



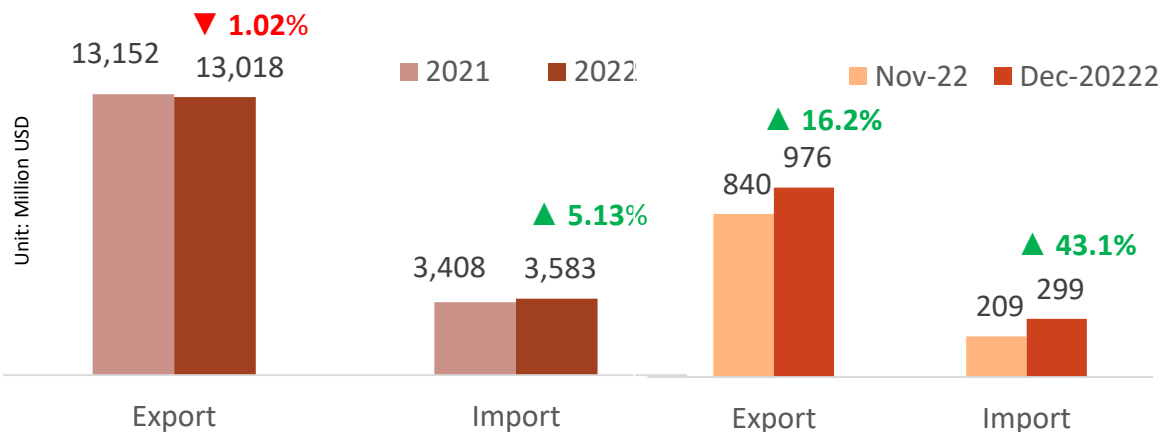
# MONTHLY REPORT ON AGRI-PRODUCT EXPORT FROM VIETNAM TO **THE U.S.** MARKET

Volume 01/2023

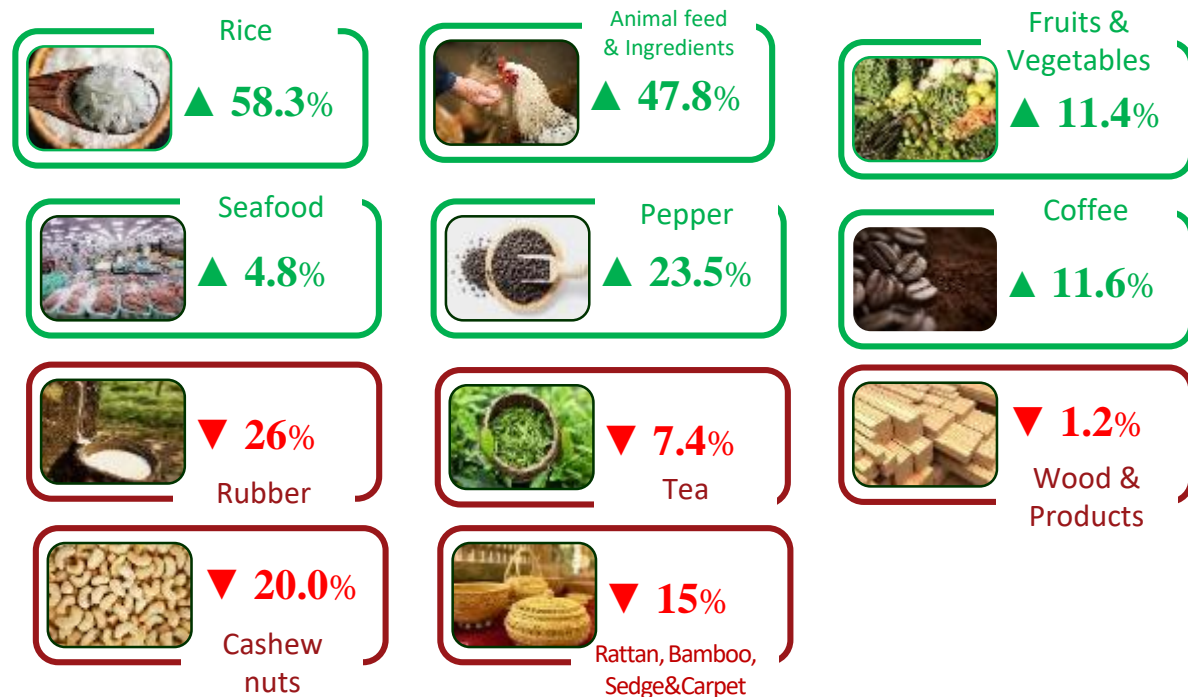


# THE SITUATION OF AGRO-FORESTRY-FISHERY (AFF) PRODUCT EXPORT FROM VIETNAM TO THE U.S. IN DEC-2022

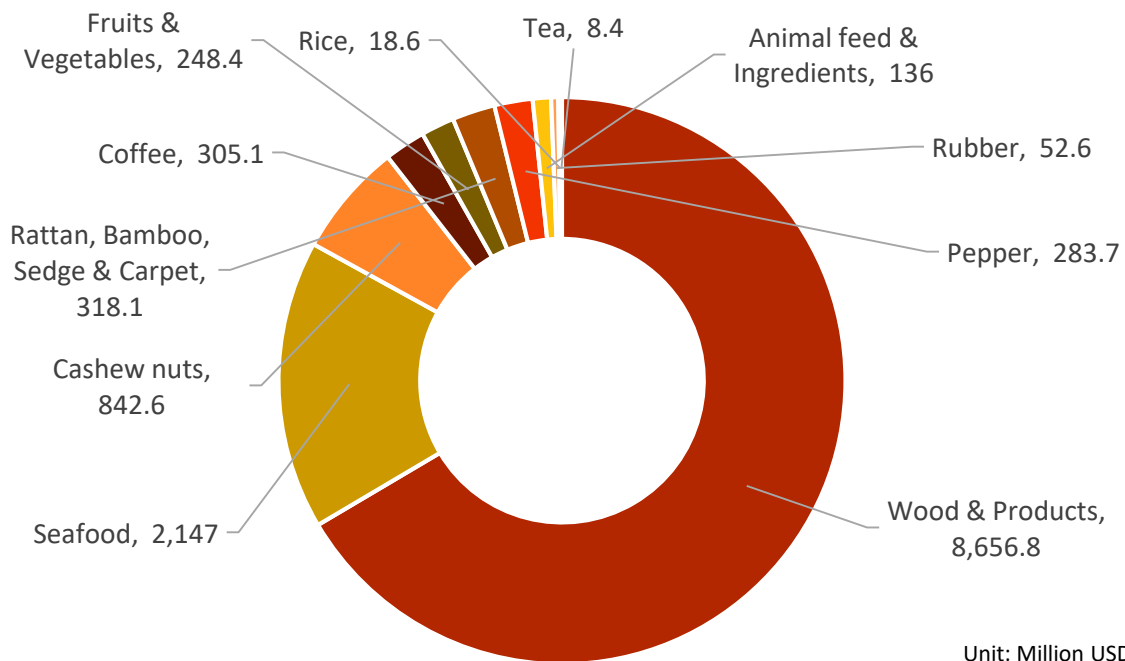
AFF product import-export turnover between Vietnam and the U.S., Dec-2022



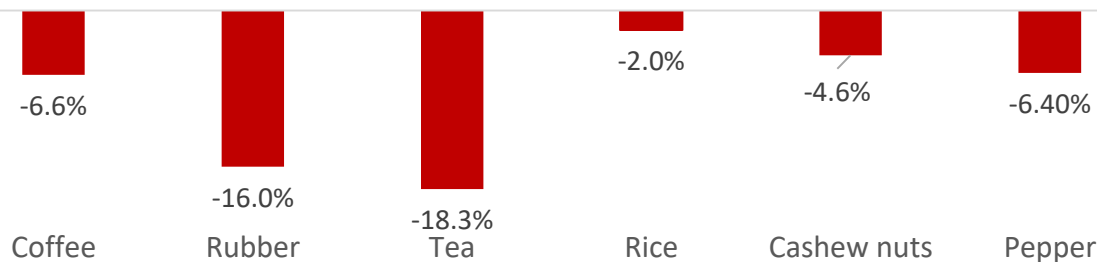
Changes in key AFF product export value to the U.S. in Dec-2022 compared to Dec-2021



Key AFF product export value to the U.S., Dec-2022



Changes in average export value of key AFF products to the U.S. in Dec-2022 compared to Dec-2021



## New position of Vietnamese agricultural products in the United States

In 2022, US importers bought nearly 14 billion USD of agricultural and aquatic products of all kinds from Vietnam,

accounting for 25% of Vietnam's total bilateral trade turnover in 2022 of nearly 123 billion USD. With this turnover, the United States has become Vietnam's largest agricultural export market, surpassing China.

Vietnam, from ranking 95th among the US's partners, has now become the 8th largest trading partner of the US, with a

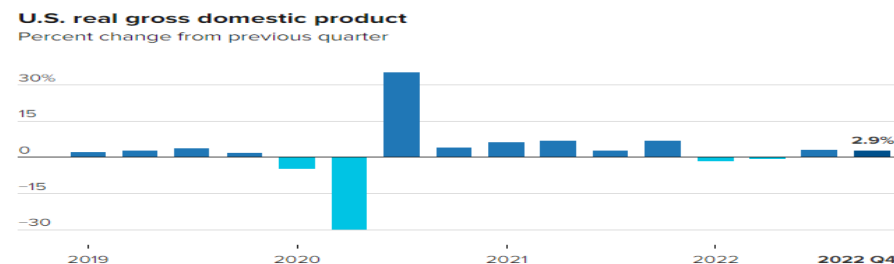


## The United States revised down GDP growth figures for the fourth quarter of 2022

On January 26, the US Department of Commerce (DOC) announced that GDP in the fourth quarter of 2022 had a growth rate of 2.9%, lower than 3.2% in the previous quarter. However, this number still exceeds experts' forecast of 2.6% in the context of the first two quarters of negative growth. According to the above Ministry, the growth of the world's largest economy in 2022 will only reach 2.1%, although much lower than 5.9% in 2021 but still higher than (1,7%), OECD (1,8%), IMF (1,6%), Fitch Ratings (1,9%).

In December 2022, consumer price inflation in the United States dropped to its lowest level in the past year (as announced by the US Department of Labor). This is a sign that the worst of

overheating prices may be over. The consumer price index (CPI) increased by 6.5% in December 2022, slower than the increase of 7.1% in November 2022. This is also the first month in the past 14 months (since November 2021) that CPI decreased, thanks to the decrease in gasoline and other commodity prices. This is also a sign that inflation is following a sustainable downward trend. However, inflation is still much higher than the Fed's target level of 2%.

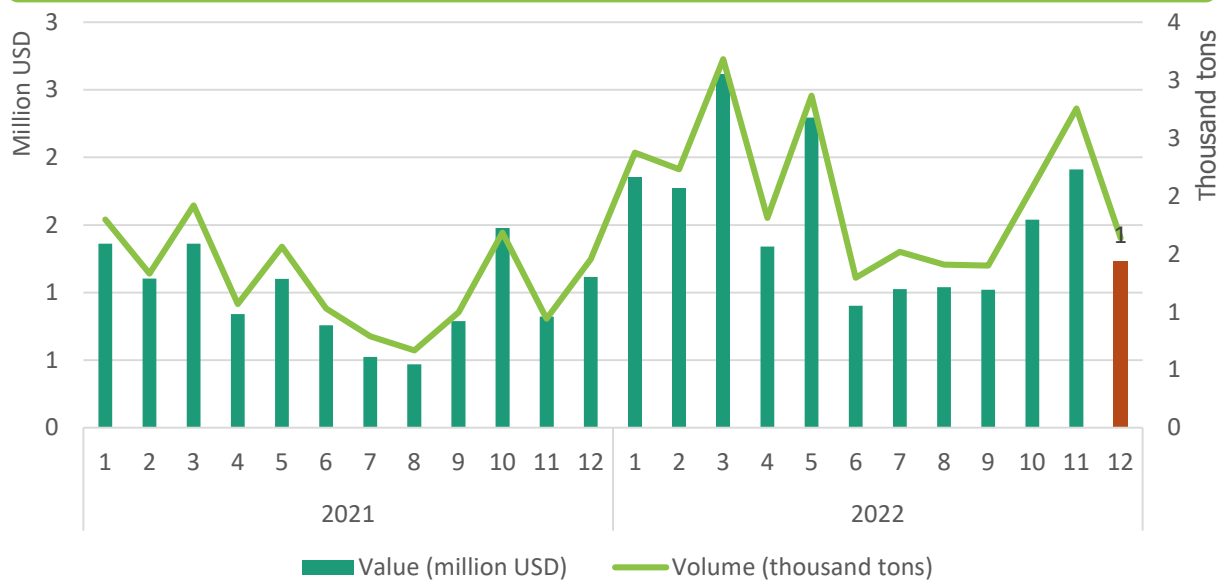


Note: Seasonally adjusted annual rate  
Chart: Gabriel Cortes / CNBC  
Source: U.S. Bureau of Economic Analysis via FRED  
Data last published Jan. 26, 2023



# RICE

## Export volume and value to the U.S., Dec-2022



## Export results to the U.S., Dec-2022

**VALUE**  
**1.2** million USD



Decrease **35.7%** compared to Nov-2022

Increase **10.2%** compared to Dec-2021

Increase **0,3 million USD** more than the monthly average rate in 2021

Accumulated 12 months of 2022 reaches **18.6 mil.USD**, **158.3%** of total 2021

**VOLUME**  
**1.6** thousand tons



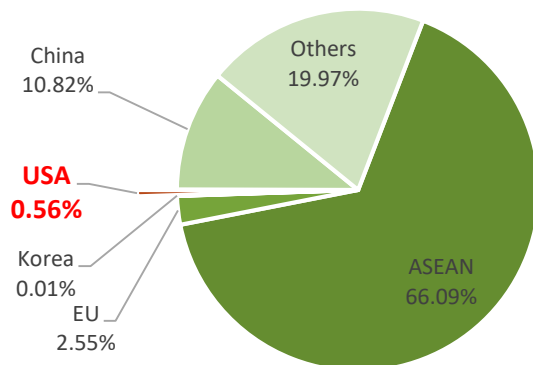
Decrease **40.6%** compared to Nov-2022

Increase **12.5%** compared to Dec-2021

Increase **366 tons** more than the monthly average rate in 2021

Accumulated 12 months of 2022 reaches **24.5 thousand tons**, **161.1%** of total 2021

