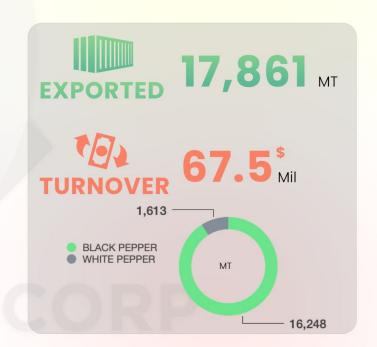


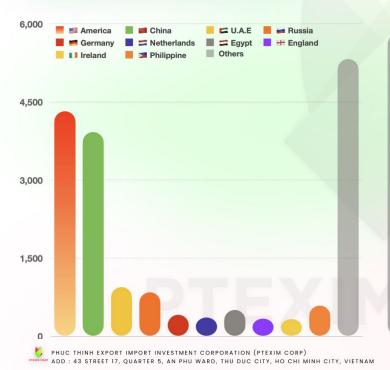
# INSIGHT OF EXPORTING PEPPER VIETNAM OCTOBER - 2022

ccording to preliminary statistics of VPA, in October 2022, Vietnam exported 17,861 tons, 16,248 tons of black pepper, 1,613 tons of white pepper. Total export turnover reached 67.5 million USD, black pepper reached 58.6 million USD, white pepper reached 8.9 million USD. Compared to September, export volume increased by 26.8%, turnover increased by **17.2%.** The ■US is still the largest export market of Vietnam's pepper in October, reaching 4,320 tons, up 19.9% over the previous month. Notably, China's import volume increased sharply by 84.5% to 3,921 tons, compared to September 2022, and this is also the largest import volume since May 2021 of China (5,048 tons).



#### INSIGHT OF EXPORTING PEPPER VIETNAM

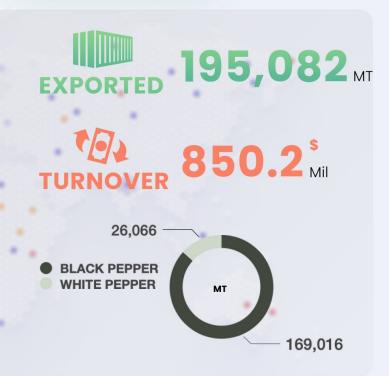
# OCTOBER - 2022



No	Country	Quantity (MT)	١	/alue (USD)
	Merica	4,320		21,593,891
2	China	3,921		8,903,065
3	<b>□</b> U.A.E	941		3,114,344
	Russia	841		2,827,440
	Germany	410	\$	2,002,940
	Netherlands	359		1,910,482
	<b>=</b> Egypt	502		1,850,499
	# England	333		1,827,897
	□ Ireland	325		1,666,608
10	Philippine	587		1,664,022
	Others	5,322		20,182,595
	TOTAL	17,861	\$	67,543,783

# **EXPORTING PEPPER FROM JAN TO OCT 2022**

According to preliminary statistics of VPA, by the end of October 2022, Vietnam exported 195,082 tons of pepper of all kinds, of which black pepper reached 169,016 and white pepper reached 26,066 tons. Total export turnover reached 850.2 million USD, black pepper reached 696.9 million USD, white pepper reached 153.3 million USD. Compared to the same period last year, the export volume decreased by 15.9% or 36,948 tons, however, the export turnover increased by 6.2% or 49.8 million USD.



# **EXPORTING PEPPER FROM JAN TO OCT 2022**

he US continues to be Vietnam's largest pepper export market in the first 10 months of 2022, reaching 45,483 tons, however, import volume decreased by 10.7% over the same period last year. China rose to become Vietnam's second largest export market with 15,741 tons, down 57.8% over the same period. Followed by UAE: 14,277 tons, down 2.3%; India: 11,520 tons, up 1.2%; Germany: 8,375 tons, down 18.8%; Netherlands: 6,908 tons, down 15.4%... Top white pepper import markets: USA: 4,192 tons, Germany: 3,619 tons, Netherlands: 2,519 tons, Thailand: 1,847 tons, UAE: 1,432 tons...

