



Monthly Report

OCTOBER

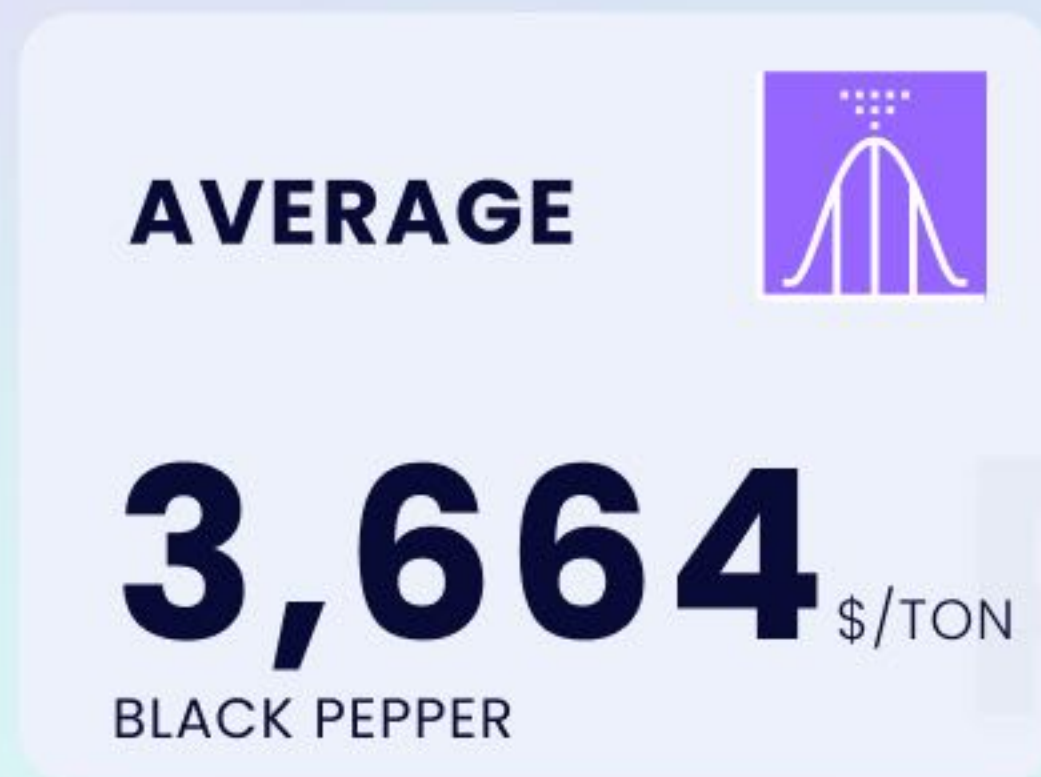
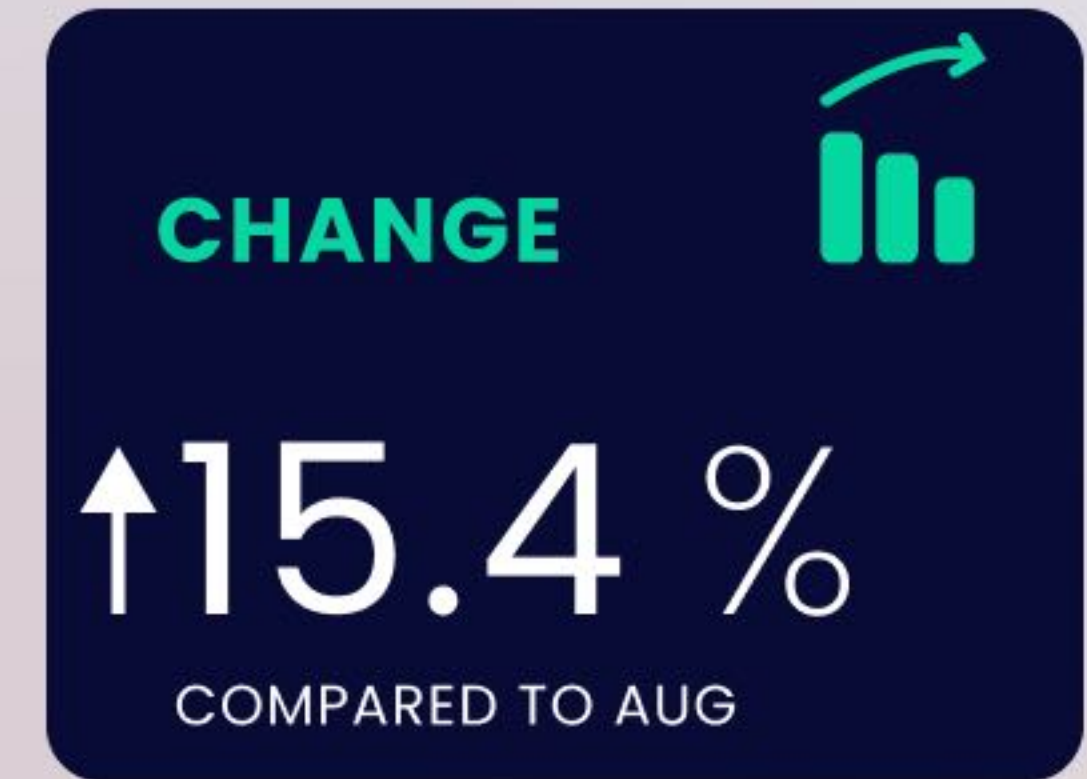
2023

