

# PTEXIM YEARLY REPORT



PTEXIM CORP

2020  
&  
2021

GLOBAL PEPPER  
MARKET

DATA ANALYSIS COLLECTS FROM REPUTATION BIG-DATA BRAND :  
PTEXIM DATABASE, VIETNAM CUSTOMS DATA BASE, IPC , PANJIVA,  
TRADE MAP, DATA MYNE...



# G

# LANCE AT PTEXIM CORP 2020 & 2021

PTEXIM is one of top pepper & herbs exporter from Vietnam. PTEXIM achieved almost important certificate for world standard. PTEXIM got BRC/ISO/HACCP/GMP/KOSHER/HALAL, beside, a member of SEDEX organization. Especially, PTEXIM is doing Rainforest Alliance project with 120 farmers... See PTEXIM 2020's insight bellow:



## CERTIFICATE

PTEXIM achieved almost important certificate for world standard, BRC/ISO/HACCP/GMP/KOSHER/HALAL



## CERTIFICATE

Doing Rainforest Alliance project with 120 farmers...



**120** Farmers

**228** Hectares

**751** Tons



## CERTIFICATE

- **PRESTIGIOUS EXPORTER** honoured by Ministry of Industry and Trade Vietnam
- PTEXIM factory has successfully installed rooftop **Solar Power** and is one of the green building factories in Vietnam.



**PRESTIGIOUS EXPORTER**

<https://ptexim.com.vn/en/news/viet-nam-ministry-of-industry-and-trade-announced-ptexim-as-trusted-export-enterprise-in-2019/>



**GREEN BUILDING FACTORY**

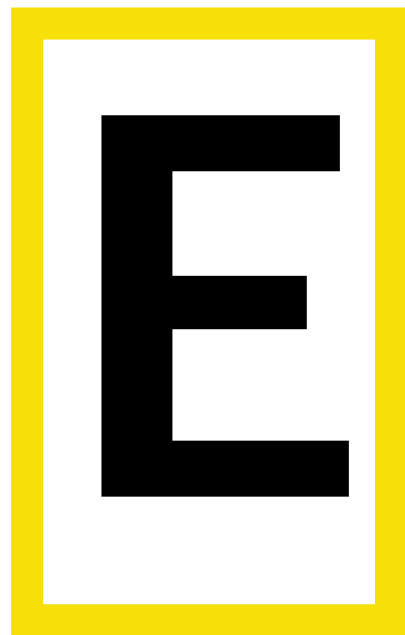


**Solar Power**

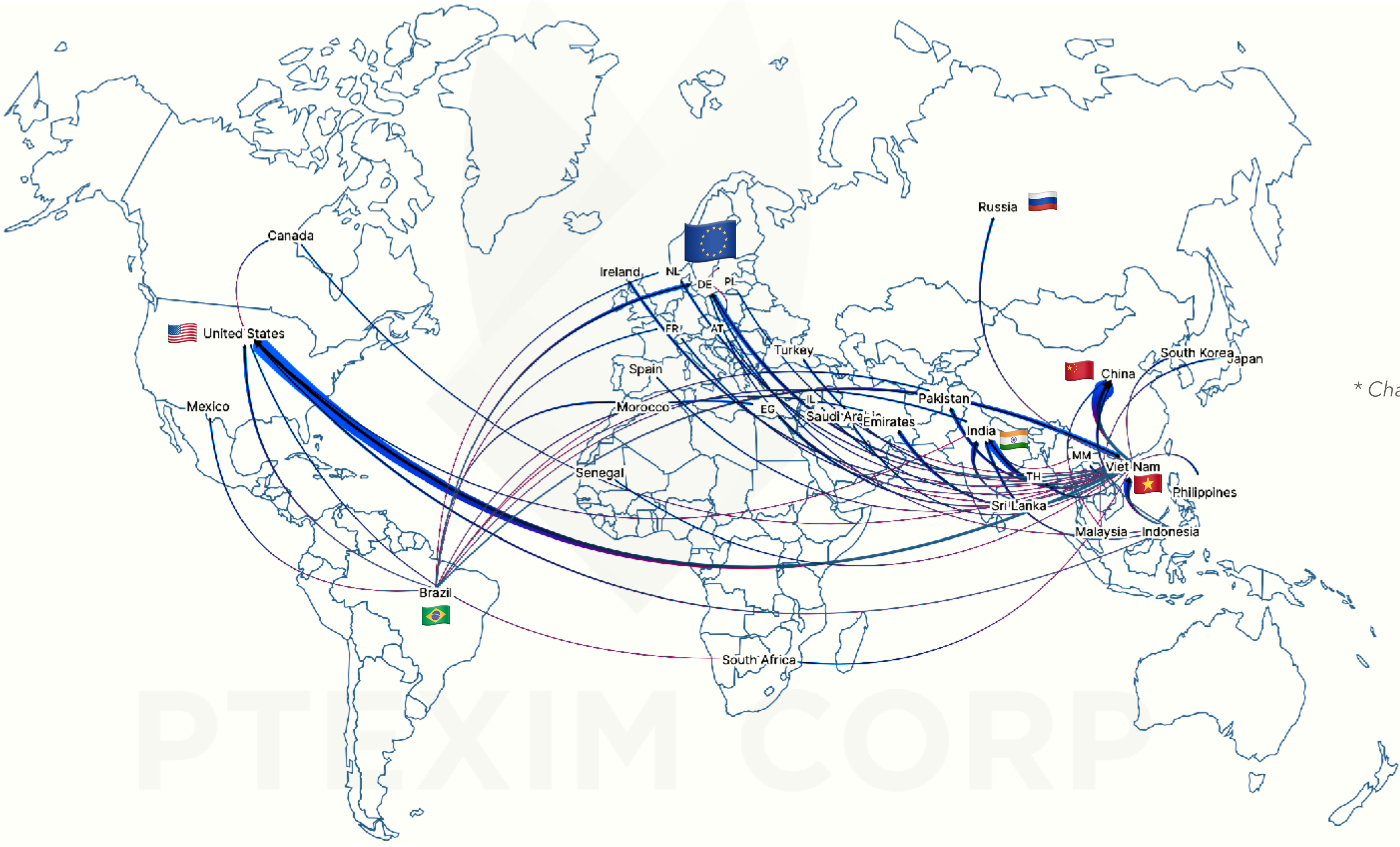
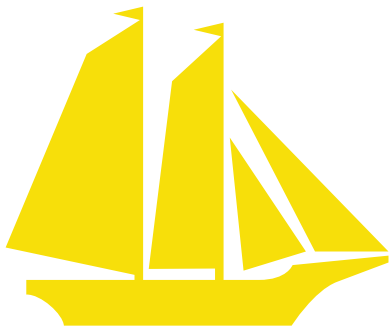


PTEXIM CORP





# EXPORTING PEPPER MAP FOLLOW CHART



\* Chart No. 1



# PEPPER'S MARKET GLOBAL INSIGHT

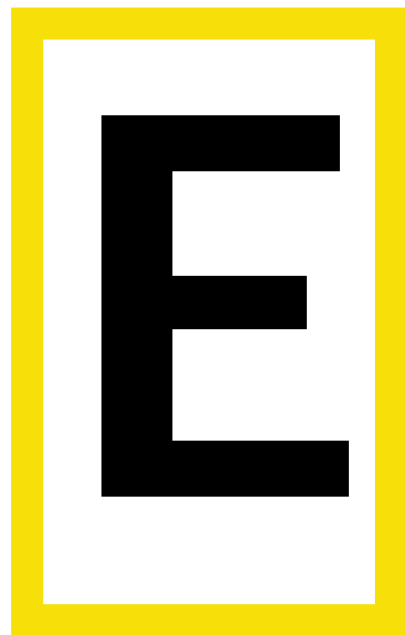
↑ **+1.26 %**  
**(PRODUCTION)**

Total production of pepper at **593,087** tons in 2020, which increased **1.26%** of quantity compared with **2019** (was **585,682** Tons).

↓ **-0.41%**  
**(EXPORT)**

Export of pepper at **476,847 Tons**, which decreased **0.41%** of quantity compared with **2019** ( was **478,824** Tons).





