



PTEXIM CORP

#15 March Monthly Report

PHUC THINH EXPORT IMPORT INVESTMENT CORPORATION (PTEXIM CORP)
ADD : 43 STREET 17, QUARTER 5, AN PHU WARD, THU DUC CITY, HO CHI MINH CITY, VIETNAM

Jan - 14 April 2024

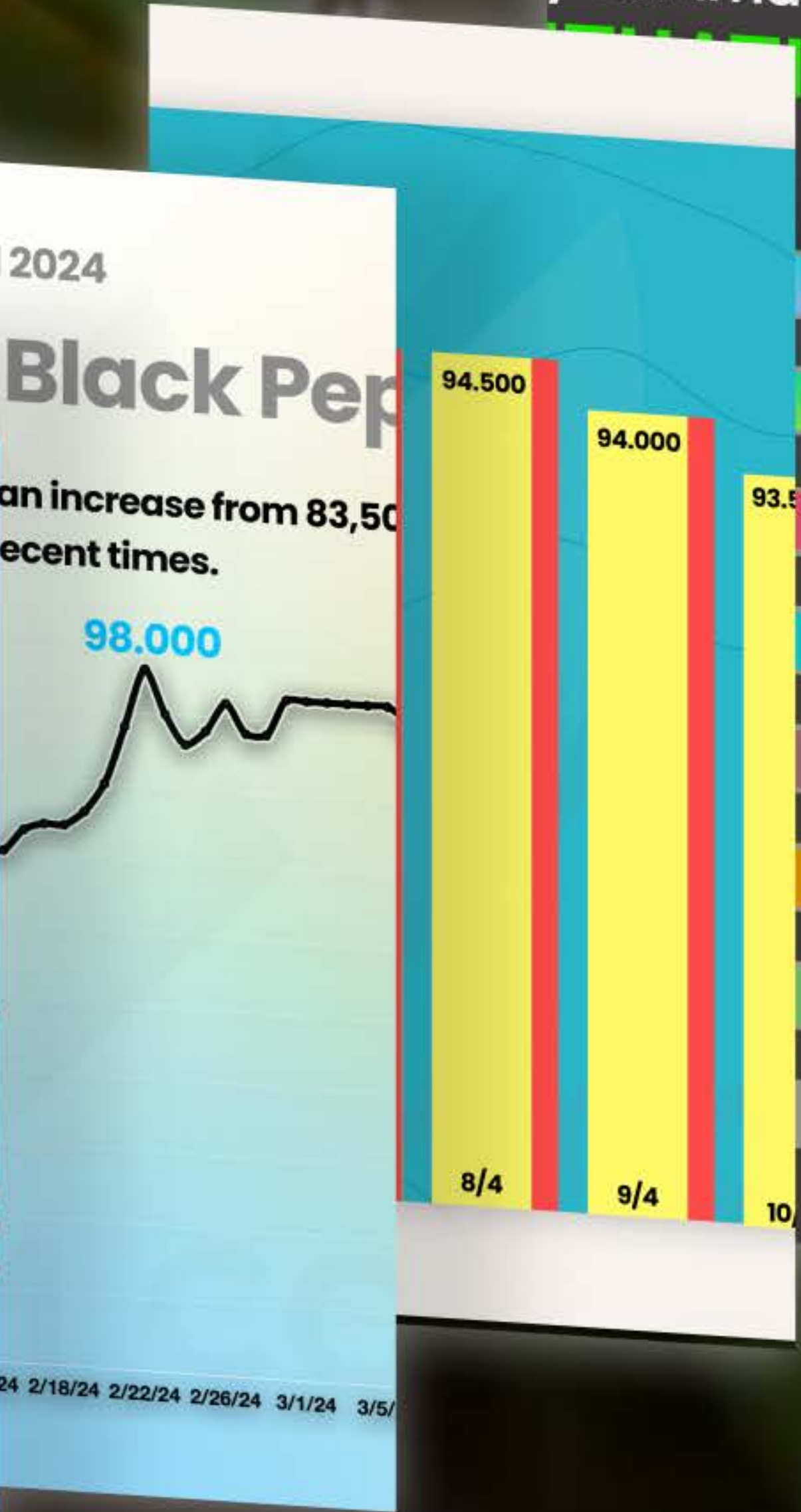
Black Pepper

an increase from 83,500 metric tons in recent times.

