

The average export price in Dec-2023 is **3.632** USD/ton; **decreases 3.6%** compared to previous month; and **decreases 12.5%** compared to the same month of 2022.

### Crushed black pepper

The average export price in Dec-2023 is **5.193** USD/ton; **decreases 17%** compared to previous month; and **increases 1.8%** compared to the same month of 2022.

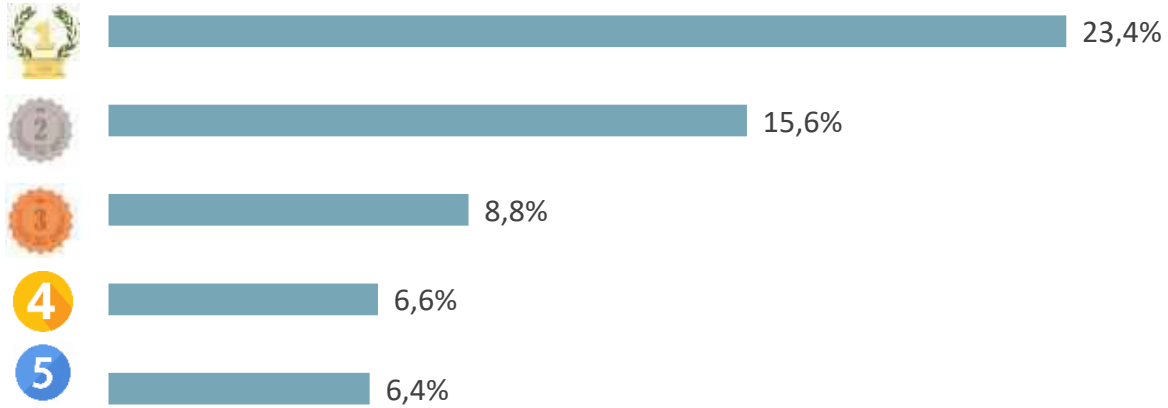
### Crushed white pepper

The average export price in Dec-2023 is **6.079** USD/ton; **decreases 14.9%** compared to previous month; and **decreases 8.7%** compared to the same month of 2022.

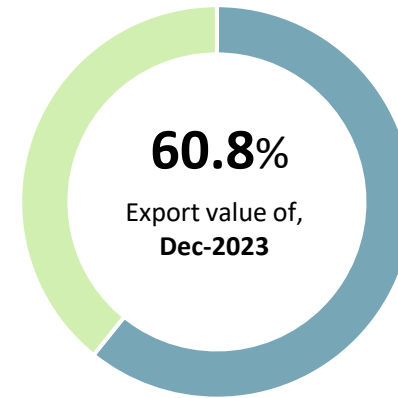


# PEPPER

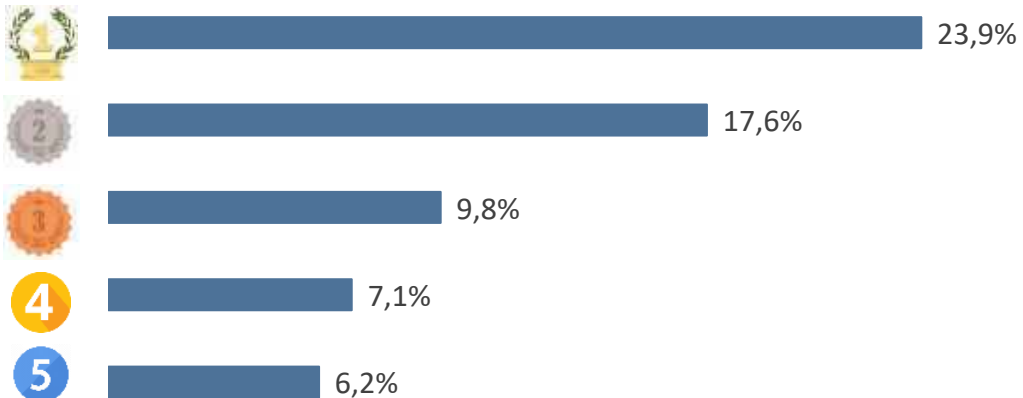
## TOP 5 export enterprises by value to the U.S., Dec-2023



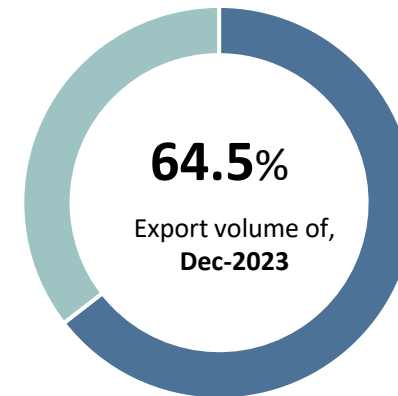
## Value ratio of TOP 5 export enterprises to the U.S., Dec-2023