# **TOP IMPORTER**



**45,483** MT

US



15,741<sub>MT</sub>

**CHINA** 

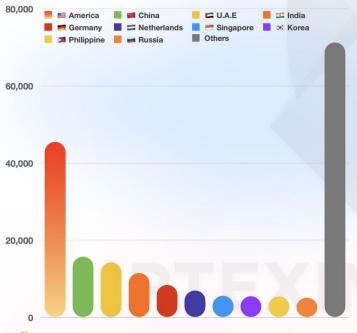


14,277<sub>MT</sub>

U.A.E

# INSIGHT OF EXPORTING PEPPER VIETNAM JAN TO OCT 2022

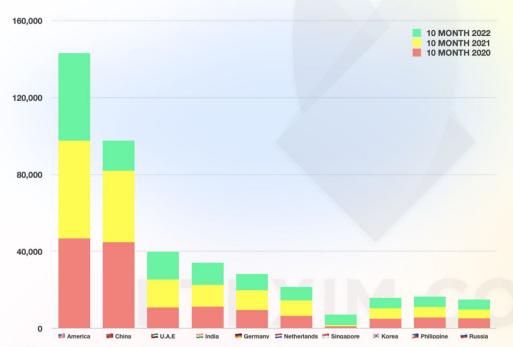
## TOP 10 VIETNAM'S PEPPER EXPORTING MARKET



No	Country	Quantity (MT)
1		45,483
2	China	
		15,741
3	<b>□</b> U.A.E	14,277
4	🕶 India	11,520
5	Germany	8,375
6	Netherlands	6,908
7	Singapore	5,556
8	M Korea	5,453
9	Philippine	5,416
10	Russia	5,073
	Others	71,280
	<u>TOTAL</u>	<u>195,082</u>

# **TOP 10** VIETNAM'S PEPPER EXPORTING MARKET

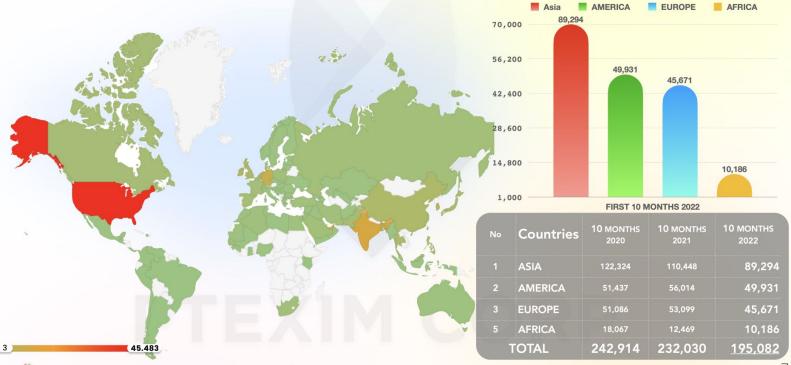
# **JAN TO OCT PERIOD 2020 - 2022**



No	COUNTRY	10 MONTH 2020	10 MONTH 2021	10 MONTH 2022
1	Marica	46,765	50,939	45,483
2	China	44,674	37,283	15,741
3	<b>□</b> U.A.E	10,825	14,610	14,277
4	🚾 India	11,251	11,382	11,520
5	Germany	9,463	10,310	8,375
6	■ Netherlands	6,390	8,164	6,908
7	Singapore	956	620	5,556
8	⊠ Korea	5,028	5,417	5,453
9	Philippine	5,598	5,371	5,416
10	Russia	5,062	4,727	5,073

