

Volume 01/2025

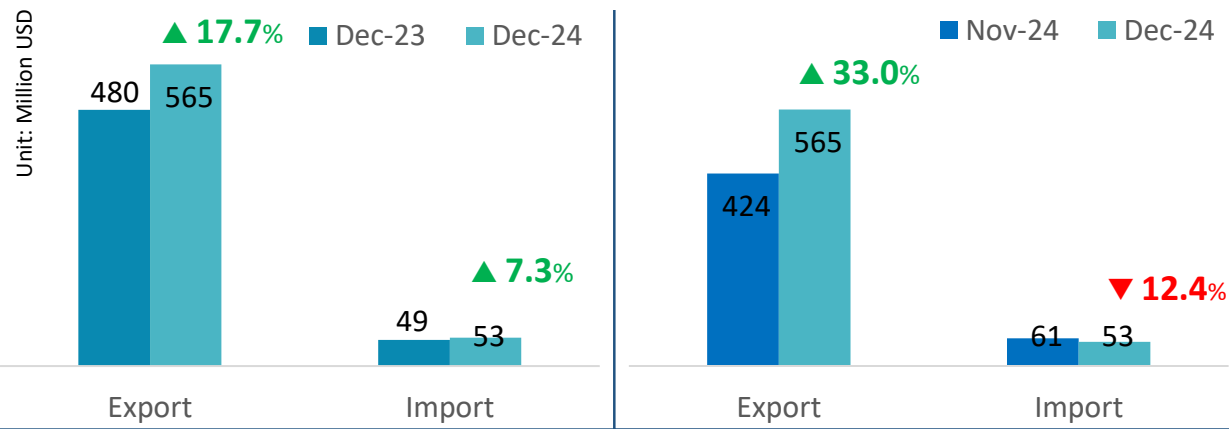
MONTHLY REPORT ON AGRI-PRODUCT EXPORT

FROM VIETNAM TO **THE EU MARKET**

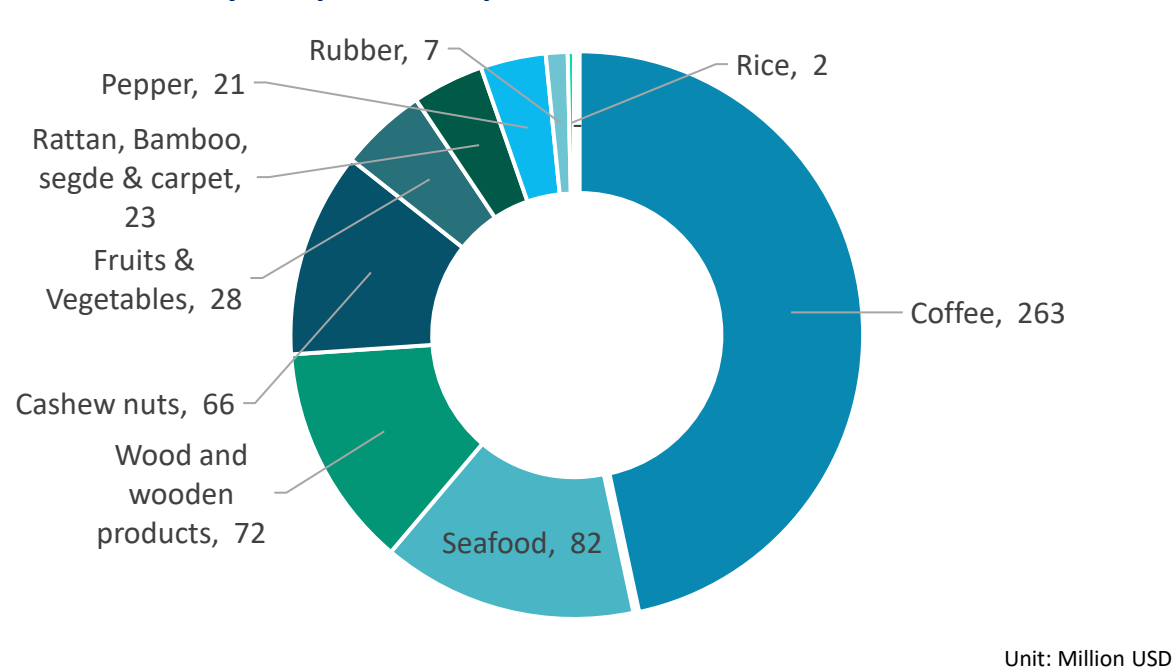


THE SITUATION OF AGRO-FORESTRY-FISHERY (AFF) PRODUCT EXPORT FROM VIETNAM TO THE EU IN DECEMBER 2024

AFF product import-export turnover between Vietnam and the EU, Dec-2024

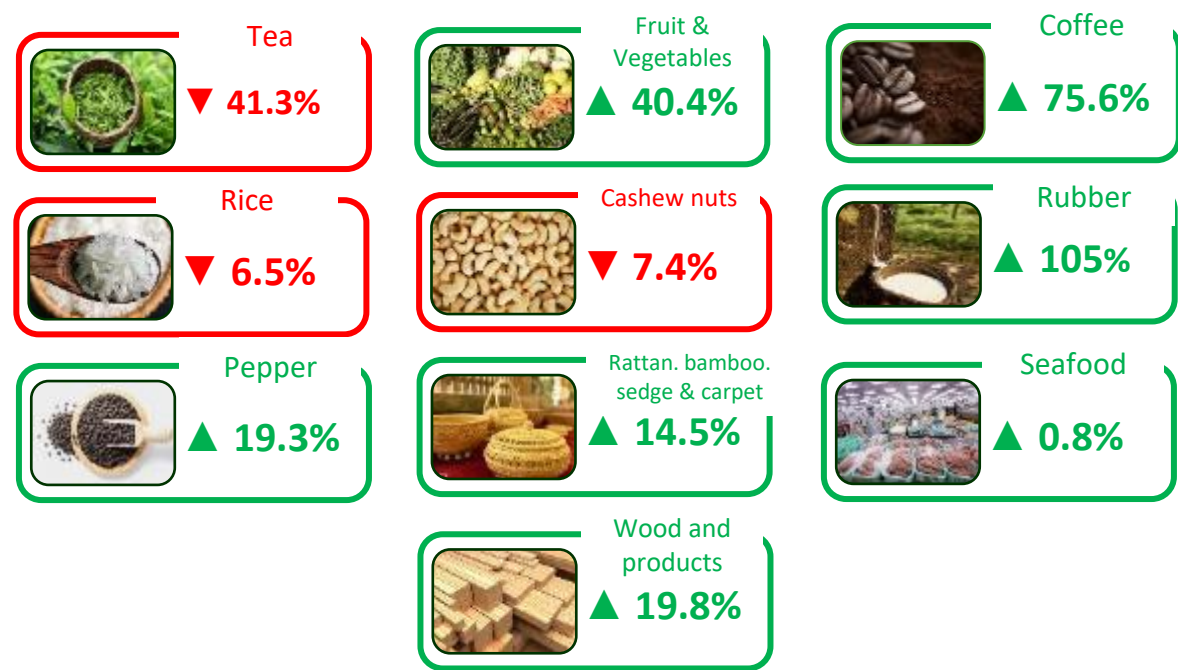


Key AFF product export value to the EU, Dec-2024

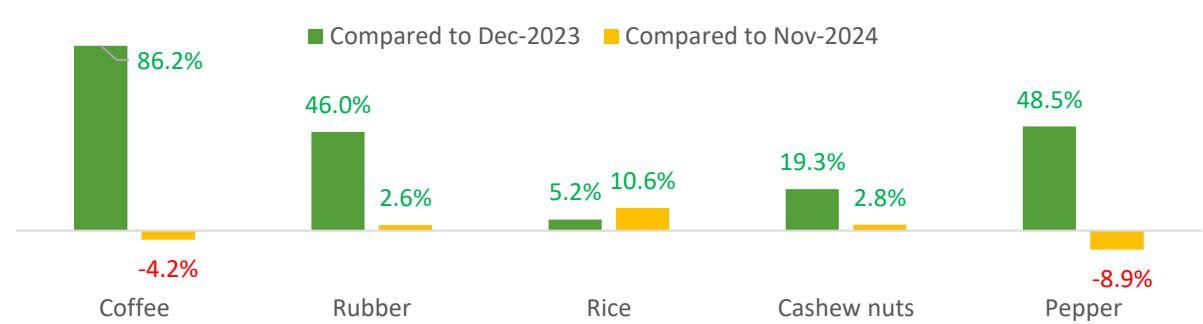


Source: Calculated from data of the General Department of Customs

Changes in key AFF product export value to the EU in Dec-2024 compared to Nov-2024



Changes in average export value of key AFF products to the EU in Dec-2024 compared to Dec-2023 and Nov-2024



EU considers imposing tariffs on agricultural products and fertilizers from Russia and Belarus

On January 28, 2025, the European Commission (EC) proposed imposing tariffs on various agricultural products and certain nitrogen-based fertilizers from Russia and Belarus to ensure the

European Union's (EU) food security.

Specifically, the tariffs on nitrogen-based fertilizers aim to support domestic production and diversify supply sources from other regions.

The Commission's proposal must be reviewed and approved by the governments of EU member states and the European Parliament.

Previously, the EU avoided imposing sanctions on Russian agricultural products and fertilizers to prevent disruptions to global supply chains.

In 2024, the EU's executive body proposed increasing tariffs on grain imports from Russia and Ukraine. The new tariffs are expected to take approximately two months to take effect.

Source: Vietnamplus.vn



European economy stagnates in Q4/2024

The eurozone's GDP recorded zero growth (0%) in Q4/2024, while the overall EU economy grew by just 0.1%, a significant slowdown from the 0.4% growth in Q3. The European economy stalled mainly due to reducing Germany's GDP—the largest economy in the EU—by 0.2%, as it lost cheap energy supplies from Russia, bureaucratic inefficiencies, and political instability. France's economy shrank by 0.1%, Italy saw no growth (0%), while Portugal posted the strongest expansion at 1.5%. All other eurozone economies grew by less than 1%.

In 2024, the eurozone's GDP grew by 0.7%, while the EU grew by 0.8%. Political instability in Germany and France has made businesses and consumers increasingly cautious. Germany has lowered its 2025 growth forecast to 0.3%, while France faces significant uncertainty due to political instability. EU trade could also be impacted if Donald Trump

reinstates import tariffs.

The European Central Bank (ECB) is expected to reduce interest rates to support growth but it faces inflation risks, which climbed to 2.4% in December 2024. European consumers are increasingly concerned about rising prices, potentially leading to further declines in spending.