## TOP 5 export enterprises by volume to the U.S., Dec-2023



## Volume ratio of TOP 5 export enterprises to the U.S., Dec-2023





# MEAT AND MEAT PRODUCTS (IMPORT)

Import value from the U.S., Dec-2023



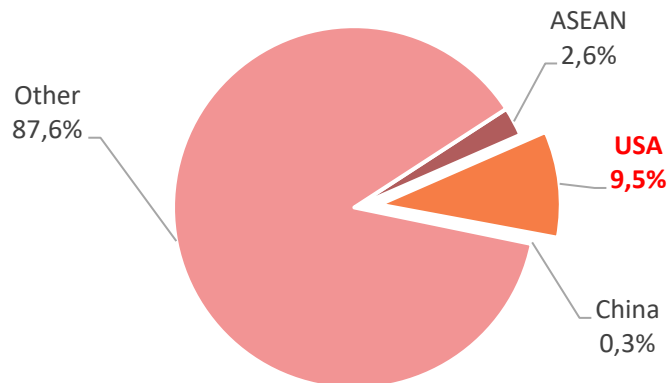
Import results from the U.S., Dec-2023

**VALUE**

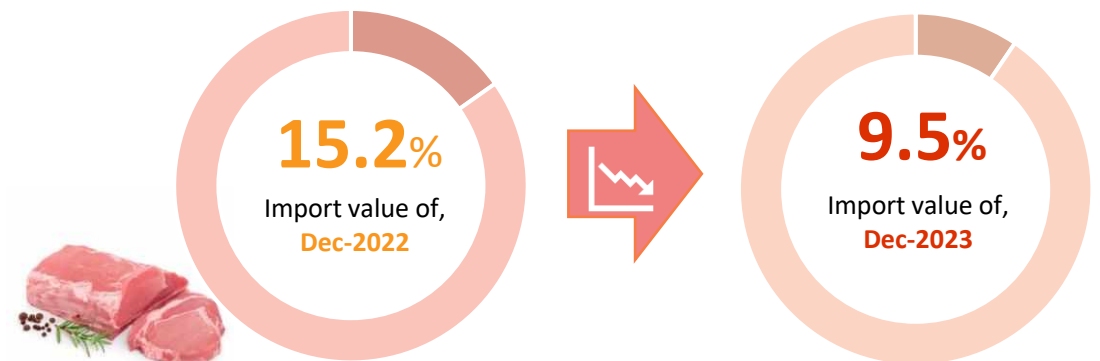
- ↘ Decrease **26%** compared to Nov-2023
- ↘ Decrease **44%** compared to Dec-2022
- ↘ **2.4 million USD** less than the monthly average rate in 2022
- \* Accumulated 12 months of 2023 reaches **63 mil. USD**, đạt **78%** of total 2022

**15.3**  
million USD

Changes in percentage of import value from the U.S., Dec-2023



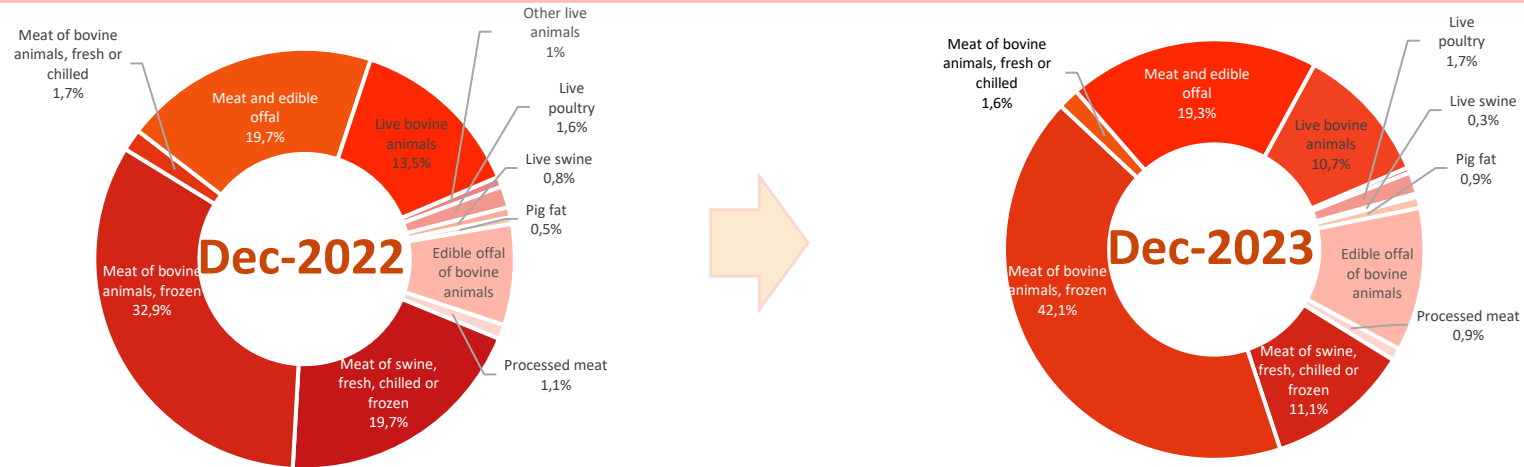
Changes in percentage of import value from the U.S., Dec-2023