#15

Weekly Insights

24 2/18/24 2/22/24 2/26/24 3/1/24 3/5/24



A MONTHLY BLACK PEPPER'S MARKET REPORT 2024
BY PTEXIM RESEARCH


Pepper Exports Insight | March 2024

EXPORTED 

25,579 MT


TURNOVER 

110.7 MIL \$

CHANGE 

↑ 88.1 %

COMPARED TO FEBRUARY

AVERAGE 

4,136 \$/TON

BLACK PEPPER

AVERAGE 

5,710 \$/TON

WHITE PEPPER

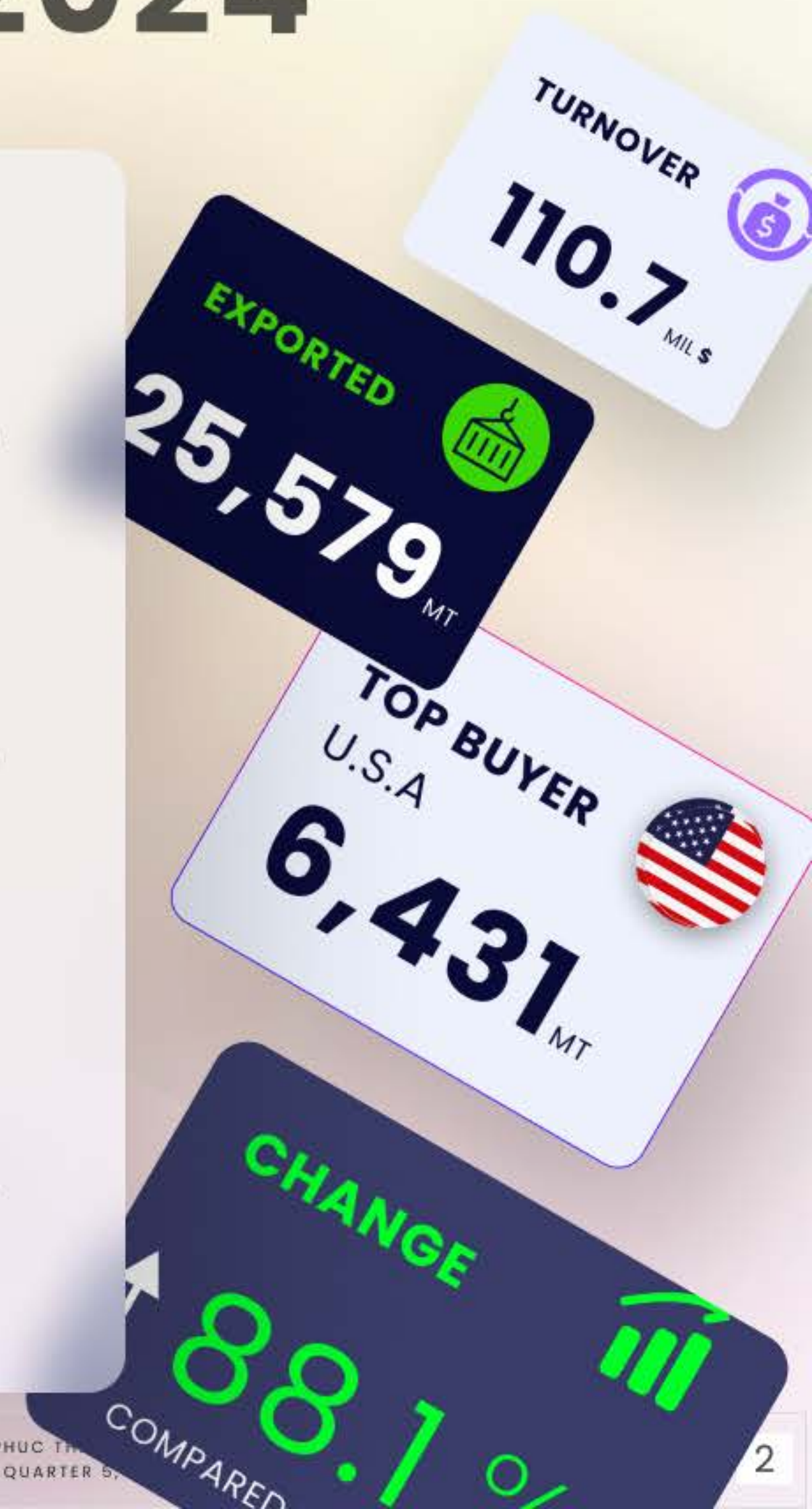
TOP BUYER 

U.S.A

6,431 MT

Pepper Exports Insight | March 2024

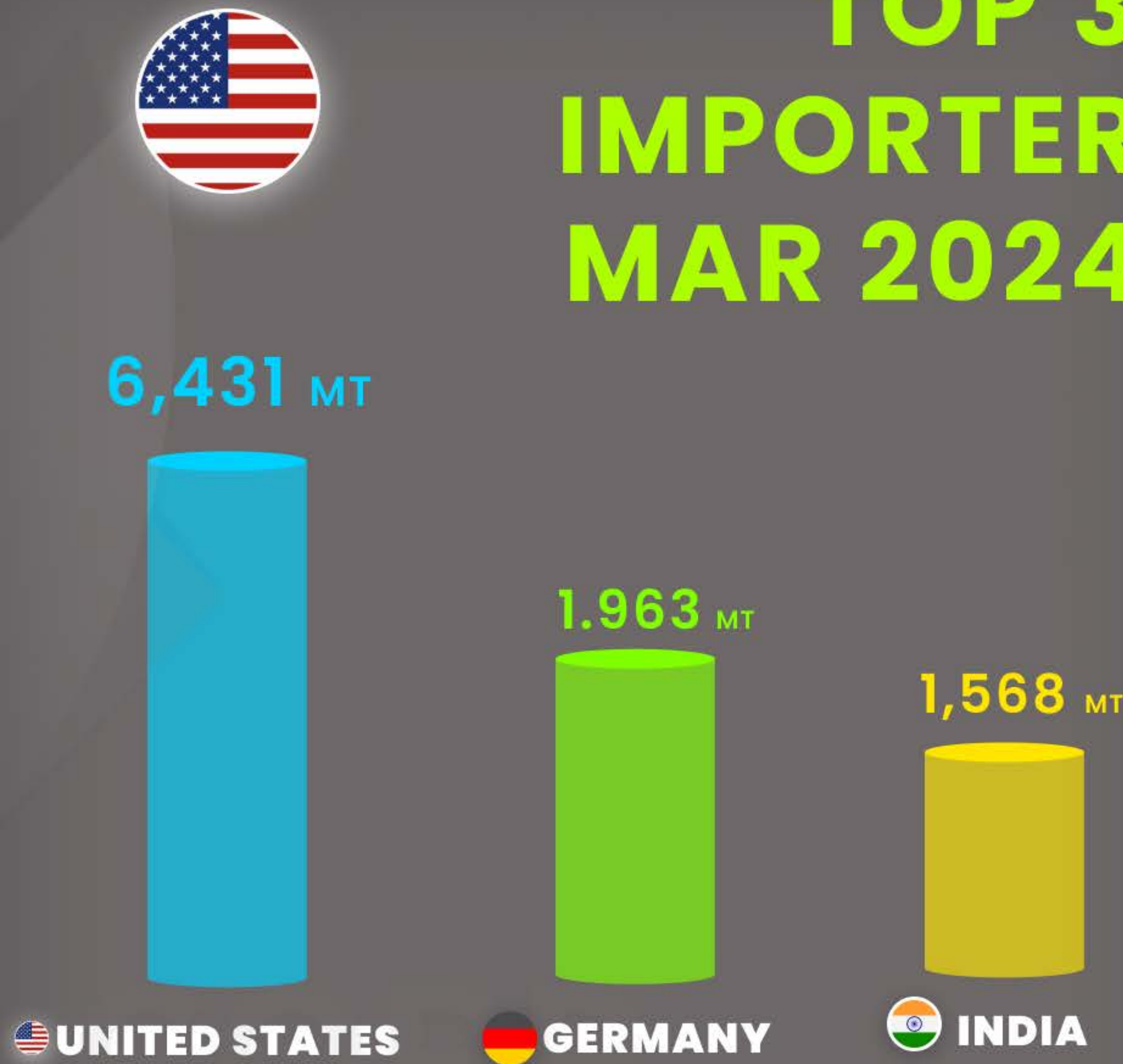
Preliminary statistics of VPSA, in March 2024, Vietnam exported 25,579 tons of pepper, black pepper reached 22,282 tons, white pepper reached 3,297 tons. Export turnover reached 110.7 million USD, black pepper reached 92.0 million USD, white pepper reached 18.7 million USD, compared to February, export volume increased by 88.1%, turnover increased by 102.2%. However, compared to the same period in March 2023, export volume decreased by 28.8%. The average export price of black pepper in March reached 4,136 USD/ton, white pepper reached 5,710 USD/ton, an increase of 310 USD for black pepper and 55 USD for white pepper.



Pepper Exports Insight | Mar 2024

The United States is still the main export market of Vietnamese pepper in March reaching 6,431 tons, accounting for 25.1% and increasing 61.6% compared to February 2024.

TOP 3 IMPORTER MAR 2024



Pepper Exports Insight | Mar 2024



No	Country	Value (\$)	Quantity (Mt)
1	America	28,443,635	6,431
2	Germany	9,417,771	1,963
3	India	6,271,809	1,568
4	United Arab	4,590,868	1,179
5	Netherlands	5,524,096	1,137
6	Korea	4,442,548	971
7	Philippine	2,924,334	823
8	Pakistan	3,170,425	818
9	Thailand	4,266,487	795
10	Turkey	2,431,287	660
	Others	39,256,560	9,234
	TOTAL	\$110,739,820	25,579