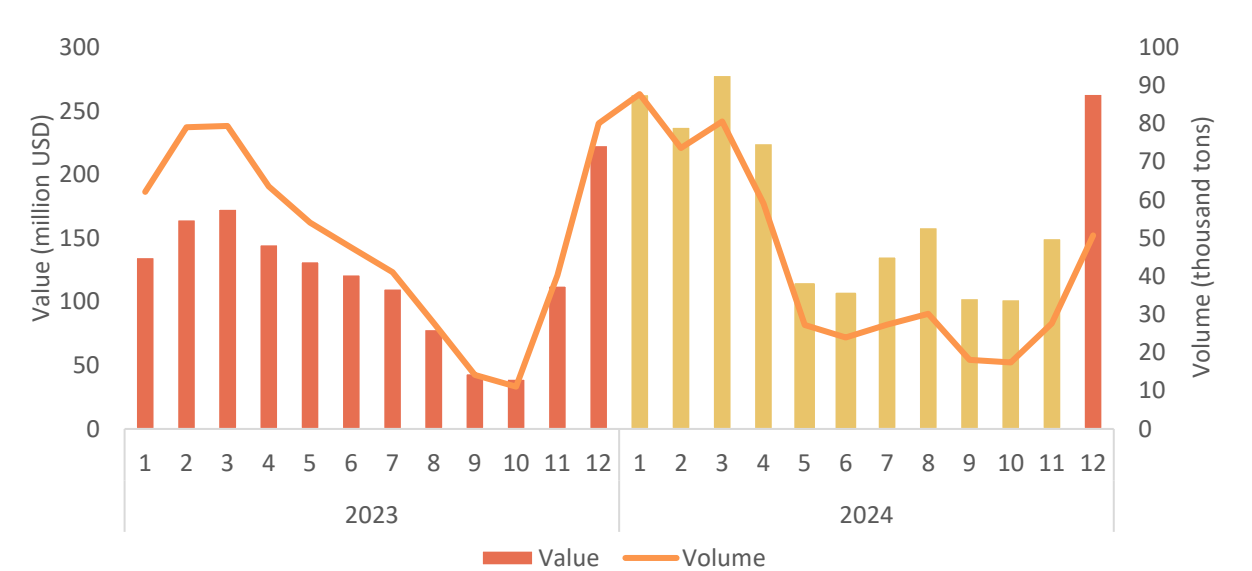
Source: Vnexpress.vn





COFFEE

Export volume and value to the EU, Dec-2024



Export results to the EU, Dec-2024

VALUE

263.3 *mil. USD*

↗ Increase **75.6%** compared to Nov-2024

↗ Increase **18%** compared to Dec-2023

↗ **140 mil. USD** more than the monthly average rate in 2023

❖ Accumulated 2024 reaches **2.14 bil. USD**, **144.4%** of total 2023.

VOLUME

50.7 *thousand tons*

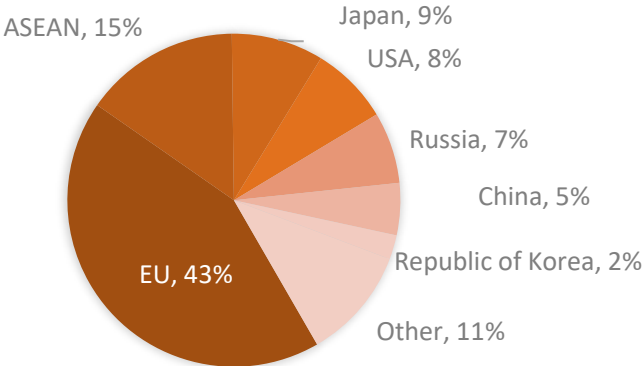
↗ Increase **83.3%** compared to Nov-2024

↘ Decrease **36.6%** compared to Dec-2023

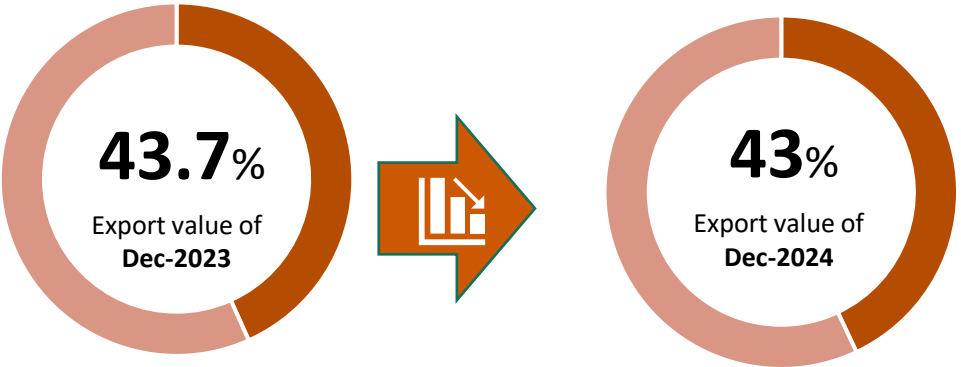
↗ **0.7 thousand tons** more than the monthly average rate in 2023

❖ Accumulated 2024 reaches **523.8** thousand tons, **87.3%** of total 2023.

Percentage of export value to the EU, Dec-2024



Changes in percentage of export value to the EU, Dec-2024

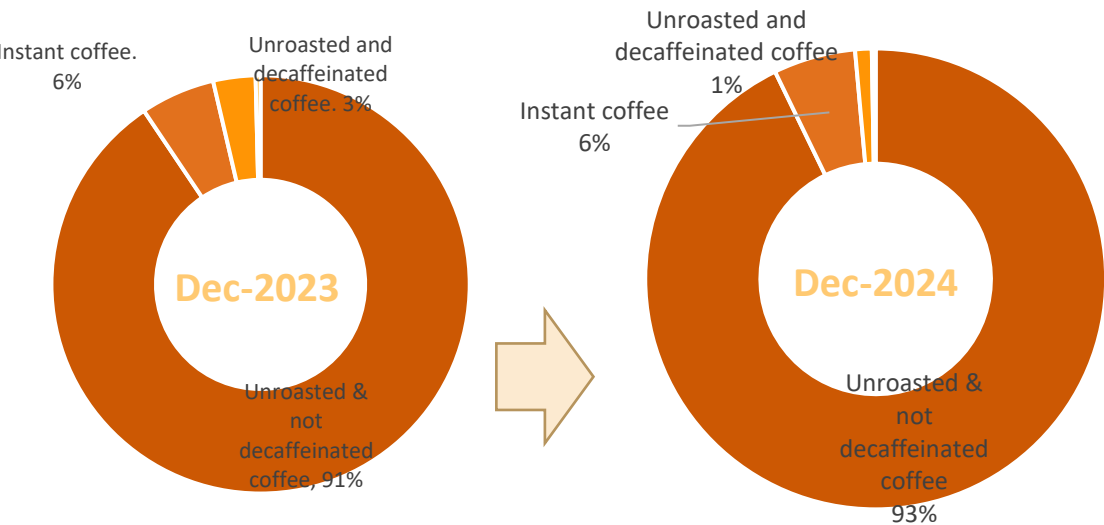


Source: Calculated from data of the General Department of Customs

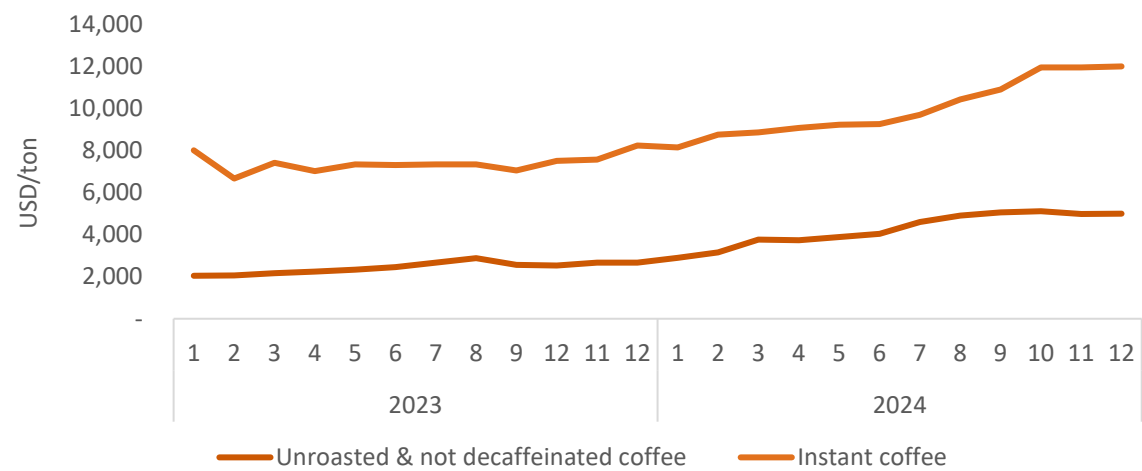


COFFEE

Structure of exports by products to the EU, Dec-2024



Average export price to the EU, Dec-2024



Source: Calculated from data of the General Department of Customs

Export results to the EU, Dec-2024



Unroasted & not decaffeinated coffee

Value: **122.8** mil. USD

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

Increase **28.9%** compared to Dec-2023

Instant coffee

Value: **16.9** mil. USD

Decrease **7.4%** compared to Nov-2024

Increase **146%** compared to Dec-2023

Unroasted and decaffeinated coffee

Value: **11.1** mil. USD

Decrease **3.2%** compared to Nov-2024

Increase **75.11%** compared to Dec-2023

Instant coffee

The average export price in Dec-2024 is **11.990** USD/ton; **increases 0.5%** compared to the previous month; and **increases 48.6%** compared to the same month of 2023.

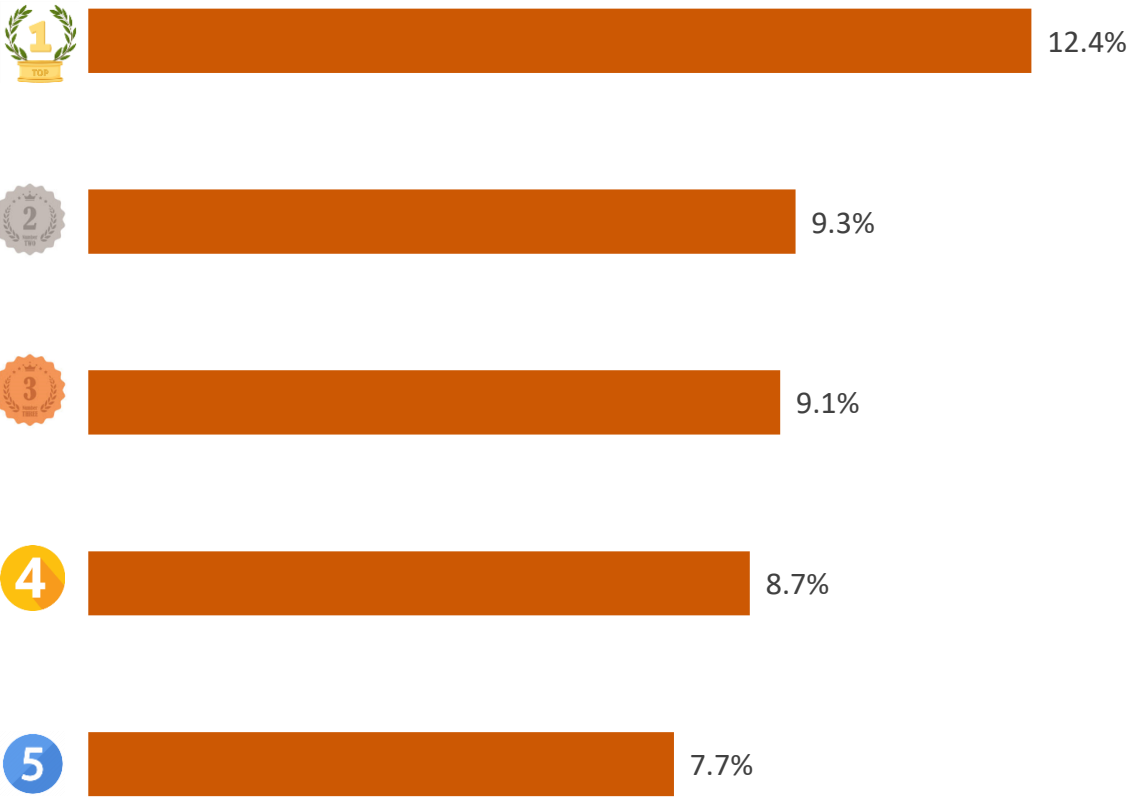
Unroasted & not decaffeinated coffee

The average export price in Dec-2024 is **4.993** USD/ton; **increases 0.4%** compared to the previous month; and **increases 87.1%** compared to the same month of 2023.

