

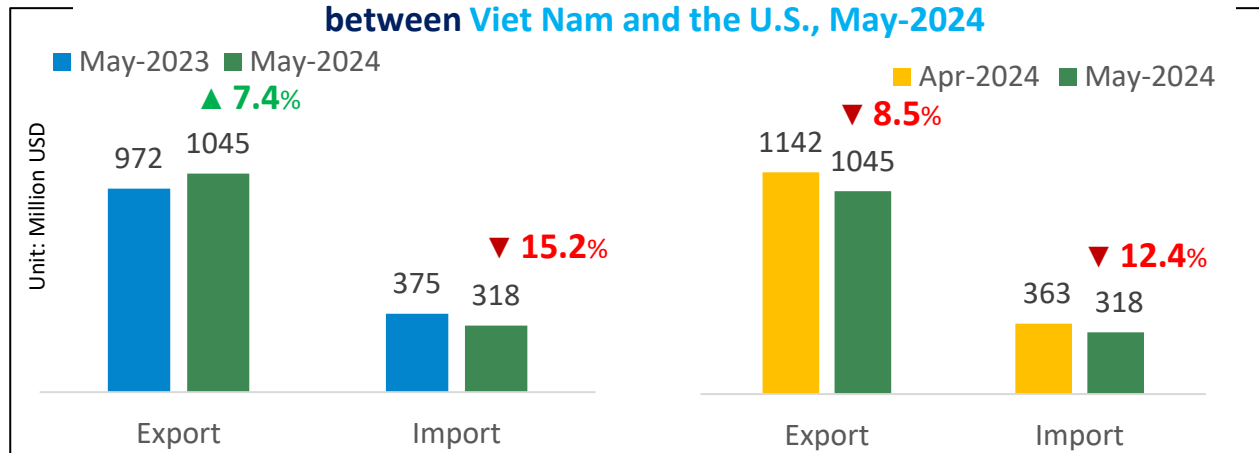
Volume: Jun-2024

MONTHLY REPORT ON  
AGRI-PRODUCT EXPORT

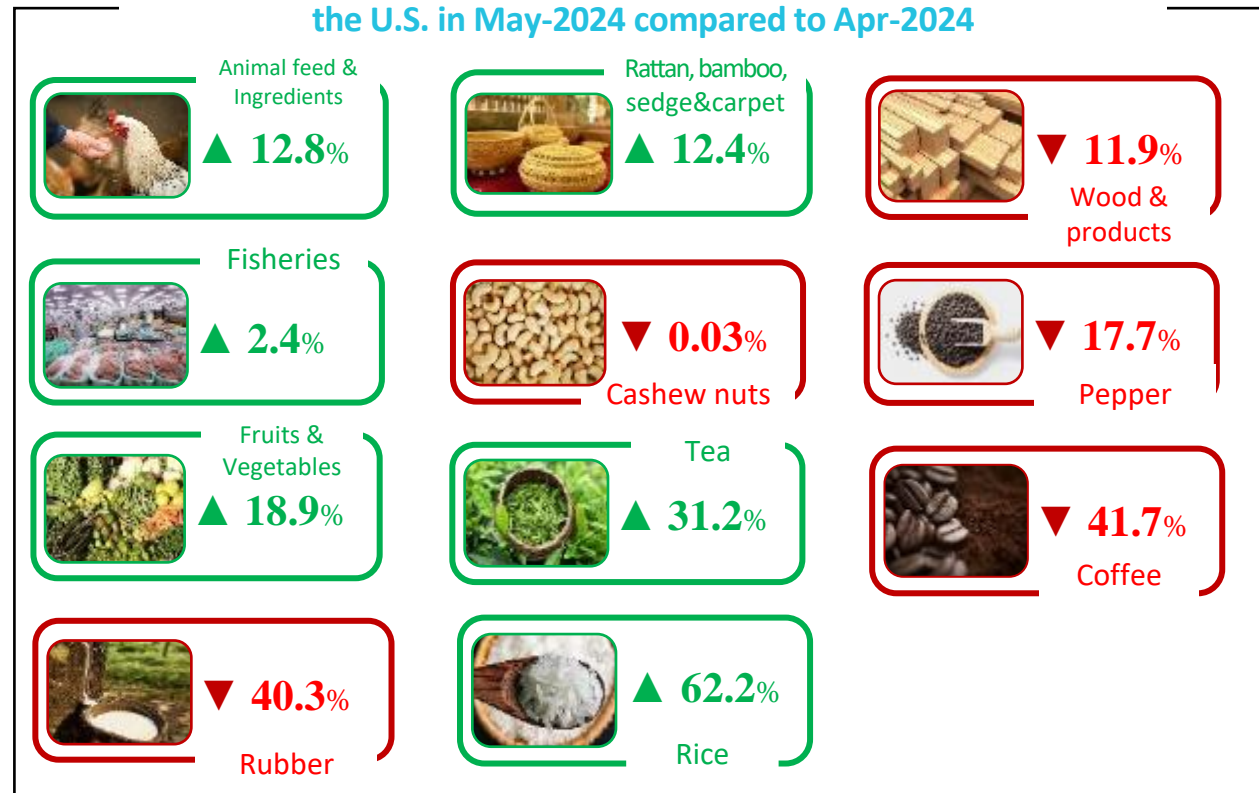
FROM VIETNAM TO  
**US MARKET**

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

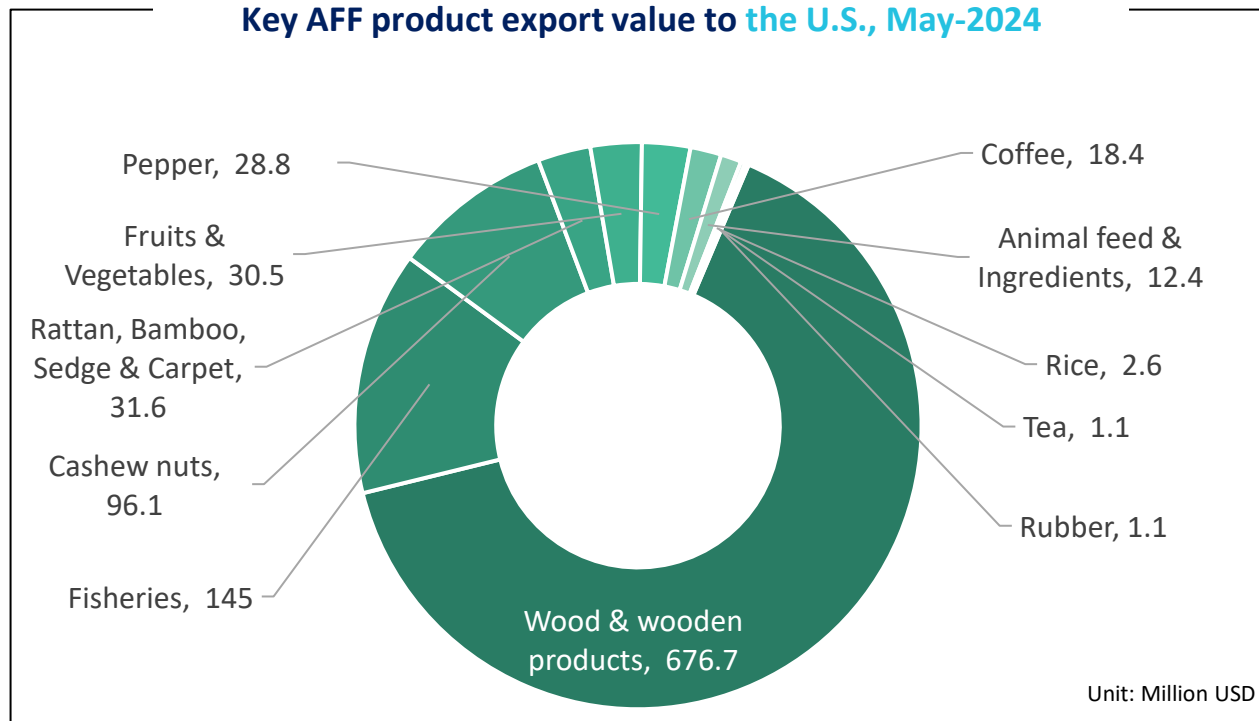
## AFF product import-export turnover between Viet Nam and the U.S., May-2024



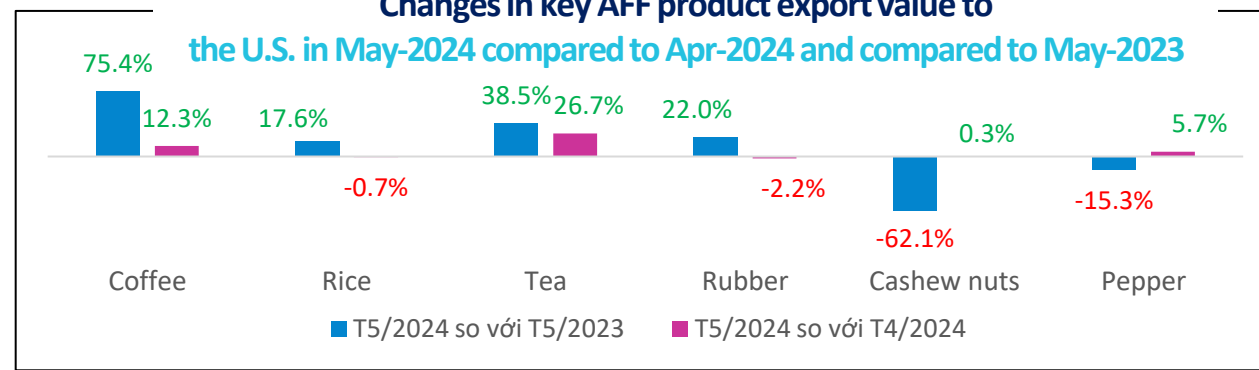
## Changes in key AFF product export value to the U.S. in May-2024 compared to Apr-2024



## Key AFF product export value to the U.S., May-2024



## Changes in key AFF product export value to the U.S. in May-2024 compared to Apr-2024 and compared to May-2023



Source: Calculated from data of the General Department of Customs



## The first Economic Dialogue between Vietnam and the US

On June 25, the first Economic Dialogue between Vietnam and the US is organized in Washington DC.

At the Dialogue, two countries has discussed to propose specific solutions in five priorities areas, including: developing semiconductor technology ecosystem; energy and minerals; business

environment; promoting high quality investment, strategic exports control; information technology infrastructure and network security.

Furthermore, two countries agreed to organize the second Economic Dialogue in Hanoi in 2025.



Source: baohinhphu.vn

## Can Tho exports the first green-peel elephant mango to the US and Australia

The first batch of green-skinned elephant mangoes (1 ton) is exported to the US market by air, producing by Loc Hung agricultural cooperative.

In 2019, the US accepted a license for Vietnamese mangoes to be imported into this country. Recently,

the plant quarantine agencies of the US and Vietnam have many meetings and technical exchanges to agree on plant quarantine measures for mangoes.

Two countries agreed on mango import conditions and a plan for irradiation treatment when exported from Vietnam. Market opening procedures for Vietnamese mango is completed and Vietnam is officially allowed to export fresh mangoes to the US.



Source: nongnghiep.vn

## U.S. extends investigation period into wooden cabinets from Viet Nam

According to DOC's announcement, the tax evasion investigation results have been extended to issue preliminary and final conclusions until July 29 and October 28, 2024.

The plaintiff of the case is the American Kitchen

Cabinet Alliance, representing a number of businesses manufacturing wooden cabinets (kitchen cabinets and bathroom cabinets) in the United States. Alleged products include wooden cabinets (kitchen cabinets and bathroom cabinets) with HS code 9403.40.9060, 9403.60.8081, 8403.90.7080.



