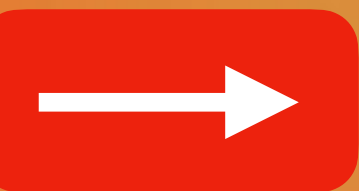


Pepper's Market Report Week **37**



PTEXIM CORP

A quick weekly report by PTEXIM CORPORATION












REPORT
WEEKLY

INSIGHT OF EXPORTING PEPPER VIETNAM IN AUGUST

According to the Customs data, in August 2021, Vietnam exported 17,635 tons of pepper, with a turnover of 66.38 million USD. Compared to the previous month, the export volume **decreased by 33%** the turnover **decreased by 30.1%**. Compared to August 2020, **export volume increased by 1.9%**, **turnover increased by 50.3%**.

TOP 10 VIETNAM'S PEPPER EXPORTING MARKET AUGUST 2021

No	Country	Quantity (MT)	Value (USD)
1	 America	4,423	\$ 17,166,298
2	 China	2,048	\$ 5,172,598
3	 United Arab Emirates	1,130	\$ 4,307,975
4	 Germany	1,066	\$ 4,932,855
5	 Netherlands	942	\$ 3,897,424
6	 Philippine	846	\$ 2,745,319
7	 India	527	\$ 2,134,145
8	 France	524	\$ 2,180,273
9	 Pakistan	513	\$ 1,895,334
10	Others	5616	\$ 21,948,716
<u>TOTAL</u>		17,635	\$ 66,380,937

