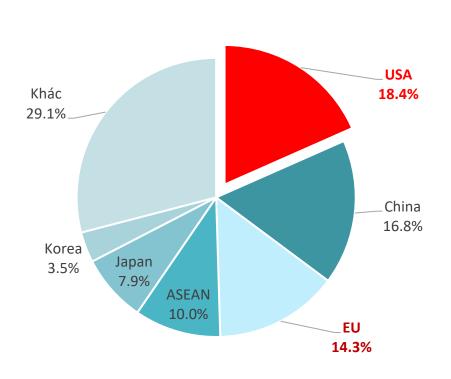


Percentage of AFF product export value to the US, Feb-2025

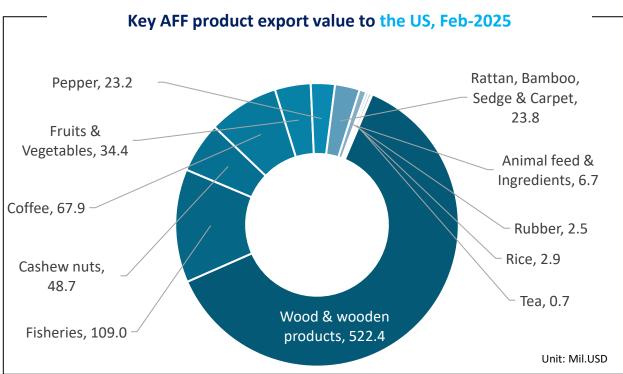


Changes in percentage of AFF product export value to the US, Feb-2025 compared to Jan-2025và Feb-2024

	Value (Mil.USD)	compared to Jan-2025	compared to Feb-2024
USA	842	▼ 3.6%	▲ 0.7%
China	770	▼ 1.0%	▼ 2.2%
EU	657	▲ 2.1%	▲ 2.5%
ASEAN	459	▲ 1.8%	▼ 3.7%
Japan	360	▲ 0.2 %	▲ 1.2%
Korea	162	▼ 0.5%	▼ 0.1%
Total export	4.581		

THE SITUATION OF AGRO-FORESTRY-FISHERY (AFF) PRODUCT EXPORT FROM VIET NAM TO THE U.S. IN FEB - 2025

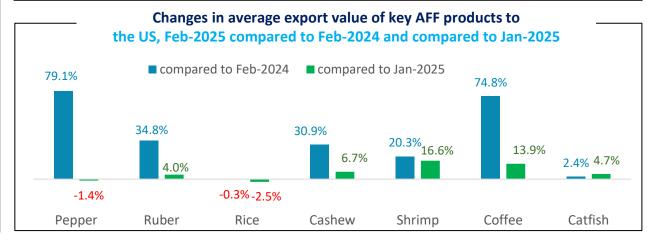




Changes in key AFF product export value to







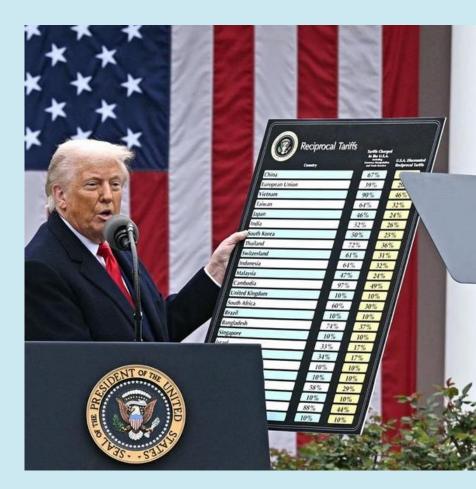
SPOTLIGHTS

U.S. Imposes Reciprocal Tariffs on Trade Partners

On April 2, U.S. President Donald Trump signed an executive order imposing reciprocal tariffs on more than 180 economies, with Vietnam facing the third-highest rate at 46%, behind only Laos (50%) and Cambodia (48%). China followed closely with a 34% tariff, while other partners such as the EU, Malaysia, Japan, South Korea, and India were subject to tariffs ranging from 20% to 26%.

According to the White House, the tariffs will take effect from April 9 and the new tariffs are "only half" of tariffs that other countries impose on the United States. However, the method used to calculate this gap was not clearly disclosed. From April 5, the U.S. also imposes a general 10% import tariff on all goods from every country and territory. With the exception of some products such as steel, aluminum, automobiles, pharmaceuticals, and semiconductors—which will maintain the current tariff of 25%, most goods from other countries will be affected by the new tariff. The U.S. noted that this is a "ceiling tariff" and may be reduced if trading partners meet the negotiation demands of the Trump administration.

President Trump declared that the new tariff policy is a step to recover "economic independence" and protect American workers, especially farmers. He stated that increasing tariffs would significantly boost domestic production, bringing back jobs and lower consumer prices. However, the announcement triggered negative market reactions: S&P 500 futures dropped 1.7%, the Nasdaq lost nearly 2%, and gold prices hit a new high of \$3,159 per ounce. Economists have warned that the tariff imposition could severely impact global trade, rising inflation, and increase living costs for American citizens. Several major trade partners—including the EU, China, and Canada—have announced retaliatory measures, heightening concerns over a potential global trade war.



