



PTEXIM CORP

Monthly Report

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



NOVEMBER

#49



Pepper Exports Insight | November 2023

- EXPORTED: 20,273 MT
- TURNOVER: 78.1 MIL \$
- CHANGE: +15.6% COMPARED TO OCTOBER
- AVERAGE: 3,732 \$/TON (BLACK PEPPER)
- AVERAGE: 5,077 \$/TON (WHITE PEPPER)
- TOP BUYER: U.S.A. 5,459 MT



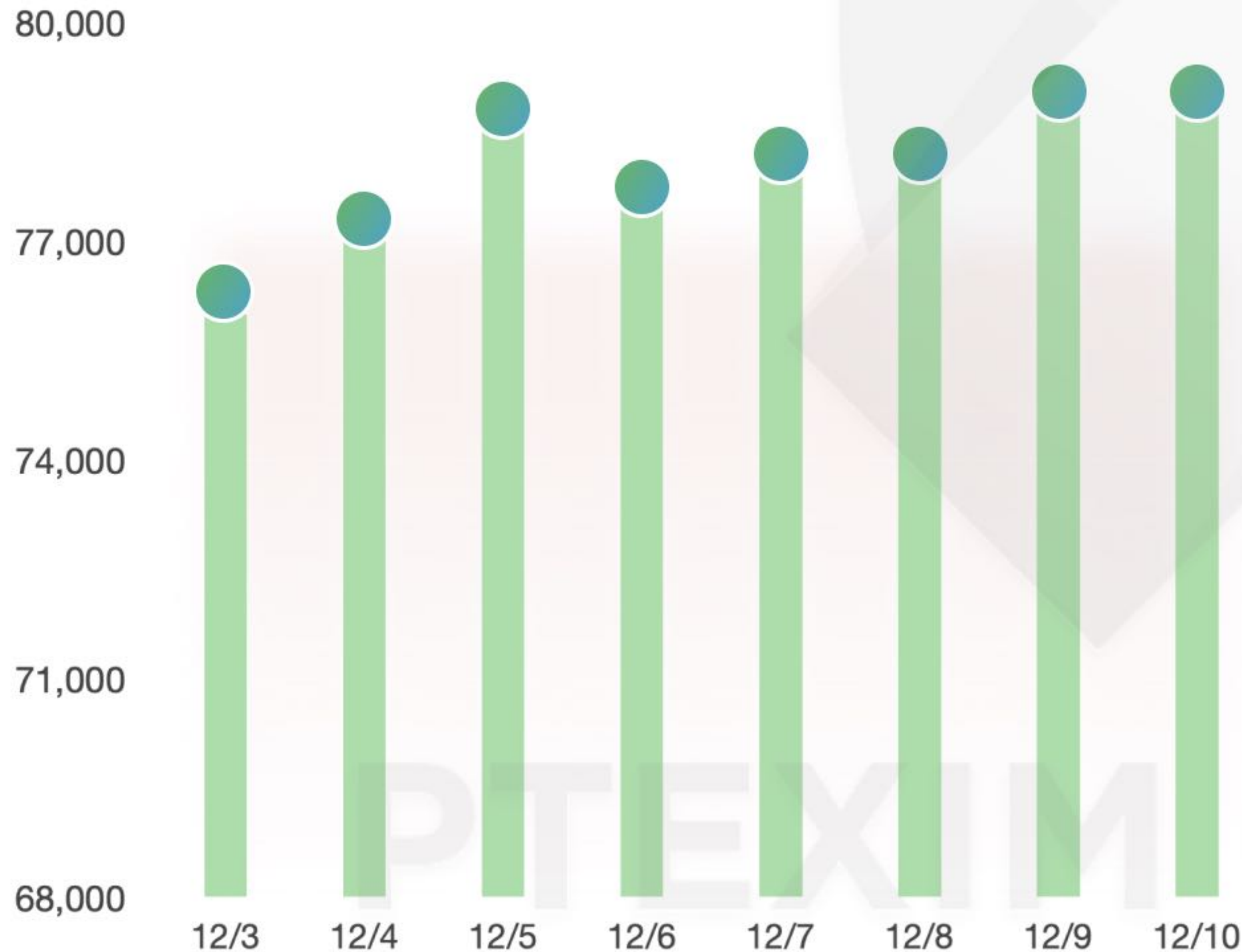
Country	Exports (MT)
China	11,001
India	10,861
U.A.E	7,161
Philippine	5,119
Thailand	4,985
Korea	4,533
Iran	3,966
Pakistan	3,905
Japan	3,297
Saudi Arabia	3,297