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

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

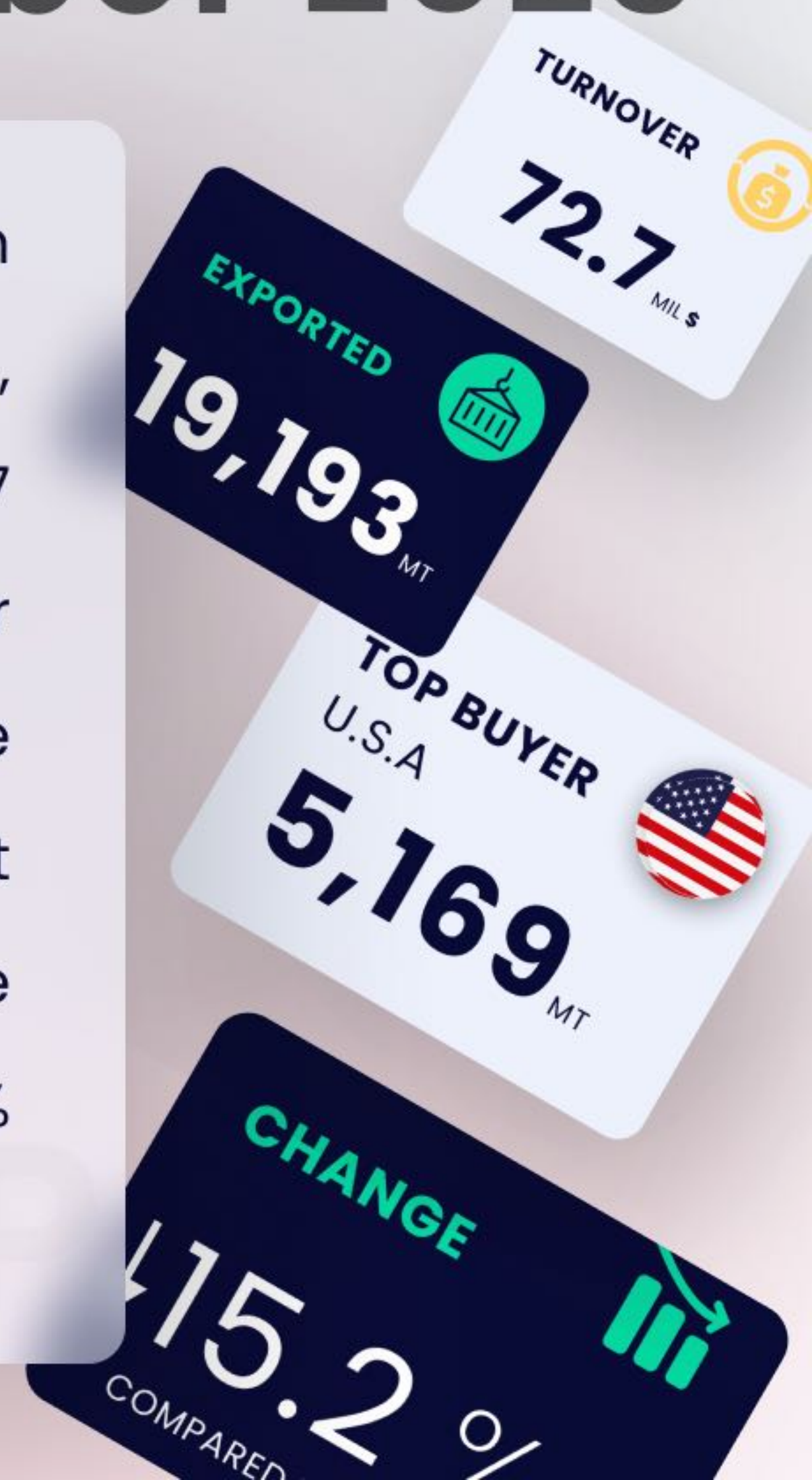


Pepper Exports Insight | October 2023



Pepper Exports Insight | October 2023

According to VPA's preliminary statistics, in October 2023, Vietnam exported 19,193 tons of pepper, black pepper reached 17,096 tons, white pepper reached 2,097 tons. Total export turnover reached 72.7 million USD, black pepper reached 61.9 million USD, white pepper reached 10.8 million USD, compared to September, export volume increased by 15.4%, turnover increased by 17.3%. The average export price of black pepper in the month reached 3,664 USD/ton, white pepper reached 5,211 USD/ton, down 0.7% for black pepper and up 1.1% for coated pepper compared to September.