Pepper Exports Insight | Jan - Mar 2024

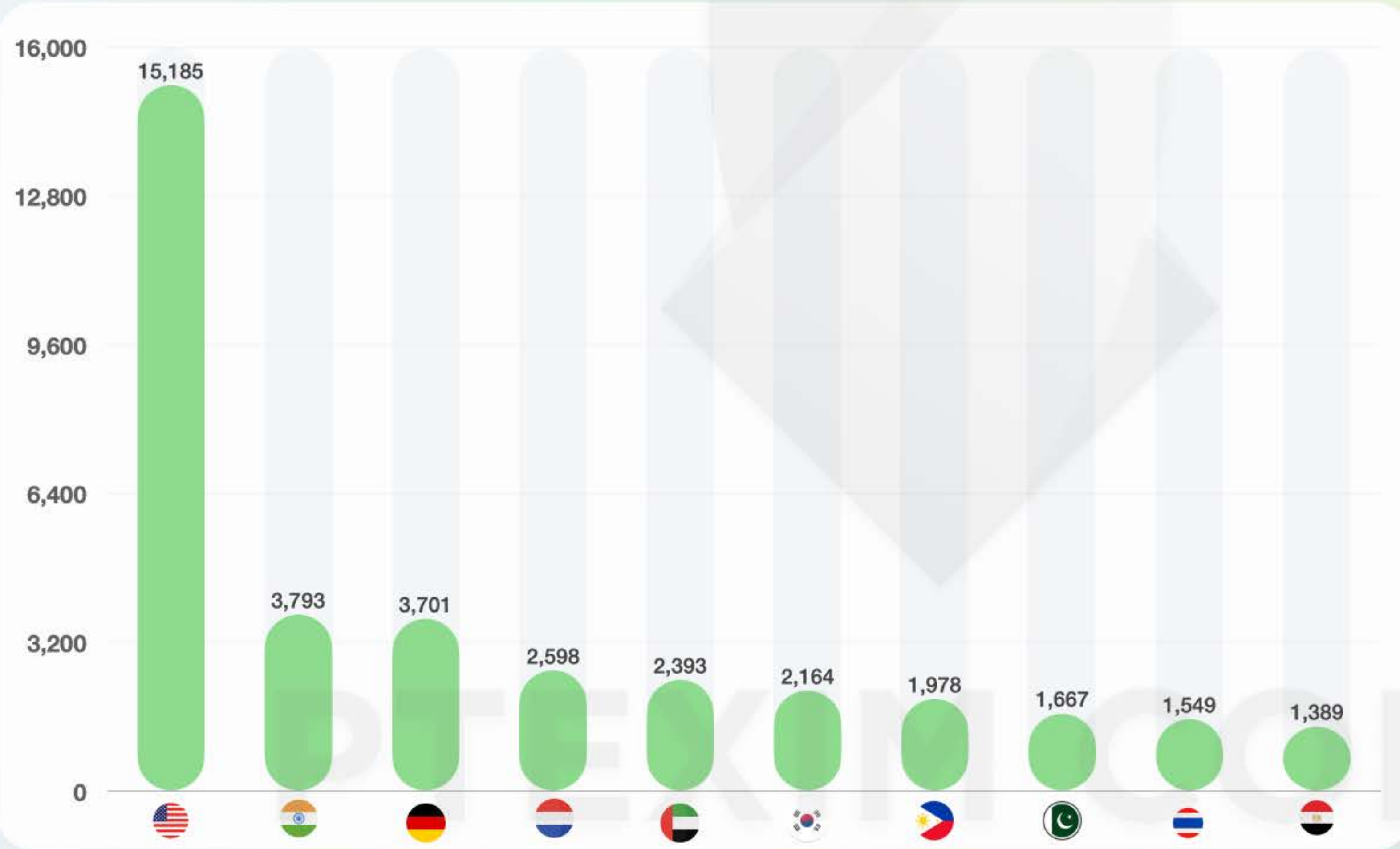


Pepper Exports Insight | Jan – Mar 2024

Cumulatively as of March 31, 2024, Vietnam has exported 56,712 tons of pepper, of which black pepper reached 49,743 tons, white pepper reached 6,969 tons. Total export turnover reached 235.6 million USD, black pepper reached 196.9 million USD, white pepper reached 38.7 million USD. Compared to the same period in 2023, export volume will decrease by 26.1% and turnover will decrease by 0.1%. The average export price of black pepper reached 3,966 USD/ton, white pepper reached 5,552 USD/ton, an increase of 562 USD for black pepper and 593 USD for white pepper respectively compared to the same period in 2023.

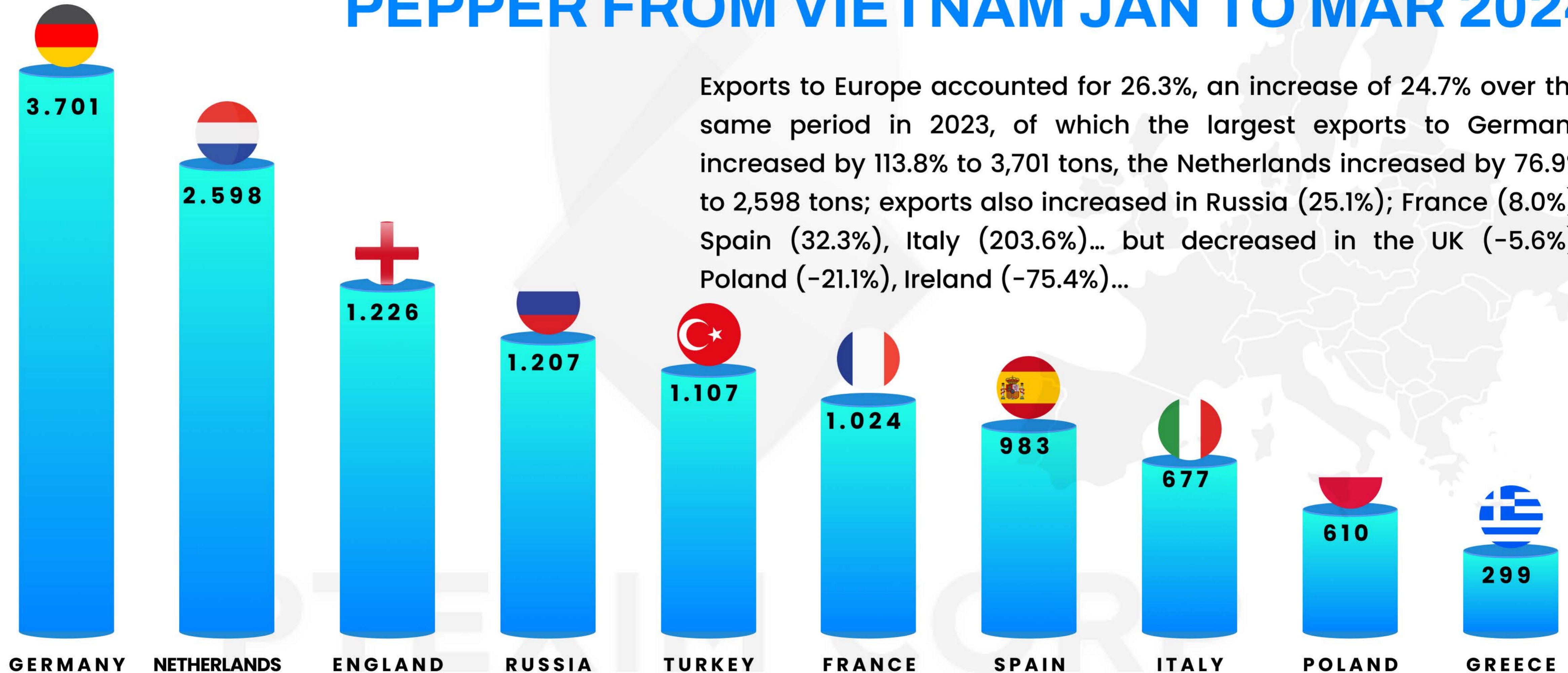


Pepper Exports Insight | Jan - Mar 2024



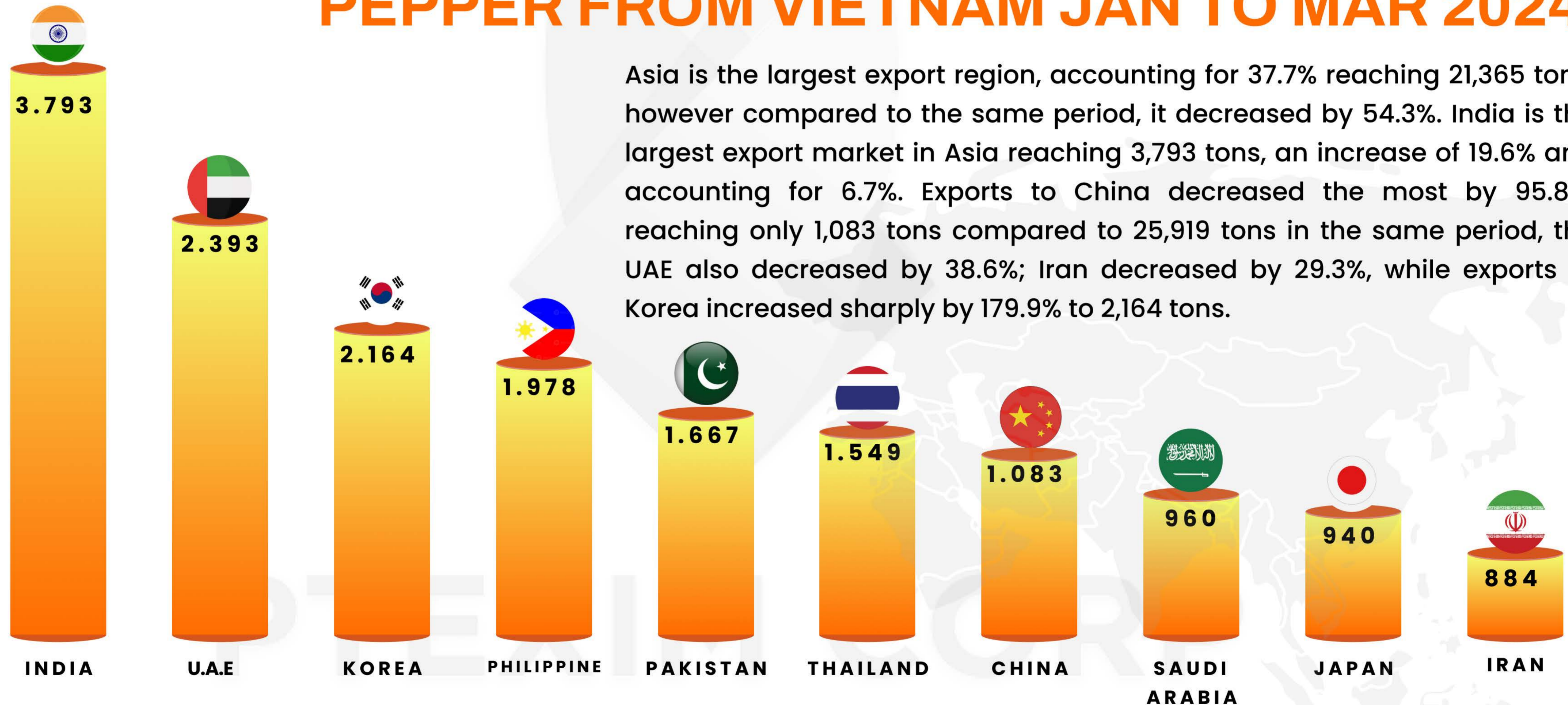
No	Country	Quantity (Mt)
1	America	15,185
2	India	3,793
3	Germany	3,701
4	Netherlands	2,598
5	United Arab	2,393
6	Korea	2,164
7	Philippine	1,978
8	Pakistan	1,667
9	Thailand	1,549
10	Egypt	1,389
	Others	20,295
	TOTAL	56,712

