

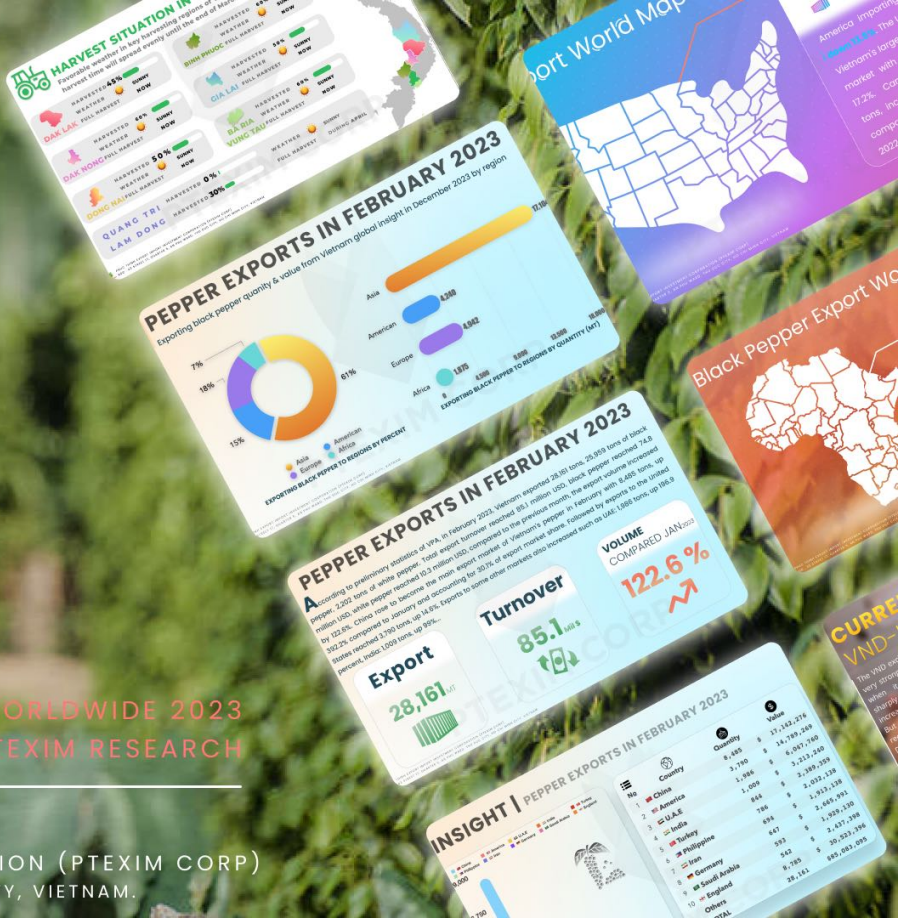


PTEXIM CORP

MONTHLY REPORT FEB 2023

A MONTHLY BLACK PEPPER'S MARKET REPORT WORLDWIDE 2023 BY PTEXIM RESEARCH

PHUC THINH EXPORT IMPORT INVESTMENT CORPORATION (PTEXIM CORP)
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PEPPER EXPORTS IN FEBRUARY 2023



According to preliminary statistics of VPA, in February 2023, Vietnam exported 28,161 tons, 25,959 tons of black pepper, 2,202 tons of white pepper. Total export turnover reached 85.1 million USD, black pepper reached 74.8 million USD, white pepper reached 10.3 million USD, compared to the previous month, the export volume increased by 122.6%. China rose to become the main export market of Vietnam's pepper in February with 8,485 tons, up 392.2% compared to January and accounting for 30.1% of export market share. Followed by exports to the United States reached 3,790 tons, up 14.6%. Exports to some other markets also increased such as UAE: 1,986 tons, up 196.9 percent, India: 1,009 tons, up 99%...