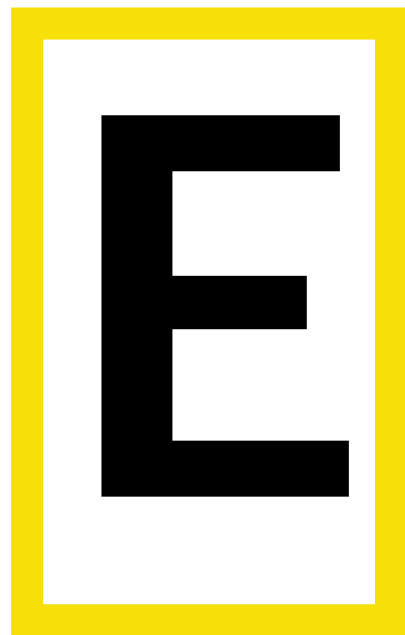
# EXPORTING PEPPER VALUE & VOLUME CHART



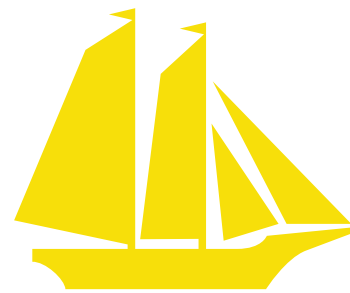
\* Chart No. 2

■ Asia   ■ South America   ■ Europe   ■ Africa   ■ North America   ■ Others



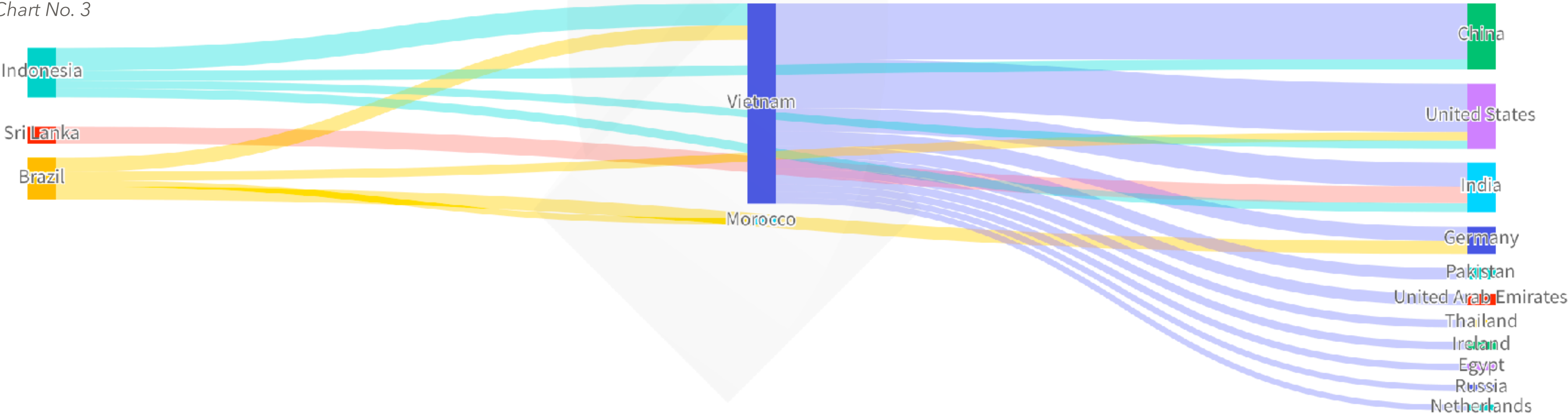


# EXPORTING PEPPER PIPER CHART



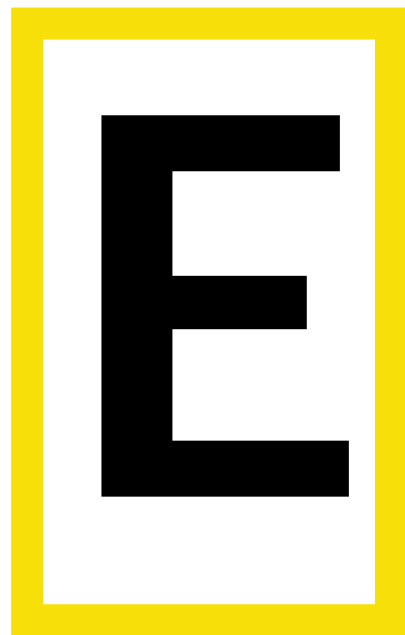
This chart will shows off sources of Pepper will be exported to countries to countries, easier to see neither volume, source of pepper to destination of its. This chart show off main countries accordingly limited of Analysis Software. Bellow chart depends on \*Chart No. 2 in previously page Data

\* Chart No. 3

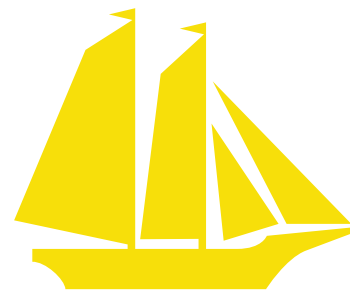


- Vietnam
- Indonesia
- Sri Lanka
- Brazil
- China
- United States
- India
- Germany
- Pakistan
- United Arab Emirates
- Thailand
- Ireland
- Egypt
- Russia
- Netherlands













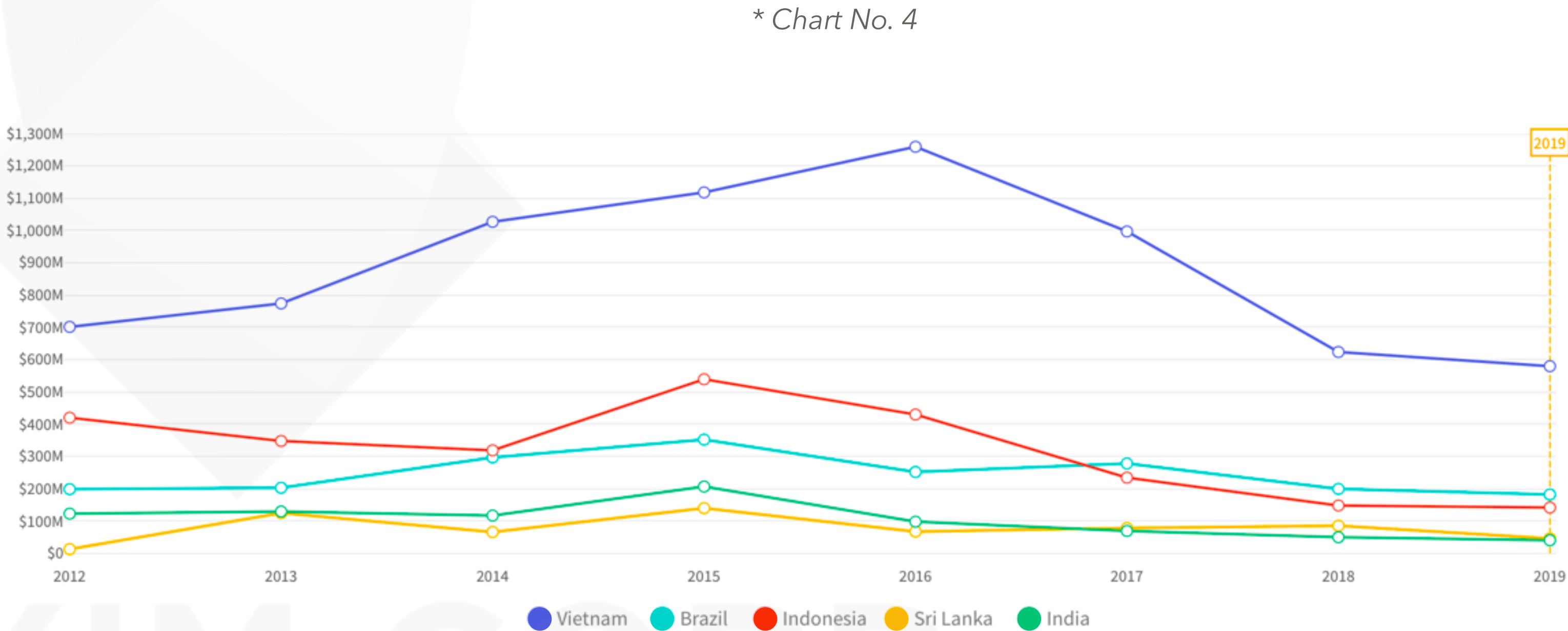


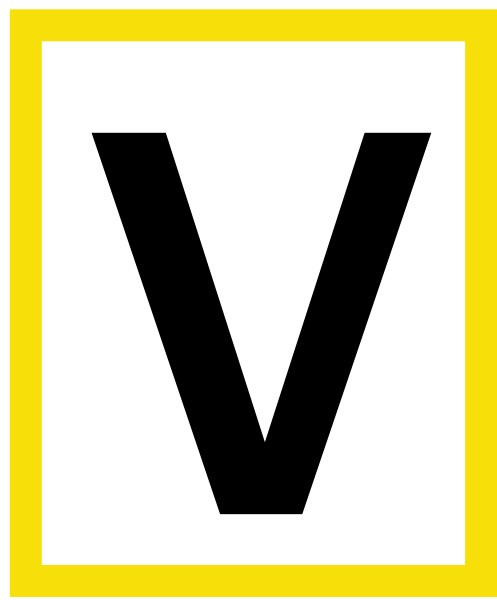
# EXPORTING PEPPER LINES CHART



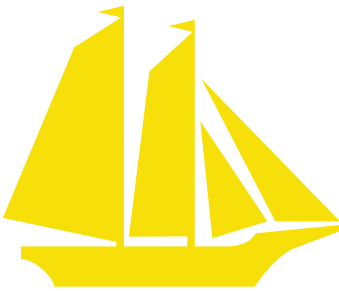
According this chart , almost top exporter exported lower quantity. Specially, Myanmar was highlight pepper export country. Export quantity gains 200% for value and 100% for quantity.

