



PTEXIM CORP MONTHLY REPORT

AN INSIGHT BLACK PEPPER'S MARKET REPORT
BY PTEXIM RESEARCH

WEEK

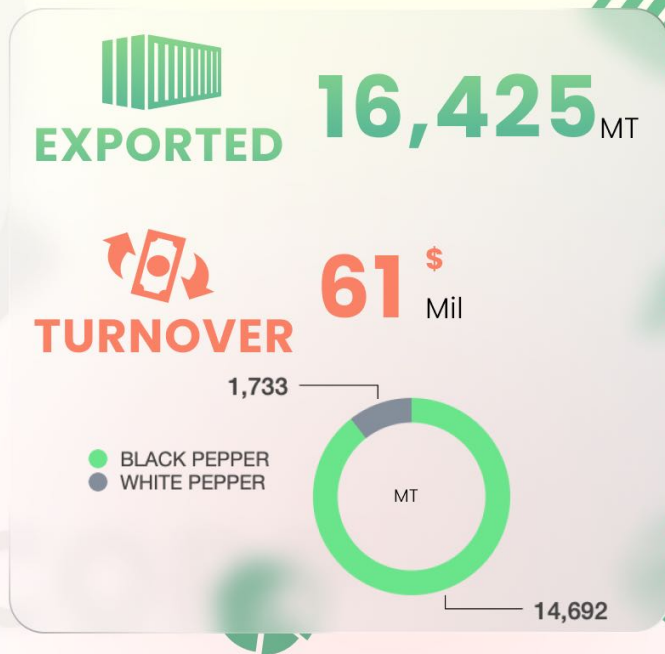
50

PHUC THINH EXPORT IMPORT INVESTMENT CORPORATION (PTEXIM CORP)
ADD : 43, STREET 17, AN PHU WARD, DISTRICT 2, THU DUC CITY, HOCHIMINH CITY, VIETNAM.

INSIGHT OF EXPORTING PEPPER VIETNAM

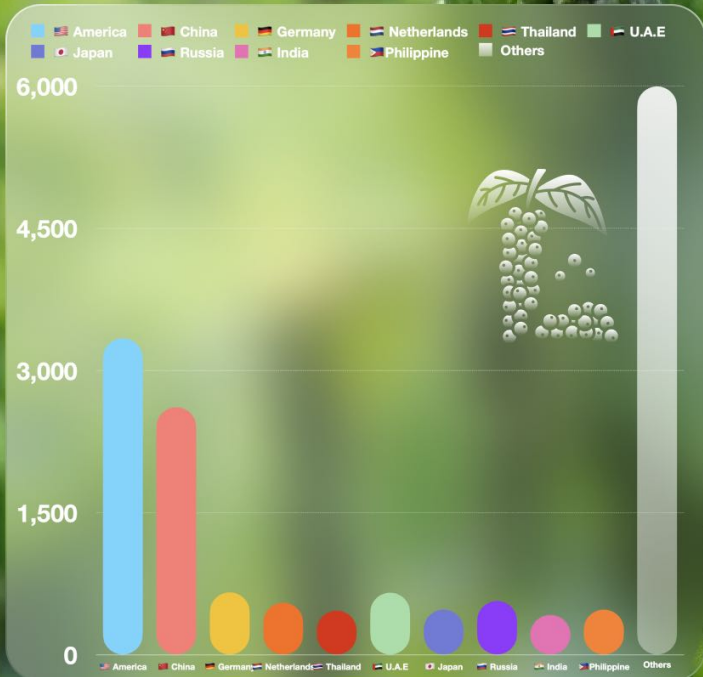
NOVEMBER – 2022

According to preliminary statistics of VPA, in November 2022, Vietnam exported 16,425 tons, 14,692 tons of black pepper, 1,733 tons of white pepper. Total export turnover reached 61 million USD, black pepper reached 51.8 million USD, white pepper reached 9.2 million USD. Compared to the previous month, the export volume decreased by 8%, the turnover decreased by 9.7%. The 🇺🇸 US and 🇨🇳 continue to be the two main export markets of Vietnam, of which the US's imports reached 3,339 tons, down 17.8% and China's reached 2,613 tons, down 31.9% compared to October 2022.



INSIGHT OF EXPORTING PEPPER VIETNAM


NOVEMBER – 2022



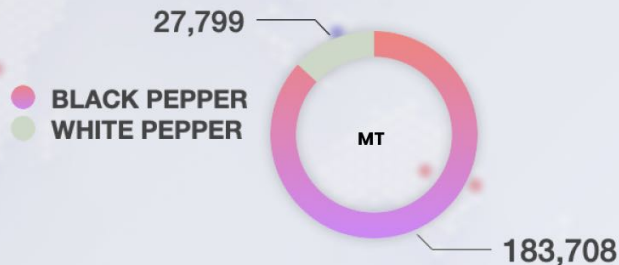
No	Country	Quantity	Value
1	America	3,339	\$ 16,418,857
2	China	2,613	\$ 6,193,084
3	Germany	661	\$ 3,240,950
4	Netherlands	550	\$ 2,857,281
5	Thailand	467	\$ 2,142,179
6	U.A.E	657	\$ 1,880,077
7	Japan	477	\$ 1,878,259
8	Russia	570	\$ 1,737,732
9	India	421	\$ 1,459,715
10	Philippine	478	\$ 1,402,046
Others		6,192	\$ 21,766,749
TOTAL		16,425	\$60,976,929