#### COUNTRIES IMPORT VIETNAM PEPPER BY MAP CHART

#### CONTINENT IMPORT VIETNAM PEPPER 10 MONTHS 2022 PERIOD



## TOP 10 EUROPE COUNTRIES IMPORT VIETNAM PEPPER

BELLOW CHART SHOWS TOP 10 ■ EUROPE COUNTRIES IMPORTED PEPPER FROM VIETNAM 10 MONTHS 2022



9,100
8,100
6,100
6,100
5,100
4,100
3,100
2,100
1,100
100

Germany
Netherlands
Russia
Ireland
Final Final Russia

Spain

Poland Israel

CHANGE -7,428<sub>M</sub> ↓

% CHANGE -14.00% ↓

compared with 2021

No	COUNTRY	10 MONTHS 2020	10 MONTHS 2021	10 MONTHS 2022
1	Germany	9,463	10,310	8,375
2	Netherlands	6,390	8,164	6,908
3	Russia	5,062	4,727	5,073
4	<b>■</b> Ireland	4,519	4,132	4,519
5	== England	4,636	5,043	4,437
6	■ France	3,718	4,756	2,363
7	Turkey	3,073	3,648	2,298
8	Spain	2,354	2,503	2,198
9	Poland	2,871	2,104	2,136
10	Israel	1,782	1,197	1,047
	Others	7,218	6,515	6,317
	TOTAL	<u>51,086</u>	<u>53,099</u>	45,671 <sub>MT</sub>

■ **III** Turkev

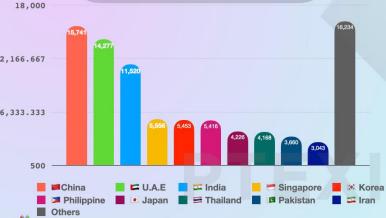
**■ III** France

# TOP 10 ASIA COUNTRIES IMPORT VIETNAM PEPPER

BELLOW COLUMN CHART AND DATA SHOWS TOP 10 ASIA COUNTRIES IMPORTED PEPPER FROM VIETNAM 10 MONTHS 2022



CHANGE -21,154 MT -19.15% % CHANGE compared with 2021

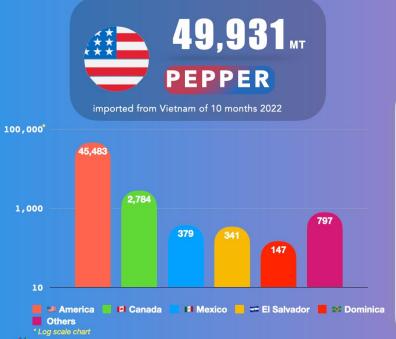


No	COUNTRY	10 MONTHS 2020	10 MONTHS 2021	10 MONTHS 2022
1	<b>China</b>	44,674	37,283	15,741
2	□ U.A.E	10,825	14,610	14,277
3	India 🗷	11,251	11,382	11,520
4	Singapore	956	620	5,556
5	<b>Korea</b>	5,028	5,417	5,453
6	Philippine	5,598	5,371	5,416
7	Japan	3,055	2,872	4,226
8	■ Thailand	4,600	3,890	4,168
9	Pakistan	9,100	9,877	3,660
10	□ Iran	3,320	3,759	3,043
	Others	23,917	15,367	16,234
	TOTAL	122,324	110,448	89,294

#### TOP 5 AMERICAN COUNTRIES IMPORT VIETNAM PEPPER

BELLOW COLUMN CHART AND DATA SHOWS TOP 5 AMERICAN COUNTRIES IMPORTED PEPPER FROM VIETNAM FIRST 10 MONTHS 2022

The US is still the largest export market of Vietnam's pepper, but over the same period, the US import volume decreased by 10.9% to 49,931 tons.





No	COUNTRY	10 MONTHS 2020	10 MONTHS 2021	10 MONTHS 2022
1	Merica	46,765	50,939	45,483
2	Canada	2,303	2,837	2,784
3	■ Mexico	866	638	379
4	<b>≡</b> El Salvador	54	298	341
5	<b>Dominica</b>	47	129	147
	Others	1,402	1,173	797
	<b>TOTAL</b>	51,437	56,014	49,931 MT

## TOP 5 AFRICA COUNTRIES IMPORT VIETNAM

BELLOW COLUMN CHART AND DATA SHOWS TOP 5 AFRICA COUNTRIES IMPORTED PEPPER FROM VIETNAM FIRST 10 MONTHS 2022

The African market also recorded a decline as exports fell by 19% in 9 months, of which exports to Egypt decreased by 50.4% to 2,332 tons. Exports to South Africa and Gambia also decreased while to Senegal and Algeria increased.