Export

28,161^{MT}



Turnover

85.1^{Mil \$}



VOLUME

COMPARED JAN²⁰²³

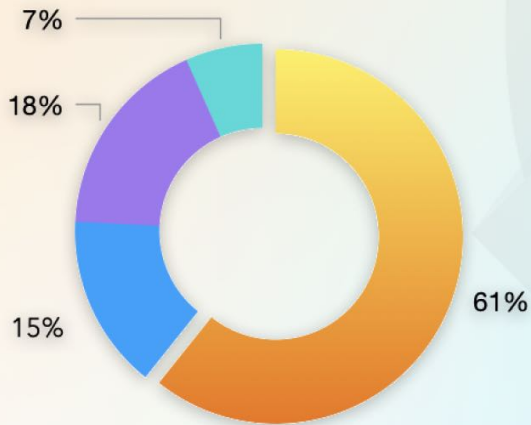
122.6 %



PEPPER EXPORTS IN FEBRUARY 2023

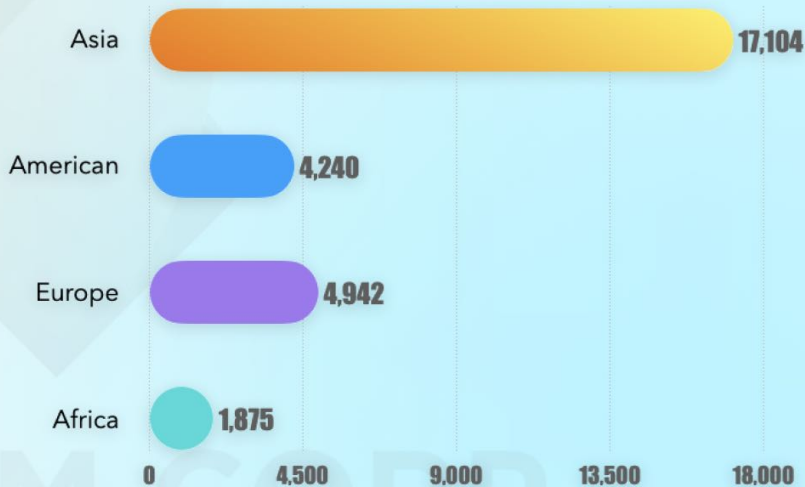


Exporting black pepper quantity & value from Vietnam global insight in December 2023 by region



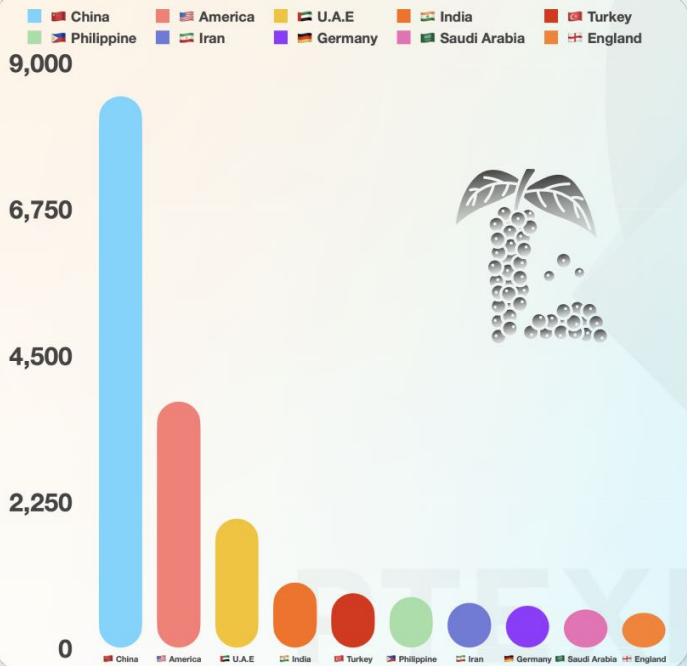
● Asia ● American
● Europe ● Africa

EXPORTING BLACK PEPPER TO REGIONS BY PERCENT



EXPORTING BLACK PEPPER TO REGIONS BY QUANTITY (MT)