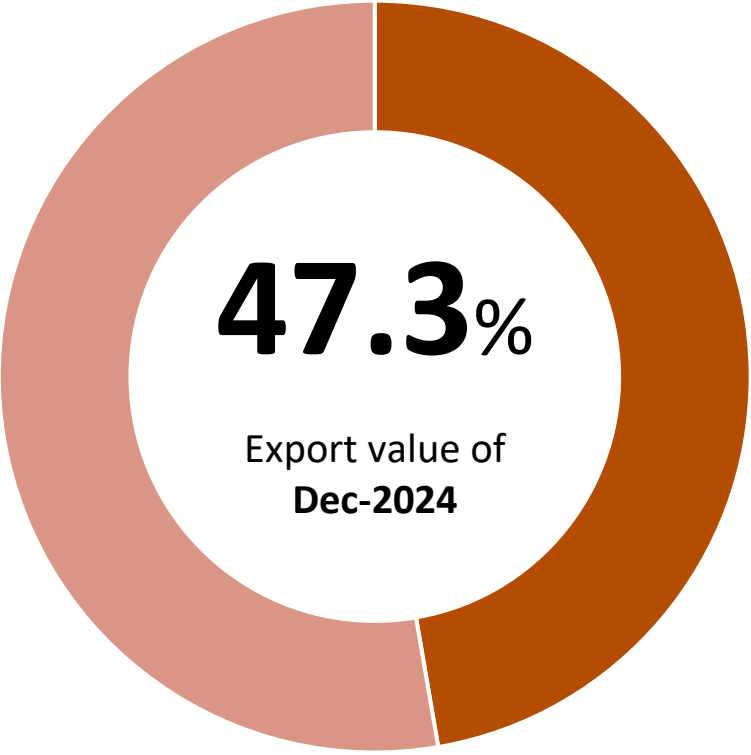


COFFEE

TOP 5 export enterprises by value to **the EU, Dec-2024**



Value ratio of TOP 5 export enterprises to **the EU, Dec-2024**



Source: Calculated from data of the General Department of Customs



COFFEE



SPOTLIGHTS

Coffee Consumption in the EU in 2025

The European Union (EU) is projected to consume 2.41 billion kg of coffee in 2025, generating \$145.5 billion in revenue, according to Statista. On average, each EU citizen will consume 2.32 kg of coffee at home. Home coffee consumption is expected to grow at an annual rate of 2.74% from 2025 to 2029. Additionally, out-of-home coffee consumption is anticipated to generate \$111.2 billion in revenue in 2025..

Source: Statista (1/2025)

EU Coffee Imports in 2024/2025

According to the USDA, the European Union's coffee imports are expected to increase by 1.0 million bags, reaching 45.0 million bags, driven by higher exports from Vietnam and Indonesia. In 2023/2024, the top coffee exporters to the EU were Brazil (43%), Vietnam (22%), Uganda (7%), Honduras (6%). Ending stocks are projected to continue declining to 8.0 million bags.

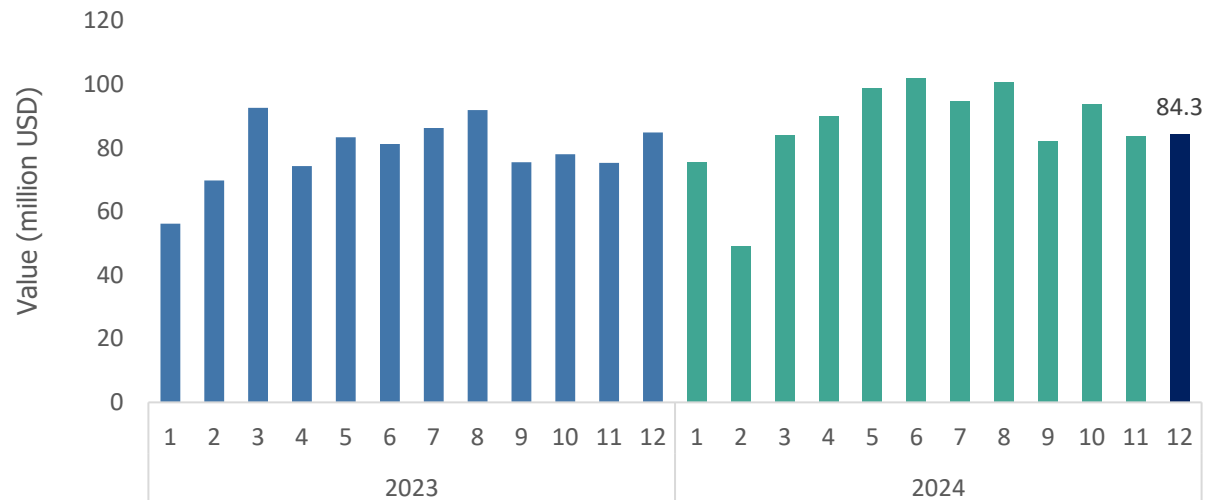
Source: USDA (1/2025)





SEAFOOD

Export value to the EU, Dec-2024



Export results to the EU, Dec-2024

VALUE

84.3 mil. USD



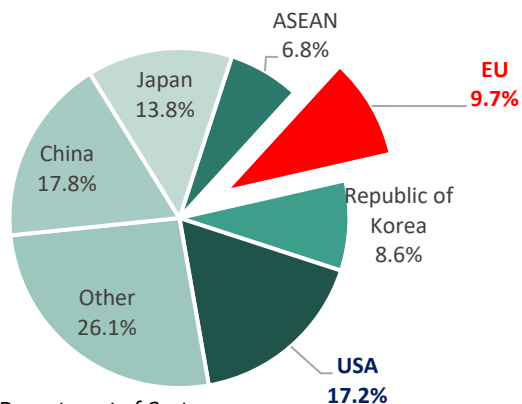
↗ Increase **0.8%** compared to Nov-2024

↘ Decrease **0.7%** compared to Dec-2023

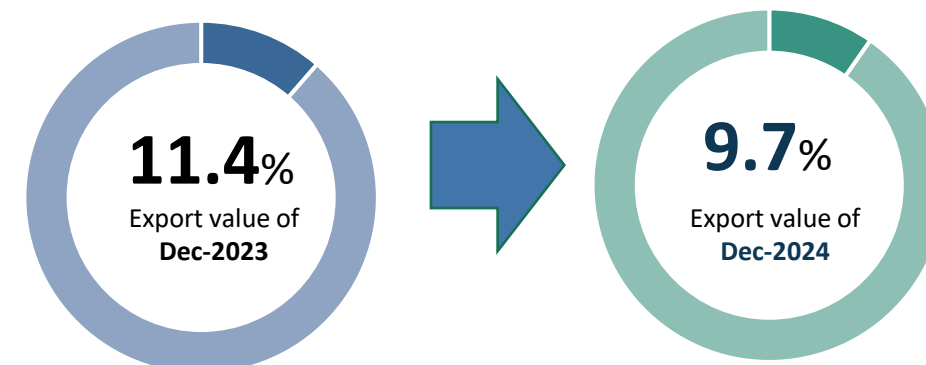
↗ **5.2 mil. USD** more than the monthly average rate in 2023

❖ Accumulated 2024 reaches **1038.5** mil. USD, **109.4%** of total 2023

Percentage of export value to the EU, Dec-2024



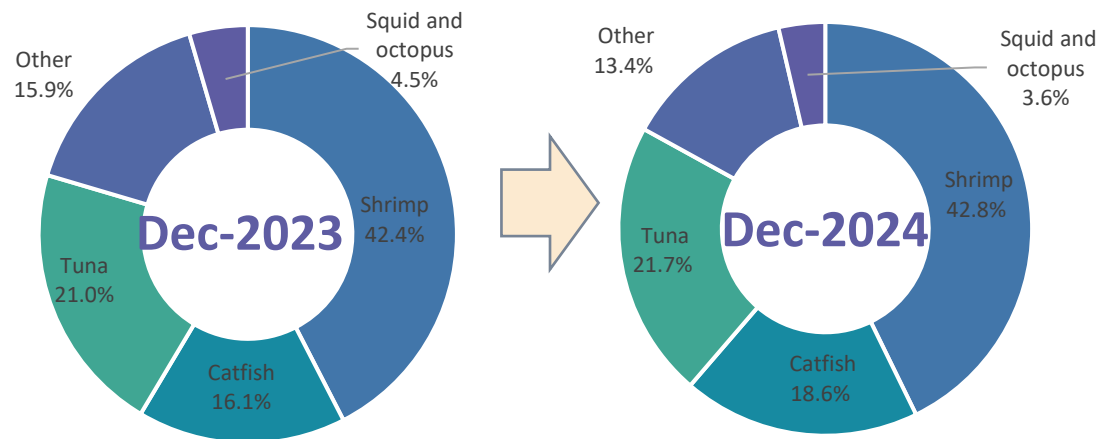
Changes in percentage of export value to the EU, Dec-2024



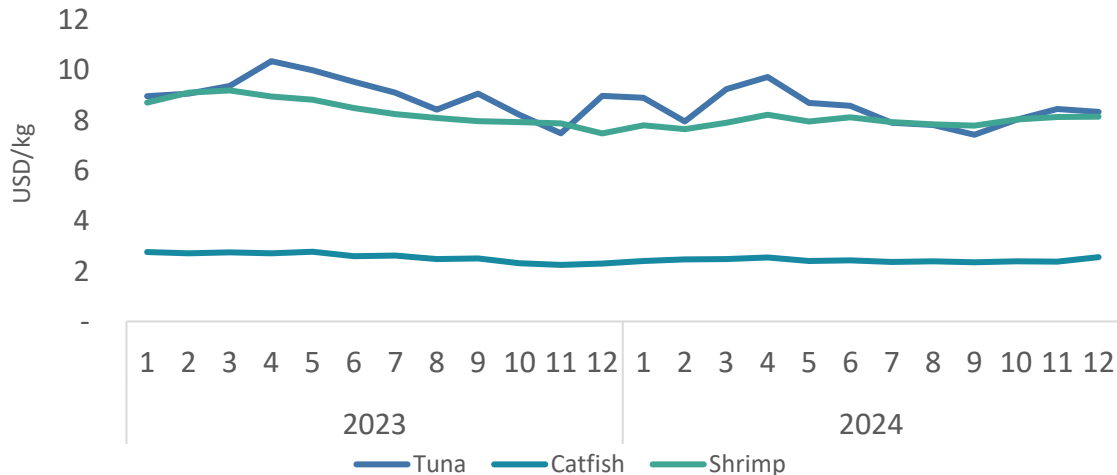


SEAFOOD

Structure of exports by products to the EU, Dec-2024



Average export price to the EU, Dec-2024



Export results to the EU, Dec-2024



Shrimp

Value: **36.1** mil. USD

Decrease **8.9%** compared to Nov-2024

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



Catfish

Value: **15.7** mil. USD

Decrease **5.6%** compared to Nov-2024

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



Tuna

Value: **18.3** mil. USD

Increase **85.1%** compared to Nov-2024

Increase **2.5%** compared to Dec-2023

Tuna

The average export price in Dec-2024 is **8.3** USD/kg; **decreases 1.3%** compared to the previous month; and **decreases 7.2%** compared to the same month of 2023.

Catfish

The average export price in Dec-2024 is **2.6** USD/kg; **increases 7.7%** compared to the previous month; and **increases 11.2%** compared to the same month of 2023.