Country	Share in Export %	Export Value USD	1-Year Growth in Value %	1-Year Growth in Qty %
 Vietnam	46.5%	660.6M	-7%	4%
 Brazil	14.7%	109.88M	-39%	-33%
 Indonesia	11.4%	59.15M	-149%	-59%
 Sri Lanka	3.8%	20.03M	-45.6%	-38.9%
 India	3.3%	18.83M	-76%	-75%
 Germany	2.8%	35.55M	-22.8%	-1.6%
 Malaysia	2.1%	12.47M	-65%	-63%
 France	1.5%	18.30M	-19.8%	25.4%
 South Africa	1.3%	15.81M	-75%	-80%
 Myanmar	1.0%	12.25M	202.9%	106.9%



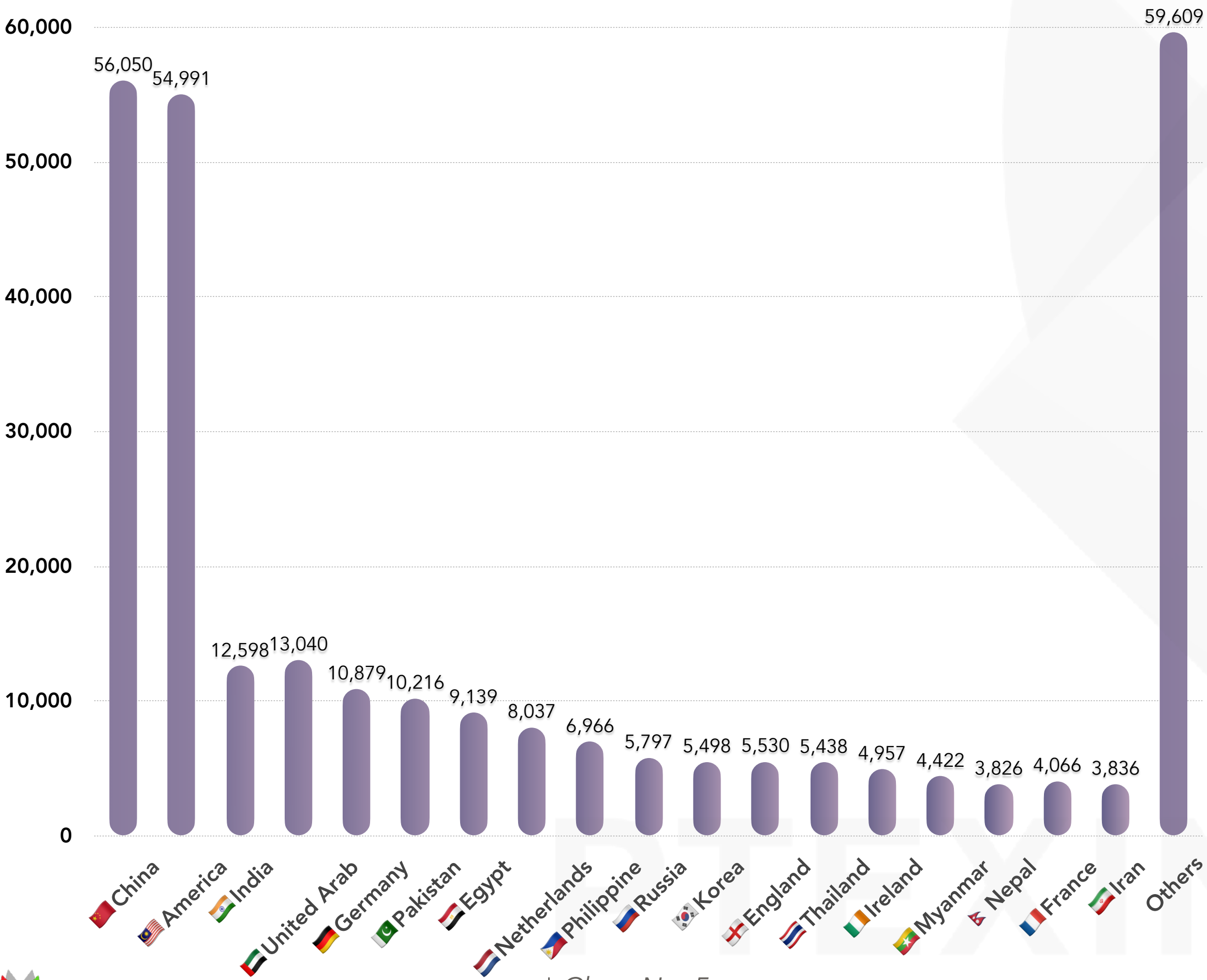


# VIETNAM PEPPER EXPORT MARKET



TOTAL  
EXPORT

285,292 MTs



\* Chart No. 5

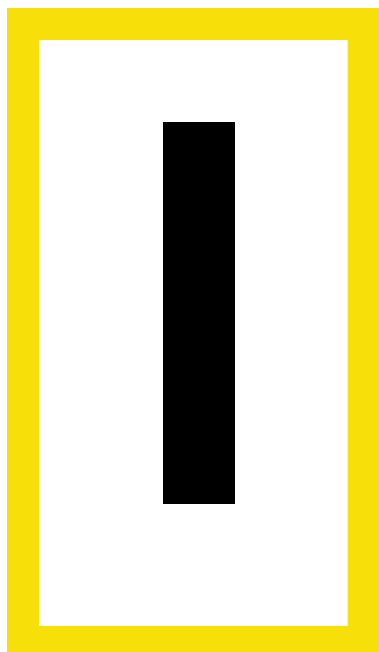


\* Chart No. 6

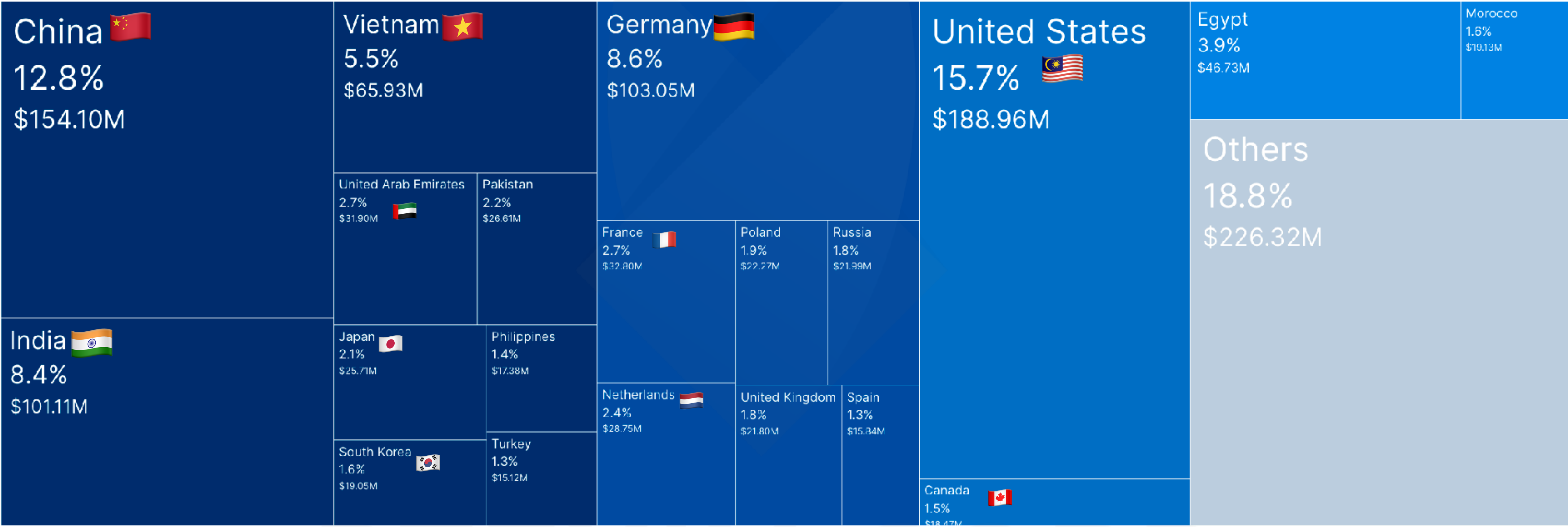
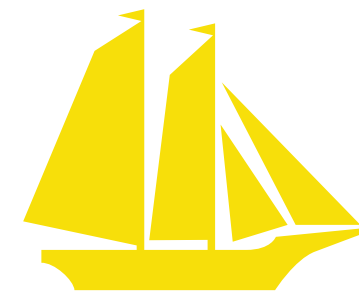
PREVIEW HEAT MAP OF EXPORT MARKET