INSIGHT | PEPPER EXPORTS IN FEBRUARY 2023

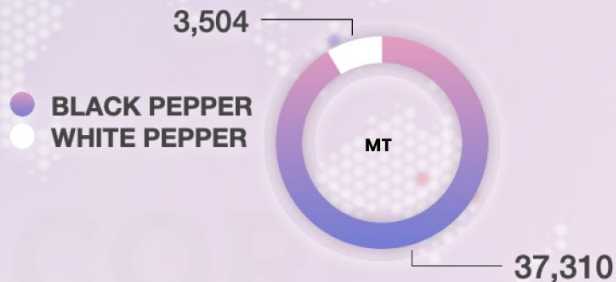


No	Country	Quantity	Value
1	China	8,485	\$ 17,142,276
2	America	3,790	\$ 14,789,269
3	U.A.E	1,986	\$ 6,047,760
4	India	1,009	\$ 3,213,240
5	Turkey	844	\$ 2,389,359
6	Philippine	786	\$ 2,032,138
7	Iran	694	\$ 1,913,138
8	Germany	647	\$ 2,665,991
9	Saudi Arabia	593	\$ 1,929,130
10	England	542	\$ 2,437,398
	Others	8,785	\$ 30,523,396
	TOTAL	28,161	\$85,083,095

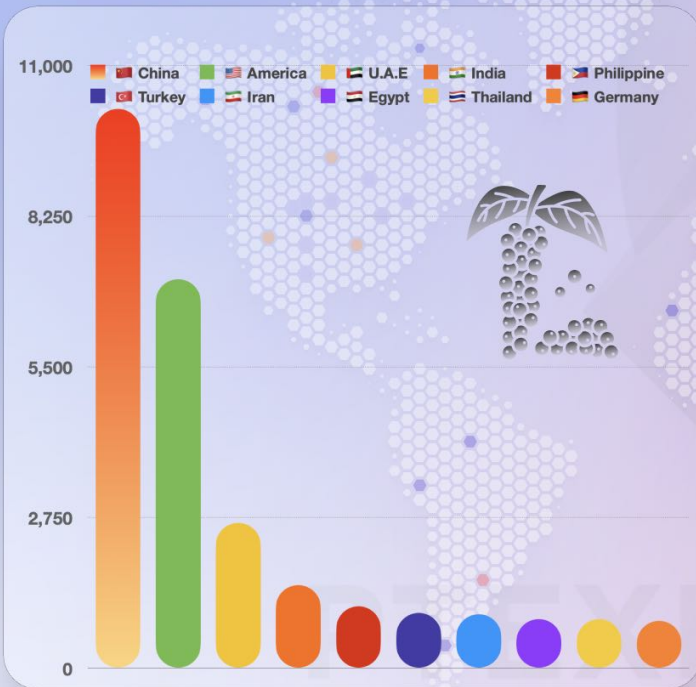
EXPORTING PEPPER FROM JAN TO FEB 2023



According to preliminary statistics of VPA, in the first 2 months of 2023, Vietnam exported 40,814 tons, of which black pepper reached 37,310 tons, white pepper reached 3,504 tons. Total export turnover reached 128.6 million USD, black pepper reached 111.8 million USD, white pepper reached 16.8 million USD. Compared to the same period in 2022, the export volume increased by 33%, equivalent to 10,138 tons, but the export turnover decreased by 9%, equivalent to 12.7 million USD.



INSIGHT PEPPER EXPORTS FROM JAN TO FEB 2023



No	Country	Quantity (MT)
1	China	10,209
2	America	7,097
3	U.A.E	2,655
4	India	1,516
5	Philippine	1,129
6	Turkey	1,010
7	Iran	985
8	Egypt	897
9	Thailand	896
10	Germany	864
	Others	13,556
	TOTAL	<u>40,814</u>

Export World Map Jan to Feb 2023



ASIA

 **22.618** MT

Asia is the leading region importing pepper from Vietnam with **22.618** tons, however, compared to the Jan to Feb previous year, exports **increased by 64.4%**.



TOP 10 ASIA COUNTRIES IMPORT PEPPER FROM VIETNAM JAN TO FEB 2023

Exports to  India: 1.516 tons, **down 17,2%**. However, there are also some markets with **increased** import volume such as:  China: 10.209 tons, **increased 760%**;  Thailand **increased 41,8%**,  UAE: 2.655 tons, **up 39,9%...**



