

PTEXIM MONTHLY REPORT

pepper market in October saw a very rapid increase in prices in the first half of October after major cities of Vietnam returned to normal operations after a long period of lockdown due to the epidemic. We would like to send you a summary of the October report as well as the factors that may affect the market in the near future.

We hope to provide you with a clearer view of how the pepper market will operate in the last next 2 months of 2021.

Wish everyone will have a new working week, a new working month with lots of health, excitement, convenience and happiness.

Best regards!

OCTOBER

REPORT
MONTHLY

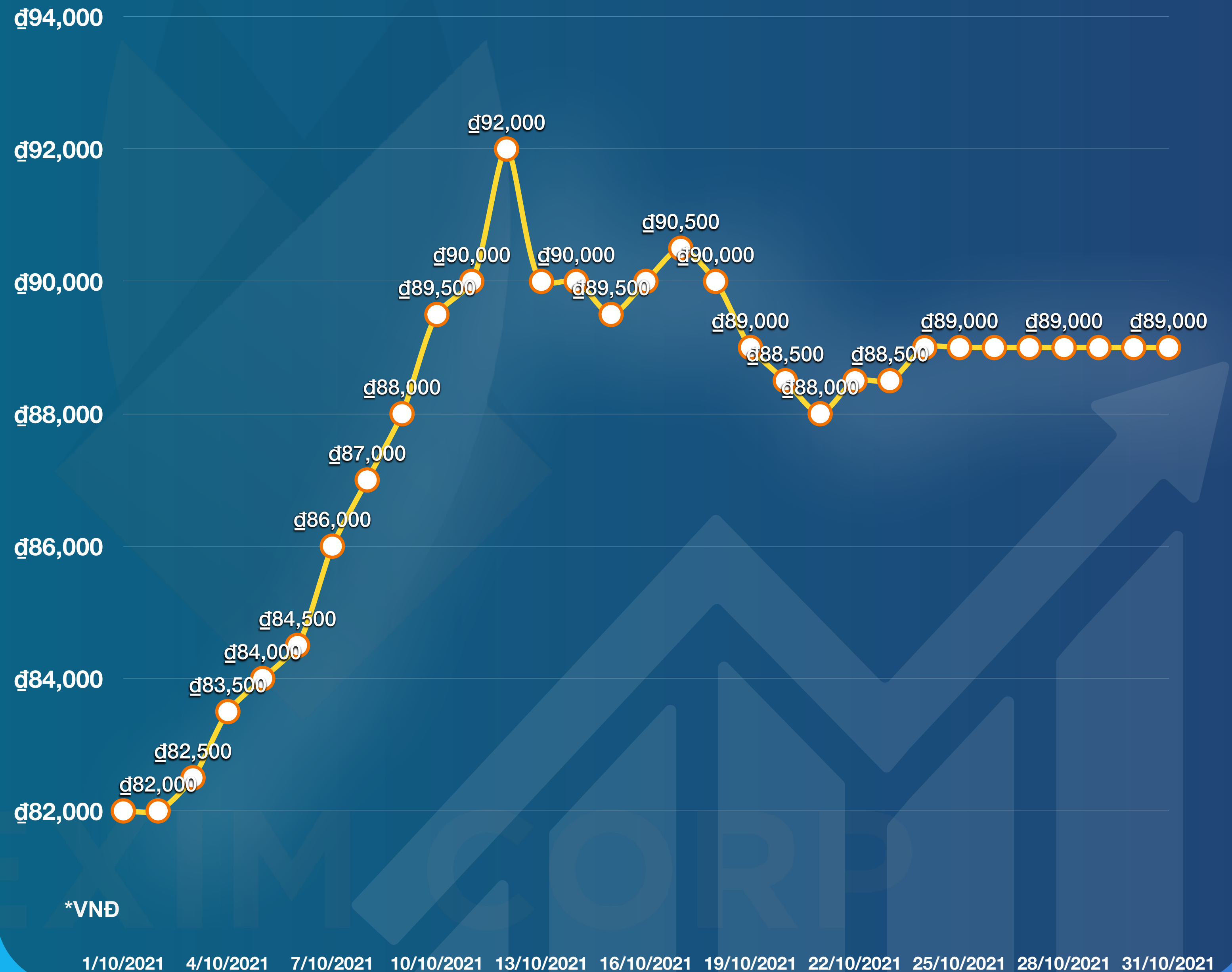


PTEXIM ANALYSIS

BLACK PEPPER PRICE CHART OCTOBER 2021

FROM 1ST TO 31TH OCT

- ★ Pepper price last week was almost flat and there was no significant increase or decrease during the day.
- ★ Pepper prices have increased by **▲ 8.5 %** in October.