Source: vneconomy.vn





# WOOD AND WOODEN PRODUCTS

## Export value to the U.S., May-2024



## Export results to the U.S., May-2024

VALUE



# 677

million USD

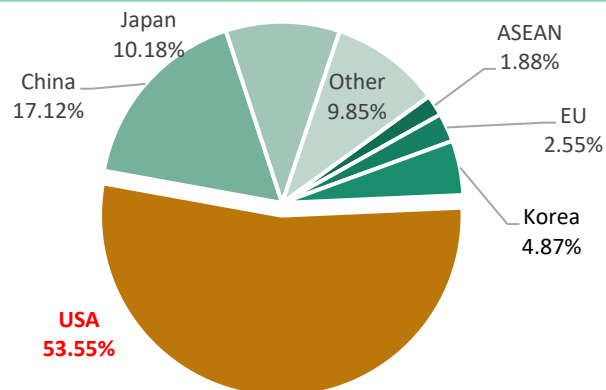
↘ Decrease **11.9%** compared to Apr-2024

↗ Increase **7.6%** compared to May-2023

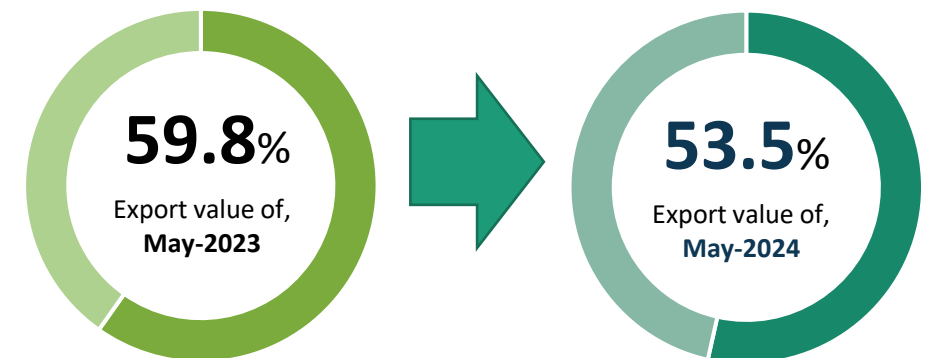
↗ **66.3 million USD** more than the monthly average rate in 2023

❖ Accumulated five months of 2024 reaches **3.3 billion USD, 45.6%** of total 2023

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



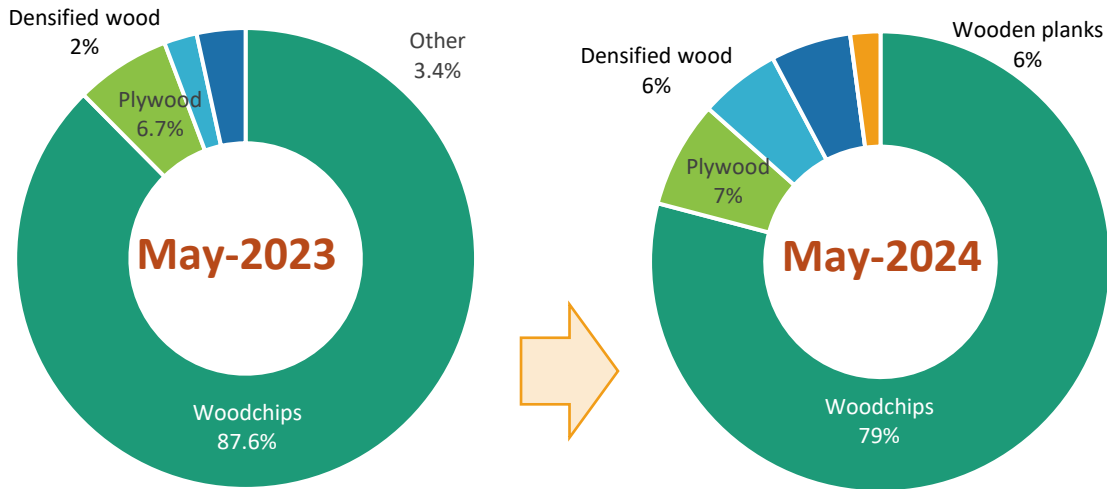
## Changes in percentage of export value to the U.S., May-2024





# WOOD AND WOODEN PRODUCTS

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



## Export results to the U.S., May-2024



### Woodchips

Value: **20.9** million USD  
 Decrease **23%** compared to Apr-2024  
 Decrease **26%** compared to May-2023



### Plywood

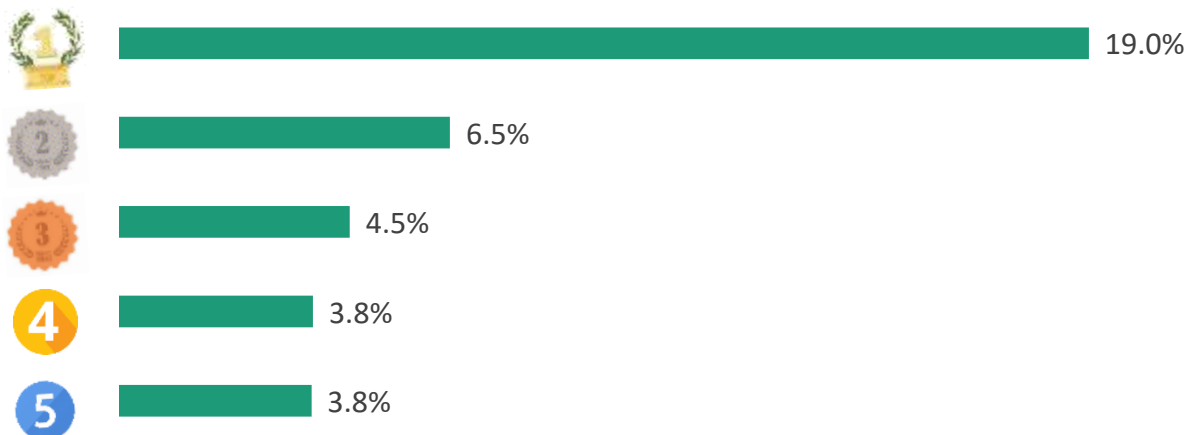
Value: **2.0** million USD  
 Increase **20%** compared to Apr-2024  
 Decrease **9%** compared to May-2023



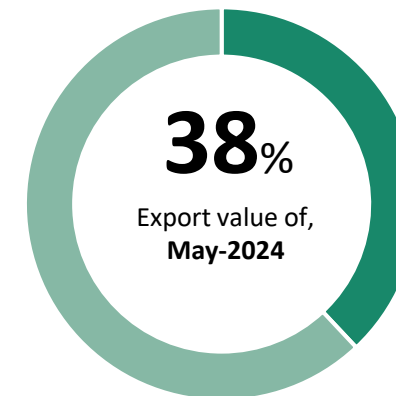
### Wooden planks

Value: **1.5** million USD  
 Increase **20%** compared to Apr-2024  
 Increase **139%** compared to May-2023

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



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







# WOOD AND WOODEN PRODUCTS



## SPOTLIGHTS

US hard plywood import in April 2024 is about 240,719 m<sup>3</sup>, up 4% over the previous month and up 50% over the same period last year. In terms of value, US hard plywood imports in April 2024 reached 138 million USD, down 6% compared to March 2024 at 146 million USD.

Source: ITTO

US imports of tropical hardwood lumber in April 2024 is about 15,897 m<sup>3</sup>, up 13% over the previous month but down 3% over the same period last year. Imports from Brazil increases by 35%, Cameroon increases by 125%, and Ghana increases by 120% over the previous month.

Source: ITTO

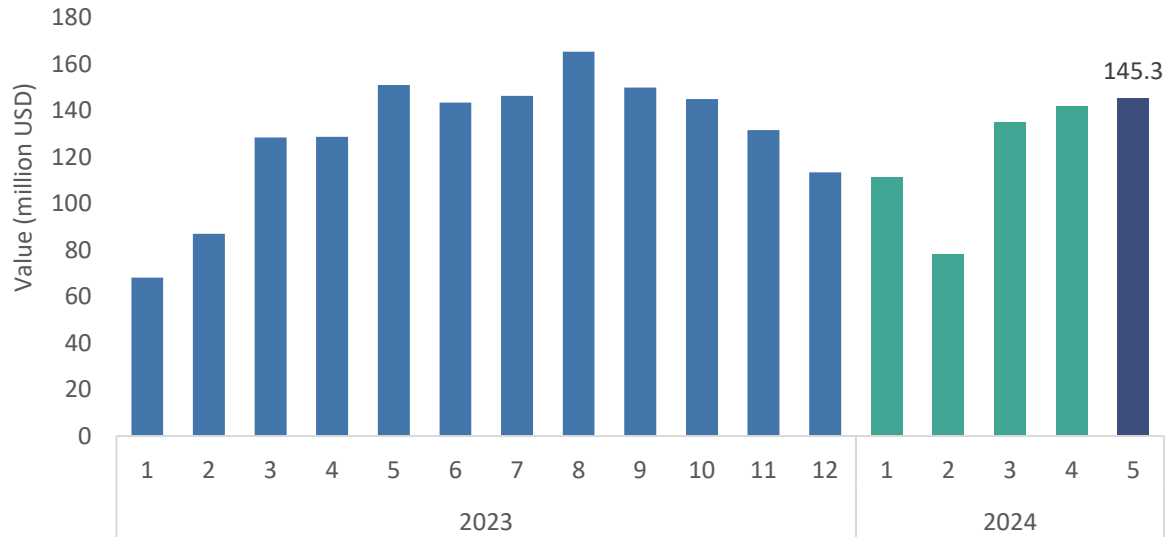
US imports of interior and exterior wooden furniture in April 2024 is about 1.57 billion USD, down 6% over the previous month and down 2% over the same period last year. Imports from Vietnam decreases by 12% compared to the previous month.

Source: ITTO



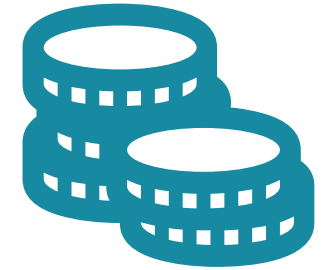
# FISHERIES

## Export value to the U.S., May-2024



## Export results to the U.S., May-2024

VALUE  
**145.3** million USD



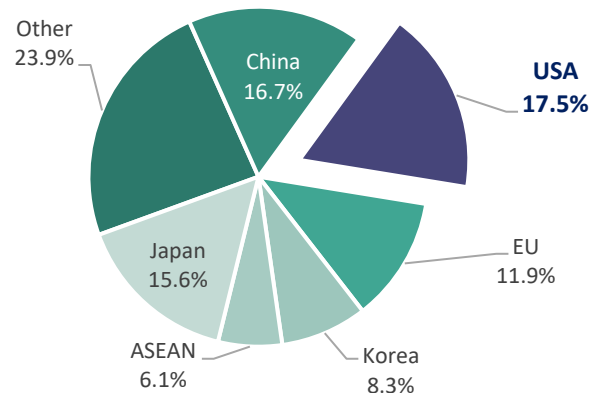
↗ Increase **2.4%** compared to Apr-2024

↘ Decrease **3.7%** compared to May-2023

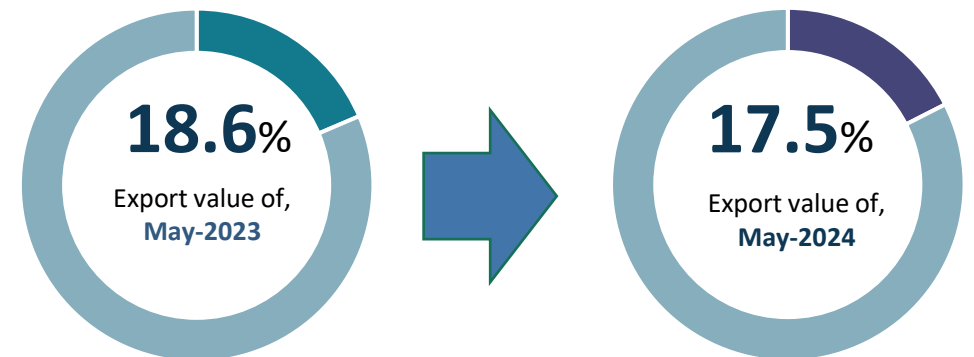
↗ **15.5 million USD** more than the monthly average rate in 2023