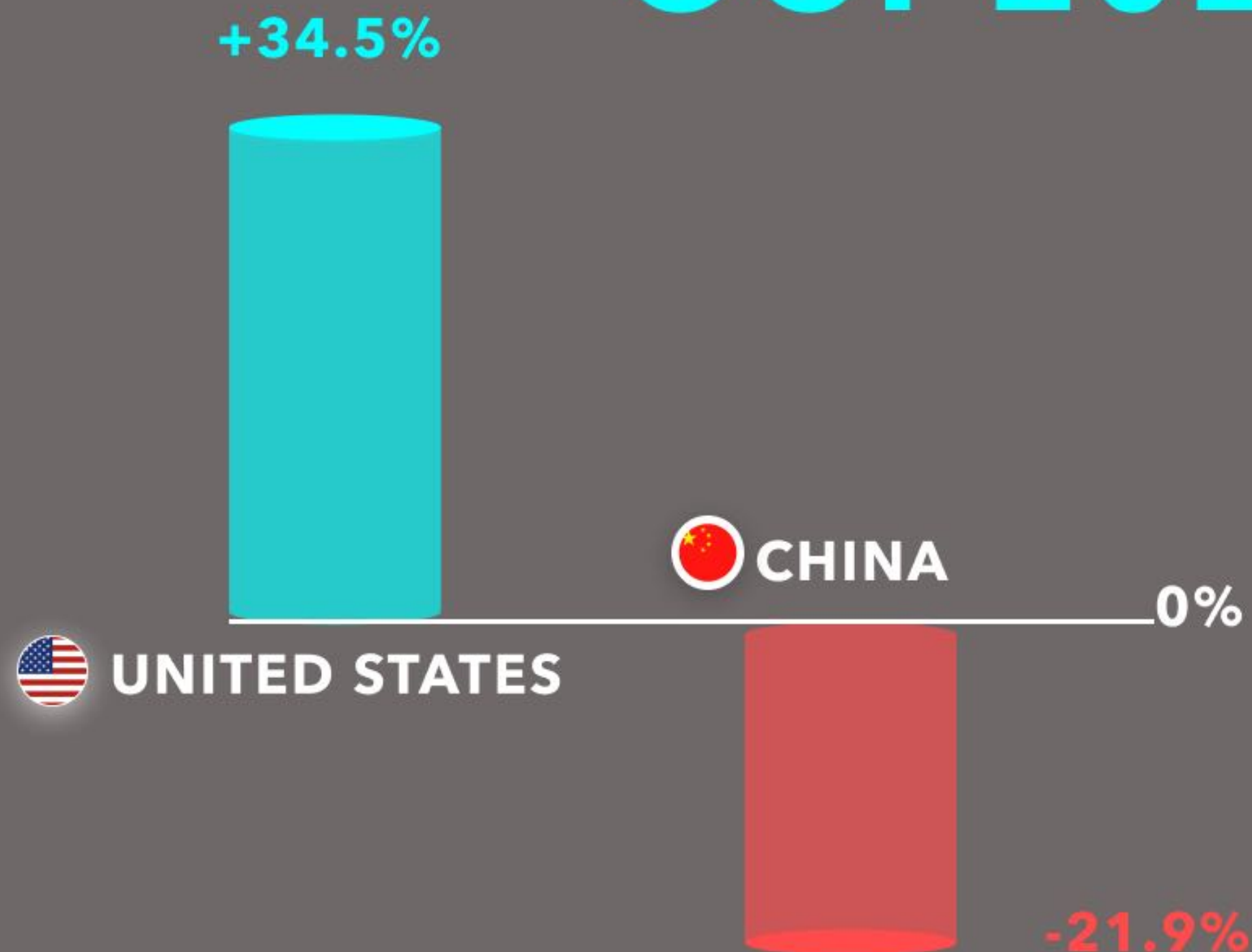


Pepper Exports Insight | Oct 2023

The US market in October accounted for 26.9% of Vietnam Pepper's exports reaching 5,169 tons and increased 34.5% compared to the previous month. Next, exports to China decreased by 21.9% to 1,738 tons, India increased by 31% to 1,300 tons...

