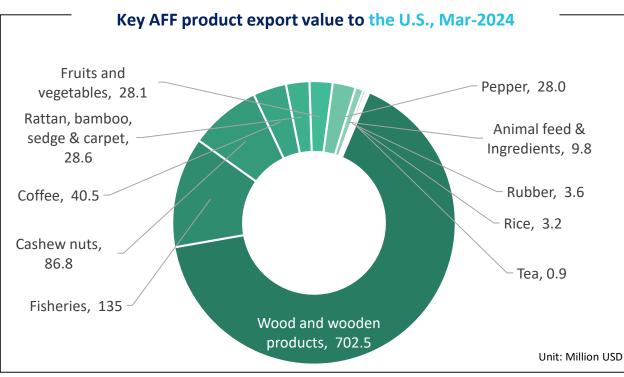
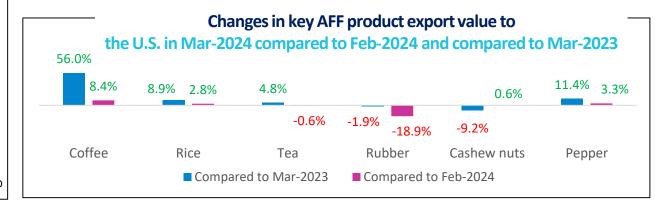


THE SITUATION OF AGRO-FORESTRY-FISHERY (AFF) PRODUCT EXPORT FROM VIET NAM TO THE U.S. IN MARCH 2024





Changes in key AFF product export value to the U.S. in Mar-2024 compared to Feb-2024 Rice Cashew nuts Tea 159.5% **▲ 119.4**% 103.0% Wood & **Fisheries Pepper** products **73.0**% 90.1% **73.4**% Animal feed & Rattan, bamboo, Fruits & Ingredients sedge&carpet Vegetables 48.3% 63.9% **▲** 57.6% Coffee **5.0**% **▲ 17.5**% Rubber



Launching Fertilizer Project launched in Viet Nam This project will help improve the efficiency and for proper fertilization

On April 9th, the Ministry of Agriculture and Rural Development, in coordination with the US Department of Agriculture, inaugurates the Fertilizer Right Project. The MARD's Plant Protection Department is the project's owner while the Philippines-based International Rice Research Institute

Right (IRRI) is in charge of implementation.

effectiveness of fertilizer use, increase income for farmers, and reduce greenhouse gas emissions in rice farming thanks to using fertilizer correctly. The project will be executed over four years starting this year in three provinces in the Hong (Red) River Delta in northern Viet Nam, namely Hai Duong, Thai

Binh, and Nam Dinh, and three others in the Mekong Delta region, including Can Tho, Dong Thap, and Soc Trang.



Viet Nam successfully exported 30 wooden houses to the US

Recently, Viet Nam also had a successful business exporting entire wooden houses to the United States. Specifically, 30 of these wooden houses have been successfully exported to the United States. This initial success opens up many

opportunities for businesses to have more export recovery and has a strong increase in orders. orders. To do this, the business must expand the factory to 12 hectares to store goods and research each product line suitable for each time.

This year, the wood industry reset its target of 17.5 billion USD in the context of an improving market. Especially the US market - which accounts for more than half of the turnover, is showing signs of

Source: vtv.vn



Another product processed from Vietnamese agricultural products is available in the US

shelves in the coastal city of Miami, Florida. The coastal city of Miami, Florida (USA). cans of sugarcane juice are called Kanpe Red (in Haitian language) meaning "strong, energetic.".

Last February, a batch of canned pure sugarcane juice According to a Viet Nam News Agency from Lam Son Sugar Joint Stock Company (Lasuco) correspondent in the US, the first cans of Thanh Hoa was distributed by Mr. Henri R. Chaumin, sugarcane juice printed with the Vietnamese a businessman originally from the island nation of national flag have appeared on supermarket Haiti. at convenience stores and supermarkets in the