FROM 1ST JAN 2021 - 31TH OCTOBER 2021

VIETNAM BLACK PEPPER PRICE CHART

i From the beginning of 2021 until now, the price of pepper has increased by **63%**. It is forecasted that the pepper price increase cycle will continue until 2022 & 2033 when the supply has been significantly shorted in the past time.



VND/KG

1/1/21 1/15/21 1/29/21 2/12/21 2/26/21 3/12/21 3/26/21 4/9/21 4/23/21 5/7/21 5/21/21 6/4/21 6/18/21 7/2/21 7/16/21 7/30/21 8/13/21 8/27/21 9/10/21 9/24/21 10/8/21 10/22/21

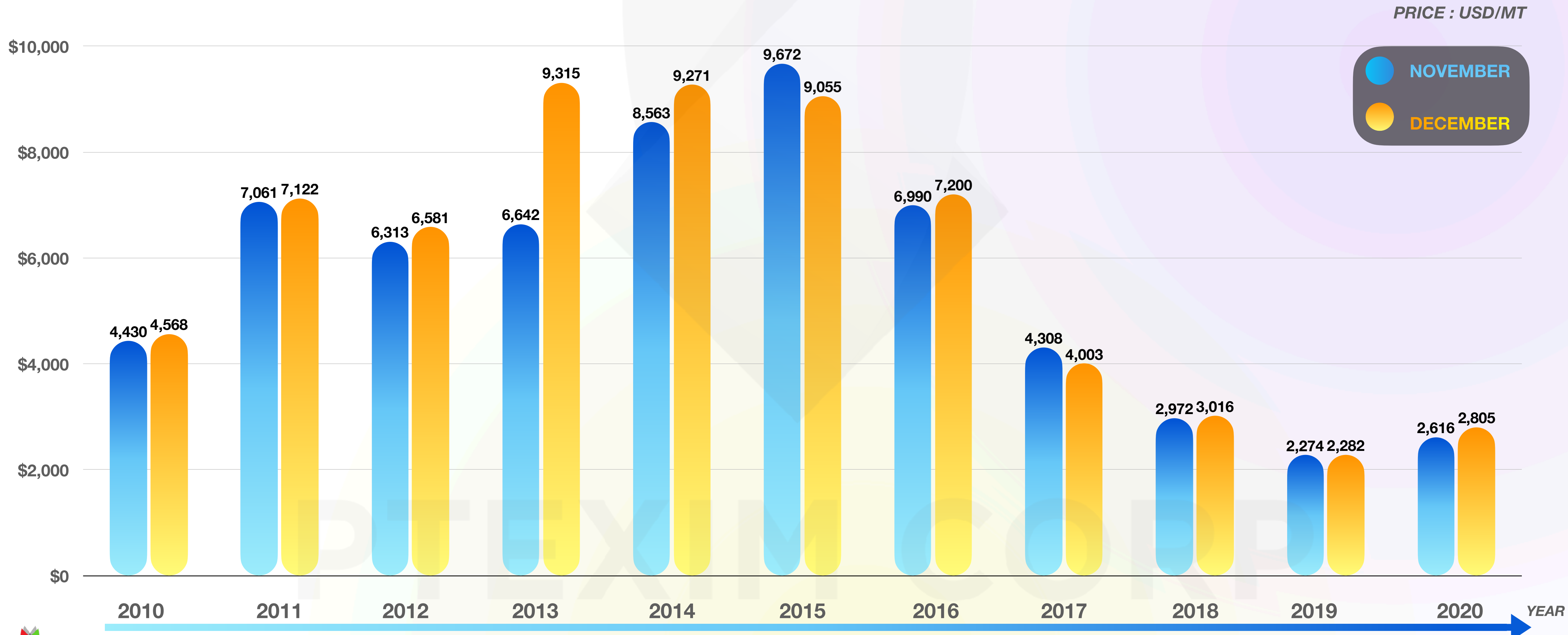
2021

OCT

BLACK PEPPER EXPORT PRICE FROM NOVEMBER-DECEMBER

PERIOD 2010-2020

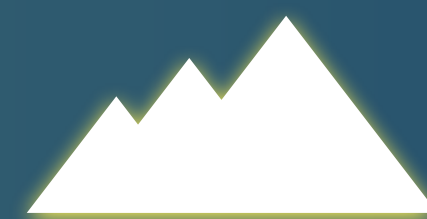
i The chart below indicates Black pepper price from November to December, period 2010 to 2020. Price data collected by PTEXIM Analysis dept.