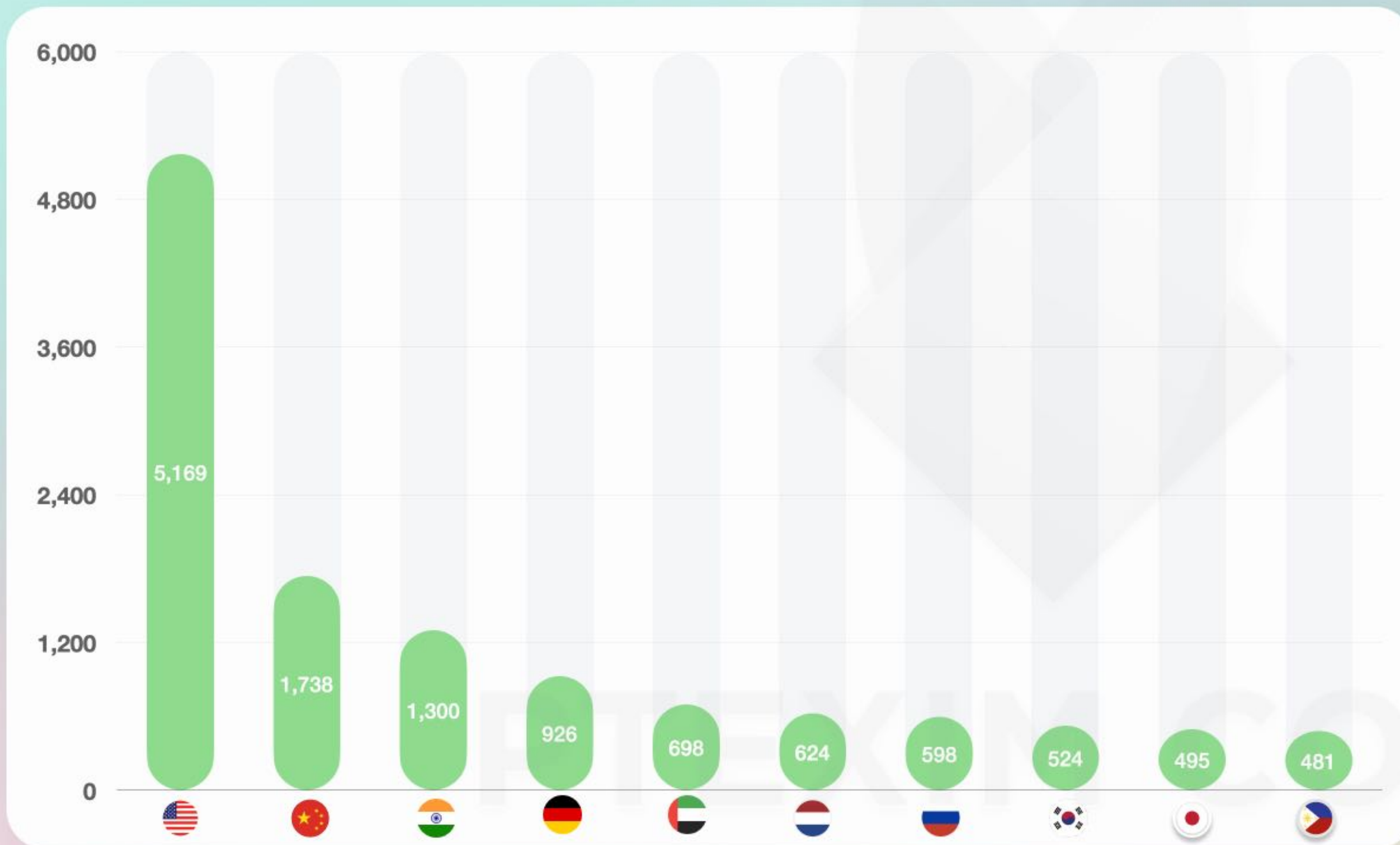


TOP IMPORTER OCT 2023



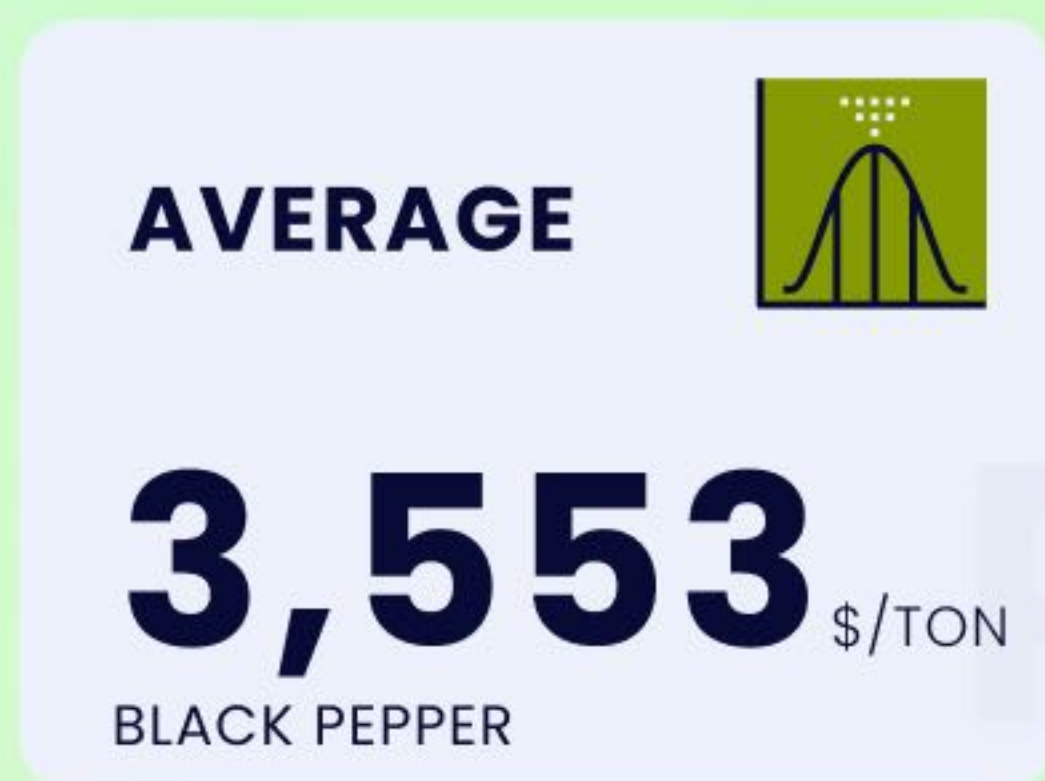
compared to September

Pepper Exports Insight | OCT 2023



No	Country	Value (\$)	Quantity (Mt)
1	America	20,567,029	5,169
2	China	5,665,287	1,738
3	India	5,467,889	1,300
4	Germany	4,056,181	926
5	U.A.E	2,377,030	698
6	Netherlands	2,832,068	624
7	Russia	2,081,522	598
8	Korea	1,978,845	524
9	Japan	1,714,184	495
10	Philippine	1,401,658	481
	Others	24,573,583	6,640
	TOTAL	\$72,715,276	19,193

Pepper Exports Insight | Jan - Oct 2023



Pepper Exports Insight | Jan – Oct 2023

End of October 2023, Vietnam exported 223,578 tons of pepper, of which black pepper reached 200,571 tons, white pepper reached 23,007 tons. Total export turnover reached 750.8 million USD, black pepper reached 640.2 million USD, white pepper reached 110.6 million USD. Compared to the same period last year, export volume increased by 14.6%, but export turnover decreased by 11.7%. The average export price of black pepper in 10 months reached 3,553 USD/ton, white pepper reached 5,082 USD/ton. Compared to the same period last year, black pepper export price decreased by 17.6% for black pepper and 15.6% for white pepper.



Pepper Exports Insight | Jan - Oct 2023

US | 47,680 MT

The United States is Vietnam's second largest pepper export market reaching 42,600 tons, accounting for 19.1% and down 6.3% over the same period. The main white pepper consuming markets include: United States: 3,086 tons, Germany: 2,816 tons, China: 2,701 tons, Netherlands: 2,138 tons and Thailand: 1,842 tons are the main white pepper consuming countries.

EU | 42,485 MT

The European region accounted for 19.0% of the export market share and decreased by 4.8% over the same period, of which Germany decreased by 7.4% to 7,754 tons, the Netherlands decreased by 4.7% to 6,582 tons, and Russia decreased by 8.1% reaching 4,662 tons, UK decreased by 8.1% reaching 4,077 tons. The two markets Türkiye and France recorded a sharp increase in exports of 69.7% and 31.1%, reaching 3,900 tons and 3,097 tons, respectively.

AFRICA | 11,195 MT

Exports to Africa increased by 9.9%, of which Egypt increased by 30.1% to reach 3,687 tons, South Africa increased by 10.5% to reach 1,957 tons and Senegal increased by 35.6% to reach 1,863 tons.

ASIA | 122,218 MT

China is still Vietnam's largest pepper export market reaching 57,723 tons, accounting for 25.8% market share and increasing 265.3% over the same period, however, China's import volume in recent months is decreasing trend after purchasing enough goods from the first 2 quarters of the year. Exports to India reached 10,538 tons, down 8.5%; UAE reached 10,025 tons, down 29.8%. Exports to Korea, Japan, and Pakistan also decreased while exports to the Philippines, Thailand, Iran, and Saudi Arabia increased over the same period.

Pepper Exports Insight | Jan - Oct 2023



No	Country	Quantity (Mt)
1	China	57,723
2	America	42,600
3	India	10,538
4	United Arab	10,025
5	Germany	7,754
6	Netherlands	6,582
7	Philippine	6,501
8	Russia	4,662
9	Korea	4,357
10	Thailand	4,309
	Others	68,527
	TOTAL	223,578

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



China

57,723



India

10,538



U.A.E

10,025



Philippine

6,501



Korea

4,357



Thailand

4,309



Iran

4,082



Japan

3,497



Pakistan

3,415



Saudi Arabia

3,091[•] MT





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



America

42,600*



Canada

2,752



Mexico

989



Guatemala

219



Jamaica

192[·] MT

No	COUNTRY	First 10 Month 2022	First 10 Month 2023	CHANGE %
1	America	45,483	42,600	-6.3
2	Canada	2,784	2,752	-1.1
3	Mexico	379	989	160.9
4	Guatemala	142	219	54.2
5	Jamaica	101	192	90.1
	Others	1,029	928	
	TOTAL	49,918	47,680	-4.5



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



Germany

7,754



Netherlands

6,582



Russia

4,662



England

4,077



Turkey

3,900



France

3,097



Poland

2,246



Spain

2,245



Greece

1,171



Ireland

1,140^{• MT}



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



Egypt

3,687*



South Africa

1,957



Senegal

1,863



Algeria

938



Libyan

409* MT

No	COUNTRY	First 10 Month 2022	First 10 Month 2023	CHANGE %
1	Egypt	2,834	3,687	30.1
2	South Africa	1,771	1,957	10.5
3	Senegal	1,374	1,863	35.6
4	Algeria	1,220	938	-23.1
5	Libyan	86	409	375.6
	Others	2,901	2,341	
	TOTAL	10,186	11,195	9.9