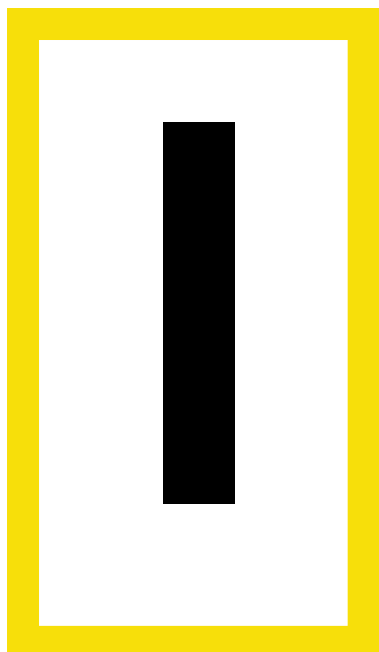


# IMPORTING PEPPER VALUE & VOLUME CHART

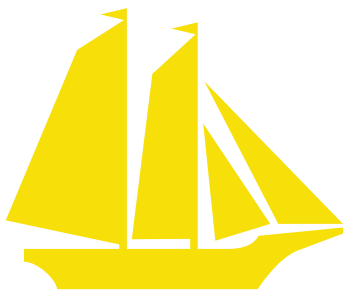


\* Chart No.7

■ Asia ■ Europe ■ North America ■ Africa ■ Others

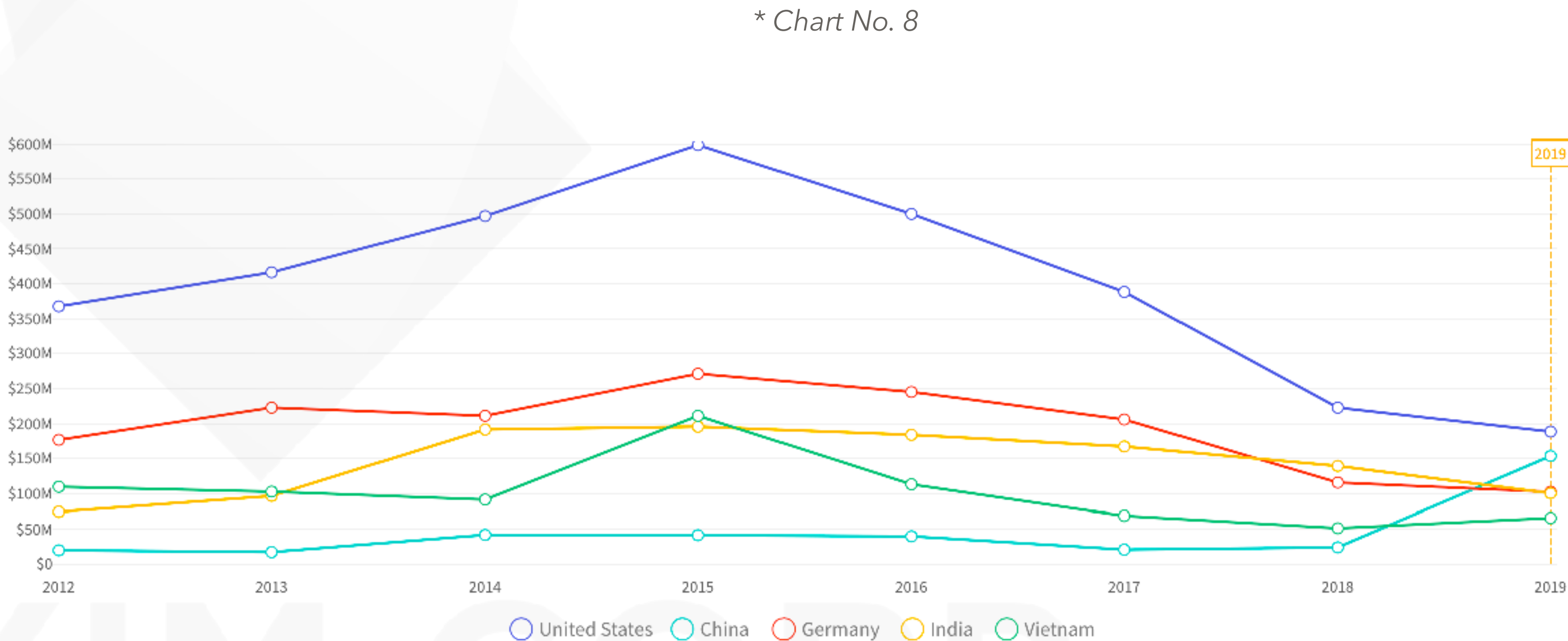


# IMPORTING PEPPER LINES CHART



According this chart , almost top importer imported lower quantity compared with 2019. Specially, China was highlight pepper importer country, with import quantity gains 600% for value and 500% for quantity.

Country	Share in Import %	Import Value USD	1-Year Growth in Value %	1-Year Growth in Qty %
United States	15.7%	188.96M	-15.4%	+9.9%
China	12.8%	154.10M	—	—
Germany	8.6%	103.05M	-11.4%	+11.2%
India	8.4%	101.11M	-27.7%	+19.8%
Vietnam	5.5%	65.93M	+28.1%	+91.8%
Egypt	3.9%	46.73M	—	—
France	2.7%	32.80M	-21.4%	+16.4%
United Arab Emirates	2.7%	31.90M	-11.9%	-16.9%
Netherlands	2.4%	28.75M	-16.5%	+7.7%
Pakistan	2.2%	26.61M	-12.2%	+35.1%







