

Volume: Sep-2024

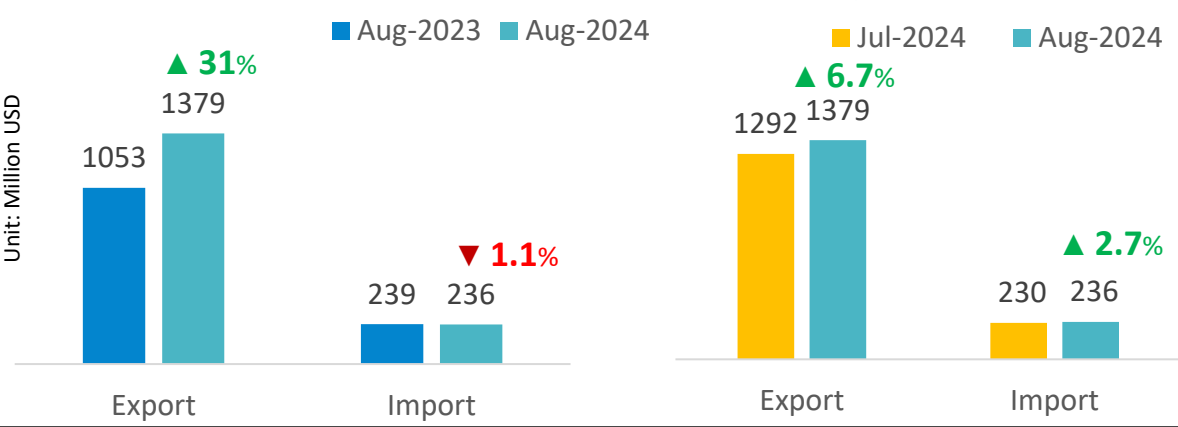
A photograph of a rubber tree plantation. Several tree trunks are visible, each with a blue and white striped bandage wrapped around it. Small black collection cups are attached to the bottom of these bands. The background is a lush green forest.

MONTHLY REPORT ON AGRI-PRODUCT EXPORT

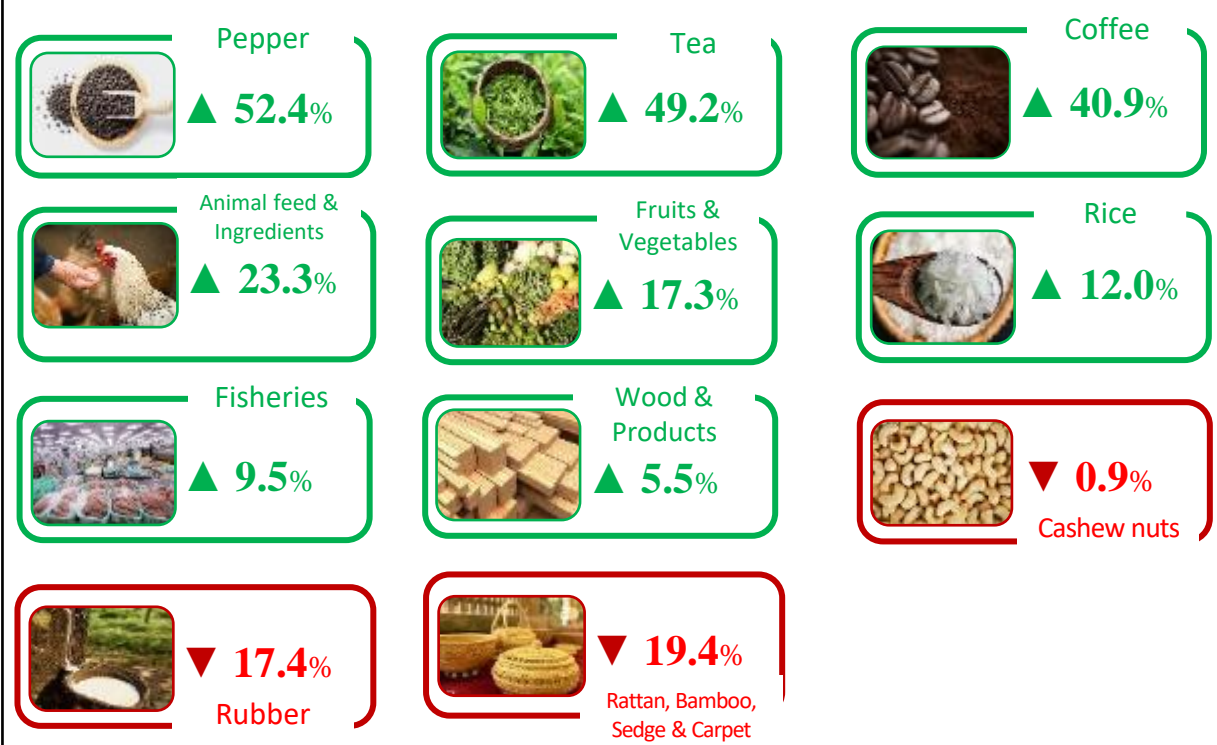
FROM VIET NAM TO **US MARKET**

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

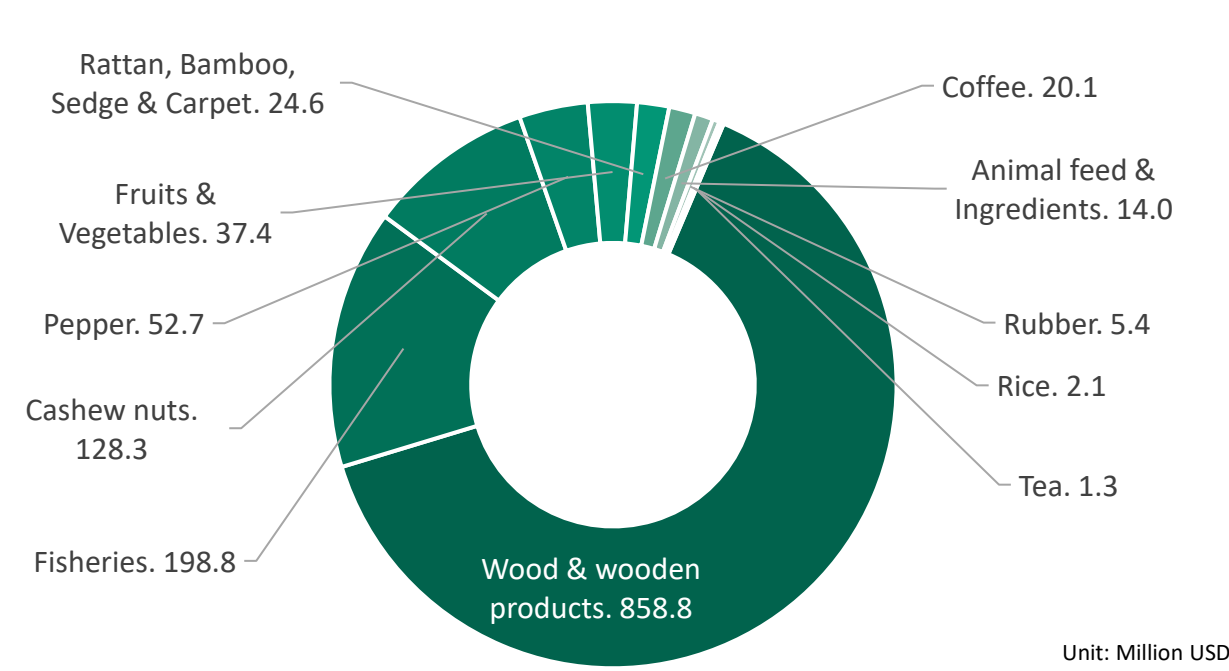
AFF product import-export turnover
between Viet Nam and the U.S.. Aug-2024



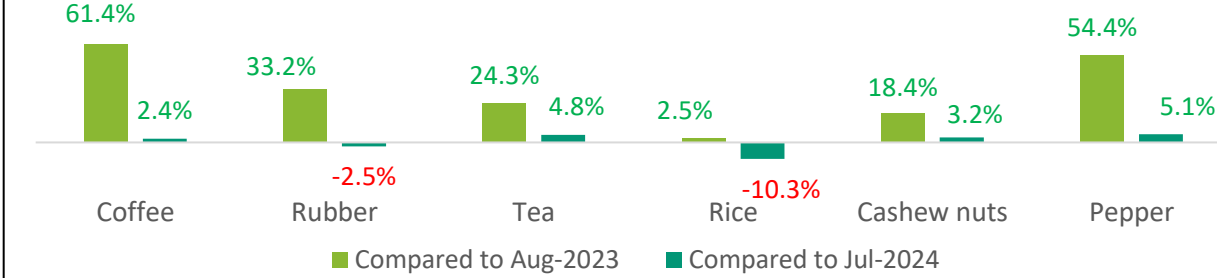
Changes in key AFF product export value to
the U.S. in Aug-2024 compared to Jul-2024



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



Changes in key AFF product export value to
the U.S. in Aug-2024 compared to Jul-2024 and compared to Aug-2023



Source: Calculated from data of the General Department of Customs

General Secretary and President To Lam met with U.S. President Joe Biden

General Secretary and President To Lam met with U.S. President Joe Biden in New York on September 25, on the sidelines of the 79th session of the UN General Assembly.

Looking ahead to the 30th anniversary of Viet Nam-U.S. diplomatic relations in 2025, they agreed that the two sides need to closely coordinate the effective implementation of the 2023 Viet Nam-US Joint Statement, that focuses on enhancing contact and exchanges at

all levels, especially at the high level, boosting economic, trade, and investment, high technology, semiconductor cooperation, and further leveraging potential in high-quality human resource training, which remains a priority and breakthrough area in the comprehensive strategic partnership.



Source: baochinphu.vn



Viet Nam and the United States promote sustainable agriculture in the face of climate change

On the morning of September 12, at the MARD, Deputy Minister Phung Duc Tien met with Alexis Taylor, Under Secretary of the USDA, along with a delegation of U.S. agricultural trade representatives to commemorate the one-year anniversary of the comprehensive strategic partnership between Viet Nam and the U.S.

Viet Nam places significant importance on opening its market for agricultural products and has made notable progress, such as the U.S. allowing the import of fresh coconuts and grapefruit in 2023. In July 2024, Viet Nam also opened its market to grapefruit, peaches, and nectarines from the U.S. Currently, agencies under the MARD are finalizing procedures for additional products, including oranges, tangerines, and seedless lemons.