EXPORTED



17,635^{MT}

TURNOVER

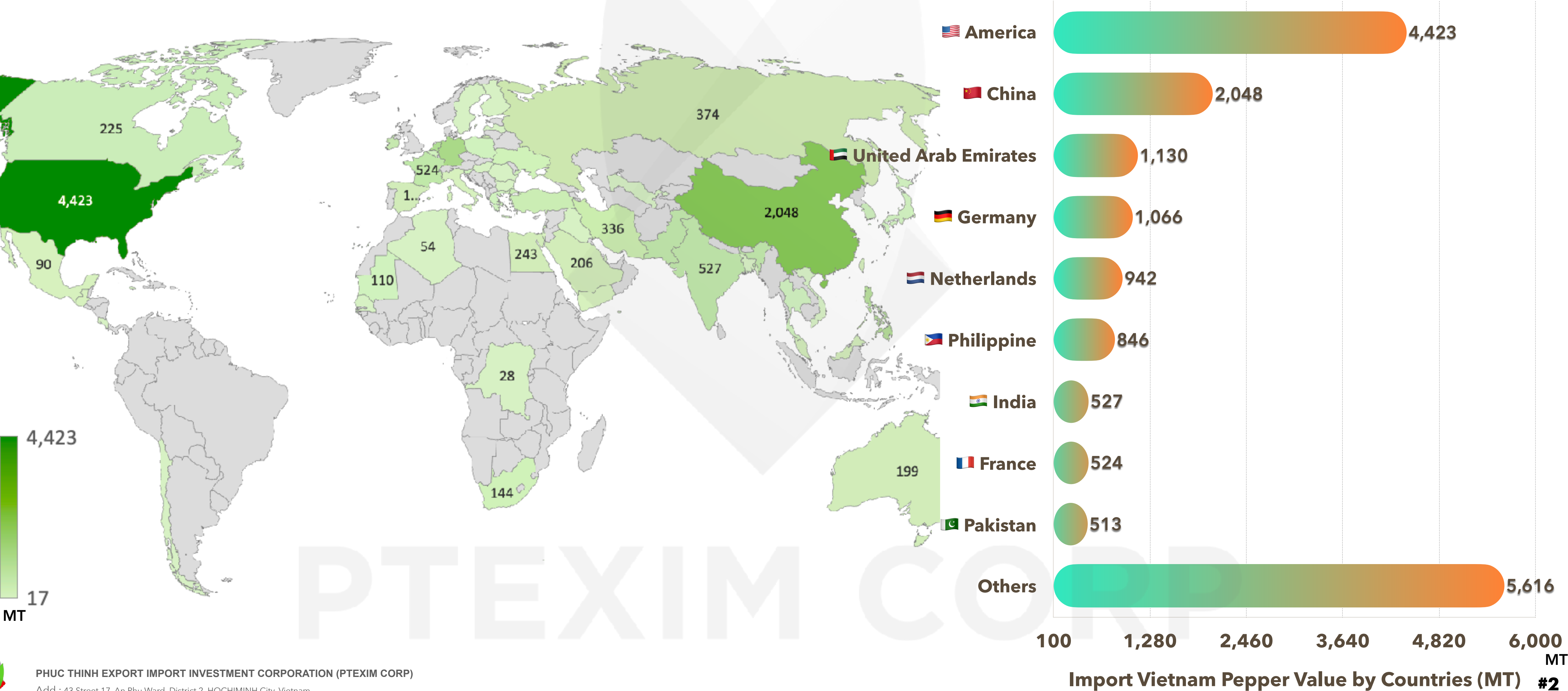


66.38^{\$}
Million

COUNTRIES IMPORT VIETNAM PEPPER

CONTINENT IMPORT VIETNAM PEPPER IN AUGUST 2021

① According to data in previous page, PTEXIM would like to present data by Map chart and Column chart in order to see most countries imported Vietnam pepper clearly.











INSIGHT OF EXPORTING PEPPER VIETNAM JAN TO AUGUST

★ Progressively from the beginning of the year to the end of August 2021, Vietnam exported 197,766 tons with a turnover of 657.8 million USD, compared to the same period in 2020 the export volume decreased by 2% but the export turnover increased by 48, 3%. Imports of the Americas increased by 15%, of which the US is the largest market for Vietnam's pepper, reaching 43,555 tons, up 15.2% over the same period. Exports increased in Canada, Guatemala, El Salvador, etc. In the European region, imports increased by 4.4%, led by German markets: 8,377 tons, up 5.6%; Netherlands 6,247 tons, up 13%; UK: 4,235 tons, up 10.8%... Imports also increased in France, Ireland, Turkey, Italy,... but decreased in Poland, Spain, Ukraine, Israel,,....

★ Meanwhile, Asia's imports **decreased by 6.3%**, of which China's imports decreased by 8% to 35,444 tons. Imports of 🇸🇦 **Saudi Arabia increased sharply by 58.2%** to 12,727 tons and continued to be Vietnam's second largest pepper import market in Asia. India's imports 10,280 tons, up 3.6%; Pakistan: 9,297 tons, up 15%; Philippines, Korea, Thailand, Japan, etc. are countries with reduced import volume. Papua New Guinea's imports increased by 101.2% to 1,380 tons. The African region's imports **decreased by 32.8%**, of which Egypt decreased by 41.2% to 4,340 tons compared with 7,382 tons in the same period. Imports also decreased in Senegal, Gambia, Tunisia... and increased in South Africa, Mauritania, Ghana... Top white pepper importing countries: Germany: 3,872 tons, USA: 3,044 tons, China: 2,329 tons, the Netherlands : 2,115 tons, Thailand: 1,088 tons,...

INSIGHT OF EXPORTING PEPPER VIETNAM FROM JAN TO AUG

TOP 10 VIETNAM'S PEPPER EXPORTING MARKET FROM JAN TO AUG 2021

No	Country	Quantity (MT)
1	 America	43,555
2	 China	35,444
3	 United Arab Emirates	12,727
4	 India	10,280
5	 Pakistan	9,297
6	 Germany	8,377
7	 Netherlands	6,247
8	 Egypt	4,340
9	 England	4,235
10	Others	63,166
<u>TOTAL</u>		197,668