# VIETNAM PEPPER IMPORT MARKET



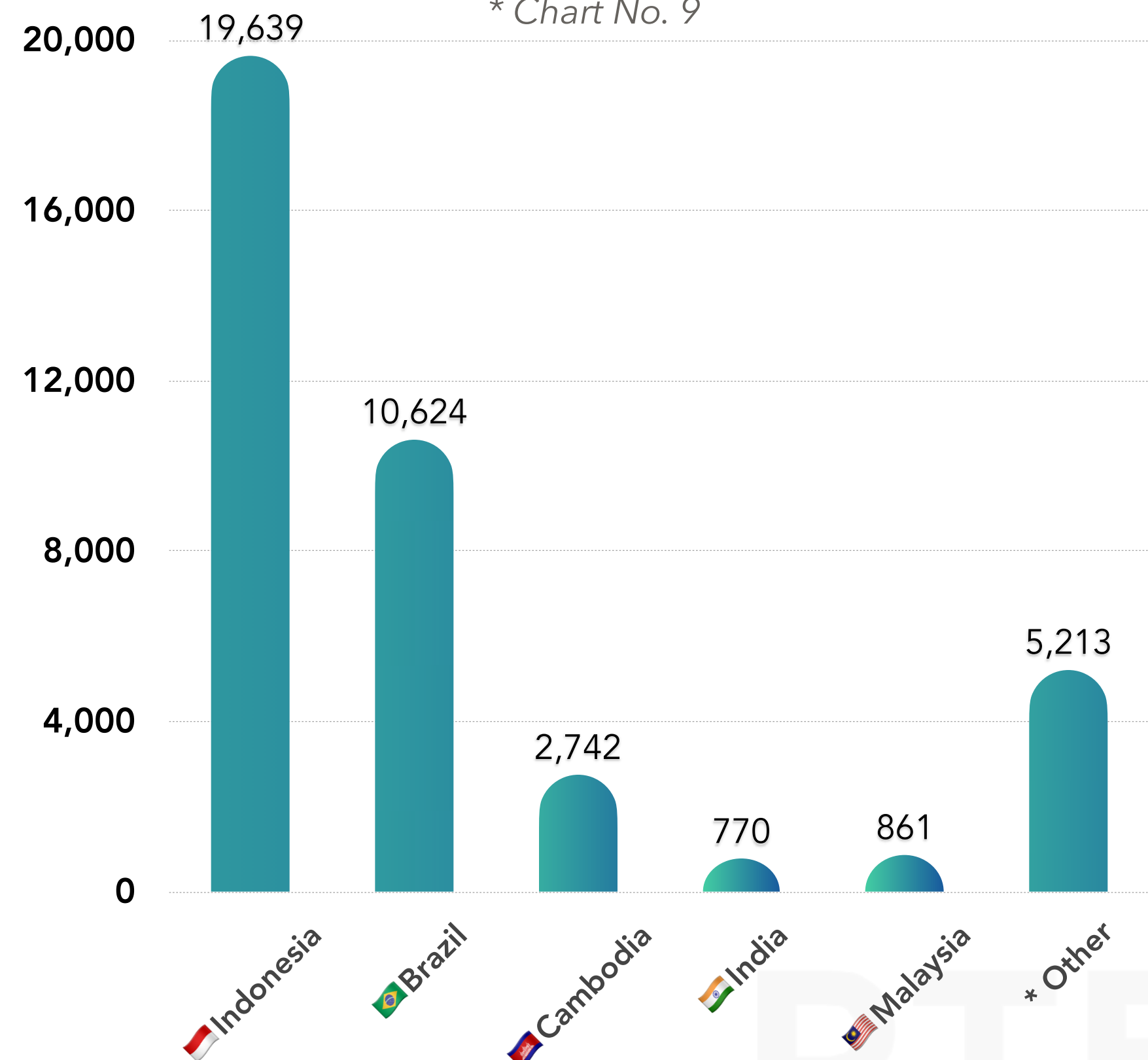
TOTAL  
IMPORT

39,846 MTs



\* Chart No. 10

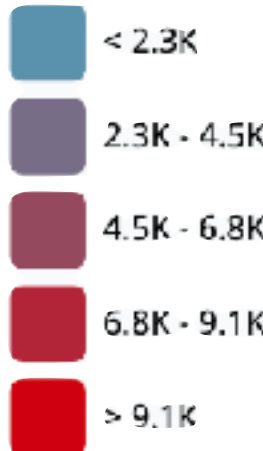
\* Chart No. 9



\* Including cargo return from  Nepal and other destination



IMPORT MTs



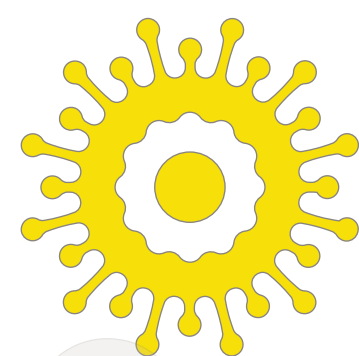
PREVIEW HEAT MAP OF IMPORT MARKET





# C

# Corona Virus



Coronavirus is still spreading around the world, with more than 100 million confirmed cases and 2.2 million deaths across nearly 200 countries. The countries with the highest number of confirmed cases are the US, India and Brazil and they are closely followed by a number of European countries.

Corona Virus is affecting agriculture in two significant aspects: the supply and demand for food. These two aspects are directly related to food security, so food security is also at risk. Beside, because of Corona Virus, containers and Ocean Freight rates have surged, which affected directly in demand, price of Pepper.

## Coronavirus around the world

Total deaths

**2.2 million**

Latest daily figure

**13,861**

new deaths

56-day trend



Total confirmed cases

**104.9 million**

Latest daily figure

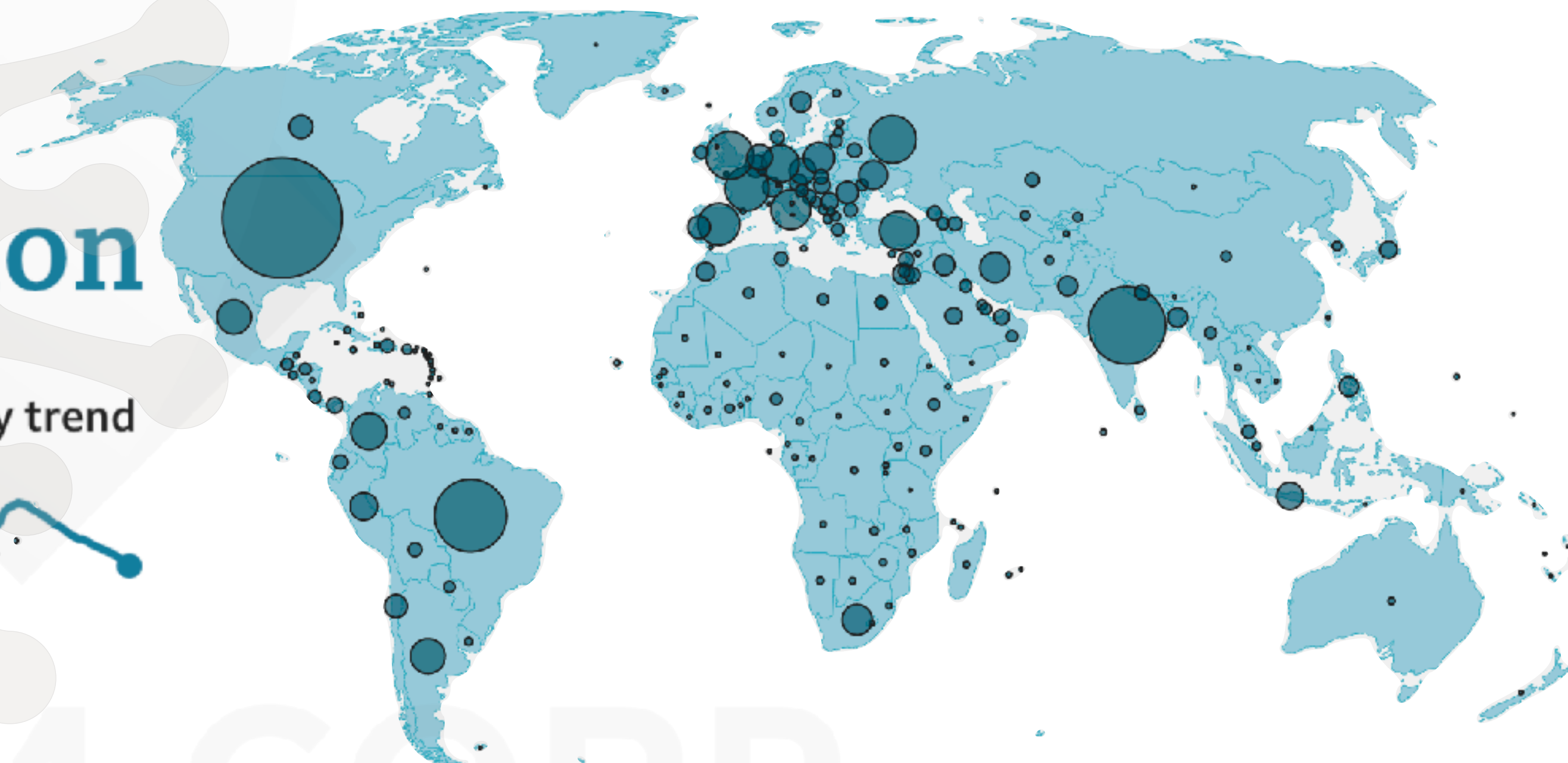
**465,864**

new cases

56-day trend



## CoronaVirus mapped



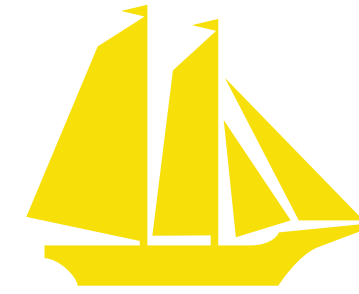
Source: Johns Hopkins University, national public health agencies, 5 Feb