Source: Vnexpress



WOOD AND WOODEN PRODUCTS



Export results to the US, Feb-2025



Value



Mil.USD

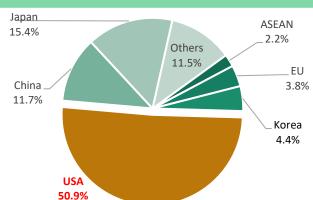
Decrease 33.1% compared to Jan-2025

Increase 41.4% compared to Feb-2025

230 Mil.USD less than the monthly average rate in 2024

Accumulated 2-month 2025 reached **1.3** Bil. USD, equal to **14.4**% of value in 2024

Percentage of export value to the US, Feb-2025

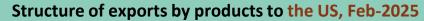


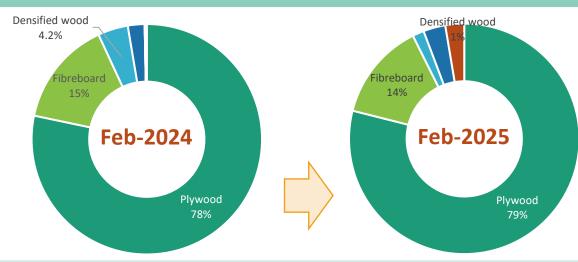
Changes in percentage of export results to the US, Feb-2025





WOOD AND WOODEN PRODUCTS





TOP 5 export enterprises by value to the US, Feb-2025



Plywood

Value: 18.3 Mil.USD

Decrease 33% compared to Jan-

2025

Increase **42**% compared to Feb-2025

Export results to the US, Feb-2025

Fibreboard

Value: 3.2 Mil.USD

Decrease **24**% compared to

Jan-2025

Increase 30% compared to Feb- Decrease 40% compared to Feb-2025

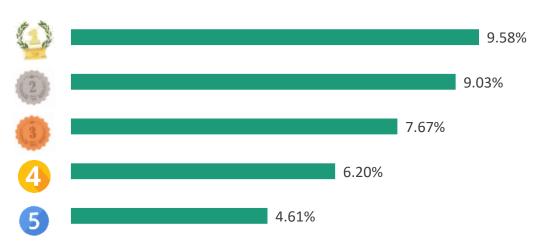
Densified wood

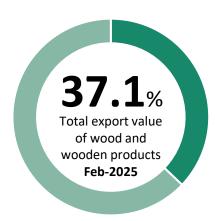
Value: 0.37 Mil.USD

Decrease 60% compared to Jan-2025

2025

Value ratio of TOP 5 export enterprises to the US, Feb-2025







WOOD AND WOODEN PRODUCTS

SPOTLIGHTS

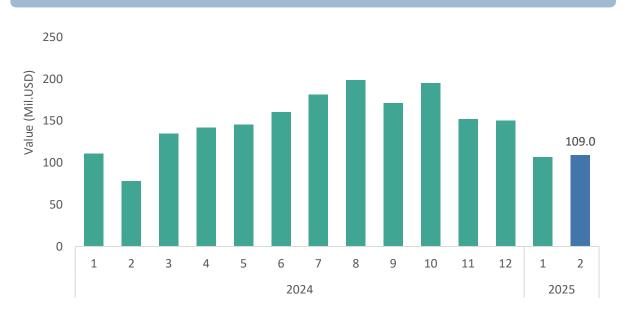


Under President Donald Trump's directive, the U.S. Department of Commerce is conducting an investigation into whether imports of wood and wood products pose a threat to national security. Depending on the investigation's findings, measures such as imposing tariffs, export controls, import restrictions, or incentives to boost domestic production may be implemented.

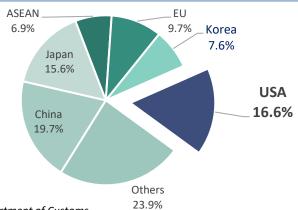
President Trump has directed federal agencies to seek ways to increase logging in national forests and public lands in order to boost the domestic supply of raw timber. This action comes when he considers to impose import tariffs on wood from countries such as Canada and Germany. Environmental organizations have expressed concerns that such actions could lead to deforestation and contribute to climate change.



Export value to the US, Feb-2025



Percentage of export value to the US, Feb-2025



Export results to the US, Feb-2029

Value

109.0 Mil.USE

☐ Increase 2.0% compared to Jan-2025

■ Increase 40.1% compared to Feb-2024

▼ 42.7 Mil.USD lower than the monthly average rate in 2024

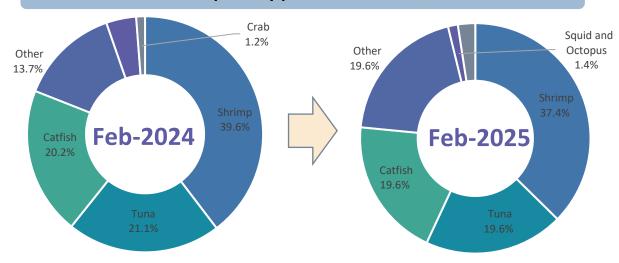
Accumulated 2-month 2025 reached **251.8** Mil.USD, equal to **11.9**% of value in 2024

Changes in percentage of export results to the US, Feb-2025

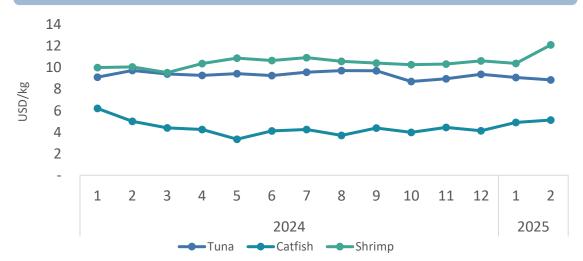




Structure of exports by products to the U5, Feb-2025



Average export price to thi trubing the US, Feb-2025



Source: Calculated from data of the Department of Customs

Export results to the US, Feb-2025







Shrimp

Value: 40.7 Mil.USD

Increase **13.4**% compared to Jan-2025

Increase **32.1**% compared to Feb-2024

Tuna

Value: 21.3 Mil.USD

Decrease **8.1**% compared to Jan-2025

Increase **30.0**% compared to Feb-2024

Catfish

Value: 21.4 Mil.USD

Increase **29.0**% compared

to Jan-2025

Increase **35.6**% compared to Feb-2024

Tuna

The average export price in Feb-2025 is **8.8** USD/kg; Decrease **2.5**% compared to previous month; and Decrease **9.0**% compared to the same month of 2024.