EXPORTED



197,668
MT

TURNOVER







657.8
\$
Million

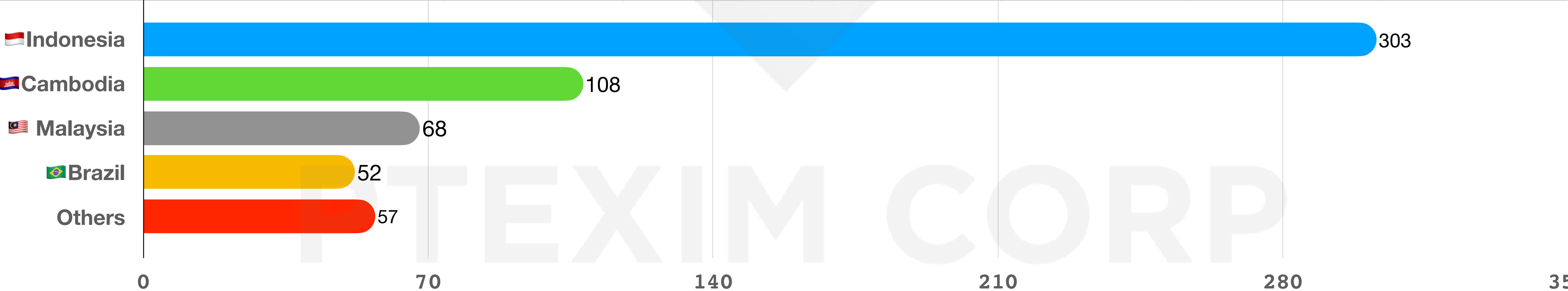
VIETNAM IMPORT PEPPER IN AUGUST

“According to preliminary statistics of VPA, in August, Vietnam imported **588** tons, of which black pepper reached 399 tons, white pepper reached 189 tons. Compared to July 2021, the import volume decreased by **66.6%**, the turnover decreased by 65.4%. Indonesia and Cambodia are the two main submitting markets for Vietnam's pepper with 303 tons and 108 tons, of which Indonesia's white pepper exports reached 188 tons.”

VIETNAM IMPORT PEPPER

Bellow table shows pepper's quantity imported to Vietnam

No	COUNTRY	AUGUST 2021					
		TOTAL VALUE	BLACK PEPPER VALUE	WHITE PEPPER VALUE	BLACK PEPPER QUANTITY	WHITE PEPPER QUANTITY	TOTAL
1	 Indonesia	1,342,046	374,280	967,766	115	188	303
2	 Cambodia	242,092	242,092		108		108
3	 Malaysia	313,690	308,630	5,060	67	1	68
4	 Brazil	135,650	135,650		52		52
5	Others	208,915	208,915	0	57	0	57
TOTAL		2,242,393	1,269,567	972,826	399	189	588





VIETNAM IMPORT PEPPER

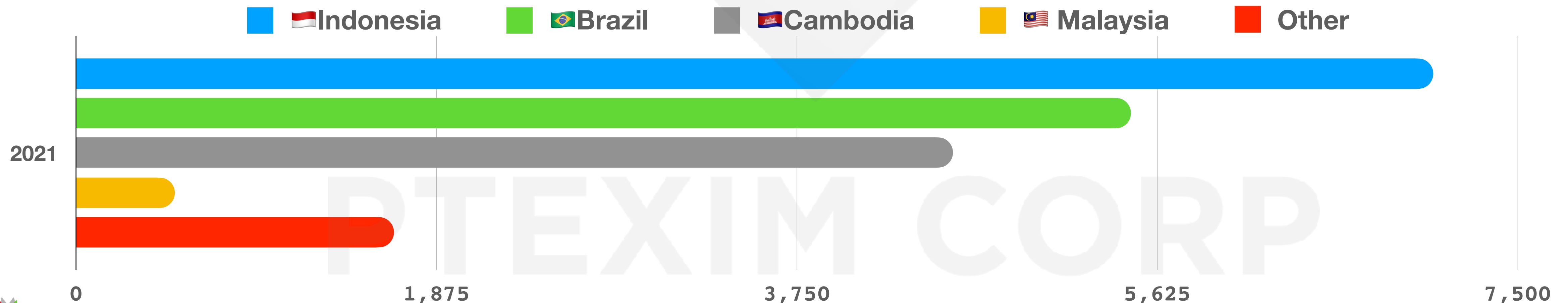
JAN TO AUG

Progressively from January to August 2021, Vietnam imported **19,272** tons, of which black pepper reached 14,159 tons, white pepper reached 5,113 tons, compared to the same period in 2020, the import volume decreased by 0.3%. Indonesia increased by 0.9%, Brazil decreased by 21.7% and Cambodia increased 79.7%. Indonesia is also the main exporter of white pepper to Vietnam, reaching 5,047 tons.