China

10.209



U.A.E

2.655



India

1.516



Philippine

1.129



Iran

985



Thailand

896



Pakistan

826



Saudi Arabia

698



Japan

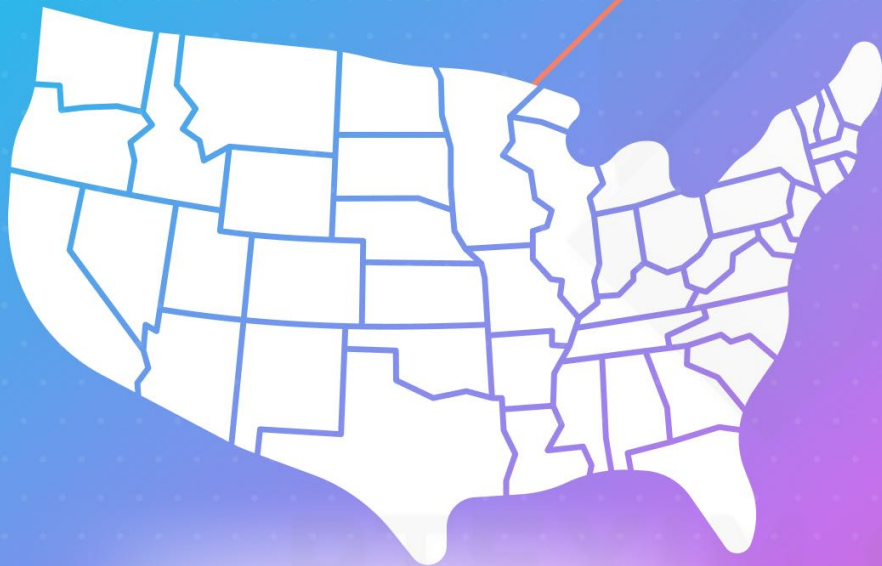
691



Bangladesh

535[·]MT

Export World Map Jan to Feb 2023



LATIN AMERICA

 **7.893** MT

America importing **7.893** tons, **down 13.5%**. The United States is Vietnam's largest pepper export market with 7.097 tons, down 17.2%. Canada imported 431 tons, increased 41.3%, all data compared with same period 2022.



TOP 5 US COUNTRIES IMPORT PEPPER FROM VIETNAM JAN TO FEB 2023



America

7.097*



Canada

431



Mexico

184



El Salvador

53



Venezuela

29 • MT

No	COUNTRY	First 2 Month 2022	First 2 Month 2023	CHANGE %
1	America	8,576	7,097	-17.2
2	Canada	305	431	41.3
3	Mexico	45	184	308.9
4	El Salvador	27	53	96.3
5	Venezuela		29	100
	Others	177	99	
	TOTAL	9,130	7,893	

Export World Map Jan to Feb 2023



EUROPEAN

 **7.313** MT

Europe: **7.313** tons, **up 11,7%** ↑
Turkey: 1.010 tons, up 525%;
Netherlands: 669 tons, down 33.6%... Beside, Germany imported 864 tons, **down 46,5%**, Ireland imported 756 tons, up 40,3 %



TOP 10 EU COUNTRIES IMPORT PEPPER FROM VIETNAM JAN TO FEB 2023



Turkey

1.010



Germany

864



England

824



Ireland

756



Netherlands

669



Russia

488



Poland

485



France

442



Spain

360



Israel

352^{MT}

Export World Map Jan to Feb 2023



AFRICA

 **2.990** MT

Africa: **2.990** tons, up
↑140%, Egypt up 261.7%;
Senegal up 1,240.70%...



TOP 5 AFRICA COUNTRIES IMPORT PEPPER FROM VIETNAM JAN TO FEB 2023



Egypt

897*



Senegal

724



Algeria

473



South Africa

231



Mauritania

112 • MT

No	COUNTRY	First 2 Month 2022	First 2 Month 2023	CHANGE %
1	Egypt	248	897	261.7
2	Senegal	54	724	1,240.7
3	Algeria	127	473	272.4
4	South Africa	310	231	-25.5
5	Mauritania	56	112	100
	Others	449	553	
	TOTAL	1,244	2,990	

PEPPER IMPORTING

IN FEBRUARY 2023

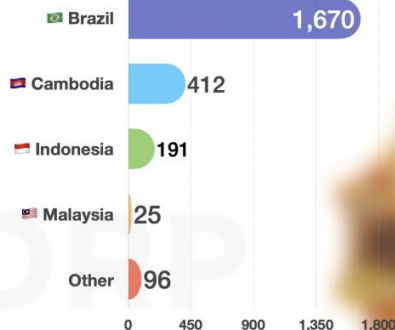
According to VPA, in February 2023, Vietnam imported 2,394 tons, of which black pepper reached 2,282 tons, white pepper reached 112 tons, total import turnover reached 7.3 million USD. Compared to the previous month, the import volume increased by 42.2%. 🇧🇷 Brazil is the main supplier of pepper to Vietnam with 1,670 tons, accounting for 69.8%, followed by 🇰🇲 Cambodia and 🇮🇩 Indonesia.