“ Pepper prices were almost unchanged during the past week but increased by 8.5% in October. Prices increased rapidly in the past month as Vietnam reopened major cities after a longtime lockdown due to the epidemic situation.

Domestic Agents/Dealers and export manufacturers, after a period of moderate operation in August & September, have started aggressively of purchasing raw materials to supplement the shortage of raw material in stock. Besides, the rapidly increasing demand from customers to prepare for orders in the fourth quarter 2021 also makes the market more exciting.

We would like to briefly summarize the situation of the current pepper supply chain as follows: ”



PEPPER AREAS

Currently, the Central Highlands provinces, the key pepper region of Vietnam, have just experienced a heavy rain, and it is forecasted that there will be widespread rains due to tropical depressions and storms. This will significantly affect pepper production in the 2022 crop year.

The output of pepper crop in 2022 is forecasted to continue to decrease compared to 2021. The harvest season will also come later (expected in February-March 2022) due to the phenomenon of many leaves and short pepper strings.



FARMERS IN PEPPER AREAS

Almost all households have sold most of the harvested pepper in crop 2021 to cover expenses. Currently, the stock of pepper is only concentrated in a few households with good financial conditions. These farmers only sell when they really need and can hold inventory for a long time.

The skyrocketing price of fertilizer has made the cost of caring for pepper plantations more expensive. This is also quite a problem for households.

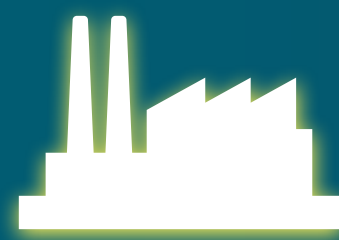


DOMESTIC AGENTS & DEALERS



Depending on the condition of each agent, there is not much stock of raw materials available. Due to the current coffee in main crop, dealers have sold their pepper inventory to focus on coffee business at the moment.

MANUFACTURER & EXPORTER




Currently, it is still necessary to cover raw materials for the orders signed in the fourth quarter. However, due to the increasing trend of prices and export cash flow, it takes longer. This has caused agents & exporters into a tight cash flow. This is also a significant factor hindering the rapid price increase in recent times.



CUSTOMERS

 **CHINA:** Imported about 40,000 tons in 10 months. In the past 3 years, the Chinese market needs imports from Vietnam roughly 56 to 58,000 tons in one year. It is possible that the Chinese market will need to import more than 10,000 tons in the last 2 months of 2021.

 **USA:** Demand returned to spot orders in the fourth quarter and continued to be strong for long time shipment orders in delivery full year 2022. However, the price trend that continues to increase in 2022 has made many exporters only offer prompt shipment and do not offer long term shipment in 2022.

 **EU:** Demand increased rapidly in October to supplement Q4 orders. It is forecasted to continue to increase in the coming time in November.