❖ Accumulated five months of 2024 reaches **610.8** mil.USD, **39.2%** of total 2023

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



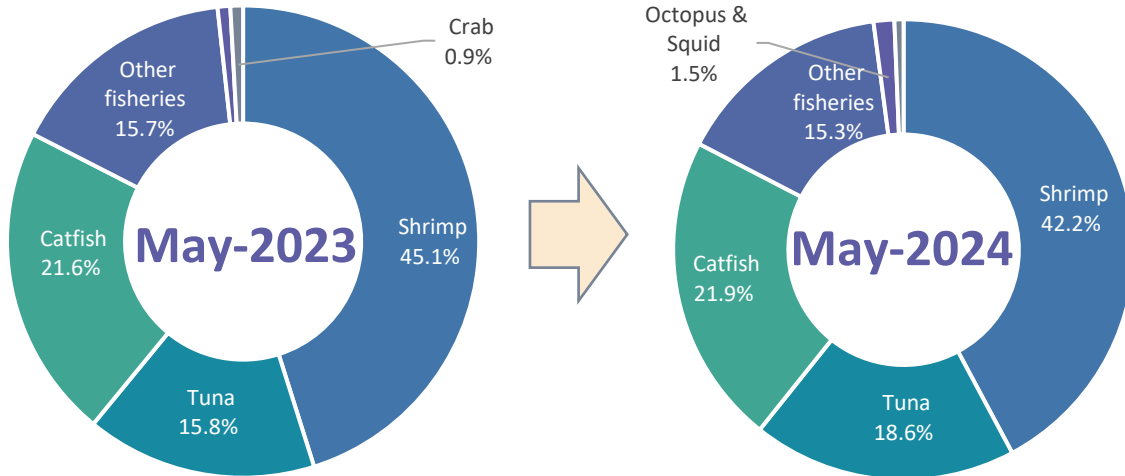
## Changes in percentage of export value to the U.S., May-2024



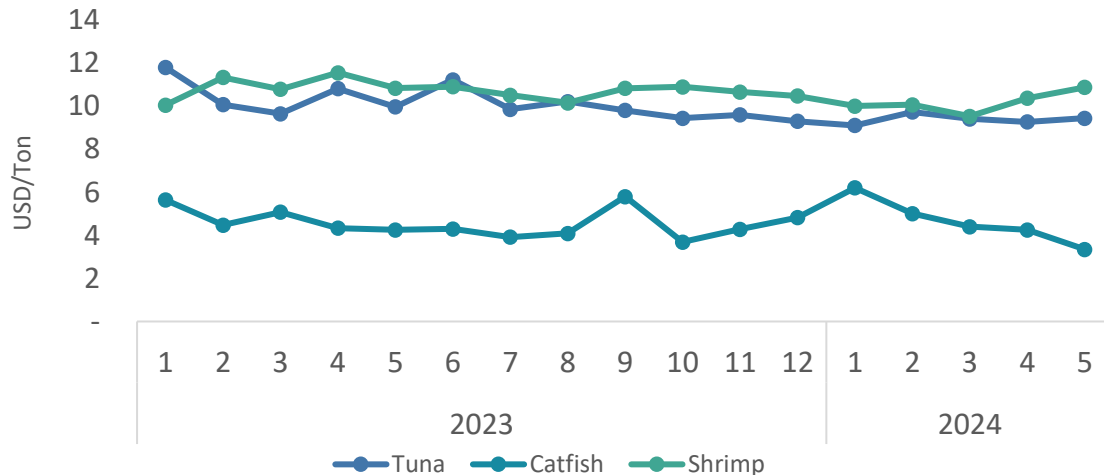


# FISHERIES

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



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



## Export results to the U.S., May-2024



### Shrimp

Value: **61.3** million USD

Increase **29.9%** compared to Apr-2024

Decrease **10.0%** compared to May-2023



### Tuna

Value: **27.0** million USD

Decrease **10.0%** compared to Apr-2024

Increase **38.0%** compared to May-2023



### Catfish

Value: **31.8** million USD

Decrease **14.8%** compared to Apr-2024

Decrease **2.5%** compared to May-2023

### Tuna

The average export price in May-2024 is **9.4** USD/kg; **increase 1.8%** compared to previous month; and **decrease 5.3%** compared to the same month of 2023.

### Catfish

The average export price in May-2024 is **3.3** USD/kg; **decrease 21.4%** compared to previous month; and **decrease 21.3%** compared to the same month of 2023.

### Shrimp

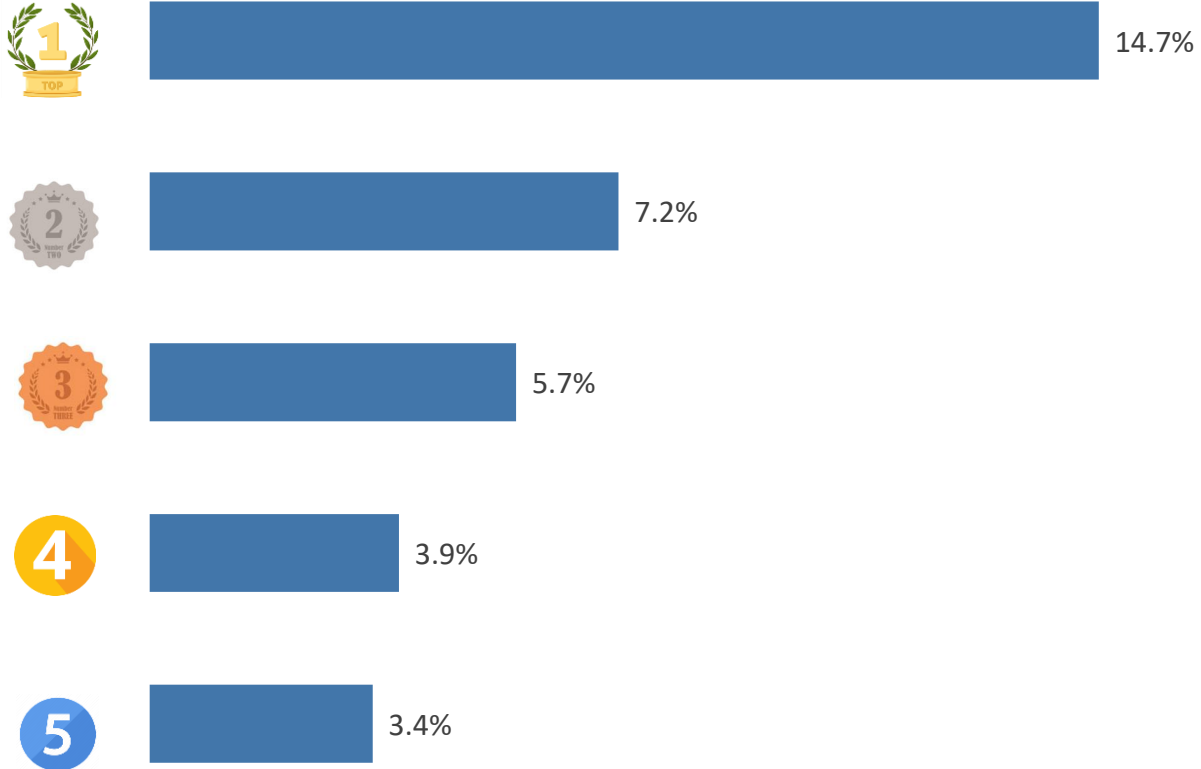
The average export price in May-2024 is **10.9** USD/kg; **increase 4.9%** compared to previous month; and **increase 0.3%** compared to the same month of 2023.



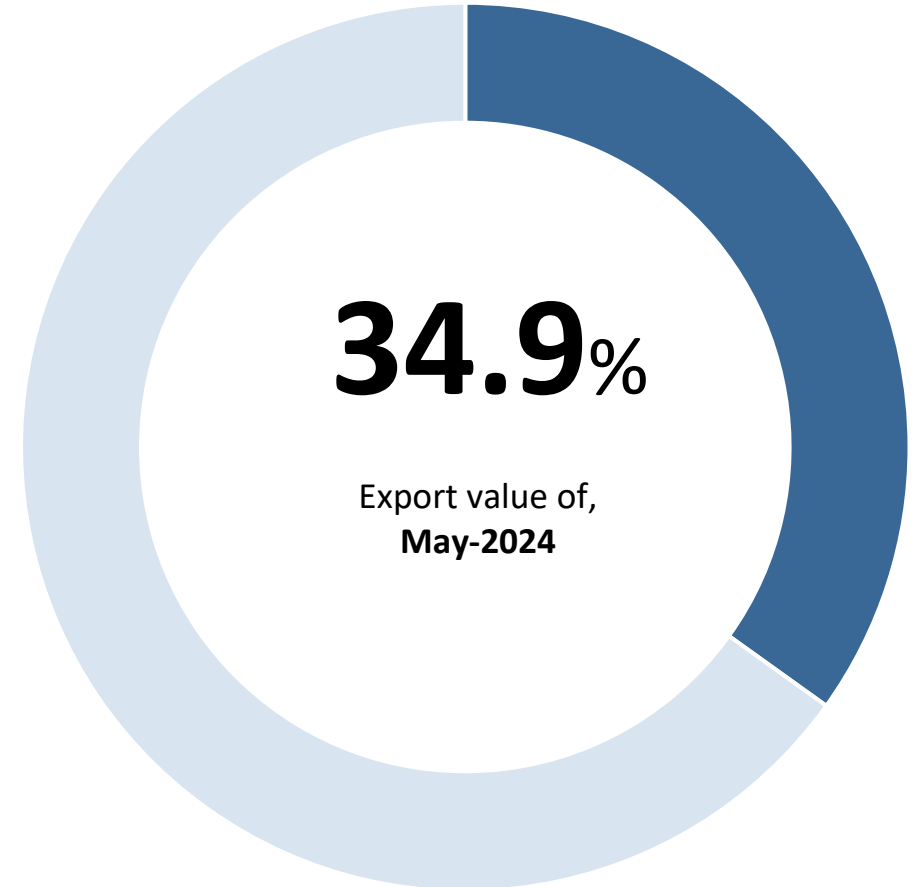


# FISHERIES

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



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





# FISHERIES

## SPOTLIGHTS



01

### Seafood consumption in the United States decreases in May 2024

The US seafood market declines both revenue and volume of fresh and frozen products in May 2024. Specifically:

- **Fresh seafood:** Total sales reached 820 million USD, down 3.1% in revenue and 1.7% in volume. Sales of some products such as salmon, crab, and shrimp decreased, particular crab (9.7%) while sales of lobster (0.1%) and cod increased (10.2%).
- **Frozen seafood:** Total sales reached 738 million USD, down 4.6% in revenue and 0.9% in volume. Products such as shrimp, salmon, tilapia, and cod all decreased, with the biggest decrease being cod (down 7.4%), shrimp (down 7.1%).

*Source: vasep, Jun-2024*



02

### Imported Shrimp from Ecuador decreased sharply

The preliminary decision on anti-subsidy tax by the US Department of Commerce (DOC) applied to Ecuadorian shrimp has negative impact on Ecuadorian shrimp sector. The total value of Ecuadorian shrimp exports to the US in April is about 67.5 million USD, down 32% over the same period last year and 54% lower than in March 2024. The average export price is 7.14 USD/kg.

India is still the largest shrimp supplier to the United States, with 21,168 tons with value of 152.6 million USD, down 1% in volume and 9% in value over the same period last year. The average price is 7.6 USD/kg. In the first 4 months of 2024, India's shrimp exports to the United States increased by 5% in volume with 88,310 tons, with value of 648 million USD, down 5% compared to the same period in 2023.

In May 2024, Vietnam exported 4,701 tons of shrimp to US with value of 39.7 million USD, an increase of 11% in volume and a decrease of 1% in value compared to the same period last year. The average price is 10.1 USD/kg, 8% lower than April 2023 and 4% lower than March 2024.