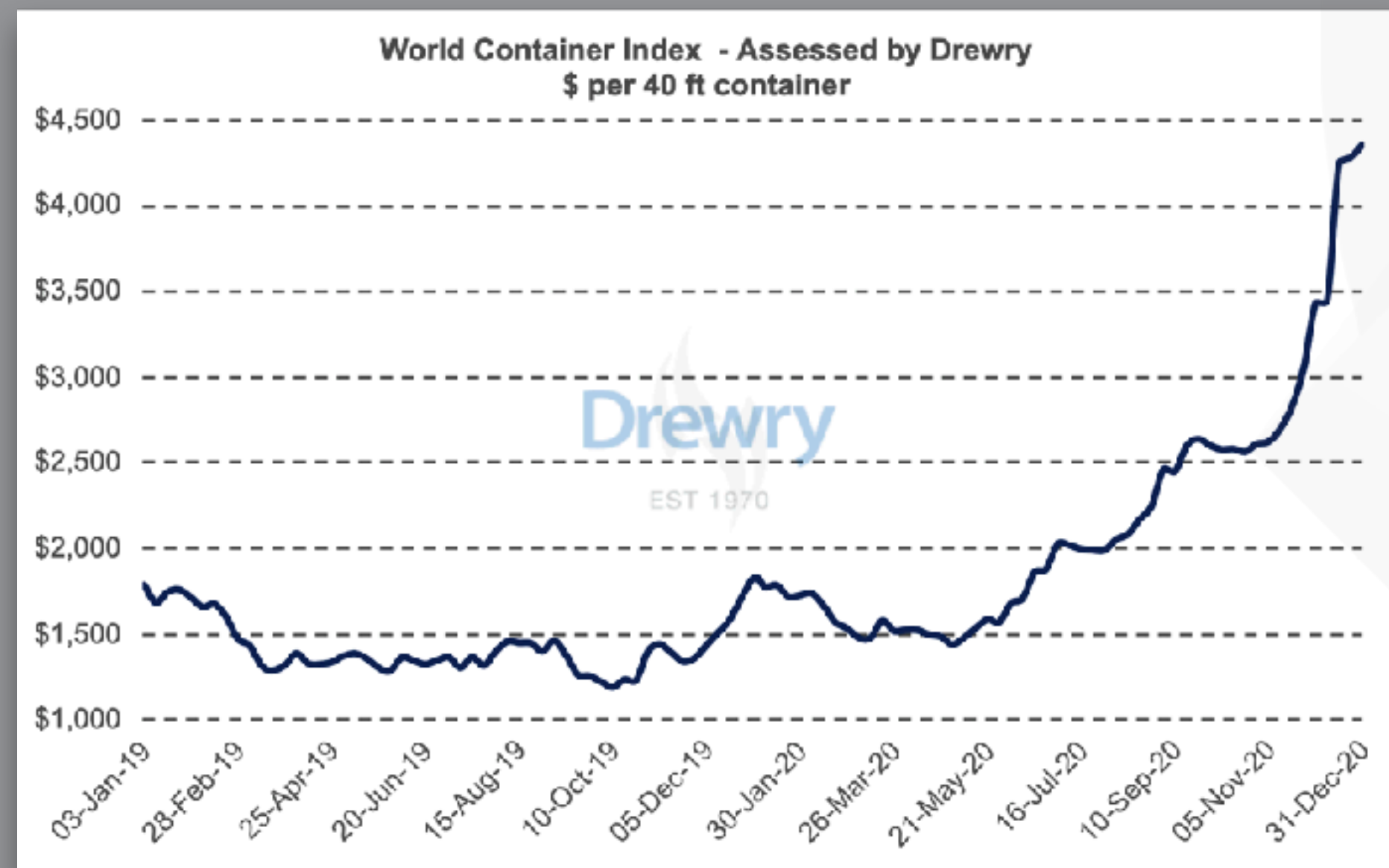
# S

# hipping & Freight



## Container freight rates soar on consumer goods boom, supply chain kinks

Global container shipping rates have **surged** to records on a spike in restocking demand in the United States and Europe, container scarcity at export hubs, and changes in freight flows because of the coronavirus pandemic.



In order to expose Container rates, PTEXIM refers other good source. World Container Index (weekly) by **Drewry (UK)** also shows Container Rates have risen from early 2020 until now.

**A**ccording **Reuters** (World top NEWS) and data provided by **FBX INDEX** - freight prices and trends from the world's largest freight rate database. Ocean Freight have increased from early 2020 until now, up to 300-400% within 2020. To **PTEXIM**, we have seen several Booking with price up to 300% than usual. Container rates have surged in key markets around the world. Container rates impacted to Pepper Trading Market in general. Almost cases, nether all exporter nor importer are waiting for container rate down...





# FOB PRICE 2020 CONSOLIDATION

FOB monthly chart of pepper price.

MONTH	Kochi ASTA	Brazil ASTA 570	Lampung ASTA 570	Kuching ASTA	Ho Chi Minh 500g/l	Ho Chi Minh 550g/l
January	\$ 4,805	\$ 2,250	\$ 2,341	\$ 3,685	\$ 2,327	\$ 2,392
February	\$ 4,660	\$ 2,025	\$ 2,161	\$ 3,685	\$ 1,964	\$ 2,060
March	\$ 4,410	\$ 2,000	\$ 1,954	\$ 3,685	\$ 2,039	\$ 2,103
April	\$ 4,418	\$ 2,000	\$ 1,926	\$ 3,685	\$ 2,080	\$ 2,110
May	\$ 4,329	\$ 2,000	\$ 2,112	\$ 3,685	\$ 2,303	\$ 3,375
June	\$ 4,410	\$ 2,159	\$ 2,622	\$ 3,501	\$ 2,482	\$ 2,561
July	\$ 4,333	\$ 2,500	\$ 2,714	\$ 3,524	\$ 2,380	\$ 2,461
August	\$ 4,495	\$ 2,500	\$ 2,480	\$ 3,800	\$ 2,451	\$ 2,532
September	\$ 4,688	\$ 2,500	\$ 2,369	\$ 3,800	\$ 2,521	\$ 2,597
October	\$ 4,651	\$ 2,548	\$ 2,432	\$ 3,758	\$ 2,616	\$ 2,697
November	\$ 4,680	\$ 2,757	\$ 2,587	\$ 3,675	\$ 2,762	\$ 2,843
December	\$ 4,804	\$ 2,800	\$ 2,773	\$ 3,675	\$ 2,836	\$ 2,917

\* Unit: USD/TON





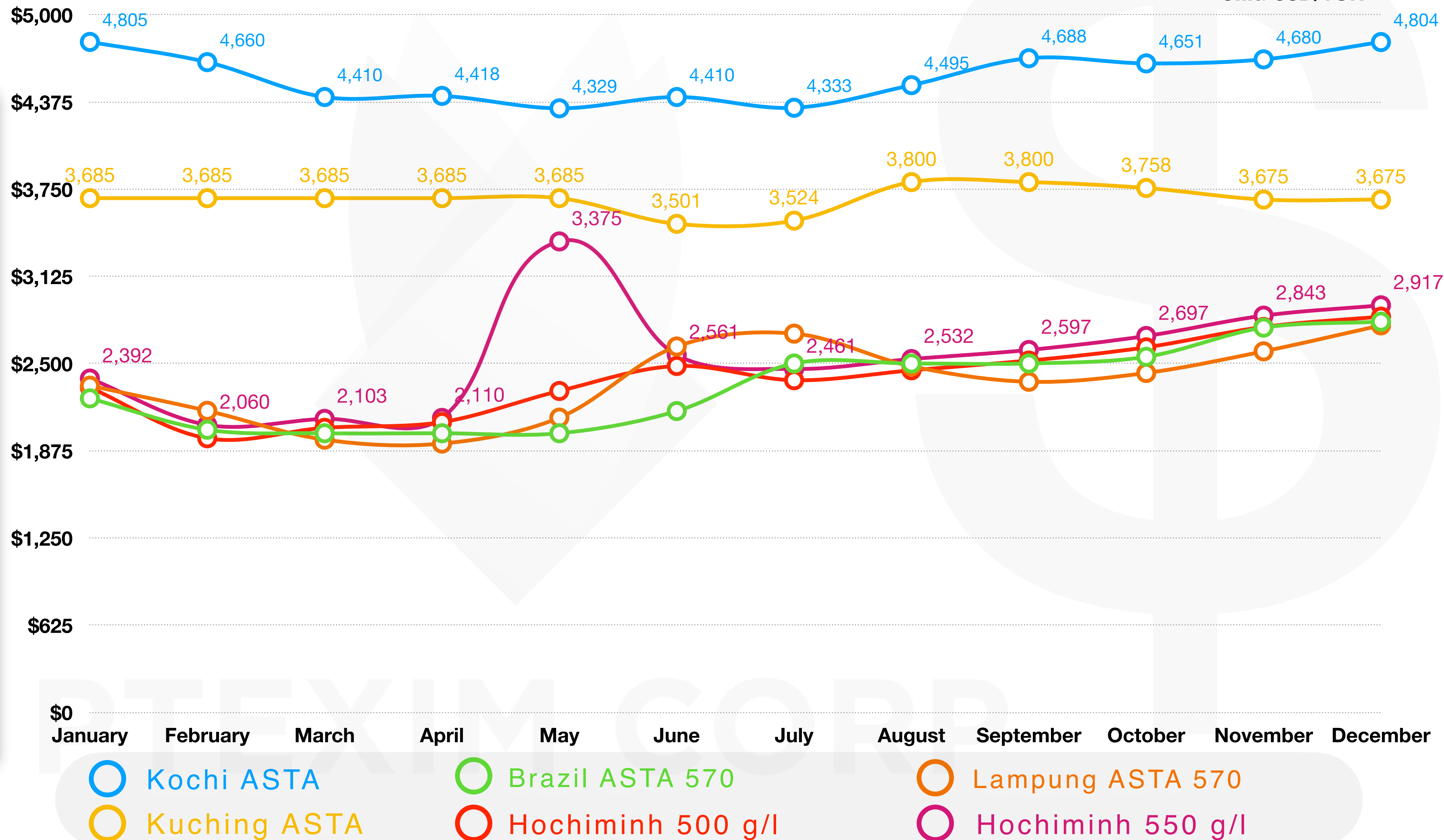


# FOB PRICE CHART YEARLY

Line chart of FOB Pepper chart Yearly 2020

\* Unit: USD/TON

So far, the difference price's Black Pepper FOB Indonesia, Vietnam and Brazil is not significant. But, there is likely that in the nearest future **Vietnam** - early **2021** will provide more competitive prices due to supply pressure from the ongoing harvest season.