## Percentage of export value to the U.S., Dec-2022



## Changes in percentage of export value to the U.S., Dec-2022

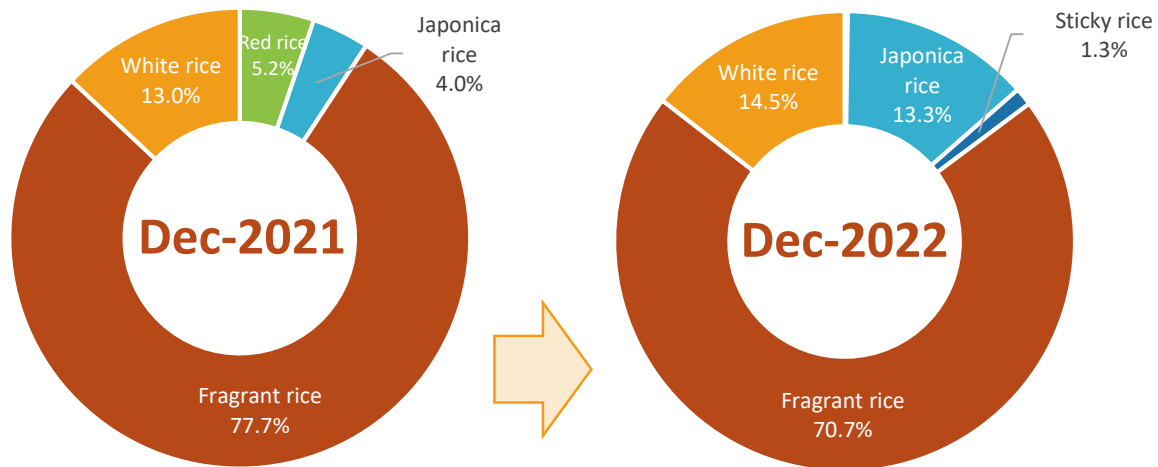




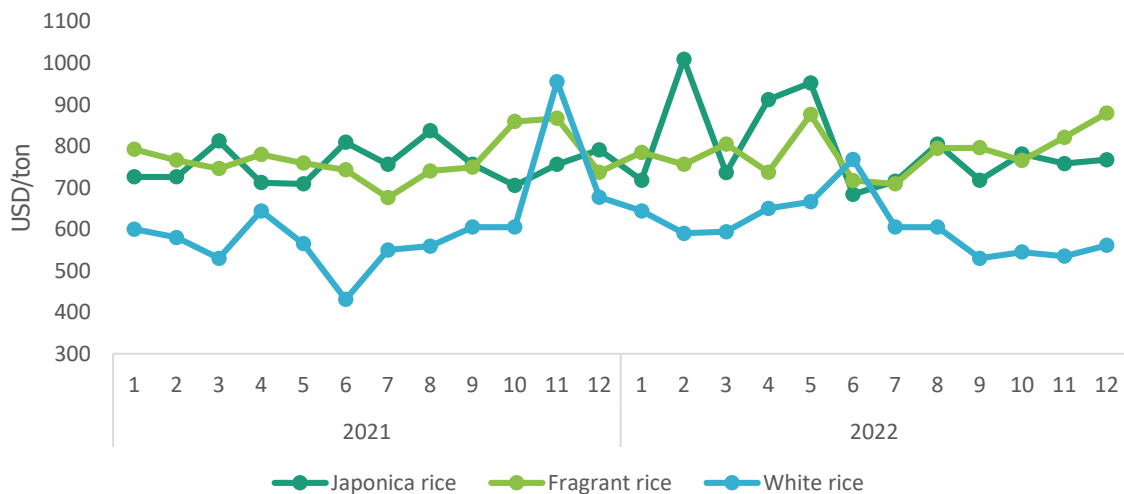


# RICE

## Structure of exports by products to the U.S., Dec-2022



## Average export rice price to the U.S., Dec-2022



## Export results to the U.S., Dec-2022



### Fragrant rice

Value: **0.9** million USD  
 Decrease **9%** compared to Nov-2022  
 Increase **1%** compared to Dec-2021



### White rice

Value: **0.2** million USD  
 Decrease **55%** compared to Nov-2022  
 Increase **23%** compared to Dec-2021



### Japonica rice

Value: **0.2** million USD  
 Decrease **66%** compared to Nov-2022  
 Increase **265%** compared to Dec-2021

### Japonica rice

The average export price in Dec-2022 is **767** USD/ton; Increase **1%** compared to the previous month; and decrease **3%** compared to the same month of 2021.

### Fragrant rice

The average export price in Dec-2022 is **879** USD/ton; Increase **7%** compared to the previous month; and increase **19%** compared to the same month of 2021.

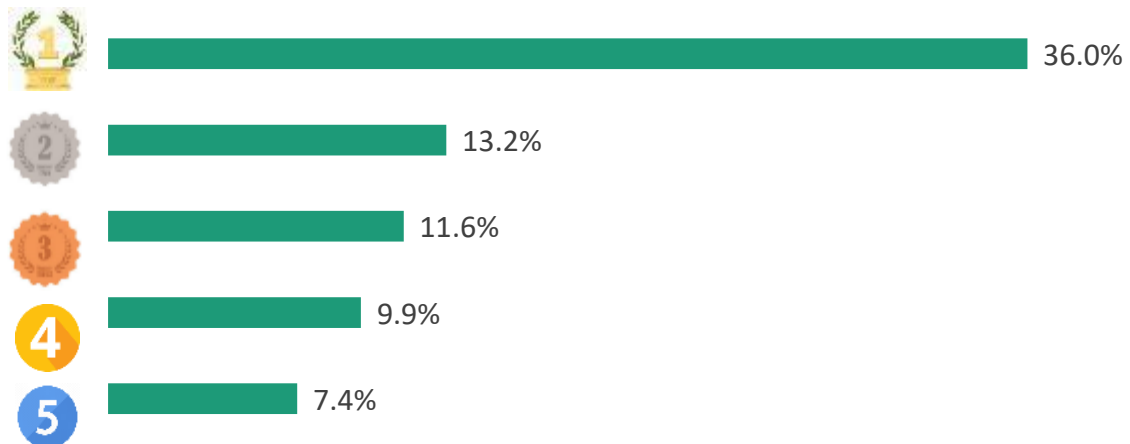
### White rice

The average export price in Dec-2022 is **561** USD/ton; Increase **5%** compared to the previous month; and decrease **17%** compared to the same month of 2021.

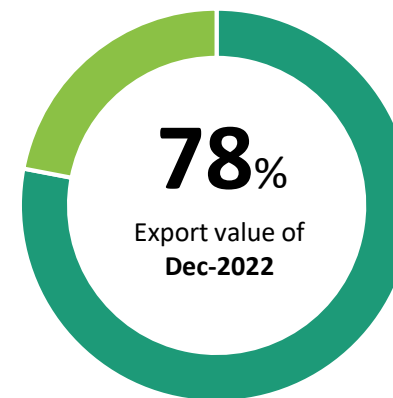


# RICE

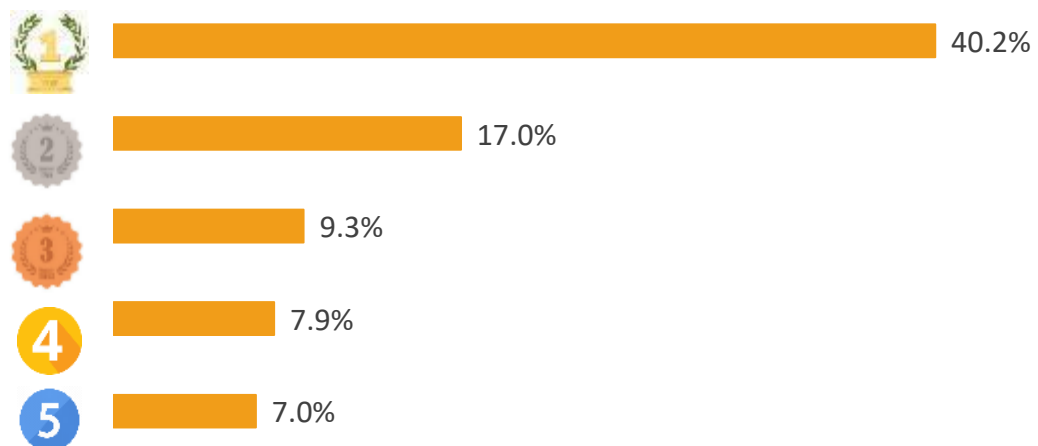
## TOP 5 export enterprises by value to the U.S., Dec-2022



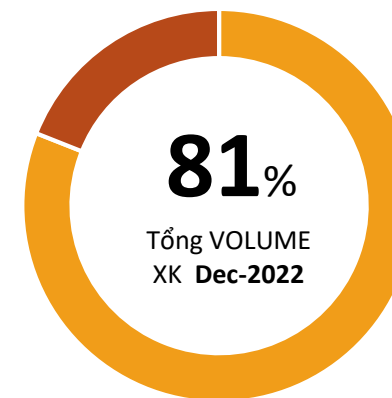
## Value ratio of TOP 5 export enterprises to the U.S., Dec-2022



## TOP 5 export enterprises by volume to the U.S., Dec-2022



## Volume ratio of TOP 5 export enterprises to the U.S., Dec-2022





# RICE



## SPOTLIGHTS

The United States Department of Agriculture (USDA) forecasts that the country's rice production in the 2022/23 crop year will reach 10.0 million tons, down 16% over the same period last year, and the lowest level since the 1993/94.

*Source: USDA (01/2023)*

USDA forecasts US rice imports in the 2022/23 crop year at a record 2.5 million tons, up 19% over the same period last year.

*Source: USDA (01/2023)*

USDA forecasts domestic consumption and reserves in 2022/23 to reach about 8.2 million tons, an increase of 280 thousand tons compared to the previous forecast.

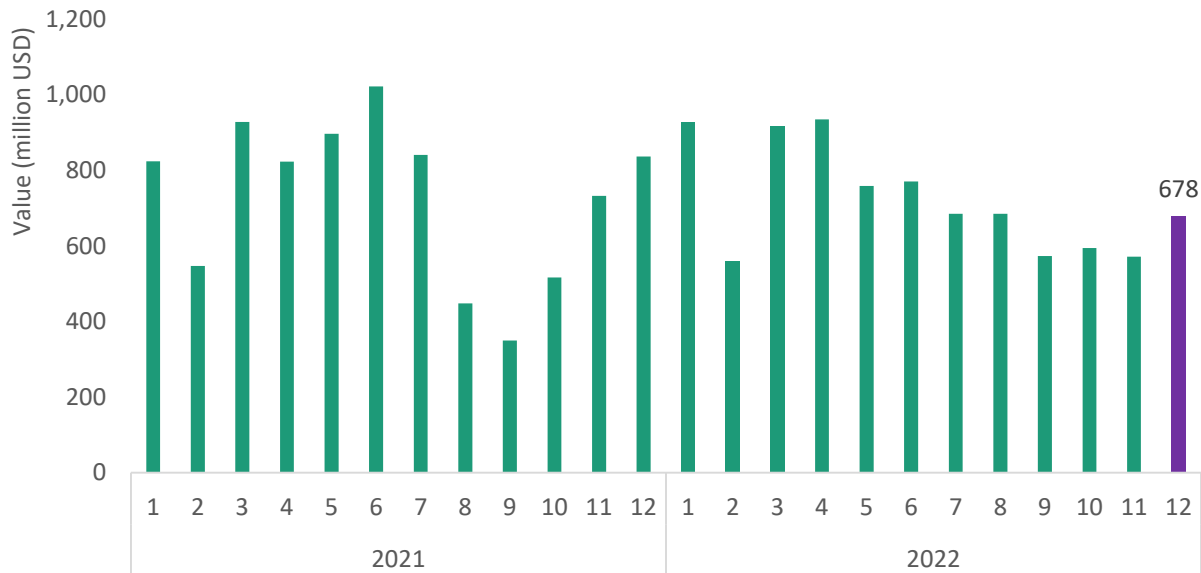
*Source: USDA (01/2023)*





# WOOD & PRODUCTS

## Export value to the U.S., Dec-2022



## Export results to the U.S., Dec-2022

VALUE



678

million USD

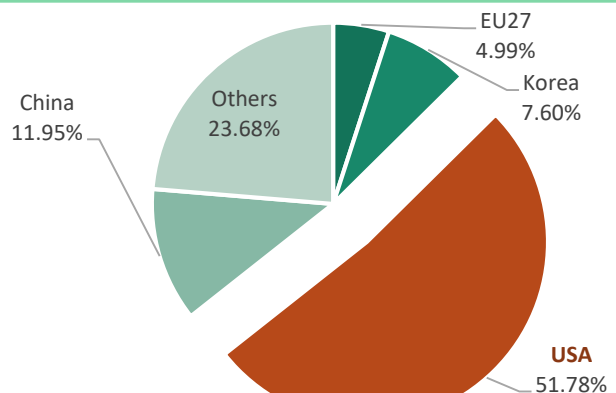
↗ Increase **18.7%** compared to Nov-2022

↘ Decrease **18.9%** compared to Dec-2021

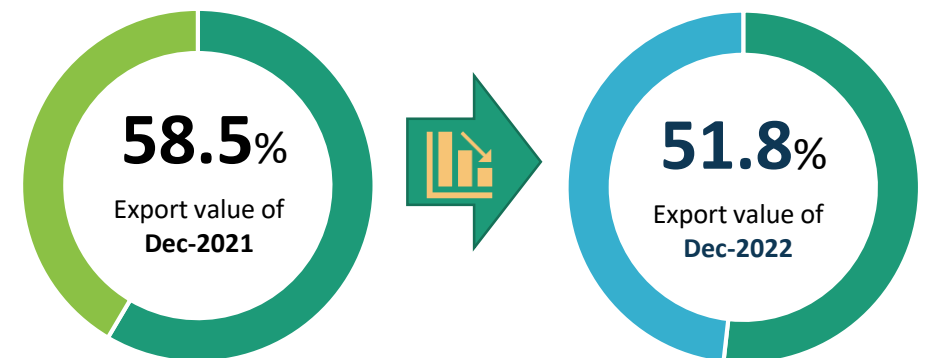
↘ **52 million USD** less than the monthly average rate in 2021

❖ Accumulated 12 months of 2022 reaches **8.7** billion USD, **98.8%** of total 2021