*Source: vasep, Jun-2024*





# FRUITS AND VEGETABLES (EXPORT)

## Export value to the U.S., May-2024



## Export results to the U.S., May-2024

### VALUE



**30.5**

million USD

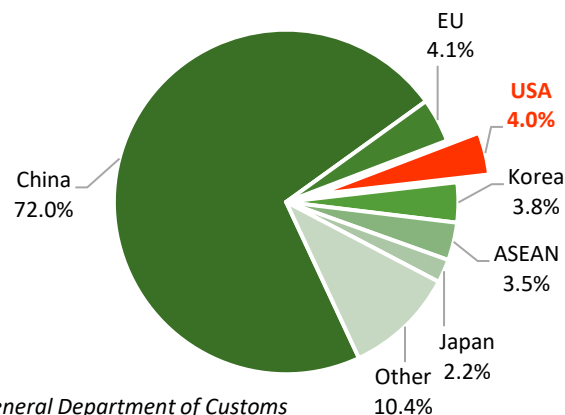
Increase **18.9%** compared to Apr-2024

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

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

Accumulated five months of 2024 reaches **123.5 million USD**, **47.9%** of total 2023

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



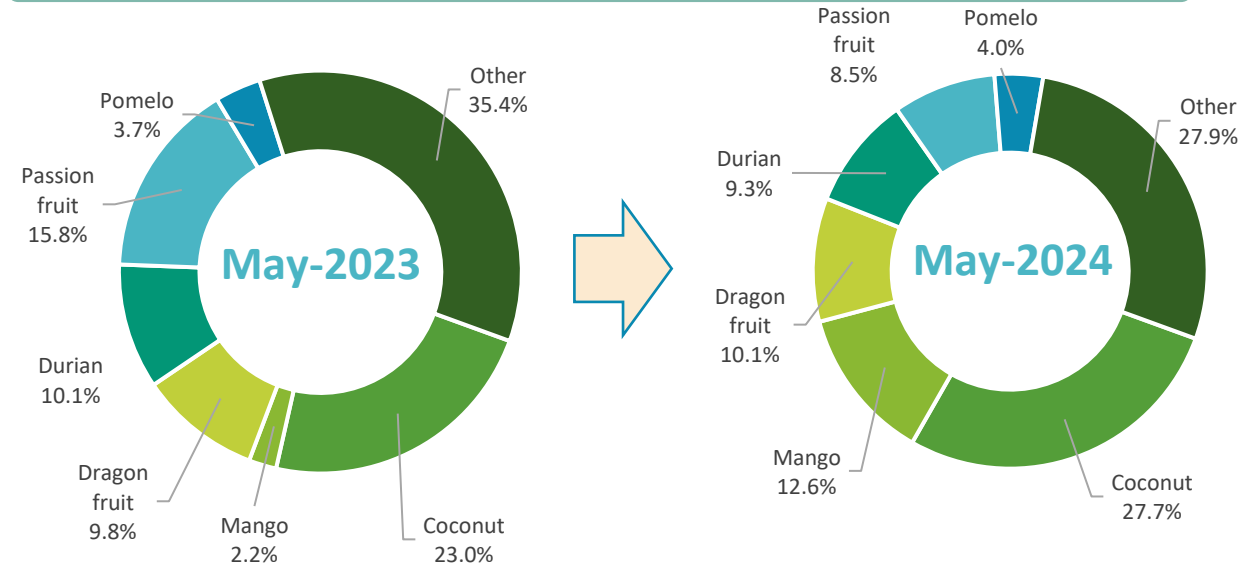
## Changes in percentage of export value to the U.S., May-2024





# FRUITS AND VEGETABLES (EXPORT)

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



### Dragon fruit

Value: **2.6** million USD

Decrease **22.2%** compared to Apr-2024

Increase **27.7%** compared to May-2023



### Durian

Value: **2.4** million USD

Increase **426.7%** compared to Apr-2024

Increase **13.9%** compared to May-2023



### Coconut

Value: **7.1** million USD

Increase **11.9%** compared to Apr-2024

Increase **48.9%** compared to May-2023



### Passion fruit

Value: **2.2** million USD

Increase **114.1%** compared to Apr-2024

Decrease **34.0%** compared to May-2023



### Mango

Value: **3.2** million USD

Increase **11.8%** compared to May-2023

Increase **600%** compared to May-2023



### Pomelo

Value: **1.0** million USD

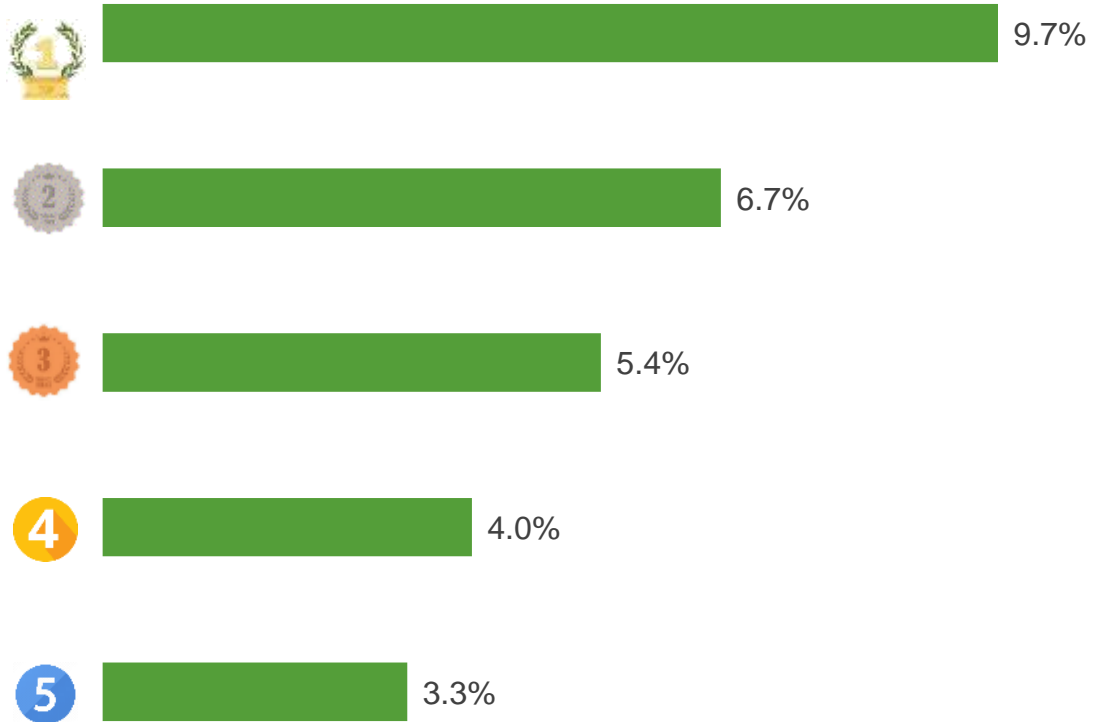
Increase **19.1%** compared to Apr-2024

Increase **32.9%** compared to May-2023

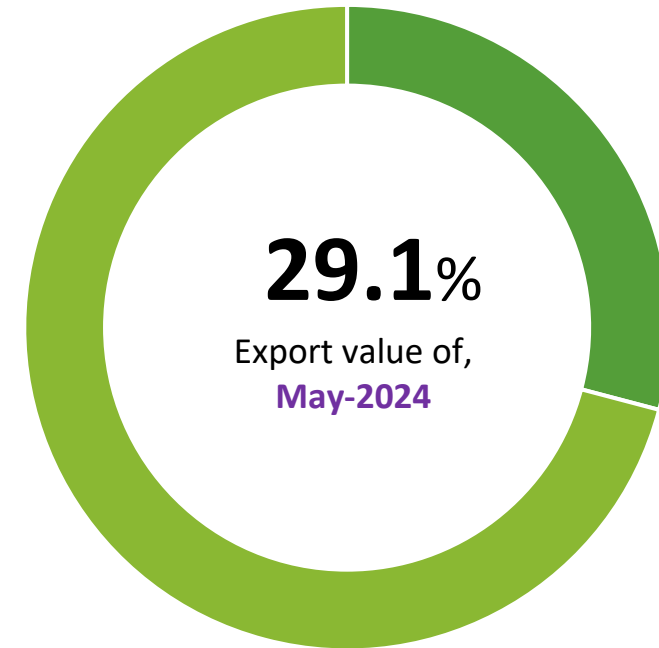


# FRUITS AND VEGETABLES (EXPORT)

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



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





# FRUITS AND VEGETABLES (IMPORT)

## Import value from the U.S., May-2024



## Import results from the U.S., May-2024

### VALUE



**35.1**

million USD

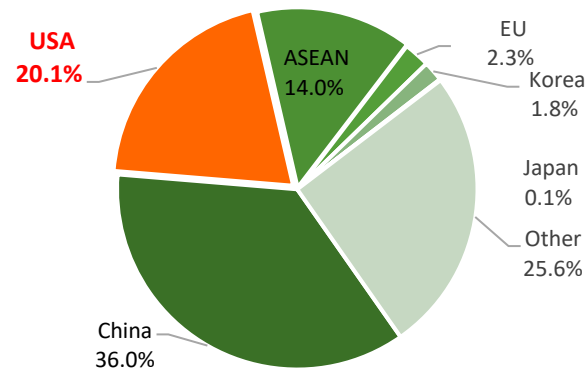
Increase **44.9%** compared to Apr-2024

Increase **29.9%** compared to May-2023

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

Accumulated five months of 2024 reaches **162.5 million USD**, **49.0%** of total 2023

## Percentage of import value to the U.S., May-2024



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

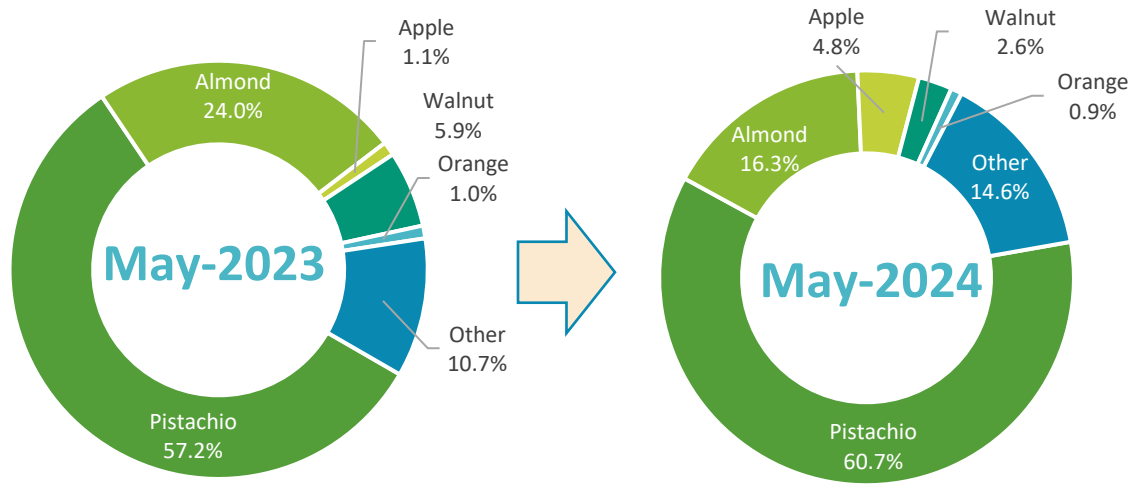






# FRUITS AND VEGETABLES (IMPORT)

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



## Import results from the U.S., May-2024



### Pistachio

Value: **21.8** million USD

Increase **81.5%** compared to Apr-2024

Increase **37.8%** compared to May-2023



### Almond

Value: **5.7** million USD

Decrease **22.6%** compared to Apr-2024

Decrease **11.7%** compared to May-2023



### Apple

Value: **1.7** million USD

Decrease **56.1%** compared to Apr-2024

Increase **483%** compared to May-2023



### Walnut

Value: **923** thousand USD

Increase **213.6%** compared to Apr-2024

Decrease **42.2%** compared to May-2023



### Orange

Value: **305** million USD

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

Increase **14.3%** compared to May-2023



1

### **The Ohio Grape Industry Commission launches the Vineyard Expansion Assistance Program**

The Ohio Grape Industry Commission (OGIC) launched the Vineyard Extension Assistance Program (VEAP) to promote the production and supply of high-quality grapes to wineries, markets and retail stores. VEAP subsidizes production costs for grape growers with subsidy level up to \$1,500 for 0.5 acres, maximum 3 acres or \$9,000. The register process is opening until June 29, 2024. Final funding decisions will be announced on August 14, 2024.