Source: Vietnamplus.vn







WOOD AND WOODEN PRODUCTS



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



million USD

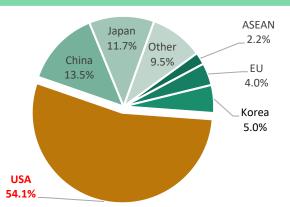
■ Increase 90.1% compared to Feb-2024

■ Increase 16.4% compared to Mar-2023

↑ 92.1 million USD more than the monthly average rate in 2023

Accumulated three months of 2024 reaches
 1.9 billion USD, 25.8% of total 2023

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

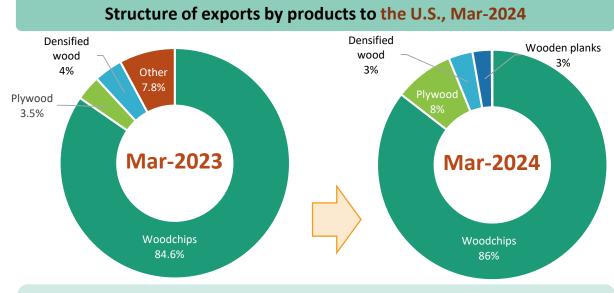


Changes in percentage of export value to the U.S., Mar-2024

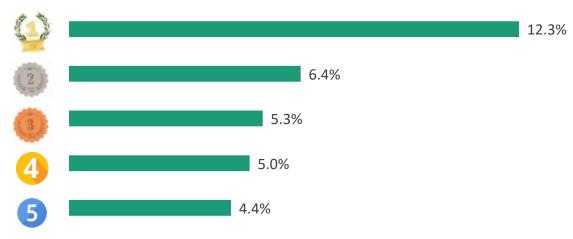




WOOD AND WOODEN PRODUCTS



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



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



Woodchips

Value: 26.1 million USD

Increase **103**% compared to Feb-2024

Increase 29% compared to Mar-2023

Plywood

Value: 2.6 million USD

Increase 5% compared to Feb-2024

Increase 203% compared to Mar-2023



Wooden planks

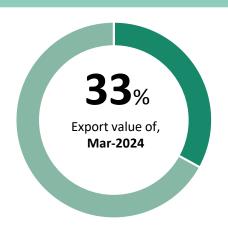
Value: 0.8 million USD

Increase **114**% compared to

Feb-2024

Decrease 4% compared to Mar-2023

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





WOOD AND WOODEN PRODUCTS





In February 2024, US plywood imports are estimated to reach 195,963 m³, which is a 32% decrease from the previous month and a 51% increase from the same period last year. Imports from Viet Nam and Malaysia in the first 2 months of 2024 increased by 198% and 187% respectively over the same period last year.

US imports of tropical lumber in February 2024 are estimated to reach 16,266 m³, up 1% over the previous month and up 24% over the same period last year. In particular, imports from the Brazilian market, currently the main supply market for the United States, increased sharply compared to the previous month.

US imports of interior and exterior wooden furniture in February 2024 are estimated to reach 1.745 billion USD, up 1% over the previous month and up 20% over the same period last year. Imports from Viet Nam, Malaysia and Mexico increased by 12%, 10% and 10% respectively over the previous month.



RICE



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

3.6 million USD

\$

VOLUME

Increase 159.5% compared to Feb-2024

Increase **64.0**% compared to Mar-2023

↑ 1.3 million USD more than the monthly average rate in 2023

❖ Accumulated three months of 2024 reaches 7.3 mil. USD, 25.7% of total 2023 thousand tons

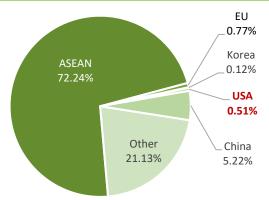
Increase 219.8% compared to Feb-2024

Increase 67.2% compared to Mar-2023

↑ 1.9 thousand tons more than the monthly average rate in 2023

Accumulated three months of 2024
 reaches 9.0 thou. tons, 25.0% of total 2023

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

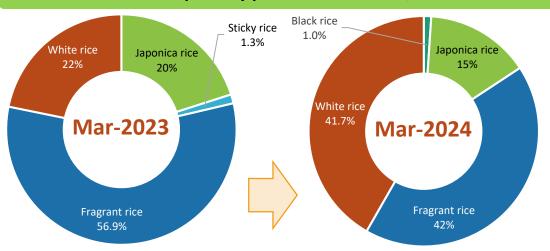


Changes in percentage of export value to the U.S., Mar-2024

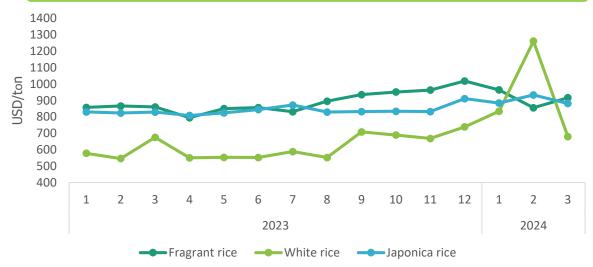




Structure of exports by products to the U.S., Mar-2024



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



Source: Calculated from data of the General Department of Customs

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







Fragrant rice

Value: 1.5 million USD

Increase **54**% compared to Feb-2024

Increase 22% compared to Mar-2023

White rice

Value: 1.5 million USD

Increase **3,012**% compared to Increase **57**% compared to Feb-Feb-2024

Increase **211**% compared to Mar-2023

Japonica rice

Value: 0.5 million USD

2024

Increase 19% compared to Mar-2023

Japonica rice

The average export price in Mar-2024 is **881** USD/ton; decrease **6**% compared to previous month; and increase 6% compared to the same month of 2023.

Fragrant rice

The average export price in Mar-2024 is 916 USD/ton; increase 7% compared to previous month; and increase 7% compared to the same month of 2023.

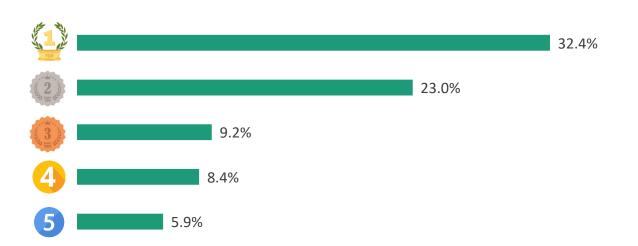
White rice

The average export price in Mar-2024 is 680 USD/ton; decrease 46% compared to previous month; and increase 1% compared to the same month of 2023.