## Percentage of export value to the U.S., Dec-2022



## Changes in percentage of export value to the U.S., Dec-2022

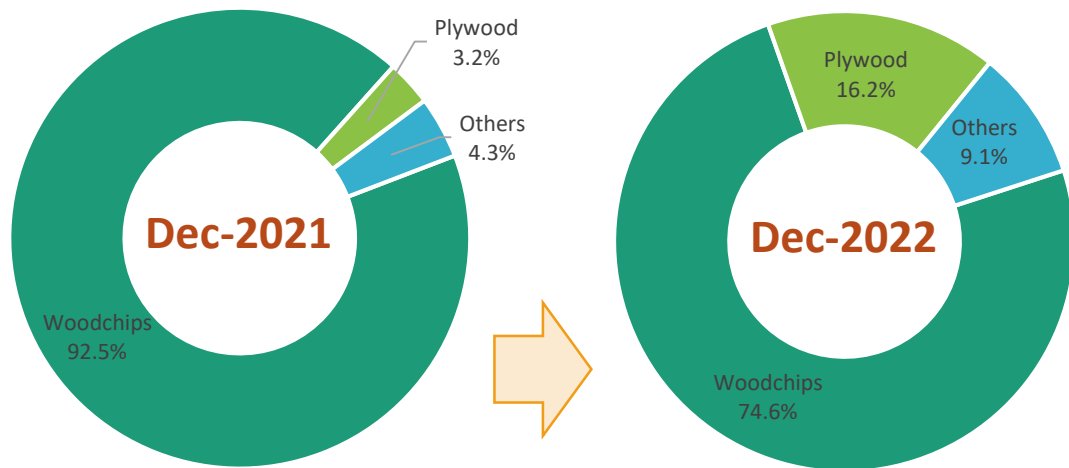




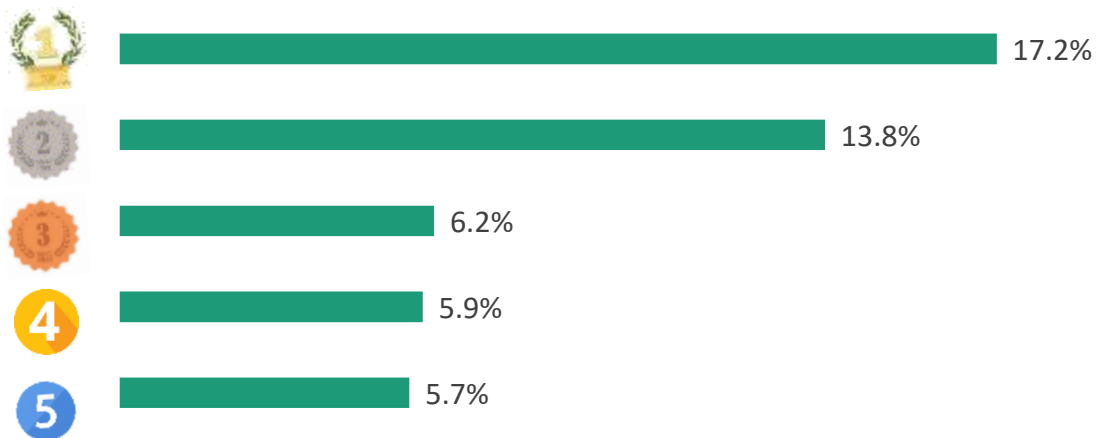


# WOOD & PRODUCTS

## Structure of exports by products to the U.S., Dec-2022



## TOP 5 export enterprises by value to the U.S., Dec-2022



## Export results to the U.S., Dec-2022



### Woodchips

Value: **16.4** million USD

Increase **30%** compared to Nov-2022

Decrease **71%** compared to Dec-2021



### Plywood

Value: **3.6** million USD

Increase **33%** compared to Nov-2022

Increase **85%** compared to Dec-2021



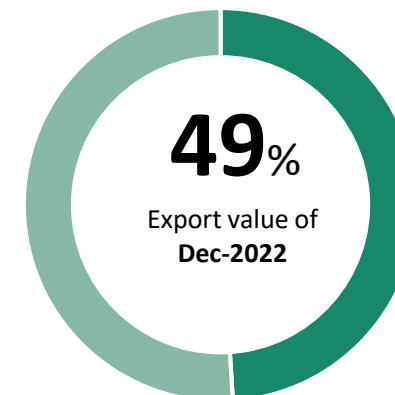
### Wood veneer panels

Value: **0.8** million USD

Increase **423%** compared to Nov-2022

Increase **100%** compared to Dec-2021

## Value ratio of TOP 5 export enterprises to the U.S., Dec-2022





1

• Nhập khẩu gỗ xẻ cứng nhiệt đới của Hoa Kỳ trong tháng 11/2022 đã Decrease xuống mức 18.578 m<sup>3</sup>, Decrease 10% compared to the same month of 2021.

2

• Nhập khẩu ván ép gỗ cứng của Hoa Kỳ đã Decrease 21% trong tháng 11/2022, xuống mức thấp nhất kể từ tháng 1/2021. Nhập khẩu từ Malaysia, Campuchia, Trung Quốc và Decrease mạnh.

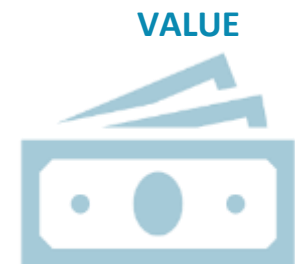


# FRUITS & VEGETABLES (EXPORT)

## Export value to the U.S., Dec-2022



## Export results to the U.S., Dec-2022



# 15.6

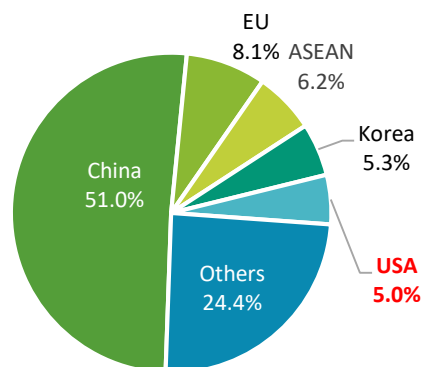
million USD

Increase **18.1%** compared to Nov-2022

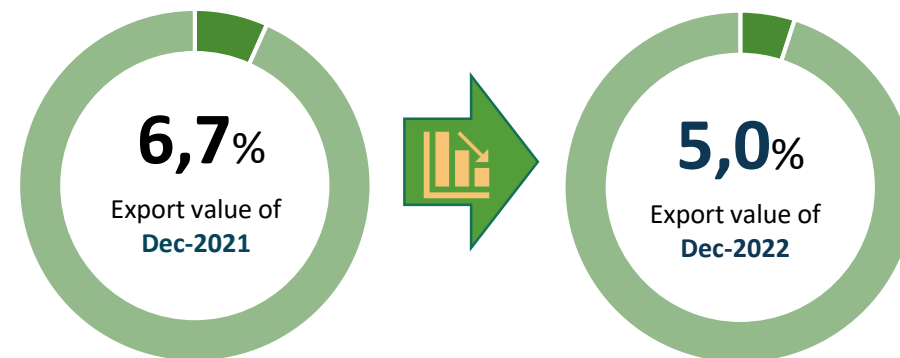
Decrease **21.8%** compared to Dec-2021  
**5.1 million USD** less than the monthly average rate in 2021

Accumulated 12 months of 2022 reaches **247.8 million USD**

## Percentage of export value to the U.S., Dec-2022



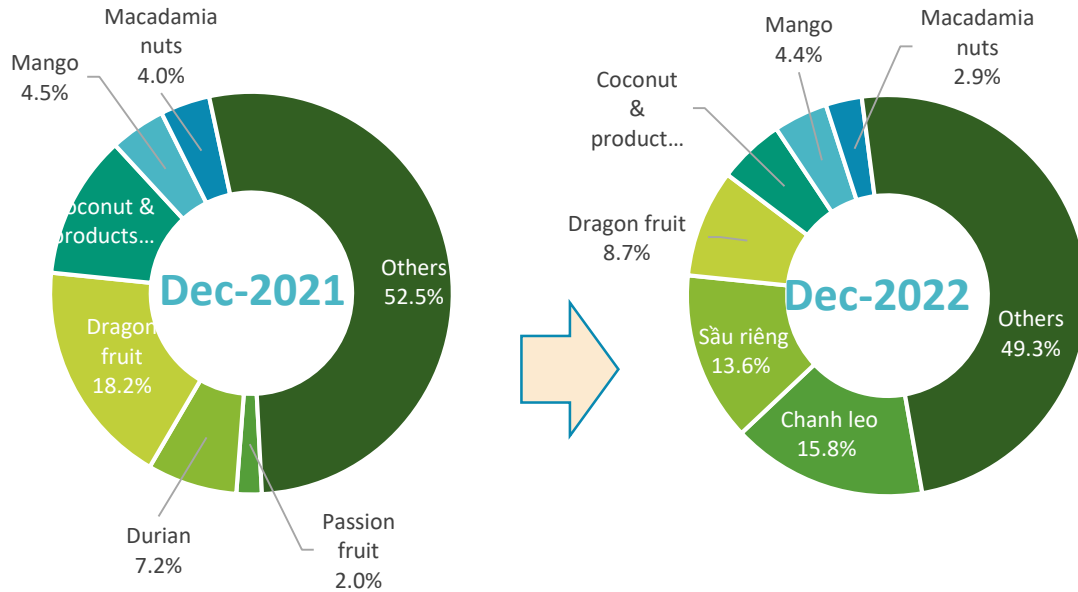
## Changes in percentage of export value to the U.S., Dec-2022





# FRUITS & VEGETABLES (EXPORT)

## Structure of exports by products to the U.S., Dec-2022



## Export results to the U.S., Dec-2022



### Passion fruit

Value: **2.5** million USD

Increase **1,192%** compared to Nov-2022

Increase **505.1%** compared to Dec-2021



### Durian

Value: **2.1** million USD

Increase **88.4%** compared to Nov-2022

Increase **47.6%** compared to Dec-2021



### Dragon fruit

Value: **1.4** million USD

Decrease **29.4%** compared to Nov-2022

Decrease **62.7%** compared to Dec-2021



### Coconut & products

Value: **0.8** million USD

Decrease **6.5%** compared to Nov-2022

Decrease **63.8%** compared to Dec-2021



### Mango

Value: **0.7** million USD

Increase **25.5%** compared to Nov-2022

Decrease **23.5%** compared to Dec-2021



### Macadamia nuts

Value: **0.45** million USD

Decrease **49.7%** compared to Nov-2022

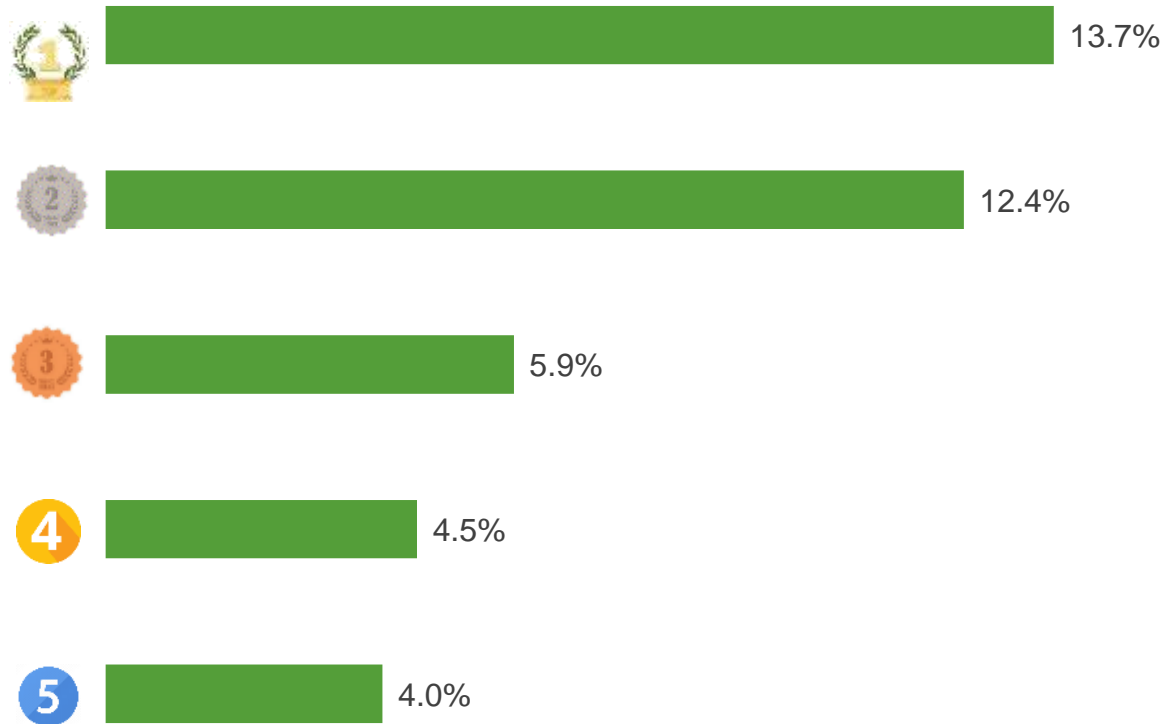
Decrease **42.9%** compared to Dec-2021





# FRUITS & VEGETABLES (EXPORT)

TOP 5 export enterprises by value to the U.S., Dec-2022



Value ratio of TOP 5 export enterprises to the U.S., Dec-2022







# FRUITS & VEGETABLES (IMPORT)

## Import value from the U.S., Dec-2022



## Import results from the U.S., Dec-2022

VALUE



**36.1**

million USD

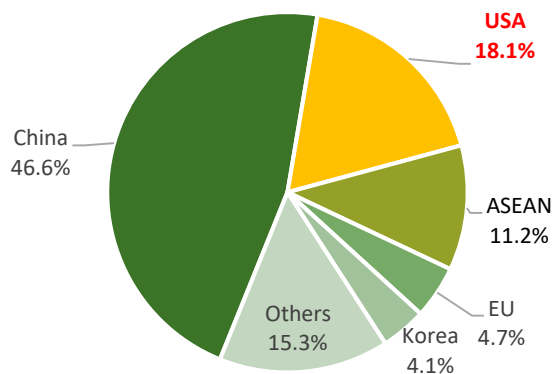
Decrease **10.9%** compared to Nov-2022

Increase **21.6%** compared to Dec-2021

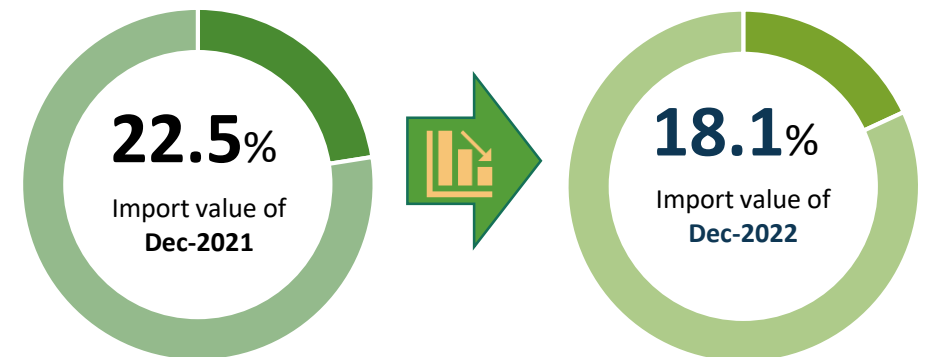
**6.4 million USD** than the monthly average rate in 2021