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

BLACK PEPPER PRICE WEEK 49

Increase Significantly

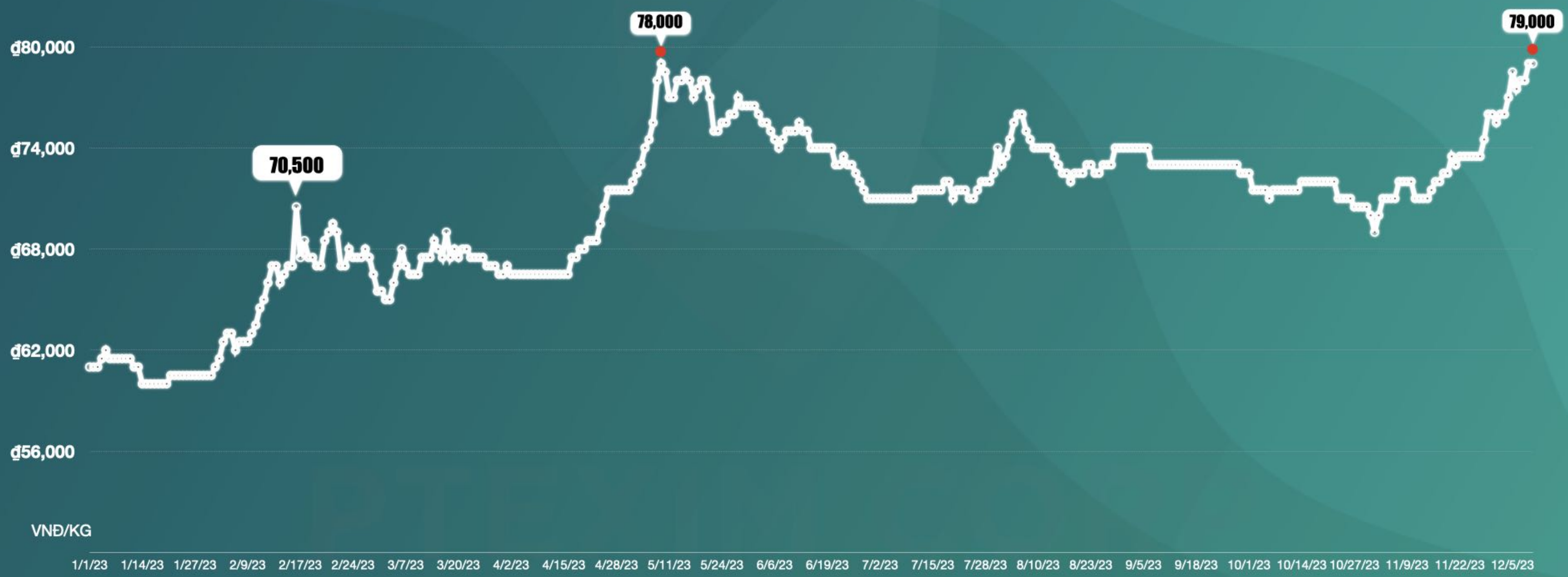


- The price of pepper has **increased by 4%** compared to last week. This means that the price of black pepper has **increased by 14.5%** since the beginning of November, despite the fact that the largest consumer of Vietnamese pepper, China, has not made any purchases for over a month. The main reason is the **dwindling stock levels** in the last months of the year, while the main harvest of 2024 is still over 2 months away.
- Demand has **improved** from various markets such as the US, EU, and Asia. Particularly in the two major markets of the USA and EU, there is a **significant demand for purchases for Q1 2024** and the full year 2024, while producers and exporters are cautious in the process of bidding for distant deliveries.

FROM JAN 2023 - 10TH DEC 2023

VIETNAM BLACK PEPPER PRICE CHART

i Pepper price has increased from 61,000vnd from January 1, 2023 to **79,000vnd** on December 10, 2023, corresponding to an **increase of 30%.**