Catfish

The average export price in Feb-2025 is **5.1** USD/kg; Increase **4.7**% compared to previous month; and Increase **2.4**% compared to the same month of 2024.

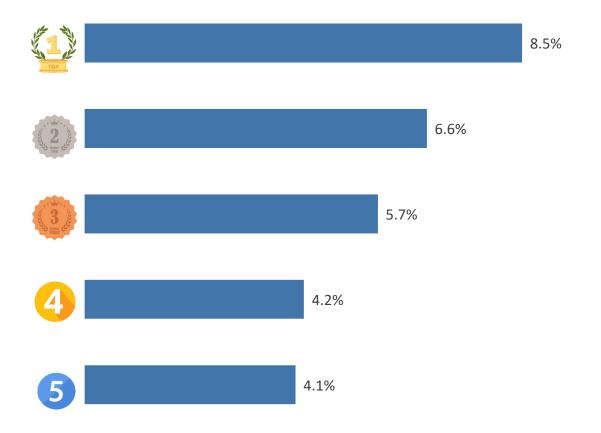
Shrimp

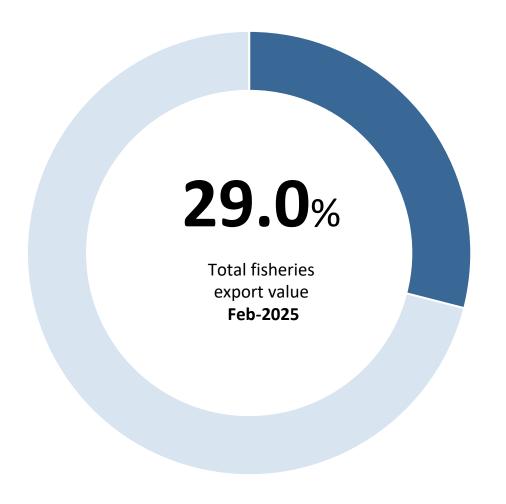
The average export price in Feb-2025 is **12.1** USD/kg; Increase **16.6**% compared to previous month; and Increase **20.3**% compared to the same month of 2024.



TOP 5 export enterprises by value to the US, Feb-2025

Value ratio of TOP 5 export enterprises to the US, Feb-202







SPOTLIGHTS



U.S. Increases to Import Shrimp in Early 2025

In January 2025, the United States imported 71,301 tons of shrimp, with value of USD 631.2 million, increasing 20% in volume and 32% in value compared to the same period in the previous year. The average price was approximately USD 8.86 per kilogram, up 11% from USD 7.98/kg in January 2024. This is a positive signal following a fluctuation year of 2024, of which the total U.S. shrimp imports declined by 3% in volume and 6% in value compared to 2023. The recovery trend is due to the U.S. issued definitive conclusions on anti-dumping and countervailing duty investigations concerning shrimp imports from countries such as India, Ecuador, Indonesia, and Vietnam, which has helped stabilize the market.

India, the key shrimp supplier to the U.S., recorded impressive growth, exporting 31,165 tons worth USD 267.1 million-a significant increase of 55% in volume and 72% in value. The average export price rose to around USD 8.57/kg, more than 11% from USD 7.76/kg in the same period last year.

Conversely, Ecuador-the second-largest supplier-saw a slight decline, with U.S. imports totaling approximately 15,292 tons valued at USD 117 million, down 13% and 4% respectively from January 2024. However, the average price increased to USD 7.65/kg, up from USD 6.90/kg a year earlier.

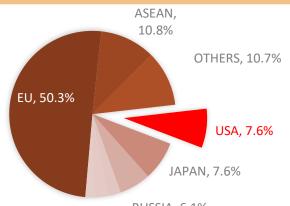
Source: Vasep, Mar-2025



Export value to the US, Feb-2025



Percentage of export value to the US, Feb-2025



CHINA, 2.0% RUSSIA, 6.1%

Export results to the US, Feb-2025

67.9 Value

7 Increase 28.6% compared to Jan-2025

7 Increase **96.8**% compared to Feb-2024

7 41.3 Mil.USD higher than the monthly average rate in 2024.

❖ Accumulated 2-month 2025 reached

120.6 tr.USD, equal to **37.9**% of value in 2024.

VOLUME

12 thous.tons

7 Increase 13% compared to Jan-2025

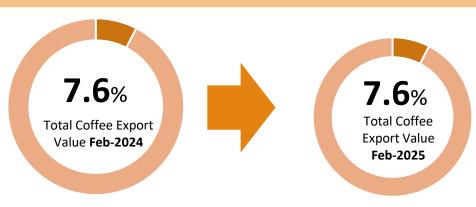
7 Increase **12.6**% compared to Feb-2024

75.3 thous.tons higher than the monthly average rate in 2024.

❖ Accumulated 2-month 2025 reached

22.5 thous.tons, equal to **28**% of volume in 2024.

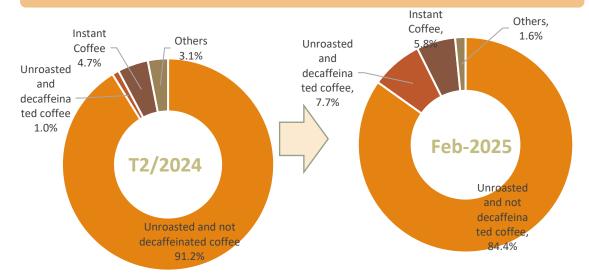
Changes in percentage of export results to the US, Feb-2025