Accumulated 12 months of 2022 reaches **356.3 million USD**

## Percentage of import value from the U.S., Dec-2022



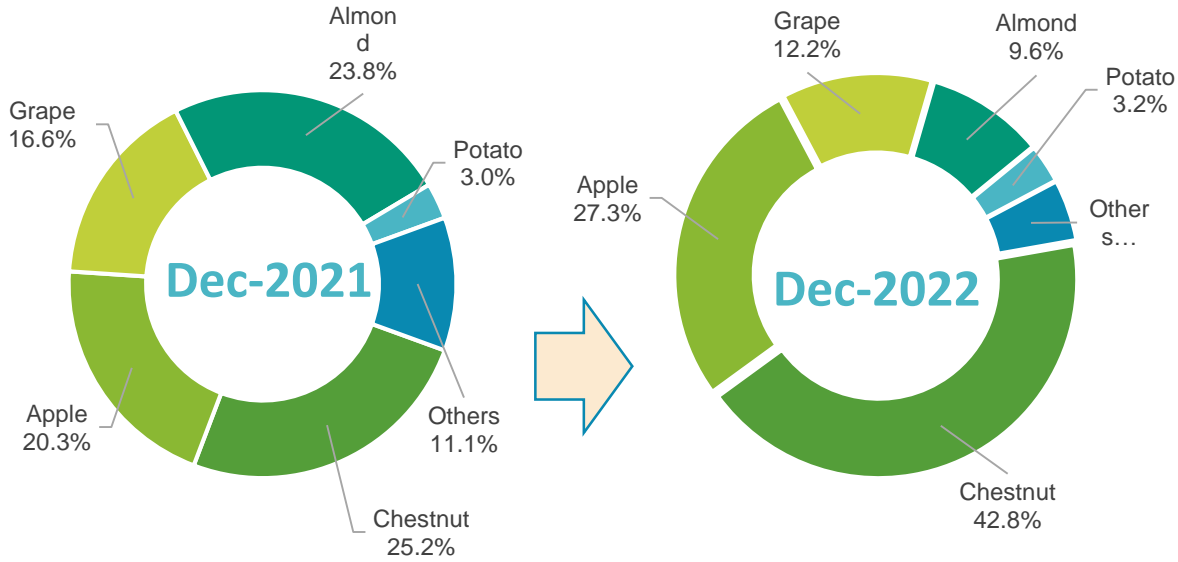
## Changes in percentage of export value from the U.S., Dec-2022





# FRUITS & VEGETABLES (IMPORT)

## Structure of exports by products from the U.S., Dec-2022



## Import results from the U.S., Dec-2022



### Chestnut

Value: **15.4** million USD

Decrease **13.5%** compared to Nov-2022

Increase **106.2%** compared to Dec-2021



### Apple

Value: **9.8** million USD

Increase **31.5%** compared to Nov-2022

Increase **63.5%** compared to Dec-2021



### Grape

Value: **4.4** million USD

Decrease **40.7%** compared to Nov-2022

Decrease **10.1%** compared to Dec-2021



### Alomnd

Value: **3.5** million USD

Decrease **23.6%** compared to Nov-2022

Decrease **51.0%** compared to Dec-2021



### Potato

Value: **1.1** million USD

Increase **3.3%** so compared to Nov-2022

Increase **27.8%** compared to Dec-2021

# FRUITS & VEGETABLES

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## SPOTLIGHTS



According to a report by the Animal and Plant Health Inspection Service (APHIS) under the US Department of Agriculture, the US has banned the import of fresh bell peppers from Spain due to the discovery of Mediterranean fruit fly larvae on the product.

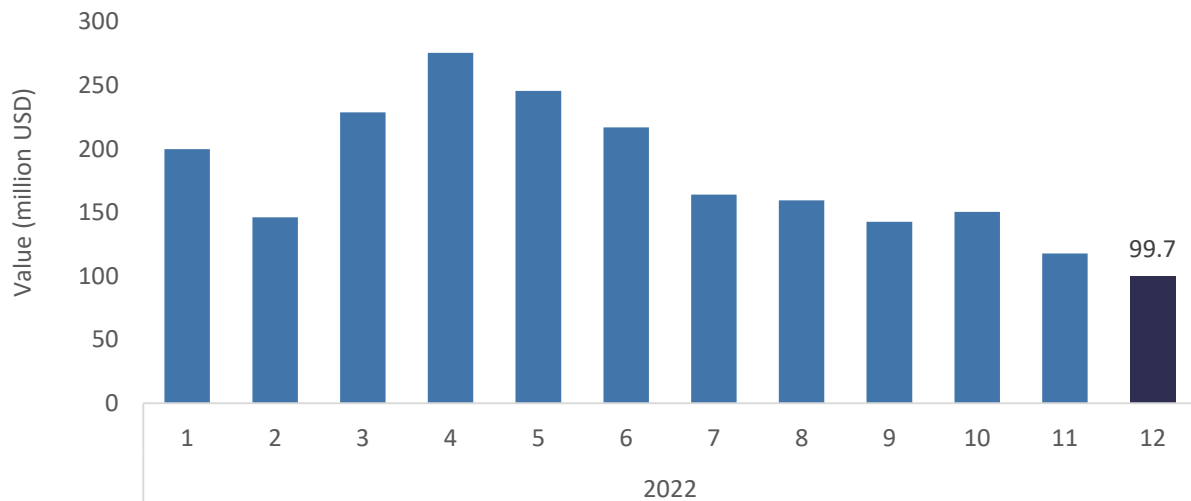
*Source: Tridge.com*





# SEAFOOD

## Export volume and value to the U.S., Dec-2022



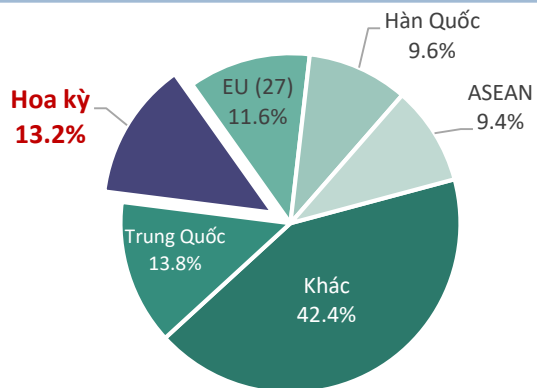
## Export results to the U.S., Dec-2022

**VALUE**

# 99.7 *million USD*

- Decrease **15.4%** compared to Nov-2022
- Decrease **44.4%** compared to Dec-2021
- Accumulated 12 months of 2022 reaches **2.15** billion USD, increase **5.8%** compared to total 2021

## Percentage of export value to the U.S., Dec-2022



## Changes in percentage of export value to the U.S., Dec-2022

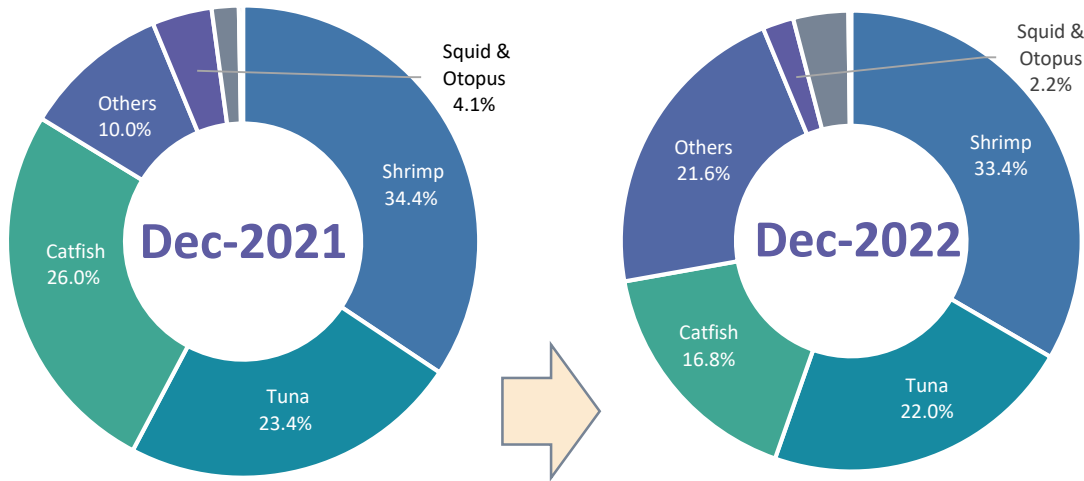




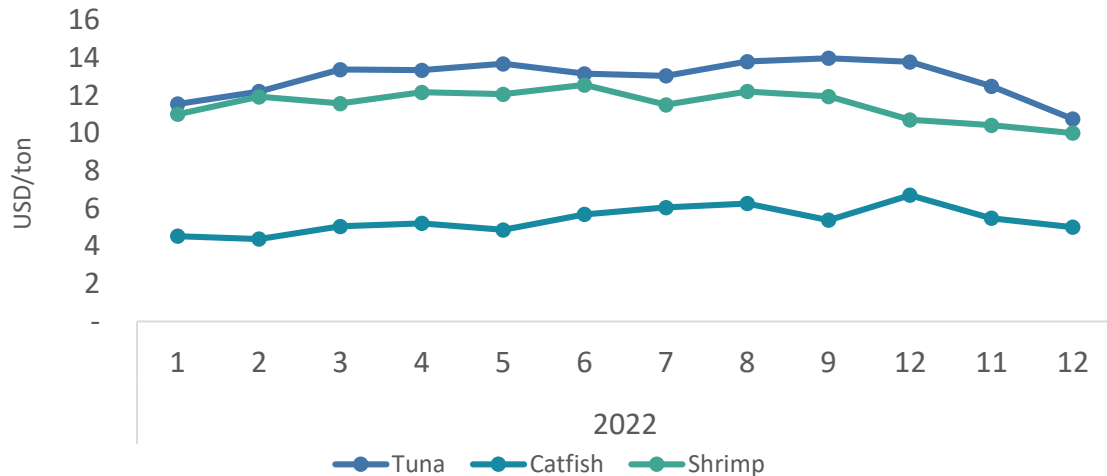


# SEAFOOD

## Structure of exports by products to the U.S., Dec-2022



## Average export seafood price to the U.S., Dec-2022



## Export results to the U.S., Dec-2022



### Shrimp

Value: **33.3** million USD

Decrease **19%** compared to Nov-2022

Decrease **46%** compared to Dec-2021



### Tuna

Value: **21.9** million USD

Decrease **6.9%** compared to Nov-2022

Decrease **47.7%** compared to Dec-2021



### Catfish

Value: **16.8** million USD

Decrease **44.8%** compared to Nov-2022

Decrease **64%** compared to Dec-2021

### Tuna

The average export price in Dec-2022 is **10,7** USD/kg; **Decrease 13.9%** compared to the previous month; and **Decrease 3.4%** compared to the same month of 2021.

### Catfish

The average export price in Dec-2022 is **5,0** USD/kg; **Decrease 8.7%** compared to the previous month; and **decrease 36.3%** compared to the same month of 2021.

### Shrimp

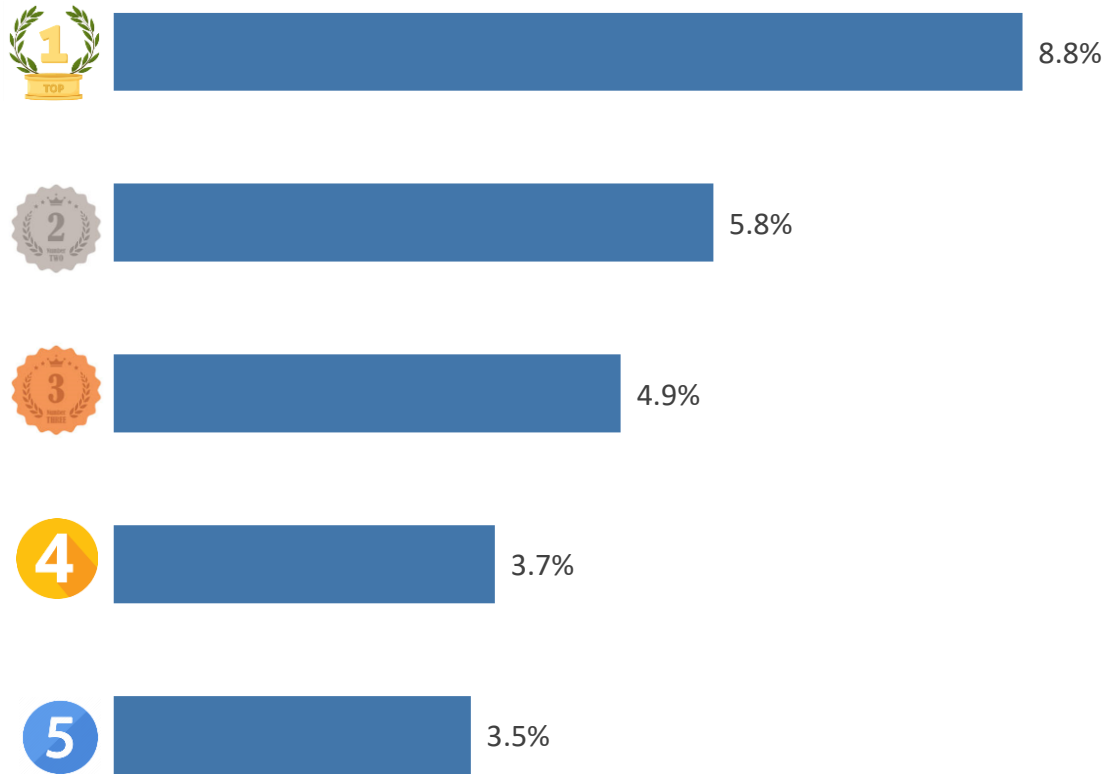
The average export price in Dec-2022 is **10,0** USD/kg; **Decrease 4.0%** compared to the previous month; and **decrease 14.5%** compared to the same month of 2021.