CHANGE

-2,283<sub>м</sub> -18.31%

% CHANGE

compared with 2021

No	COUNTRY	10 MONTHS 2020	10 MONTHS 2021	10 MONTHS 2022
1	= Egypt	7,776	5,237	2,834
2	South Africa	2,630	2,410	1,771
3	Senegal	2,279	1,261	1,374
4	■ Algeria	971	320	1,220
5	<b>≡</b> Gambia	1,103	896	613
	Others	3,308	2,345	2,374
	TOTAL	18,067	12,469	10,186

# IMPORT OF PEPPER IN OCTOBER 2022

According to preliminary statistics of VPA, in October 2022, Vietnam imported 2,174 tons, of which black pepper reached 2,060 tons, white pepper reached 114 tons. Compared to the previous month, the import volume increased by 27.3%, the turnover increased by 14.6%.

No	Country	To	otal Value (\$)	Quantity (Mt)
1	<b>⊠</b> Brazil	\$	4,923,195	1,512
2	Cambodia	\$	654,889	232
3	Indonesia	\$	1,031,603	206
4	Malaysia	\$	331,140	57
5	Others	\$	760,415	167
	TOTAL	\$	7,701,242	2,174



## VIETNAM IMPORT PEPPER

#### **JANUARY TO OCTOBER**

- By the end of October 2022, Vietnam had imported 31,799 tons, of which black pepper reached 28,000 tons, white pepper reached 3,799 tons, compared to the same period last year, the import volume increased by 44.7% equivalent to 9,822 tons.
  - Cambodia is the largest pepper supplier to Vietnam with 12,848 tons, up 124.2 percent. Followed by Brazil with an increase of 62.8% to 9,229 tons, Indonesia ranked third with 5,393 tons, down 31.9%.



# VIETNAM IMPORT PEPPER

Bellow table shows pepper's quantity imported to Vietnam from January to October 2022

	- 79	10	10	10	% +/-	14,000	12,848	- C	■Cambodia ■Indonesia	■ Brazil ■ Malaysia
No	Countries	months 2020	months 2021	months 2022	2022/2021	10,500				
1	<b> ⊆</b> Cambodia	2,706	5,731	12,848		10,300		9,229		
2	☑ Brazil	9,177	5,669	9,229		7,000				
3	<b>⊏</b> Indonesia	13,617	7,924	5,393	-31,9 ▼				5,393	
4	<b>Malaysia</b>	5,100	608	1,096		3,500				
	Other	411	2,045	3,233		3,300				
	TOTAL	31,011	21,977	31,799		o —				1,096



VIETNAM IMPORT PEPPER

# **Prices drop slightly**





 After a hot increase in week 44 & 45 with an increase of 8%, the price has corrected down in the past week with a decrease of 6%.

 Demand is quite low from big markets like China / US / EU / ASIA / AFRICA...

## FROM JAN 2022 - 14TH NOV 2022

#### VIETNAM BLACK PEPPER PRICE CHART

🚺 With nearly 11 months of political/currency/inflation/energy/Zero Covid policy from China...etc. Pepper price has decreased from VND 83,000 from January 1, 2022 to VND 62,000 on November 14, 2022, corresponding to a price reduction is 25% in the past 10 months.

10 This is a price drop that exceeds the expectations of most people at the end of year 2021 when it is expected that pepper prices will continue to recover strongly in 2022. However, the reality did not go as expected.



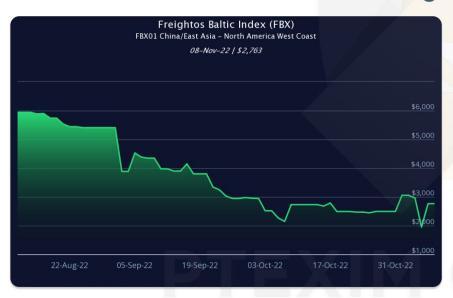
VNÐ/KG





# **SHIPPING & FREIGHT**

#### Stable & Falling Demand



FBX01 index: Asia to West Coast ocean freight. last update: 8-Nov-2022

Ocean rates out of Asia were stable overall again this week - though Asia to US West Coast prices ticked up and are now level with prices in early October - suggesting the sharp drop off that began this summer may be leveling out as capacity is removed to meet falling demand.