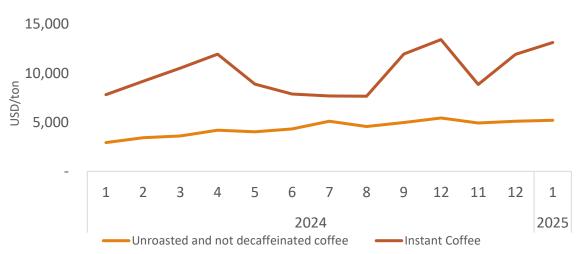


COFFEE

Structure of exports by products to the US, Feb-2025



Average export price to the US, Feb-2025



Source: Calculated from data of the Department of Customs

Export results to the US, Feb-2025



Unroasted and not decaffeinated coffee

Value: **57,3** Mil.USD Increase **18,7**% compared to Jan-2025

Increase **90,3**% compared to Feb-2024



Instant Coffee

Value: **3,9** Mil.USD Increase **604**% compared to Jan-2025 Increase **154**% compared to Feb-2024



Unroasted and decaffeinated coffee

Value: **5,2** Mil.USD Increase **87,4**% so compared to Jan-2025 Increase **114**% compared to

Feb-2024

Instant Coffee

The average export price in Feb-2025 is **12.028** USD/ton, decrease **8,4**% compared to previous month; and increase **31**% compared to the same month of 2024.

Unroasted and not decaffeinated coffee

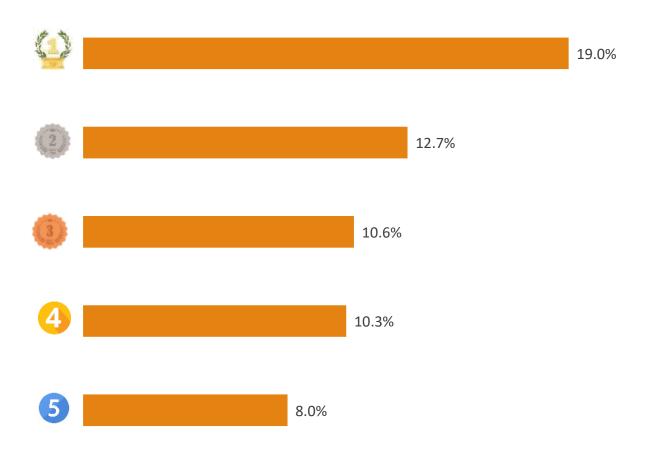
The average export price in Feb-2025 is **5.686** USD/ton, increase **9,2**% compared to previous month; and increase **65,8**% compared to the same month of 2024

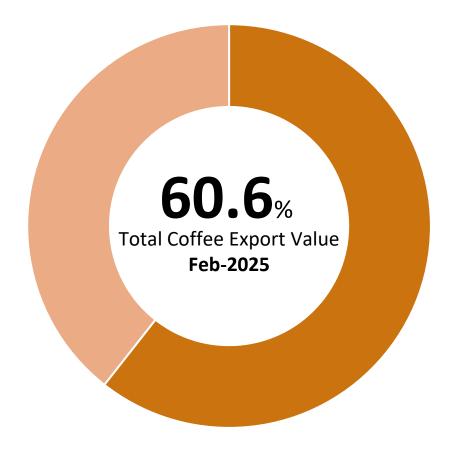


COFFEE

TOP 5 export enterprises by value to the US, Feb-2025

Value ratio of TOP 5 export enterprises to the US, Feb-2025









SPOTLIGHTS

NEW IMPORT TARIFFS WILL PUSH UP COFFEE COSTS IN THE U.S.

The United States announced new import tariffs on coffee for the first time since the colonial era:

- ♠ A 46% tariff on coffee from Vietnam the third-largest coffee exporter to the U.S.
- 32% on imports from Indonesia, and 10% on Brazil and Colombia.
- Impact on roasters and supply chains:
- Robusta coffee prices on the ICE exchange is nearly \$5,390/ton. The new tariffs could add up to \$2,500/ton in additional costs.
- Tomas Araujo (StoneX): "Vietnam is a key supplier. The new tariffs will put significant pressure on the market."
- Challenges in switching supply sources:
- The U.S. may turn to Brazilian Robusta (conilon), but supply is limited as Brazil primarily grows Arabica.
- Meanwhile, Europe and China may benefit because they continue importing
 Vietnamese coffee at lower prices

Source: reuters.com



SPOTLIGHTS



The National Coffee Association (NCA) urged the Trump administration to exempt coffee from new import tariffs. The association warned that additional tariffs on Canada and Mexico could increase U.S. coffee prices by 50% because there are no alternative sources beyond imports.

NCA represents over 200 members, including coffee importers, exporters, traders, brokers, roasters, and retailers. According to the association, the coffee sector contributes \$343 billion annually to the U.S. economy, with around 75% of Americans being regular coffee drinkers.

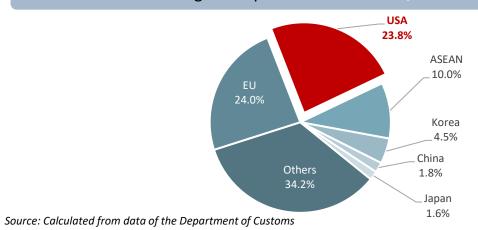


PEPPER

Export value and volume to the US, Feb-2025



Percentage of export value to the US, Feb-2025



Export results to the US, Feb-2025

Value

23.2 Mil.USD



Increase 7% compared to Jan-2025

Increase **41**% compared to Feb-2024

10.1 Mil.USD lower than the monthly average rate in 2024

❖ Accumulated 2-month 2025 reached 44.9 tr.USD, equal to **11%** of value in 2024