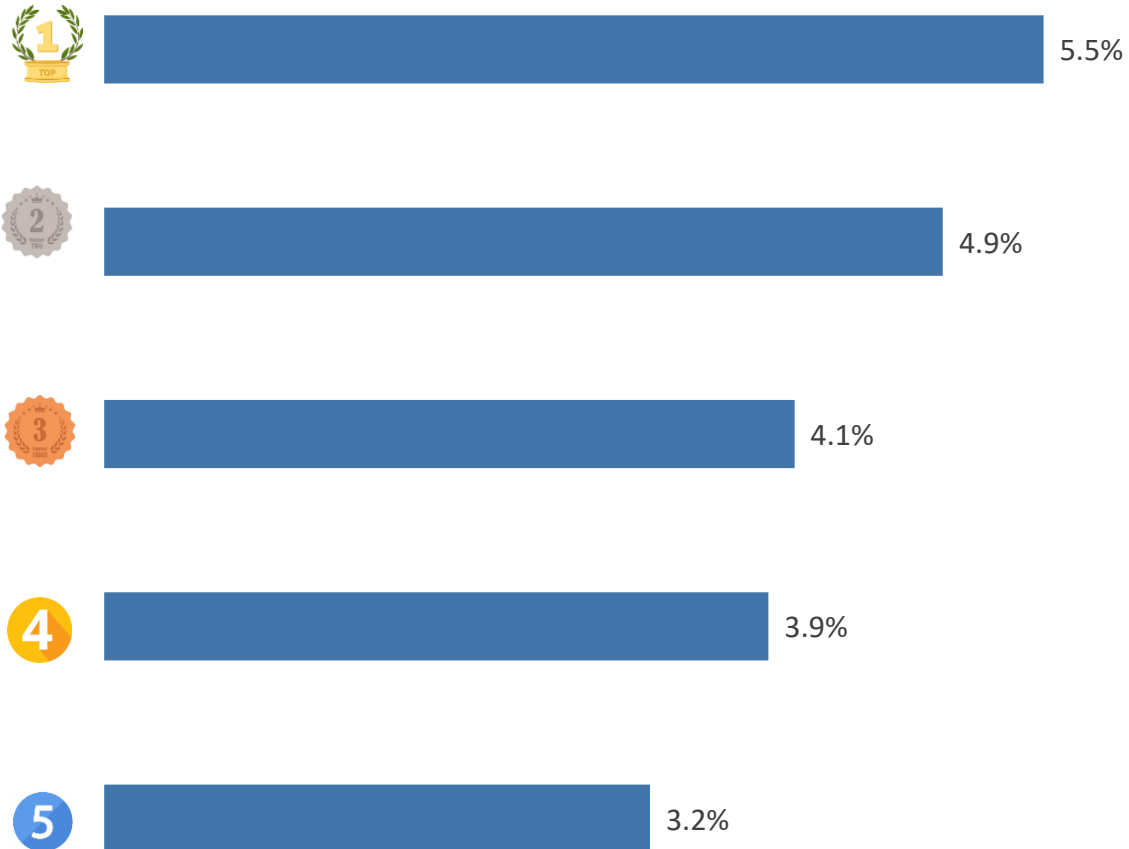
Shrimp

The average export price in Dec-2024 is **8.1** USD/kg; **increases 0.2%** compared to the previous month; and **increases 8.9%** compared to the same month of 2023.

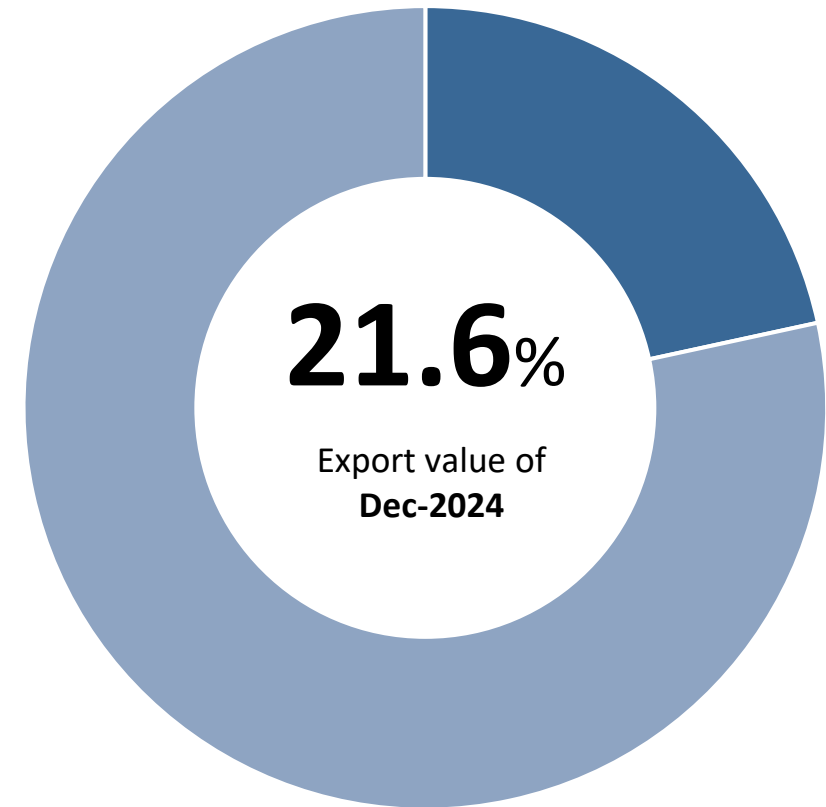


SEAFOOD

TOP 5 export enterprises by value to the EU, Dec-2024



Value ratio of TOP 5 export enterprises to the EU, Dec-2024





SPOTLIGHTS

EU fishing industry profits increase to 1.7 billion EUR in 2024

According to the 2024 Annual Economic Report by the European Commission (EC), the EU fishing fleet's profits are about 1.67 billion EUR (1.74 billion USD), marking an increase compared to 2022 and 2023. This growth is driven by effective fisheries management, higher selling prices, reduced fishing capacity, lower fuel costs, and more fuel-efficient fishing methods. Sustainable fishing practices have also helped lower costs and ensure long-term resource sustainability.

However, the report highlights several challenges, including an aging fleet, a shortage of new labor, and 25% of vessels being inactive. Small-scale coastal fleets continue to face economic difficulties. Executive Vice President of the EU, Maros Sefcovic, emphasized the need for continued support to ensure a sustainable and competitive fishing industry while reducing emissions and energy consumption.

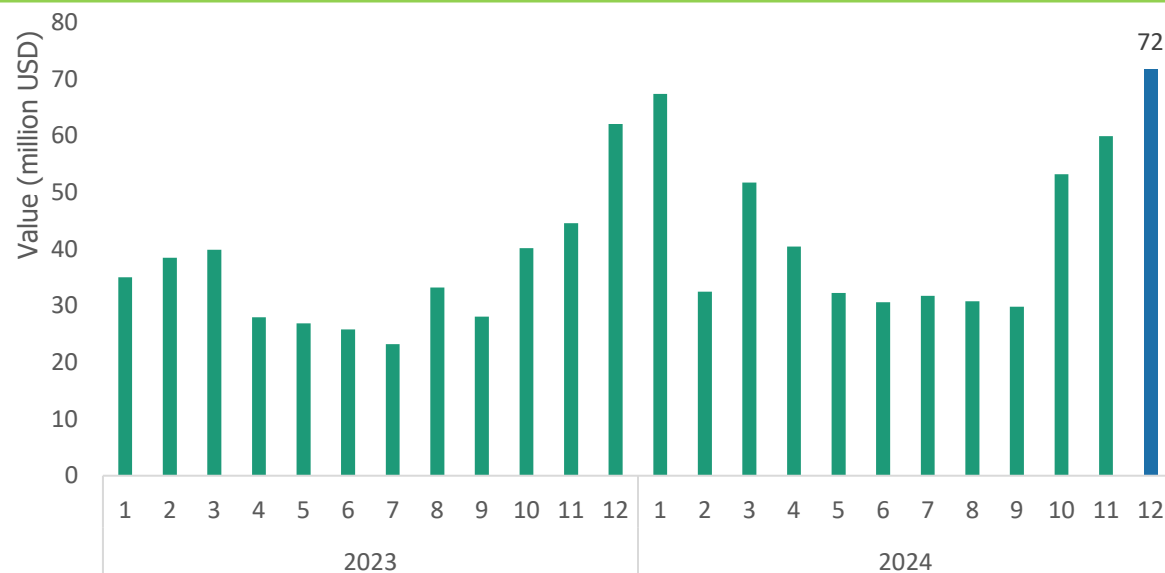
Source: Vasep (1/2025)





WOOD AND WOODEN PRODUCTS

Export value to the EU, Dec-2024



Export results to the EU, Dec-2024

VALUE



72

mil. USD

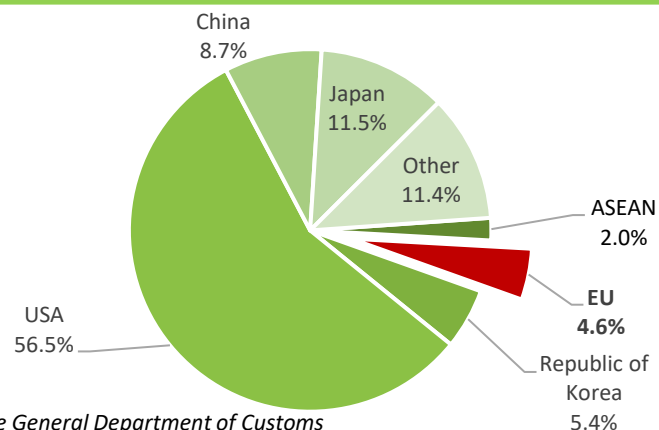
➤ Increase **19.8%** compared to Nov-2024

➤ Increase **15.6%** compared to Dec-2023

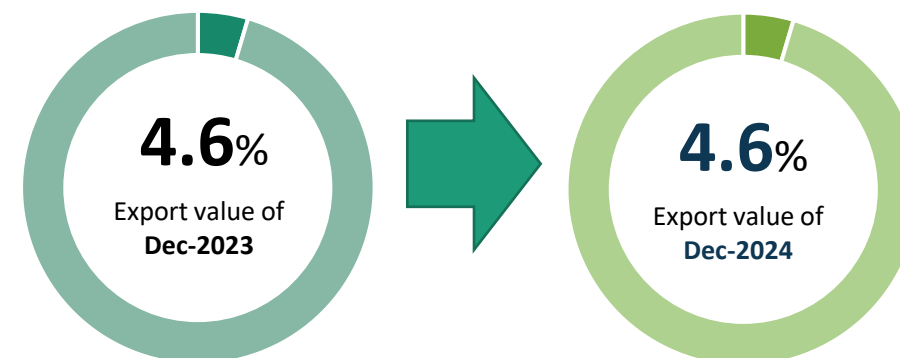
➤ **36.3 mil. USD** more than the monthly average rate in 2023

❖ Accumulated 2024 reaches **531.9** mil. USD, **125.1%** of total 2023

Percentage of export value to the EU, Dec-2024



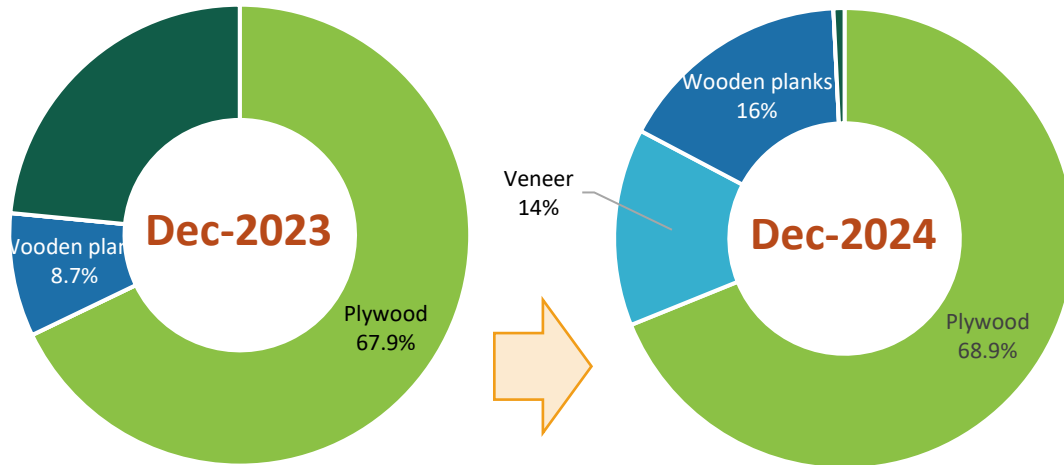
Changes in percentage of export value to the EU, Dec-2024