F

# Forecast pepper market global 2021

 **Crop Size Pepper from 2019 and Forecast for 2021 data by IPC's Report for reference**

*Data Source: IPC*

 COUNTRY	2019					2020 (Estimated)					2021 (Forecast)					
	 Carry Stock Over	 Production	 Import	 Domestic	 Export	 Carry Stock Over	 Production	 Import	 Domestic	 Export	 Carry Stock Over	 Production	 Import	 Domestic	 Export	 Carry Stock Over
 <b>India</b>	21,856	48,000	24,950	58,000	13,540	23,266	60,000	26,230	58,000	15,000	36,496	65,000	26,230	65,000	20,000	42,726
 <b>Indonesia</b>	11,203	78,000	826	29,750	51,772	8,507	77,000	687	29,750	52,927	3,517	79,000	1,000	30,348	53,000	169
 <b>Malaysia</b>	26,928	33,940	2,000	11,150	9,820	41,898	35,587	1,632	11,150	6,500	61,467	37,507	1,632	12,000	8,000	80,606
 <b>Sri Lanka</b>	7,467	22,156	153	11,505	7,813	10,458	20,000	6	11,505	6,700	12,259	25,000	6	12,000	8,000	17,265
 <b>Vietnam</b>	51,272	260,000	43,229	8,500	287,003	75,000	240,000	40,000	8,500	285,000	45,498	220,000	40,000	8,000	285,000	12,498
 <b>Brazil</b>	13,626	80,000	230	7,000	84,676	2,180	95,000	142	7,000	85,000	5,322	90,000	200	7,000	85,000	3,522
 <b>China</b>	1,437	33,000	43,500	75,000	1,000	1,937	33,000	42,997	65,000	120	12,814	30,000	50,000	75,000	2,000	15,814
 <b>Thailand</b>	705	5,000	3,700	8,500	200	705	5,000	4,664	8,500	600	1,269	4,500	4,664	8,500	1,000	933
 <b>Madagascar</b>	252	4,000	–	1,500	2,000	752	4,500	3	1,500	2,500	1,255	3,500	3	1,500	2,500	758
 <b>Campuchia</b>	4,502	16,586	–	1,000	17,000	3,088	18,000	–	1,000	18,000	2,088	15,000	–	1,000	15,000	1,088
 <b>Ecuador</b>	1,001	5,000	100	1,000	4,000	1,101	5,000	100	1,000	4,500	701	5,000	100	1,000	4,500	301
<b>TOTAL</b>	140,249	585,682	118,688	212,905	478,824	152,890	593,087	116,461	202,905	476,847	182,686	574,507	123,835	221,348	484,000	175,680

*\* Unit: MT*





# F

# orecast global pepper market 2021

According to IPC report and forecast for 2021, **PTEXIM** would like to consolidate Pepper Market's insight. As seen from visual data bellow, almost key market increase, such as, Crop size, nor Import or export and domestic market global. Especially, production quantity decrease.

5



**-23 %**

**CARRY OVER**



**-8 %**

**PRODUCTION**



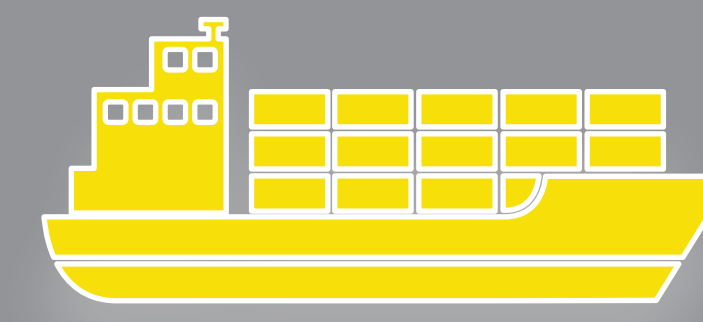
**+0 %**

**IMPORT**



**-6 %**

**DOMESTIC**



**+0 %**

**EXPORT**

*Data Source: IPC*





# F

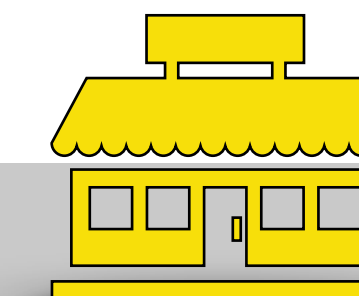
# orecast Vietnam pepper market 2021



Not similar Forecast from IPC, with experience years in VIETNAM pepper's market and Crop-survey PTEXIM's database report , PTEXIM have other observations for Domestic Market, Export-Import Quantity, Production and Carry Over.



Vietnam Pepper crop size is less than 2020 due to main reason, such as, **La Nina**, Weather changed... La Nina is wreaking havoc across the world, unleashing heavy rains in Southeast Asia that's led to flooding in largest grower Vietnam, and parching black pepper crops in high-land area in Vietnam such as, Dak Lak, Dak Nong...Pepper crop affected because farmers are less caring, less fertilizing than before due to low prices under cost, intercropping with other fruit trees... the string of peppercorn was sparse, the phenomenon of sparse string in pepper spreading from almost all key pepper areas of Vietnam. In addition, the price was low while the labor cost increases steadily every year. It will significantly affect the yield for the **2021 & 2022 crop**.



↑ 10 %

**DOMESTIC  
CONSUMPTION**

**F**rom PTEXIM point of view, driven by increasing demand for domestic pepper's market about 10%- higher than 2020, the market is expected to continue an upward consumption trend over next years.





# F

# orecast Vietnam pepper market 2021



## W

ith a few

disadvantages to Pepper Market, such as, crop size is less, high freight, La Nina, lower quantity, Covid-19 Virus...highlight in this report. PTEXIM predict that export quantity will be potential lower than 2020 about