EXPORTING PEPPER FROM JAN TO NOV 2022

Preliminary statistics of VPA, from the beginning of the year to the end of November 2022, Vietnam exported 211,507 tons of pepper, of which black pepper reached 183,708, white pepper reached 27,799 tons. Total export turnover reached 911.1 million USD, black pepper reached 748.6 million USD, white pepper reached 162.5 million USD. Compared to the same period last year, the export volume decreased by 14.9% or 37,015 tons, however, the export turnover increased by 3.9% or 34 million USD.


EXPORTED **211,507** MT


TURNOVER **911.1** \$ Mil



EXPORTING PEPPER FROM **JAN TO NOV** 2022

Vietnam's pepper exports to the US in 11 months decreased by 12.2% to 48,822 tons. Other traditional markets also saw a decrease in imports such as China down 51.4% to 18,354 tons; Saudi Arabia fell 1.5% to 14,934 tons; Germany dropped 19.5% to 9,036 tons; The Netherlands fell 20.3% to 7,458 tons. Some markets saw an increase in imports such as India with 11,941 tons, up 1.6%, Singapore with 5,607 tons, up 776.1%; Top white pepper import markets: USA: 4,456 tons, Germany: 3,855 tons, Netherlands: 2,677 tons, Thailand: 2,143 tons, UAE: 1,449 tons...

TOP IMPORTER



US

48,822 MT



CHINA

18,354 MT

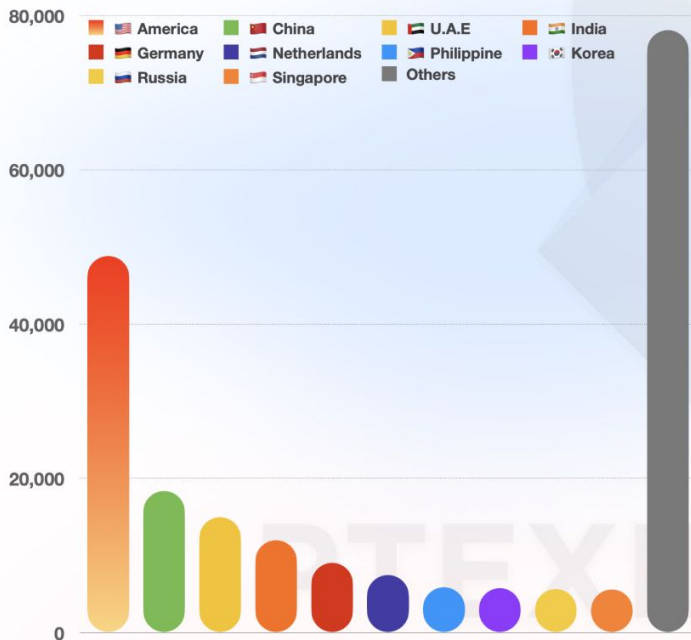


U.A.E

14,934 MT

INSIGHT OF EXPORTING PEPPER VIETNAM **JAN TO OCT 2022**

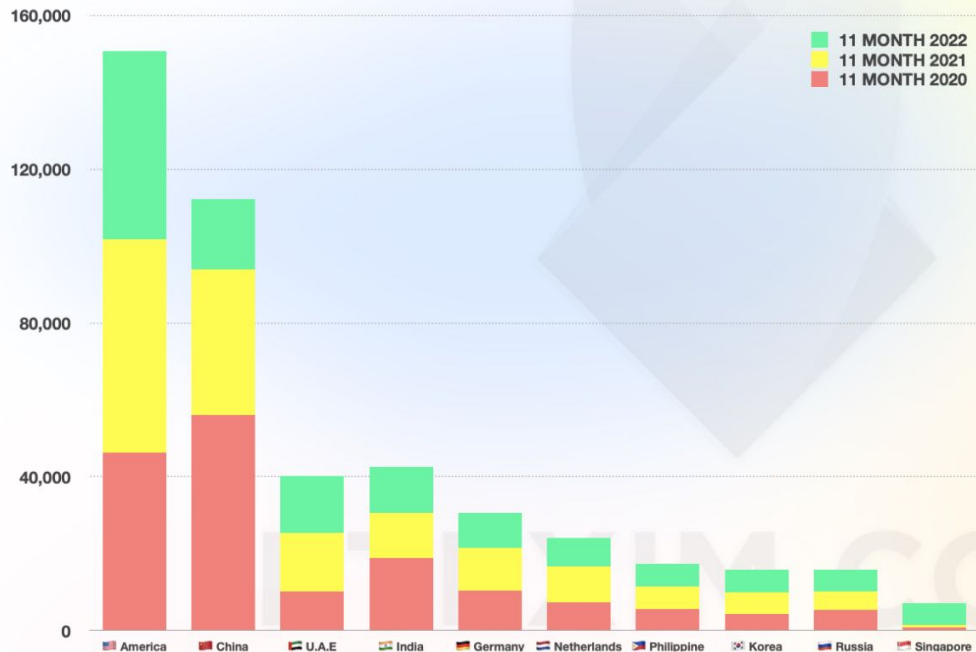
TOP 10 VIETNAM'S PEPPER EXPORTING MARKET