VIETNAM IMPORT PEPPER JAN TO AUG

Bellow table shows pepper's quantity imported to Vietnam

No	Countries	First 8 months 2019	First 8 months 2020	2021								Total	% +/- 21/20
				1	2	3	4	5	6	7	8		
1	Indonesia	16,089	7,000	1,878	365	1,088	1,511	1,140	350	425	303	7,060	0.9
2	Brazil	9,815	7,008	1,186	1,113	1,027	645	527	418	518	52	5,486	-21.7
3	Cambodia	1,729	2,538		126	480	775	1,847	638	586	108	4,560	79.7
4	Malaysia	208	400	100	42	48	85	99	29	43	68	514	28.5
5	Other	1,202	2,375	422	81	187	182	310	222	191	57	1,652	
TOTAL		29,043	19,321	3,586	1,727	2,830	3,198	3,923	1,657	1,763	588	19,272	-0.3



BLACK PEPPER PRICE

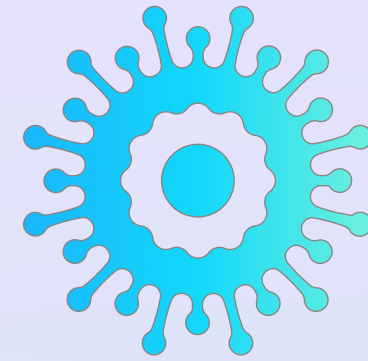
CHART WEEK **37** FROM 13TH SEP TO SEP 19TH

- ★ Pepper price last week was almost flat after having increased rapidly at the beginning of September
- ★ Pepper prices have increased by **2.5%** within first half September
- ★ Demand from the USA / ASIA was relatively low in the past week
- ★ China & EUROPEAN continues to participate in the market, but the demand is not really high



OTHER FACTORS AFFECTING PEPPER PRICING IN VIETNAM

COVID-19 VIRUS



- Vietnam's coronavirus epicentre Ho Chi Minh City, which has kept residents confined at home under lockdown, is **considering reopening economic activity from Sept. 15**, shifting from a "zero COVID-19" strategy to a policy of living with the virus, aims to **promote economic recovery ... and move towards living with COVID-19**
- The **reopening would be gradual**, and **low-interest loans and tax cuts** would be offered to affected firms.

SHIPPING & FREIGHT



- Basically, freight is really **expensive**, but with close to **no capacity** many importers and exporters are willing to pay premiums in addition to these rates just to keep their goods moving.
- With high demand from consumers, importers are rushing to replenish inventory, causing capacity in trucking to tighten and driving rates up.
- In the current situation, many importers and exporters are wondering when they can expect freight rates and shipping prices to go down. The answer? According to PTEXIM's opinion - Not yet.

OTHERS SPICES



CINNAMON (CASSIA) / TURMERIC / STAR ANISE / GINGER



CINNAMON

Market keeps moving.
Crops start over 1 month but price is steady. Good demand from ASIA/EU/USA continues for fourth quarter shipment. EU & USA buying more quantities especially cassia sticks / broken.



TURMERIC

Inventory is very limited.
Crops start during December/January. We can offer new crop shipment during November with Polished Turmeric Slice/ Turmeric Finger...and all can traceability from farmers.



STAR ANISE

Chinese continue to keep sideline.
However more demand from USA / EU.

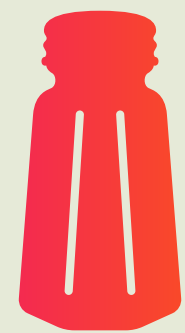


GINGER

Stock being very tight as usual and no news for report.