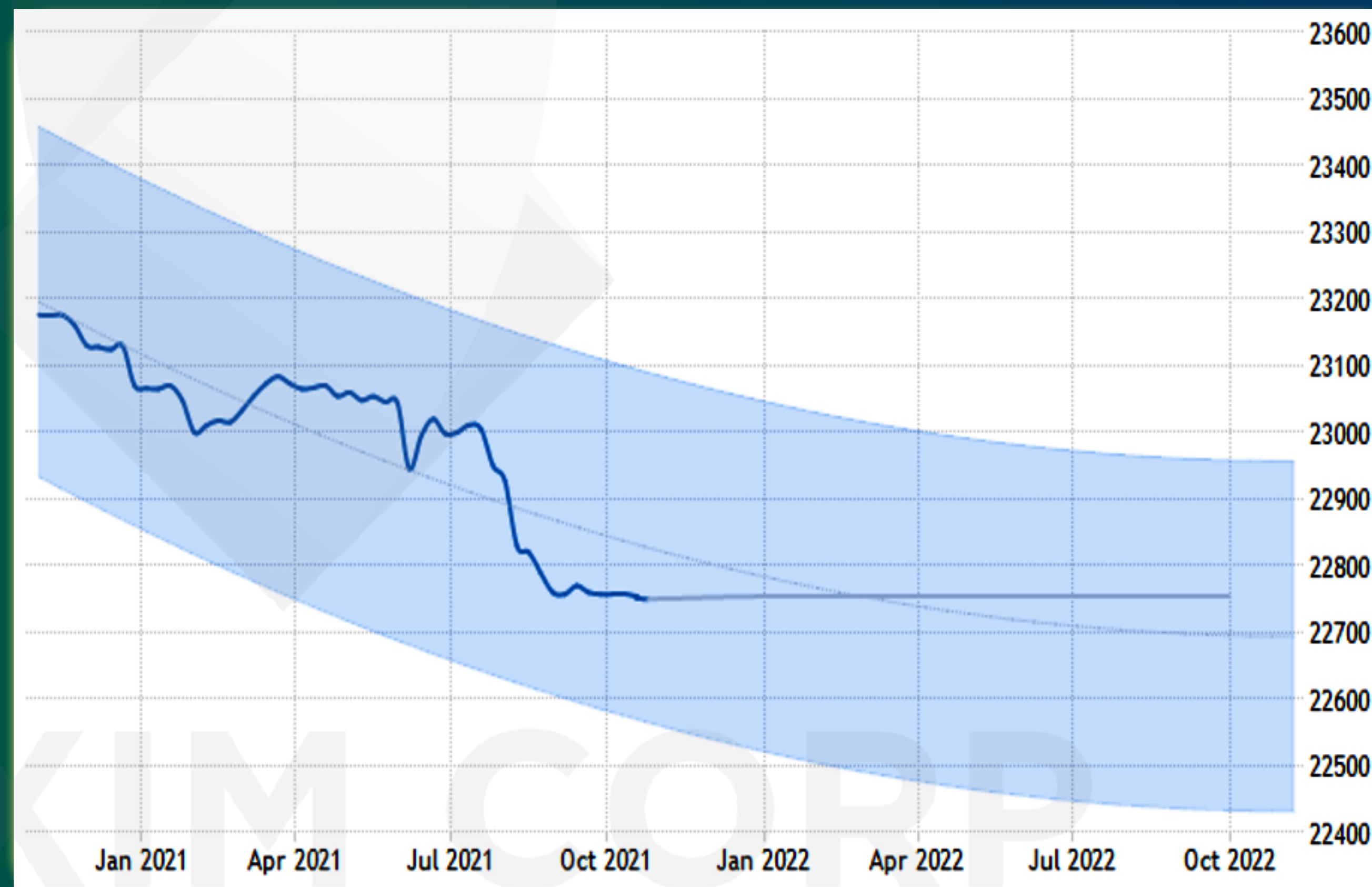
ASIA & AFRICA: Demand for prompt shipment and Q4 delivery continues.

INSIGHT OF PEPPER MARKET OCTOBER



VIETNAMESE CURRENCY :

The Vietnamese Dong is expected to trade at 22754.00 by the end of this quarter, according to Trading Economics global macro models and analysts expectations. Looking forward, we estimate it to trade at 22754.00 in 12 months time.



INSIGHT OF PEPPER MARKET OCTOBER



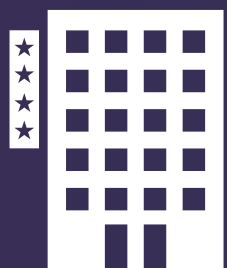
CLIMATE CHANGE & HEAVY RAIN



Thousands people have evacuated their homes in central Vietnam after days of heavy rainfall recently.



More severe weather is likely to affect the country as Tropical Depression 'Invest' moves eastwards over the South China Sea.



The National Centre for Hydro-Meteorological Forecasting (**NCHMF**) said Tropical Depression 'Invest' is likely to bring heavy rain and strong winds over the coming days. As of early 26 October the storm was located around 250 km off the coast of Ninh Thuan - nearby **Central Highland** area. It might be affect to provinces, where produce largest black pepper in Vietnam directly.