*Source: Fruitgrowernews.com*

2

### **US apple stocks are 32.9% higher than in 2023**

According to the World Apple and Pear Association (WAPA), US apple stock as of May 1, 2024 is 283,598 tons, 32.9% higher than in 2023. Pear stock is 27,999 tons, 9.4% lower than in 2023.

*Source: Freshplaza.com*





# CASHEW NUTS

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



## Export results to the U.S., May-2024

**VALUE**

**96.14** million USD

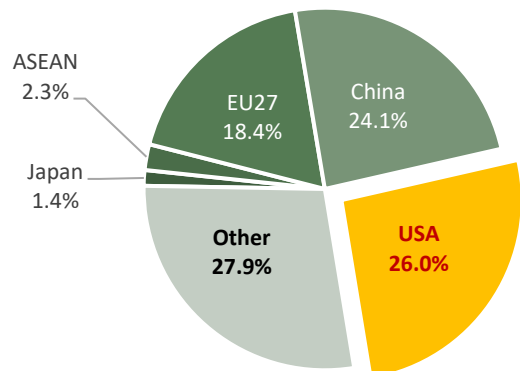
- Decrease **0.03%** compared to Apr-2024
- Increase **13%** compared to May-2023
- ↑ **22 million USD** more than the monthly average rate in 2023
- Accumulated five months of 2024 reaches **400 mil.USD, 45%** of total 2023

**VOLUME**

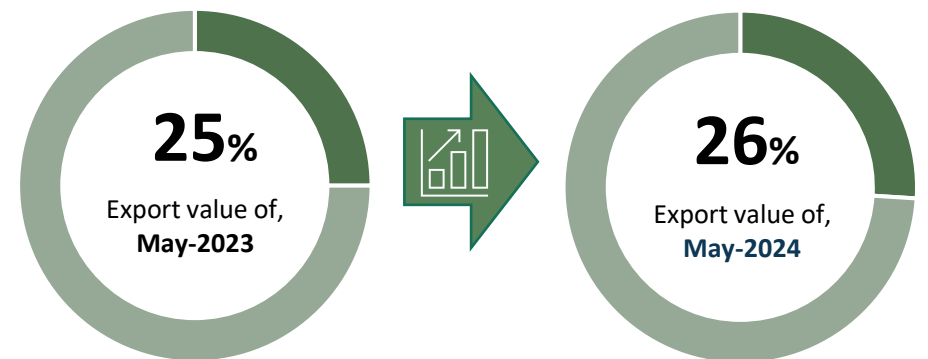
**17.97** thousand tons

- Decrease **0.3%** compared to Apr-2024
- Increase **22%** compared to May-2023
- ↑ **4,8 thousand tons** more than the monthly average rate in 2023
- Accumulated five months of 2024 reaches **75 thou.tons, 48%** of total 2023

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



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







# CASHEW NUTS

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



## Export results to the U.S., May-2024



### Shelled fresh cashew nuts

Value: **73.1** million USD

Decrease **2%** compared to Apr-2024

Increase **18%** compared to May-2023



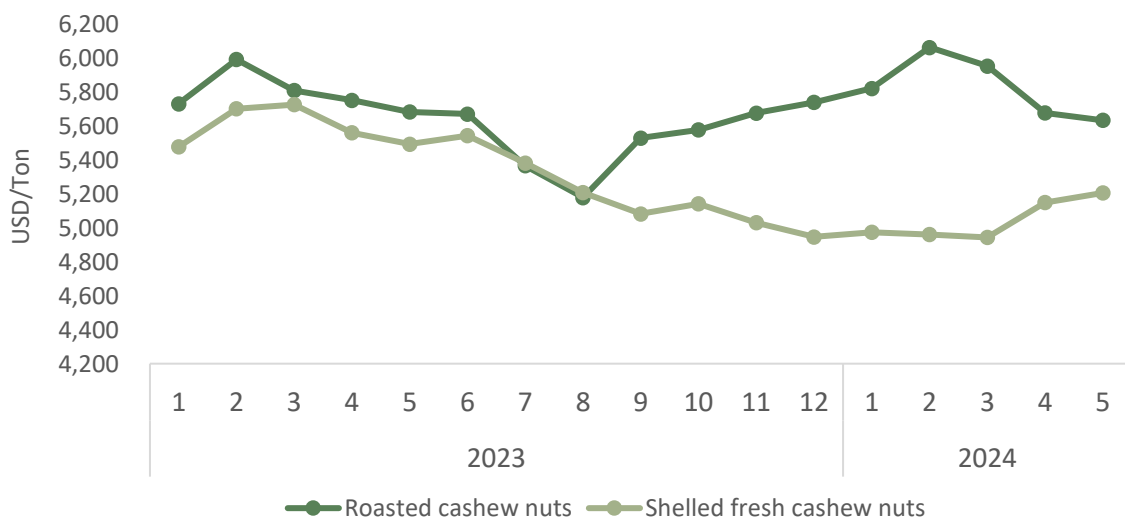
### Roasted cashew nuts

Value: **23.6** million USD

Increase **9%** compared to Apr-2024

Increase **11%** compared to May-2023

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



### Shelled fresh cashew nuts

The average export price in May-2024 is **5,207** USD/ton; **increase 1.1%** compared to previous month; and **decrease 5.2%** compared to the same month of 2023.

### Roasted cashew nuts

The average export price in May-2024 is **5,635** USD/ton; **decrease 0.8%** compared to previous month; and **decrease 0.9%** compared to the same month of 2023.

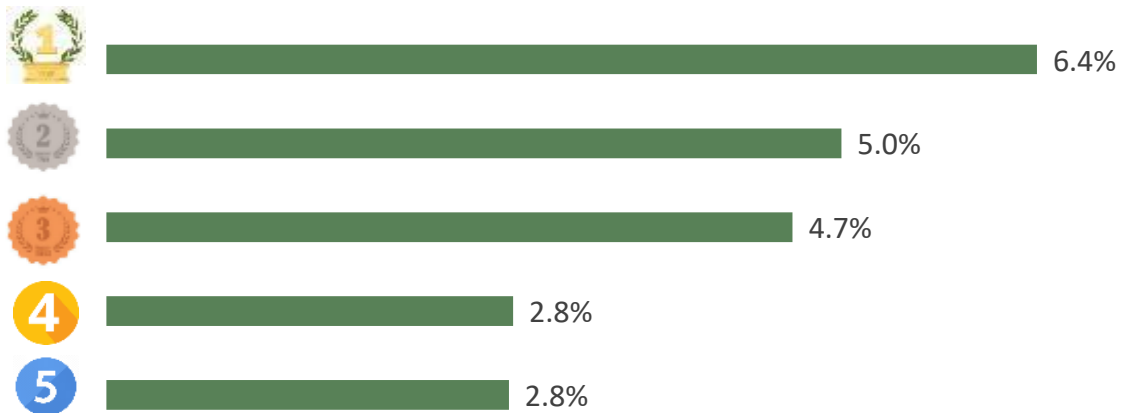


# CASHEW NUTS

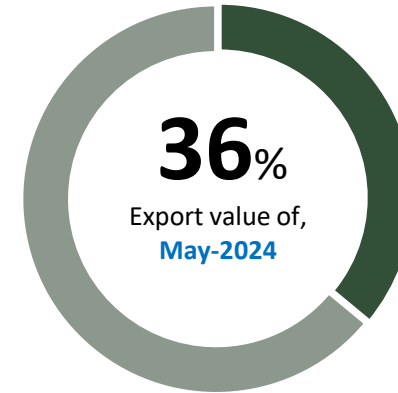
## TOP 5 export enterprises by value to the U.S., May-2024



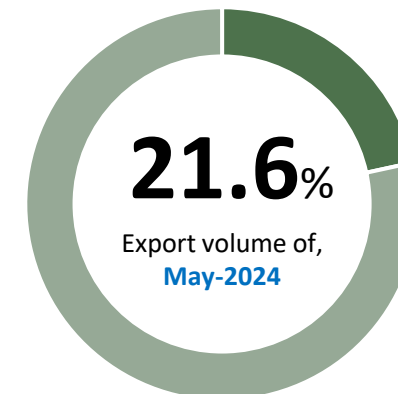
## TOP 5 export enterprises by volume to the U.S., May-2024



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



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



# CASHEW NUTS

## SPOTLIGHTS



In the first 3 months of 2024, the United States is the largest import market for cashew nuts (HS 080131 and 080132) from Brazil, reaching 1.75 thousand tons, with value of 9.36 million USD, down 47% in volume and 52% in value compared to the same period last year.

Brazil's average cashew export price to the United States in the first 3 months of 2024 is 5.45 USD/ton, down 8.3% over the same period last year.

*Source: International Trade Center (ITC)*

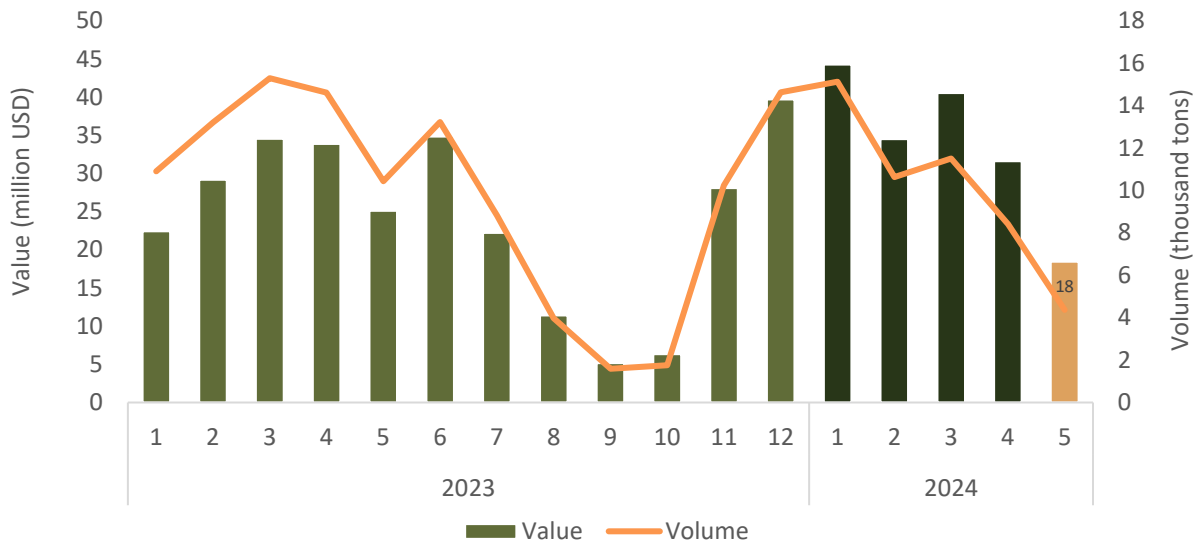






# COFFEE

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



## Export results to the U.S., May-2024

**VALUE**

**18.4** million USD

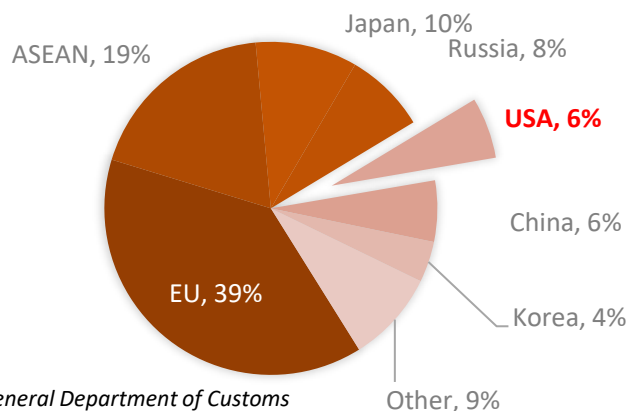
- Decrease **41.7%** compared to Apr-2024
- Decrease **26.6%** compared to May-2023
- 6 million USD** less than the monthly average rate in 2023
- Accumulated five months of 2024 reaches **169.4 mil.USD, 57.9%** of total 2023