OFFER & UPDATING PEPPER PRICE

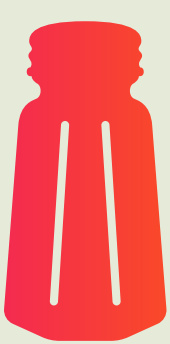
I would like to give you an indication price PEPPER / CASSIA / STAR ANISE / TURMERIC... based on NET FOB HCM as follows



WHOLE PEPPER

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
PINHEAD PEPPER				
1	PINHEAD < 1MM SUPER CLEANED	\$980	\$1,917	\$1,830
2	PINHEAD 1.5MM - 2MM CLEANED	\$1,707	\$2,645	\$2,557
3	PINHEAD 2MM - 2.5MM CLEANED	\$1,933	\$2,870	\$2,783
4	PINHEAD SUPERIOR QUALITY	\$2,384	\$3,322	\$3,234
5	LIGHT BERRIES TO EXTRA OIL (6-7% PIPERINE)	Please Contact	Please Contact	Please Contact
WHOLE PEPPER				
6	VBP 500 G/L FAQ	\$3,758	\$4,294	\$4,438
7	VBP 550 G/L FAQ	\$4,005	\$4,540	\$4,685
8	VBP 500 G/L Spiral Cleaned	\$4,060	\$4,595	\$4,740
9	VBP 550 G/L Spiral Cleaned	\$4,170	\$4,706	\$4,850
10	VBP 550 G/L Spiral Cleaned Pesticide	\$4,370	\$4,906	\$5,050
11	VBP 570 G/L ASTA	\$4,243	\$4,779	\$4,923
12	VBP 5MM Jumbo Size	\$4,374	\$4,910	\$5,054
13	White PEPPER 630 G/L DW	\$5,902	\$6,438	\$6,582
14	White PEPPER 630 G/L ASTA	\$5,947	\$6,483	\$6,627





STEAM STERILIZED PEPPER & PESTICIDE GUARANTEE EU COMPLIANCE

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
STEAM STERILIZED PINHEAD PEPPER FOR GRINDING				
1	Steam Sterilized Pinhead < 1MM	\$1,330	\$2,267	\$2,180
2	Steam Sterilized Pinhead 1.5MM - 2MM	\$2,057	\$2,995	\$2,907
3	Steam Sterilized Pinhead 2MM - 2.5MM	\$2,283	\$3,220	\$3,133
4	Steam Sterilized Pinhead Super Quality	\$2,734	\$3,672	\$3,584
STEAM STERILIZED PEPPER				
5	Steam Sterilized Pepper 500G/L	\$4,334	\$4,870	\$5,014
6	Steam Sterilized Pepper 550G/L	\$4,483	\$5,019	\$5,163
7	Steam Sterilized Pepper 570G/L	\$4,558	\$5,094	\$5,238
8	Steam Sterilized Pepper 5MM	\$4,661	\$5,197	\$5,341
9	Steam Sterilized White Pepper 630G/L	\$6,355	\$6,890	\$7,035
STEAM STERILIZED PEPPER - EU				
10	Steam Sterilized Pepper 500G/L	\$4,514	\$5,050	\$5,194
11	Steam Sterilized Pepper 550G/L	\$4,663	\$5,199	\$5,343
12	Steam Sterilized Pepper 570G/L	\$4,738	\$5,274	\$5,418
13	Steam Sterilized Pepper 5MM	\$4,841	\$5,377	\$5,521
14	Steam Sterilized White Pepper 630G/L	\$6,535	\$7,070	\$7,215