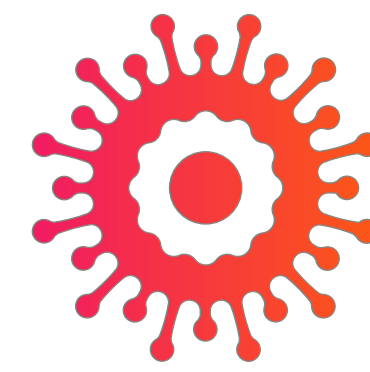
INSIGHT OF PEPPER MARKET OCTOBER



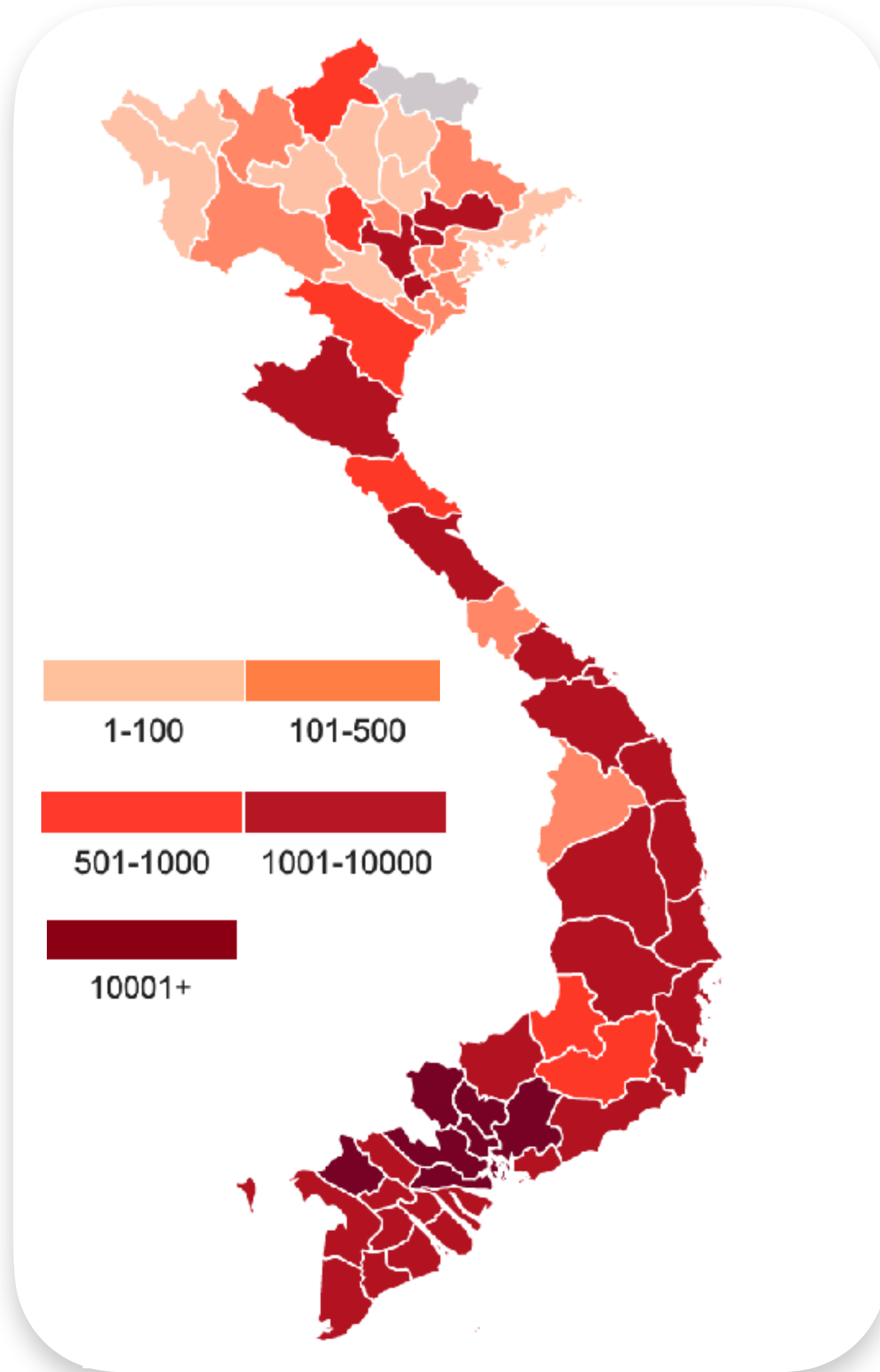
FREIGHT CHARGES

- Currently, freight rates are still high and perhaps the world will have to get used to the new rates. It is difficult to make clear adjustments in the near future or at least until the first 6 months of 2022.
- Freight rate to the US has been reduced. However, it is quite erratic and adjusts up and down weekly.
- Freight rate to EU & AFRICA & LATIN AMERICA are still high & keep stable.
- Shortage of empty containers and empty space on ships must persist at least until middle 2022. This may be will continue to push up pepper prices to compensate for shipping costs.
- Though Asia-US West Coast container rates climbed 4% since 2 week ago, they are still **16%** below their September peak, reflecting the drop in demand.