VOLUME

3.06

thous.ton



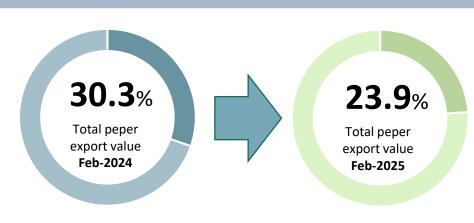
Increase 8% compared to Jan-2025

Decrease 22% compared to Feb-2024

2.9 thous.tons lower than the monthly average rate in 2024

❖ Accumulated 2-month 2025 reached 5.9 thous.tons, equal to 8% of volume in 2024

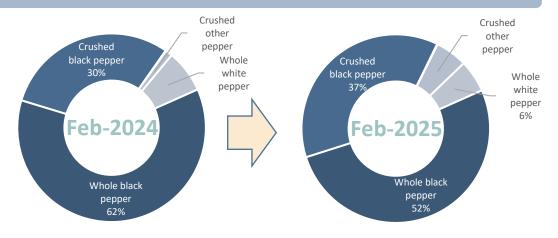
Changes in percentage of export results to the US, Feb-2025



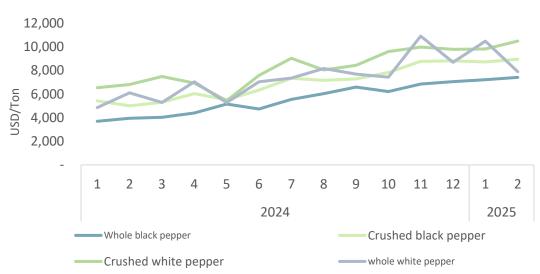


PEPPER

Structure of exports by products to the US, Feb-2025



Average export price to the US, Feb-2025



Export results to the US, Feb-2025



Whole black pepper

Value: 12.01 Mil.USD

Decrease 3% compared to Jan-2025

Increase 19% compared to Feb-2024



Crushed black pepper

Value: 8.6 Mil.USD

Increase 8% compared to Jan-2025

Increase **74**% compared to Feb-2024

Whole black pepper

The average export price in Feb-2025 is **7.411** USD/ton; Increase **2.8**% compared to previous month; and Increase **87.9**% compared to the same month of 2024.

Crushed black pepper

The average export price in Feb-2025 is **8.946** USD/ton; Increase **2.7**% compared to previous month; and Increase **78.8**% compared to the same month of 2024.

Crushed white pepper

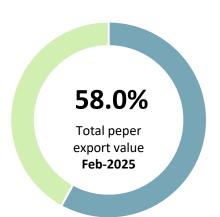
The average export price in Feb-2025 is **10.482** USD/ton; Increase **6.8**% compared to previous month; and Increase **54.1**% compared to the same month of 2024.



TOP 5 export enterprises by value to Feb-2024

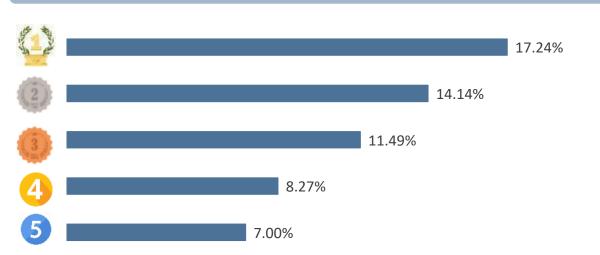
18.53% 13.56% 10.03% 8.26%

Value ratio of TOP 5 export enterprises to Feb-2024

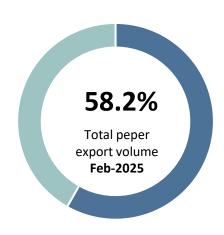


TOP 5 export enterprises by volume to Feb-2024

7.62%



Volume ratio of TOP 5 export enterprises to Feb-2024



PEPPER

SPOTLIGHTS



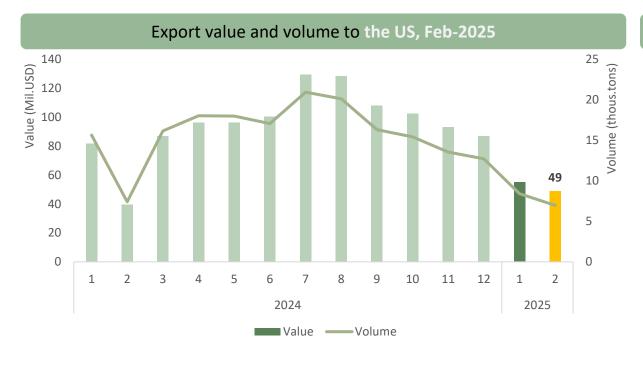
In 2024, the United States imported 97,974 tons of pepper, a 41.9% increase over 2023. This also marked the highest annual volume of pepper imports.

Vietnam is the primary supplier of pepper to the U.S., exporting 75,602 tons—77.2% of the total import volume and increasing by 41.8% year-on-year. Following Vietnam are India, with 7,750 tons (7.9% market share); Indonesia, with 7,708 tons (7.9%); and Brazil, with 3,704 tons (3.8%).

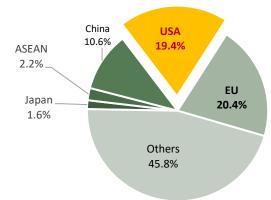
Source: Vietnam Pepper and Spice Association



CASHEW NUTS



Percentage of export value to the US, Feb-2025



Source: Calculated from data of the Department of Customs

Export results to the US, Feb-2025



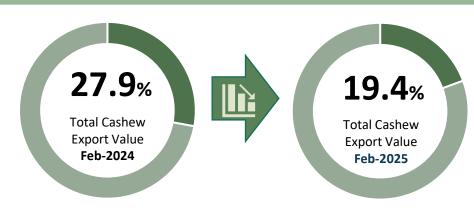
- Decrease 11.6% compared to Feb-2025
- Increase 23.1% compared to Feb-2025
- **47** Mil.USD lower than the monthly average rate in 2024
- ❖ Accumulated 2-month 2025 reached 103.8 mil.USD, equal to 9% of value in 2024



hous.tons

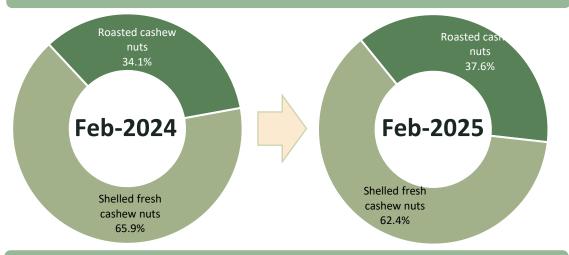
- Decrease **17.1**% compared to Feb-2025
- Decrease 6.0% compared to Feb-2025
- **9.0** thous.tons lower than the monthly average rate in 2024
- Accumulated 2-month 2025 reached **13.4** thous.tons, equal to **8**% of volume in 2024