Source: nongnghiep.vn





WOOD AND WOODEN PRODUCTS

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



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

VALUE

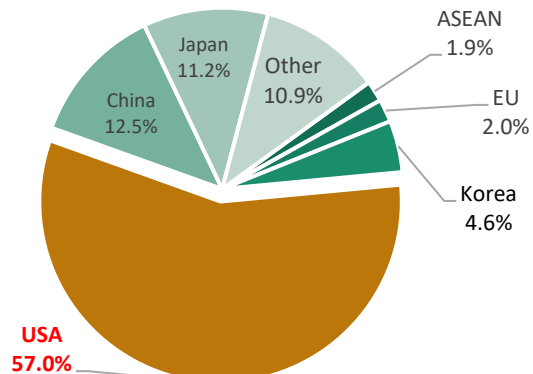


859

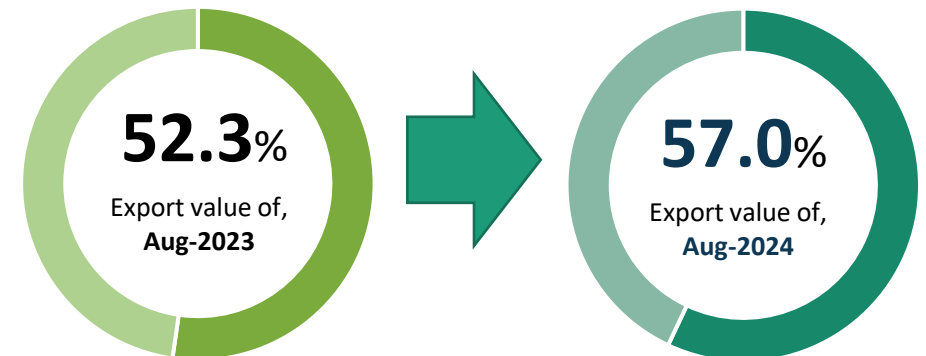
million USD

- Increase **5.5%** compared to Jul-2024
- Increase **27.3%** compared to Aug-2023
- **248.3 million USD** more than the monthly average rate in 2023
- ❖ Accumulated 8 months of 2024 reaches **5.7** billion USD, **78.1%** of total 2023

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



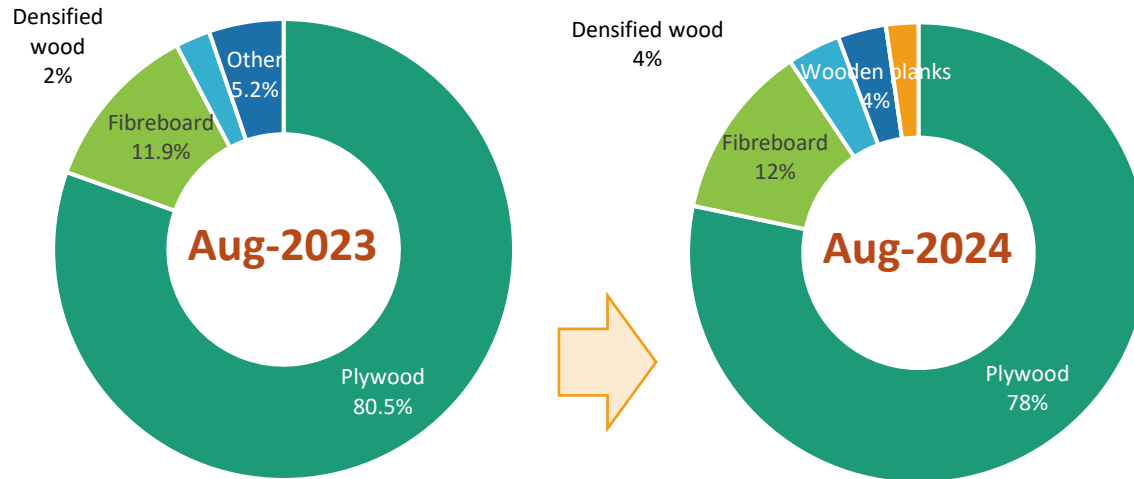
Changes in percentage of export value to the U.S., Aug-2024





WOOD AND WOODEN PRODUCTS

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



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



Plywood

Value: **28.1** million USD
Increase **33%** compared to Jul-2024
Increase **1%** compared to Aug-2023



Fibreboard

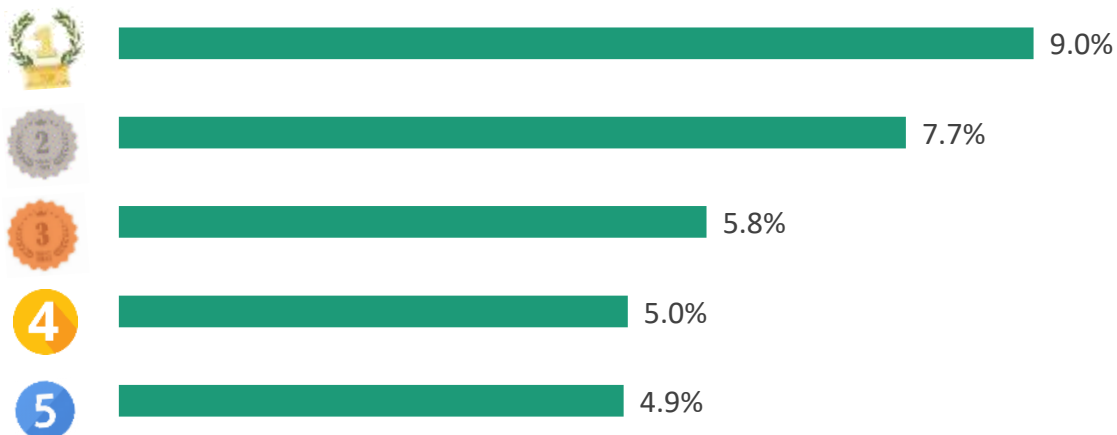
Value: **4.4** million USD
Increase **9%** compared to Jul-2024
Increase **8%** compared to Aug-2023



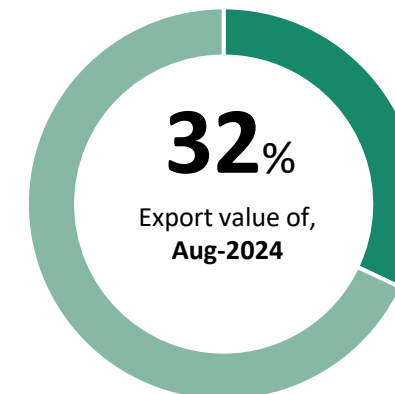
Densified wood

Value: **1.3** million USD
Increase **2%** compared to Jul-2024
Increase **59%** compared to Aug-2023

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



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





WOOD AND WOODEN PRODUCTS

SPOTLIGHTS



US hardwood plywood imports in July 2024 were estimated at 218,817 m³, up 9% from the previous month but down 38% from the same period last year. Imports from Viet Nam increased 25% in July 2024 compared to the previous month.

Source: ITTO

US imports of tropical hardwood lumber in July 2024 were estimated at 17,555 m³, up 12% from the previous month but down 6% from the same period last year. Imports from Brazil in July 2024 decreased 23% from the previous month. Meanwhile, imports from Cameroon and Indonesia increased 40%.

Source: ITTO

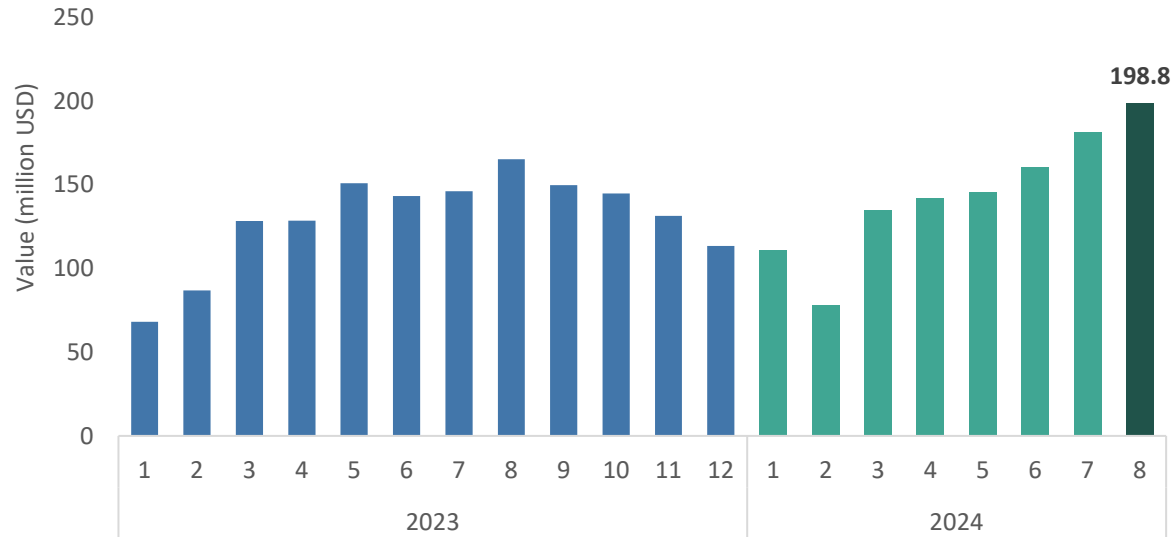
US imports of indoor and outdoor wooden furniture in July 2024 were estimated at \$1.84 billion, up 7% month-on-month and 10% year-on-year. Imports from Indonesia increased 41% month-on-month in July 2024. While imports from Viet Nam and China both increased by 10%, imports from Canada decreased by 7%.

Source: ITTO



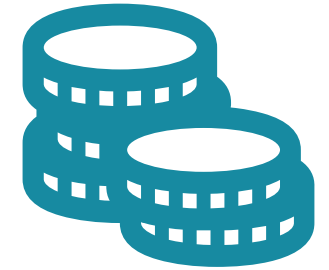
FISHERIES

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



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

VALUE
198.8 million USD



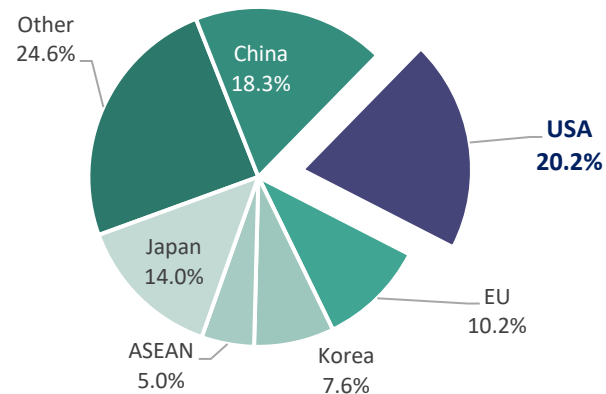
↗ Increase **9.5%** compared to Jul-2024

↗ Increase **20.3%** compared to Aug-2023

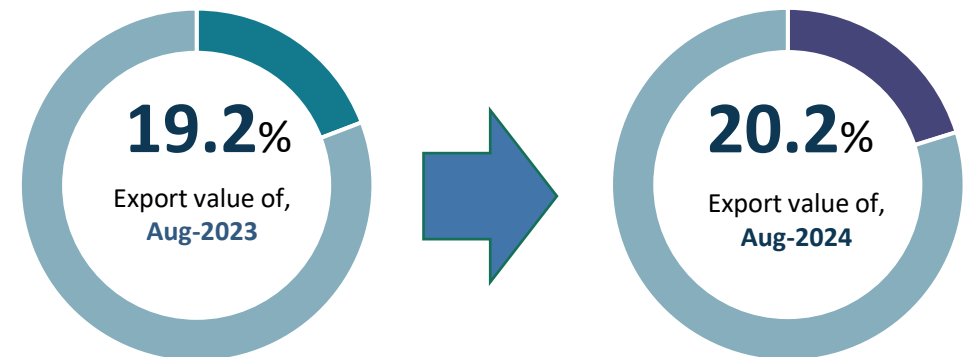
↑ **69.0 million USD** more than the monthly average rate in 2023

❖ Accumulated 8 months of 2024 reaches **1151.2** million USD, **73.9%** of total 2023

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



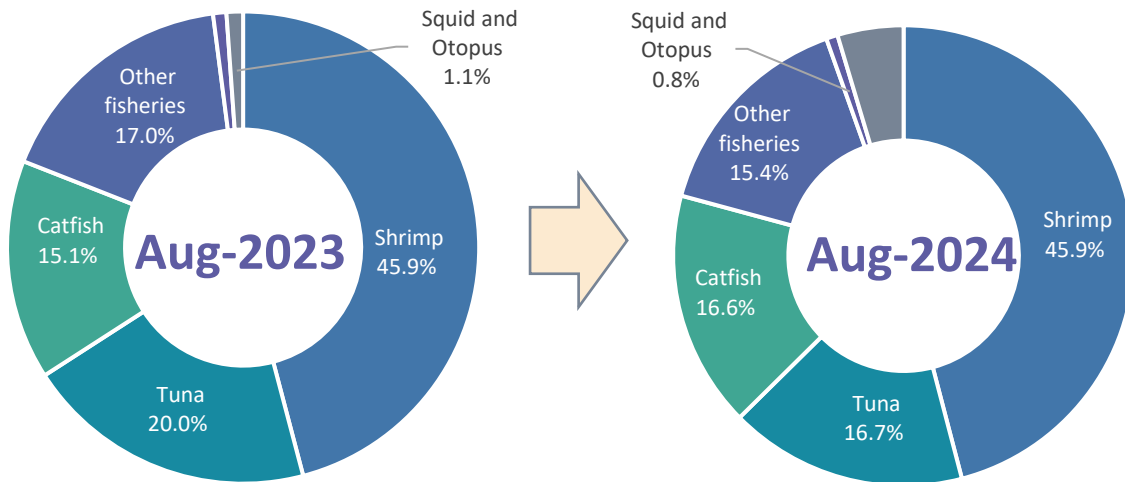
Changes in percentage of export value to the U.S., Aug-2024