TOP 10 EU COUNTRIES IMPORT PEPPER FROM VIETNAM JAN TO MAR 2024



Exports to Europe accounted for 26.3%, an increase of 24.7% over the same period in 2023, of which the largest exports to Germany increased by 113.8% to 3,701 tons, the Netherlands increased by 76.9% to 2,598 tons; exports also increased in Russia (25.1%); France (8.0%); Spain (32.3%), Italy (203.6%)... but decreased in the UK (-5.6%); Poland (-21.1%), Ireland (-75.4%)...

TOP 10 ASIA COUNTRIES IMPORT PEPPER FROM VIETNAM JAN TO MAR 2024

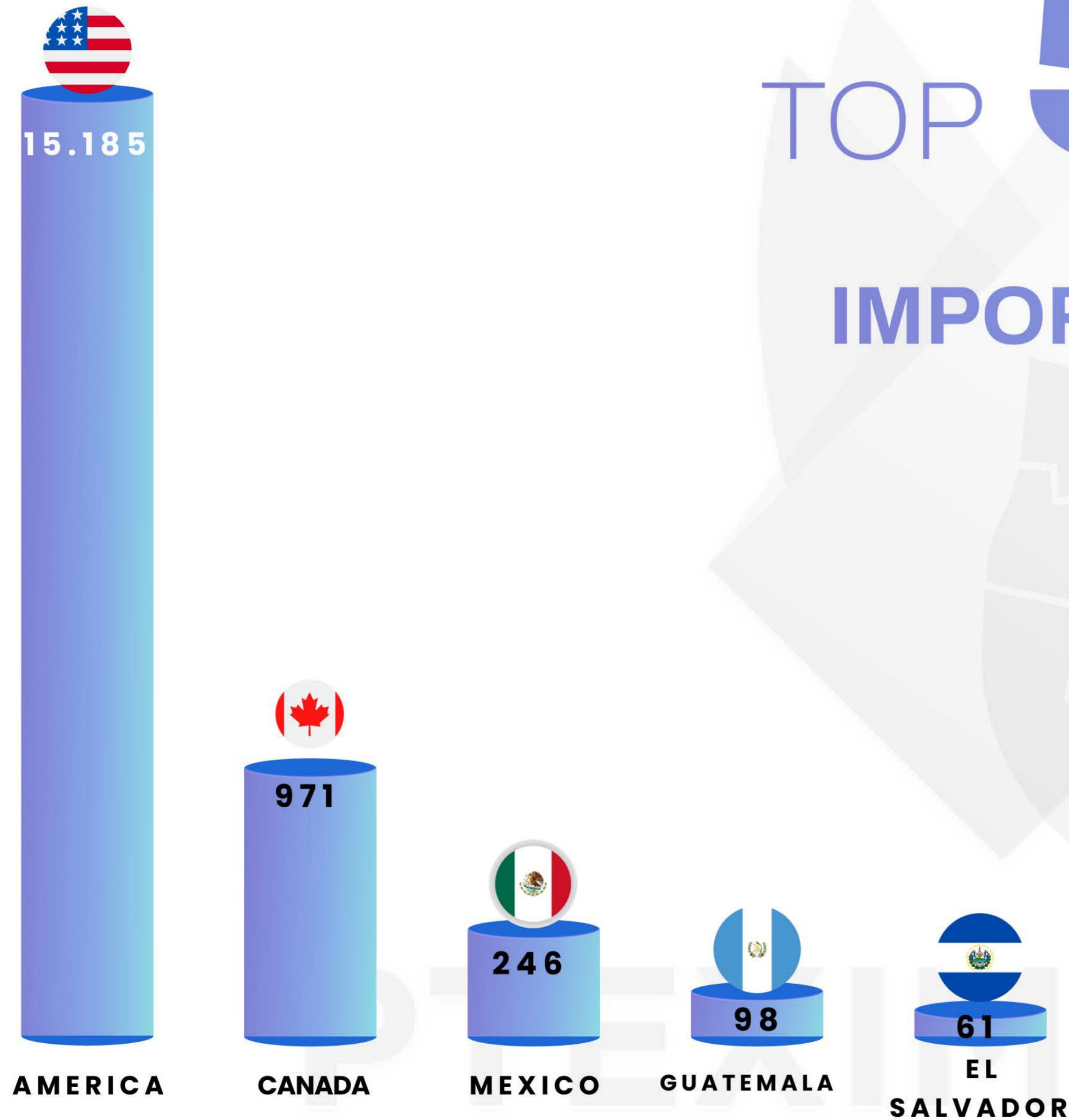


Asia is the largest export region, accounting for 37.7% reaching 21,365 tons, however compared to the same period, it decreased by 54.3%. India is the largest export market in Asia reaching 3,793 tons, an increase of 19.6% and accounting for 6.7%. Exports to China decreased the most by 95.8%, reaching only 1,083 tons compared to 25,919 tons in the same period, the UAE also decreased by 38.6%; Iran decreased by 29.3%, while exports to Korea increased sharply by 179.9% to 2,164 tons.