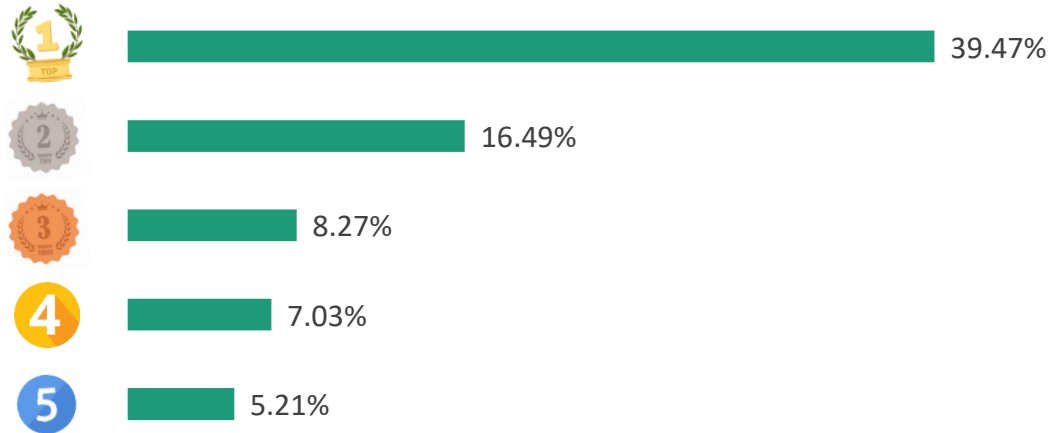


WOOD AND WOODEN PRODUCTS

Structure of exports by products to the EU, Dec-2024



TOP 5 export enterprises by value to the EU, Dec-2024



Export results to the EU, Dec-2024



Plywood

Value: **1.8** mil. USD

Decrease **36%** compared to Nov-2024

Increase **69%** compared to Dec-2023



Wooden planks

Value: **420.2** thousand USD

Increase **2429%** compared to Nov-2024

Increase **218%** compared to Dec-2023



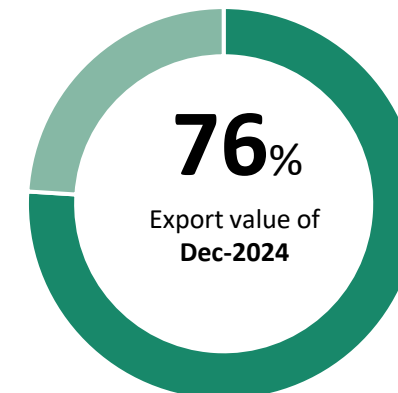
Veneer

Value: **352.9** thousand USD

Increase **138%** compared to Nov-2024

Increase **66%** compared to Dec-2023

Value ratio of TOP 5 export enterprises to the EU, Dec-2024





SPOTLIGHTS

After a sharp decline in 2023, Europe's imports of tropical wood furniture partially recovered in 2024. In the first 11 months of 2024, the EU and UK imported 148,000 tons of wooden furniture from Vietnam, a 9% increase compared to the same period in 2023. Imports from Malaysia rose 21% to 80,000 tons, while India saw an 11% increase to 75,000 tons. However, imports from Indonesia dropped 8% to 63,000 tons, Brazil declined 5% to 43,000 tons, Thailand fell 28% to 4,000 tons, and Singapore decreased 30% to 2,000 tons.

Imports of tropical wood furniture in major European markets showed a recovery sign over the first 11 months of 2024: UK (+3% to 131,100 tons), France (+5% to 69,500 tons), Germany (+13% to 54,400 tons), Netherlands (+0.1% to 41,600 tons), Spain (+17% to 30,900 tons), Belgium (+5% to 22,100 tons), Denmark (+4% to 10,200 tons), Poland (+1% to 8,200 tons). However, Italy recorded a 2% decline in tropical wood furniture imports, dropping to 8,300 tons.





FRUITS AND VEGETABLES (EXPORT)

Export volume and value to the EU, Dec-2024



Export results to the EU, Dec-2024



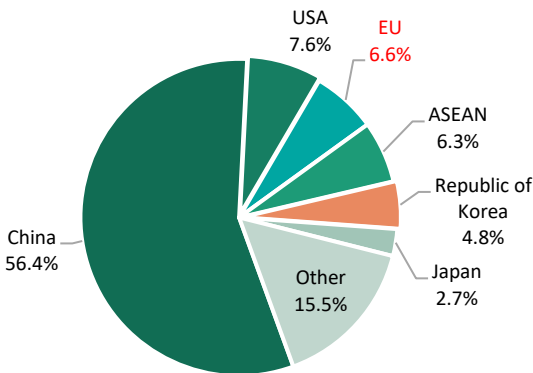
Increase **40.4%** compared to Nov-2024

Increase **37.0%** compared to Dec-2023

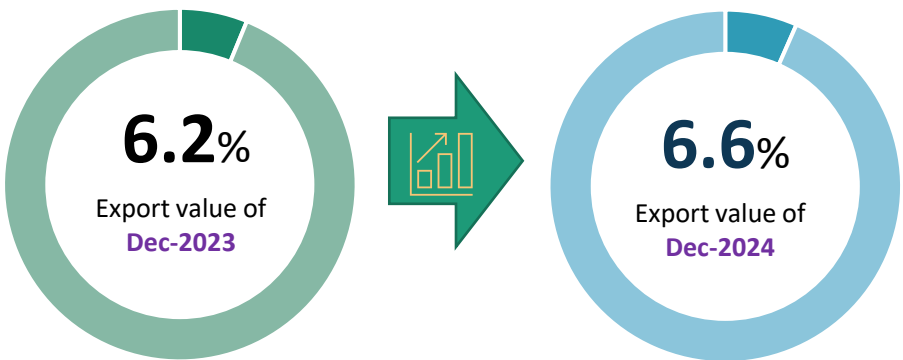
10.2 mil. USD more than the monthly average rate in 2023

Accumulated 2024 reaches **316.1 tr.USD**, **106.8%** of total 2023

Percentage of export value to the EU, Dec-2024



Changes in percentage of export value to the EU, Dec-2024

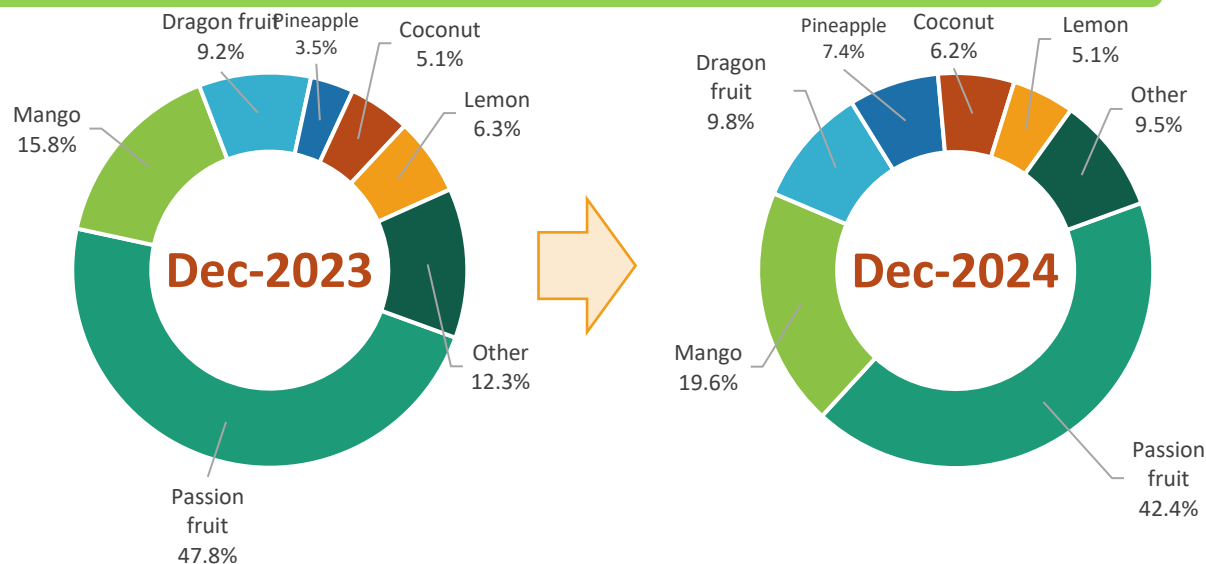


Source: Calculated from data of the General Department of Customs



FRUITS AND VEGETABLES (EXPORT)

Structure of exports by products to the EU, Dec-2024



Export results of some main products to the EU, Dec-2024



Passion fruit

Value: **10.4** mil. USD

Increase **146.7%** compared to Nov-2024

Increase **11.6%** compared to Dec-2023



Mango

Value: **4.8** mil. USD

Decrease **9.4%** compared to Nov-2024

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



Dragon fruit

Value: **2.4** mil. USD

Increase **64.3%** compared to Nov-2024

Increase **34.2%** compared to Dec-2023



Pineapple

Value: **1.8** mil. USD

Increase **14.8%** compared to Nov-2024

Increase **163.1%** compared to Dec-2023



Coconut

Value: **1.5** mil. USD

Increase **0.1%** compared to Nov-2024

Increase **55.4%** compared to Dec-2023



Lemon

Value: **1.3** mil. USD

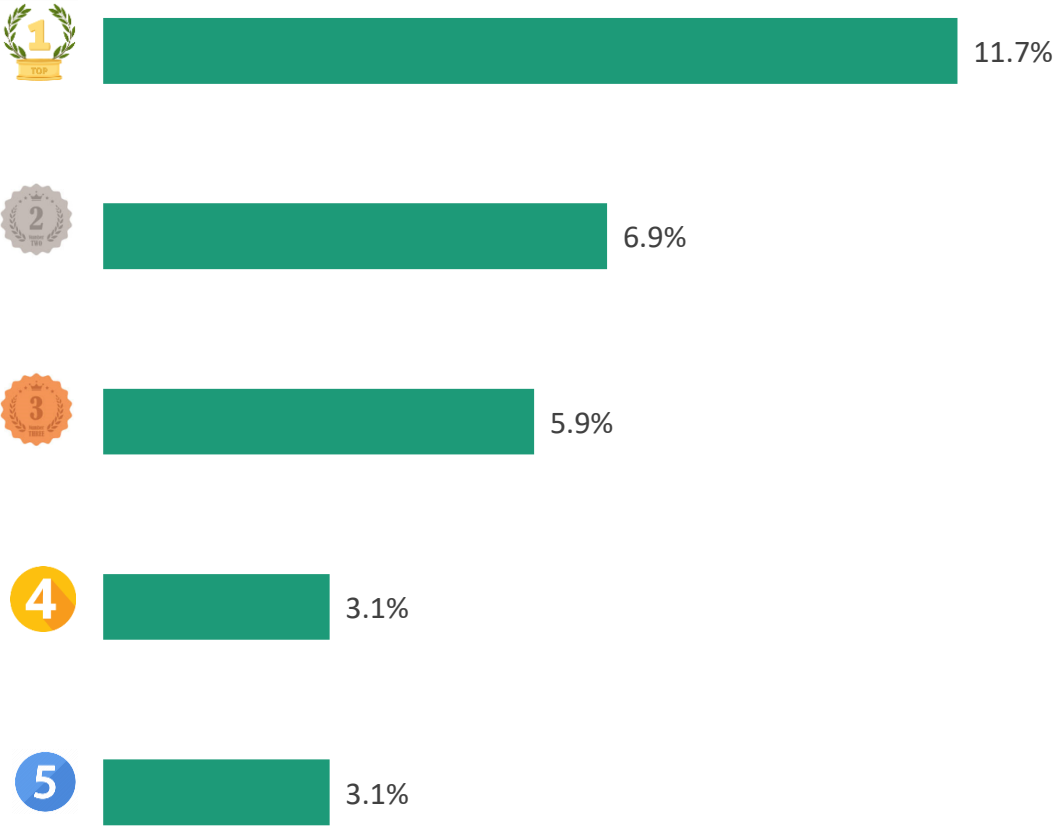
Decrease **24.5%** compared to Nov-2024

Increase **1.4%** compared to Dec-2023



FRUITS AND VEGETABLES (EXPORT)