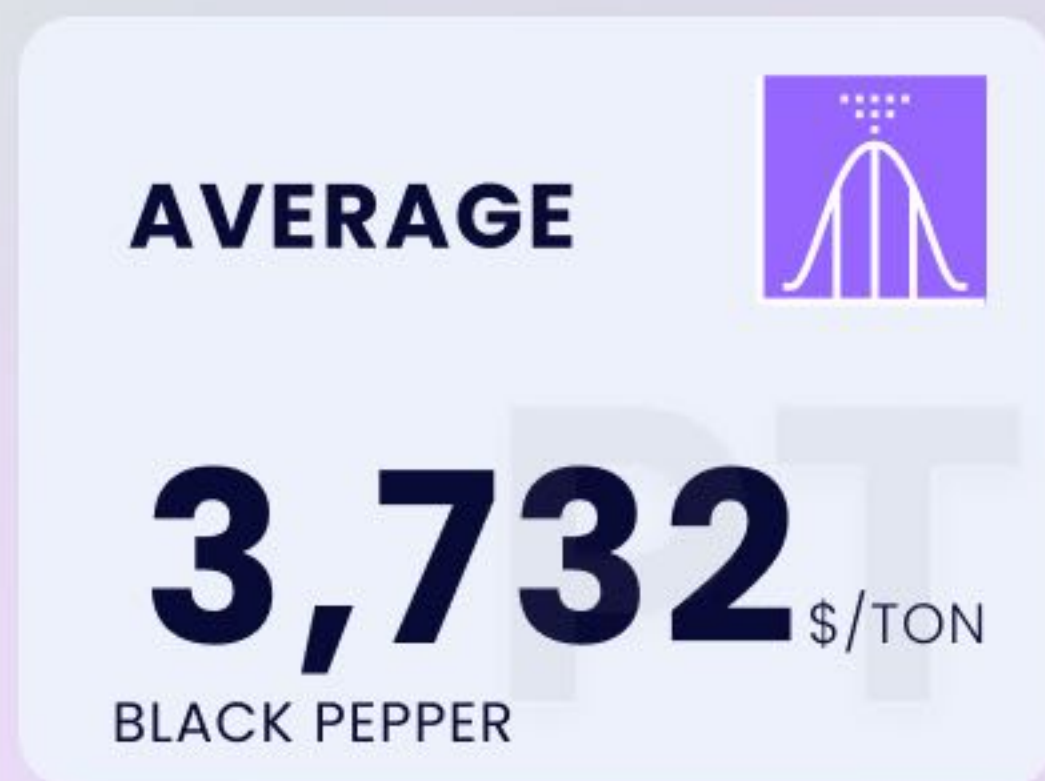
VND/KG

1/1/23 1/14/23 1/27/23 2/9/23 2/17/23 2/24/23 3/7/23 3/20/23 4/2/23 4/15/23 4/28/23 5/11/23 5/24/23 6/6/23 6/19/23 7/2/23 7/15/23 7/28/23 8/10/23 8/23/23 9/5/23 9/18/23 10/1/23 10/14/23 10/27/23 11/9/23 11/22/23 12/5/23

JAN

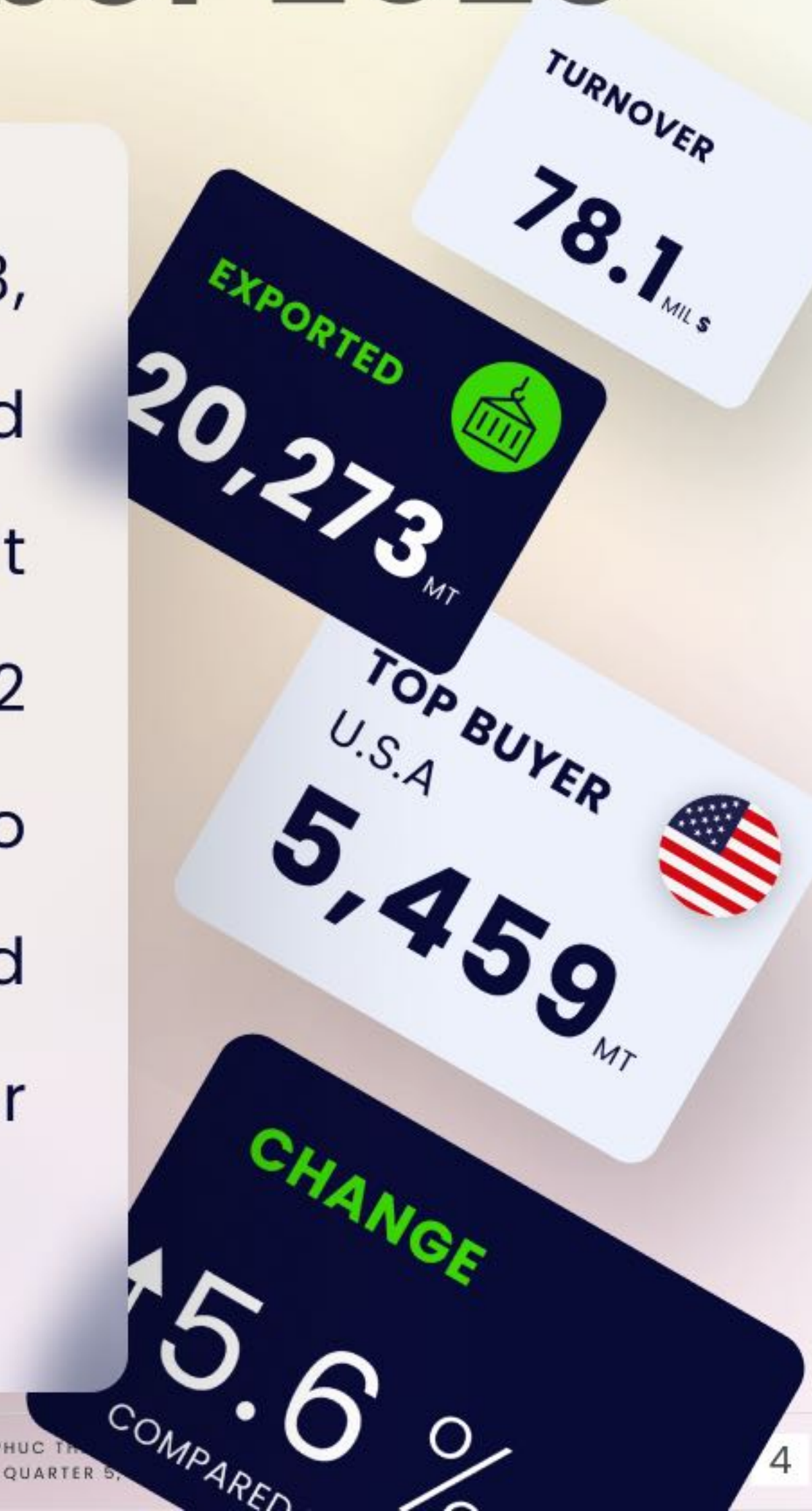
10TH DEC

Pepper Exports Insight | November 2023



Pepper Exports Insight | November 2023

According to VPA's preliminary statistics, in November 2023, Vietnam exported 20,273 tons of pepper, black pepper reached 17,728 tons, white pepper reached 2,545 tons. Total export turnover reached 78.1 million USD, black pepper reached 65.2 million USD, white pepper reached 12.9 million USD, compared to last month, export volume increased by 5.6%, turnover increased by 7.4%. The average export price of black pepper in November reached 3,732 USD/ton, white pepper reached 5,077 USD/ton.