TOP 5 US COUNTRIES

IMPORT PEPPER FROM VIETNAM

JAN TO MAR 2024

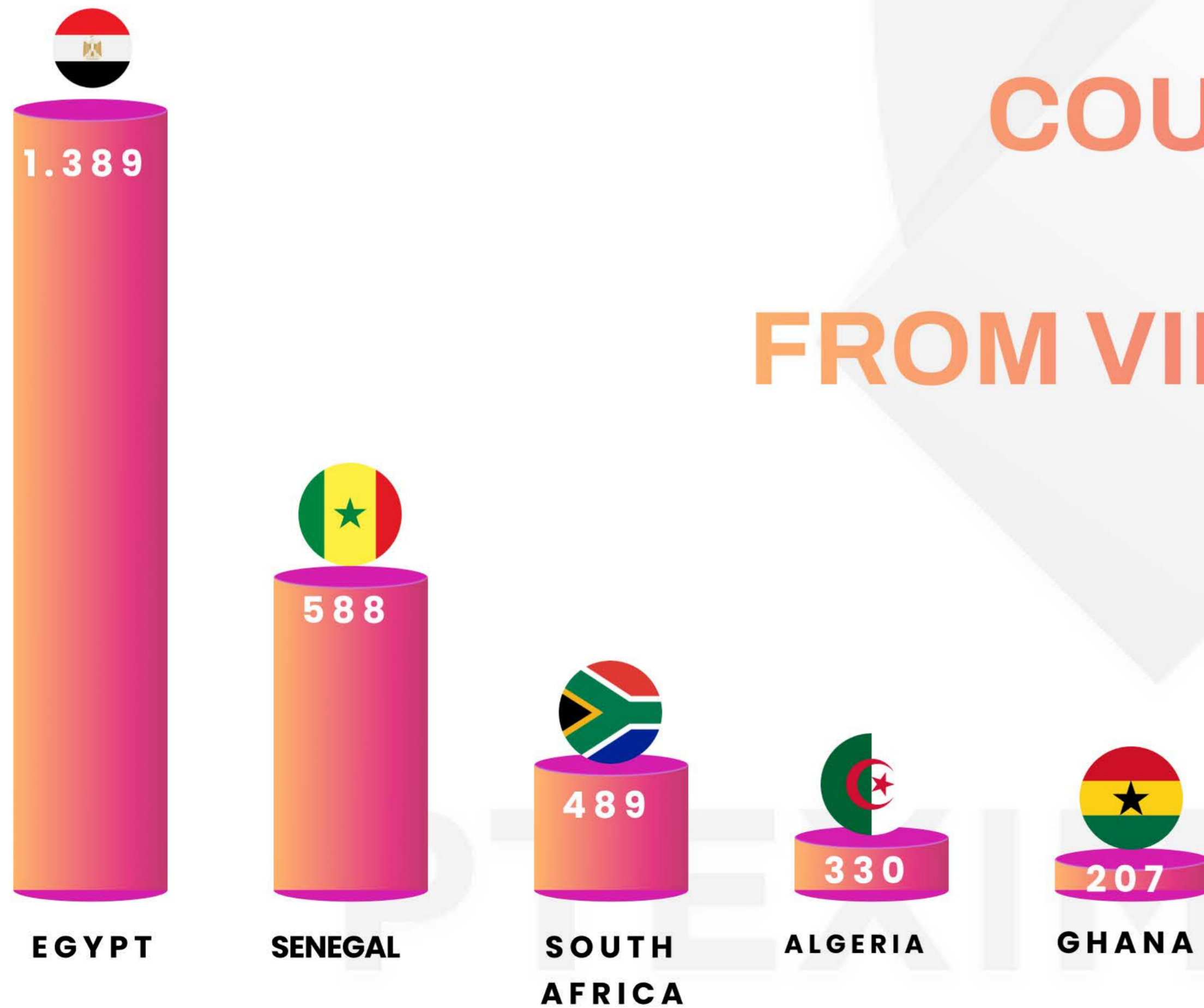


The Americas region ranked second, accounting for 29.7%, of which the United States is the largest export market of Vietnamese pepper, accounting for 26.8%, reaching 15,185 tons, an increase of 27.9% over the same period.

TOP 5 AFRICA

COUNTRIES IMPORT PEPPER

FROM VIETNAM JAN TO MAR 2024

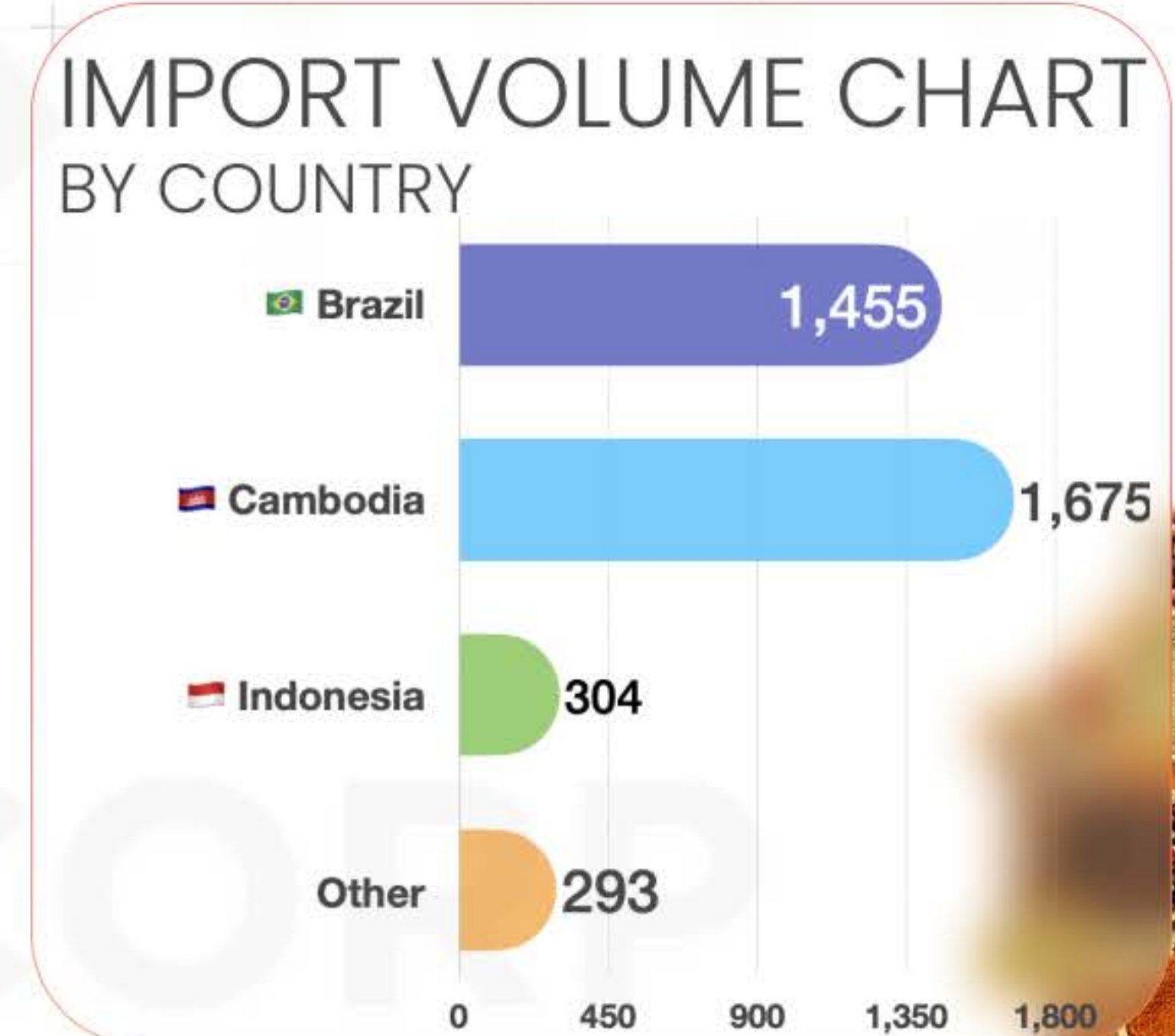


Exports to Africa decreased by 23.1%, of which Egypt decreased by 9.7% to reach 1,389 tons and Senegal decreased by 38.0% to reach 588 tons.

PEPPER IMPORTING

IN MARCH 2024

According to preliminary statistics of VPSA, in March 2024, Vietnam imported 3,727 tons, of which black pepper reached 3,572 tons, white pepper reached 155 tons, total import turnover reached 14.1 million USD, compared to the previous month import volume increased by 112.8%. Cambodia and Brazil are the two main pepper supply markets for Vietnam reaching 1,675 tons and 1,455 tons.