**VOLUME**

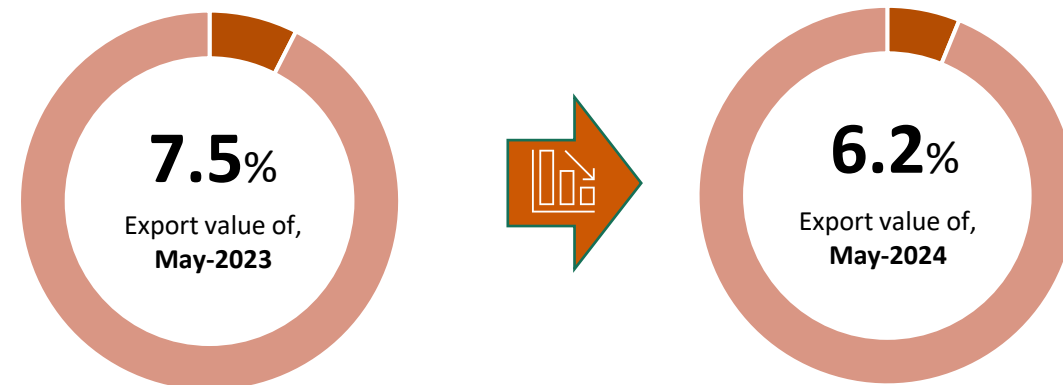
**4.4** thousand tons

- Decrease **48%** compared to Apr-2024
- Decrease **58.1%** compared to May-2023
- 5.5 thousand tons** less than the monthly average rate in 2023
- Accumulated five months of 2024 reaches **50 thou.tons, 42.2%** of total 2023

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



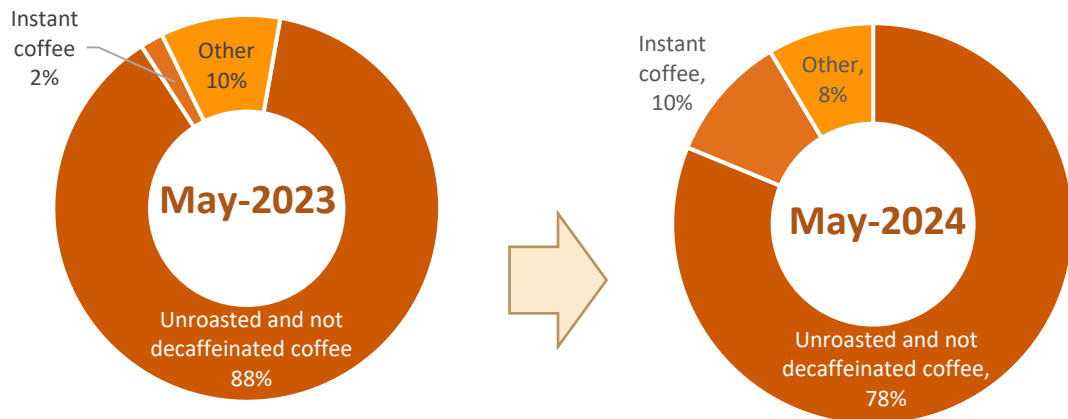
## Changes in percentage of export value to the U.S., May-2024



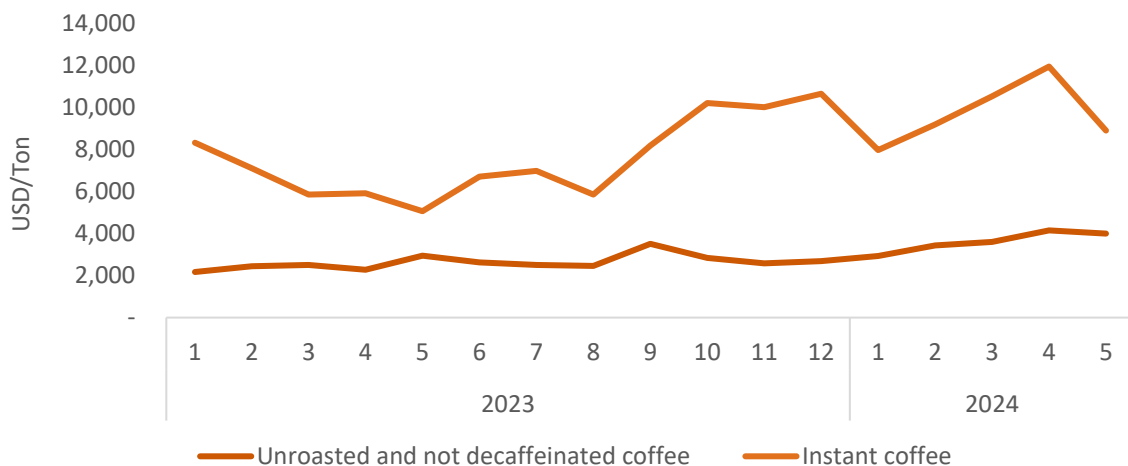
Source: Calculated from data of the General Department of Customs

# COFFEE

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



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



## Export results to the U.S., May-2024



### Unroasted and not decaffeinated coffee

Value: **14.4** million USD  
 Decrease **46.1%** compared to Apr-2024  
 Decrease **33.7%** compared to May-2023



### Instant coffee

Value: **1.8** million USD  
 Increase **17.3%** compared to Apr-2024  
 Increase **279%** compared to May-2023



### Unroasted and decaffeinated coffee

Value: **0.3** million USD  
 Decrease **74.1%** compared to Apr-2024  
 Decrease **78.6%** compared to May-2023

### Instant coffee

The average export price in May-2024 is **8,889** USD/ton; decrease **25.5%** compared to previous month; and increase **75.6%** compared to the same month of 2023.

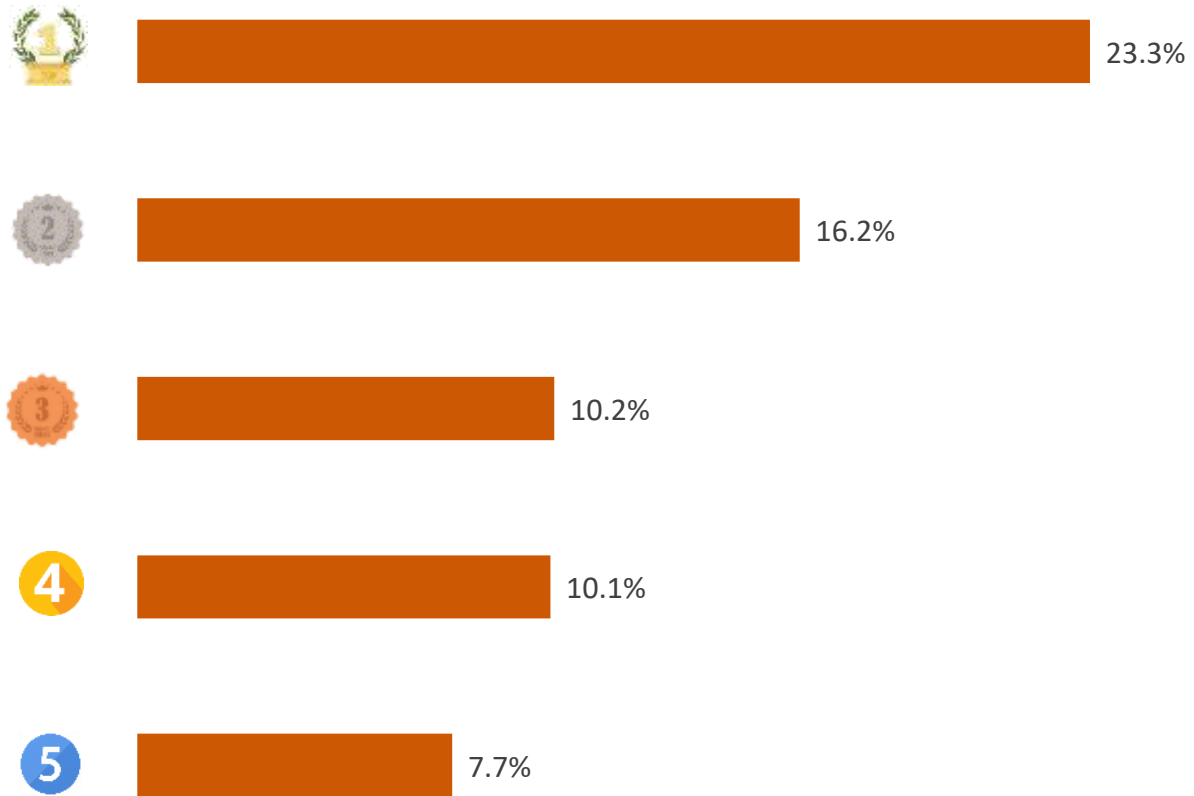
### Unroasted and not decaffeinated coffee

The average export price in May-2024 is **4,138** USD/ton; increase **15.1%** compared to previous month; and increase **82.3%** compared to the same month of 2023.

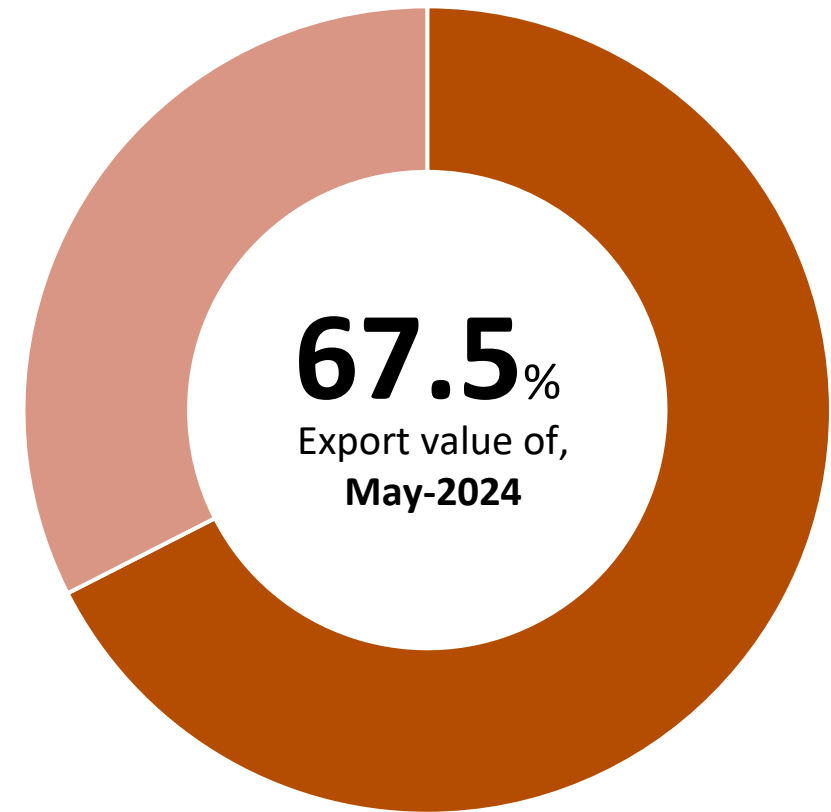


# COFFEE

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



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





According to the American Coffee Association, consumption of specialty coffee in the US is increasing due to high demand of young consumers.

45% of interviewees used specialty coffee, this is the highest proportion since the COVID-19 pandemic and 4% higher than in 2023.

Consumption of specialty coffee is the highest percent in the 25-39 age group, 66%, the 40-59 age group is 57%, the 18-24 age group is 56% and the over 60 age group is 46%.