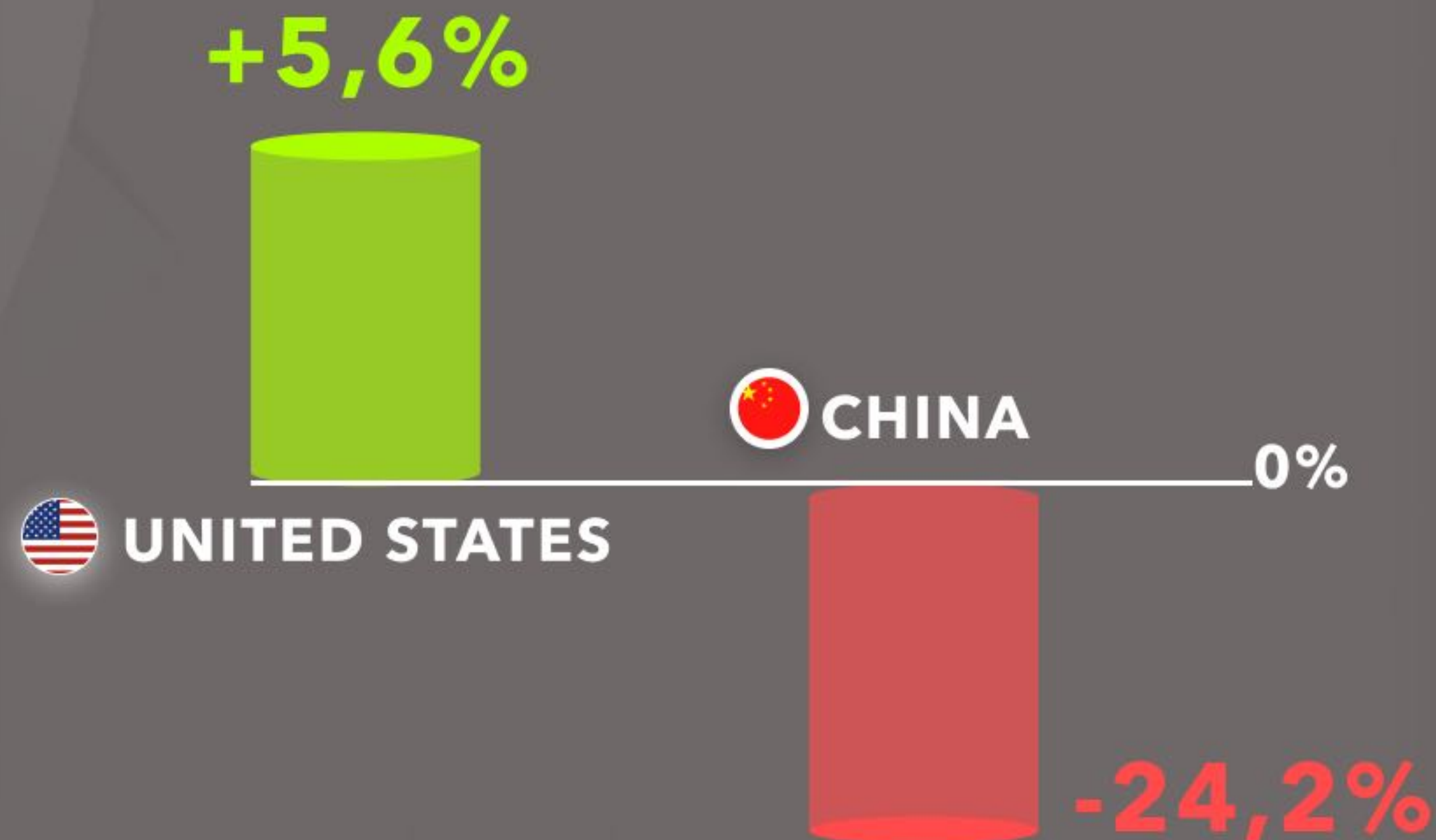


Pepper Exports Insight | Nov 2023

Main export markets include:
United States: 5,459 tons, up 5.6% over the previous month and accounting for 26.9% of the export market share. Next is the Chinese market: 1,318 tons, down 24.2%; India: 1,263 tons, down 2.8%.



TOP IMPORTER NOV 2023



Compared to October

Pepper Exports Insight | NOV 2023




No	Country	Value (\$)	Quantity (Mt)
1	America	23,057,157	5,459
2	China	4,064,478	1,318
3	India	5,622,195	1,263
4	United Arab	2,803,324	836
5	Thailand	3,463,730	810
6	Germany	3,110,623	694
7	Philippine	1,935,134	660
8	Korea	2,411,929	628
9	Pakistan	1,954,935	551
10	Netherlands	2,707,382	511
	Others	26,969,916	7,543
	TOTAL	\$78,100,803	20,273

Pepper Exports Insight | Jan - Nov 2023

EXPORTED 
243,851 MT

TURNOVER 
828.9 MIL \$

CHANGE 
↑ 14.6 %
COMPARED TO SAME PERIOD 2022

AVERAGE 
3,571 \$/TON
BLACK PEPPER

AVERAGE 
5,081 \$/TON
WHITE PEPPER

TOP BUYER 
CHINA
59,073 MT

Pepper Exports Insight | Jan – Nov 2023

Progressively from January 1, 2023 to November 30, 2023, Vietnam has exported 243,851 tons of pepper, of which black pepper reached 218,299 tons, white pepper reached 25,552 tons. Total export turnover reached 828.9 million USD, black pepper reached 705.4 million USD, white pepper reached 123.5 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 11 months reached 3,571 USD/ton, white pepper reached 5,081 USD/ton.