The relatively strong volumes – together with congestion and reductions in capacity – are likewise still keeping ocean rates elevated compared to 2019, with ex-Asia rates to the West Coast 81% higher than in 2019, East Coast rates more than double, and prices to Europe more than triple November 2019 levels.

Labor disputes continue to loom in several areas of logistics across the globe, though while West Coast port labor talks have stalled, there was new progress in US rail labor negotiations, and workers at the Port of Liverpool canceled a planned strike this week.



# USD/VNĐ

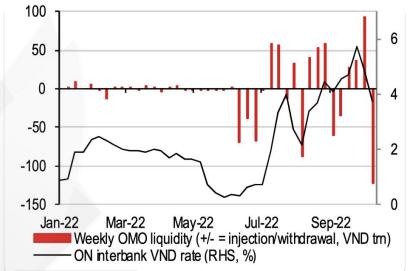
VND: Rising tolerance for more weakness

We raise our USD-VND forecasts to 25,800 by end-2022e and 26,400 by mid-2023e

The SBV's tolerance for a weaker VND is rising, given high pressure on trading partners' currencies and liquidity

Falling FX reserves, a deteriorating core balance, a slow recovery in tourism, and portfolio outflows remain headwinds.

The exchange rate is still likely to increase 1-2% in the near future, but it will be much slower than before because there is very little room for the exchange rate increase. The central bank will use the tool to raise interest rates to strengthen the local currency to avoid a deeper devaluation in the near future.



Source: SBV. Refinitiv. HSBC



# CINNAMON (CASSIA) / TURMERIC / STAR ANISE / GINGER



# CASSIA

Cassia remains stable and stock becomes less due to the end crop. Heavy rain from north Vietnam and winter coming. Stock from now onwards is expected to be very tight because farmers stop harvesting. Demand for Cassia Stick (Cassia Cigarette) / Cassia Broken / Cassia Split from USA / EU / ASIA for New Year may push the market to stabilize.





20



Ptexim became an official member of **Binh An Organic Cinnamon Cooperative**.



**ORGANIC** 





















# **EU** STANDARDS

PTEXIM are now able to produce ground cassia / cassia broken with low coumarin content and guaranteed lead content below 2ppm according to European standards.







LEAD

CONTENT

CONTENT





The price of star anise is constantly fluctuating and reduced in the past week due to China stopping to buy. Demand also is coming slow from ASIA / USA and especially from the EU.





# OTHERS SPICES # \* AND PRINCES





CINNAMON (CASSIA) / TURMERIC / STAR ANISE / GINGER



#### **GINGER**

Please contact for further demand for Ginger Sliced/Polished Ginger Finger...

#### **TURMERIC**



Please contact me for further demand for Turmeric Sliced/ Polished Turmeric



#### OFFER & UPDATING PEPPER PRICE

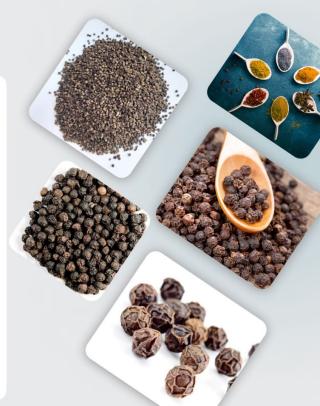
I would like to give you an indication price PEPPER, CASSIA, STAR ANISE, TURMERIC... based on