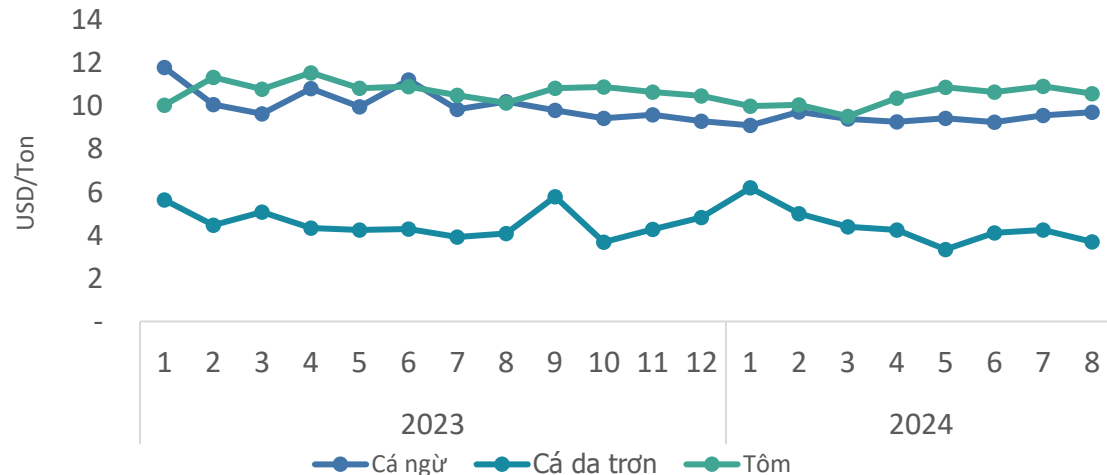


FISHERIES

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



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



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



Shrimp

Value: **91.3** million USD

Increase **3.0%** compared to Jul-2024

Increase **20.3%** compared to Aug-2023



Tuna

Value: **33.2** million USD

Increase **7.3%** compared to Jul-2024

Increase **0.4%** compared to Aug-2023



Catfish

Value: **33.0** million USD

Increase **12.0%** compared to Jul-2024

Increase **32.5%** compared to Aug-2023

Tuna

The average export price in Aug-2024 is **9.7** USD/kg; increase **1.6%** compared to previous month; and decrease **4.8%** compared to the same month of 2023.

Catfish

The average export price in Aug-2024 is **3.7** USD/kg; decrease **12.9%** compared to previous month; and decrease **9.4%** compared to the same month of 2023.

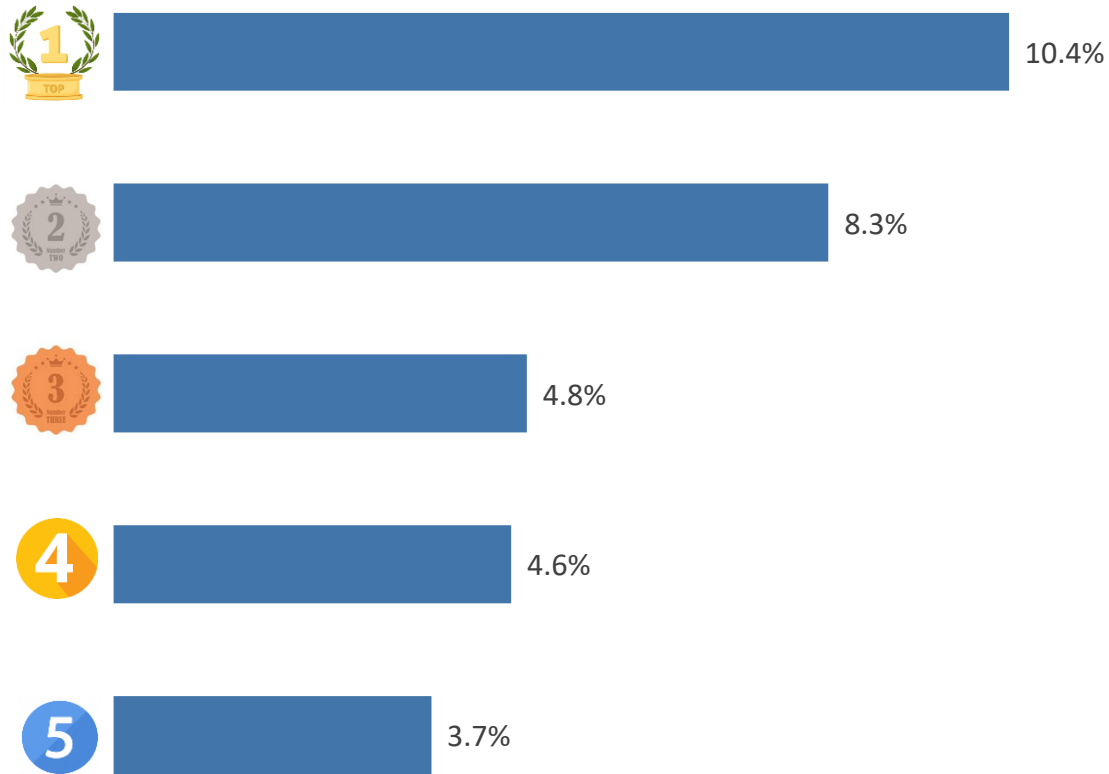
Shrimp

The average export price in Aug-2024 is **10.6** USD/kg; decrease **3.1%** compared to previous month; and increase **4.2%** compared to the same month of 2023.

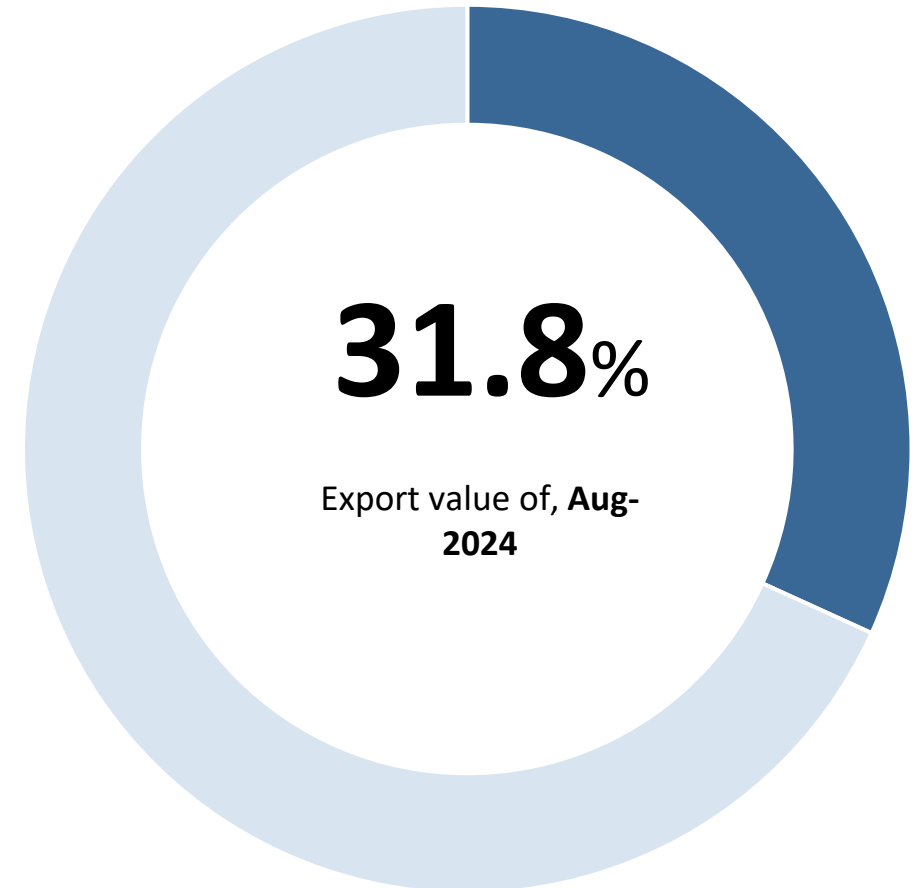


FISHERIES

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



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





FISHERIES

SPOTLIGHTS

01

Viet Nam's exporters do not dump pangasius into U.S. market

The U.S. Department of Commerce (DOC) has conducted an administrative review of the anti-dumping duty order on frozen pangasius fillets from Vietnam, covering the period from August 1, 2022, to July 31, 2023 (POR20).

In its preliminary findings on September 17, the DOC concluded that eight Vietnamese companies would not be subject to anti-dumping duties. These companies include Vinh Hoan Corp, Bien Dong Seafood Company Limited, Can Tho Import Export Seafood Joint Stock Company (CASEAMEX), Dai Thanh Seafood, Dong A Seafood One Member Company Limited (DONG A SEAFOOD), Hung Ca 6 Company, Nam Viet Corporation (NAVICO), and NTSF Seafood Joint Stock Company (NTSF SEAFOODS). The official results will be released by the DOC 120 days after the preliminary announcement.

This development is positive news for Vietnamese pangasius exporters, providing more opportunities to boost export growth to the U.S. in the final months of the year. The U.S. is currently Vietnam's largest market for pangasius, with export values reaching USD 223 million in the first eight months of this year, a 20.9% increase compared to the same period last year.

Source: Viet Namplus, Sep-2024





FISHERIES

SPOTLIGHTS

US shrimp imports continue to decline

According to data from the National Oceanic and Atmospheric Administration (NOAA) of the US, in July 2024, the US imported 61,213 tons of shrimp, valued at 481.8 million USD, down 12% in volume and 16% in value compared to the volume of 69,501 tons, worth 571.3 million USD in July 2023. This is the second consecutive month that import volume has decreased compared to the previous year, following a slight increase in May.

02

Shrimp import prices in July reached \$8.17/kg, 4% lower than the average of \$8.49/kg in the same period last year. Imported shrimp prices in the United States have fallen almost continuously since April 2022 (\$10.43/kg).

The Global Shrimp Forum (GSF) predicts that US shrimp imports will decline by 3% by 2024, marking the third consecutive year of decline since the peak of 896,686 metric tons in 2021 - a time when retail demand surged due to the COVID-19 pandemic.