Changes in percentage of export results to the US, Feb-2025

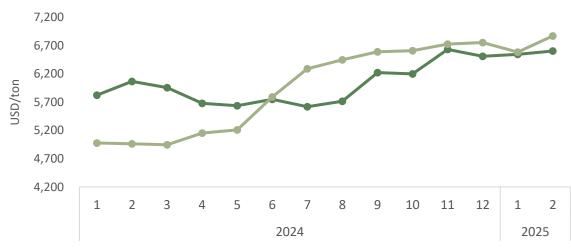




Structure of exports by products to the US, Feb-2025



Average export price to the US, Feb-2025



Roasted cashew nuts Shelled fresh cashew nuts

Source: Calculated from data of the Department of Customs

Export results to the US, Feb-2025



Shelled fresh cashew nuts

Value: 30.4 Mil.USD

Decrease 30% compared to Feb-2025

Increase 17% compared to Feb-2025



Roasted cashew nuts

Value: 18.3 Mil.USD

Increase **59**% compared to Feb-2025

Increase 36% compared to Feb-2025

Shelled fresh cashew nuts

The average export price in Feb-2025 is **6.869** USD/ton; Increase **4.4**% compared to previous month; and Increase **38**% compared to the same month of 2024.

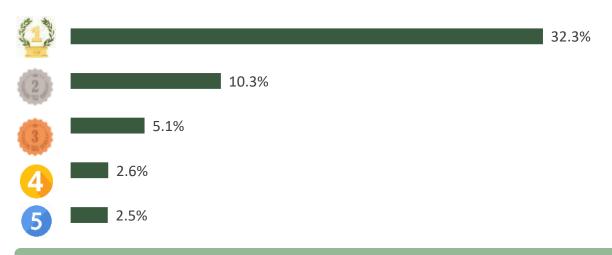
Roasted cashew nuts

The average export price in Feb-2025 is **6.601** USD/ton; Increase **0.9**% compared to previous month; and Increase **8.9**% compared to the same month of 2024.

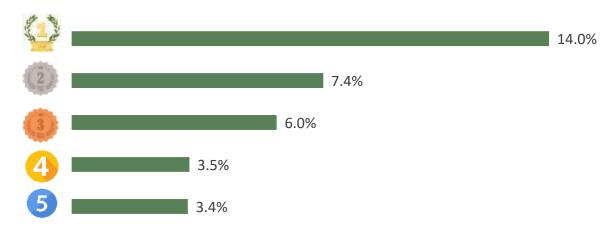


CASHEW NUTS

TOP 5 export enterprises by value to the US, Feb-2025



TOP 5 export enterprises by volume to the US, Feb-2025



Value ratio of TOP 5 export enterprises to the US, Feb-2025



Volume ratio of TOP 5 export enterprises to the US, Feb-2025



CASHEW NUTS



SPOTLIGHTS

Vietnam's Cashew Nut Sector Faces Risk of U.S. Tariffs

The U.S. government announced to apply import tariffs up to 46% on Vietnam's commoditites, raising concerns for exporting businesses, including the cashew nut sector. There is no specific product categories in the imposed tariff list, the cashew nut sector faces high risks due to increasing production and shipping costs.

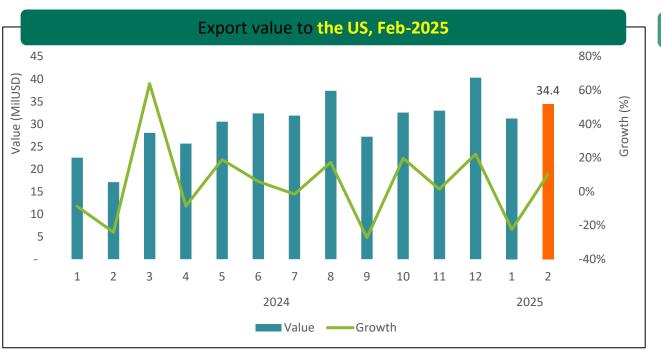
However, the Vietnam Cashew Association believes that the ability of high import tariff for cashews nut sector is not high because the product does not directly compete with domestic production in the U.S. If tariffs are too high, the U.S. food retail sector will be impacted due to high price.

In response to these challenges, the Vietnamese cashew nut sector needs to close coordination between the government and businesses to adapt and ensued sustainable development, while also preparing for adverse scenarios.

Source: sagp.org.vn



FRUITS & VEGETABLES (EXPORT)



Export results to the US, Feb-2025

Value



34.4

Mil.USD

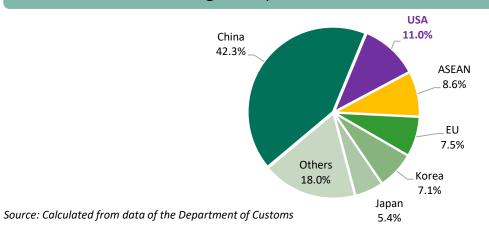
Increase 10.2% compared to Jan-2025

Increase **101.4**% compared to Feb-2024

4.4 Mil.USD higher than the monthly average rate in 2024

Accumulated 2-month 2025 reached 65.6 Mil.USD, equal to 18.2% of value in 2024

Percentage of export value to the US, Feb-2025

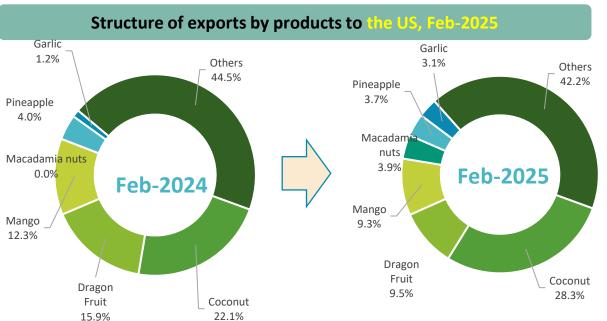


Changes in percentage of export results to the U5, Feb-2025





FRUITS & VEGETABLES (EXPORT)