2.394^{MT}

Import Black Pepper

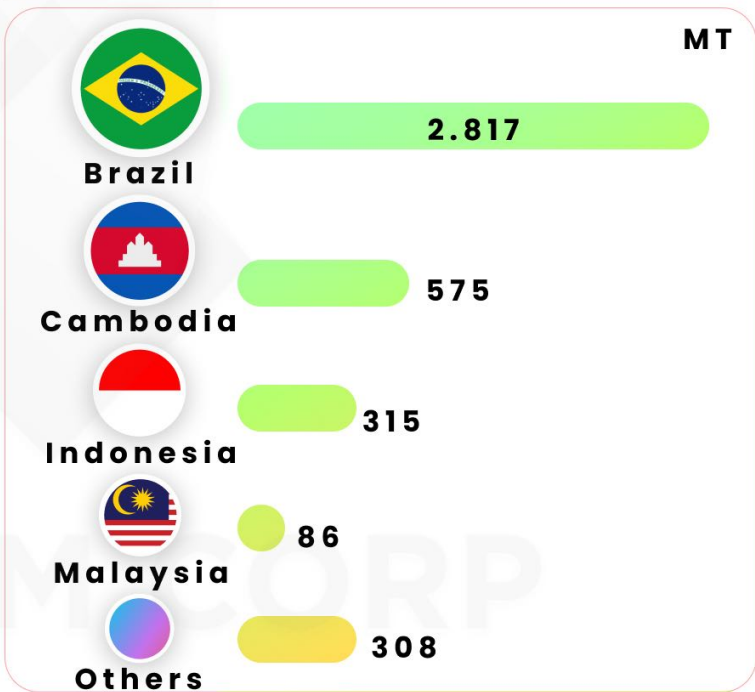
IMPORT VOLUME CHART BY COUNTRY



PEPPER IMPORTING IN FIRST 2 MONTHS 2023



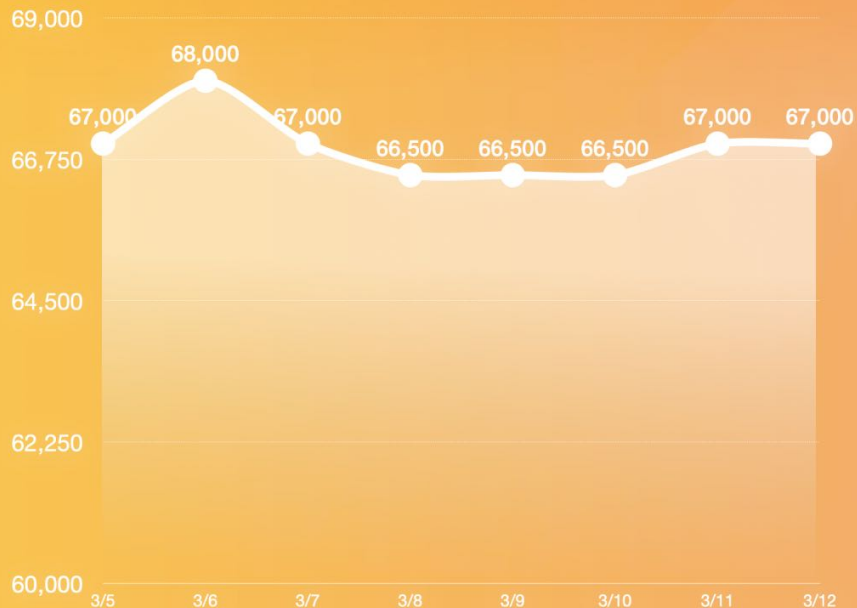
Progressively from the beginning of the year to the end of February 2023, Vietnam imported 4,101 tons, of which black pepper reached 3,891 tons, white pepper reached 210 tons, compared to the same period last year, the import volume decreased by 14.0%, equivalent to 670 tons.