No	Country	Quantity (MT)
1	America	48,822
2	China	18,354
3	U.A.E	14,934
4	India	11,941
5	Germany	9,036
6	Netherlands	7,458
7	Philippine	5,894
8	Korea	5,731
9	Russia	5,643
10	Singapore	5,607
	Others	78,087
	TOTAL	211,507

TOP 10 VIETNAM'S PEPPER EXPORTING MARKET

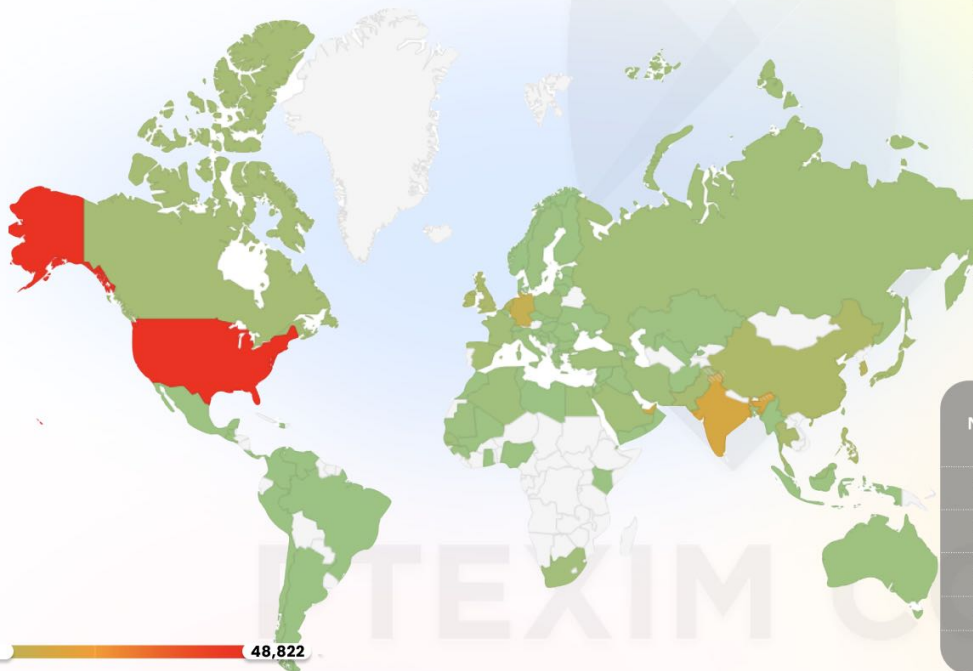
JAN TO NOV PERIOD 2020 - 2022



No	COUNTRY	11 MONTH 2020	11 MONTH 2021	11 MONTH 2022
1	America	46,210	55,602	48,822
2	China	56,095	37,746	18,354
3	U.A.E	10,171	15,169	14,934
4	India	18,957	11,754	11,941
5	Germany	10,268	11,228	9,036
6	Netherlands	7,364	9,356	7,458
7	Philippine	5,545	5,871	5,894
8	Korea	4,292	5,748	5,731
9	Russia	5,349	4,866	5,643
10	Singapore	762	640	5,607

COUNTRIES IMPORT VIETNAM PEPPER BY MAP CHART

CONTINENT IMPORT VIETNAM PEPPER 11 MONTHS 2022 PERIOD



11 MONTHS 2022				
No	Countries	11 MONTHS 2020	11 MONTHS 2021	11 MONTHS 2022
1	ASIA	146,674	115,693	97,305
2	AMERICA	50,454	61,089	53,808
3	EUROPE	55,333	58,006	49,218
5	AFRICA	18,606	13,734	11,176
TOTAL		271,067	248,522	211,507