PEPPER IMPORTING

IN OCTOBER 2023

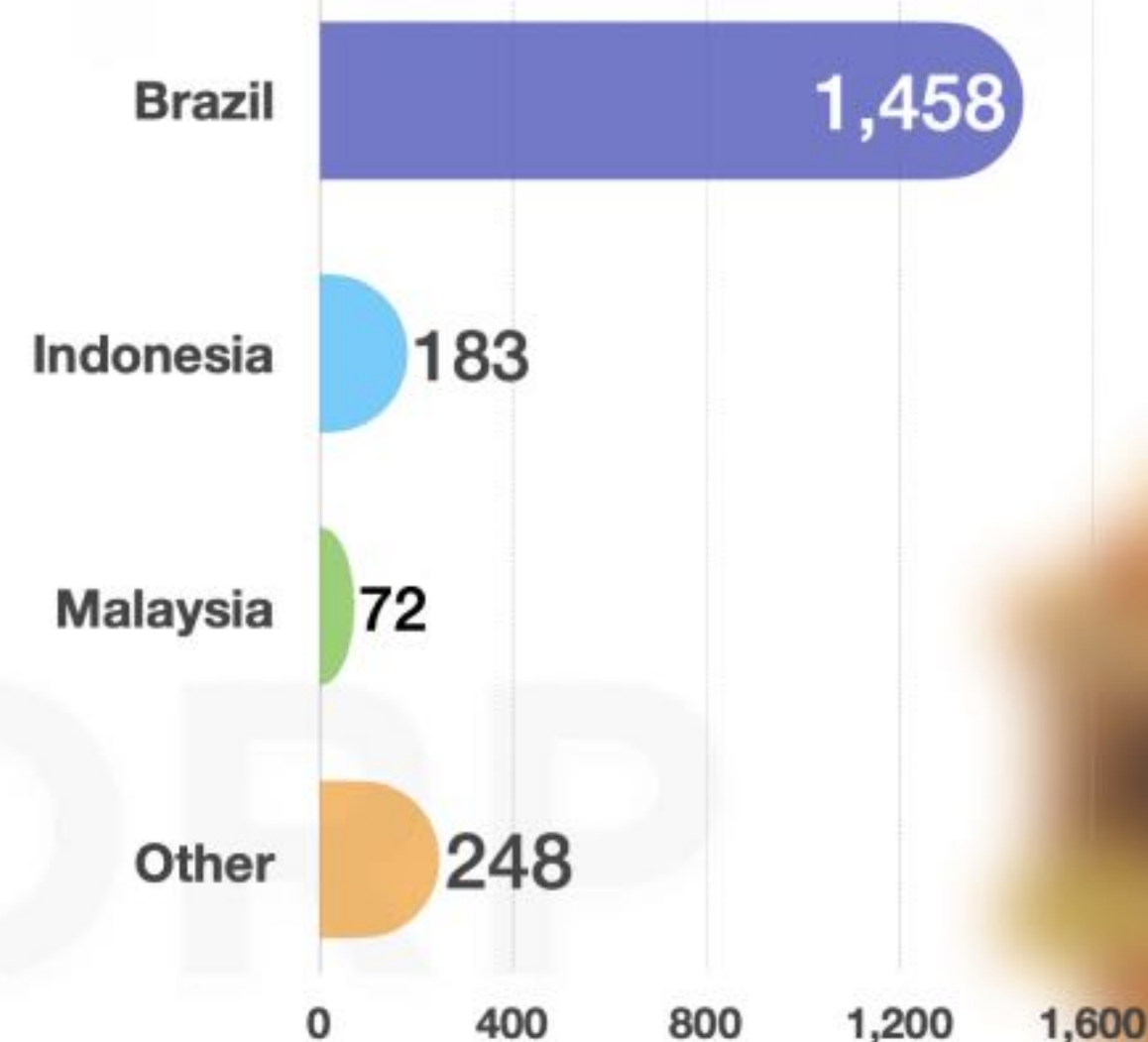
Preliminary statistics of VPA, in October 2023, Vietnam imported 1,961 tons, of which black pepper reached 1,852 tons, white pepper reached 109 tons, total import turnover reached 6.7 million USD. Compared to the previous month, Imports increased by 28.3%. Imports from Brazil accounted for 74.3%, reaching 1,458 tons, an increase of 59.2%, while imports from Indonesia decreased by 50.4% to 183 tons.



1,961 MT

Import Black Pepper

IMPORT VOLUME CHART BY COUNTRY



PEPPER IMPORTING

IN FIRST 10 MONTHS 2023



As of October 31, 2023, Vietnam imported 22,502 tons of pepper, of which black pepper reached 21,084 tons, white pepper reached 1,418 tons, compared to the same period in 2022, the import volume decreased by 29.2%. Imports from Brazil accounted for 62.1% and increased 51.4% over the same period to 13,975 tons, while imports from Cambodia decreased 73.5% to 3,403 tons and from Indonesia decreased 46.6% to 2,880 tons.