BLACK PEPPER PRICE WEEK 10

Sideways Market

unchanged



- Last week, pepper price almost

unchanged

- Slowing demand in main markets such as China, USA, EU while Vietnam is picking the main crop, has made the market less volatile in price last week.



FROM JAN 2023 - 12TH FEB 2023

VIETNAM BLACK PEPPER PRICE CHART

Pepper price has had an impressive increase in 2023 with an increase from 61,000vnd from January 1, 2023 to 66,500vnd until March 12, 2023, corresponding to an **increase of 9%** in recent times.

The rising demand from the  Chinese market after 3 years is also a major reason for the sharp increase in pepper prices in the first quarter this year.





HARVEST SITUATION IN VIETNAM

Favorable weather in key harvesting regions of Vietnam. The main harvest time will spread evenly until the end of March.



DAK LAK

HARVESTED **45%**

WEATHER



SUNNY

FULL HARVEST

NOW



BINH PHUOC

HARVESTED **60%**

WEATHER



SUNNY

FULL HARVEST

NOW



DAK NONG

HARVESTED **60%**

WEATHER



SUNNY

FULL HARVEST

NOW



GIA LAI

HARVESTED **50%**

WEATHER



SUNNY

FULL HARVEST

NOW



DONG NAI

HARVESTED **50%**

WEATHER



SUNNY

FULL HARVEST

NOW



BA RIA

HARVESTED **60%**

WEATHER



SUNNY

VUNG TAU

WEATHER



SUNNY

FULL HARVEST

DURING APRIL

QUANG TRI

HARVESTED **0%**

LAM DONG

HARVESTED **30%**



HARVEST SITUATION IN VIETNAM



VND/USD

Exchange rate of VND against USD



Economists were also quick to share their views. Goldman Sachs predicts a range of 0.25% to 5.5% - 5.75%, 1 percentage point above the central bank's current target. And Citigroup predicts a correction in the upcoming meeting of 0.5% and the same forecast with Goldman about the maximum interest rate (terminal rate).

Source; Bloomberg

This will most likely affect the upcoming VND exchange rate as the USD has continuously appreciated against other currencies in the past week.

Updated on TradingView.com, Mar 12, 2023 00:26 UTC-8

MESE DONG, 1W, ICE 23660 -50 (-0.21%)





QUICK ASSESSMENT OF MAJOR IMPORT MARKETS



INDIA

Indian pepper prices **fell** this week.



INDONESIA

Indonesia's domestic and export pepper prices were **stable** this week as inventories of some exporters were traded.



MALAYSIA

Malaysian domestic black pepper prices continued their **downward trend** from last week as the Malaysian Ringgit fell 1% against the USD (4.48 MYR/USD). Meanwhile, prices of other grades were stable.



SRI LANKA

After 3 weeks of calm, local pepper prices in Sri Lanka increased this week, possibly due to the Sri Lankan up 2% against the USD (LKR 356.48/USD).



BRAZIL

Price almost unchanged and market **stable**.



CASSIA



EU STANDARDS

22

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

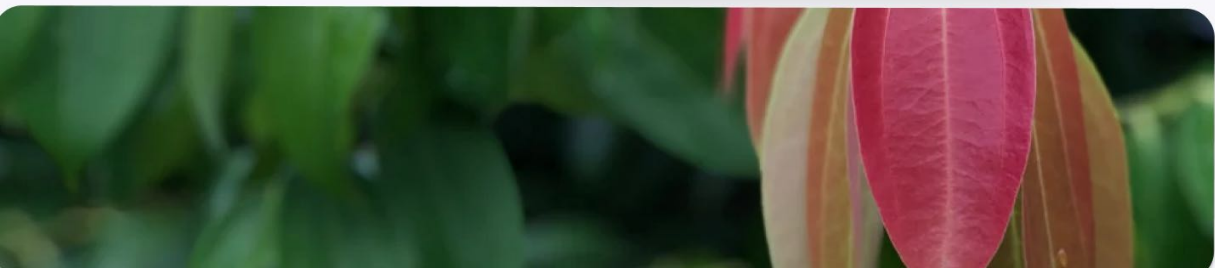
CONTENT



2ppm

LEAD

CONTENT





STAR ANISE

We can offer Star anise 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

Crop starting and 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	\$1.146	\$1.271	\$1.271
2	PINHEAD 1.5MM - 2MM CLEANED	\$1.446	\$1.571	\$1.571
3	PINHEAD 2MM - 2.5MM CLEANED	\$1.754	\$1.879	\$1.879
4	PINHEAD SUPERIOR QUALITY	\$2.106	\$2.231	\$2.231
5	LIGHT BERRIES TO EXTRA OIL (6-7% PIPERINE)	Please Contact	Please Contact	Please Contact