# MEAT AND MEAT PRODUCTS (IMPORT)

## Structure of imports by products from the U.S., Dec-2023



## Import results from the U.S., Dec-2023



### Meat of bovine animals, frozen

Value: **67.6** million USD

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

Increase **14.8%** compared to Dec-2022



### Meat of swine, fresh, chilled or frozen

Value: **17.8** million USD

Decrease **23%** compared to Nov-2023

Decrease **49%** compared to Dec-2022



### Meat and edible offal

Value: **31.1** million USD

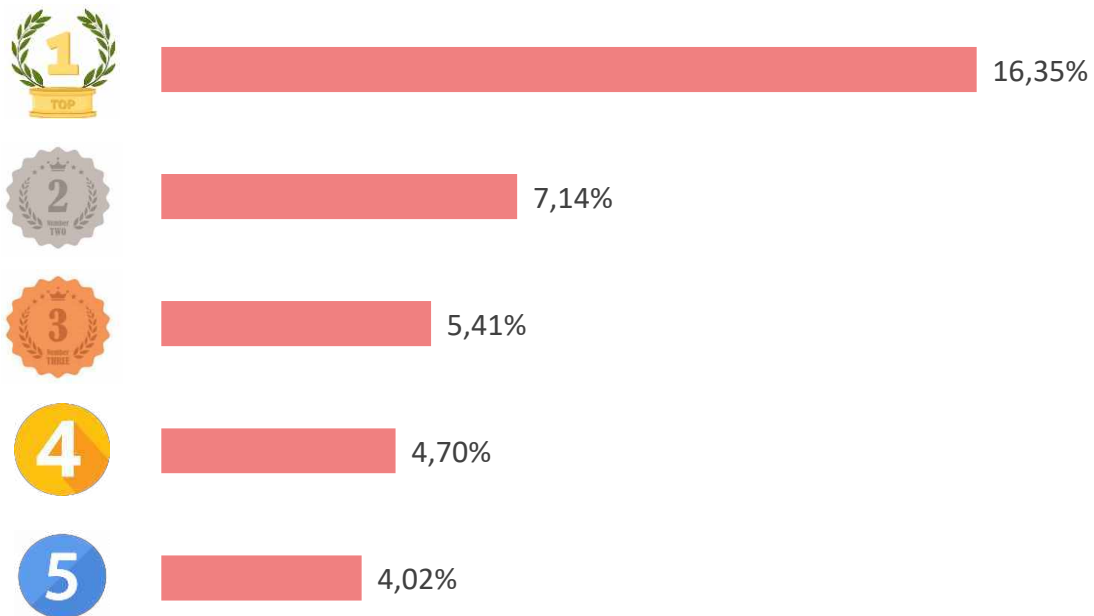
Decrease **9.1%** compared to Nov-2023

Decrease **11.8%** compared to Dec-2022

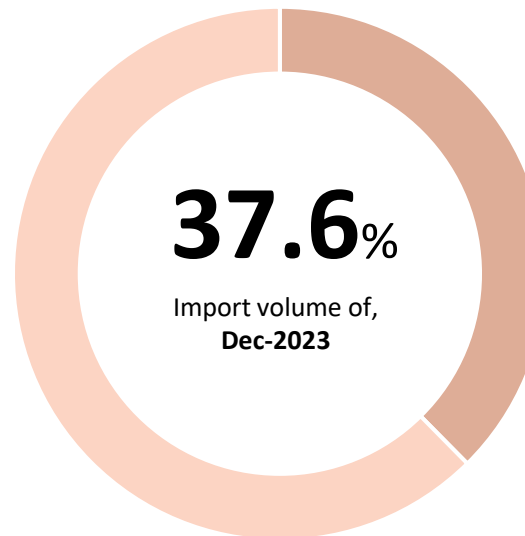


# MEAT AND MEAT PRODUCTS (IMPORT)

## TOP 5 import enterprises by value from the U.S., Dec-2023



## Value ratio of TOP 5 import enterprises from the U.S., Dec-2023



# MEAT AND MEAT PRODUCTS

## SPOTLIGHTS

01



The United States is one of the world's leading beef and veal producers: The country produced more than 12.2 million tons of beef and veal (net carcass weight) as of 2023, continued are Brazil and the European Union. In 2023, the United States will have about 89.3 million cattle and calves, a decrease of 92 million compared to 2022. The number of live beef cows is three times the number of dairy cows.

*Source: Statista.com*

02

The US Processed Meat Market size is estimated to reach USD 10.44 billion by 2024 and is expected to reach USD 11.72 billion by 2029, growing at a CAGR of 2.34% during the forecast period (2024-2029).

The most consumed meat in the United States is processed pork, which increased 28.38% in value from 2017 to 2022. Although there are some communities or regions that do not eat pork, this is one of the most popular processed meats in the United States.

The fastest growing processed meat segment is beef, which is expected to record a CAGR of 3.51% in value terms over the forecast period.

*Source: Mordorintelligence*





Any comments, please send to:

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