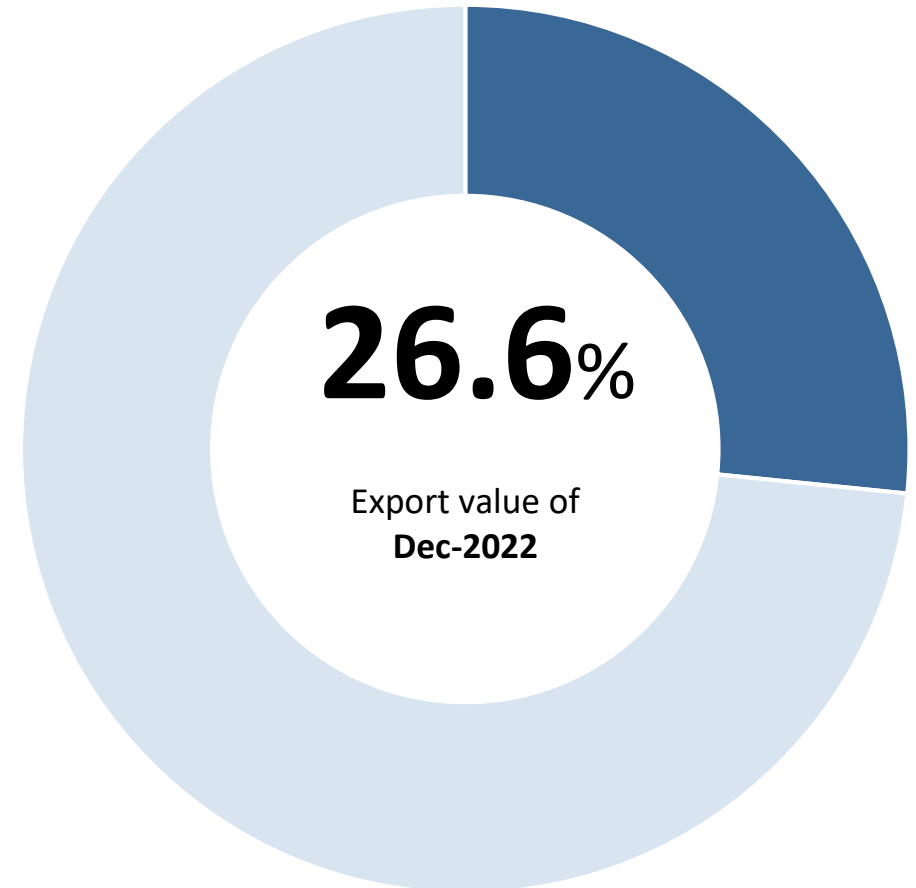


# SEAFOOD

## TOP 5 export enterprises by value to the U.S., Dec-2022



## Value ratio of TOP 5 export enterprises to the U.S., Dec-2022





# SEAFOOD

## SPOTLIGHTS



01

### Seafood sales in the United States decreased

According to new data from IRI and 210 Analytics, fresh seafood sales through US retail channels reached 522 million USD (486 million EUR) in December. Inflation continues to impact purchasing activity of consumers in December, Decrease frozen sales 8.3% and fresh Decrease sales 5.7%, despite increased Christmas holiday demand.

*Source: Vasep Jan-2023*

02

### The United States prepares for a national marketing program

The effort to launch a national marketing campaign to increase consumption in the United States just got a big boost thanks to Congress passing a \$1.7 trillion spending bill fiscal year 2023 summary.

*Source: Vasep Jan-2023*

03

### U.S. seafood restaurants continue to struggle in 2023

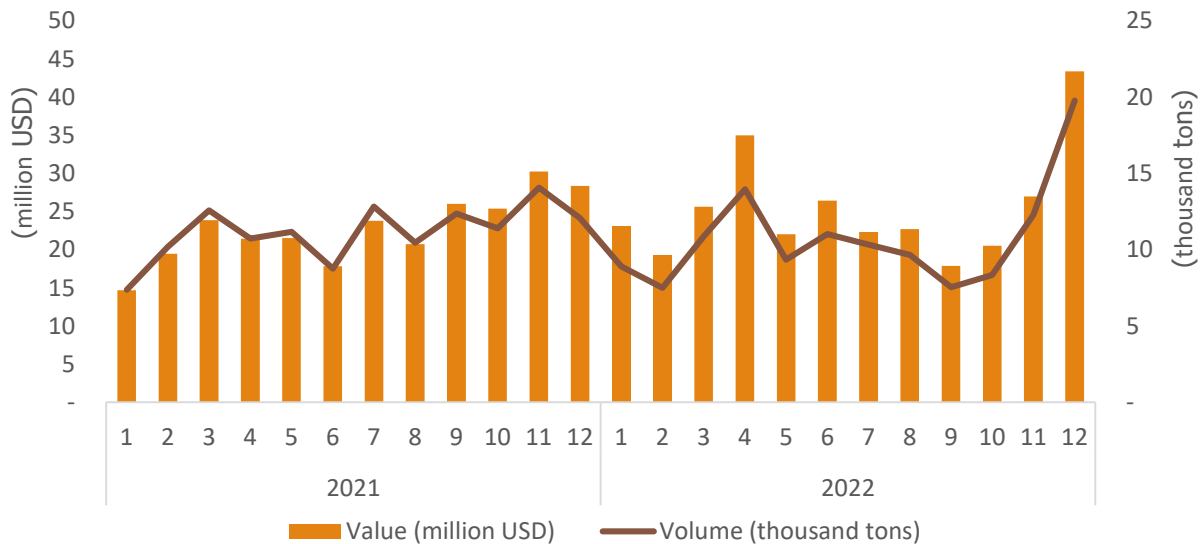
The National Restaurant Association said ingredient costs are expected to remain high throughout 2023, so restaurant operators will streamline menus and create dishes with new ingredients. to preserve Export value for diners. Prices of seafood dishes on the menu have increased by an average of 1.3% over the past year (from Q3/2021 to Q3/2022) and the Increase may be higher in 2023 due to inflation.

*Source: Vasep Jan-2023*



# COFFEE

## Export volume and value to the U.S., Dec-2022



## Export results to the U.S., Dec-2022

### VALUE

**43.4** million USD

Increase **60.7%** compared to Nov-2022

Increase **52.9%** compared to Dec-2021

**20.5 million USD** more than the monthly average rate in 2021

### VOLUME

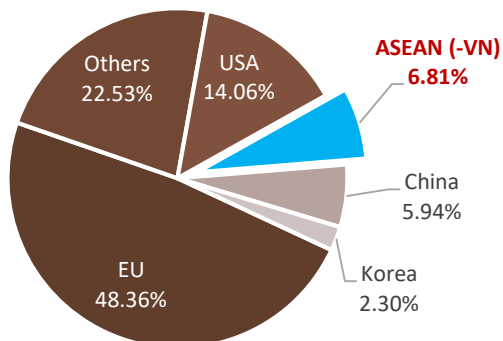
**19.8** thousand tons

Increase **60.8%** compared to Nov-2022

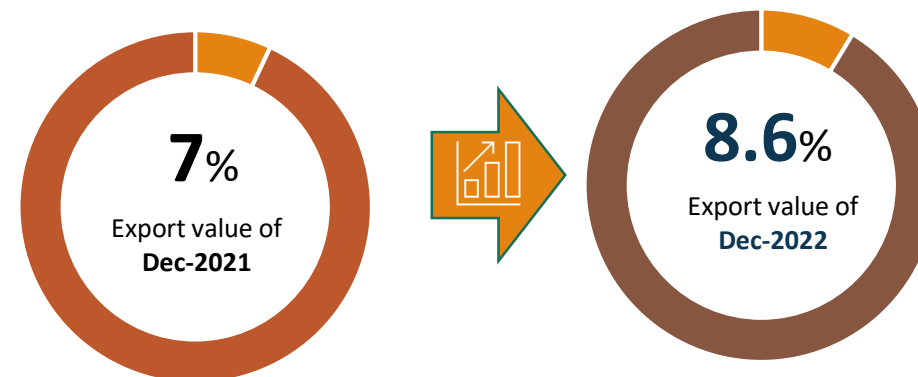
Increase **63.4%** compared to Dec-2021

**8.5 thousand tons** more than the monthly average rate in 2021

## Percentage of export value to the U.S., Dec-2022

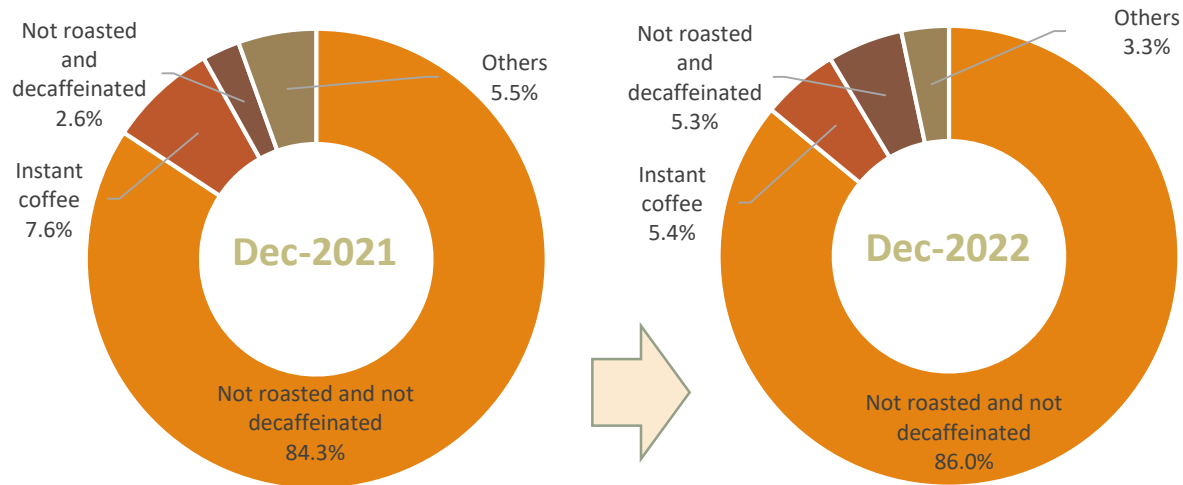


## Changes in percentage of export value to the U.S., Dec-2022

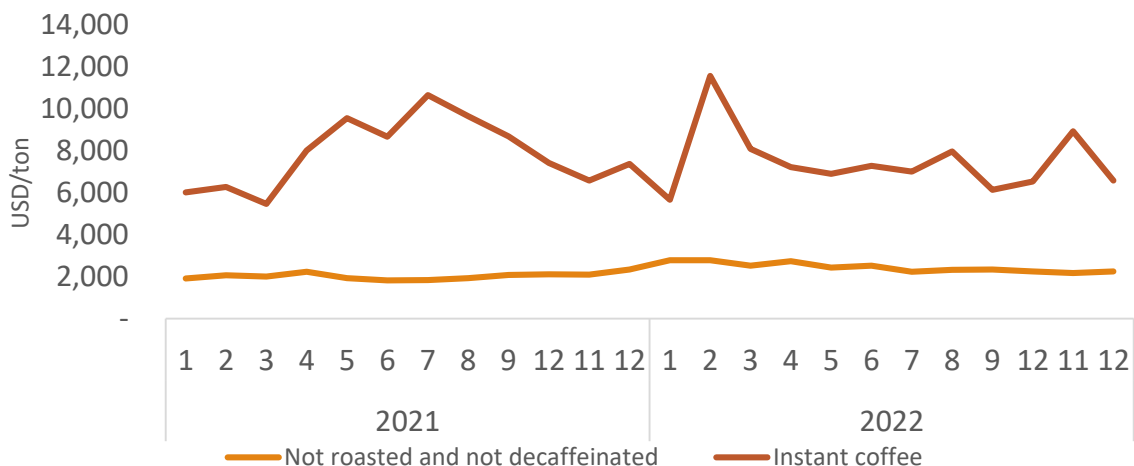


# COFFEE

## Structure of exports by products to the U.S., Dec-2022



## Average export coffee price to the U.S., Dec-2022



## Export results to the U.S., Dec-2022



### Not roasted and not decaffeinated

Value: **37.1** million USD

Increase **67.7%** compared to Nov-2022

Increase **57.7%** compared to Dec-2021



### Not roasted and decaffeinated

Value: **2.3** million USD

Increase **79.6%** compared to Nov-2022

Increase **205%** compared to Dec-2021



### Instant coffee

Value: **2.3** million USD

Increase **31.9%** compared to Nov-2022

Increase **10.6%** compared to Dec-2021

### Instant coffee

The average export price in Dec-2022 is **7,353** USD/ton; **Decrease 26.2%** compared to the previous month; and **decrease 10.7%** compared to the same month of 2021.