WHOLE PEPPER

6	VBP 500 G/L FAQ	\$3.018	\$3.089	\$3.118
7	VBP 550 G/L FAQ	\$3.222	\$3.294	\$3.322
8	VBP 500 G/L Double Spiral Cleaned	\$3.296	\$3.367	\$3.396
9	VBP 550 G/L Double Spiral Cleaned	\$3.354	\$3.426	\$3.454
10	VBP 570 G/L Double ASTA	\$3.413	\$3.484	\$3.513
11	VBP 5MM Jumbo Size	\$3.515	\$3.586	\$3.615
12	White PEPPER 630 G/L DW	\$4.874	\$4.945	\$4.974
13	White PEPPER 630 G/L ASTA	\$4.918	\$4.989	\$5.018





STEAM STERILIZED PEPPER

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
STEAM STERILIZED PINHEAD PEPPER				
1	Steam Sterilized Pinhead < 1MM	\$1.596	\$1.721	\$1.721
2	Steam Sterilized Pinhead 1.5MM - 2MM	\$1.896	\$2.021	\$2.021
3	Steam Sterilized Pinhead 2MM - 2.5MM	\$2.204	\$2.329	\$2.329
4	Steam Sterilized Pinhead Super Quality	\$2.556	\$2.681	\$2.681

STEAM STERILIZED LIGHT BERRIES PEPPER

5	Steam Sterilized Black Pepper 250 G/L	\$3.195	\$3.320	\$3.314
6	Steam Sterilized Black Pepper 300 G/L	\$3.242	\$3.367	\$3.361
7	Steam Sterilized Black Pepper 350 G/L	\$3.288	\$3.413	\$3.407





STEAM STERILIZED PEPPER

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
STEAM STERILIZED PEPPER				
8	Steam Sterilized Pepper 500G/L	\$3.511	\$3.582	\$3.611
9	Steam Sterilized Pepper 550G/L	\$3.630	\$3.701	\$3.730
10	Steam Sterilized Pepper 570G/L	\$3.689	\$3.761	\$3.789
11	Steam Sterilized Pepper 5MM	\$3.766	\$3.838	\$3.866
12	Steam Sterilized White Pepper 630G/L	\$5.279	\$5.351	\$5.379
STEAM STERILIZED PEPPER - EU COMPLIANCE				
13	Steam Sterilized Pepper 500G/L	\$3.691	\$3.762	\$3.791
14	Steam Sterilized Pepper 550G/L	\$3.810	\$3.881	\$3.910
15	Steam Sterilized Pepper 570G/L	\$3.869	\$3.941	\$3.969
16	Steam Sterilized Pepper 5MM	\$3.946	\$4.018	\$4.046
17	Steam Sterilized White Pepper 630G/L	\$5.459	\$5.531	\$5.559



CASSIA (CINNAMON) GUARANTEE LEAD & METAL POWDER



ITEM	FOB	NOTE
CASSIA POWDER 2.5% VO	2.701	2.5% VO
CASSIA POWDER 3% VO	3.145	3% VO
CASSIA BROKEN MACHINE CLEANED 2.5% VO	2.601	2.5% VO
CASSIA BROKEN MACHINE CLEANED 3% VO	2.868	3% VO



10 ppm ↓

METAL POWDER



CASSIA (CINNAMON) GUARANTEE COUMARIN

ITEM	FOB	NOTE
CASSIA POWDER 2.5% VO	2.546	2.5% VO
CASSIA POWDER 3% VO	2.945	3% VO
CASSIA BROKEN MACHINE CLEANED 2.5% VO	2.501	2.5% VO
CASSIA BROKEN MACHINE CLEANED 3% VO	2.768	3% VO