TOP 10 EUROPE COUNTRIES IMPORT VIETNAM PEPPER

BELLOW CHART SHOWS TOP 10 EUROPE COUNTRIES IMPORTED PEPPER FROM VIETNAM **11 MONTHS 2022**



49,218^{MT}

PEPPER

imported from Vietnam of 11 months 2022

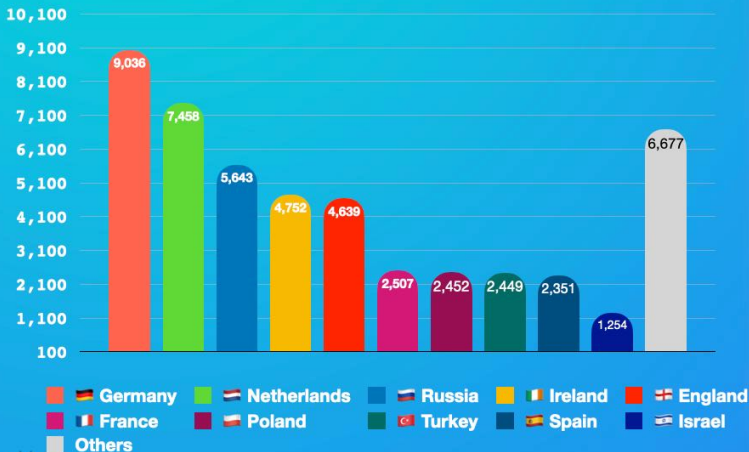
CHANGE

-8,788^{MT}

% CHANGE

-15.15%

compared with 2021



No	COUNTRY	11 MONTHS 2020	11 MONTHS 2021	11 MONTHS 2022
1	Germany	10,268	11,228	9,036
2	Netherlands	7,364	9,356	7,458
3	Russia	5,349	4,866	5,643
4	Ireland	6,193	4,377	4,752
5	England	4,364	5,506	4,639
6	France	3,128	5,018	2,507
7	Poland	2,496	2,323	2,452
8	Turkey	4,954	3,782	2,449
9	Spain	2,384	2,972	2,351
10	Israel	2,096	1,435	1,254
	Others	6,737	7,143	6,677
	TOTAL	55,333	58,006	49,218 MT



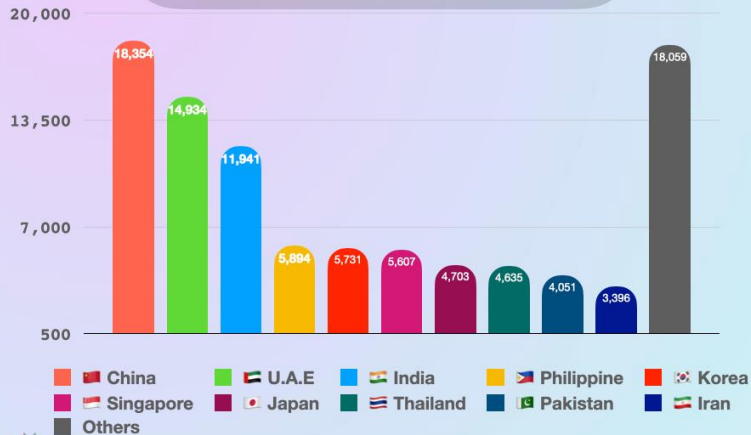
TOP 10 ASIA COUNTRIES IMPORT VIETNAM PEPPER

BELLOW COLUMN CHART AND DATA SHOWS TOP 10 ASIA COUNTRIES IMPORTED PEPPER FROM VIETNAM **11 MONTHS 2022**



CHANGE **-18,388** MT ↓

% CHANGE **-15.89%** ↓
compared with 2021



No	COUNTRY	11 MONTHS 2020	11 MONTHS 2021	11 MONTHS 2022
1	China	56,095	37,746	18,354
2	U.A.E	10,171	15,169	14,934
3	India	18,957	11,754	11,941
4	Philippine	5,545	5,871	5,894
5	Korea	4,292	5,748	5,731
6	Singapore	762	640	5,607
7	Japan	3,011	3,322	4,703
8	Thailand	6,465	4,441	4,635
9	Pakistan	9,865	10,016	4,051
10	Iran	5,479	4,089	3,396
	Others	26,032	16,897	18,059
	TOTAL	146,674	115,693	97,305

TOP 5 AMERICAN COUNTRIES IMPORT VIETNAM PEPPER

BELLOW COLUMN CHART AND DATA SHOWS TOP 5 AMERICAN COUNTRIES IMPORTED PEPPER FROM VIETNAM FIRST **11 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 11.9% to 53,808 tons.