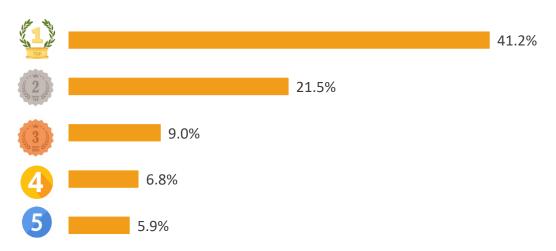


RICE

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



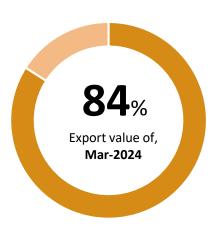
TOP 5 export enterprises by volume to the U.S., Mar-2024



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

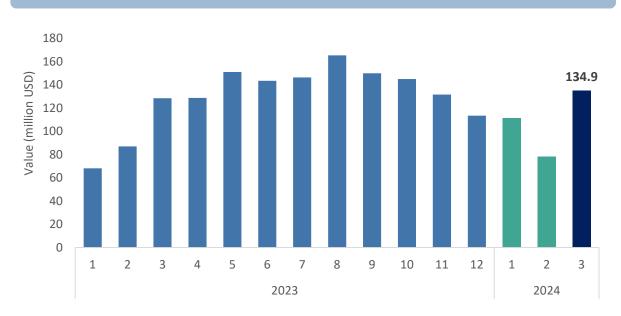


Volume ratio of TOP 5 export enterprises to the U.S., Mar-2024

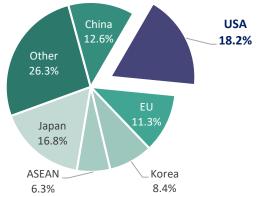




Export value to the U.S., Mar-2024



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



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

VALUE

134.9 million USD

Increase 73.4% compared to Feb-2024

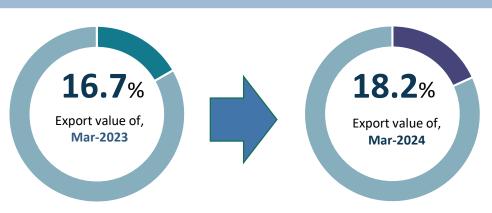


Increase **5.1**% compared to Mar-2023

↑ 5.1 million USD more than the monthly average rate in 2023

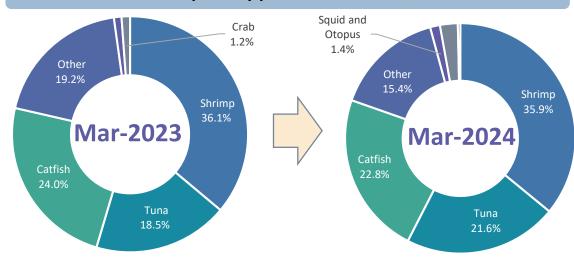
❖ Accumulated three months of 2024 reaches **323.7** million USD, **20.8**% of total 2023

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

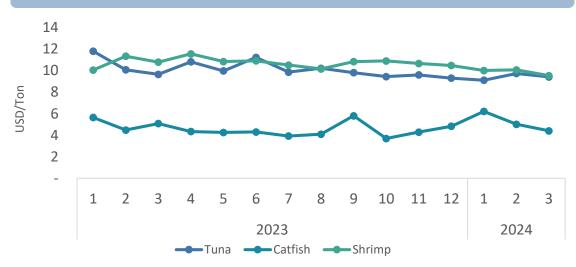




Structure of exports by products to the U.S., Mar-2024



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



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







Shrimp

Value: 48.5 million USD

Increase **57.2**% compared to Feb-2024

Increase **4.6**% compared to Feb-2024

Tuna

Value: 29.1 million USD

Increase **77.5**% compared to Feb-2024

Increase **22.7**% compared to Mar-2023

Catfish

Value: 30.8 million USD

Increase **95.7**% compared to

Feb-2024

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

Tuna

The average export price in Mar-2024 is **9.4** USD/kg; decrease **3.3**% compared to previous month; and decrease **2.5**% compared to the same month of 2023.

Catfish

The average export price in Mar-2024 is **4.4** USD/kg; decrease **12.1**% compared to previous month; and decrease **13.2**% compared to the same month of 2023.

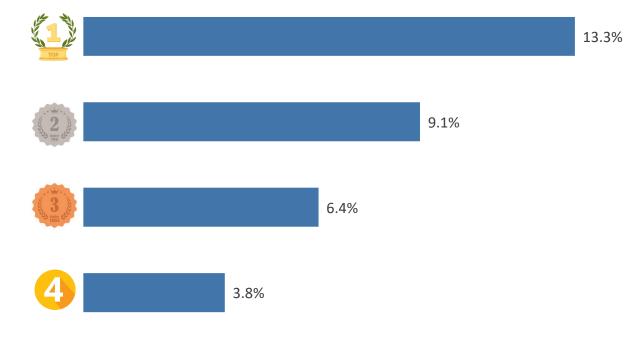
Shrimp

The average export price in Mar-2024 is **9.5** USD/kg; decrease **5.3**% compared to previous month; and decrease **11.6**% compared to the same month of 2023.



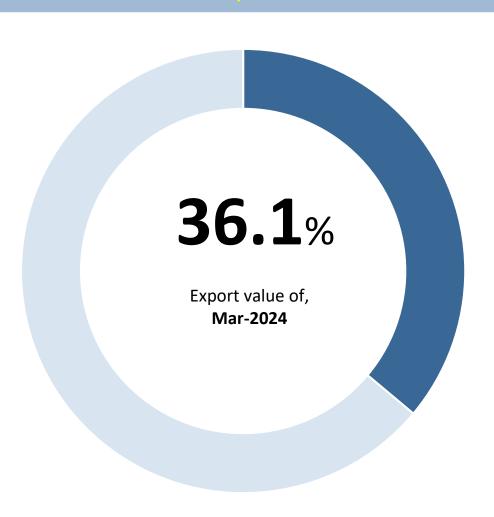
TOP 5 export enterprises by value to

the U.S., Mar-2024



Value ratio of TOP 5 export enterprises to

the U.S., Mar-2024



3.5%



SPOTLIGHTS

01

02

USDA forecasts seafood prices to decrease by 1.7% by 2024

According to the 2024 food price forecast recently released by the United States Department of Agriculture (USDA), inflation in the United States is forecast to be milder in most categories, with food prices overall expected to increase by 2.5%. % but the price of fish and other seafood will decrease. Specifically, according to USDA, the price of fish and other seafood is forecast to decrease by 1.7% in 2024, after increasing by 5.4% in 2021, increasing by 9.1% in 2022 and increasing by 0.3%. in 2023.