TOP 5 export enterprises by value to the EU, Dec-2024



Value ratio of TOP 5 export enterprises to the EU, Dec-2024



Source: Calculated from data of the General Department of Customs



FRUITS AND VEGETABLES (IMPORT)

Import volume and value from the EU, Dec-2024



Import results from the EU, Dec-2024

VALUE
11.3
mil. USD



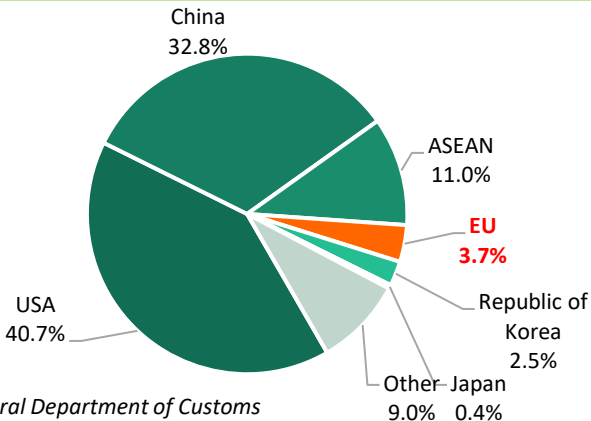
Increase **123.4%** compared to Nov-2024

Increase **40.5%** compared to Dec-2023

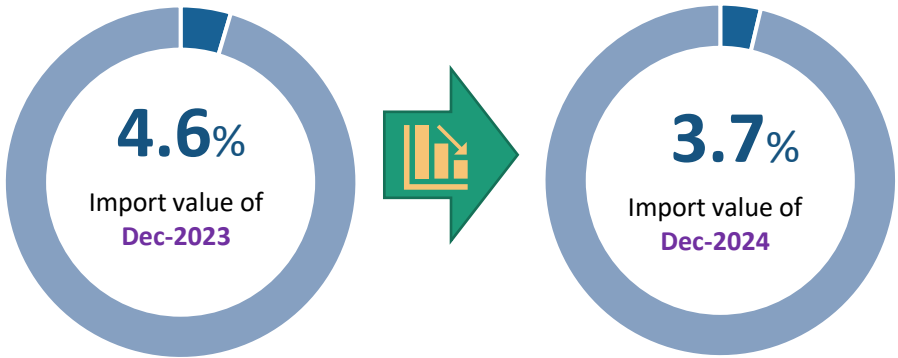
6.7 mil. USD more than the monthly average rate in 2023

Accumulated 2024 reaches **53.9 mil. USD**, **97.3%** of total 2023

Percentage of import value from the EU, Dec-2024



Changes in percentage of import value from the EU, Dec-2024

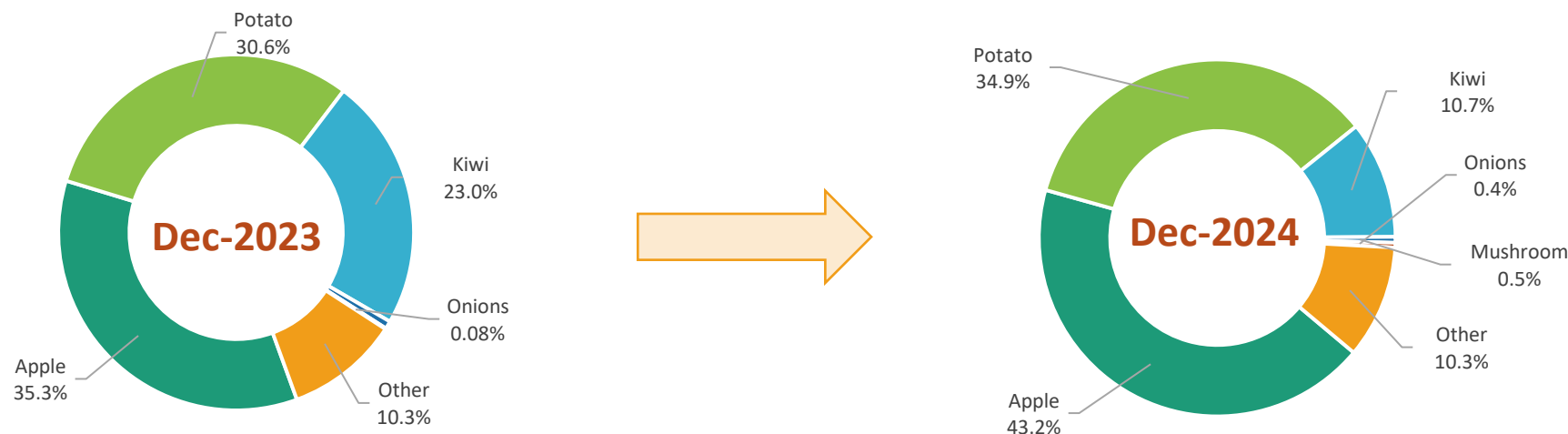


Source: Calculated from data of the General Department of Customs



FRUITS AND VEGETABLES (IMPORT)

Structure of imports by products from the EU, Dec-2024



Import results of some main products from the EU, Dec-2024



Apple

Value: **4.9** mil. USD

Increase **283.8%** compared to Nov-2024

Increase **72.3%** compared to Dec-2023



Potato

Value: **3.95** mil. USD

Increase **94.5%** compared to Nov-2024

Increase **60.0%** compared to Dec-2023



Kiwi

Value: **1.2** mil. USD

Increase **254 times** compared to Nov-2024

Decrease **34.9 %** compared to Dec-2023

SPOTLIGHTS



EU citrus fruit imports surge

In the early months of 2024/2025 season (October–December 2024), EU citrus fruit imports saw a significant increase. Orange imports reached 187,168 tons, up 31.7% year-over-year and 41% above the five-year average. Mandarin imports totaled 109,362 tons, with rising prices in some markets, particularly in Italy due to high demand. However, lemon imports dropped to 54,949 tons, a decrease of 12,667 tons compared to the previous year. Grapefruit imports also declined to 72,195 tons, down 5,291 tons year-over-year.

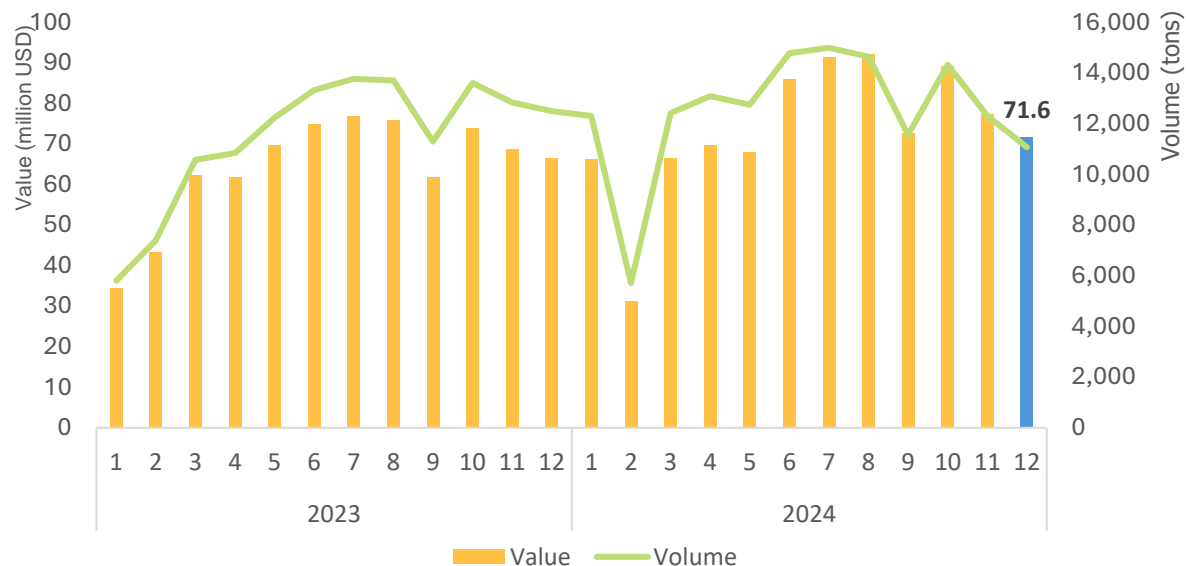
Source: Agraria.pe





CASHEW NUTS

Export volume and value to the EU, Dec-2024



Export results to the EU, Dec-2024

VALUE

71.6 mil. USD

⬇️ Decrease **7.4%** compared to Nov-2024

⬆️ Increase **7.5%** compared to Dec-2023

⬆️ **7.5** mil. USD more than the monthly average rate in 2023

❖ Accumulated 2024 reaches **882.6** mil.USD, **115%** of total 2023

VOLUME

11.063 tons

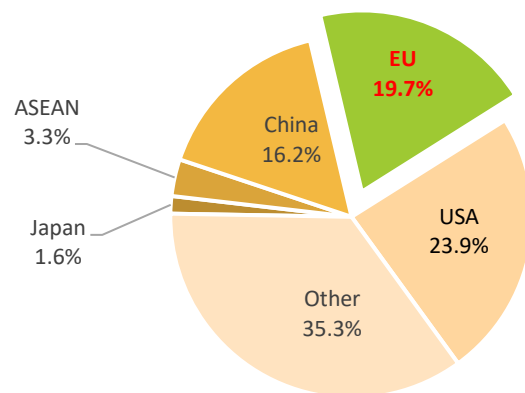
⬇️ Decrease **10%** compared to Nov-2024

⬇️ Decrease **11.4%** compared to Dec-2023

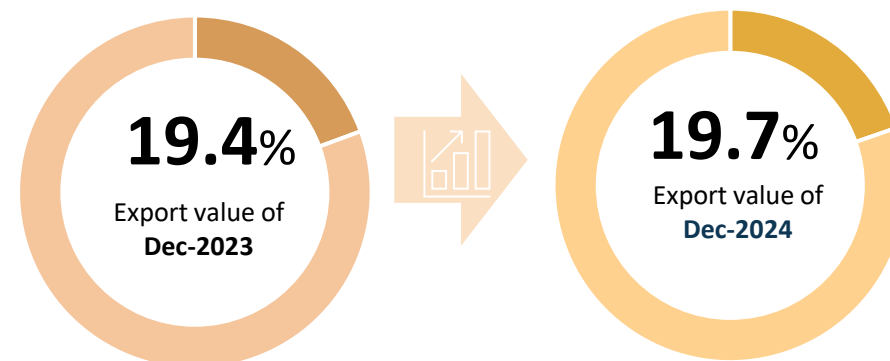
⬇️ **425** tons less than the monthly average rate in 2023