**NET FOB HCM as follows** 



#### **WHOLE PEPPER**

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL				
	PINHEAD PEPPER							
1	PINHEAD < 1MM SUPER CLEANED	\$1.088	\$1.325	\$1.303				
2	PINHEAD 1.5MM - 2MM CLEANED	\$1.376	\$1.614	\$1.591				
3	PINHEAD 2MM - 2.5MM CLEANED	\$1.668	\$1.905	\$1.883				
4	PINHEAD SUPERIOR QUALITY	\$2.001	\$2.238	\$2.216				
5	LIGHT BERRIES TO EXTRA OIL (6-7% PIPERINE)	Please Contact	Please Contact	Please Contact				
	WHOLE	PEPPE	R					
6	VBP 500 G/L FAQ	\$2.655	\$2.791	\$2.827				
7	VBP 550 G/L FAQ	\$2.838	\$2.973	\$3.010				
8	VBP 500 G/L Double Spiral Cleaned	\$2.902	\$3.037	\$3.074				
9	VBP 550 G/L Double Spiral Cleaned	\$2.953	\$3.089	\$3.125				
10	VBP 570 G/L Double ASTA	\$3.005	\$3.140	\$3.177				
11	VBP 5MM Jumbo Size	\$3.093	\$3.228	\$3.265				
12	White PEPPER 630 G/L DW	\$4.245	\$4.381	\$4.417				
13	White PEPPER 630 G/L ASTA	\$4.286	\$4.422	\$4.458				







# STEAM STERILIZED PEPPER & PESTICIDE GUARANTEE

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL			
	STEAM STERILIZED PINHEAD PEPPER						
1	Steam Sterilized Pinhead < 1MM	\$1.538	\$1.775	\$1.753			
2	Steam Sterilized Pinhead 1.5MM - 2MM	\$1.826	\$2.064	\$2.041			
3	Steam Sterilized Pinhead 2MM - 2.5MM	\$2.118	\$2.355	\$2.333			
4	Steam Sterilized Pinhead Super Quality	\$2.451	\$2.688	\$2.666			
	STEAM STERILIZ	ZED LIGH	T BERR	IES			
	PE	PPER					
5	Steam Sterilized Black Pepper 250 G/L	\$2.809	\$3.046	\$3.014			
6	Steam Sterilized Black Pepper 300 G/L	\$2.853	\$3.091	\$3.058			
7	Steam Sterilized Black Pepper 350 G/L	\$2.898	\$3.135	\$3.102			





# STEAM STERILIZED PEPPER & PESTICIDE GUARANTEE EU COMPLIANCE

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
	STEAM STE	RILIZED P	EPPER	
8	Steam Sterilized Pepper 500G/L	\$3.100	\$3.236	\$3.272
9	Steam Sterilized Pepper 550G/L	\$3.204	\$3.340	\$3.376
10	Steam Sterilized Pepper 570G/L	\$3.256	\$3.392	\$3.428
11	Steam Sterilized Pepper 5MM	\$3.326	\$3.462	\$3.498
12	Steam Sterilized White Pepper 630G/L	\$4.614	\$4.749	\$4.786
S	TEAM STERILIZED P	EPPER - El	J COMPI	LIANCE
13	Steam Sterilized Pepper 500G/L	\$3.280	\$3.416	\$3.452
14	Steam Sterilized Pepper 550G/L	\$3.384	\$3.520	\$3.556
15	Steam Sterilized Pepper 570G/L	\$3.436	\$3.572	\$3.608
16	Steam Sterilized Pepper 5MM	\$3.506	\$3.642	\$3.678
17	Steam Sterilized White Pepper 630G/L	\$4.794	\$4.929	\$4.966





#### **CASSIA (CINNAMON) GUARANTEE LEAD & METAL POWDER**



ITEM	FOB	NOTE
CASSIA POWDER 2.5% VO	2.579	2.5% VO
CASSIA POWDER 3% VO	2.999	3% VO
CASSIA BROKEN CLEANED 2.5% VO	2.479	2.5% VO
CASSIA BROKEN CLEANED 3% VO	2.731	3% VO







# CASSIA (CINNAMON) GUARANTEE COUMARIN

ITEM	FOB	NOTE
CASSIA POWDER 2.5% VO	2.421	2.5% VO
CASSIA POWDER 3% VO	2.799	3% VO
CASSIA BROKEN CLEANED 2.5% VO	2.379	2.5% VO
CASSIA BROKEN CLEANED 3% VO	2.631	3% VO



2 ppm

**LEAD CONTENT** 





**COUMARIN**CONTENT



**EU** STANDARDS

ICASSIA (CINNAMON)