Source: Vasep, Apr-2024



The US increased shrimp imports

US shrimp imports continued to increase year-over-year, especially thanks to a surge from leading trading partners. The total import volume of March 2024 is about 63.29 thousand tons, down 7.76% compared to the same period in 2023. The top 5 largest shrimp exporting countries to the United States are India, Ecuador and Viet Nam. There was significant growth, in which India increased by 24.6%, Ecuador increased by 24.6% and Viet Nam increased by 39.0% in volume over the same period. In contrast, US shrimp imports from Indonesia decreased by 30% and Thailand decreased by 25.7%. On April 4, 2024, the US Food and Drug Administration (FDA) announced that from the beginning of 2024 until now, 60 seafood shipments into the US have been refused. Among them were shrimp from Bangladesh and Thailand, which were rejected due to contamination with banned antibiotics.

Source: Seafoodnews.com, Apr-2024



FRUITS AND VEGETABLES (EXPORT)



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



28.0

million USD

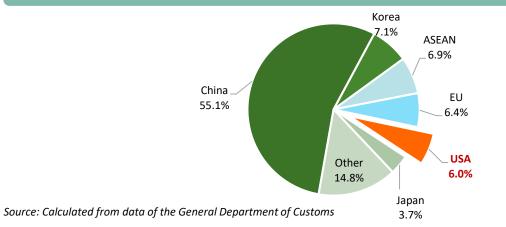
Increase 63.9% compared to Feb-2024

Increase 39.4% compared to Mar-2023

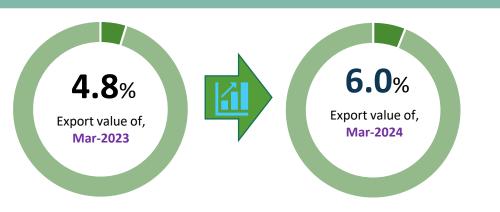
6.6 million USD more than the monthly average rate in 2023

Accumulated three months of 2024 reaches 67.7 million USD, 26.3% of total 2023

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



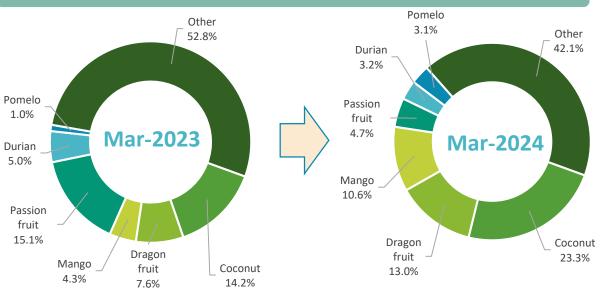
Changes in percentage of export value to the U.S., Mar-2024





FRUITS AND VEGETABLES (EXPORT)

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





Mango

Value: 2.98 million USD

Increase **42.0**% compared to

Feb-2024

Increase **244.7**% compared to

Mar-2023

Source: Calculated from data of the General Department of Customs



Passion fruit

Value: 1.3 million USD

Increase **6.7**% compared to Feb-

2024

Decrease **56.3**% compared to

Mar-2023

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



Coconut

Value: 6.5 million USD

Increase **72.5**% compared to

Feb-2024

Increase **129.2**% compared to Mar-2023



Dragon fruit

Value: 3.6 million USD

Increase **33.3**% compared to

Feb-2024

Increase **137.0**% compared to

Mar-2023



Durian

Value: 0.9 million USD

Increase **268.9**% compared to

Feb-2024

Decrease **11.0**% compared to

Mar-2023



Pomelo

Value: 0.88 million USD

Increase **187.6**% compared to

Feb-2024

Increase **334**% compared to

Mar-2023



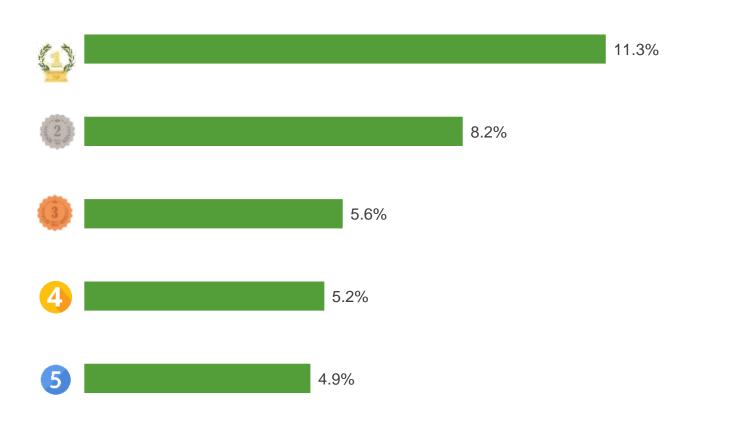
FRUITS AND VEGETABLES (EXPORT)