Source: Vasep, Sep-2024





FRUITS AND VEGETABLES (EXPORT)

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



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

VALUE



37.4

million USD

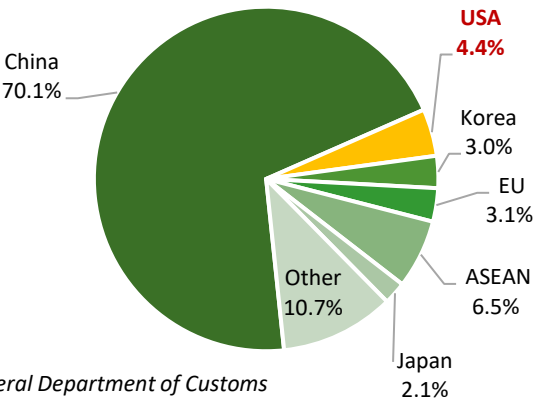
Increase **17.3%** compared to Jul-2024

Increase **36.1%** compared to Aug-2023

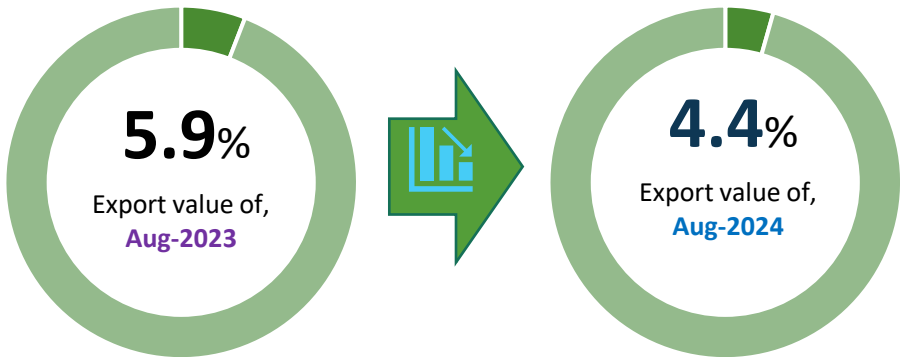
15.9 million USD more than the monthly average rate in 2023

Accumulated 8 months of 2024 reaches **226.8 million USD**, **88.0%** of total 2023

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



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

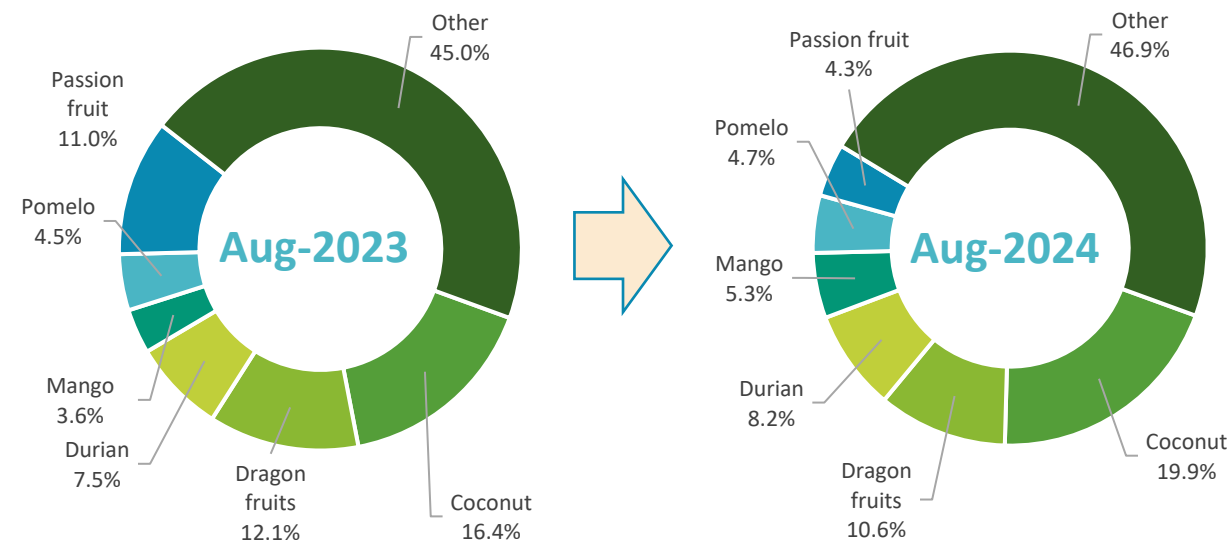


Source: Calculated from data of the General Department of Customs



FRUITS AND VEGETABLES (EXPORT)

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



Durian

Value: **3.1** million USD

Increase **42.6%** compared to Jul-2024

Increase **50.4%** compared to Aug-2023



Mango

Value: **2.0** million USD

Decrease **18.3%** compared to Jul-2024

Increase **103.0%** compared to Aug-2023



Coconut

Value: **7.4** million USD

Increase **23.2%** compared to Jul-2024

Increase **64.8%** compared to Aug-2023



Dragon fruit

Value: **3.96** million USD

Increase **48.7%** compared to Jul-2024

Increase **19.4%** compared to Aug-2023



Pomelo

Value: **1.8** million USD

Increase **12.7%** compared to Jul-2024

Increase **42.2%** compared to Aug-2023



Pasion fruit

Value: **1.6** million USD

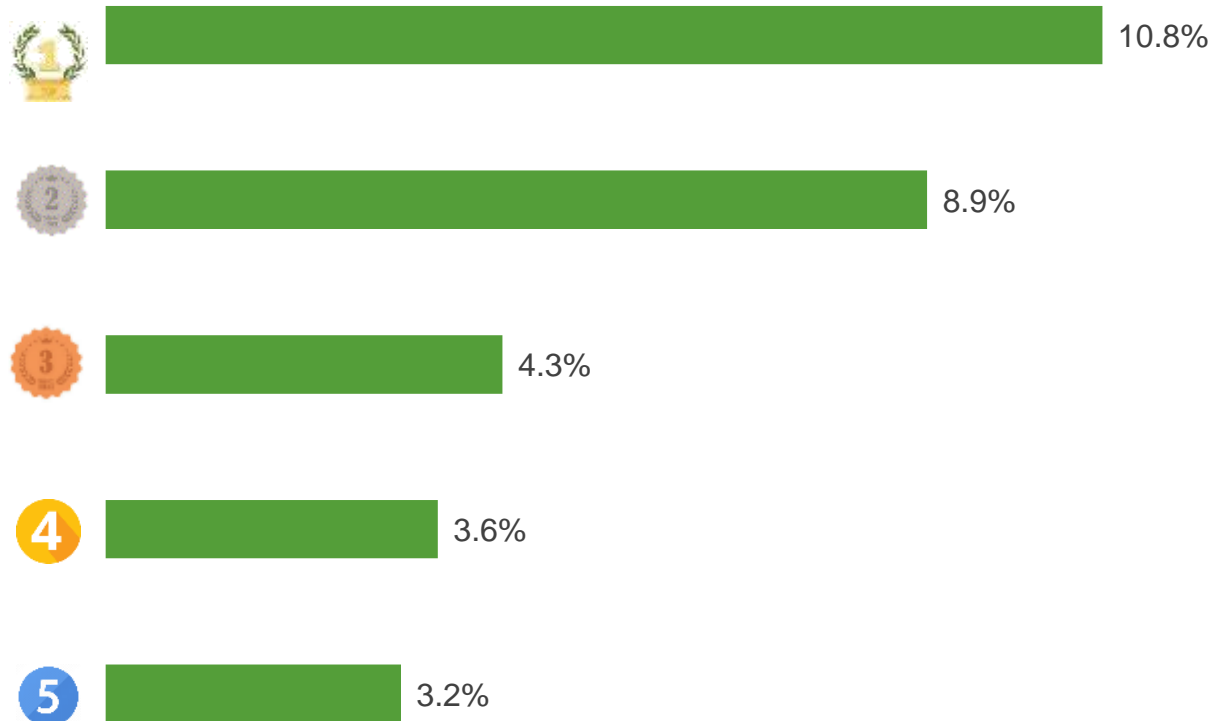
Decrease **32.3%** compared to Jul-2024

Decrease **46.1%** compared to Aug-2023

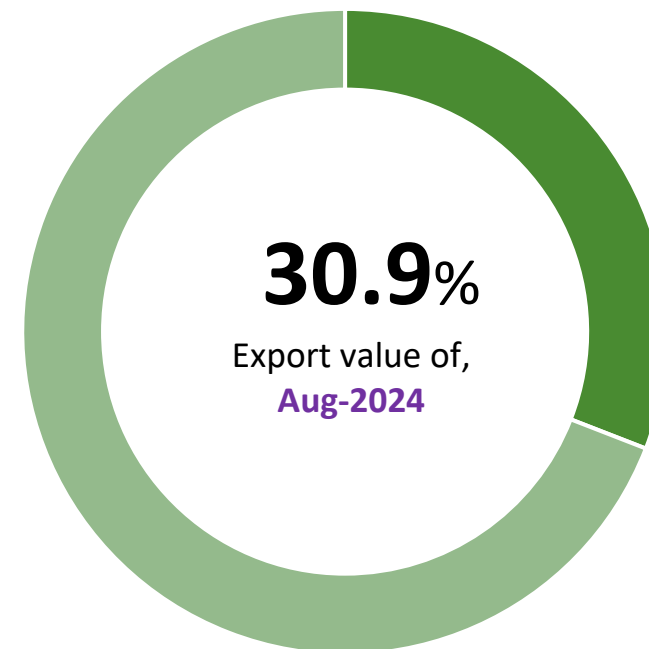


FRUITS AND VEGETABLES (EXPORT)

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



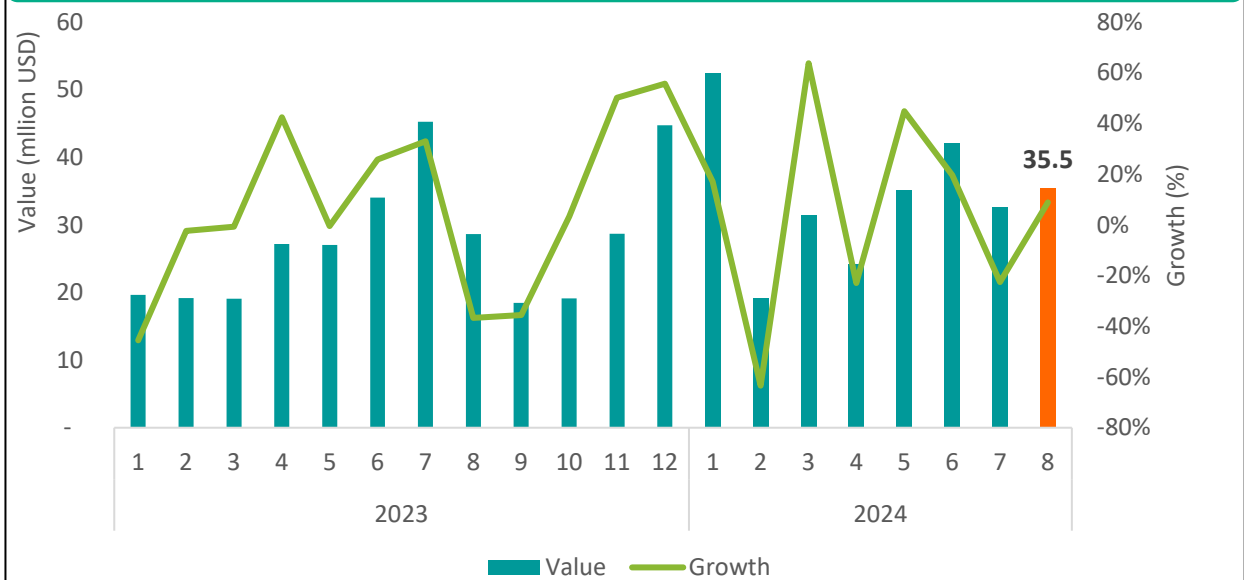
Value ratio of TOP 5 export enterprises to
the U.S., Aug-2024





FRUITS AND VEGETABLES (IMPORT)

Import value from the U.S., Aug-2024



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



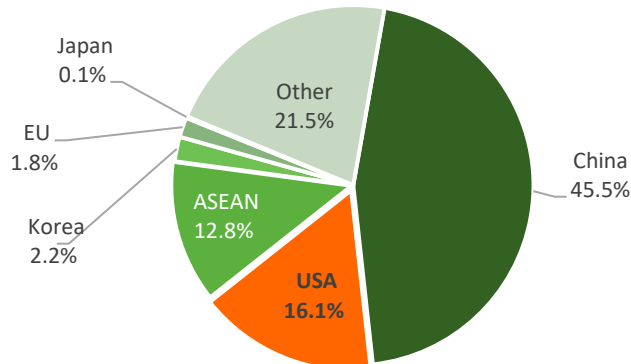
Increase **8.9%** compared to Jul-2024

Increase **23.8%** compared to Aug-2023

7.8 million USD more than the monthly average rate in 2023

Accumulated 8 months of 2024 reaches **276.1 million USD**, **83.3%** of total 2023