Brazil

13.975



Cambodia

3.403



Indonesia

2.880



Malaysia

462



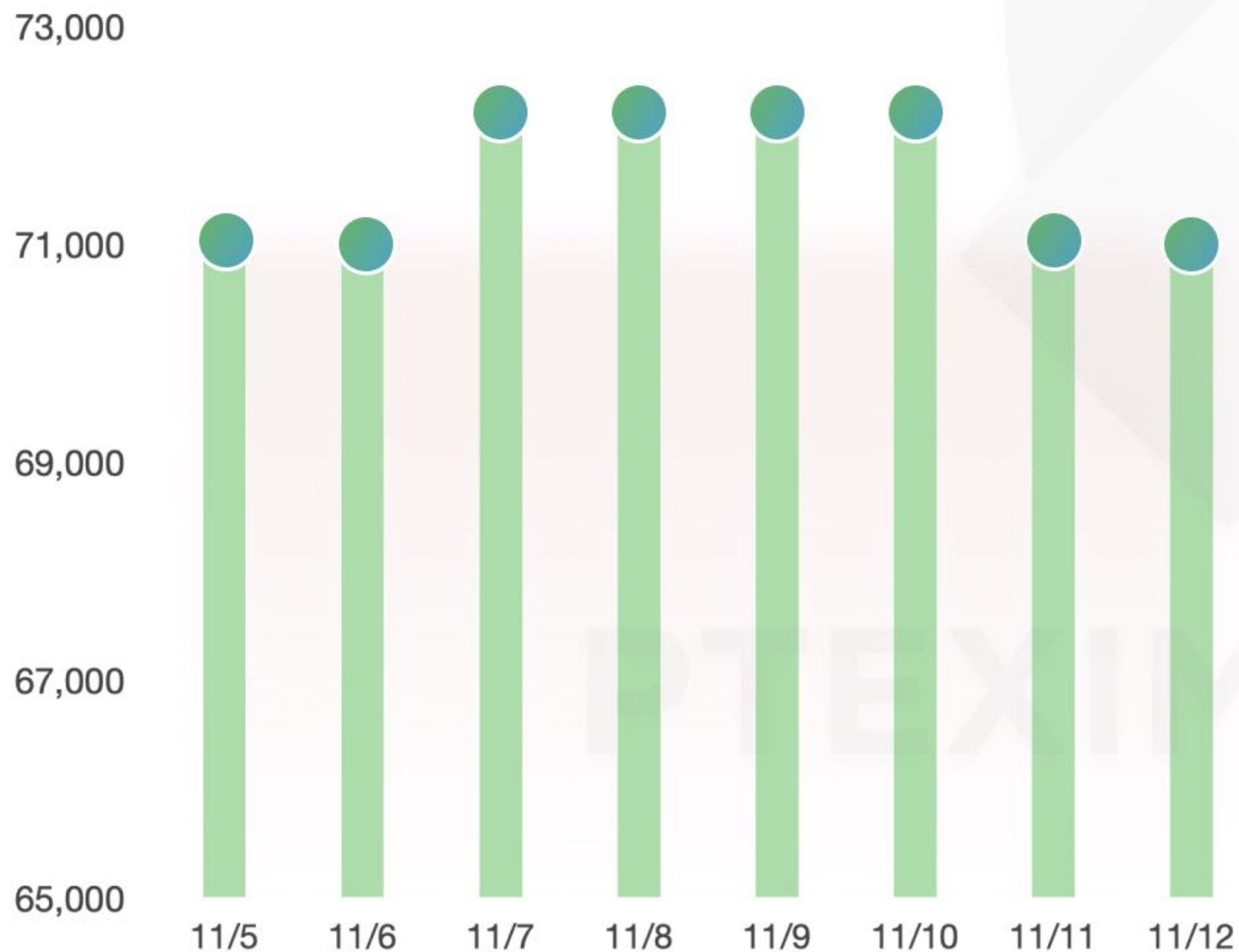
Other

1.924

MT

BLACK PEPPER PRICE WEEK 45

Stable



- The price of black pepper increased at the beginning of last week due to demand from the 🇨🇳 Chinese market. Additionally, some domestic agents purchased to replenish previous orders. However, the price decreased and by the end of the week, it remained almost unchanged in week 45.
- Demand has improved from various markets such as the US, EU, and Asia.

FROM JAN 2023 - 12TH NOV 2023

VIETNAM BLACK PEPPER PRICE CHART

i Pepper price has increased from 61,000vnd from January 1, 2023 to 71,000vnd on November 12, 2023, corresponding to an **increase of 16.4%.**



VND/KG

1/1/23 1/13/23 1/25/23 2/6/23 2/16/23 2/21/23 3/1/23 3/13/23 3/25/23 4/6/23 4/18/23 4/30/23 5/12/23 5/24/23 6/5/23 6/17/23 6/29/23 7/11/23 7/23/23 8/4/23 8/16/23 8/28/23 9/9/23 9/21/23 10/3/23 10/15/23 10/27/23 11/8/23

JAN

12TH NOV

VND/USD

Exchange rate of VND against USD

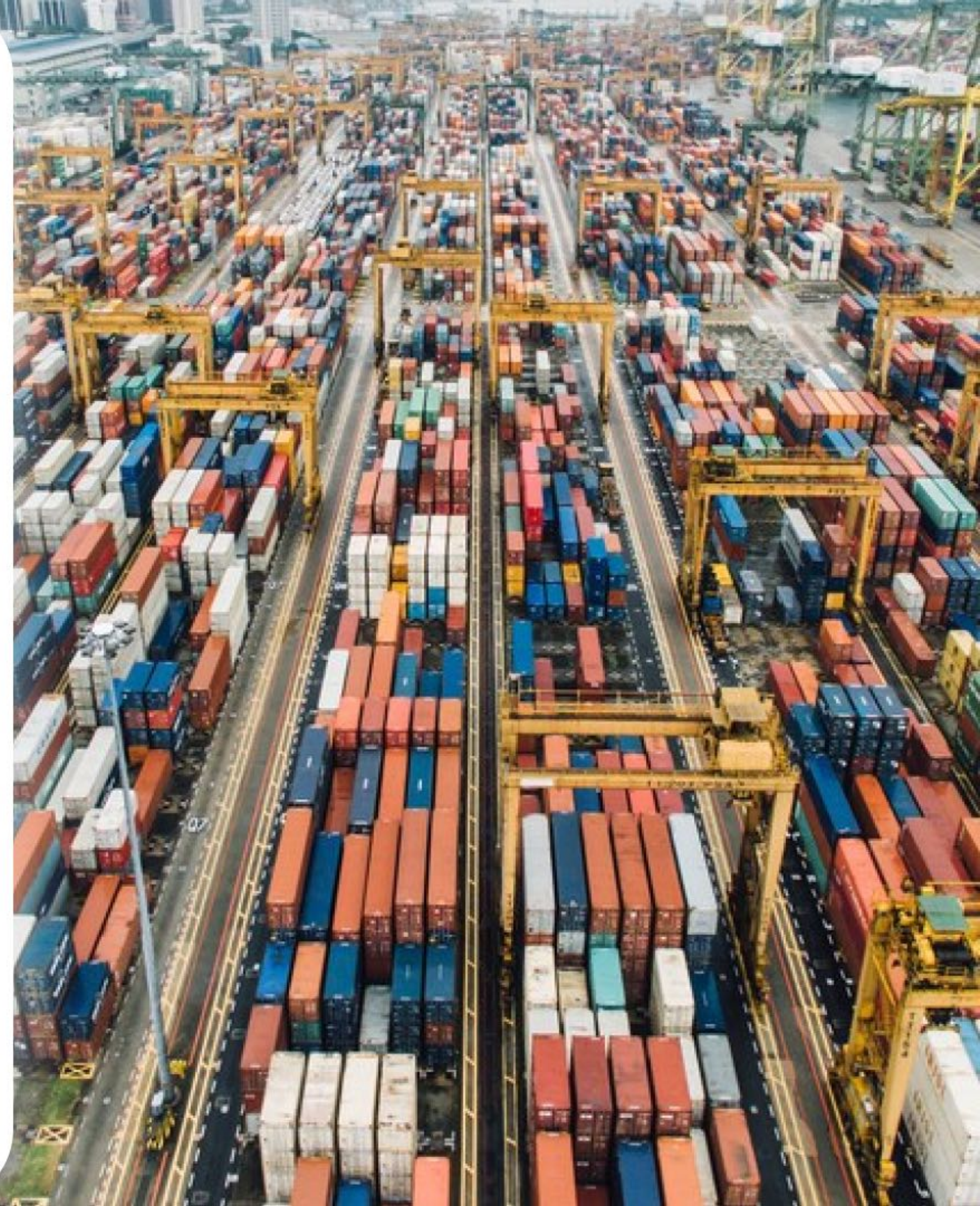
- Recently, the US Department of Treasury released its annual report “Macroeconomic and Foreign Exchange Policies of Major Trading Partners of the United States” for the assessment period of four quarters ending in June 2023.
- Specifically, the US Department of Treasury identified Vietnam, China, Germany, Malaysia, Singapore, and Taiwan as countries and territories included in the currency manipulation watchlist. On the other hand, Switzerland and South Korea have been removed from the monitoring list.
- Therefore, it is likely that the exchange rate of the Vietnamese dong (VND) will remain stable and not experience significant fluctuations in the upcoming 1-2 quarters.