COVID-19 VIRUS IN VIETNAM



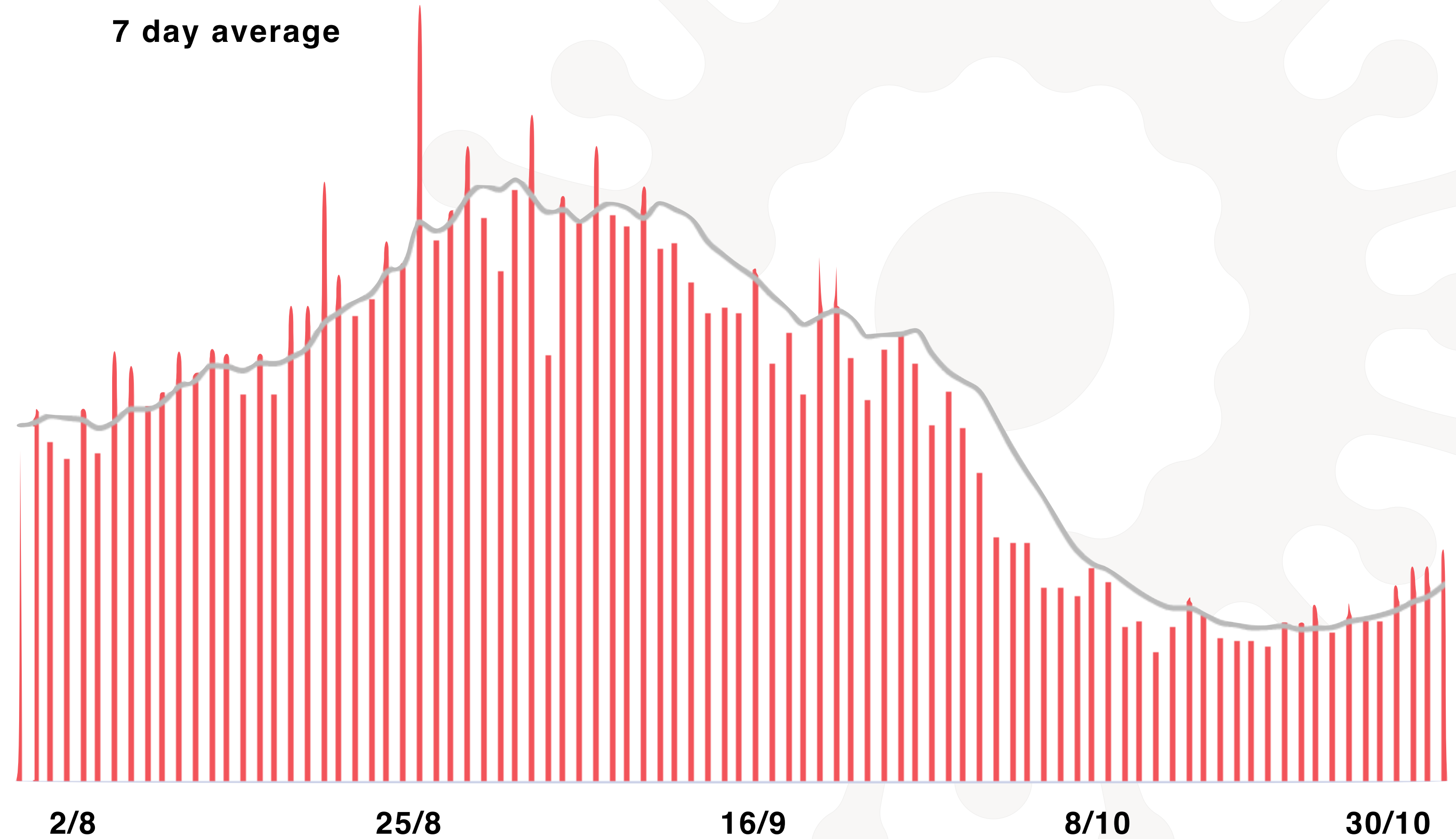
CoronaVirus Vietnam Map



• Covid-19 in Vietnam: statistics

Case

7 day average



*Data on cases and deaths: The Health Ministry Vietnam - updated: 31-October 2021

INSIGHT OF PEPPER MARKET WORLDWIDE **OCTOBER**



INDIA:

India's domestic and international pepper prices reacted positively this week. The crop is forecast to decrease slightly due to prolonged rains and erratic weather.



INDONESIA :

Domestic and international pepper prices this week showed stability with a small quantity traded on the market.