NO	ITEM	FOB (USD/MT)	NOTE
1	WHOLE CASSIA;	\$3.621	>4% VO
2	CASSIA SPLIT;	\$3.151	>3.5% VO
3	CASSIA BROKEN CLEANED 2% VO;	\$1.985	>2% VO
4	CASSIA BROKEN CLEANED 2.5% VO;	\$2.279	>2.5% VO
5	CASSIA BROKEN CLEANED 3% VO;	\$2.531	>3% VO
6	CASSIA BROKEN CLEANED 3.5% VO;	\$2.741	>3.5% VO
7	CASSIA BROKEN CLEANED 4% VO;	\$3.036	>4% VO
8	CASSIA STICK CUT 6 - 10CM - ROLLED 90%;	\$5.210	>4% VO
9	CASSIA CIGARETTE LONG STICK	\$4.873	>4% VO
10	CASSIA POWDER 1 - 1.5% VO;	\$1.564	1-1.5% VO
11	CASSIA POWDER 2% VO;	\$2.111	2% VO
12	CASSIA POWDER 2.5% VO;	\$2.321	2.5% VO
13	CASSIA POWDER 3% VO;	\$2.699	3% VO
CASSIA ( CINNAMON) STEAM STERILIZED			
14	CASSIA POWDER STEAM STERILIZED 2.5% VO;	\$3.291	2.5% VO
15	CASSIA POWDER STEAM STERILIZED 3% VO;	\$3.491	3% VO
16	CASSIA BROKEN STEAM STERILIZED 2.5% VO;	\$3.106	2.5% VO
17	CASSIA BROKEN STEAM STERILIZED 3% VO;	\$3.337	3% VO

# | STAR ANISE 💥

NO	ITEM	FOB (USD/MT)	NOTE
18	STAR ANISE SPRING CROP	\$7.804	2.0cm, 80% up
19	STAR ANISE AUTUMN CROP;	\$8.855	2.5cm, 80% up
20	STAR ANISE SUNDRIED EU COMPLIANCE;	\$9.555	2.5cm, 80% up





NO	ITEM	FOB (USD/MT)
16	TURMERIC FINGER;	\$1.448
17	POLISHED TURMERIC FINGER;	\$1.659
18	TURMERIC POWDER;	\$1.448
19	TURMERIC SLICE SUN DRIED;	\$1.406
20	WASHED TURMERIC SLICE SUN DRIED;	\$1.532
21	TURMERIC SLICE MACHINE DRIED;	\$1.532

GINGER			
NO	ITEM		FOB (USD/MT)
22	GINGER POWDER		\$2.415
23	GINGER SLICED		\$2.205
24	POLISHED GINGER FINGER		\$2.415





# **IPEPPER POWDER PESTICIDE GUARANTEE**

(USD/MT)

\$5.459

#### **GROUND STEAM STERILIZED BLACK PEPPER**

**ITEM** 

- Half Cracked HTST black pepper;	\$4.283
- Granulate HTST black pepper;	\$4.203
- Coarse HTST black pepper 12 -> 14#;	\$4.003

- Table HTST black pepper 18 -> 28#; \$3.968

- Fine HTST black pepper 30 -> 34# ; \$3.933

- Ground HTST black pepper 40 -> 100# ; \$3.691

#### **GROUND STEAM STERILIZED WHITE PEPPER**

- Half Cracked HTST White Pepper;	\$5.992
- Granulate HTST white pepper;	\$5.878
- Coarse HTST white pepper 12 -> 14#;	\$5.707
- Table HTST white pepper 18 -> 28#;	\$5.657
- Fine HTST white pepper 30 -> 34#;	\$5.608

- Ground HTST white pepper 40 -> 100#;







# THANK YOU!

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

#### Hien, Nguyen Vu

CEO

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M: +84 902 222 295

spices@ptexim.com.vn | hiennv@ptexim.com.vn

PTEXIM CERTIFICATE























#### PTEXIM FACTORY





3. CASSIA & STAR ANISE FACTORY (Yen Bai Province, VN)

www.ptexim.com.vn