❖ Accumulated 2024 reaches **150** thousand tons, **109%** of total 2023

Percentage of export value to the EU, Dec-2024



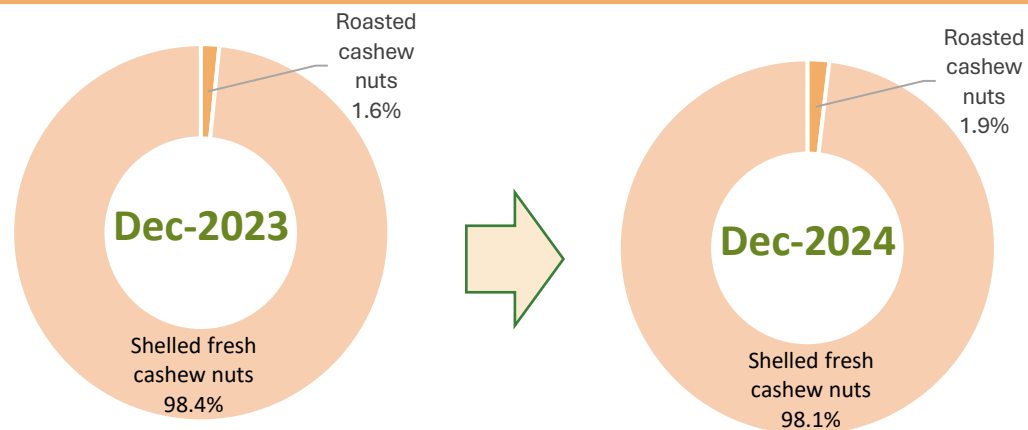
Changes in percentage of export value to the EU, Dec-2024



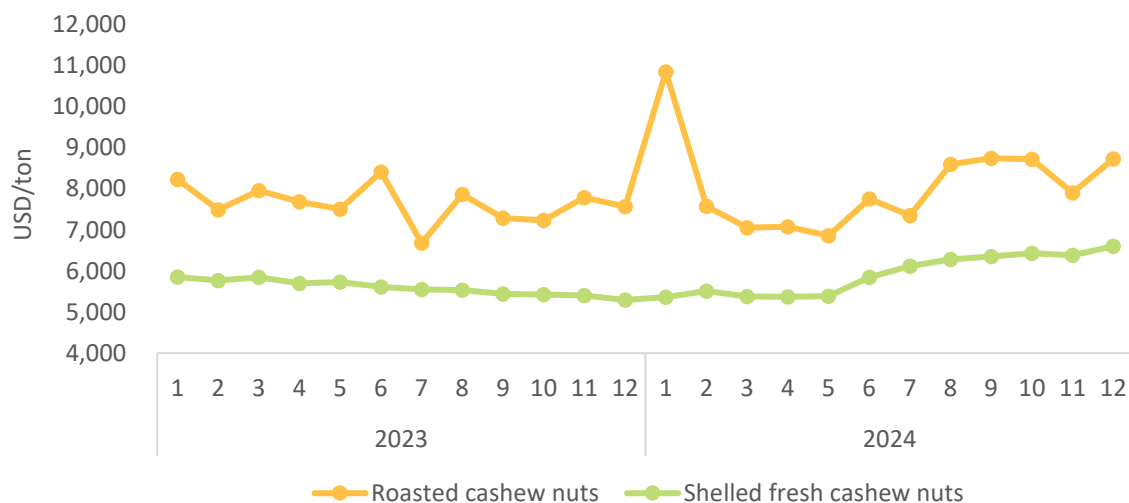


CASHEW NUTS

Structure of exports by products to the EU, Dec-2024



Average export price to the EU, Dec-2024



Export results to the EU, Dec-2024



Shelled fresh cashew nuts

Value: **70.2** mil. USD

Decrease **7.3%** compared to Nov-2024

Increase **7.2%** compared to Dec-2023



Roasted cashew nuts

Value: **1.4** mil. USD

Decrease **8.3%** compared to Nov-2024

Increase **27%** compared to Dec-2023

Shelled fresh cashew nuts

The average export price in Dec-2024 is **6.599** USD/ton; **increases 3.4%** compared to the previous month; and **increases 24.7%** compared to the same month of 2023.

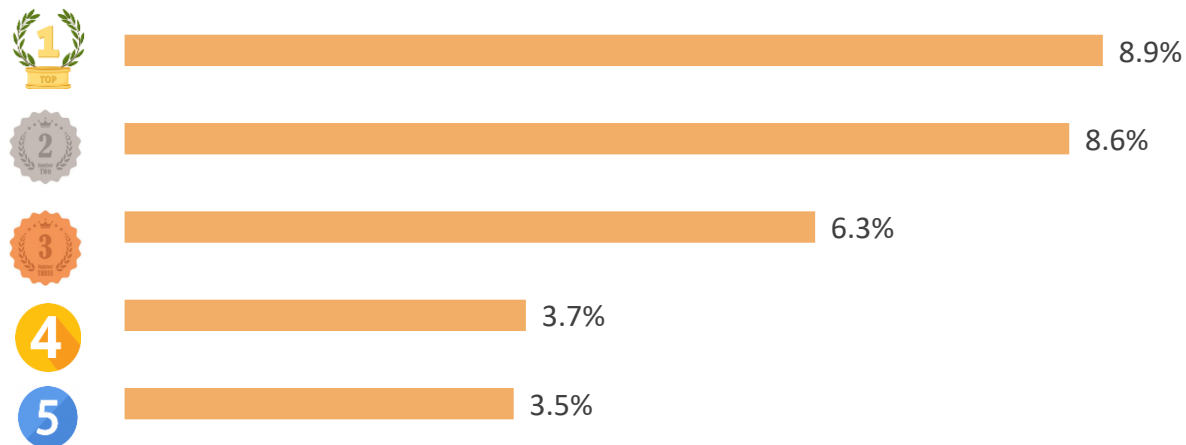
Roasted cashew nuts

The average export price in Dec-2024 is **8.724** USD/ton; **increases 10.4%** compared to the previous month; and **increases 15.3%** compared to the same month of 2023.

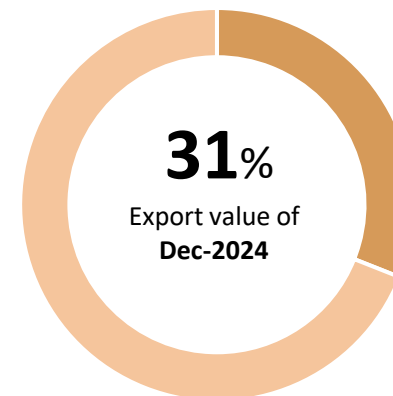


CASHEW NUTS

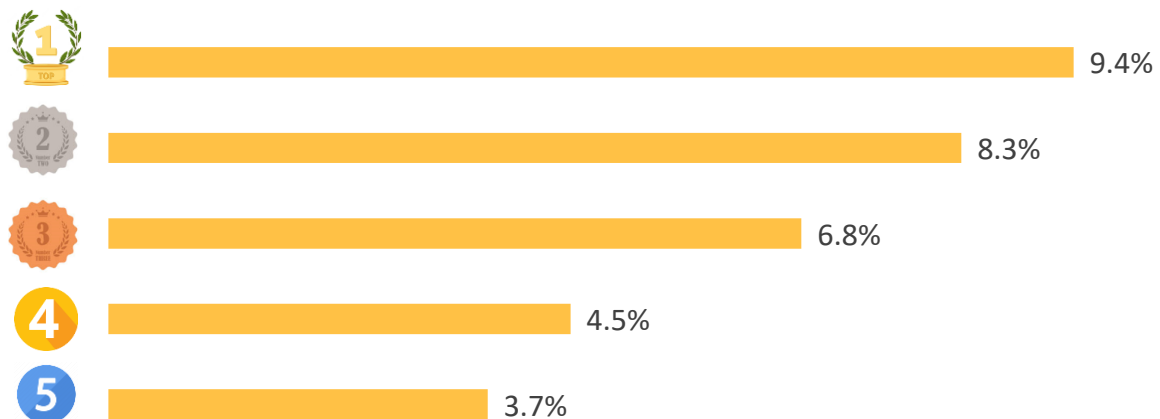
TOP 5 export enterprises by value to the EU, Dec-2024



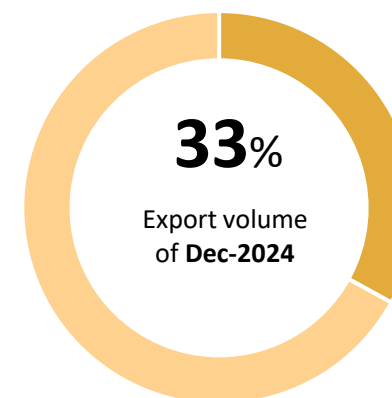
Value ratio of TOP 5 export enterprises to the EU, Dec-2024



TOP 5 export enterprises by volume to the EU, Dec-2024



Volume ratio of TOP 5 export enterprises to the EU, Dec-2024



CASHEW NUTS

SPOTLIGHTS



According to Grand View Research, the European cashew nut market is projected to generate 1,432.4 million USD in revenue by 2030, with a compound annual growth rate (CAGR) of 4.3% per year in 2025-2030 period.

Cashew nut has been becoming increasingly popular in Europe due to their health benefits and high nutritional value. Consumers use cashews not only as a snack but also in various food products. Germany is the largest importer of cashews in the EU, accounting for 28.5% of total imports. Vietnam is the top supplier of cashews to the EU, thanks to its large production capacity and advanced processing technology. The EU-Vietnam Free Trade Agreement (EVFTA) has reduced import tariffs on Vietnamese cashew nuts to 0%, facilitating increased exports to Europe.

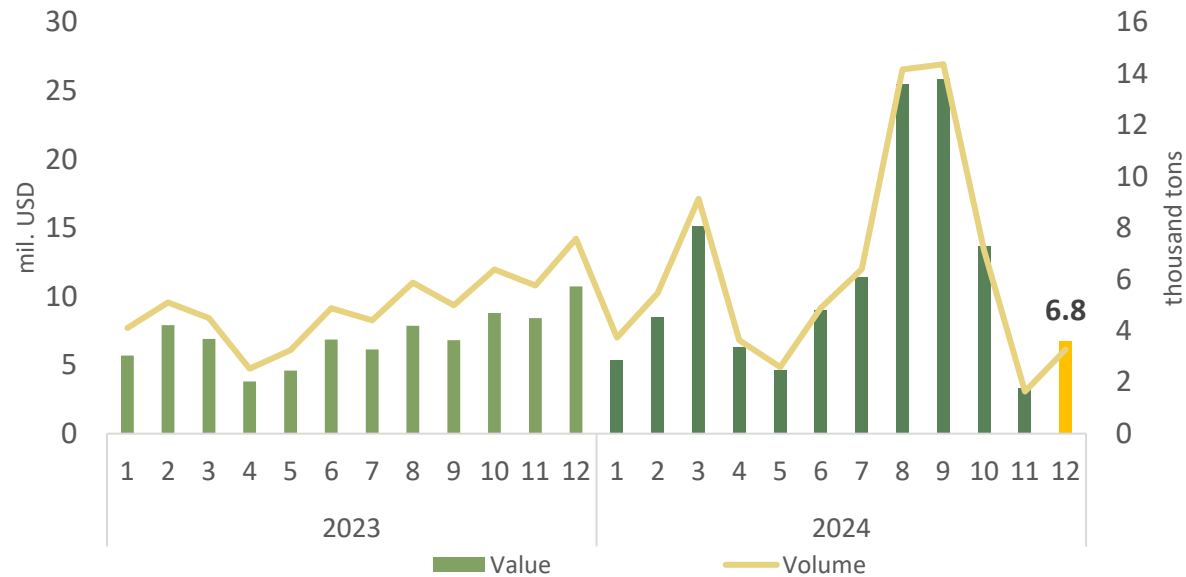
Source: Grand View Research and Mordor Intelligence