Pepper Exports Insight | Jan - Nov 2023

EU | 42,485 MT

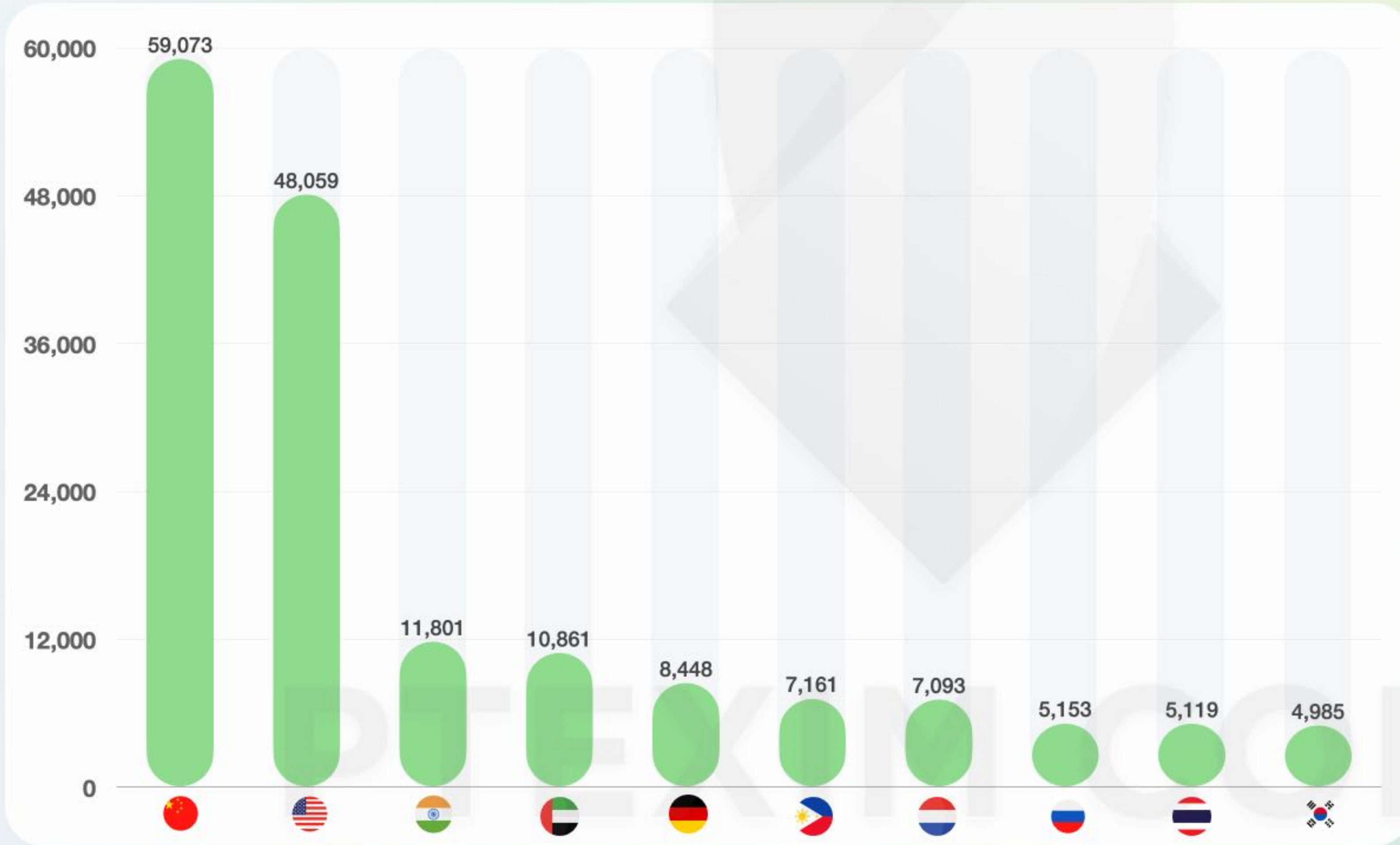
US | 47,680 MT

ASIA | 122,218 MT

AFRICA | 11,195 MT

The main export markets of Vietnam Pepper include: China: 59,073 tons, accounting for 24.2%; United States: 48,059 tons, accounting for 19.7%; India: 11,801 tons, accounting for 4.8%; UAE: 10,861 tons, accounting for 4.5% and Germany: 8,448 tons, accounting for 3.5%. Main white pepper export markets: United States: 3,433 tons, Germany: 3,117 tons, China: 2,796 tons, Netherlands: 2,379 tons and Thailand: 2,153 tons.