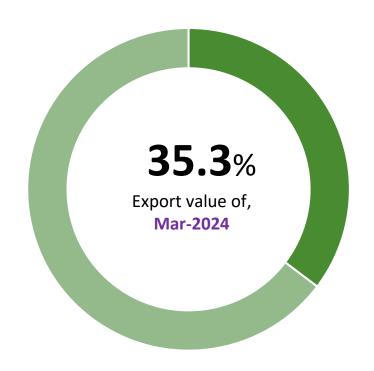


the U.S., Mar-2024

Value ratio of TOP 5 export enterprises to

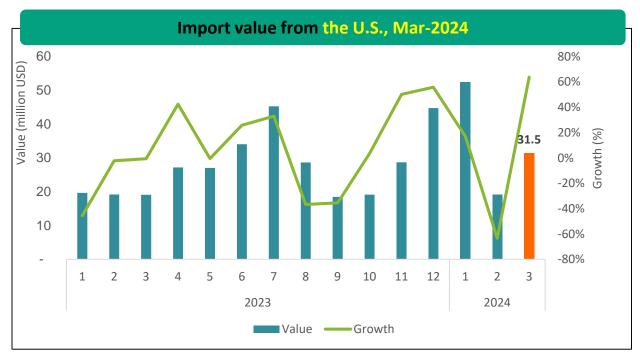
the U.S., Mar-2024







FRUITS AND VEGETABLES (IMPORT)



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

VALUE



31.5

million USD

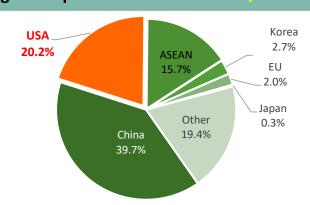
Increase 63.8% compared to Feb-2024

Increase 65.0% compared to Mar-2023

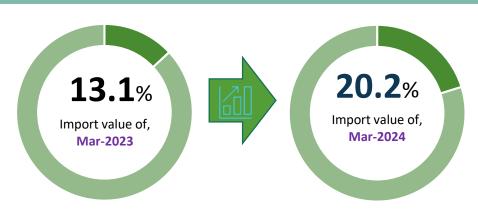
3.8 million USD more than the monthly average rate in 2023

Accumulated three months of 2024 reaches **103.1** million USD, **31.1**% of total 2023

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



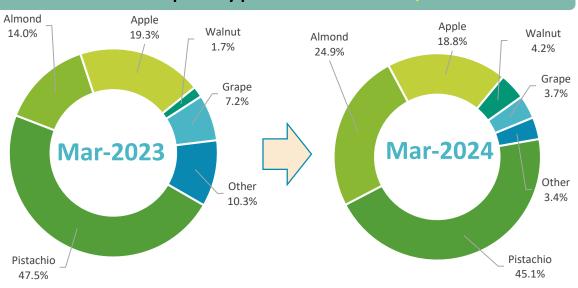
Changes in percentage of import value from the U.S., Mar-2024





FRUITS AND VEGETABLES (IMPORT)

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



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



Pistachio

Value: 14.2 million USD

Increase **102.4**% compared to Feb-2024

Increase **56.7**% compared to Mar-2023



Almond

Value: 7.8 million USD

Increase **38.4**% compared to Feb-2024

Increase 191.9% compared to Mar-2023



Apple

Value: 5.9 million USD

Increase 28.7% compared to Feb-2024

Increase **60.3**% compared to Mar-2023



Walnut

Value: 1.3 million USD

Increase **105.7**% compared to Feb-2024

Increase 308.3% compared to Mar-2023



Grape

Value: 1.2 million USD

Increase 172.1% compared to Feb-2024

Decrease 15.6% compared to Mar-2023

FRUITS AND VEGETABLES

SPOTLIGHTS



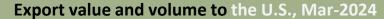
According to the World Apple and Pear Association (WAPA), apple and pear inventories in the United States on March 1 reached 265,219 tons and 36,433 tons, respectively, up 35% and 16.5% over the same period in 2023.

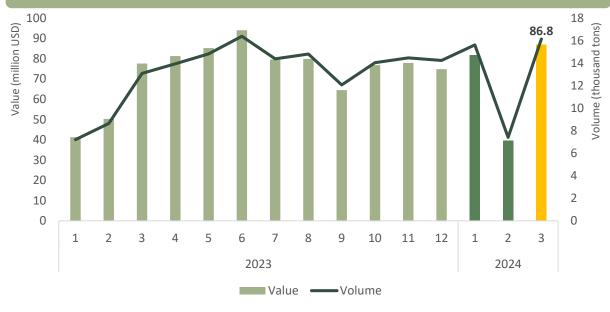
Apple inventories increased due to increases in some varieties such as Fuji (up 12.6%), Golden Delicious (up 42%) and Granny Smith (up 60.8%). The increase in pear stocks is due to the varieties Bosc (up 230.4%) and Red Anjou (up 24.9%).

Source: Freshplaza.com

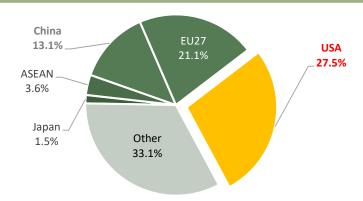








Percentage of export value to the U.S., Mar-2024



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

86.8 m

million USD

7 Increase **119.4**% compared to Feb-2024

■ Increase 11.9% compared to Mar-2023

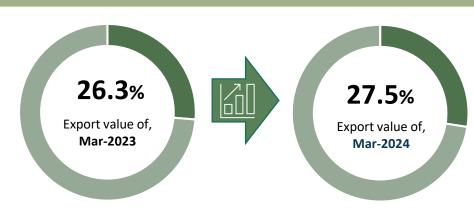
↑ 13 million USD more than the monthly average rate in 2023

❖ Accumulated three months of 2024 reaches 208 mil.USD, 24% of total 2023 VOLUME 1

thousand tons

- Increase 118% compared to Feb-2024
- 7 Increase 23.3% compared to Mar-2023
- ↑ 2.96 thousand tons more than the monthly average rate in 2023
- Accumulated three months of 2024
 reaches 39 thousand tons, 25% of total 2023