53,808^{MT}

PEPPER

imported from Vietnam of 11 months 2022

CHANGE

-7,281^{MT}



% CHANGE

-11.92%



compared with 2021

100,000*

1,000

10

America **Canada** **Mexico** **El Salvador** **Guatemala**

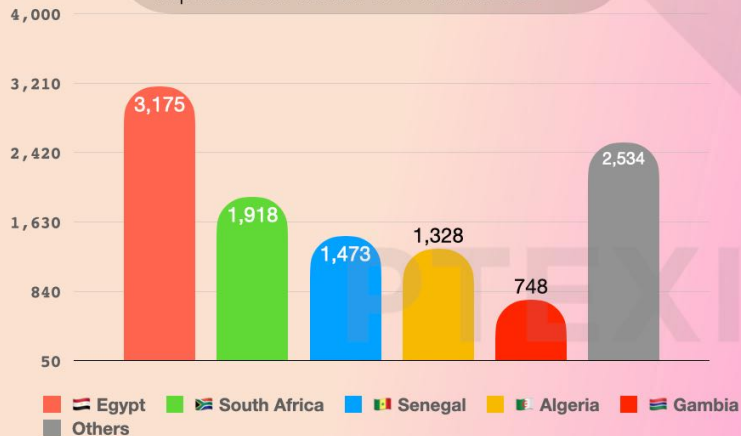
Others

* Log scale chart

No	COUNTRY	11 MONTHS 2020	11 MONTHS 2021	11 MONTHS 2022
1	America	46,210	55,602	48,822
2	Canada	2,440	3,076	3,029
3	Mexico	615	733	456
4	El Salvador	138	298	341
5	Guatemala	131	280	192
	Others	920	1,100	968
	TOTAL	50,454	61,089	53,808^{MT}

TOP 5 AFRICA COUNTRIES IMPORT VIETNAM PEPPER

BELLOW COLUMN CHART AND DATA SHOWS TOP 5 AFRICA COUNTRIES IMPORTED PEPPER FROM VIETNAM FIRST 11 MONTHS 2022




CHANGE **-2,558^{MT}** ↓

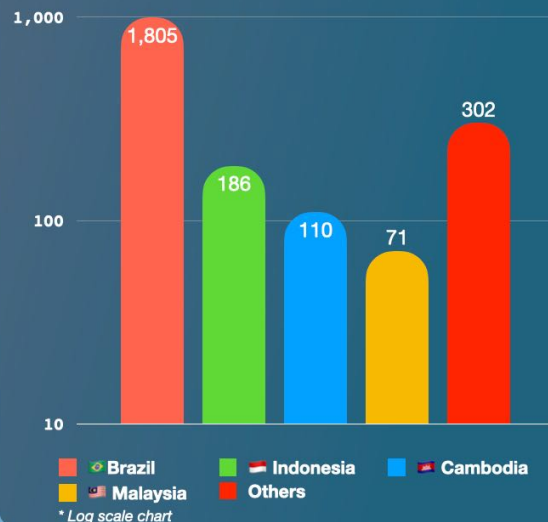
% CHANGE **-18.63%** ↓
compared with 2021

No	COUNTRY	11 MONTHS 2020	11 MONTHS 2021	11 MONTHS 2022
1	Egypt	6,869	5,708	3,175
2	South Africa	2,912	2,820	1,918
3	Senegal	2,928	1,288	1,473
4	Algeria	855	320	1,328
5	Gambia	971	896	748
Others		4,071	2,702	2,534
TOTAL		18,606	13,734	11,176

IMPORT OF PEPPER IN NOVEMBER 2022

In November 2022, Vietnam imported 2,474 tons, of which black pepper reached 2,337 tons, white pepper reached 137 tons. Compared to October 2022, the import volume increased by 13.8%, the turnover increased by 13.5%. Brazil continues to be the main supplier of pepper to Vietnam with 1,805, accounting for 73%.

No	Country	Total Value (\$)	Quantity (Mt)
1	 Brazil	\$ 5,861,525	1,805
2	 Indonesia	\$ 1,045,348	186
3	 Cambodia	\$ 272,900	110
4	 Malaysia	\$ 407,719	71
5	Others	\$ 1,156,131	302
TOTAL		\$ 8,743,623	2,474



VIETNAM IMPORT PEPPER

JANUARY TO NOVEMBER

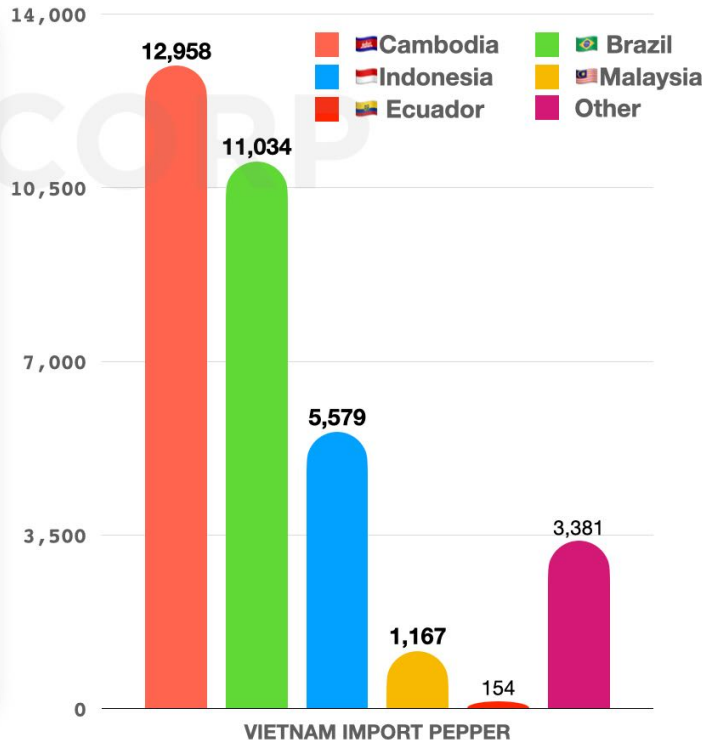
“From the beginning of the year to the end of November 2022, Vietnam imported **34,273** tons, of which black pepper reached 30,337 tons, white pepper reached 3,936 tons, compared to the same period last year, the import volume increased by **48.9%** equivalent to 11,256 ton.