*Source: National Coffee Association USA (May-2024)*

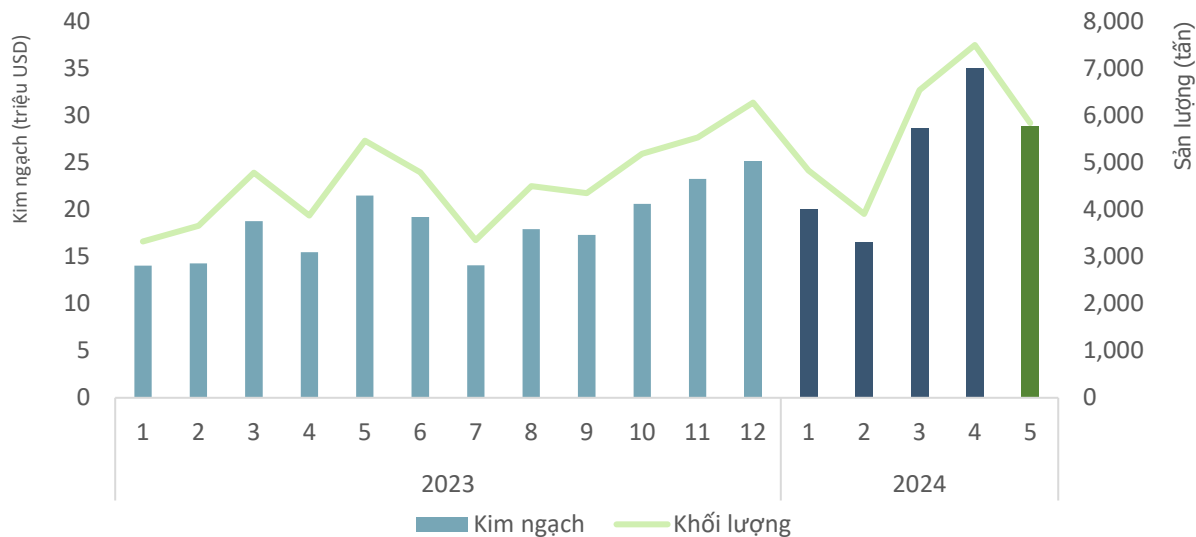






# PEPPER

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



## Export results to the U.S., May-2024

**VALUE**

**28.8** million USD \$

↘ Decrease **18%** compared to Apr-2024

↗ Increase **34%** compared to May-2023

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

❖ Accumulated five months of 2024 reaches **128.9** mil.USD, **58%** of total 2023

**VOLUME**

**5.8** thousand tons

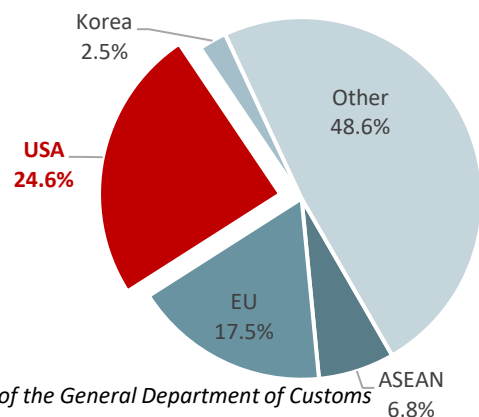
↘ Decrease **22%** compared to Apr-2024

↗ Increase **7%** compared to May-2023

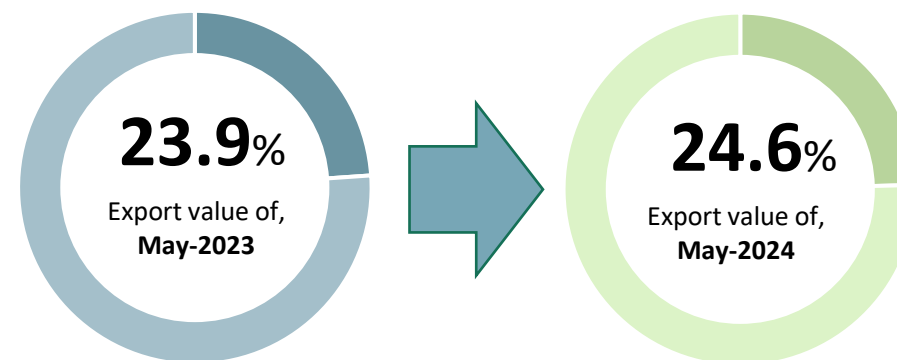
↗ **1.3 thousand tons** more than the monthly average rate in 2023

❖ Accumulated five months of 2024 reaches **28.6** thou.tons, **52%** of total 2023

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



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

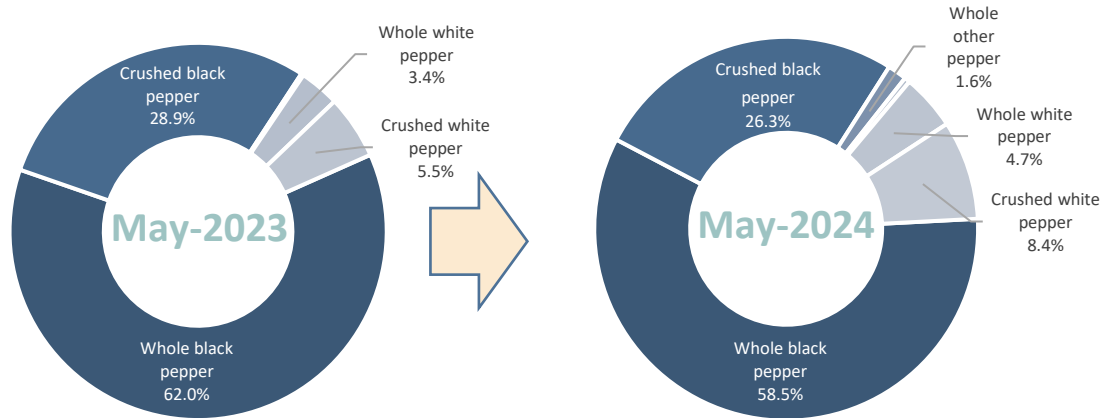


Source: Calculated from data of the General Department of Customs

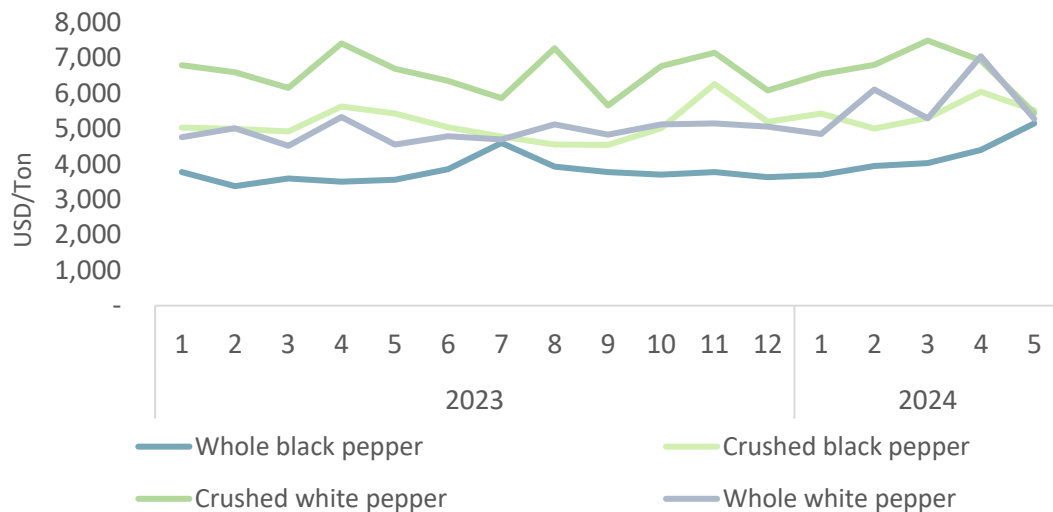


# PEPPER

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



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



## Export results to the U.S., May-2024



### Whole black pepper

Value: **17.3** million USD

Decrease **29%** compared to Apr-2024

Increase **30%** compared to May-2023



### Crushed black pepper

Value: **7.8** million USD

Decrease **4%** compared to Apr-2024

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

### Whole black pepper

The average export price in May-2024 is **5,147** USD/ton; **increase 17%** compared to previous month; and **increase 45%** compared to the same month of 2023.

### Crushed black pepper

The average export price in May-2024 is **5,513** USD/ton; **decrease 8.7%** compared to previous month; and **increase 1.6%** compared to the same month of 2023.

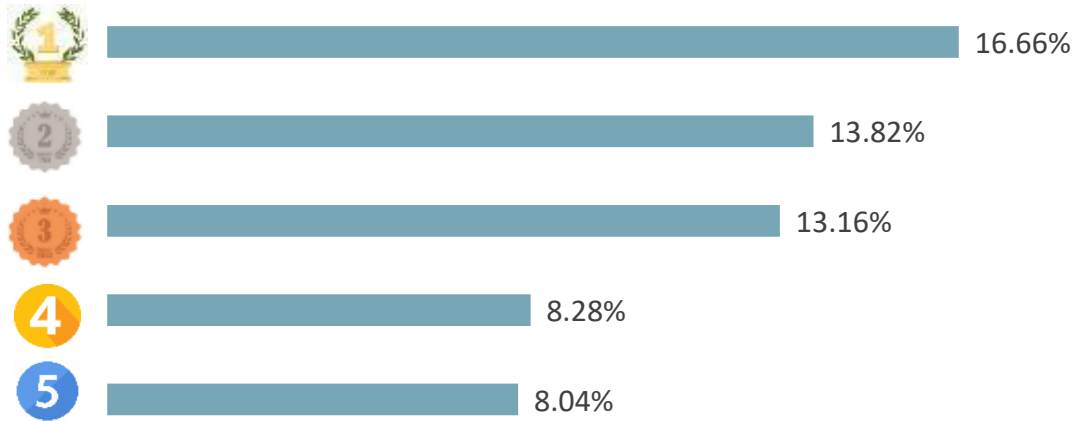
### Crushed white pepper

The average export price in May-2024 is **5,436** USD/ton; **decrease 22%** compared to previous month; and **decrease 19%** compared to the same month of 2023.

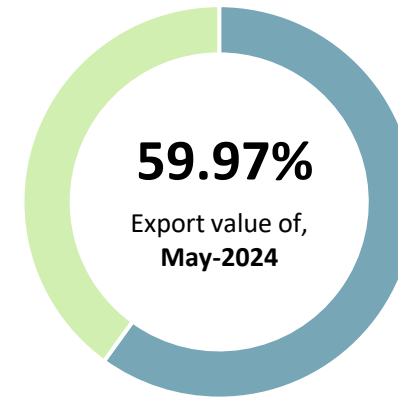


# PEPPER

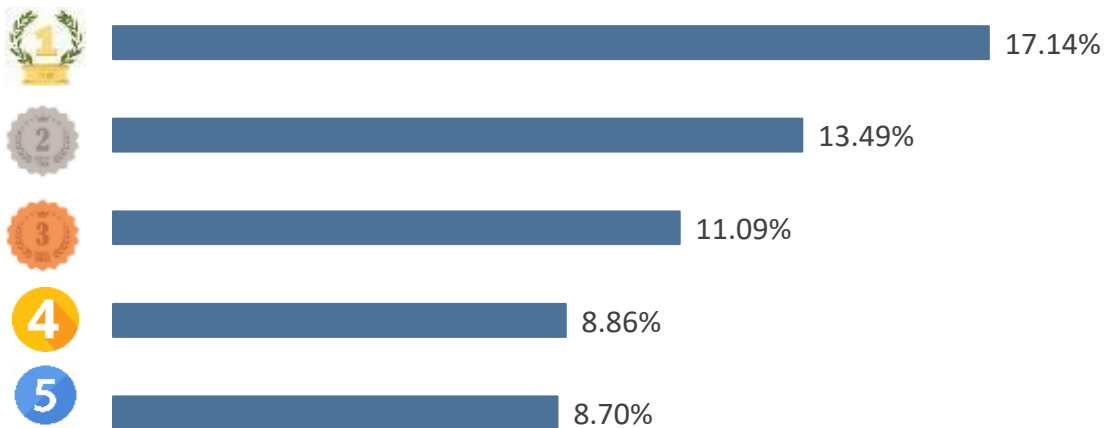
## TOP 5 export enterprises by value to the U.S., May-2024



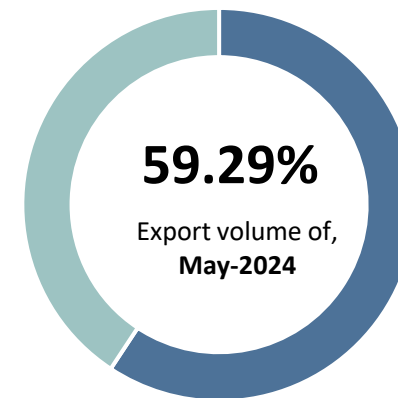
## Value ratio of TOP 5 export enterprises to the U.S., May-2024



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



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



# PEPPER



## SPOTLIGHTS

According to United States International Trade Commission (USITC), in April, US imports 8,007 tons pepper, increasing 38.9% over the previous month and 32.8% over the same period last year. 2023.