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

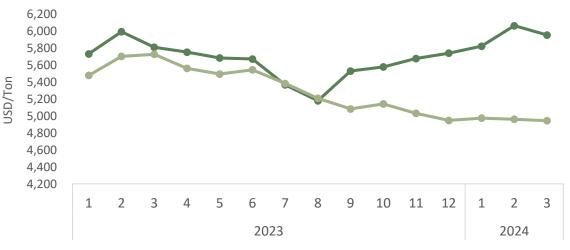




Structure of exports by products to the U.S., Mar-2024



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



Roasted cashew nuts Shelled fresh cashew nuts

Source: Calculated from data of the General Department of Customs

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



Shelled fresh cashew nuts

Value: 61.9 million USD

Increase 137% compared to Feb-2024

Increase **0.8**% compared to Mar-2023



Roasted cashew nuts

Value: 24.9 million USD

Increase **84.5**% compared to Feb-2024

Increase **54**% compared to Mar-2023

Shelled fresh cashew nuts

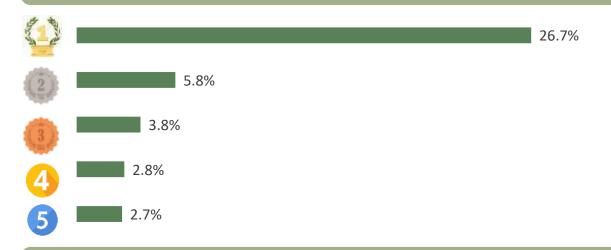
The average export price in Mar-2024 is **4,945** USD/ton; decrease **0.3**% compared to previous month; and decrease **13.7**% compared to the same month of 2023.

Roasted cashew nuts

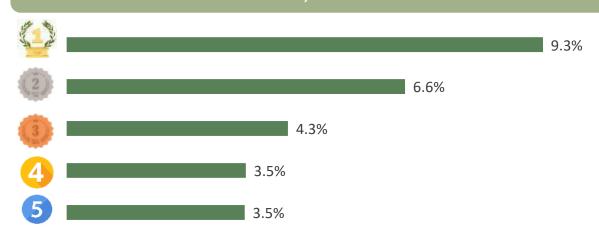
The average export price in Mar-2024 is **5,954** USD/ton; decrease **1.8**% compared to previous month; and increase **2.5**% compared to the same month of 2023.



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



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



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



Volume ratio of TOP 5 export enterprises to

the U.S., Mar-2024



SPOTLIGHTS



According to statistics from the US International Trade Commission, in the first 2 months of 2024, the US imported cashew nuts from the world reaching 24.3 thousand tons, worth 128.47 million USD, an increase of 16.2 % in volume and increased 6.9% in value compared to the same period last year. In particular, the United States increased imports of cashew nuts from Viet Nam and Benin, but decreased imports from Ivory Coast, Brazil and India.

The average import price of cashew nuts in the United States in the first 2 months of 2024 reached 5,287 USD/ton, down 8.0% over the same period last year. In particular, the average import price of cashew nuts in the United States decreased from most major suppliers, except Benin.

Source: Ministry of Industry and Trade (MoIT)

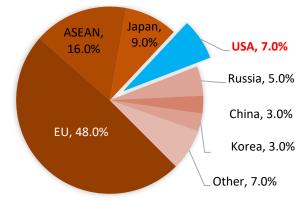


COFFEE

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



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



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

VALUE

40.5 million USD

- → Increase 15.5% compared to Feb-2024
- **▶ Increase 15.4%** compared to Mar-2023
- **8.1** million USD more than the monthly average rate in 2023
- ❖ Accumulated three months of 2024 reaches 119.3 mil.USD, 13.8% of total 2023

VOLUME

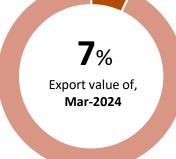
11.5 thousand tons

- → Increase 8.4% compared to Feb-2024
- ▶ Decrease 23.8% compared to Mar-2023
- **№ 0.6** thousand tons less than the monthly average rate in 2023
- Accumulated three months of 2024 reaches **37.3** thousand tons, **8.7**% of total 2023

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



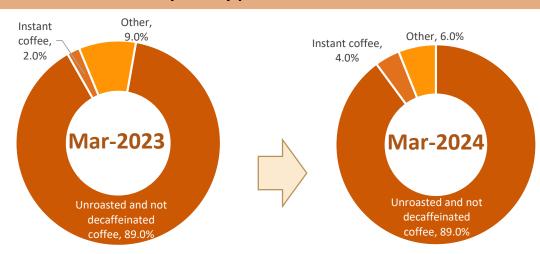




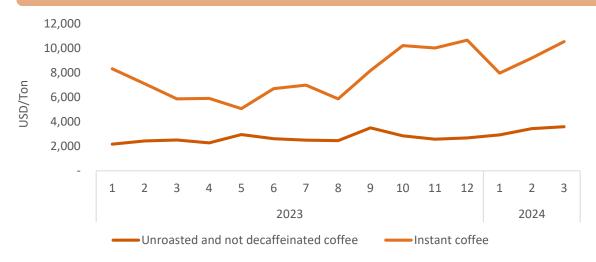


COFFEE

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



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



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



Unroasted and not decaffeinated coffee

Value: 36.2 million USD

Increase **17.9**% compared to

Feb-2024

Increase 17.6% compared to

Mar-2023



Instant coffee

Value: 1.7 million USD

Increase **7.2**% compared to

Feb-2024

Increase **132**% compared to Mar-2023



Unroasted and decaffeinated coffee

Value: 0.4 million USD

Increase 2.9% compared to

Feb-2024

Increase **74**% compared to

Mar-2023

Instant coffee

The average export price in Mar-2024 is **10,520** USD/ton; increase **14.5**% compared to previous month; and increase **79.7**% compared to the same month of 2023.