🇰🇲 Cambodia is the largest pepper supplier to Vietnam with **12,958** tons, up 126.1 percent. Followed by Brazil with 11,034 tons, up 93.2%, Indonesia with 5,579 tons, down 34.5%.”

VIETNAM IMPORT PEPPER

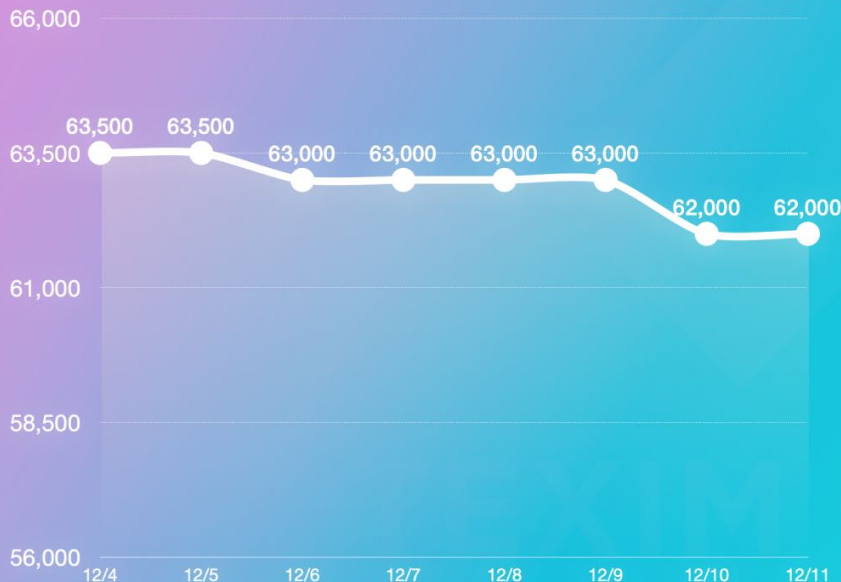
Bellow table shows pepper's quantity imported to Vietnam from January to November 2022

No	Countries	11 months 2020	11 months 2021	11 months 2022	% +/- 2022/2021
1	Cambodia	2,721	5,731	12,958	126,1 ▲
2	Brazil	9,855	5,710	11,034	93,2 ▲
3	Indonesia	16,592	8,520	5,579	-34,5 ▼
4	Malaysia	560	785	1,167	48,7 ▲
5	Ecuador	396	79	154	94,9 ▲
	Other	5,152	2,192	3,381	33,9 ▲
	TOTAL	35,276	23,017	34,273	48,9 ▲



BLACK PEPPER PRICE WEEK **46**

Price adjusted down



- Last week, the price **adjusted down** from 63,500vnd to 62,000vnd at the end of the week. Corresponding to a 2.5%.
- However, the exchange rate of VND last week continued to be stronger than USD by **up to 4.5%**, making the price of pepper converted into USD become more expensive, equivalent to \$135/MT.
- Demand is quite low from big markets like China / US / EU / ASIA / AFRICA...



FROM JAN 2022 - 11TH DEC 2022

VIETNAM BLACK PEPPER PRICE CHART

❶ Pepper price has decreased from VND 83,000 from January 1, 2022 to VND 62,000 on December 11, 2022, corresponding to a price **reduction is 25%** in the past 11 months.

❷ Unpredictable market movements such as; war, inflation, currency, China's zero covid policy, freight rates... etc have made the market fall in this year.





SHIPPING & FREIGHT

Freight rates drop and the end of the year approaches



FBX01 index: **Asia to West Coast ocean freight**. last update: 12-DEC-2022

Transpacific ocean rates fell sharply again last week on easing demand and congestion. As empty containers accumulate at Chinese ports, Asia – US West Coast rates fell by more than 25% last week to a level 5% lower than this time in 2019.



Asia - US East Coast rates **fell 19%** but - with West Coast volumes and some congestion shifting east - are still 32% higher than three years ago. Easing fuel prices are also removing some pressure on container rates.

Transatlantic prices dipped slightly last week and have **decreased by nearly 25%** since August - likely a result of carriers shifting now excess capacity to this lane where demand has remained stable and rates are highest at more than \$6,000/FEU. As congestion eases, though, some observers expect these rates to fall significantly as well.



USD/VND

Now having its worst monthly performance in November since September 2010, **down 5%** as the market is optimistic that the US Federal Reserve (Fed) will slow the pace of interest rate hikes, potentially leading to a slight "landing" for the US economy.