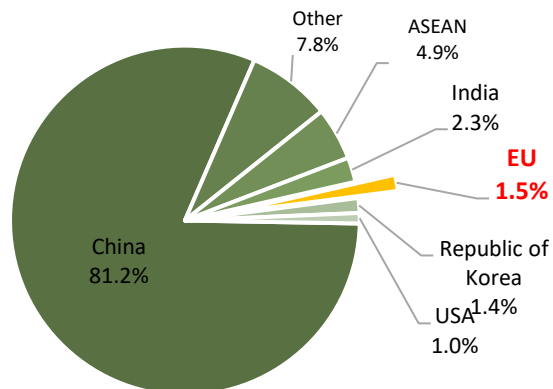


RUBBER

Export volume and value to the EU, Dec-2024



Percentage of export value to the EU, Dec-2024



Export results to the EU, Dec-2024

VALUE

6.76 mil. USD

↗ Increase **105%** compared to Nov-2024

↘ Decrease **37%** compared to Dec-2023

↓ **0.28** mil. USD less than the monthly average rate in 2023

❖ Accumulated 2024 reaches **135** mil. USD, **160%** of total 2023

VOLUME

3.270 tons

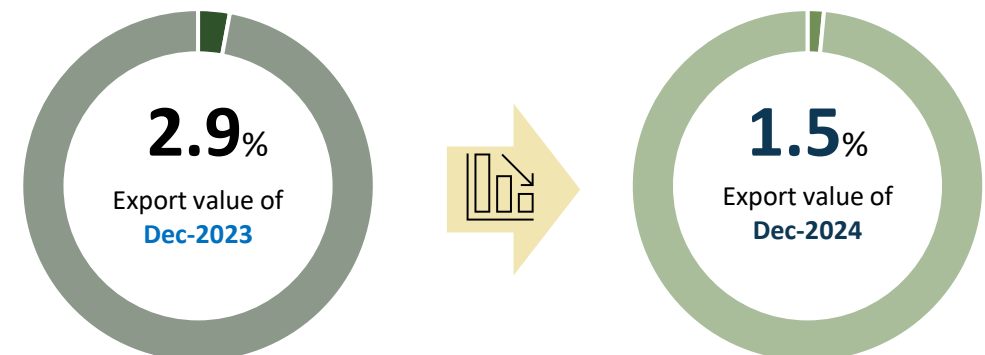
↗ Increase **99.6%** compared to Nov-2024

↘ Decrease **57%** compared to Dec-2023

↓ **1.7** thousand tons less than the monthly average rate in 2023

❖ Accumulated 2024 reaches **76.4** thousand tons, **129%** of total 2023

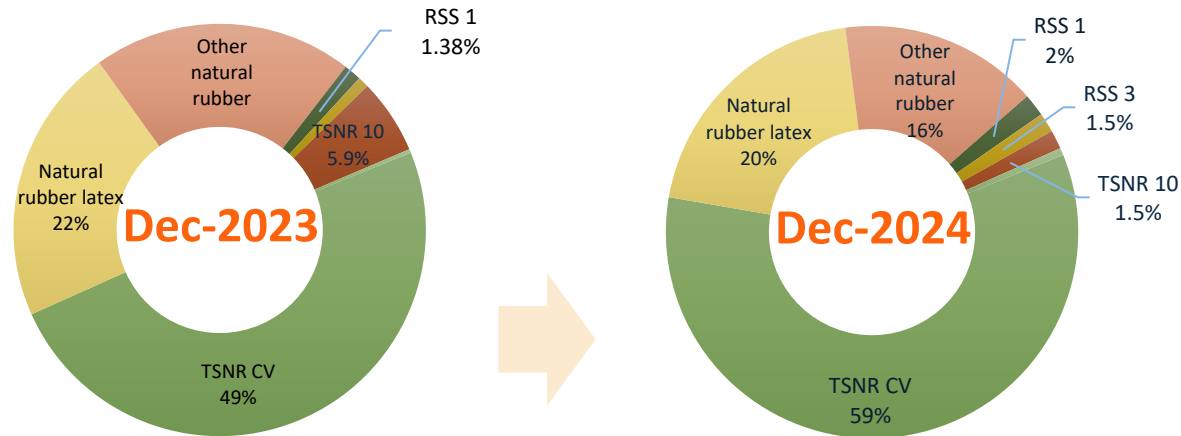
Changes in percentage of export value to the EU, Dec-2024



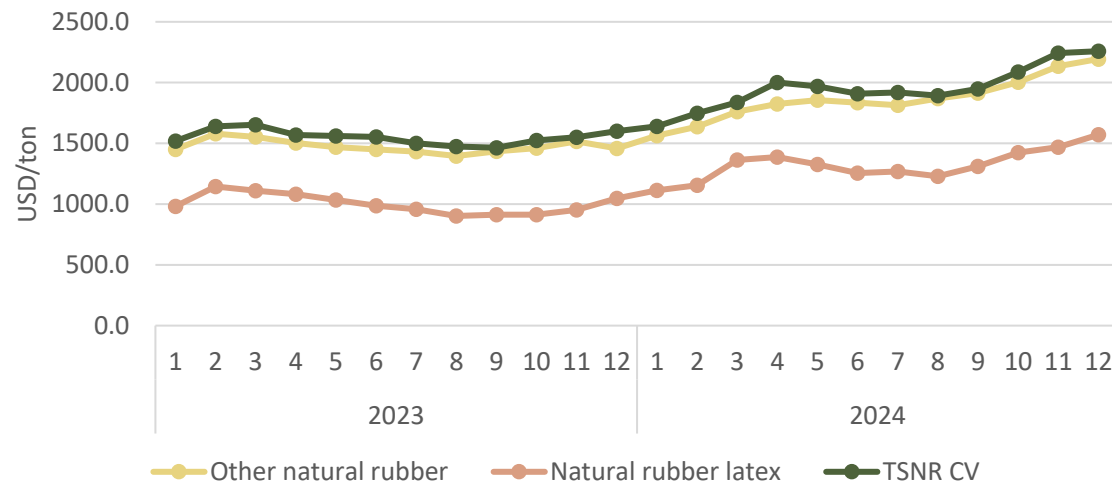


RUBBER

Structure of exports by products to the EU, Dec-2024



Average export price to the EU, Dec-2024



Export results to the EU, Dec-2024



Other natural rubber

Value: **1.06** mil. USD

Increase **28%** compared to Nov-2024

Decrease **52%** compared to Dec-2023



TSNR CV

Value: **3.98** mil. USD

Increase **154%** compared to Nov-2024

Decrease **25%** compared to Dec-2023



Natural rubber latex

Value: **1.37** mil. USD

Increase **161%** compared to Nov-2024

Decrease **42%** compared to Dec-2023

Other natural rubber

The average export price in Dec-2024 is **2.194** USD/ton; increases **2.7%** compared to the previous month; and increases **43%** compared to the same month of 2023.

TSNR CV

The average export price in Dec-2024 is **2.258** USD/ton; increases **0.7%** compared to the previous month; and increases **39%** compared to the same month of 2023.

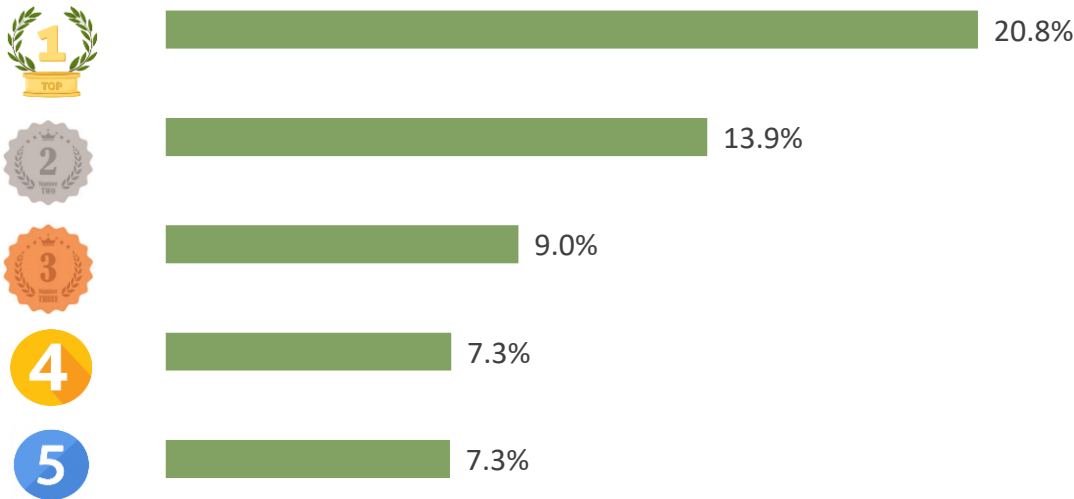
Natural rubber latex

The average export price in Dec-2024 is **1.571** USD/ton; increases **6.9%** compared to the previous month; and increases **52%** compared to the same month of 2023.

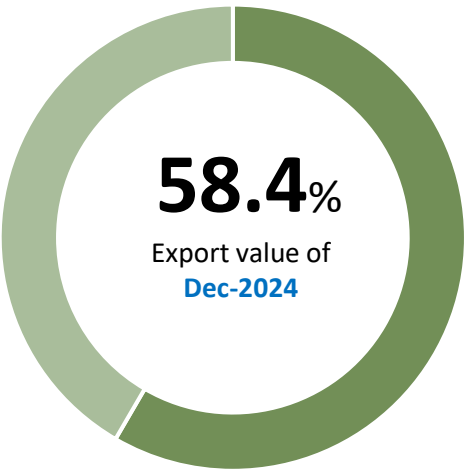


RUBBER

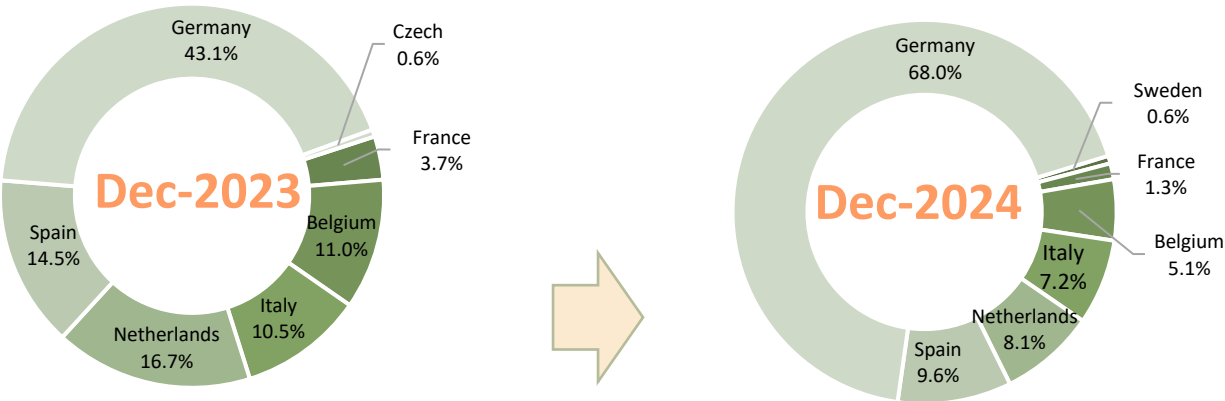
TOP 5 export enterprises by value to the EU, Dec-2024



Value ratio of TOP 5 export enterprises to the EU, Dec-2024



Changes in percentage of export value by countries, Dec-2024





SPOTLIGHTS

The Rubber Board of India has launched the iSNR (Indian Sustainable Natural Rubber) initiative to enhance the global standing of Indian rubber and boost domestic production. The initiative was introduced on January 16, 2025, during the 50th anniversary celebration of the Rubber Act of 1947 and the Indian Rubber Growers' Conference in Kerala.

The iSNR initiative aims to align rubber production with the EU Deforestation Regulation (EUDR) standards, focusing on traceability certification to ensure compliance with EUDR requirements. Additionally, iSNR simplifies compliance processes, making it easier for supply chain stakeholders to access the EU market.

Source: thehindu.com





Any comments, please send to:

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