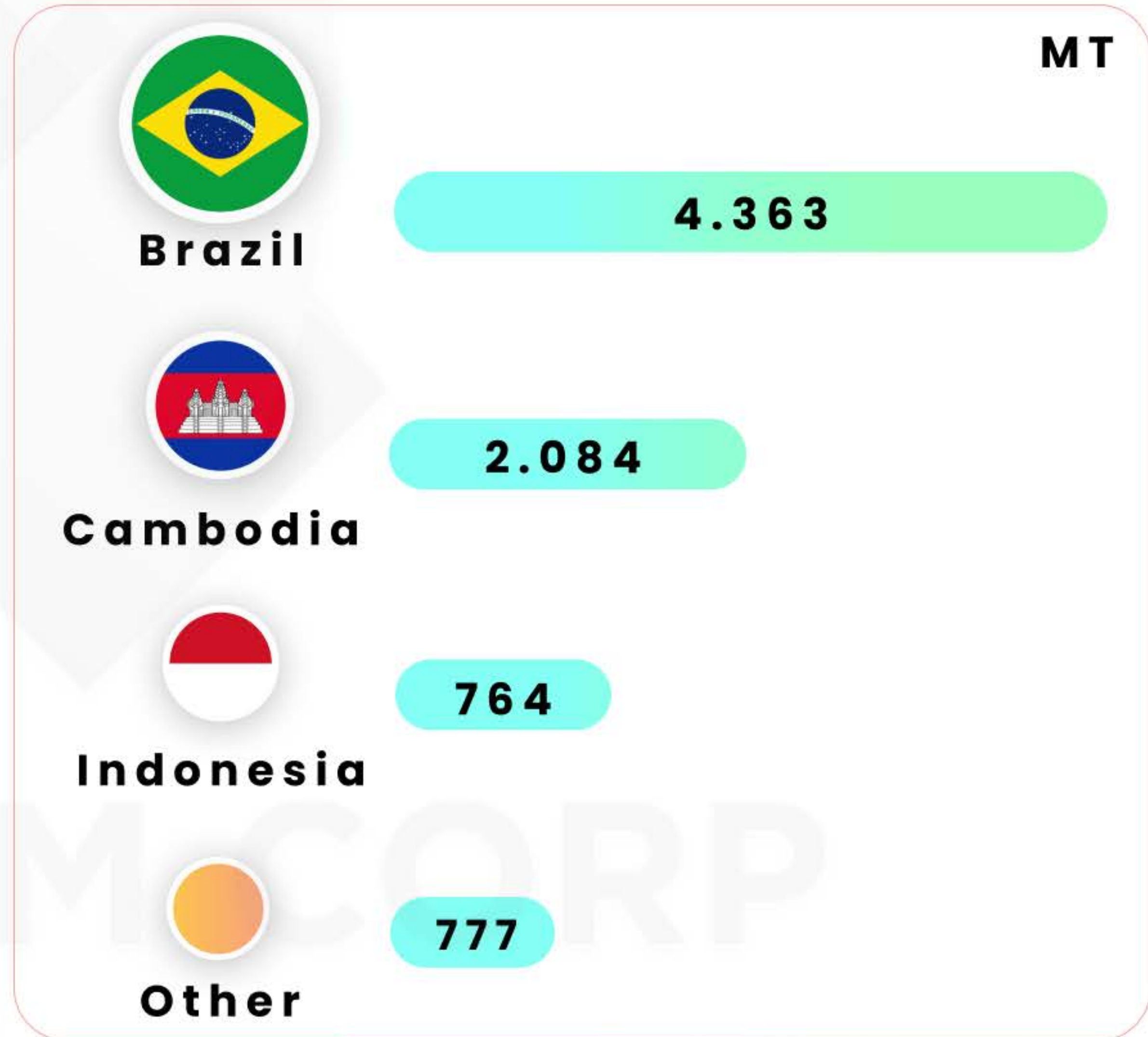


PEPPER IMPORTING

JAN-MAR 2024



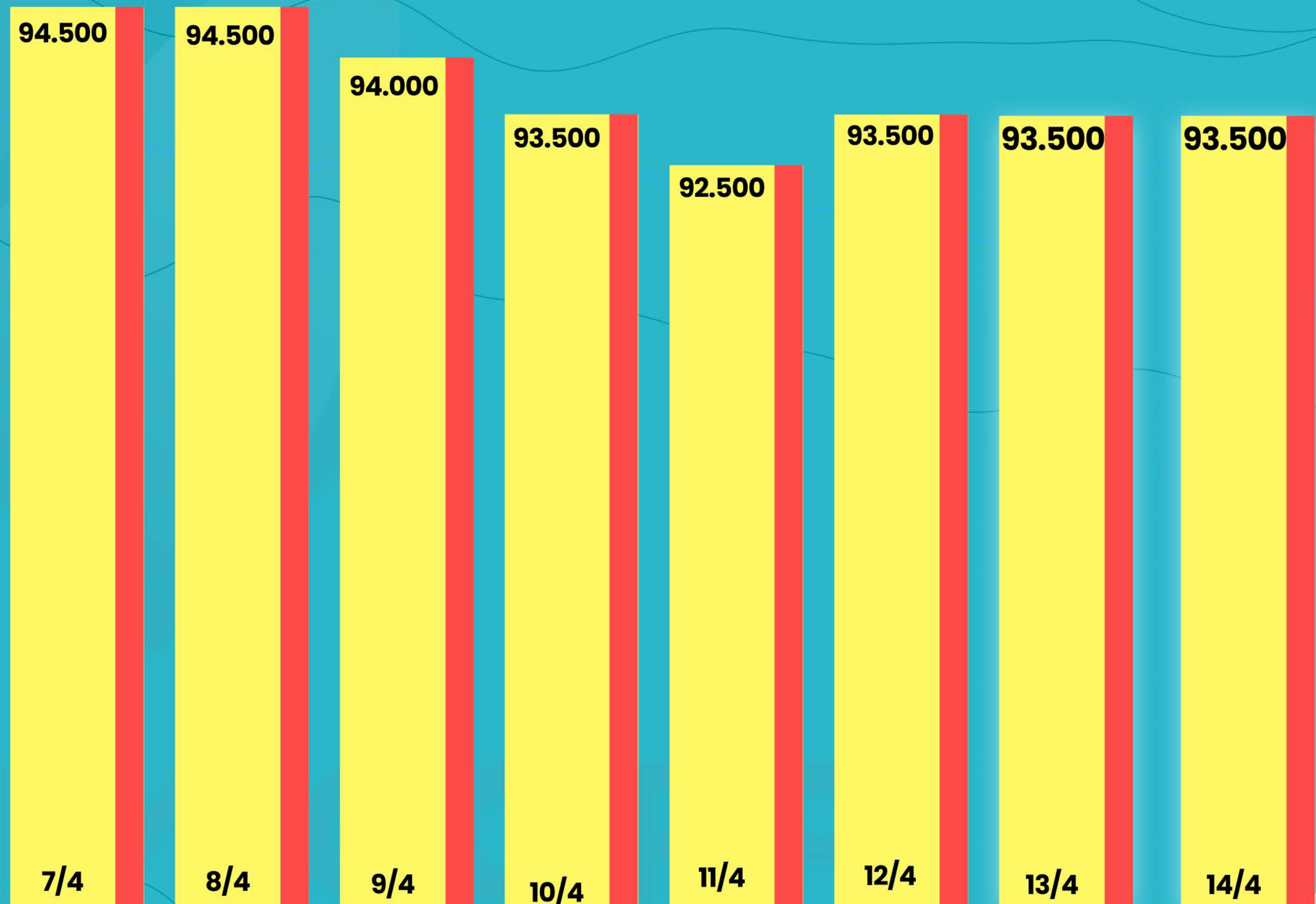
By the end of March 2024, Vietnam imported 7,988 tons of pepper, of which black pepper reached 7,663 tons, white pepper reached 325 tons, compared to the same period in 2023, the import volume increased by 2.2%. Brazil and Cambodia are the two main pepper suppliers to Vietnam reaching 4,363 tons and 2,084 tons. However, over the same period, imports from Brazil decreased by 16.3% while imports from Cambodia increased by 66.5%.



#15

Weekly Insights


-1%
to last week



KEY POINTS WEEK 15


-1%
to last week

Last week, the price of black pepper decreased from 94,500 VND to 93,500 VND, a decrease of 1%.



Demand is quite slow from different markets while Vietnam has basically finished harvesting with a plentiful supply of raw materials to sell on the market.