Mango

Value: 3.2 Mil.USD

Decrease 4.2% compared to Jan-2025

Increase **52.6**% compared to Feb-2024



Macadamia nuts

Value: 1.3 Mil.USD

Increase 15.9% compared to Jan-2025

2132 times higher than in Feb-2024

Export results to the US, Feb-2025



Coconut

Value: 9.7 Mil.USD

Increase **31.4**% compared to Jan-2025

Increase 157.3% compared to Feb-2024



Dragon Fruit

Value: 3.3 Mil.USD

Decrease 3.8% compared to Jan-2025

Increase 20.0% compared to Feb-2024



Pineapple

Value: 1.3 Mil.USD

Decrease 5.6% compared to Jan-2025

Increase **86.1**% compared to Feb-2024



Garlic

Value: 1.1 Mil.USD

Increase 19.6% compared to Jan-2025

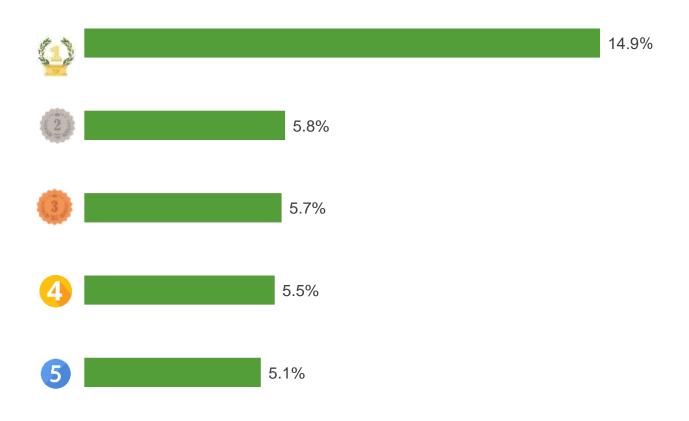
Increase 438.8% compared to Feb-2024



FRUITS & VEGETABLES (EXPORT)

TOP 5 export enterprises by value to the US, Feb-2025

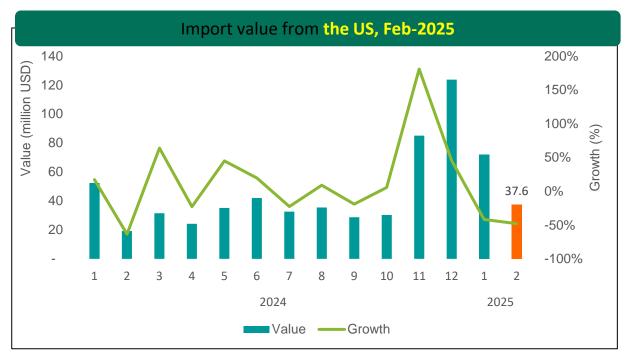
Value ratio of TOP 5 export enterprises to the US, Feb-2025

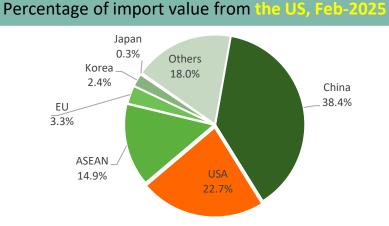






FRUITS & VEGETABLES (IMPORT)





Import results to the US, Feb-2025

Value



37.6

Mil.USD

Decrease 47.9% compared to Jan-2025

Increase **95.7**% compared to Feb-2024

7.7 Mil.USD lower than the monthly average rate in 2024

Accumulated 2-month 2025 reached 109.7 Mil.USD, equal to 20.2% of value in 2024

Changes in percentage of import results from the US, Feb-2025



FRUITS & VEGETABLES

SPOTLIGHTS



Vietnam's Fruit and Vegetable Sector Likely to Be Less Affected by New U.S. Tariffs

In 2024, Vietnam's fruit and vegetable exports was USD 7.4 billion, a USD 3 billion increase over 2023. However, shipments to the U.S. market accounted for only USD 360 million, a small share of total export value. Therefore, the U.S. announcement of a 46% import tariff on Vietnamese products is not have significant impact on the production, business operations, or exports of Vietnam's fruit and vegetable sector.

Source: 24h.com.vn

Vietnam and the U.S. Strive to Open Markets for Agricultural Products

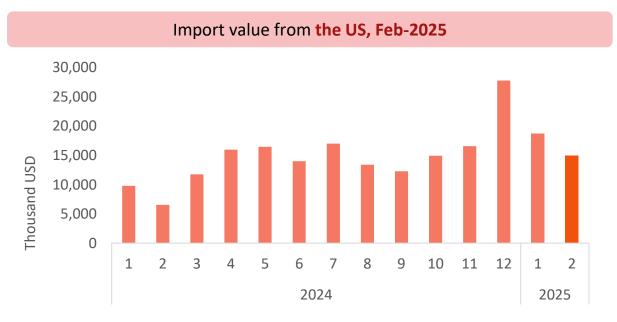
According to the U.S. Ambassador in Vietnam, the bilateral balance trade of agricultural products is a key concern for President Donald Trump. The United States expects Vietnam to open its market to ensure fair competition. Minister of Agriculture and Environment – Mr. Đỗ Đức Duy stated that, with the solid foundation of cooperation, agricultural trade between two countries is no longer a significant obstacle.