According to signals in the market, the **Fed will only raise interest rates by 50 percentage points** at its meeting on December 13-14.

It is these things that have made VND have a strong week against USD, corresponding to an increase of 4.5 - 5%. The increase in exchange rate makes the price of pepper converted to USD **more expensive by about \$140 per metric ton** in the past week.

USD/VND exchange rate chart of the last 30 days US DOLLAR





ABOUT PEPPER PRICES IN OTHER MARKETS IN THE WORLD



INDIA

After 2 weeks of decline, Indian pepper prices **increased** this week.



INDONESIA

Indonesia's domestic and international pepper prices were **stable** this week.



BRAZIL

Brazilian pepper prices tended to **increase slightly** in the past week.



ABOUT PEPPER PRICES IN OTHER MARKETS IN THE WORLD



MALAYSIA

Domestic pepper prices **increased this week**, partly due to a 2% increase in the Malaysian Ringgit against the USD (4.45 MYR/USD). Meanwhile, Malaysian export pepper prices were stable and unchanged.



SRI LANKA

Sri Lankan domestic pepper prices continued to **decline** in the past 3 weeks.





CASSIA



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**.



3000 ppm



COUMARIN

CONTENT



2ppm

LEAD

CONTENT



We can offer Star anised with premium quality and ensure European standards for Pesticide/ Anthraquinone/ PAH... etc



PTEXIM CORP



STAR ANISEED



OTHERS SPICES

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 Finger / Turmeric Powder



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	\$1.132	\$1.269	\$1.342
2	PINHEAD 1.5MM - 2MM CLEANED	\$1.430	\$1.567	\$1.640
3	PINHEAD 2MM - 2.5MM CLEANED	\$1.733	\$1.871	\$1.943
4	PINHEAD SUPERIOR QUALITY	\$2.081	\$2.218	\$2.291
5	LIGHT BERRIES TO EXTRA OIL (6-7% PIPERINE)	Please Contact	Please Contact	Please Contact

WHOLE PEPPER

6	VBP 500 G/L FAQ	\$2.764	\$2.843	\$2.932
7	VBP 550 G/L FAQ	\$2.955	\$3.033	\$3.123
8	VBP 500 G/L Double Spiral Cleaned	\$3.022	\$3.100	\$3.190
9	VBP 550 G/L Double Spiral Cleaned	\$3.075	\$3.154	\$3.243
10	VBP 570 G/L Double ASTA	\$3.129	\$3.207	\$3.297
11	VBP 5MM Jumbo Size	\$3.221	\$3.299	\$3.389
12	White PEPPER 630 G/L DW	\$4.422	\$4.501	\$4.590
13	White PEPPER 630 G/L ASTA	\$4.465	\$4.544	\$4.633





STEAM STERILIZED PEPPER & PESTICIDE GUARANTEE

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
STEAM STERILIZED PINHEAD PEPPER				
1	Steam Sterilized Pinhead < 1MM	\$1.582	\$1.719	\$1.792
2	Steam Sterilized Pinhead 1.5MM - 2MM	\$1.880	\$2.017	\$2.090
3	Steam Sterilized Pinhead 2MM - 2.5MM	\$2.183	\$2.321	\$2.393
4	Steam Sterilized Pinhead Super Quality	\$2.531	\$2.668	\$2.741

STEAM STERILIZED LIGHT BERRIES PEPPER

5	Steam Sterilized Black Pepper 250 G/L	\$2.924	\$3.061	\$3.124
6	Steam Sterilized Black Pepper 300 G/L	\$2.970	\$3.108	\$3.170
7	Steam Sterilized Black Pepper 350 G/L	\$3.016	\$3.154	\$3.216





STEAM STERILIZED PEPPER & PESTICIDE GUARANTEE EU COMPLIANCE

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
STEAM STERILIZED PEPPER				
8	Steam Sterilized Pepper 500G/L	\$3.228	\$3.307	\$3.396
9	Steam Sterilized Pepper 550G/L	\$3.337	\$3.415	\$3.505
10	Steam Sterilized Pepper 570G/L	\$3.391	\$3.470	\$3.559
11	Steam Sterilized Pepper 5MM	\$3.464	\$3.542	\$3.632
12	Steam Sterilized White Pepper 630G/L	\$4.806	\$4.884	\$4.974
STEAM STERILIZED PEPPER - EU COMPLIANCE				
13	Steam Sterilized Pepper 500G/L	\$3.408	\$3.487	\$3.576
14	Steam Sterilized Pepper 550G/L	\$3.517	\$3.595	\$3.685
15	Steam Sterilized Pepper 570G/L	\$3.571	\$3.650	\$3.739
16	Steam Sterilized Pepper 5MM	\$3.644	\$3.722	\$3.812
17	Steam Sterilized White Pepper 630G/L	\$4.986	\$5.064	\$5.154