MALAYSIA :

Black pepper prices continued to decline this week. Meanwhile, the price traded on the international market recorded stability in the past 3 weeks.



SRI LANKA :

Sri Lankan pepper prices showed an upward trend this week.



BRAZIL:

Similar to Vietnam, the price of Brazilian pepper has kept a strong momentum in October. Last week, the price still recorded little change.

OTHERS SPICES



CINNAMON (CASSIA) / TURMERIC / STAR ANISE / GINGER



CINNAMON

- Last week, the rapid increase in demand for cinnamon sticks from the US and EU also made the whole market scarce. Prices are forecast to continue to increase in the Q4 as the next harvest is still far till February, 2022.



TURMERIC

- Crop start during December with high curcumin. Please contact for further demand for Turmeric Sliced/ Polished Turmeric Finger / Turmeric Powder

OTHERS SPICES



CINNAMON (CASSIA) / TURMERIC / STAR ANISE / GINGER



STAR ANISE

- The price of anise rose galloping in the past week with an increase of 15-20% within a week. The main reason for the strong increase was the sudden huge demand from the US and EU while the inventory was very small. It is forecast that the price of Star Anise Autumn Crop will continue to increase in the near future.



GINGER

- Stock being very tight as usual. Please contact for further demand for Ginger Sliced/ Polished Ginger Finger

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

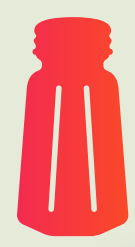


Please note: market changing fast so price need to update every hour

WHOLE PEPPER

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
PINHEAD PEPPER				
1	PINHEAD < 1MM SUPER CLEANED	\$980	\$1,855	\$1,680
2	PINHEAD 1.5MM - 2MM CLEANED	\$1,391	\$2,266	\$2,091
3	PINHEAD 2MM - 2.5MM CLEANED	\$1,707	\$2,582	\$2,407
4	PINHEAD SUPERIOR QUALITY	\$1,933	\$2,808	\$2,633
5	LIGHT BERRIES TO EXTRA OIL (6-7% PIPERINE)	Please Contact	Please Contact	Please Contact
WHOLE PEPPER				
6	VBP 500 G/L FAQ	\$4,116	\$4,616	\$4,676
7	VBP 550 G/L FAQ	\$4,383	\$4,883	\$4,943
8	VBP 500 G/L Spiral Cleaned	\$4,443	\$4,943	\$5,003
9	VBP 550 G/L Spiral Cleaned	\$4,564	\$5,064	\$5,124
10	VBP 550 G/L Spiral Cleaned Pesticide	\$4,764	\$5,264	\$5,324
11	VBP 570 G/L ASTA	\$4,644	\$5,144	\$5,204
12	VBP 5MM Jumbo Size	\$4,790	\$5,290	\$5,350
13	White PEPPER 630 G/L DW	\$6,440	\$6,940	\$7,000
14	White PEPPER 630 G/L ASTA	\$6,484	\$6,984	\$7,044





STEAM STERILIZED PEPPER & PESTICIDE GUARANTEE EU COMPLIANCE



Please note: market changing fast so price need to update every hour

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
STEAM STERILIZED PINHEAD PEPPER FOR GRINDING				
1	Steam Sterilized Pinhead < 1MM	\$1,330	\$2,205	\$2,030
2	Steam Sterilized Pinhead 1.5MM - 2MM	\$1,741	\$2,616	\$2,441
3	Steam Sterilized Pinhead 2MM - 2.5MM	\$2,057	\$2,932	\$2,757
4	Steam Sterilized Pinhead Super Quality	\$2,283	\$3,158	\$2,983
STEAM STERILIZED PEPPER				
5	Steam Sterilized Pepper 500G/L	\$4,731	\$5,231	\$5,291
6	Steam Sterilized Pepper 550G/L	\$4,894	\$5,394	\$5,454
7	Steam Sterilized Pepper 570G/L	\$4,976	\$5,476	\$5,536
8	Steam Sterilized Pepper 5MM	\$5,086	\$5,586	\$5,646
9	Steam Sterilized White Pepper 630G/L	\$6,915	\$7,415	\$7,475
STEAM STERILIZED PEPPER - EU				
10	Steam Sterilized Pepper 500G/L	\$4,911	\$5,411	\$5,471
11	Steam Sterilized Pepper 550G/L	\$5,074	\$5,574	\$5,634
12	Steam Sterilized Pepper 570G/L	\$5,156	\$5,656	\$5,716
13	Steam Sterilized Pepper 5MM	\$5,266	\$5,766	\$5,826
14	Steam Sterilized White Pepper 630G/L	\$7,095	\$7,595	\$7,655