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



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

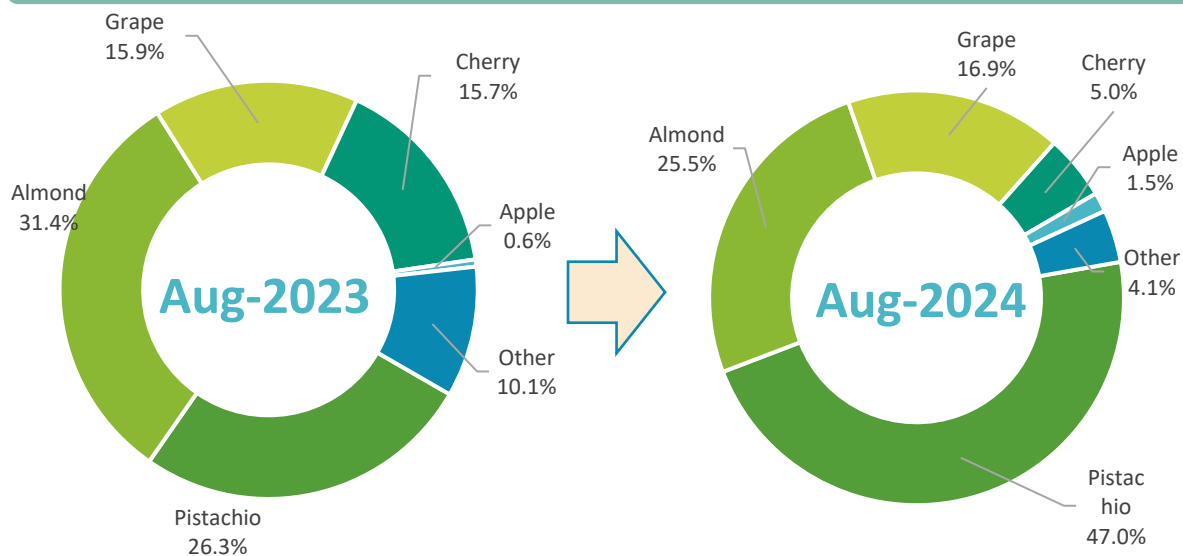


Source: Calculated from data of the General Department of Customs



FRUITS AND VEGETABLES (IMPORT)

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



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



Pistachio

Value: **16.7** million USD
Increase **79.7%** compared to Jul-2024
Increase **120.6%** compared to Aug-2023



Almond

Value: **9.0** million USD
Increase **30.4%** compared to Jul-2024
Increase **0.5%** compared to Aug-2023



Grape

Value: **6.0** million USD
Increase **75.8%** compared to Jul-2024
Increase **31.9%** compared to Aug-2023



Cherry

Value: **1.8** million USD
Decrease **83.4%** compared to Jul-2024
Decrease **60.4%** compared to Aug-2023



Apple

Value: **0.53** million USD
Increase **130.6%** compared to Jul-2024
Increase **236.5%** compared to Aug-2023

Source: Calculated from data of the General Department of Customs

1

U.S. to hand over pest inspections of Mexican avocados to Mexico

The U.S. has decided to hand over pest inspections of Mexican orchards to the Mexican government, to ensure that exported avocados do not carry pests that affect U.S. crops.

Source: Npr.org

2

California, United States: Optimism for 2025 avocado harvest, but concern over inspections in Mexico

The California Avocado Commission (CAC) is optimistic about the 2025 avocado harvest due to favorable rainfall in 2023 and 2024, which has resulted in a higher fruit set on trees. While adverse weather conditions may still impact crop size, investments in new plantings and quality improvements have bolstered this optimism.

Additionally, CAC opposes the transfer of avocado orchard inspection responsibilities from APHIS to Mexican inspectors, fearing that this could undermine pest prevention efforts and harm the California avocado industry.

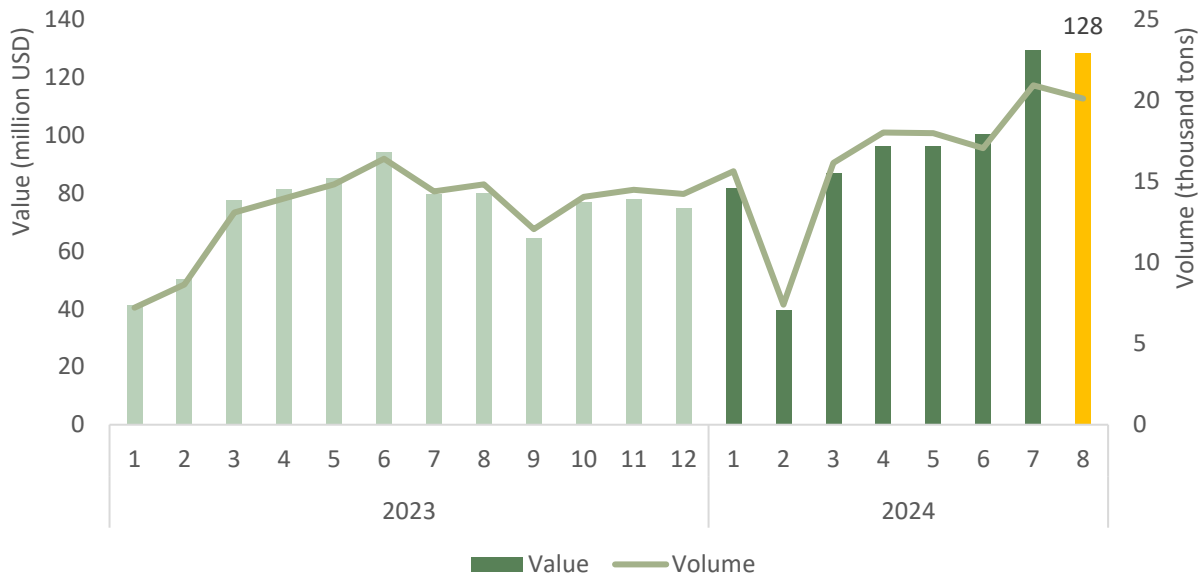
Source: Tridge.com





CASHEW NUTS

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



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

VALUE
128.3 million USD

Decrease **0.9%** compared to Jul-2024

Increase **60.6%** compared to Aug-2023

↑ **54 million USD** more than the monthly average rate in 2023

Accumulated 8 months of 2024 reaches **758 mil.USD, 86%** of total 2023

VOLUME
20.1 thousand tons

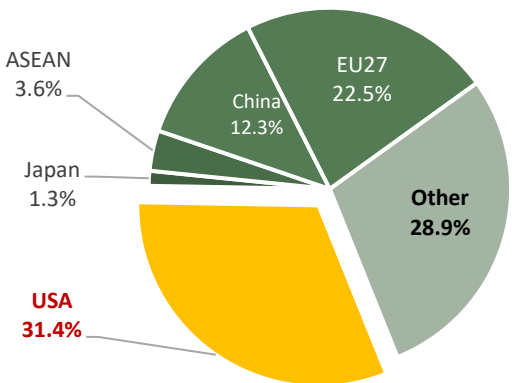
Decrease **3.9%** compared to Jul-2024

Increase **35.7%** compared to Aug-2023

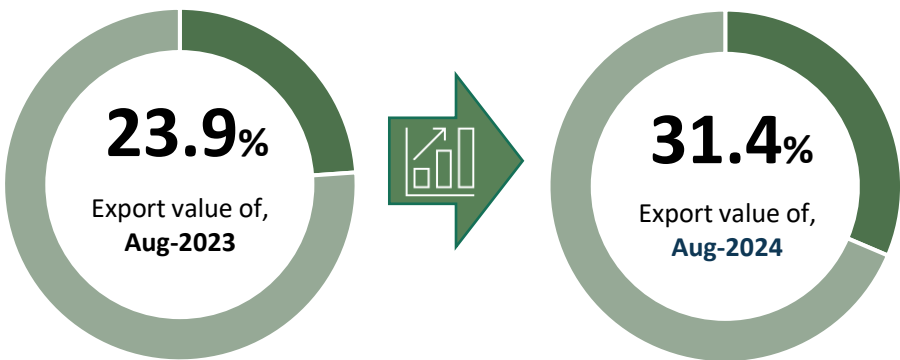
↑ **7.0 thousand tons** more than the monthly average rate in 2023

Accumulated 8 months of 2024 reaches **133 thousand tons, 84%** of total 2023

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



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



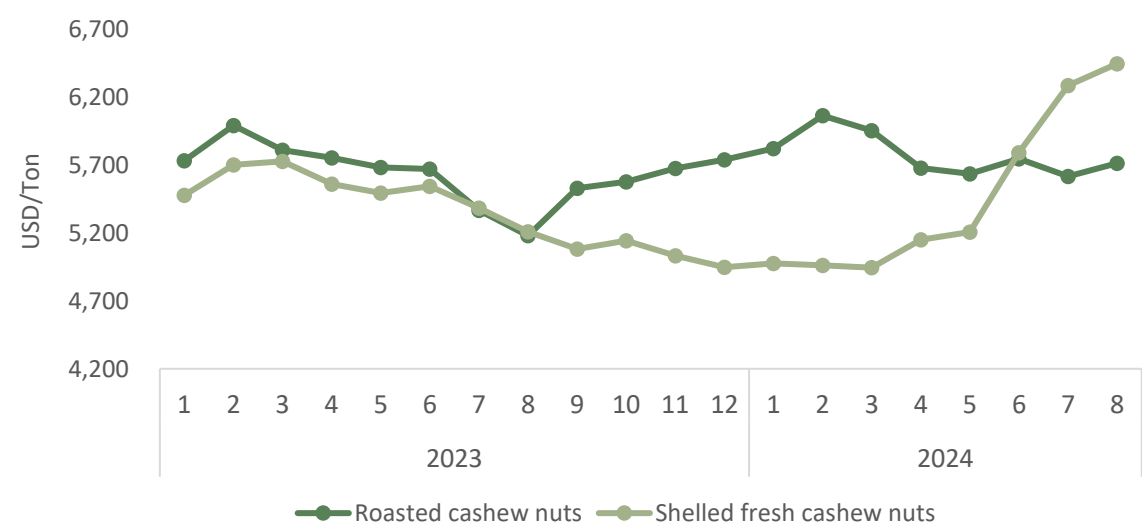


CASHEW NUTS

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



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



Source: Calculated from data of the General Department of Customs

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



Shelled fresh cashew nuts

Value: **103.3** million USD
Increase **10.5%** compared to Jul-2024
Increase **52.4%** compared to Aug-2023



Roasted cashew nuts

Value: **25.0** million USD
Increase **12.2%** compared to Jul-2024
Increase **39.1%** compared to Aug-2023

Shelled fresh cashew nuts

The average export price in Aug-2024 is **6,447** USD/ton; increase **2.5%** compared to previous month; and increase **23.8%** compared to the same month of 2023.

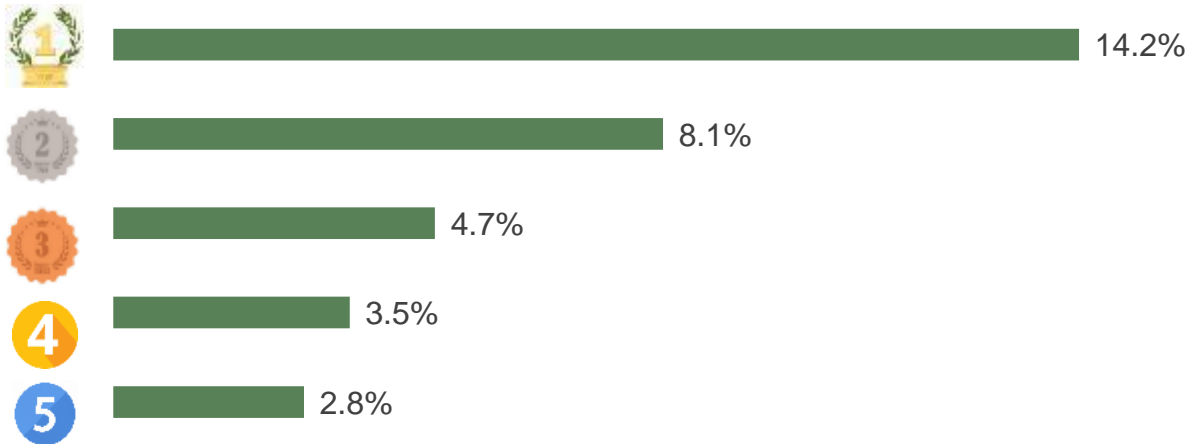
Roasted cashew nuts

The average export price in Aug-2024 is **5,714** USD/ton; increase **2.5%** compared to previous month; and increase **23.8%** compared to the same month of 2023.