In the first 4 months of the year, the US imports 27,872 tons with a value of 130.53 million USD, up 24.5% in volume and 24.2% in value compared to the same period last year.

Vietnam is the largest pepper supplier to the United States, accounting for 76% of the market share with a volume of 21,259 tons, and value of 97.3 million USD, an increase of 19.2% in volume and 21.5% in value price compared to the same period last year.

In addition, the United States also increases to import pepper from other markets such as: India (2,258 tons, up 20.8%), Indonesia (2,233 tons, up 133.6%); Brazil (1,106 tons, up 59.2%).

*Source: Vietnambiz.vn*



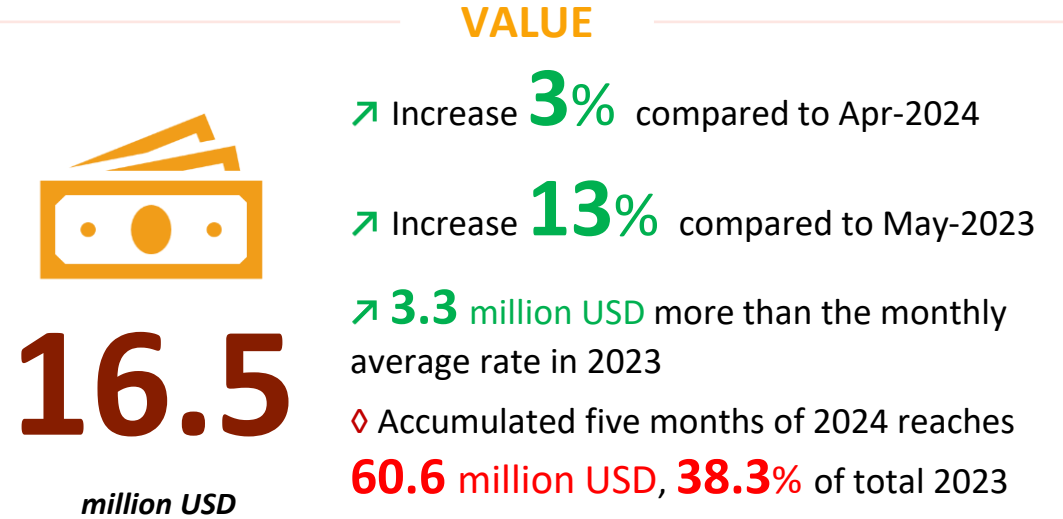


# MEAT AND MEAT PRODUCTS (IMPORT)

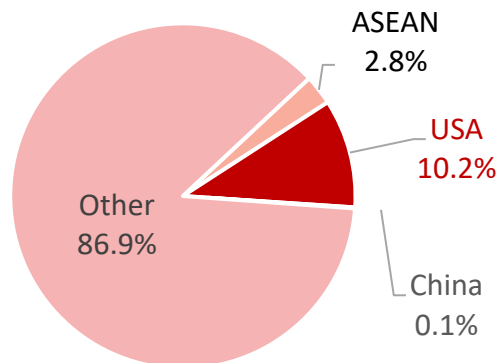
## Import value from the U.S., May-2024



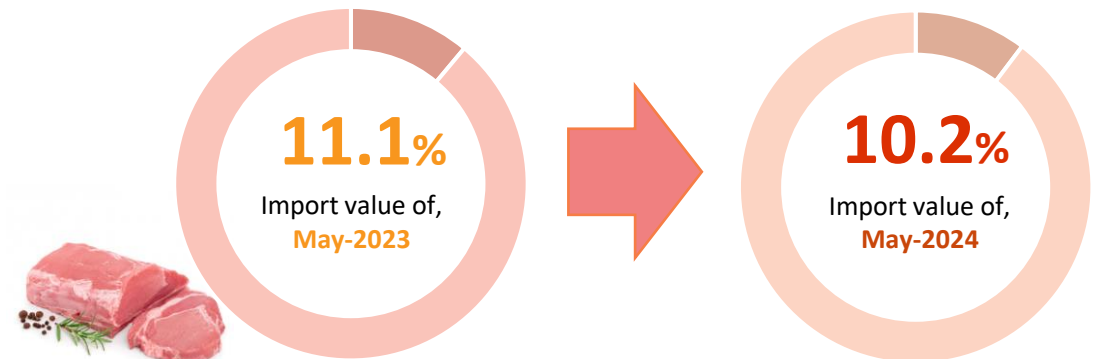
## Import results from the U.S., May-2024



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



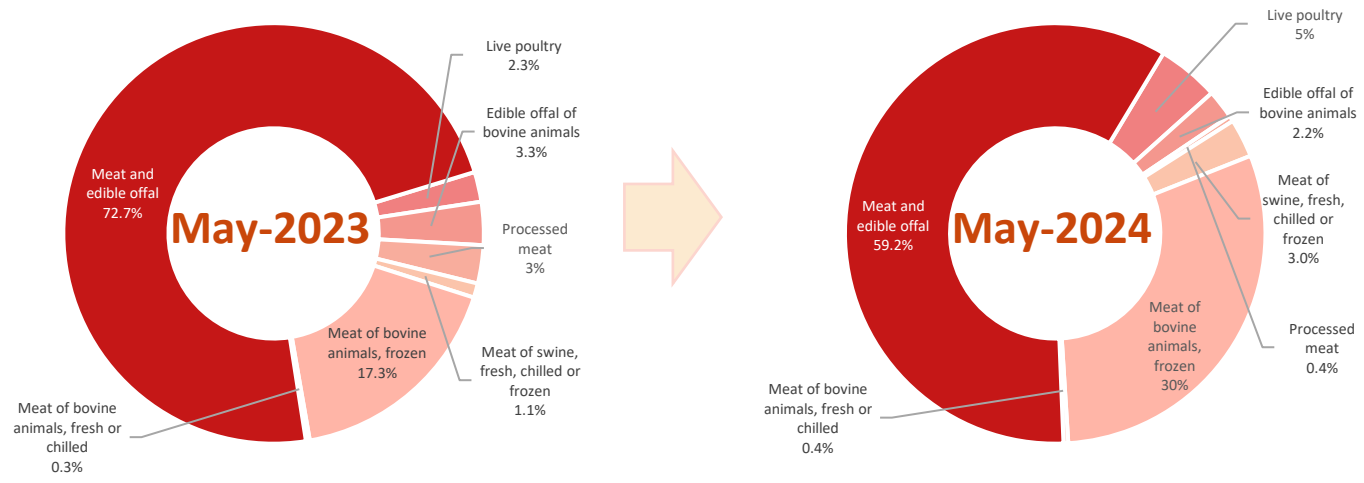
## Changes in percentage of import value from the U.S., May-2024





# MEAT AND MEAT PRODUCTS

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



## Import results from the U.S., May-2024



### Meat and edible offal

Value: **9.75** million USD  
 Increase **79.5%** compared to Apr-2024  
 Decrease **8.8%** compared to May-2023



### Meat of bovine animals, frozen

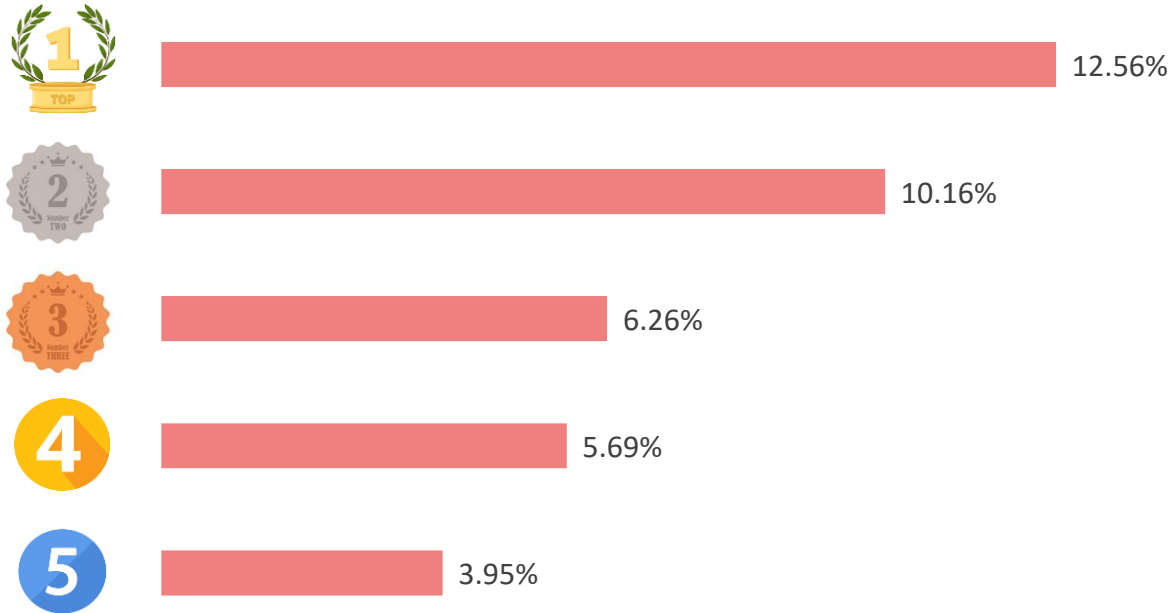
Value: **4.94** million USD  
 Increase **135.2%** compared to Apr-2024  
 Increase **95.6%** compared to May-2023

Source: Calculated from data of the General Department of Customs

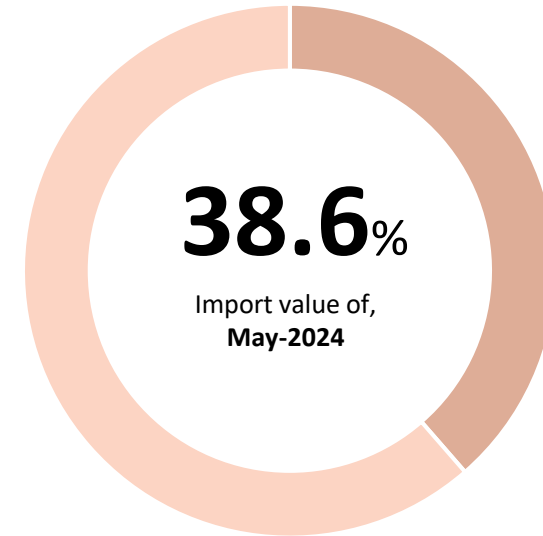


# MEAT AND MEAT PRODUCTS

## TOP 5 import enterprises by value from the U.S., May-2024



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



# MEAT AND MEAT PRODUCTS

## SPOTLIGHTS



In 2024, US pork production is forecast to increase 3% over the previous year, reaching 12.7 million tons. U.S. pork exports are nearly 8% in 2024 due to strong demand from key markets, such as Mexico and Japan. Abundant supply and high export competitiveness helped the United States achieve growth in pork exports.

*Source: Vietnambiz.vn*

According to USDA, as of June 1, 2024, there are 74.5 million pigs and piglets on farms, an increase of 1% over the same period in 2023. The data is based on a survey of 4,524 farmers through many different survey methods such as: online interviews, by mail, by phone and in person.

*Source: Tridge.com*







Any comments, please send to:

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