2 ppm LEAD CONTENT



3000 ppm COUMARIN CONTENT



EU STANDARDS

CASSIA (CINNAMON)



NO	ITEM	FOB (USD/MT)	NOTE
1	WHOLE CASSIA;	\$3.809	>4% VO
2	CASSIA SPLIT;	\$3.320	>3.5% VO
3	CASSIA BROKEN MACHINE CLEANED 2% VO;	\$2.091	>2% VO
4	CASSIA BROKEN MACHINE CLEANED 2.5% VO;	\$2.401	>2.5% VO
5	CASSIA BROKEN MACHINE CLEANED 3% VO;	\$2.668	>3% VO
6	CASSIA BROKEN MACHINE CLEANED 3.5% VO;	\$2.890	>3.5% VO
7	CASSIA BROKEN MACHINE CLEANED 4% VO;	\$3.200	>4% VO
8	CASSIA STICK ROLLED 90%;	\$5.759	>4% VO
9	CASSIA LONG STICK	\$5.315	>4% VO
10	CASSIA POWDER 1 - 1.5% VO;	\$1.647	1-1.5% VO
11	CASSIA POWDER 2% VO;	\$2.224	2% VO
12	CASSIA POWDER 2.5% VO;	\$2.446	2.5% VO
13	CASSIA POWDER 3% VO;	\$2.845	3% VO
CASSIA (CINNAMON) STEAM STERILIZED			
14	CASSIA POWDER STEAM STERILIZED 2.5% VO;	\$3.452	2.5% VO
15	CASSIA POWDER STEAM STERILIZED 3% VO;	\$3.652	3% VO
16	CASSIA BROKEN STEAM STERILIZED 2.5% VO;	\$3.256	2.5% VO
17	CASSIA BROKEN STEAM STERILIZED 3% VO;	\$3.501	3% VO



STAR ANISE



NO	ITEM	FOB (USD/MT)	NOTE
18	STAR ANISE SPRING CROP	\$8.228	2.0cm, 80% up
19	STAR ANISE AUTUMN CROP;	\$9.338	2.5cm, 80% up
20	STAR ANISE SUNDRIED EU COMPLIANCE;	\$9.838	2.5cm, 80% up



TURMERIC



NO	ITEM	FOB (USD/MT)
16	TURMERIC FINGER;	\$1.435
17	POLISHED TURMERIC FINGER;	\$1.701
18	TURMERIC POWDER;	\$1.612
19	TURMERIC SLICE SUN DRIED;	\$1.346
20	WASHED TURMERIC SLICE SUN DRIED;	\$1.612
21	TURMERIC SLICE MACHINE DRIED;	\$1.612

GINGER



NO	ITEM	FOB (USD/MT)
22	GINGER POWDER	\$2.545
23	GINGER SLICED	\$2.323
24	POLISHED GINGER FINGER	\$2.545





IPEPPER POWDER PESTICIDE GUARANTEE

ITEM	(USD/MT)
GROUND STEAM STERILIZED BLACK PEPPER	
- Half Cracked HTST black pepper;	\$4.835
- Granulate HTST black pepper;	\$4.745
- Coarse HTST black pepper 12 -> 14# ;	\$4.519
- Table HTST black pepper 18 -> 28# ;	\$4.479
- Fine HTST black pepper 30 -> 34# ;	\$4.440
- Ground HTST black pepper 40 -> 100# ;	\$4.165
GROUND STEAM STERILIZED WHITE PEPPER	
- Half Cracked HTST White Pepper;	\$6.836
- Granulate HTST white pepper;	\$6.706
- Coarse HTST white pepper 12 -> 14# ;	\$6.511
- Table HTST white pepper 18 -> 28# ;	\$6.454
- Fine HTST white pepper 30 -> 34# ;	\$6.397
- Ground HTST white pepper 40 -> 100# ;	\$6.228



ORGANIC STEAM STERILIZED PEPPER

NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
1	Steam Sterilized Pepper 550G/L	\$5.808	\$5.879	\$5.908
2	Steam Sterilized Pepper 570G/L	\$5.903	\$5.974	\$6.003
3	Steam Sterilized White Pepper 630G/L	\$8.447	\$8.518	\$8.547



Pepper's Market Report

MONTHLY - FEB

Week 10



THANK YOU!



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

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