CASSIA (CINNAMON) GUARANTEE LEAD & METAL POWDER



ITEM	FOB	NOTE
CASSIA POWDER 2.5% VO	2.672	2.5% VO
CASSIA POWDER 3% VO	3.110	3% VO
CASSIA BROKEN MACHINE CLEANED 2.5% VO	2.572	2.5% VO
CASSIA BROKEN MACHINE CLEANED 3% VO	2.835	3% VO



CASSIA (CINNAMON) GUARANTEE COUMARIN

ITEM	FOB	NOTE
CASSIA POWDER 2.5% VO	2.516	2.5% VO
CASSIA POWDER 3% VO	2.910	3% VO
CASSIA BROKEN MACHINE CLEANED 2.5% VO	2.472	2.5% VO
CASSIA BROKEN MACHINE CLEANED 3% VO	2.735	3% VO



EU STANDARDS

CASSIA (CINNAMON)



NO	ITEM	FOB (USD/MT)	NOTE
1	WHOLE CASSIA;	\$3.764	>4% VO
2	CASSIA SPLIT;	\$3.279	>3.5% VO
3	CASSIA BROKEN CLEANED 2% VO;	\$2.065	>2% VO
4	CASSIA BROKEN CLEANED 2.5% VO;	\$2.372	>2.5% VO
5	CASSIA BROKEN CLEANED 3% VO;	\$2.635	>3% VO
6	CASSIA BROKEN CLEANED 3.5% VO;	\$2.854	>3.5% VO
7	CASSIA BROKEN CLEANED 4% VO;	\$3.161	>4% VO
8	CASSIA STICK CUT 6 - 10CM - ROLLED 90%;	\$5.424	>4% VO
9	CASSIA CIGARETTE LONG STICK	\$5.074	>4% VO
10	CASSIA POWDER 1 - 1.5% VO;	\$1.627	1-1.5% VO
11	CASSIA POWDER 2% VO;	\$2.197	2% VO
12	CASSIA POWDER 2.5% VO;	\$2.416	2.5% VO
13	CASSIA POWDER 3% VO;	\$2.810	3% VO
CASSIA (CINNAMON) STEAM STERILIZED			
14	CASSIA POWDER STEAM STERILIZED 2.5% VO;	\$3.413	2.5% VO
15	CASSIA POWDER STEAM STERILIZED 3% VO;	\$3.613	3% VO
16	CASSIA BROKEN STEAM STERILIZED 2.5% VO;	\$3.220	2.5% VO
17	CASSIA BROKEN STEAM STERILIZED 3% VO;	\$3.462	3% VO

STAR ANISE



NO	ITEM	FOB (USD/MT)	NOTE
18	STAR ANISE SPRING CROP	\$8.126	2.0cm, 80% up
19	STAR ANISE AUTUMN CROP;	\$9.222	2.5cm, 80% up
20	STAR ANISE SUNDRIED EU COMPLIANCE;	\$9.722	2.5cm, 80% up



TURMERIC



NO	ITEM	FOB (USD/MT)
16	TURMERIC FINGER;	\$1.506
17	POLISHED TURMERIC FINGER;	\$1.725
18	TURMERIC POWDER;	\$1.593
19	TURMERIC SLICE SUN DRIED;	\$1.462
20	WASHED TURMERIC SLICE SUN DRIED;	\$1.593
21	TURMERIC SLICE MACHINE DRIED;	\$1.593

GINGER



NO	ITEM	FOB (USD/MT)
22	GINGER POWDER	\$2.514
23	GINGER SLICED	\$2.294
24	POLISHED GINGER FINGER	\$2.514





PEPPER POWDER PESTICIDE GUARANTEE

ITEM	(USD/MT)
GROUND STEAM STERILIZED BLACK PEPPER	
- Half Cracked HTST black pepper;	\$4.459
- Granulate HTST black pepper;	\$4.376
- Coarse HTST black pepper 12 -> 14# ;	\$4.167
- Table HTST black pepper 18 -> 28# ;	\$4.131
- Fine HTST black pepper 30 -> 34# ;	\$4.095
- Ground HTST black pepper 40 -> 100# ;	\$3.842
GROUND STEAM STERILIZED WHITE PEPPER	
- Half Cracked HTST White Pepper;	\$6.184
- Granulate HTST white pepper;	\$6.067
- Coarse HTST white pepper 12 -> 14# ;	\$5.890
- Table HTST white pepper 18 -> 28# ;	\$5.839
- Fine HTST white pepper 30 -> 34# ;	\$5.787
- Ground HTST white pepper 40 -> 100# ;	\$5.634



Pepper's Market Report

MONTHLY - **NOV**
Week 50



THANK YOU!

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

Hien, Nguyen Vu

CEO

A: 43, Str. 17, An Phu Ward, Thu Duc City, Ho Chi Minh City, Vietnam

M: +84 902 222 295

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

PTEXIM CERTIFICATE



PTEXIM FACTORY



1. WHOLE SPICES FACTORY (Daklak Province, VN)



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



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

www.ptexim.com.vn