Unroasted and not decaffeinated coffee

The average export price in Mar-2024 is **3,597** USD/ton; increase **4.8**% compared to previous month; and increase **43.4**% compared to the same month of 2023.

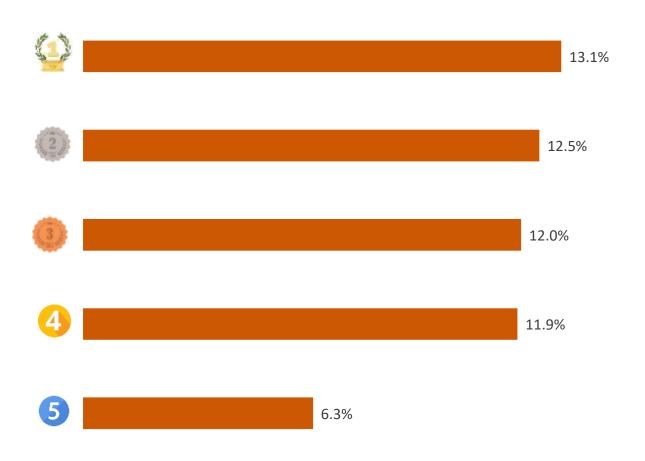


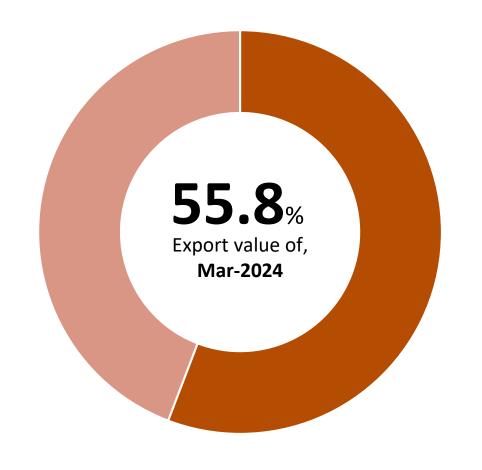
COFFEE

TOP 5 export enterprises by value to

the U.S., Mar-2024

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







SPOTLIGHTS



According to the US National Coffee Association, the coffee consumer market in the US has completely recovered. In 2023, US consumers spent an average of more than \$301 million per day on coffee and related goods. Daily coffee consumption by American adults reached its highest level in the last 20 years, accounting for about 67% (of people surveyed), an increase of 5% compared to 2020, and the average person uses 2.7 cups of coffee per day.

Source: dailycoffeenews.com (4/2024)

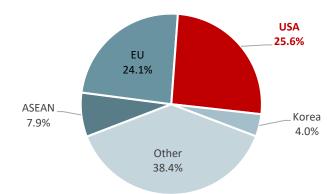


PEPPER

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



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



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

VALUE

28.6 million USD

\$

→ Increase 73% compared to Feb-2024

→ Increase 52% compared to Mar-2023

7 10.1 million USD more than the monthly average rate in 2023

❖ Accumulated three months of 2024 reaches 17.4 mil.USD, 29% of total 2023 **VOLUME**

6.5

thousand tons



✓ Increase 67% compared to Feb-2024

→ Increase 37% compared to Mar-2023

7 1.9 thousand tons more than the monthly average rate in 2023

Accumulated three months of 2024
 reaches 8.7 thousand tons, 28% of total 2023

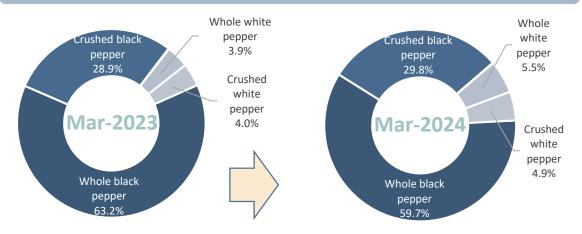
Changes in percentage of export value to the U.S., Mar-2024



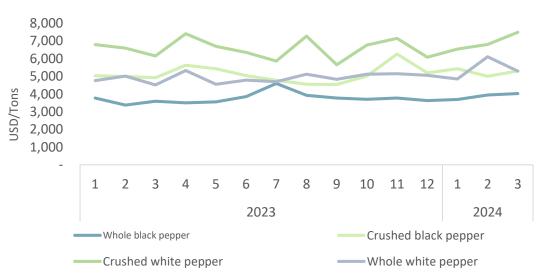


PEPPER

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



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



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



Whole black pepper

Value: 16.9 million USD

Increase 67% compared to Feb-2024

Increase 43% compared to Mar-2023



Crushed black pepper

Value: 8.4 million USD

Increase 70% compared to Feb-2024

Increase 55% compared to Mar-2023

Whole black pepper

The average export price in Mar-2024 is **4,023** USD/ton; increase **2**% compared to previous month; and increase **12**% compared to the same month of 2023.

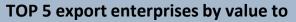
Crushed black pepper

The average export price in Mar-2024 is **5,304** USD/ton; increase **6**% compared to previous month; and increase **7.9**% compared to the same month of 2023.