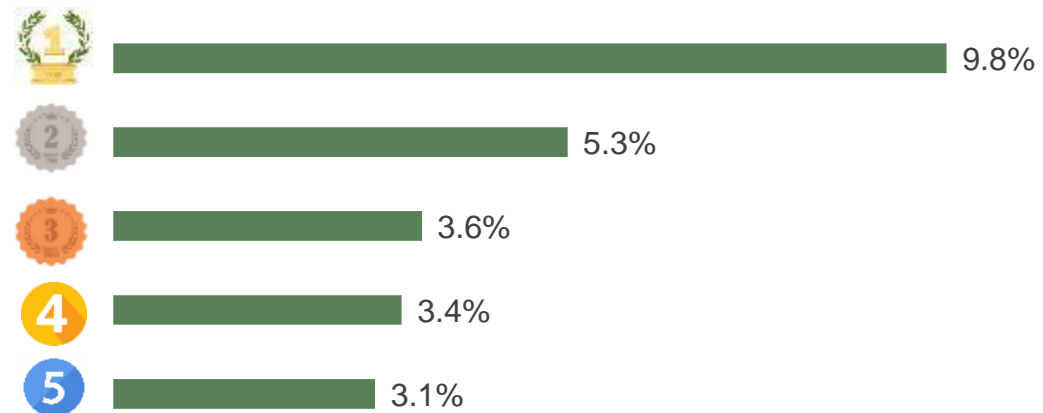


CASHEW NUTS

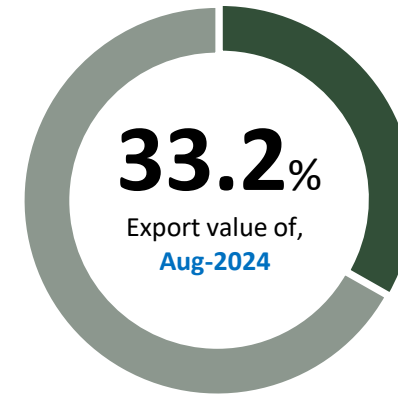
TOP 5 export enterprises by value to the U.S., Aug-2024



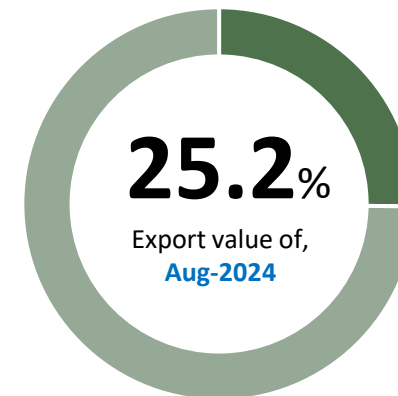
TOP 5 export enterprises by volume to the U.S., Aug-2024



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



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



CASHEW NUTS



SPOTLIGHTS

The American Chamber of Commerce has committed to invest approximately \$320 million in mortgage refinancing and supporting small and medium enterprises in Nigeria. Specifically, \$200 million will be used for mortgage refinancing, \$100 million will be provided to FCMB Bank to develop small and medium enterprises, especially supporting women, and \$20 million to Robust International to process cashew nuts in Nigeria. Vice President of Nigeria, Mr. Kashim Shettima, affirmed the Government's commitment to promoting the investment environment and met with the Secretary-General of the United Nations during the 79th United Nations General Assembly.

Source: gazettengr.com





PEPPER

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



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

VALUE
52.7 million USD \$

↗ Increase **52%** compared to Jul-2024

↗ Increase **194%** compared to Aug-2023

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

❖ Accumulated 8 months of 2024 reaches **250.4 mil.USD, 113%** of total 2023

VOLUME
8.5 thousand tons

↗ Increase **45%** compared to Jul-2024

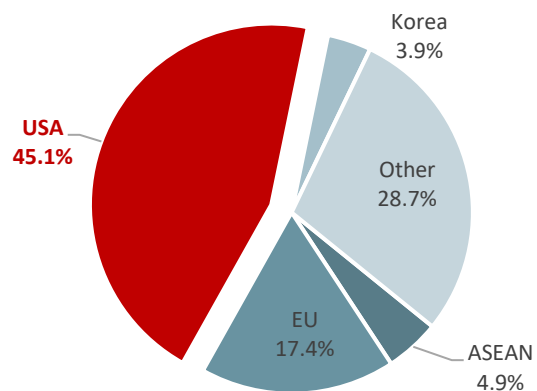
↗ Increase **91%** compared to Aug-2023

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

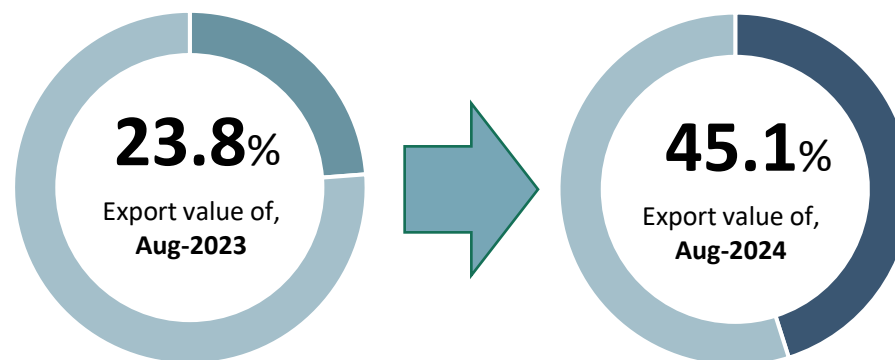
❖ Accumulated 8 months of 2024 reaches **50.1 thousand tons, 75%** of total 2023



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



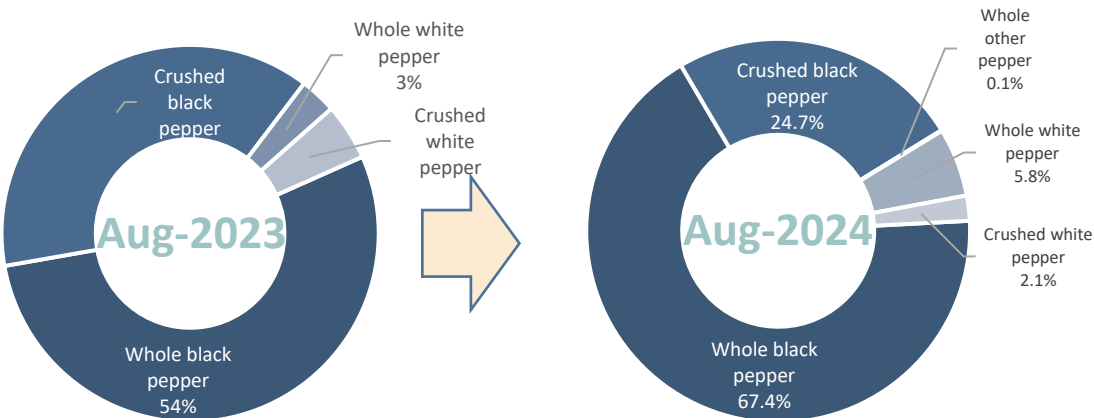
Changes in percentage of export value to the U.S., Aug-2024



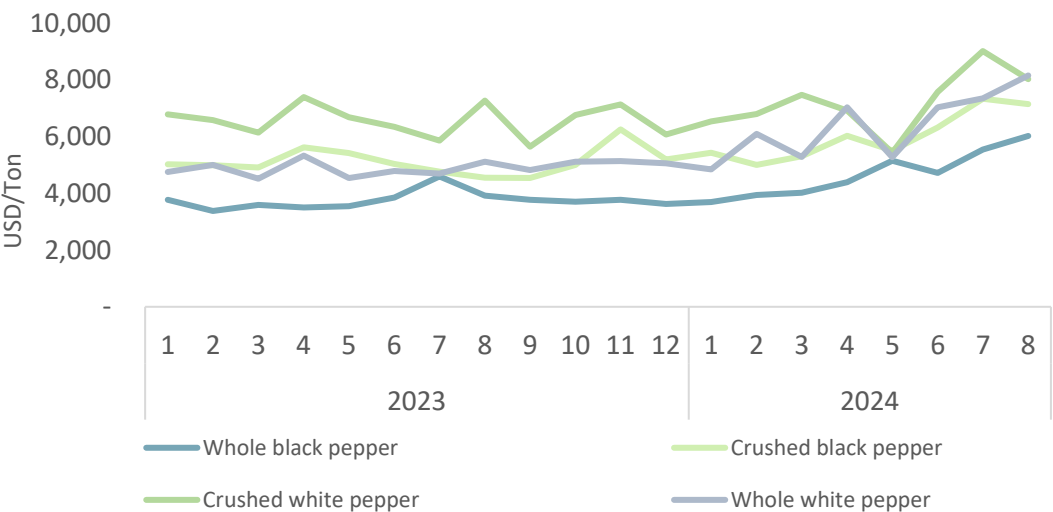


PEPPER

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



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



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



Whole black pepper

Value: **35.5** million USD

Increase **69%** compared to Jul-2024

Increase **268%** compared to Aug-2023



Crushed black pepper

Value: **13.0** million USD

Increase **31%** compared to Jul-2024

Increase **91%** compared to Aug-2023

Whole black pepper

The average export price in Aug-2024 is **6,026** USD/ton; **increase 8.6%** compared to previous month; and **increase 53.6%** compared to the same month of 2023.

Crushed black pepper

The average export price in Aug-2024 is **7,152** USD/ton; **decrease 2.5%** compared to previous month; and **increase 57.2%** compared to the same month of 2023.

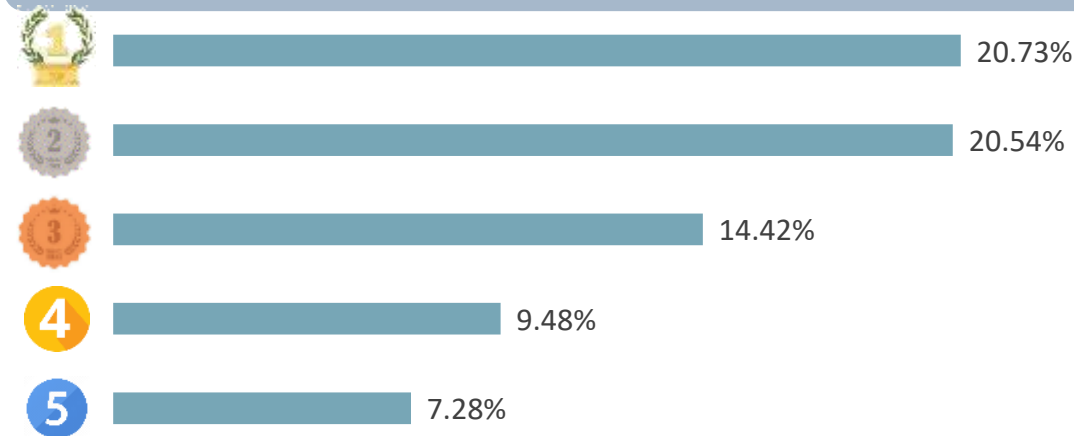
Crushed white pepper

The average export price in Aug-2024 is **8,033** USD/ton; **decrease 11%** compared to previous month; and **increase 10.5%** compared to the same month of 2023.