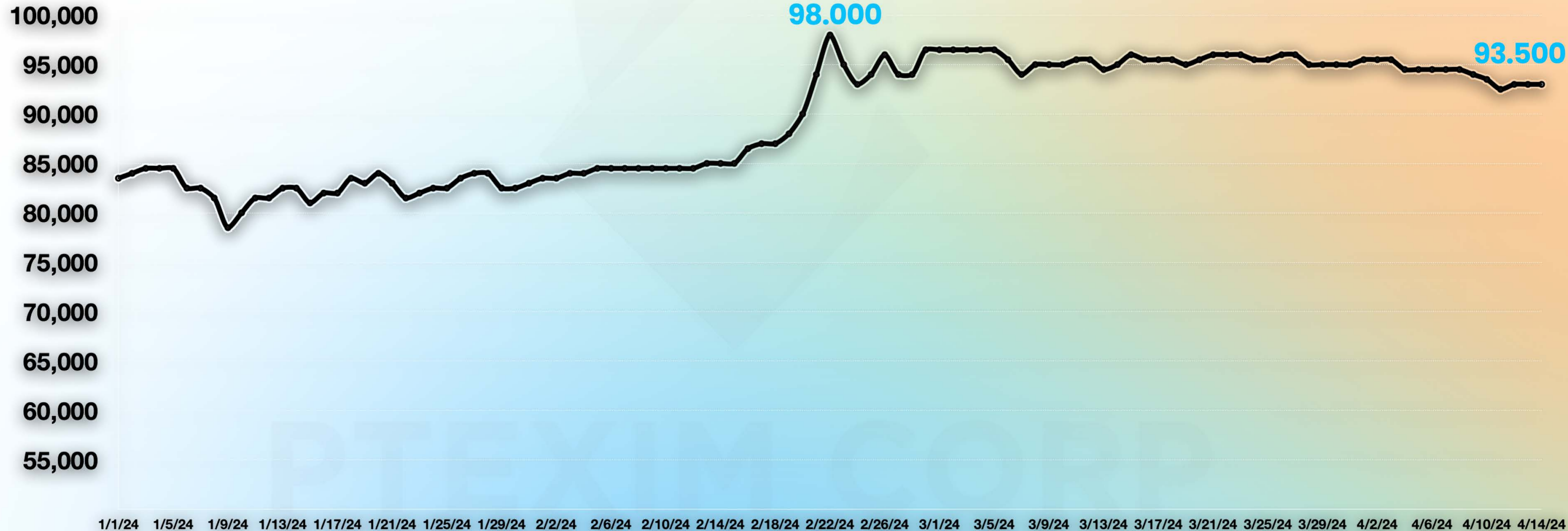
PTEXIM CORP

2024

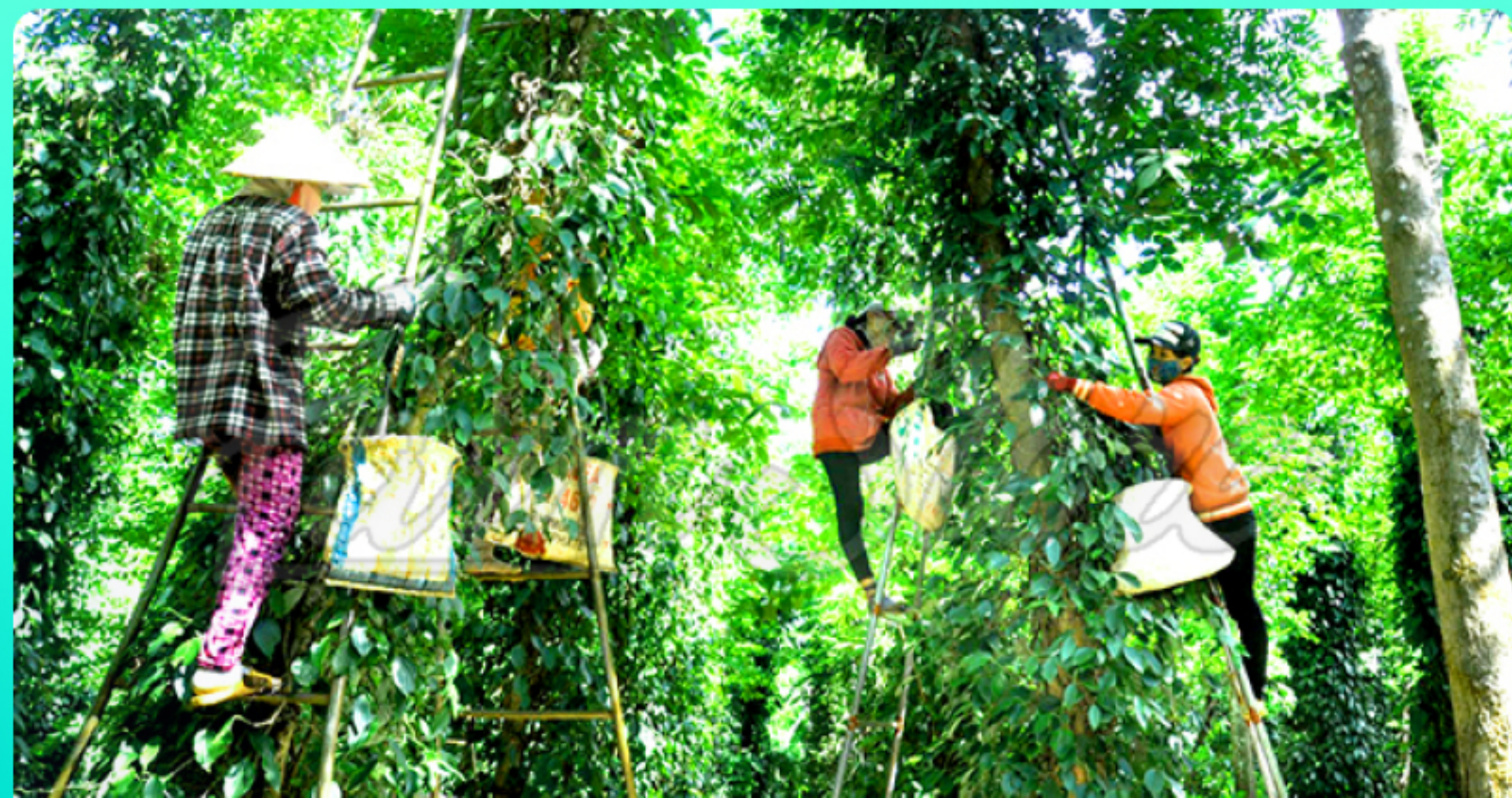
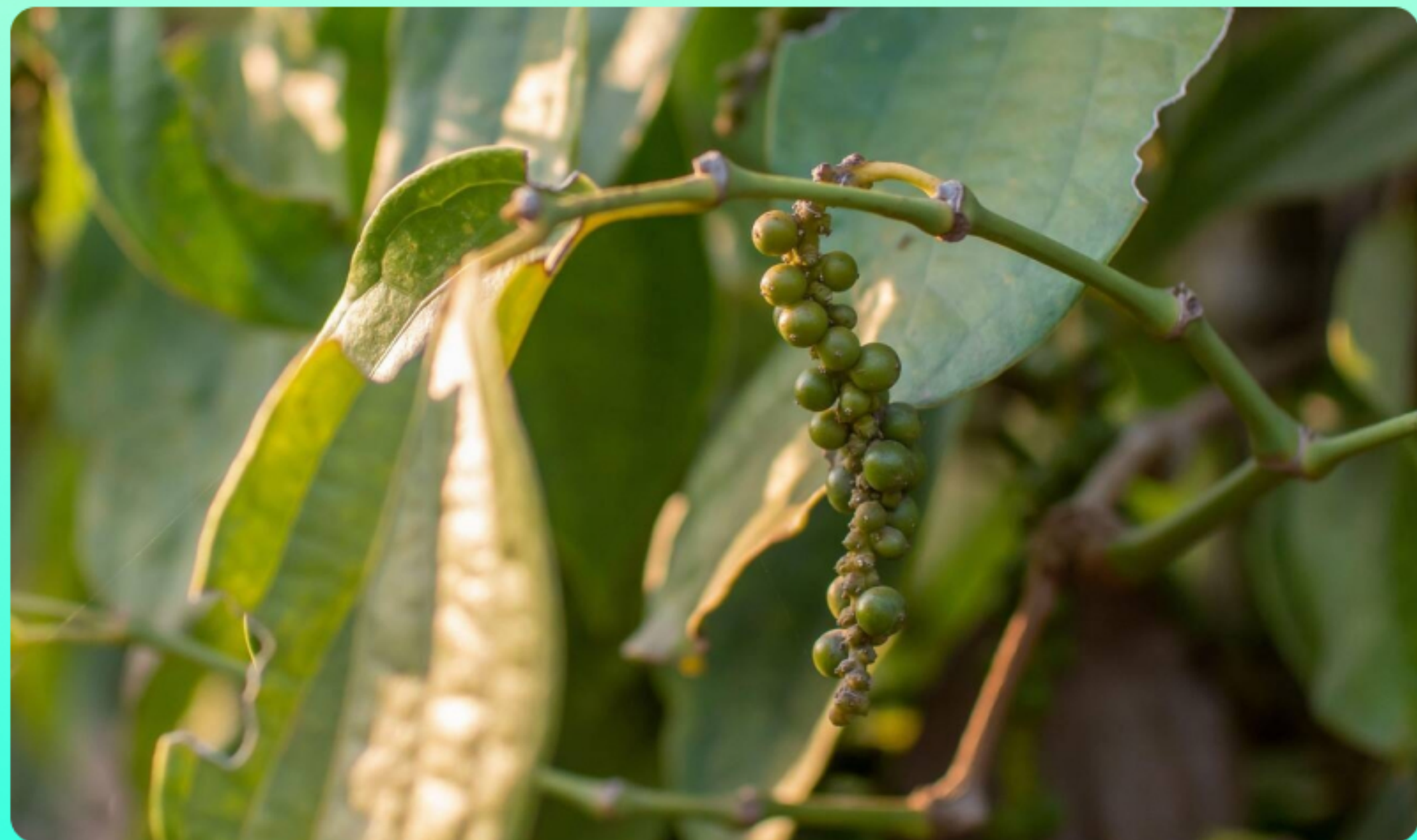
FROM Jan - 14 April 2024