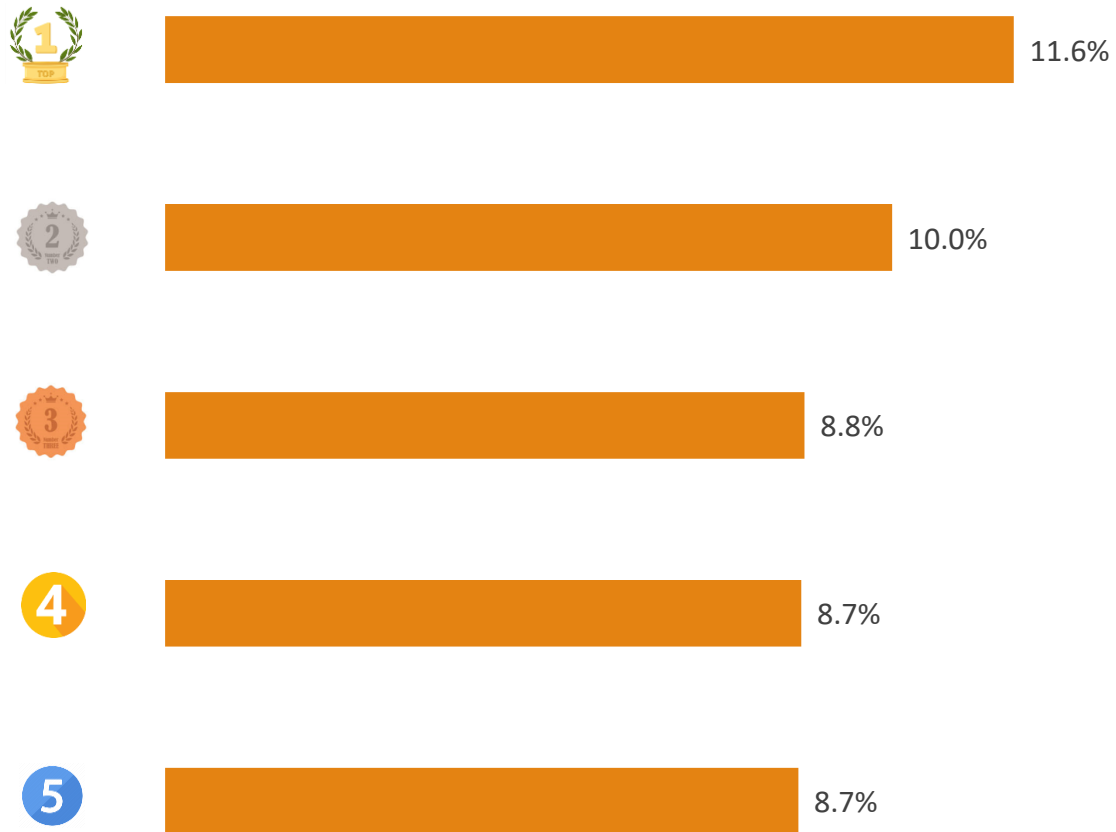
### Not roasted and not decaffeinated coffee

The average export price in Dec-2022 is **2,337** USD/ton; **Increase 3.6%** compared to the previous month; and **decrease 3.7%** compared to the same month of 2021.

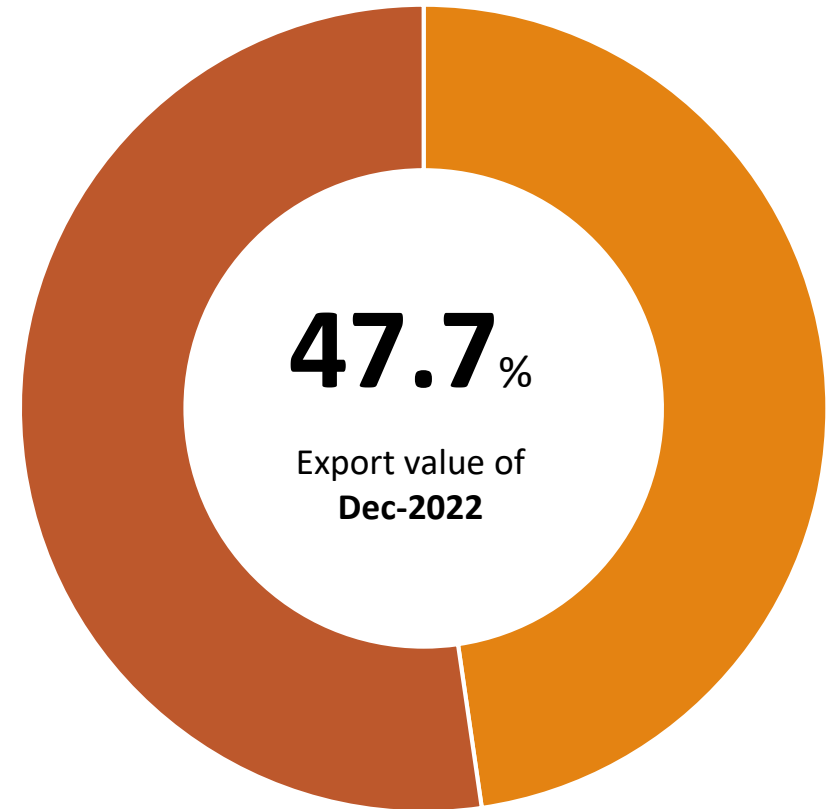


# COFFEE

## TOP 5 export enterprises by value to the U.S., Dec-2022



## Value ratio of TOP 5 export enterprises to the U.S., Dec-2022





# COFFEE



## SPOTLIGHTS

Theo tổ chức Quốc tế, tháng 2/2023, dự trữ Arabica được chứng nhận trên sàn New York Decrease 5% so với tháng 1/2023, xuống còn 0,86 triệu bao (loại 60 kg/bao). Tuy nhiên, dự trữ Robusta được chứng nhận Increase 13,8% lên 1,19 triệu bao

*Source: ICO (2/2023)*

Theo Cục Quản lý Thực phẩm và Dược phẩm Mỹ (FDA), hơn 25.000 thùng đồ uống đóng chai của Starbucks đã bị thu hồi sau khi tìm thấy thủy tinh bên trong một số chai.

*Source: cafebiz (2/2023)*





# CASHEW NUTS

## Export volume and value to the U.S., Dec-2022



## Export results to the U.S., Dec-2022

**VALUE**  
**73.4** million USD

↑ Increase **6.3%** compared to Nov-2022

↓ Decrease **8.4%** compared to Dec-2021

↓ **14.39 million USD** less than the monthly average rate in 2021

❖ Accumulated 12 months of 2022 reaches **842.6 mil.USD**, **80%** of total 2021

**VOLUME**  
**12.6** tons

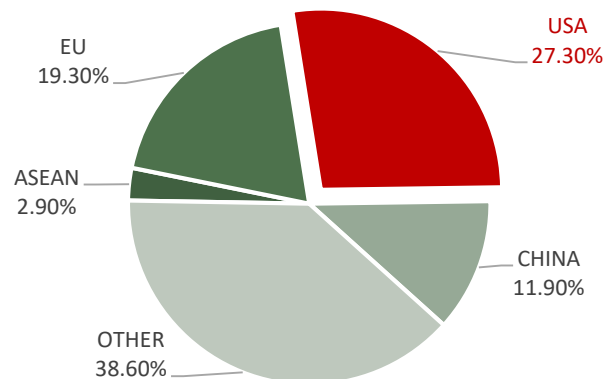
↑ Increase **7,2%** compared to Nov-2022

↓ Decrease **3,9%** compared to Dec-2021

↓ **2,155 tons** less than the monthly average rate in 2021

❖ Accumulated 12 months of 2022 reaches **143,691 tons**, **81%** of total 2021

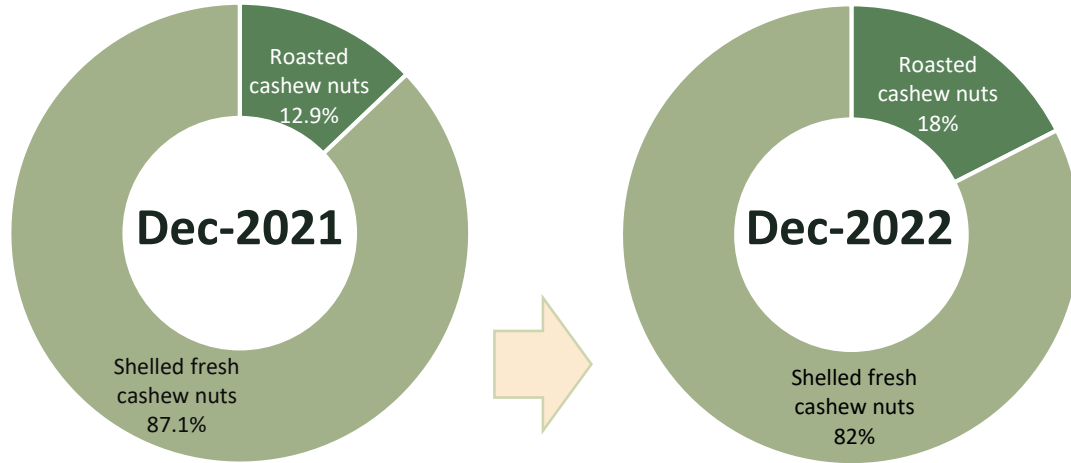
## Percentage of export value to the U.S., Dec-2022





# CASHEW NUTS

## Structure of exports by products to the U.S., Dec-2022



## Average export cashew nuts price to the U.S., Dec-2022



## Export results to the U.S., Dec-2022



### Shelled fresh cashew nuts

Value: **60.6** million USD

Increase **10.9%** compared to Nov-2022

Decrease **24.6%** compared to Dec-2021



### Roasted cashew nuts

Value: **12.9** million USD

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

Increase **8.2%** compared to Dec-2021

### Shelled fresh cashew nuts

The average export price in Dec-2022 is **5,800** USD/ton; Increase **1.5%** compared to the previous month; and decrease **2.5%** compared to the same month of 2021.

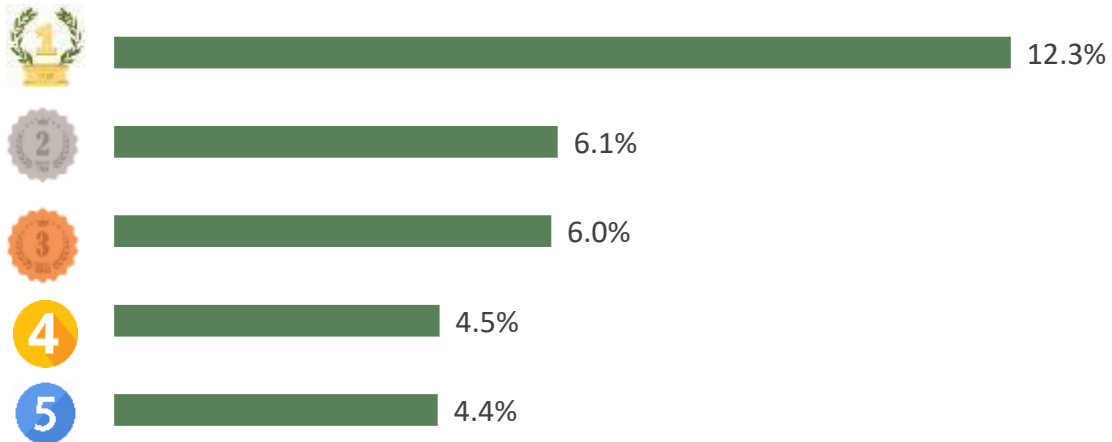
### Roasted cashew nuts

The average export price in Dec-2022 is **6,013** USD/ton; Decrease **4.8%** compared to the previous month; and decrease **9.7%** compared to the same month of 2021.

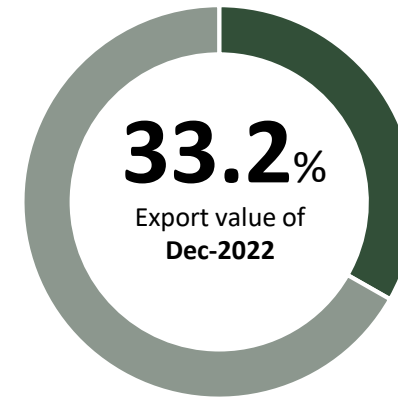


# CASHEW NUTS

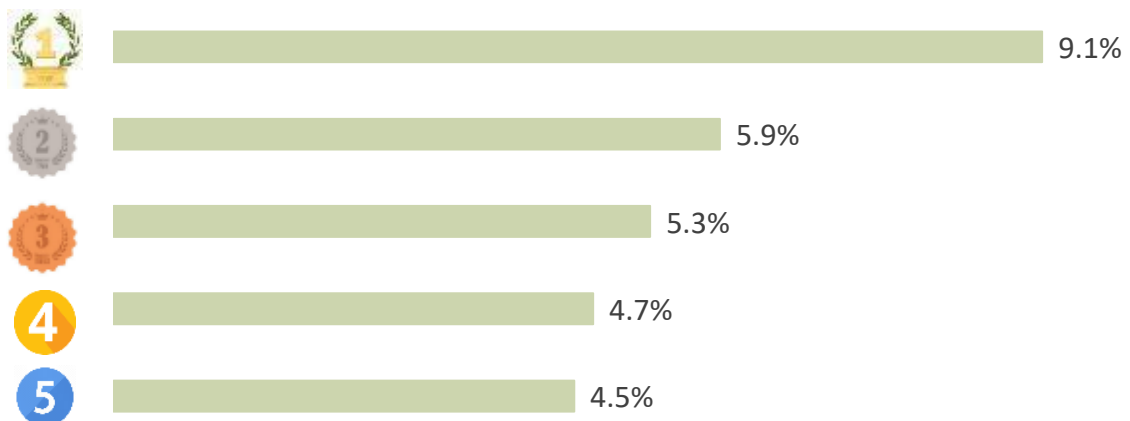
## TOP 5 export enterprises by value to the U.S., Dec-2022



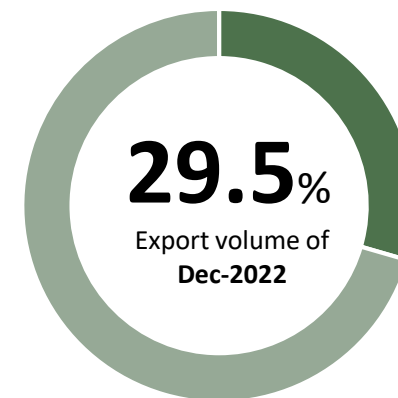
## Value ratio of TOP 5 export enterprises to the U.S., Dec-2022



## TOP 5 export enterprises by volume to the U.S., Dec-2022



## Volume ratio of TOP 5 export enterprises to the U.S., Dec-2022





# CASHEW NUTS

## SPOTLIGHTS

01

In 2022, Vietnamese agriculture will continue to have 11 product groups with an export turnover of over 1 billion USD, of which cashew nuts are one of 7 products with a turnover of over 3 billion USD (wood and wood products, shrimp, coffee, rice, rubber; vegetables, cashew nuts). The US market accounts for 31.57% of turnover and 31.98% of Vietnam's cashew nut export output.