Regarding mandarins, the Ministry drafted import conditions— to be finalized by March 2025— creating conditions for U.S. mandarins to enter Vietnam's market in the upcoming harvest. For plums and lemons, Vietnam is allocating additional resources to process licensing for both products simultaneously. The draft Pest Risk Analysis (PRA) report will be submitted in April and May 2025.

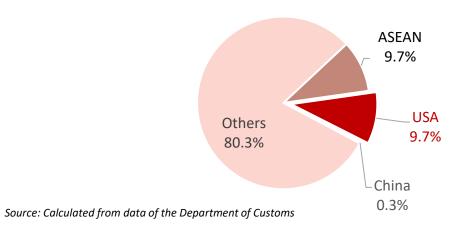
Source: Vnbusiness.vn



MEAT AND MEAT PRODUCTS (IMPORT)



Percentage of import value from the US, Feb-2025



Import results from the US, Feb-2025



≥ Decrea

Decrease 16.9% compared to Jan-2025

✓ Increase 163.1% compared to Feb-2024

14.97

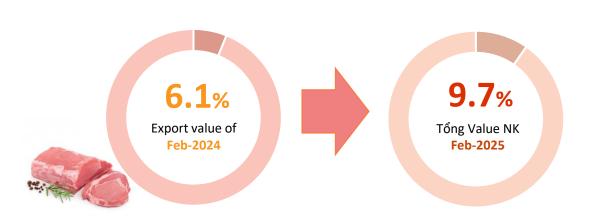
→ 6.9 Mil.USD higher than the monthly average rate in 2024

Mil.USD ACCU

♦ Accumulated 2-month 2025 reached **32.8**

Mil.USD, equal to 34.3% of value in 2024

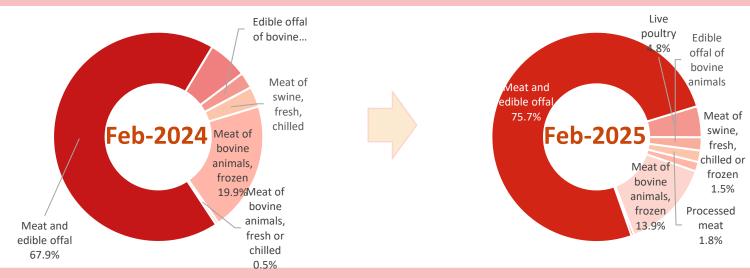
Changes in percentage of import results from the US, Feb-2025





MEAT AND MEAT PRODUCTS (IMPORT)

Structure of imports by products from the US, Feb-2025



Import results from the US, Feb-2025



Meat and edible offal

Value: 11.3 Mil.USD

Decrease **23.8**% compared to Jan-2025

Increase **154.7**% compared to Feb-2024



Meat of bovine animals, frozen

Value: 2.08 Mil.USD

Decrease **14.1**% compared to Jan-2025

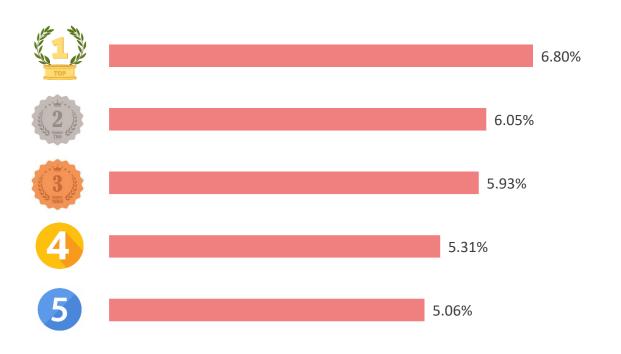
Increase **59.1**% compared to Feb-2024

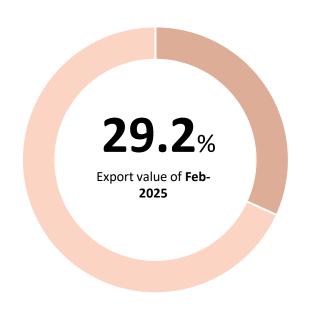


MEAT AND MEAT PRODUCTS (IMPORT)

TOP 5 import enterprises by value from the US, Feb-2025

Value ratio of TOP 5 import enterprises from the US, Feb-2025





MEAT AND MEAT PRODUCTS

SPOTLIGHTS



According to the USDA, U.S. beef imports will peak at around 2 million tons in 2025 before declining to 1.36 million tons by 2029, driven by the recovery of the cattle herd and increase of domestic production. U.S. beef exports are forecast to decrease through 2027, dropping below 1 million tons, before recovering to over 1.4 million tons by 2030.

The USDA also emphasized that U.S. beef production follows an 8–12-year cycle, with output peaking at 13.1 million tons in 2022. It is projected to drop to 11.3 million tons by 2027 and rise again by 2034. As production decreases, beef imports will rise, but sharply reduce since 2029 as domestic production recovers.

Source: Agromeat.com

In the United States, beef trade is changing in the context of U.S. import tariffs increase. South Korea has been required to lift its restrictions on imports of mature U.S. cattle, while retaliatory tariffs from the EU and Canada affect export activities.

Source: Tridge.com



MEAT AND MEAT PRODUCTS

SPOTLIGHTS



U.S. beef export turnover to China sharply reduced, only about 54 tons in the week ending March 20. The primary reason is that export licenses for U.S. meat-processing facilities expired on March 16 and have not yet been renewed.

Meanwhile, rising trade tensions when China's announcement of higher tariffs on U.S. beef imports-have eroded the product's competitiveness in the market. Prior to the license expirations, U.S. beef shipments to China had been steady at over 2,000 tons per week, but new transactions are now suspended due to policy uncertainty.

Source: Agromeat.com



For feedback, please send to:

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