-20% quantity



**-20 %**

**EXPORT**



PTEXIM FOOD FACTORY

PTEXIM CORP





# F

# orecast Vietnam pepper market 2021



↓ **44 %**

**CARRY OVER**



↓ **20-25%**

**PRODUCTION**



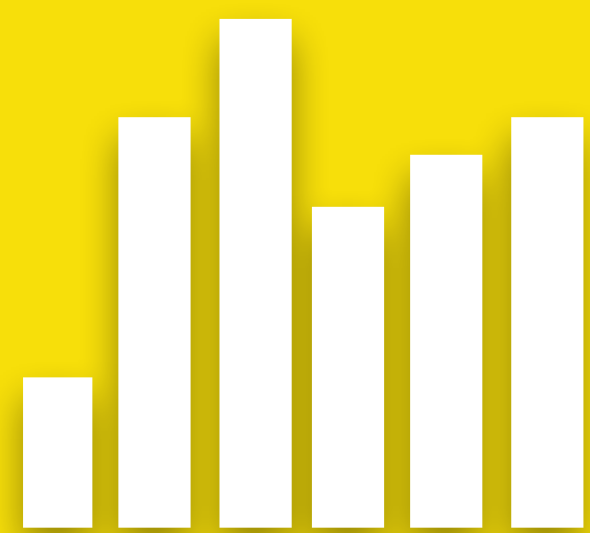
↓ **20-40%**

**IMPORT**



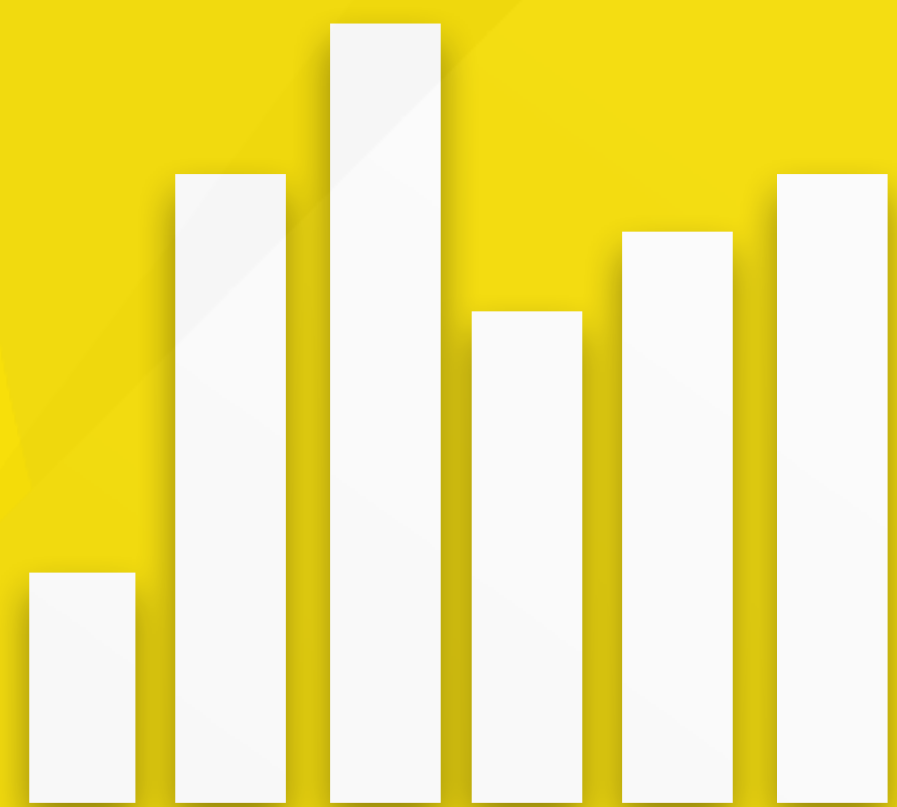


# FORECAST VIETNAM PEPPER MARKET TREND



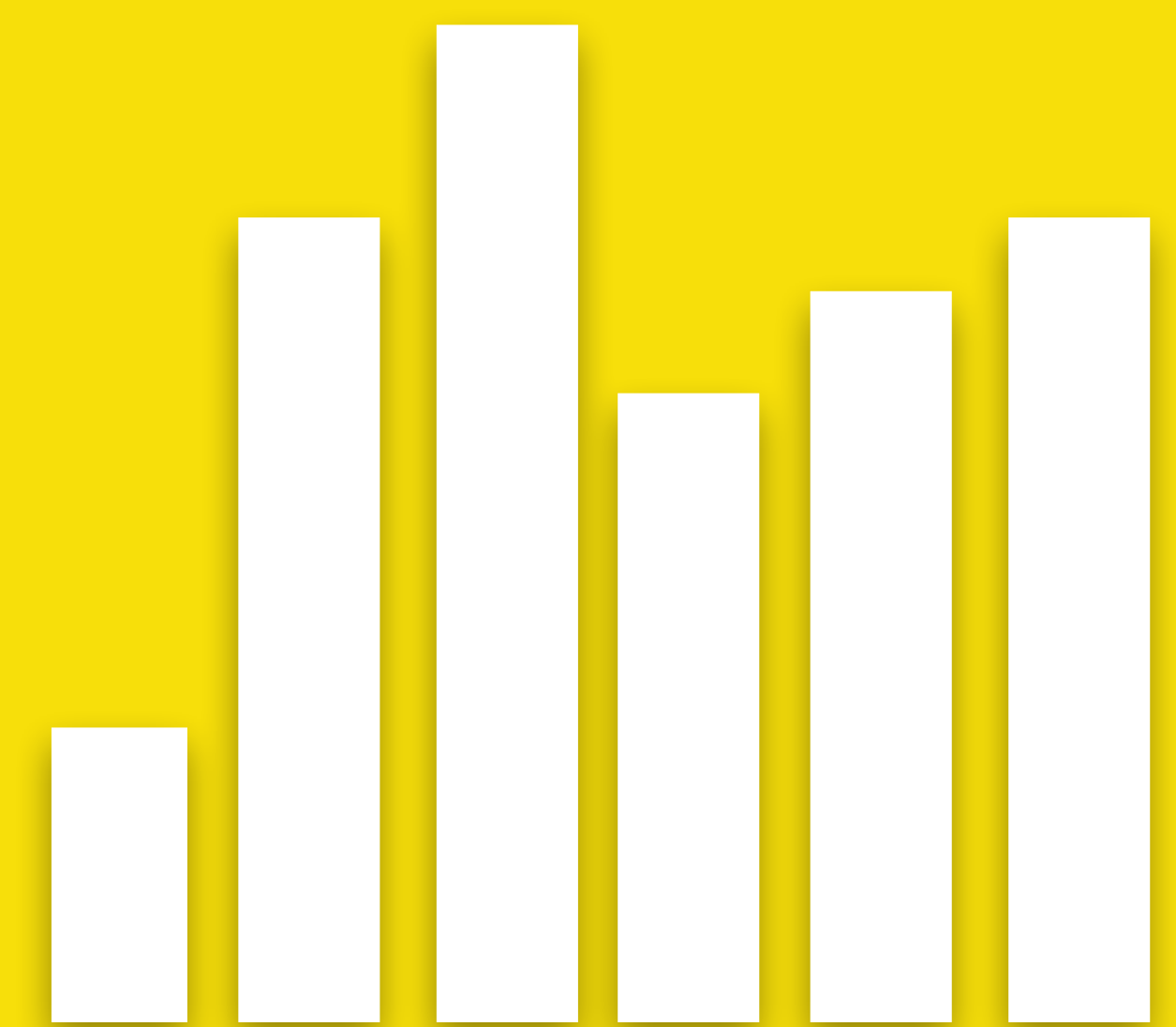
**UNSTABLE**

 **MARCH-APRIL**  
**SHORT-TERM**



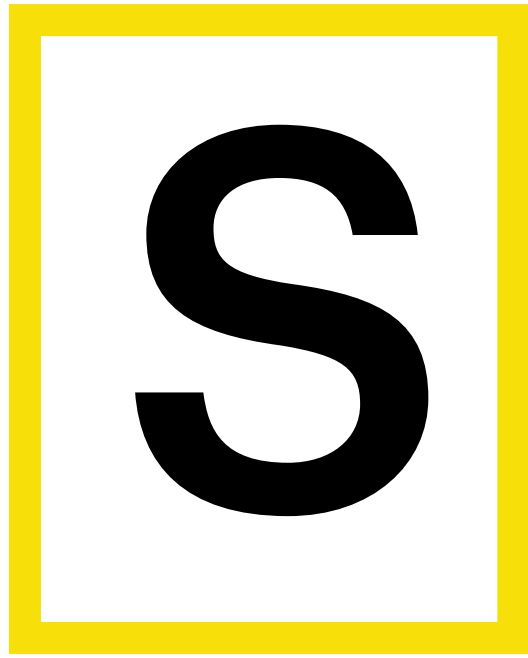
**UPTREND**

 **2021**  
**MEDIUM-TERM**

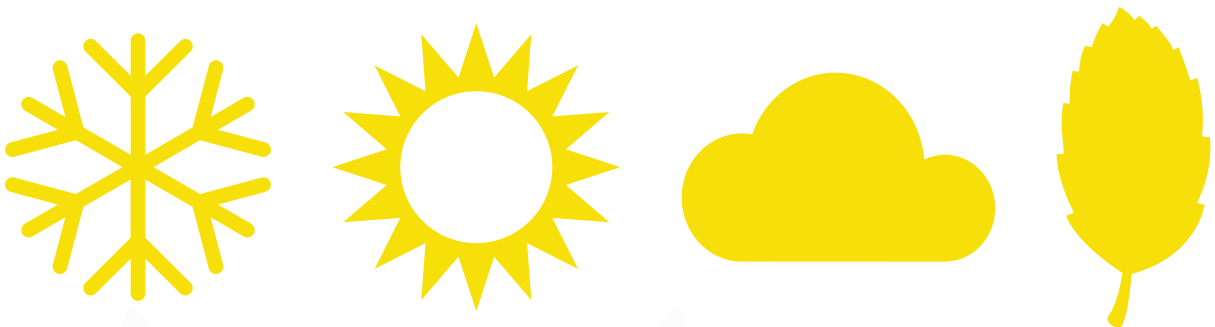


**UPTREND**

 **2021-2023**  
**LONG-TERM**



# Seasonalities



 **Brazil**



 **Sri Lanka**



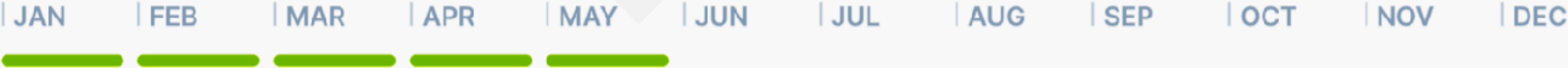
 **Malaysia**



 **Indonesia**



 **Vietnam**



 **India**



PTEXIM CORP







# PTEXIM YEARLY REPORT 2020 & 2021



# THANK YOU!

**Hien, Nguyen Vu**

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PTEXIM CERTIFICATE



RAINFOREST ALLIANCE PROCESSING & AVAILABLE 2021



## PTEXIM FACTORY



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



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

[www.ptexim.com.vn](http://www.ptexim.com.vn)