*Source: tapchicongthuong.vn (04/2023)*

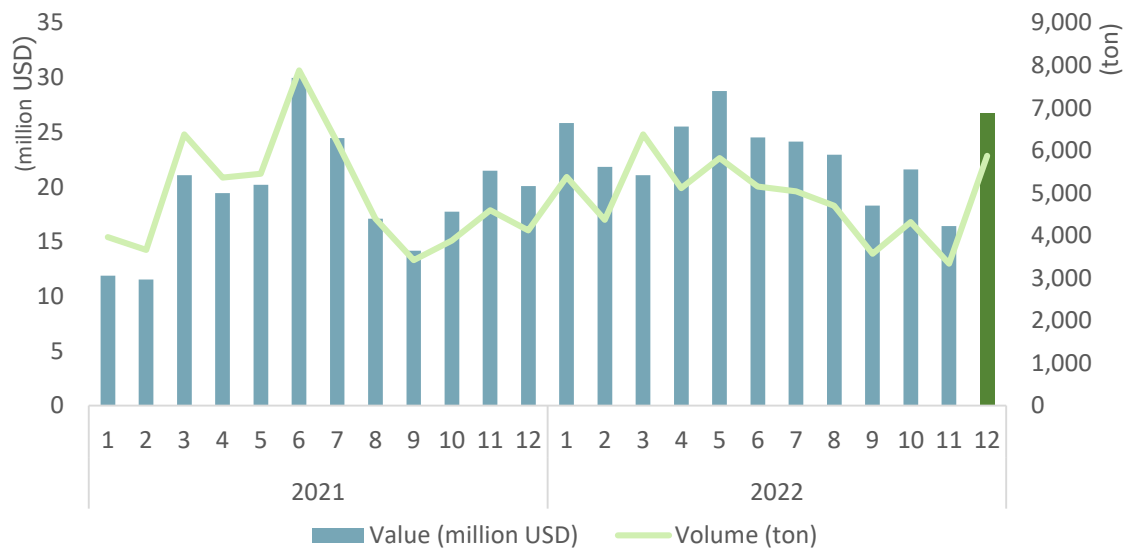




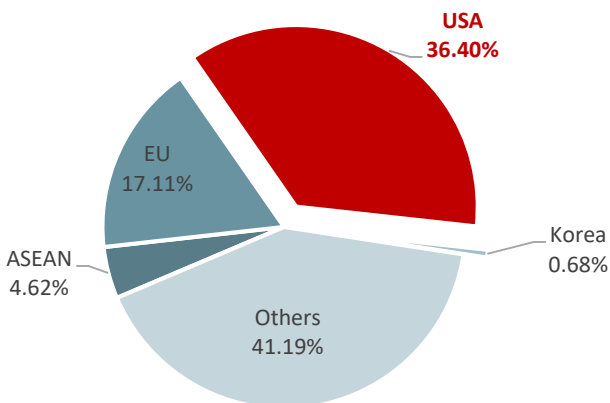


# PEPPER

## Export volume and value to the U.S., Dec-2022



## Percentage of export value to the U.S., Dec-2022



## Export results to the U.S., Dec-2022

**VALUE**  
**26.8** million USD

↗ Increase **63.1%** compared to Nov-2022

↗ Increase **33.3%** compared to Dec-2021

↑ **7.7 million USD** more than the monthly average rate in 2021

Accumulated 12 months of 2022 reaches **277.7** mil.USD, 121,2% of total 2021

**VOLUME**  
**5,872** tons

↗ Increase **75.8%** compared to Nov-2022

↗ Increase **42.4%** compared to Dec-2021

↑ **930 tons** more than the monthly average rate in 2021

Accumulated 12 months of 2022 reaches **59,064** tons, **99.6%** of total 2021

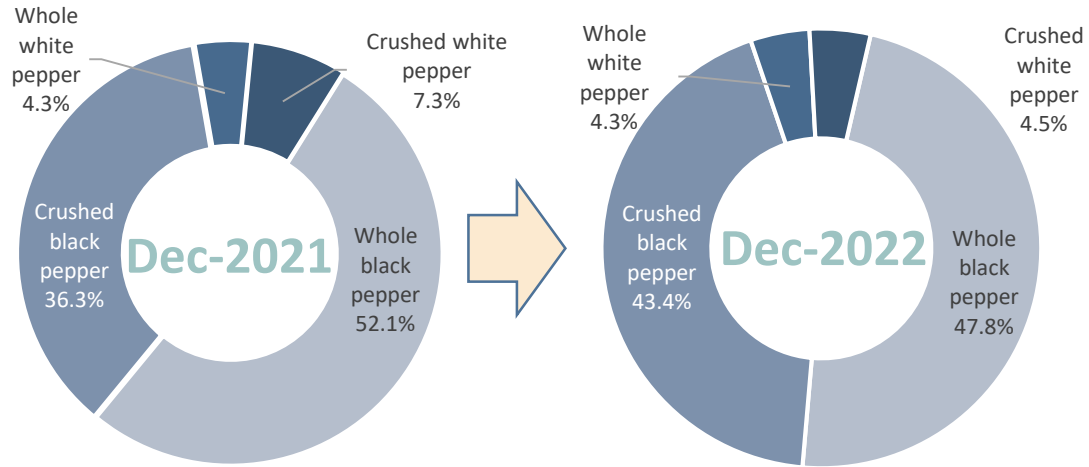
## Changes in percentage of export value to the U.S., Dec-2022



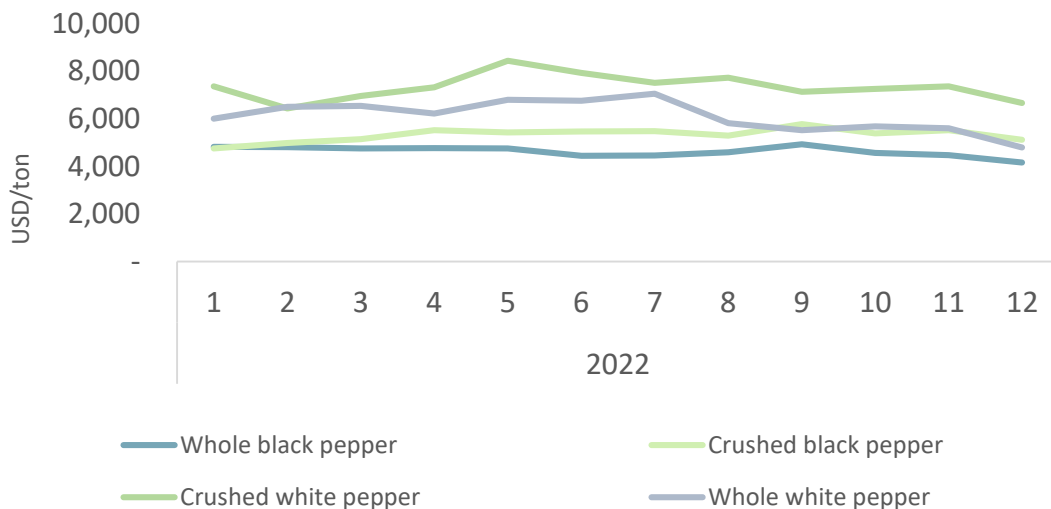


# PEPPER

## Structure of exports by products to the U.S., Dec-2022



## Average export pepper price to the U.S., Dec-2022



## Export results to the U.S., Dec-2022



### Whole black pepper

Value: **12.7** million USD  
 Increase **111.4%** compared to Nov-2022  
 Increase **21.8%** compared to Dec-2021



### Crushed black pepper

Value: **11.5** million USD  
 Increase **32.6%** compared to Nov-2022  
 Increase **58.9%** compared to Dec-2021



### Whole white pepper

Value: **1.2** million USD  
 Increase **60.6%** compared to Nov-2022  
 Increase **34.3%** compared to Dec-2021



### Crushed white pepper

Value: **1.2** million USD  
 Increase **36.9%** compared to Nov-2022  
 Decrease **19.0%** compared to Dec-2021

### Whole black pepper

The average export price in Dec-2022 is **4,149** USD/ton; **Decrease 7.1%** compared to the previous month; and **decrease 13.9%** compared to the same month of 2021.

### Crushed black pepper

The average export price in Dec-2022 is **5,104** USD/ton; **Decrease 7.4%** compared to the previous month; and **increase 3.4%** compared to the same month of 2021.

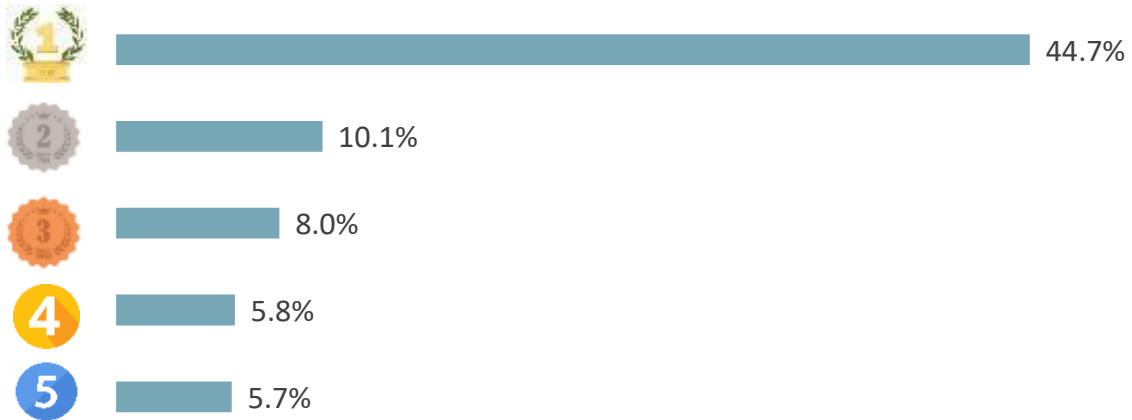
### Crushed white pepper

The average export price in Dec-2022 is **6,659** USD/ton; **Decrease 9.5%** compared to the previous month; and **decrease 7.1%** compared to the same month of 2021.

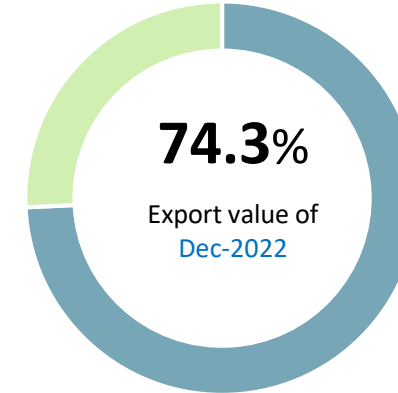


# PEPPER

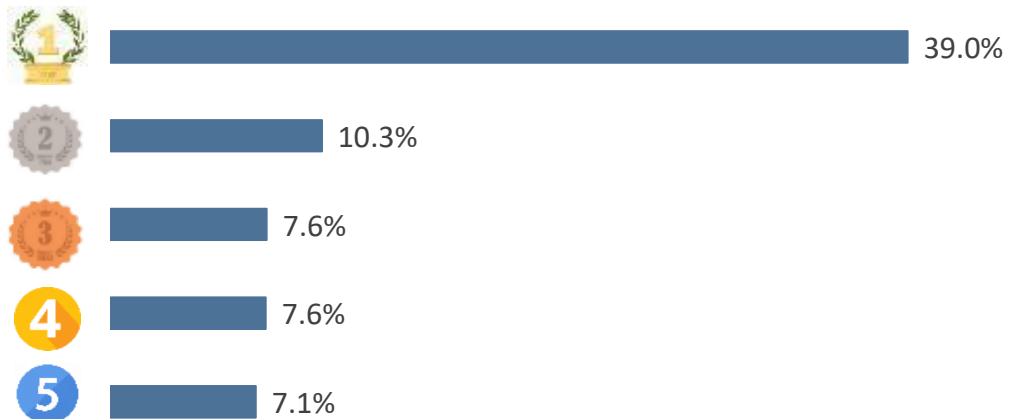
## TOP 5 export enterprises by value to the U.S., Dec-2022



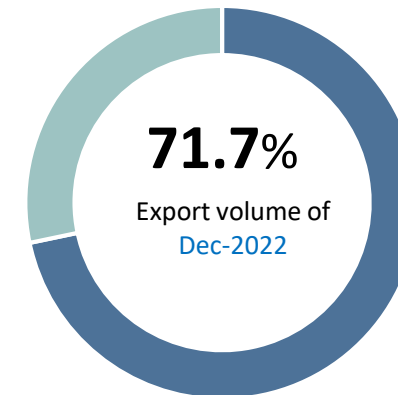
## Value ratio of TOP 5 export enterprises to the U.S., Dec-2022



## TOP 5 export enterprises by volume to the U.S., Dec-2022



## Volume ratio of TOP 5 export enterprises to the U.S., Dec-2022



# PEPPER

## SPOTLIGHTS



01

According to data from the United States International Trade Commission (USITC), in November the country's pepper imports continued to decrease by 6.6% over the previous month but increased by nearly 31% over the same period.

Accumulated for 11 months, US pepper imports decreased by 3.4% in volume but increased by 29.4% in value over the same period in 2021, reaching 82,356 tons with a turnover of 412.4 million USD. In particular, the amount of US pepper imported from Brazil and India in 11 months decreased by 37.2% and 24.9%, respectively, to 6,177 tons and 5,699 tons.

However, imports from Vietnam, the largest source of pepper for this market, increased by 3.9% in volume and 41.4% in value after 11 months, reaching 60,474 tons, worth 299.4 million USD. Vietnam's market share in the total volume of US pepper imports increased to 73.4% compared to 68.3% in the same period.

US pepper imports from Indonesia and China also increased by 4.9% and 33.6%, reaching 6,692 tons and 1,170 tons.