PEPPER

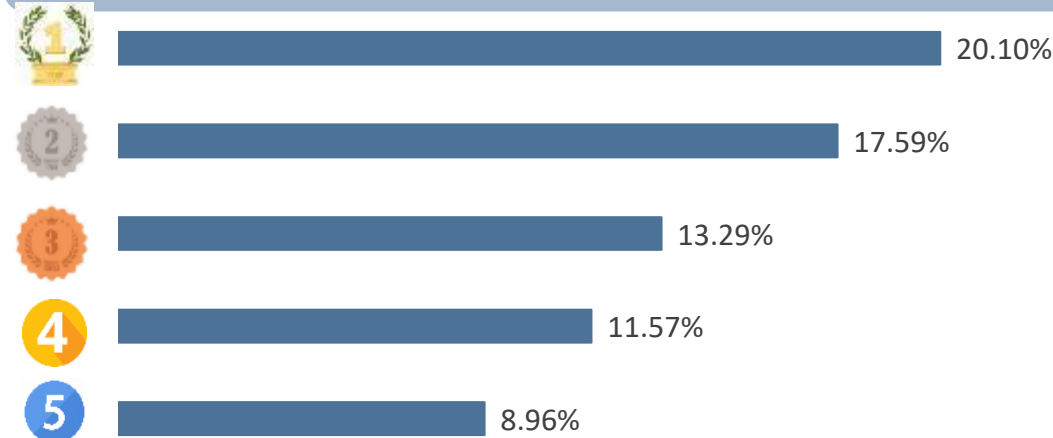
TOP 5 export enterprises by value to the U.S., Aug-2024



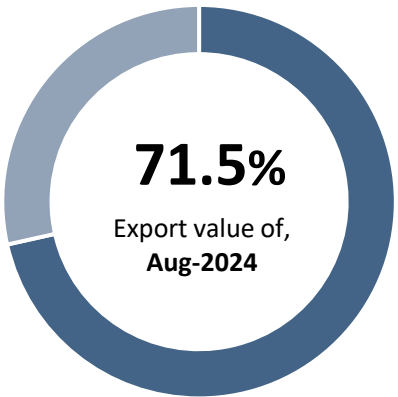
Value ratio of TOP 5 export enterprises to the U.S., Aug-2024



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



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



Source: Calculated from data of the General Department of Customs

PEPPER



SPOTLIGHTS

In the first 8 months of 2024, the United States led the consumption of Vietnamese pepper with a volume of 50.1 thousand tons, worth 250.4 million USD, up 48.5% in volume and 58.3% in value over the same period in 2023. The market share of this market in Vietnam's total pepper exports also increased to 31.1% from 17.9% in the same period last year.

On September 18, the US Federal Reserve (Fed) decided to loosen monetary policy after 4 years. Accordingly, the US reference interest rate decreased by 50 basis points (0.5%), to 4.75-5%. This move by the Fed is expected to have a positive impact on the global pepper market because the US is currently the world's largest pepper consumer and importer.

Source: Viet Nambiz.vn

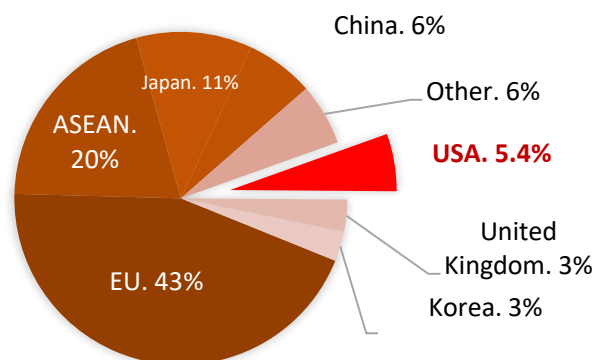


COFFEE

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



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



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

VALUE

20.1 million USD

➤ Increase **40.9%** compared to Jul-2024

➤ Increase **76.6%** compared to Aug-2023

➤ **4.3** million USD less than the monthly average rate in 2023.

❖ Accumulated 8 months of 2024 reaches **219.4** mil.USD, **75 %** of total 2023

VOLUME

4.3 thousand tons

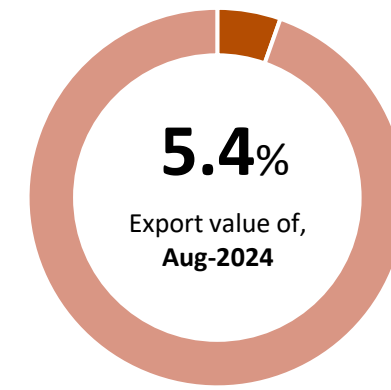
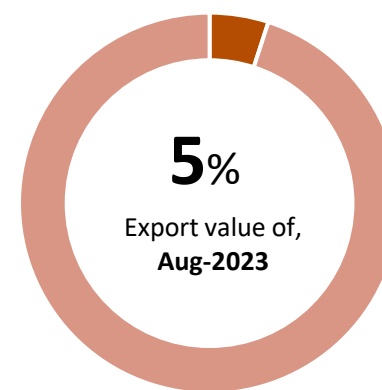
➤ Increase **37.6%** compared to Jul-2024

➤ Increase **9.4%** compared to Aug-2023

➤ **5.6** thousand tons less than the monthly average rate in 2023.

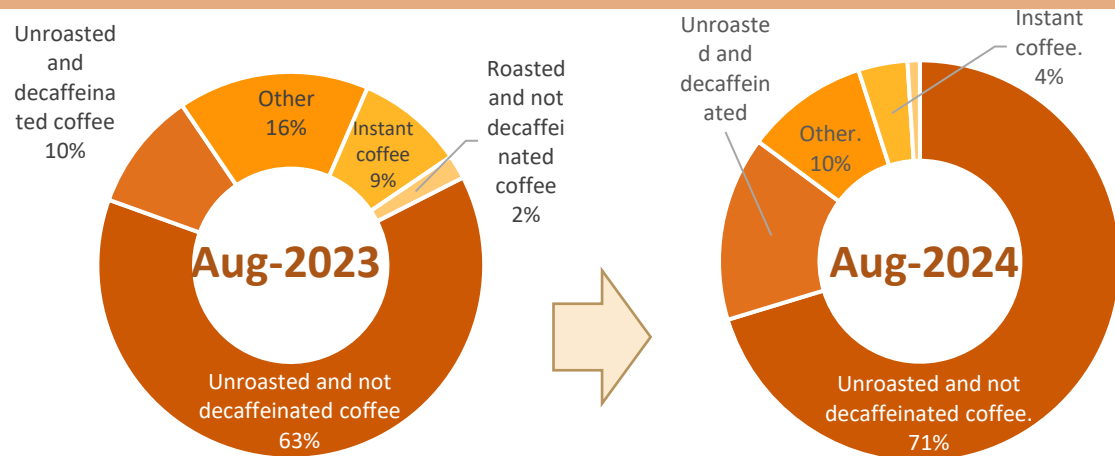
❖ Accumulated 8 months of 2024 reaches **61.1** thousand tons, **51.5%** of total 2023

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

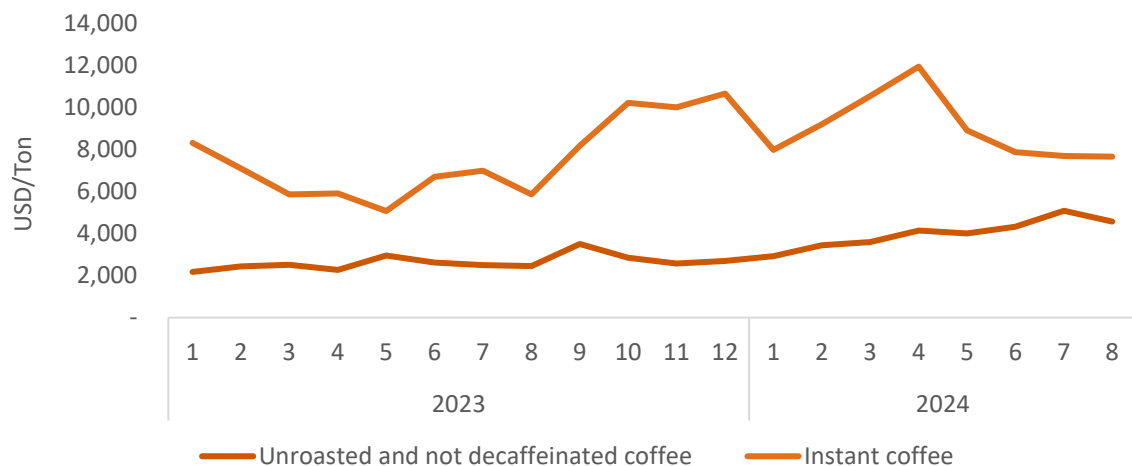


COFFEE

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



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



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



Unroasted and not decaffeinated coffee

Value: **13.7** million USD

Increase **41.9%** compared to Jul-2024

Increase **152%** compared to Aug-2023



Instant coffee

Value: **0.5** million USD

Increase **9.6%** compared to Jul-2024

Decrease **26%** compared to Aug-2023



Unroasted and decaffeinated coffee

Value: **2.6** million USD

Increase **181%** compared to Jul-2024

Increase **160%** compared to Aug-2023

Instant coffee

The average export price in Aug-2024 is **7.652** USD/ton; decrease **0.4%** compared to previous month; and increase **30.7%** compared to the same month of 2023.

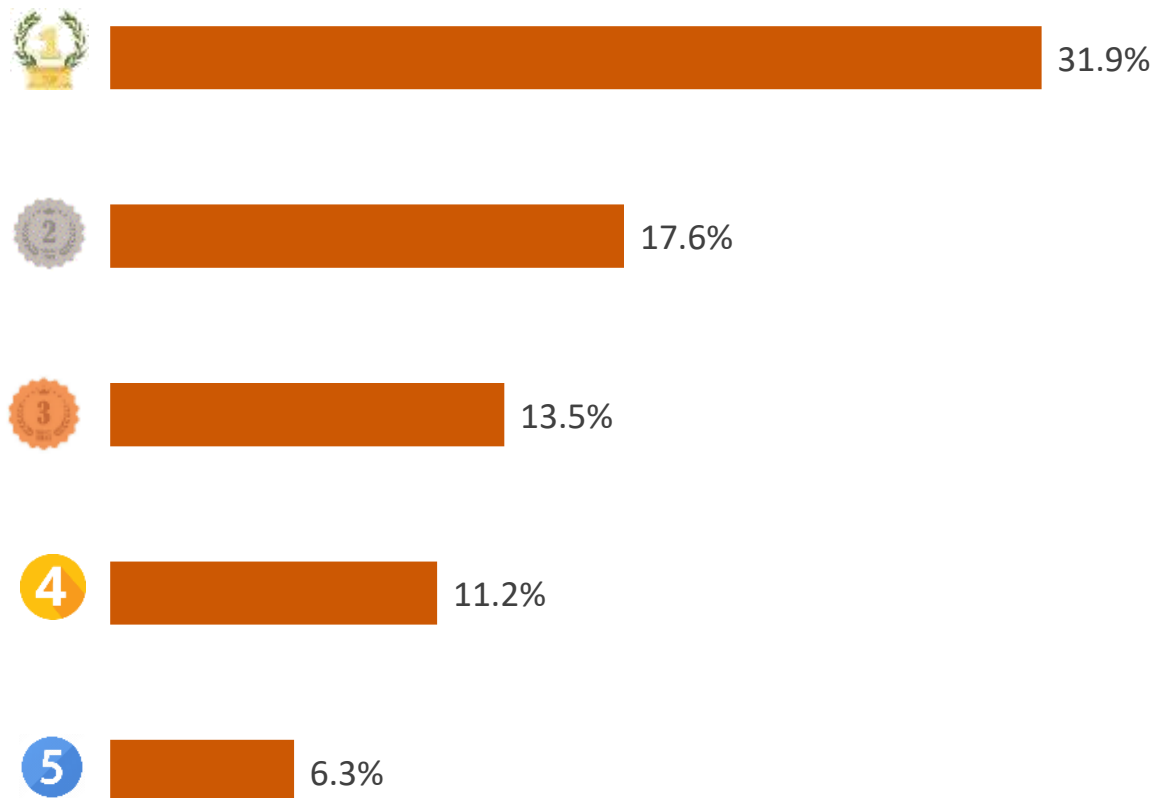
Unroasted and not decaffeinated coffee

The average export price in Aug-2024 is **4.568** USD/ton; decrease **10.5%** compared to previous month; and increase **84.2%** compared to the same month of 2023.