CASSIA/TURMERIC/STAR ANISE



NO	ITEM	FOB (USD/MT)	NOTE
1	WHOLE CASSIA;	\$3,650	>4% VO
2	CASSIA SPLIT;	\$3,335	>4% VO
3	CASSIA BROKEN CLEANED 2% VO;	\$2,337	>2% VO
4	CASSIA BROKEN CLEANED 2.5% VO;	\$2,561	>2.5% VO
5	CASSIA BROKEN CLEANED 3% VO;	\$2,786	>3% VO
6	CASSIA BROKEN CLEANED 3.5% VO;	\$3,235	>3.5% VO
7	CASSIA BROKEN CLEANED 4% VO;	\$4,133	>4% VO
8	CASSIA STICK CUT 6 - 10CM - ROLLED 90%;	\$5,895	>4% VO
9	CASSIA CIGARETTE LONG STICK	\$5,783	>4% VO
10	CASSIA POWDER 1 - 1.5% VO;	\$1,888	1-1.5% VO
11	CASSIA POWDER 2% VO;	\$2,337	2% VO
12	CASSIA POWDER 2.5% VO;	\$2,561	2.5% VO
13	CASSIA POWDER 3% VO;	\$2,921	3% VO
14	STAR ANISE SUPERIOR;	\$10,339	2.5cm, 80% up
15	STAR ANISE STANDARD;	\$10,114	2.0cm, 80% up
16	TURMERIC FINGER;	\$1,520	
17	POLISHED TURMERIC FINGER;	\$1,748	
18	TURMERIC POWDER;	\$1,429	
19	TURMERIC SLICE SUN DRIED;	\$1,475	
20	WASHED TURMERIC SLICE SUN DRIED;	\$1,611	
21	TURMERIC SLICE MACHINE DRIED;	\$1,611	



CASSIA STEAM STERILIZED PESTICIDE GUARANTEE

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
1	STEAM STERILIZED CASSIA BROKEN 2% VO;	\$2,937	\$3,643	\$3,760
2	STEAM STERILIZED CASSIA BROKEN 2.5% VO;	\$3,161	\$3,867	\$3,985
3	STEAM STERILIZED CASSIA BROKEN 3% VO;	\$3,386	\$4,092	\$4,210
4	STEAM STERILIZED CASSIA BROKEN 3.5% VO;	\$3,835	\$4,541	\$4,659
5	STEAM STERILIZED CASSIA BROKEN 4% VO;	\$4,733	\$5,439	\$5,557
6	STEAM STERILIZED CASSIA POWDER 1 - 1.5% VO;	\$2,488	\$2,968	\$3,048
7	STEAM STERILIZED CASSIA POWDER 2% VO;	\$2,937	\$3,417	\$3,497
8	STEAM STERILIZED CASSIA POWDER 2.5% VO;	\$3,161	\$3,641	\$3,721
9	STEAM STERILIZED CASSIA POWDER 3% VO;	\$3,521	\$4,001	\$4,081



PEPPER POWDER PESTICIDE GUARANTEE



Please note: market changing fast so price need to update every hour

ITEM	(USD/MT)
GROUND STEAM STERILIZED BLACK PEPPER	
- Half Cracked HTST black pepper;	\$6,426
- Granulate HTST black pepper;	\$6,306
- Coarse HTST black pepper 12 -> 14# ;	\$6,005
- Table HTST black pepper 18 -> 28# ;	\$5,953
- Fine HTST black pepper 30 -> 34# ;	\$5,901
- Ground HTST black pepper 40 -> 100# ;	\$5,744
GROUND STEAM STERILIZED WHITE PEPPER	
- Half Cracked HTST White Pepper;	\$8,948
- Granulate HTST white pepper;	\$8,777
- Coarse HTST white pepper 12 -> 14# ;	\$8,522
- Table HTST white pepper 18 -> 28# ;	\$8,448
- Fine HTST white pepper 30 -> 34# ;	\$8,374
- Ground HTST white pepper 40 -> 100# ;	\$8,151



PTEXIM MONTHLY REPORT



PTEXIM CORP



PTEXIM ANALYSIS

THANK YOU!

Please do not hesitate to send me if you have any further request.

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CEO

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PTEXIM CERTIFICATE



RAINFORREST 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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