OCEAN FREIGHT

- Ex-Asia ocean **rates climbed** across the board last week on early-month GRIs and further capacity reductions. Transpacific prices increased 3% to the West Coast to about \$1,600/FEU, 12% higher than in 2019, and 7% to the East Coast to \$2,357/FEU, a level still 14% lower than pre-pandemic.
- The Panama Canal Authority will reduce daily transits to about half their normal level over the next three months as the drought there stretches on, raising the possibility of reduced capacity and higher rates to the East Coast or diversions to the West Coast.





OCEAN FREIGHT

- Carriers are especially under pressure to push Asia – Europe rates up, as ocean contract negotiations need to be finalized before the end of the year and long-term rates typically are set relative to spot levels (transpacific contracts renew in May). Indeed, Asia – N. Europe rates climbed 18% last week to \$1,250/FEU, with increases so far this week bringing prices about level with 2019. Asia – Mediterranean rates increased 13% to \$1,550/FEU, back to 5% above 2019 levels.



"Diven by the aspiration for sustainable development and the provision of clean, high-quality products that prioritize public health while upholding environmental and resource preservation, PTEXIM has undertaken the expansion of its Cassia raw material area in adherence to the UEBT standard system.



UEBT
SOURCING[®]
WITH RESPECT

RESPECT

NATURE



The Union for Ethical BioTrade (UEBT), a non-profit organization, actively advocates for responsible sourcing practices. UEBT has gained international recognition for its endeavors in revitalizing the environment and securing a better future for humanity through the ethical procurement of raw materials derived from biodiversity.

PTEXIM & UEBT STANDARDS



PTEXIM Is Replicating Cassia Cultivation Areas In Alignment With The UEBT Standards.

462
Ha

6.938
Mt
Fresh

2.000
Mt
dried

PTEXIM has implemented UEBT guidelines on a raw material area spanning 462 hectares located in Lang Moi Hamlet, Dai Son Commune, Van Yen District, Yen Bai Province. It is estimated that the exploitation of this area will yield approximately 6.938 tons of fresh Cassia & 2.000 tons dried Cassia. The certification process is anticipated to be completed by early 2024.



Currently, PTEXIM has developed a specific roadmap to expand Cassia cultivation areas in accordance with UEBT standards, with the aim of promoting natural products that originate from sources respecting both human well-being and biodiversity.



STAR ANIS

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



PTEXIM CO

Desiccated Coconut

Market downtrend from last week due to less demand.



OTHERS SPICES



CINNAMON (CASSIA) / TURMERIC / STAR ANISE / GINGER



GINGER

Please send us any request for Ginger Sliced/ Polished Ginger Finger/ Ginger Powder....



TURMERIC

Stock being tight and new crop will be available during December. Please contact for further demand for Turmeric Sliced/ Polished Turmeric Finger / Turmeric Powder ...





OTHER SPICES

Full price update as below list;

ORGANIC STEAM STERILIZED PEPPER



	 ITEM	 FOB (USD/ MT)	 EU MAINT PORT	 NY/BAL
NO				
1	Organic Steam Sterilized Pepper 550G/L	\$5.559	\$5.609	\$5.659
2	Organic Steam Sterilized Pepper 570G/L	\$5.650	\$5.700	\$5.750
3	Steam Sterilized White Pepper 630G/L	Full Booked - Please contact		

ORGANIC CASSIA (CINNAMON)

6	ORGANIC WHOLE CASSIA;	\$3.461
7	ORGANIC CASSIA SPLIT;	\$3.113
8	ORGANIC CASSIA BROKEN MACHINE CLEANED 3.5% VO;	\$3.296
9	ORGANIC CASSIA STICK ROLLED 90%;	\$5.429
10	ORGANIC CASSIA POWDER STEAM STERILIZED 3% VO;	\$3.769



WHOLE PEPPER

				
NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
1	VBP 500 G/L FAQ	\$3.089	\$3.139	\$3.189
2	VBP 550 G/L FAQ	\$3.326	\$3.376	\$3.426
3	VBP 500 G/L Double Spiral Cleaned	\$3.371	\$3.421	\$3.471
4	VBP 550 G/L Double Spiral Cleaned	\$3.432	\$3.482	\$3.532
5	VBP 570 G/L Double ASTA	\$3.492	\$3.542	\$3.592
6	VBP 5MM Jumbo Size	\$3.597	\$3.647	\$3.697
7	White PEPPER 630 G/L DW	\$4.842	\$4.892	\$4.942
8	White PEPPER 630 G/L ASTA	\$4.884	\$4.934	\$4.984

STEAM

STERILIZED

PEPPER &

PESTICIDE

GUARANTEE

EU COMPLIANCE

		 FOB (USD/MT)	 EU MAINT PORT	 NY/BAL
NO	ITEM			
1	Steam Sterilized Pepper 500G/L	\$3.584	\$3.634	\$3.684
2	Steam Sterilized Pepper 550G/L	\$3.706	\$3.756	\$3.806
3	Steam Sterilized Pepper 570G/L	\$3.767	\$3.817	\$3.867
4	Steam Sterilized Pepper 5MM	\$3.844	\$3.894	\$3.944
5	Steam Sterilized White Pepper 630G/L	\$5.239	\$5.289	\$5.339