Pepper Exports Insight | Jan - Nov 2023



No	Country	Quantity (Mt)
1	China	59,073
2	America	48,059
3	India	11,801
4	United Arab	10,861
5	Germany	8,448
6	Philippine	7,161
7	Netherlands	7,093
8	Russia	5,153
9	Thailand	5,119
10	Korea	4,985
	Others	76,098
	TOTAL	243,851

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



China

59,073



India

11,801



U.A.E

10,861



Philippine

7,161



Thailand

5,119



Korea

4,985



Iran

4,533



Pakistan

3,966



Japan

3,905



Saudi Arabia

3,297[•] MT



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



America

48,059*



Canada

2,981



Mexico

1,029



Guatemala

219



Jamaica

217 MT

No	COUNTRY	First 11 Month 2022	First 11 Month 2023	CHANGE %
1	America	48,822	48,059	-1.6
2	Canada	3,029	2,981	-1.6
3	Mexico	456	1,029	125.7
4	Guatemala	192	219	14.1
5	Jamaica	101	217	114.9
	Others	1,195	1,090	
	TOTAL	53,795	53,595	-0.4





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



Germany

8,448



Netherlands

7,093



Russia

5,153



England

4,521



Turkey

4,378



France

3,556



Poland

2,512



Spain

2,505



Greece

1,232



Ireland

1,169^{• MT}



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



Egypt

3,877*



Senegal

2,229



South Africa

2,219



Algeria

992



Libyan

451* MT

No	COUNTRY	First 11 Month 2022	First 11 Month 2023	CHANGE %
1	Egypt	3,175	3,877	22.1
2	Senegal	1,473	2,229	51.3
3	South Africa	1,918	2,219	15.7
4	Algeria	1,328	992	-25.3
5	Libyan	125	451	260.8
	Others	3,157	2,578	
	TOTAL	11,176	12,346	10.5

PEPPER IMPORTING

IN NOVEMBER 2023

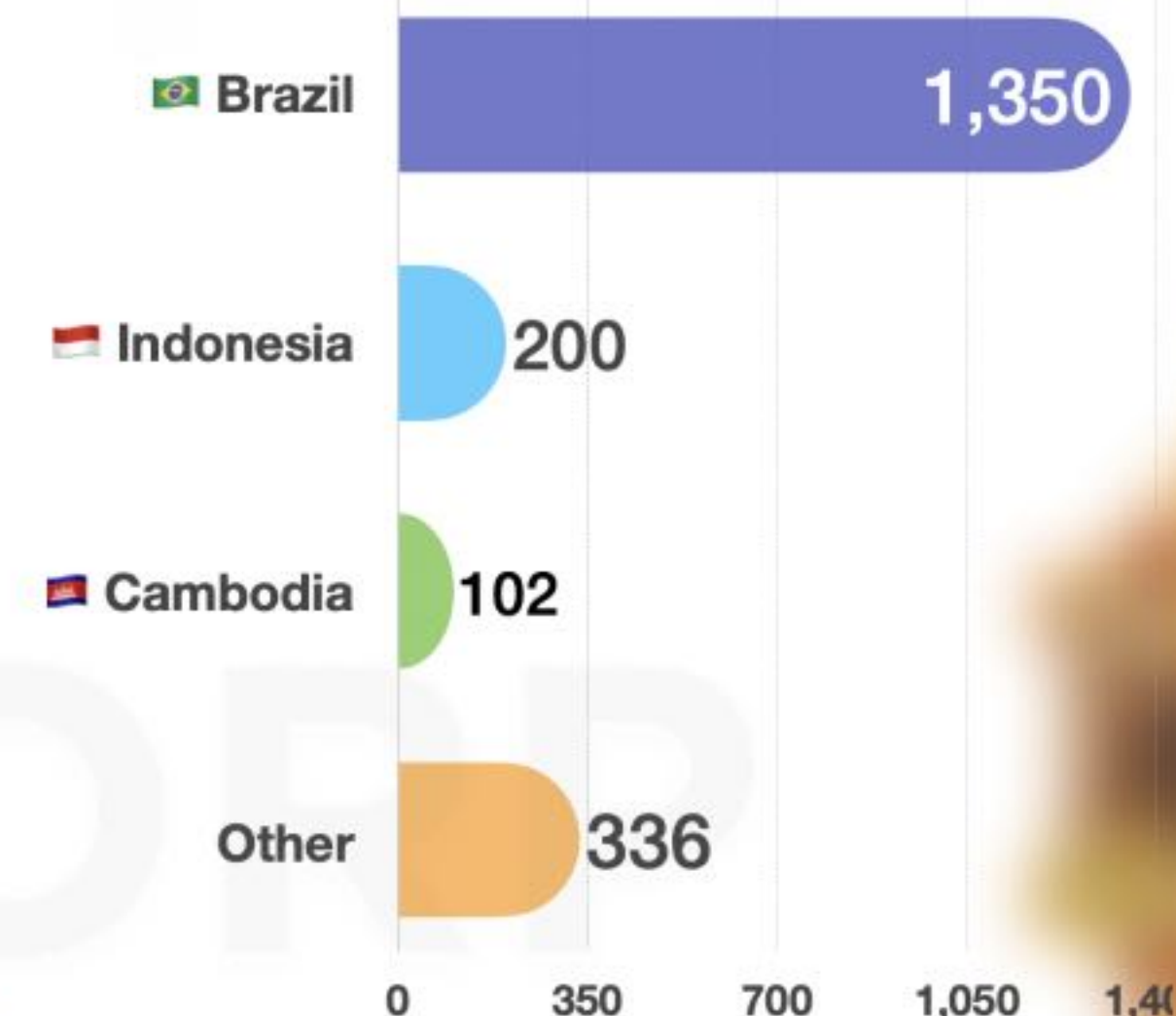
In November 2023, Vietnam imported 1,988 tons, of which black pepper reached 1,870 tons, white pepper reached 118 tons, total import turnover reached 7.1 million USD, compared to the previous month Import volume increased by 1.4%. Brazil is the main supplier of pepper to Vietnam reaching 1,350 tons, accounting for 67.9% and down 7.4% compared to the previous month.