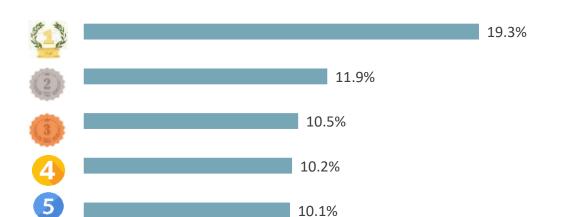
Crushed white pepper

The average export price in Mar-2024 is **7,482** USD/ton; increase **10**% compared to previous month; and increase **21.7**% compared to the same month of 2023.



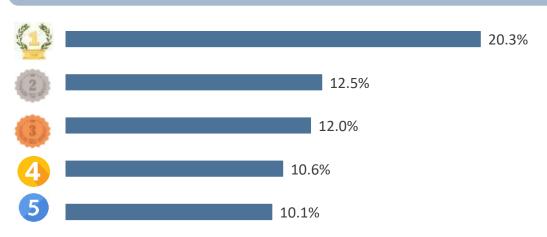


the U.S., Mar-2024



TOP 5 export enterprises by volume to

the U.S., Mar-2024



Value ratio of TOP 5 export enterprises to

the U.S., Mar-2024



Volume ratio of TOP 5 export enterprises to

the U.S., Mar-2024



PEPPER

SPOTLIGHTS



Pepper imports from the United States, the world's largest consumer market, are on the rise again after decreasing last year. Data from the United States International Trade Commission (USITC) shows that the country's pepper imports in February 2024 reached 6,917 tons, worth \$30.1 million, continuing to increase sharply by 40.7% in volume and 28.2% in value compared to the same period in 2023. Cumulatively in the first 2 months of 2024, US pepper imports reached 14,152 tons, worth more than \$66 million, an increase of 19.3% in volume and 13.8% in value compared to the same period last year.

Source: Vietnambiz.vn



MEAT AND MEAT PRODUCTS (IMPORT)

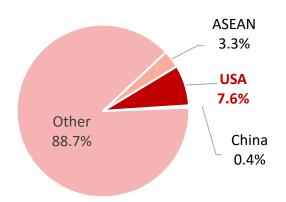


VALUE 7 Increase 79% compared to Feb-2024 Decrease 33% compared to Mar-2023 1.4 million USD less than the monthly average rate in 2023 Accumulated three months of 2024 reaches

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

28.1 million USD, **17.8**% of total 2023

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



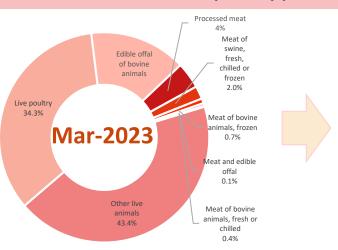


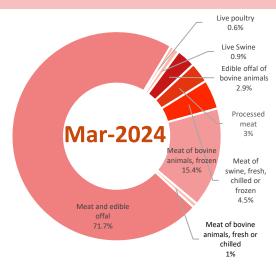
million USD



MEAT AND MEAT PRODUCTS

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





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



Meat and edible offal

Value: **8.4** million USD

Increase **89.9**% compared to Feb-2024

Increase **10.6**% compared to Mar-2023



Meat of bovine animals, frozen

Value: 1.8 million USD

Increase **38.9**% compared to Feb-2024

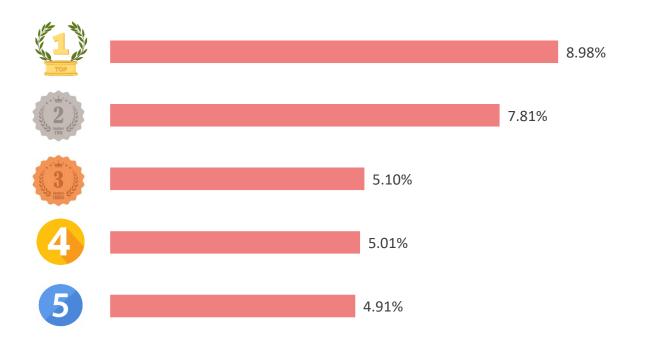
Decrease 30.7% compared to Mar-2023

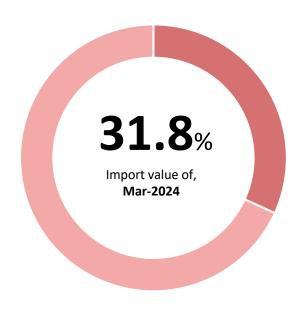


MEAT AND MEAT PRODUCTS



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





MEAT AND MEAT PRODUCTS

SPOTLIGHTS



01

According to the US Department of Agriculture (USDA), as of March 1, 2024, the number of pigs on farms in the US reached 74.6 million heads. This marks a 1% increase compared to March 2023 but a 2% decrease compared to December 1, 2023. Of these, the majority are porkers, totaling 68.6 million, while the remaining 6.02 million are raised as breeders. From December 2023 to February 2024, 33.1 million pigs were weaned on US farms, reflecting a 2% increase over the same period last year. On average, each litter has 11.53 piglets weaned.

U.S. pig producers anticipate 2.92 million sows to farrow from March to May 2024 and 2.99 million sows to farrow from June to August 2024. Iowa leads in hog inventory among states with 25.2 million, followed by Minnesota with 9.10 million animals and North Carolina with 7.40 million animals.

Source: 3tres3.com

02

According to the latest forecast from the United States Department of Agriculture (USDA), in the period 2023-2030, pork consumption in the United States is expected to increase by 28.3%. By 2030, pork consumption in Latin America is expected to increase 14.2% compared to 2023, reaching 10.7 million tons.

Source: Tienvietthai.com.vn



Any comments, please send to:

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