STEAM STERILIZED PEPPER – EU COMPLIANCE

6	Steam Sterilized Pepper 500G/L	\$3.764	\$3.814	\$3.864
7	Steam Sterilized Pepper 550G/L	\$3.886	\$3.936	\$3.986
8	Steam Sterilized Pepper 570G/L	\$3.947	\$3.997	\$4.047
9	Steam Sterilized Pepper 5MM	\$4.024	\$4.074	\$4.124
10	Steam Sterilized White Pepper 630G/L	\$5.419	\$5.469	\$5.519

CASSIA (CINNAMON) GUARANTEE LEAD & METAL POWDER



ITEM	FOB	NOTE
CASSIA POWDER 2.5% VO	2.624	2.5% VO
CASSIA POWDER 3% VO	3.054	3% VO
CASSIA BROKEN MACHINE CLEANED 2.5% VO	2.524	2.5% VO
CASSIA BROKEN MACHINE CLEANED 3% VO	2.782	3% VO

10 ppm
METAL POWDER



CASSIA (CINNAMON) GUARANTEE COUMARIN

ITEM	FOB	NOTE
CASSIA POWDER 2.5% VO	2.467	2.5% VO
CASSIA POWDER 3% VO	2.854	3% VO
CASSIA BROKEN MACHINE CLEANED 2.5% VO	2.424	2.5% VO
CASSIA BROKEN MACHINE CLEANED 3% VO	2.682	3% VO

1-2 ppm LEAD CONTENT
2000-3000 ppm COUMARIN CONTENT



EU & US STANDARDS

CASSIA (CINNAMON)



NO	ITEM	FOB	NOTE
1	WHOLE CASSIA;	\$2.961	>4% VO
2	CASSIA SPLIT;	\$2.613	>3.5% VO
3	CASSIA BROKEN MACHINE CLEANED 2% VO;	\$2.024	>2% VO
4	CASSIA BROKEN MACHINE CLEANED 2.5% VO;	\$2.324	>2.5% VO
5	CASSIA BROKEN MACHINE CLEANED 3% VO;	\$2.582	>3% VO
6	CASSIA BROKEN MACHINE CLEANED 3.5% VO;	\$2.796	>3.5% VO
7	CASSIA BROKEN MACHINE CLEANED 4% VO;	\$3.097	>4% VO
8	CASSIA STICK ROLLED 90%;	\$4.929	>4% VO
9	CASSIA LONG STICK	\$4.585	>4% VO
10	CASSIA POWDER 1 - 1.5% VO;	\$1.595	1-1.5% VO
11	CASSIA POWDER 2% VO;	\$2.153	2% VO
12	CASSIA POWDER 2.5% VO;	\$2.367	2.5% VO
13	CASSIA POWDER 3% VO;	\$2.754	3% VO

CASSIA (CINNAMON) & STAR ANISE

NO	ITEM	FOB	NOTE
1	CASSIA POWDER STEAM STERILIZED 2.5% VO;	\$2.925	2.5% VO
2	CASSIA POWDER STEAM STERILIZED 3% VO;	\$3.351	3% VO
3	CASSIA BROKEN STEAM STERILIZED 2.5% VO;	\$3.041	2.5% VO
4	CASSIA BROKEN STEAM STERILIZED 3% VO;	\$3.269	3% VO



STAR ANISE

NO	ITEM	FOB	NOTE
1	STAR ANISE SPRING CROP	\$7.104	2.0cm, 80% up
2	STAR ANISE AUTUMN CROP;	\$7.533	2.5cm, 80% up
3	STAR ANISE SUNDRIED EU COMPLIANCE;	\$7.833	2.5cm, 80% up

Desiccated Coconut

NORMAL QUALITY

ITEM	FOB (\$/MT)	FAT
DESICCATED COCONUT HIGHT FAT MEDIUM GRADE	\$1.492	60-63%
DESICCATED COCONUT HIGHT FAT FINE GRADE	\$1.449	60-63%
DESICCATED COCONUT MEDIUM FAT FINE GRADE	\$1.406	50-55%
DESICCATED COCONUT LOW FAT FINE GRADE	\$929	30-35%

EU QUALITY – BRC FACTORY

ITEM	FOB (\$/MT)	FAT
DESICCATED COCONUT HIGHT FAT MEDIUM GRADE	\$1.514	MIN 63%
DESICCATED COCONUT HIGHT FAT FINE GRADE	\$1.471	MIN 63%
DESICCATED COCONUT CHIPS GRADE	\$3.540	MIN 63%
DESICCATED COCONUT FLAKES GRADE	\$3.540	MIN 63%



TURMERIC GINGER



TURMERIC

NO	☰ ITEM	🏛️ FOB
1	TURMERIC FINGER;	\$ 1.391
2	POLISHED TURMERIC FINGER;	\$ 1.605
3	TURMERIC POWDER;	\$ 1.476
4	TURMERIC SLICE SUN DRIED;	\$ 1.262
5	WASHED TURMERIC SLICE SUN DRIED;	\$ 1.605
6	TURMERIC SLICE MACHINE DRIED;	\$ 1.605

GINGER

NO	☰ ITEM	🏛️ FOB
1	GINGER POWDER	\$ 2.206
2	GINGER SLICED	\$ 2.249
3	POLISHED GINGER FINGER	\$ 2.249

PEPPER POWDER PESTICIDE GUARANTEE



GROUND STEAM STERILIZED BLACK PEPPER

NO	ITEM	FOB
1	Half Cracked HTST black pepper;	\$4.563
2	Granulate HTST black pepper;	\$4.487
3	Coarse HTST black pepper 12 > 14# ;	\$4.449
4	Table HTST black pepper 18 > 28# ;	\$4.372
5	Fine HTST black pepper 30 > 34# ;	\$4.296
6	Ground HTST black pepper 40 > 100# ;	\$4.182

GROUND STEAM STERILIZED WHITE PEPPER

6	Ground HTST white pepper 40 > 100# ;	\$5.992
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**COME VISIT PTEXIM
AT THE *PLMA***

We will attend PLMA's 2023 Annual Private Label Trade Show from 12TH to 14th, Nov 2023. It will be our honor to welcome you at PTEXIM booth number F2452 - Donald E. Stephens Convention Center Chicago.



F#2452 | Donald E. Stephens Convention Center | Chicago





OCTOBER Week 45 Pepper's Market Report

www.ptexim.com.vn

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)