CASSIA/TURMERIC/STAR ANISE



NO	ITEM	FOB (USD/MT)	NOTE
1	WHOLE CASSIA;	\$3,634	>4% VO
2	CASSIA SPLIT;	\$3,321	>4% VO
3	CASSIA BROKEN CLEANED 2% VO;	\$2,327	>2% VO
4	CASSIA BROKEN CLEANED 2.5% VO;	\$2,551	>2.5% VO
5	CASSIA BROKEN CLEANED 3% VO;	\$2,774	>3% VO
6	CASSIA BROKEN CLEANED 3.5% VO;	\$3,221	>3.5% VO
7	CASSIA BROKEN CLEANED 4% VO;	\$4,116	>4% VO
8	CASSIA STICK CUT 6 - 10CM - ROLLED 90%;	\$5,802	>4% VO
9	CASSIA CIGARETTE LONG STICK	\$5,758	>4% VO
10	CASSIA POWDER 1 - 1.5% VO;	\$1,880	1-1.5% VO
11	CASSIA POWDER 2% VO;	\$2,327	2% VO
12	CASSIA POWDER 2.5% VO;	\$2,551	2.5% VO
13	CASSIA POWDER 3% VO;	\$2,908	3% VO
14	STAR ANISE SUPERIOR;	\$10,518	2.5cm, 80% up
15	STAR ANISE STANDARD;	\$10,070	2.0cm, 80% up
16	TURMERIC FINGER;	\$1,514	
17	POLISHED TURMERIC FINGER;	\$1,741	
18	TURMERIC POWDER;	\$1,423	
19	TURMERIC SLICE SUN DRIED;	\$1,468	
20	WASHED TURMERIC SLICE SUN DRIED;	\$1,605	
21	TURMERIC SLICE MACHINE DRIED;	\$1,605	



CASSIA STEAM STERILIZED PESTICIDE GUARANTEE

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
1	STEAM STERILIZED CASSIA BROKEN 2% VO;	\$2,827	\$3,621	\$3,827
2	STEAM STERILIZED CASSIA BROKEN 2.5% VO;	\$3,051	\$3,845	\$4,051
3	STEAM STERILIZED CASSIA BROKEN 3% VO;	\$3,274	\$4,068	\$4,274
4	STEAM STERILIZED CASSIA BROKEN 3.5% VO;	\$3,721	\$4,515	\$4,721
5	STEAM STERILIZED CASSIA BROKEN 4% VO;	\$4,616	\$5,410	\$5,616
6	STEAM STERILIZED CASSIA POWDER 1 - 1.5% VO;	\$2,380	\$2,920	\$3,060
7	STEAM STERILIZED CASSIA POWDER 2% VO;	\$2,827	\$3,367	\$3,507
8	STEAM STERILIZED CASSIA POWDER 2.5% VO;	\$3,051	\$3,591	\$3,731
9	STEAM STERILIZED CASSIA POWDER 3% VO;	\$3,408	\$3,948	\$4,088



PEPPER POWDER PESTICIDE GUARANTEE

ITEM	(USD/MT)
GROUND STEAM STERILIZED BLACK PEPPER	
- Half Cracked HTST black pepper;	\$5,901
- Granulate HTST black pepper;	\$5,790
- Coarse HTST black pepper 12 -> 14# ;	\$5,515
- Table HTST black pepper 18 -> 28# ;	\$5,467
- Fine HTST black pepper 30 -> 34# ;	\$5,419
- Ground HTST black pepper 40 -> 100# ;	\$5,275
GROUND STEAM STERILIZED WHITE PEPPER	
- Half Cracked HTST White Pepper;	\$8,234
- Granulate HTST white pepper;	\$8,077
- Coarse HTST white pepper 12 -> 14# ;	\$7,842
- Table HTST white pepper 18 -> 28# ;	\$7,774
- Fine HTST white pepper 30 -> 34# ;	\$7,706
- Ground HTST white pepper 40 -> 100# ;	\$7,501



Pepper's Market Report

Week 37

SEP 2021



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THANK YOU!

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PTEXIM CERTIFICATE



RAINFOREST ALLIANCE



USDA ORGANIC *Available during 2022*



PTEXIM FACTORY



1. WHOLE SPICES FACTORY (Address : Daklak Province, VN)



2. FOOD FACTORY (Address : Ba-Ria Vung Tau Province, VN)

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