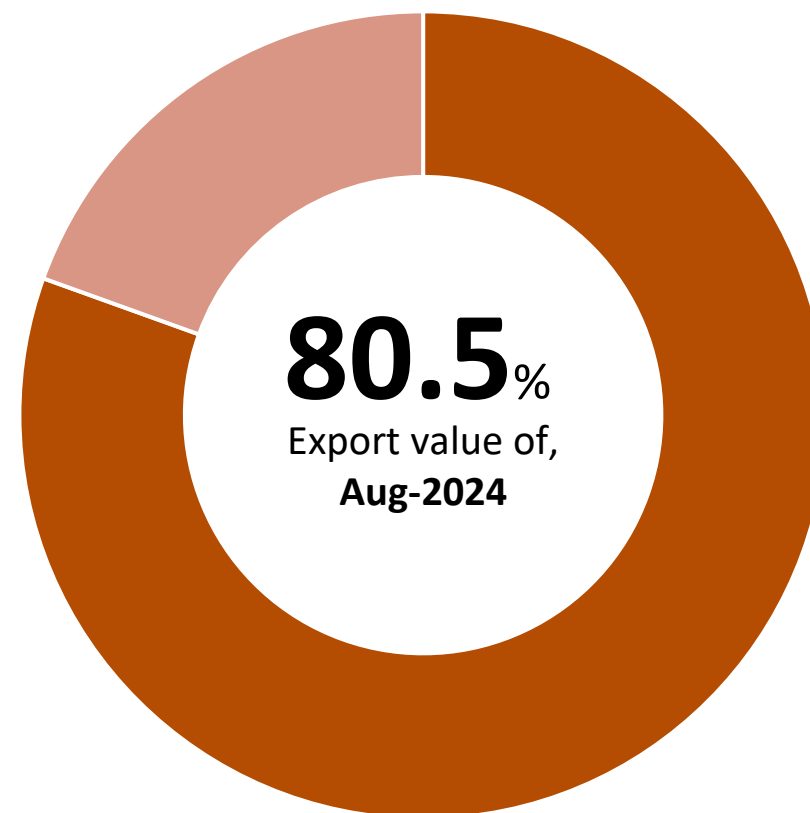


COFFEE

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



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





The National Coffee Association (NCA) released its Fall 2024 Coffee Consumption Trends Report, which shows strong growth in the coffee industry. Specifically:

- Out-of-home coffee consumption reached its highest level since January 2020, with 81% of people drinking coffee during the day. Americans consume about 413 million cups of coffee per day; 63% choose coffee as their favorite beverage after water, and 84% drink coffee with breakfast. 45% of Americans consume specialty coffee during the day, with non-espresso coffee increasing 26% since January 2024.
- 51% of Americans believe that coffee is beneficial for health, helping to increase mental focus and physical strength.
- Cold brew is the most popular type, increasing more than 30% since January 2020.
- The most popular coffee brewing method in the United States is drip brewing, at 36%, followed by single-cup brewing (26%) and ready-to-drink coffee (18%).

Source: gcrmag.com (Sep-2024)



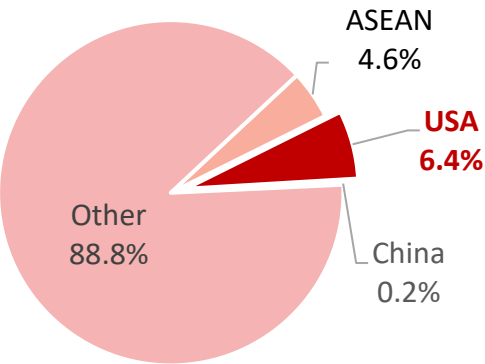


MEAT AND MEAT PRODUCTS (IMPORT)

Import value from the U.S., Aug-2024



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



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

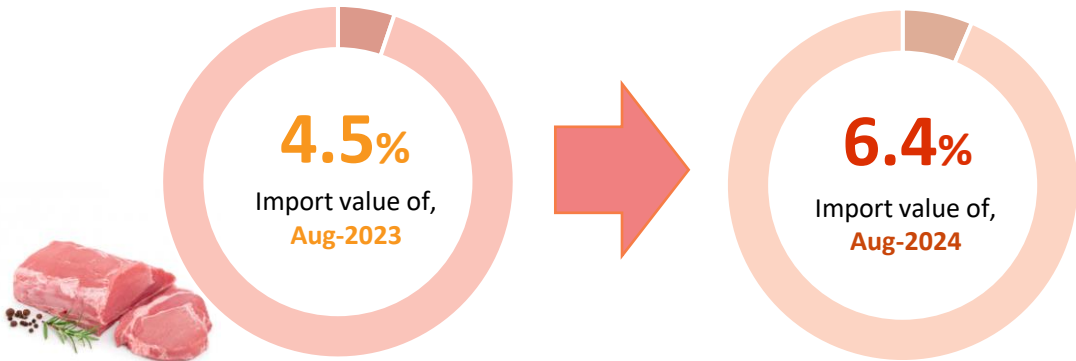


13.4
million USD

VALUE

- Decrease **21.2%** compared to Jul-2024
- Increase **78.8%** compared to Aug-2023
- 229.2** nghìn USD more than the monthly average rate in 2023
- Accumulated 8 months of 2024 reaches **104.97** million USD, **66%** of total 2023

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

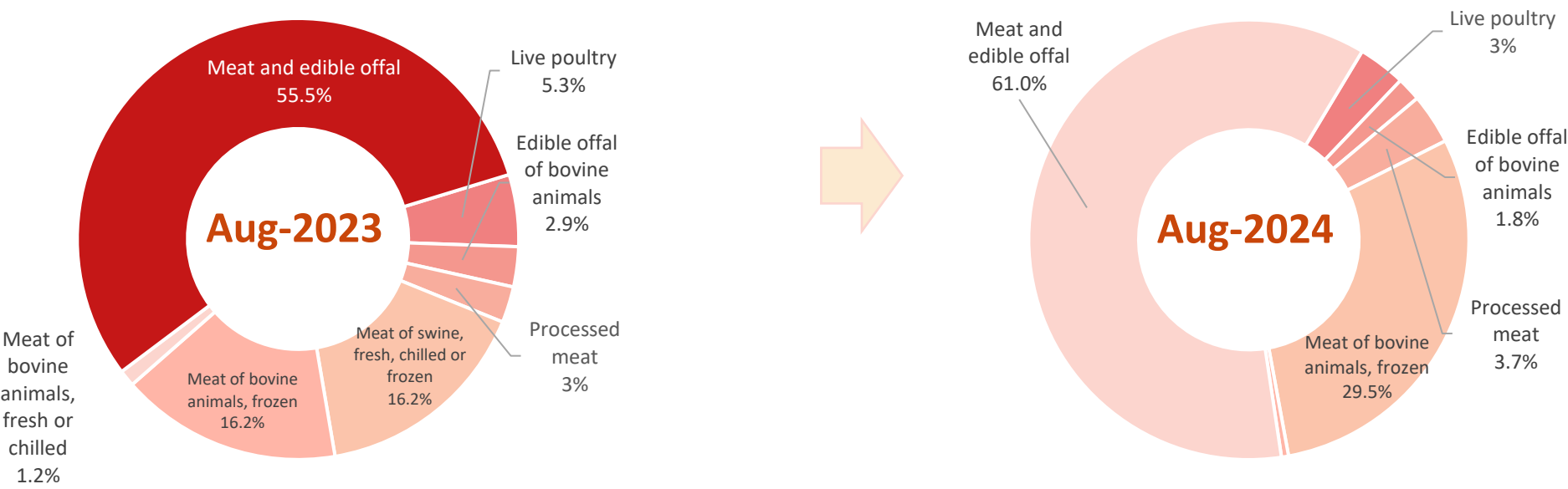


Source: Calculated from data of the General Department of Customs



MEAT AND MEAT PRODUCTS

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



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



Meat and edible offal

Value: **8.2** million USD
Decrease **14.7%** compared to Jul-2024
Increase **96.3%** compared to Aug-2023



Meat of bovine animals, frozen

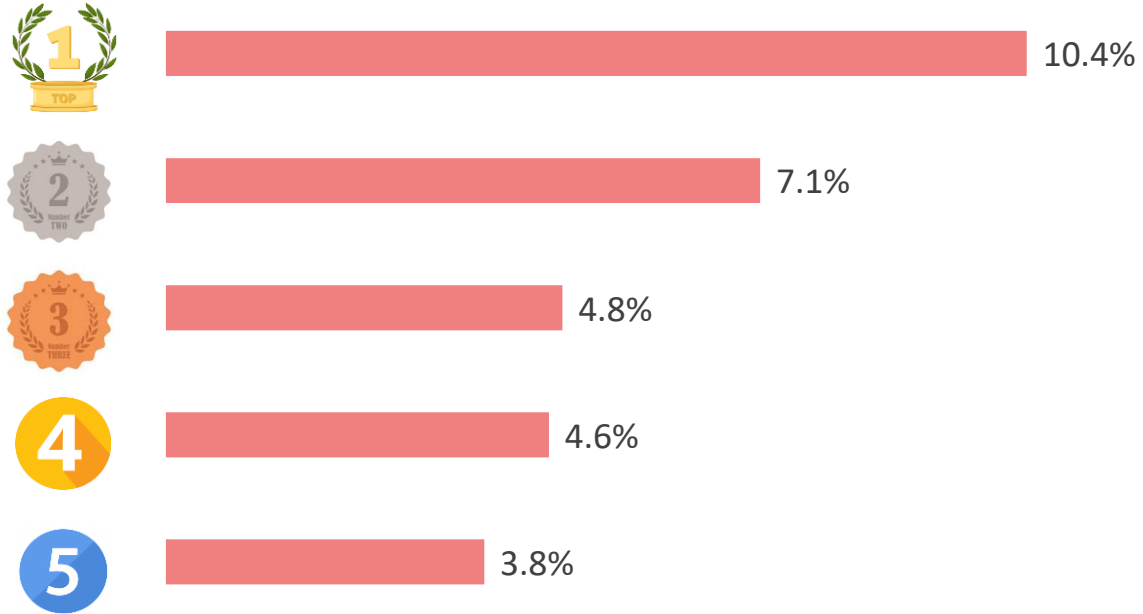
Value: **3.96** million USD
Decrease **23.8%** compared to Jul-2024
Increase **225.6%** compared to Aug-2023

Source: Calculated from data of the General Department of Customs

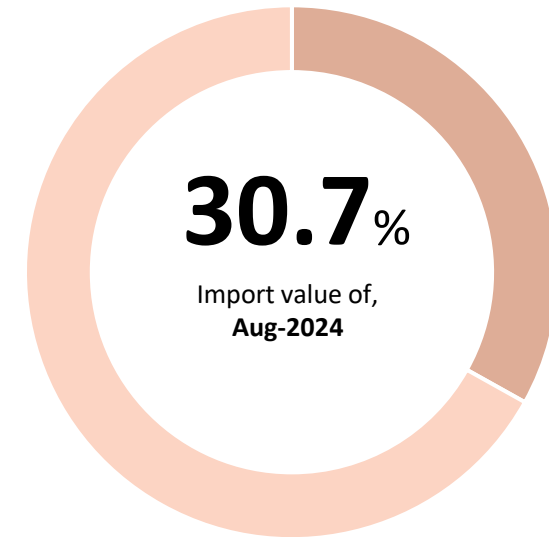


MEAT AND MEAT PRODUCTS

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



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



MEAT AND MEAT PRODUCTS

SPOTLIGHTS



The U.S. Department of Agriculture (USDA) has provided more than \$35 million in grants to 15 meat processors in 12 states under the Meat and Poultry Processing Expansion Program (MPPEP). The goals of these investments are to increase processing capacity, strengthen the food supply chain, and support small and medium-sized meat processors. Since the launch of MPPEP in 2022, USDA has provided more than \$325 million in processing capacity, contributing to an annual increase of 800,000 cattle, 14,000 pigs, 23 million chickens, and 5 million turkeys. These projects have also supported nearly 900 additional producers and created more than 1,200 jobs.

Source: Tridge

Live cattle and beef prices are expected to reach their highest levels since August 2024 in October 2024, with live cattle prices rising from \$0.04/kg to \$3.97/kg and beef prices rising from \$0.08/kg to \$5.37/kg. Although US livestock production is expected to increase by 0.9% year-on-year, experts predict a decline in feedlots and exports in August 2024. The depreciation of the dollar due to the Federal Reserve's half-percentage-point interest rate cut has made US agricultural products more attractive to importers, contributing to the rise in cattle futures prices. However, the rise in cattle futures prices contrasts with the decline in select boxed beef and boxed beef prices reported by the USDA. CME pork futures for October 2024 delivery also recorded a slight increase.

Source: 3tres3.com





Any comments, please send to:

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