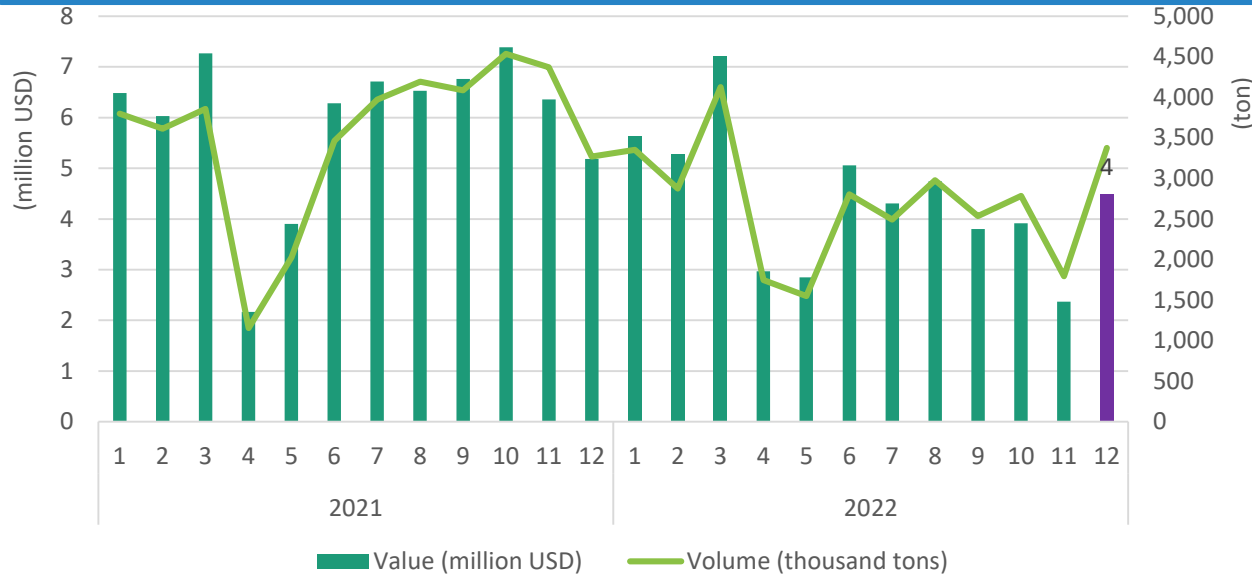
*Source: Vietnam Pepper Association (VPA) (01/2023)*





# RUBBER

## Export volume and value to the U.S., Dec-2022



## Export results to the U.S., Dec-2022

**VALUE**  
**4.5** million USD



↗ Increase **89.8%** compared to Nov-2022

↘ Decrease **13.3%** compared to Dec-2021

↘ **1.4 million USD** less than the monthly average rate in 2021

❖ Accumulated 12 months of 2022 reaches **52.6 mil.USD**, **74%** of total 2021

**VOLUME**  
**3.4** thousand tons



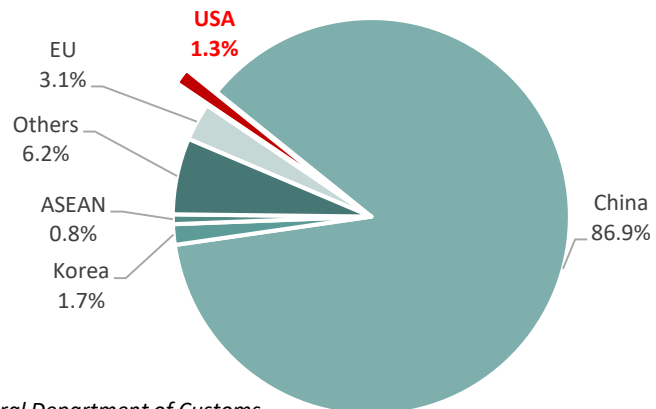
↗ Increase **88.2%** compared to Nov-2022

↗ Increase **3.3%** compared to Dec-2021

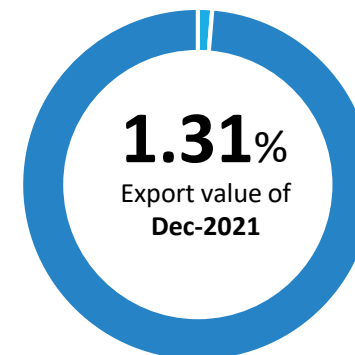
↗ **107 tons** more than the monthly average rate in 2021

❖ Accumulated 12 months of 2022 reaches **32.4 thousand tons**, **76.6%** of total 2021

## Percentage of export value to the U.S., Dec-2022



## Changes in percentage of export value to the U.S., Dec-2022

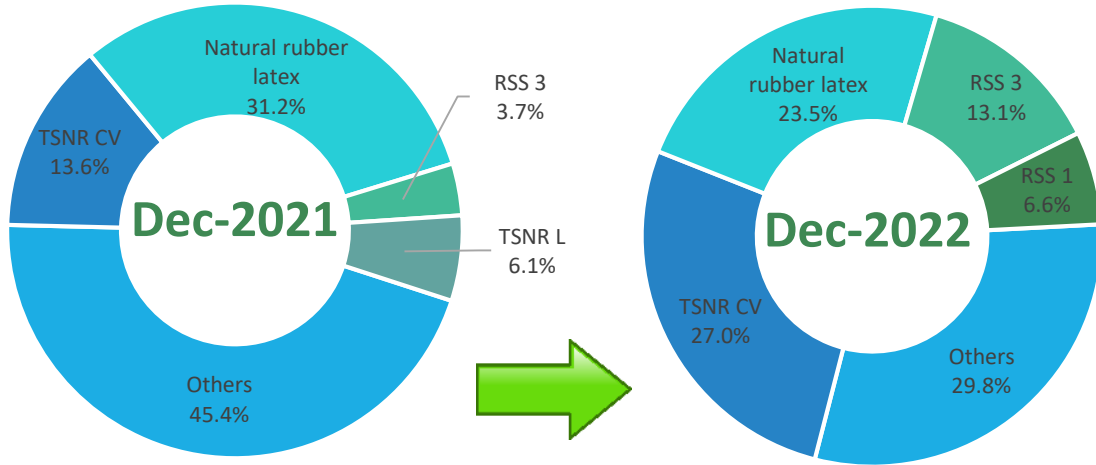




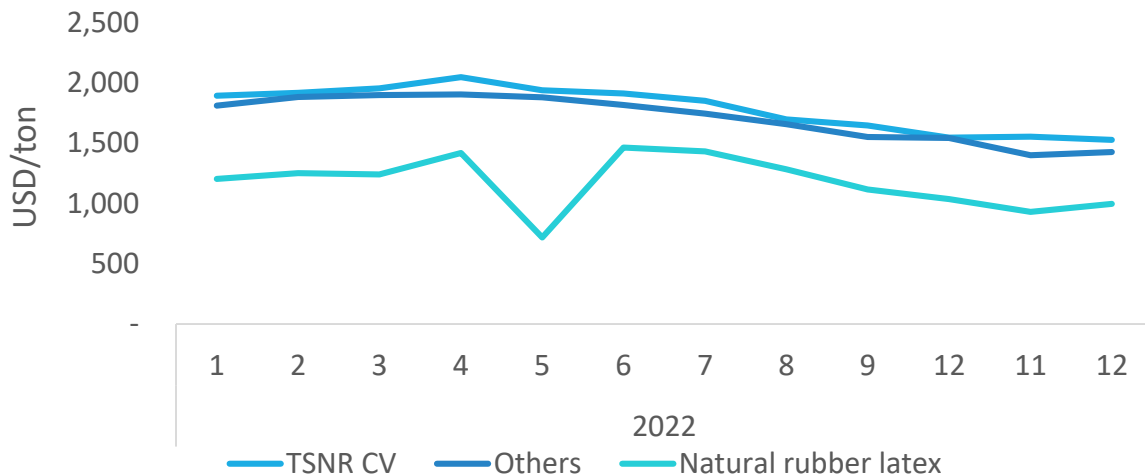


# RUBBER

## Structure of exports by products to the U.S., Dec-2022



## Average export rubber price to the U.S., Dec-2022



## Export results to the U.S., Dec-2022



### Others

Value: **1.3** million USD  
 Increase **91%** compared to Nov-2022  
 Decrease **42.2%** compared to Dec-2021



### TSNR CV

Value: **1.2** million USD  
 Increase **97%** compared to Nov-2022  
 Increase **74%** compared to Dec-2021



### Natural rubber latex

Value: **1.1** million USD  
 Increase **102.5%** compared to Nov-2022  
 Decrease **34%** compared to Dec-2021

### Others

The average export price in Dec-2022 is **1,425** USD/ton; Increase **1.9%** compared to the previous month; and decrease **22.1%** compared to the same month of 2021.

### TSNR CV

The average export price in Dec-2022 is **1,527** USD/ton; Decrease **1.7%** compared to the previous month; and decrease **20%** compared to the same month of 2021.

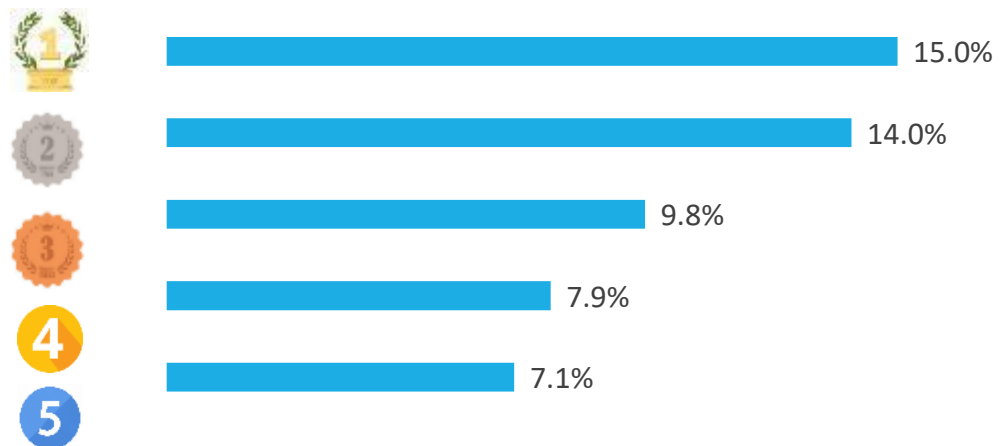
### Natural rubber latex

The average export price in Dec-2022 is **996** USD/ton; Increase **7.0%** compared to the previous month; and decrease **6.3%** compared to the same month of 2021.

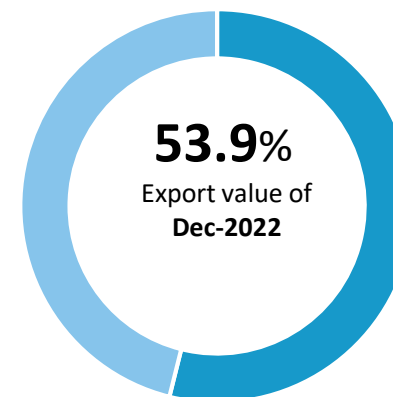


# RUBBER

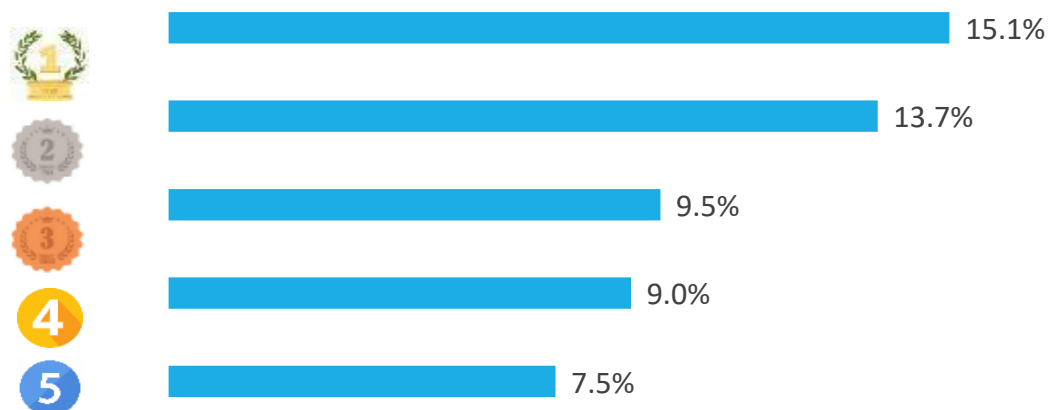
## TOP 5 export enterprises by value to the U.S., Dec-2022



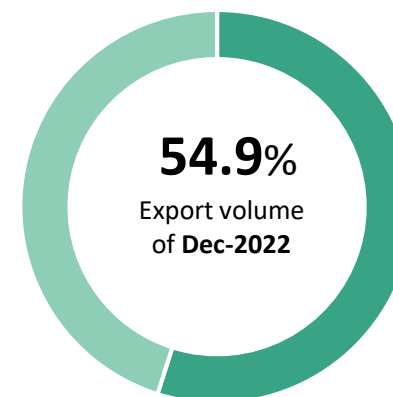
## Value ratio of TOP 5 export enterprises to the U.S., Dec-2022



## TOP 5 export enterprises by volume to the U.S., Dec-2022



## Volume ratio of TOP 5 export enterprises to the U.S., Dec-2022



Inflation in the United States is rising, consumers are tightening spending on non-essential items such as wooden furniture, greatly affecting the export activities of Vietnamese businesses, possibly pulling down furniture export turnover. Wood entering the United States continues to decline sharply in the short term.

## WOOD & PRODUCTS



According to the Ministry of Industry and Trade, with the policy of multilateralization and market diversification, the fruit and vegetable industry will grow more positively in 2023. In particular, the United States has a large demand for importing fruit and vegetable products, however Vietnam only provides a small proportion, so the opportunity to expand to these markets is huge.

## FRUITS & VEGETABLES



In mid-December 2022, the US Federal Reserve decided to increase interest rates at a slower pace. According to experts, this is positive information for the global economy and can support speculative buying activities in the rubber market.

## RUBBER



The Agency of Foreign Trade predicts that US importers will show signs of increasing pepper purchases with long-distance orders in the third and fourth quarters of 2023, however, the transaction volume will not be much.

## PEPPER



Vietnam currently mainly exports Robusta coffee to the United States in raw form, which does not bring high value to the industry. In 2023 and the following years, Vietnam's coffee industry needs to promote branding, planning and development of appropriate raw material areas, on par with development requirements, promoting the application of science and technology, and transforming digital, green transformation, meeting strict requirements from the US market.

## COFFEE



Due to the impact of inflation and economic recession in the US market, consumers are tightening spending, limiting non-essential foods, and importers are also more moderate, so it is predicted that in 2023, the situation will change. Exporting cashew kernels to this market still faces many difficulties and challenges.

## CASHEW NUTS



Vietnam's seafood exports to this market will decrease slightly in the first quarter of 2023 due to the impact of inflation. However, the value of pangasius exports to the United States is forecast to grow again. In 2023, the whitefish market outlook is forecast to be positive with growth for tilapia, pangasius, pollock and haddock, while the cod market is constrained by reduced supply from Russia. Demand for pangasius and tilapia in the United States in 2023 is forecast optimistically thanks to stable supply. The US economy is facing difficulties, pangasius and tilapia open up opportunities for seafood companies to provide a protein that can serve a family of 4 to 5 people for only 15-20 USD.

## SEAFOOD





Any comments, please send to:

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