1,988^{MT}

Import Black Pepper

IMPORT VOLUME CHART BY COUNTRY



PEPPER IMPORTING IN 11 MONTHS 2023



By the end of November 2023, Vietnam imported 24,490 tons of pepper, of which black pepper reached 22,954 tons, white pepper reached 1,536 tons, compared to the same period last year, the import volume decreased by 28.5%. Brazil, Cambodia and Indonesia are the three countries that mainly supply pepper to Vietnam, reaching 62.6% respectively; 14.3% and 12.6%. Imports from Brazil increased by 38.9% to reach 15,325 tons, from Cambodia decreased by 73.0% to reach 3,505 tons and from Indonesia decreased by 44.8% to reach 3,080 tons.



Brazil

15.325



Cambodia

3.505



Indonesia

3.080



Malaysia

517



Other

2.063

MT

VND/USD

Exchange rate of VND against USD

- Regarding exchange rates, UOB analysts assess that, similar to other Asian currencies, it appears that the recent sell-off of the Vietnamese dong has come to an end. Although the VND may follow the broader Asian forex recovery trend, UOB's analysis team believes that the upward movement may be limited due to a modest economic recovery in 2024. According to UOB, the VND exchange rate will continue to appreciate against the USD in 2024.

FX & Rates	1Q24F	2Q24F	3Q24F	4Q24F
USD/VND	24,000	23,800	23,600	23,500
VND Refinancing Rate	4.50	4.50	4.50	4.50
Economic Indicator	2021	2022	2023F	2024F
GDP (%)	2.6	8.0	5.0	6.0
CPI (avg y/y %)	1.8	3.2	3.9	3.7
Unemployment Rate (%)	3.6	0.3	1.0	1.0
Current Account (% of GDP)	-0.3	-4.5	-3.0	-2.6
Fiscal Balance (% of GDP)	-4.1	-4.4	-2.6	-2.6

- Transpacific ocean rates were level to close November and about even with the start of the month, with prices to the West Coast 22% higher than in 2019 and East Coast rates 9% below the 2019 mark.

Asia - N. Europe and Mediterranean ocean rates

- increased last week, with indications that prices are climbing on both lanes this week on early-month GRIs. The degree to which rate increases will stick though, will depend on the carriers' ability to reduce ever-growing capacity to current demand 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 UE^BT 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.



PTEXIM CORP

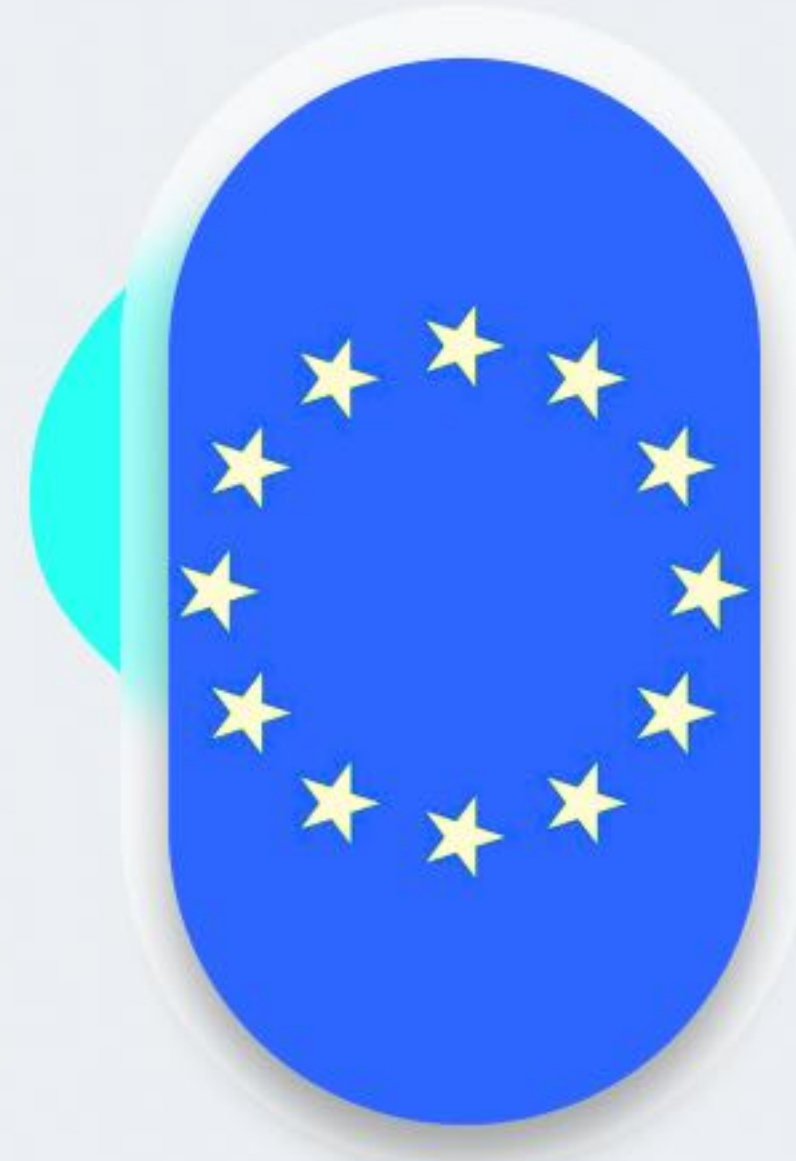
GUARANTEED LEAD CONTENT

We Can Offer Cassia Products

**According To European And American
Standards With Guaranteed LEAD**

**Content Of 1ppm And 2ppm. COUMARIN
2000ppm Or 3000ppm. Metal Powder As
KFDA Standard.**

Please Contact For Further Demand For Cassia Stick / Cassia Split / Cassia Broken / Cassia Powder ...





GUARANTEED LEAD CONTENT

 **1 PPM**

 **2 PPM**

 **KFDA STANDARD**





STAR ANIS

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



PTEXIM CO

Desiccated Coconut

The market continues to rise compared to the previous week, and the supply of goods for sale is limited as raw materials have been continuously increasing in price and becoming scarce recently. Currently, only low-fat products are available for sale.



OTHERS SPICES



CINNAMON (CASSIA) / TURMERIC / STAR ANISE / GINGER

GINGER



Market is stable and all unchanged.

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

TURMERIC



Inventory levels are very low, while the upcoming harvest season is forecasted to be delayed compared to previous years in January and February 2024. Please contact for further demand for Turmeric Sliced/ Polished Turmeric Finger / Turmeric Powder

PTEXIM CORP

ORGANIC STEAM STERILIZED PEPPER



	☰ ITEM	🏛️ FOB (USD/ MT)	🇪🇺 EU MAINT PORT	🇺🇸 NY/BAL
NO				
1	Organic Steam Sterilized Pepper 550G/L	\$6.141	\$6.191	\$6.241
2	Organic Steam Sterilized Pepper 570G/L	\$6.242	\$6.292	\$6.342
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	\$3.427	\$3.477	\$3.527
2	VBP 550 G/L FAQ	\$3.687	\$3.737	\$3.787
3	VBP 500 G/L Double Spiral Cleaned	\$3.737	\$3.787	\$3.837
4	VBP 550 G/L Double Spiral Cleaned	\$3.804	\$3.854	\$3.904
5	VBP 570 G/L Double ASTA	\$3.871	\$3.921	\$3.971
6	VBP 5MM Jumbo Size	\$3.989	\$4.039	\$4.089
7	White PEPPER 630 G/L DW	\$5.224	\$5.274	\$5.324
8	White PEPPER 630 G/L ASTA	\$5.267	\$5.317	\$5.367

STEAM

STERILIZED

PEPPER &

PESTICIDE

GUARANTEE

EU COMPLIANCE

		 FOB (USD/MT)	 EU MAINT PORT	 NY/BAL
NO	ITEM			
1	Steam Sterilized Pepper 500G/L	\$3.958	\$4.008	\$4.058
2	Steam Sterilized Pepper 550G/L	\$4.094	\$4.144	\$4.194
3	Steam Sterilized Pepper 570G/L	\$4.162	\$4.212	\$4.262
4	Steam Sterilized Pepper 5MM	\$4.244	\$4.294	\$4.344
5	Steam Sterilized White Pepper 630G/L	\$5.638	\$5.688	\$5.738

STEAM STERILIZED PEPPER – EU COMPLIANCE

6	Steam Sterilized Pepper 500G/L	\$4.138	\$4.188	\$4.238
7	Steam Sterilized Pepper 550G/L	\$4.274	\$4.324	\$4.374
8	Steam Sterilized Pepper 570G/L	\$4.342	\$4.392	\$4.442
9	Steam Sterilized Pepper 5MM	\$4.424	\$4.474	\$4.524
10	Steam Sterilized White Pepper 630G/L	\$5.818	\$5.868	\$5.918

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

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;	\$5.018
2	Granulate HTST black pepper;	\$4.935
3	Coarse HTST black pepper 12 > 14# ;	\$4.893
4	Table HTST black pepper 18 > 28# ;	\$4.809
5	Fine HTST black pepper 30 > 34# ;	\$4.726
6	Ground HTST black pepper 40 > 100# ;	\$4.600

GROUND STEAM STERILIZED WHITE PEPPER

6	Ground HTST white pepper 40 > 100# ;	\$6.351
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Desiccated Coconut

NORMAL QUALITY

ITEM	FOB (\$/MT)	FAT
DESICCATED COCONUT HIGHT FAT MEDIUM GRADE	\$1.666	60-63%
DESICCATED COCONUT HIGHT FAT FINE GRADE	\$1.579	60-63%
DESICCATED COCONUT MEDIUM FAT FINE GRADE	\$1.492	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	\$1.969	MIN 63%
DESICCATED COCONUT HIGHT FAT FINE GRADE	\$1.882	MIN 63%
DESICCATED COCONUT CHIPS GRADE	\$3.540	MIN 63%
DESICCATED COCONUT FLAKES GRADE	\$3.540	MIN 63%



NOVEMBER

Week 49

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)