Vietnam Black Pepper Price Chart VND/kg

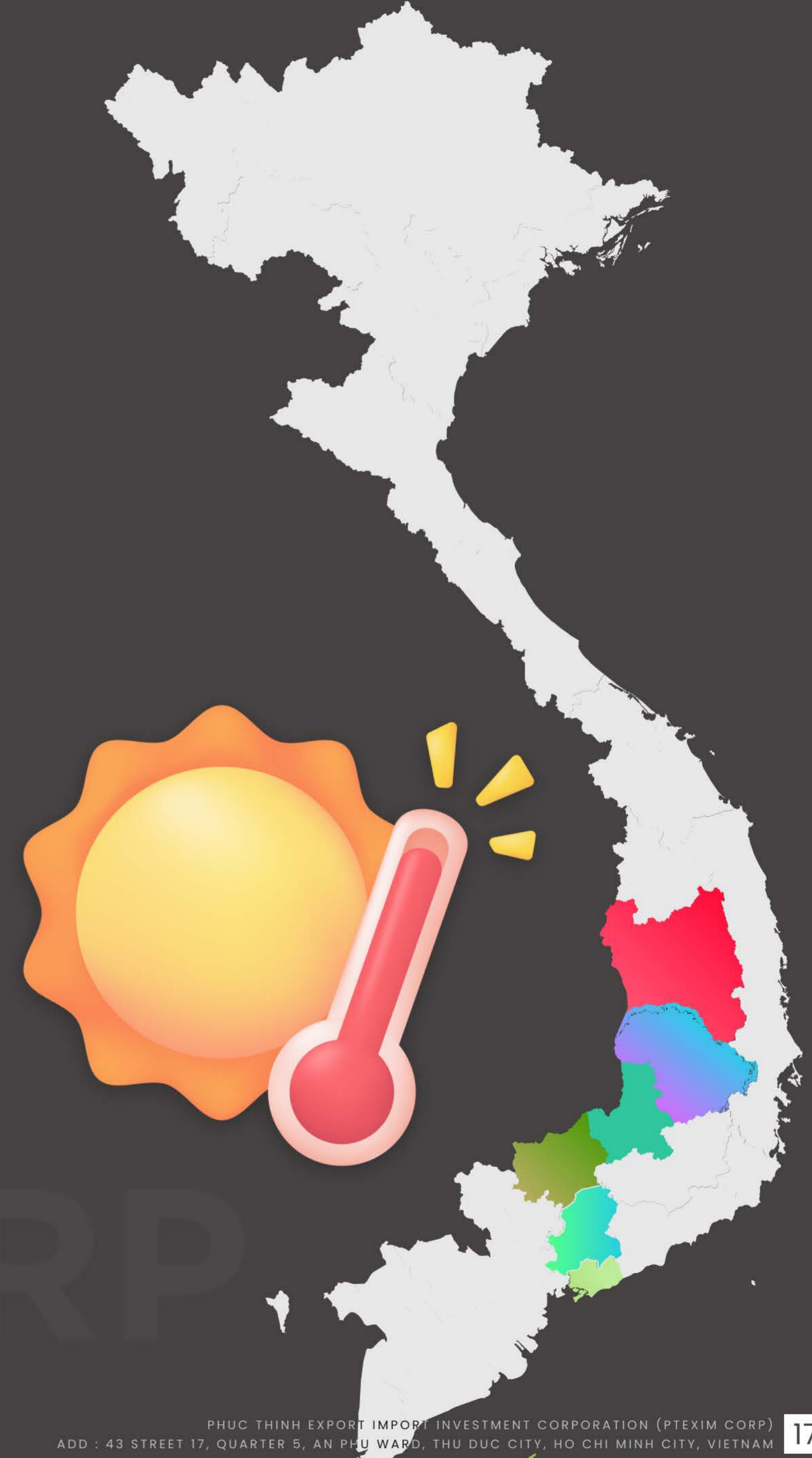
Pepper price has had an impressive increase in 2024 with an increase from 83,500vnd from January 1, 2024 to 93,500vnd until April 14, 2023, corresponding to an **increase of 12%** in recent times.



HARVESTING SITUATION



The harvest season in Vietnam has basically finished with fairly favorable weather conditions recently. The hot sun has also helped farmers harvest and dry the raw materials more easily.



Currency



Over the past 2-3 weeks, the VND exchange rate has continued to decrease against the USD. The exchange rate has dropped by about 1% in the past week, causing the price of black pepper to decrease when converted to USD.



Freight Rate

Ocean rates – Freightos Baltic Index

- Asia-US West Coast prices (FBX01 Weekly) **fell 3%** to \$3,628/FEU.
- Asia-US East Coast prices (FBX03 Weekly) were level at \$5,291/FEU.
- Asia-N. Europe prices (FBX11 Weekly) **increased 2%** to \$3,258/FEU.
- Asia-Mediterranean prices (FBX13 Weekly) **increased 17%** to \$5,307/FEU.

- Baltimore is the largest US port for vehicle imports and exports. Though many are anticipating disruptions and congestion in roll-on/roll-off operations, automotive leaders are saying alternatives are already in place and that they do not expect a significant impact to their operations.
- In the container market, shippers who normally rely on the Port of Baltimore are being offered contingency plans from carriers to reroute volumes through alternative ports like New York/New Jersey and Norfolk. Expanded gate hours, additional trucking capacity – including from Maryland-area truckers – and an anticipated special New York – Baltimore rail service, are being put into place at these ports to accommodate the diverted volumes. Chassis providers are likewise confident there is enough supply to service the rerouting and warehouse and drayage providers are also rushing to adjust.



QUICK ASSESSMENT OF MAJOR IMPORT MARKETS



INDIA

Pepper prices have continued to **increase** since last week.



INDONESIA

prices recorded an **increase** in the past 4 weeks. Meanwhile, the price of white pepper in this country continued to decrease from last week due to little inventory left on the market.



MALAYSIA

Black pepper prices recorded an **increase** this week. While, other types remain stable and unchanged.



SRI LANKA

Although the Sri Lankan Rupee increased by 1% against USD (300.04 LKR/USD), domestic pepper prices in this country have continued to decrease since 2 weeks ago.



BRAZIL, CAMBODIA, CHINA

Prices of Brazilian black pepper, Cambodian black pepper and Chinese white pepper were stable and unchanged this week.



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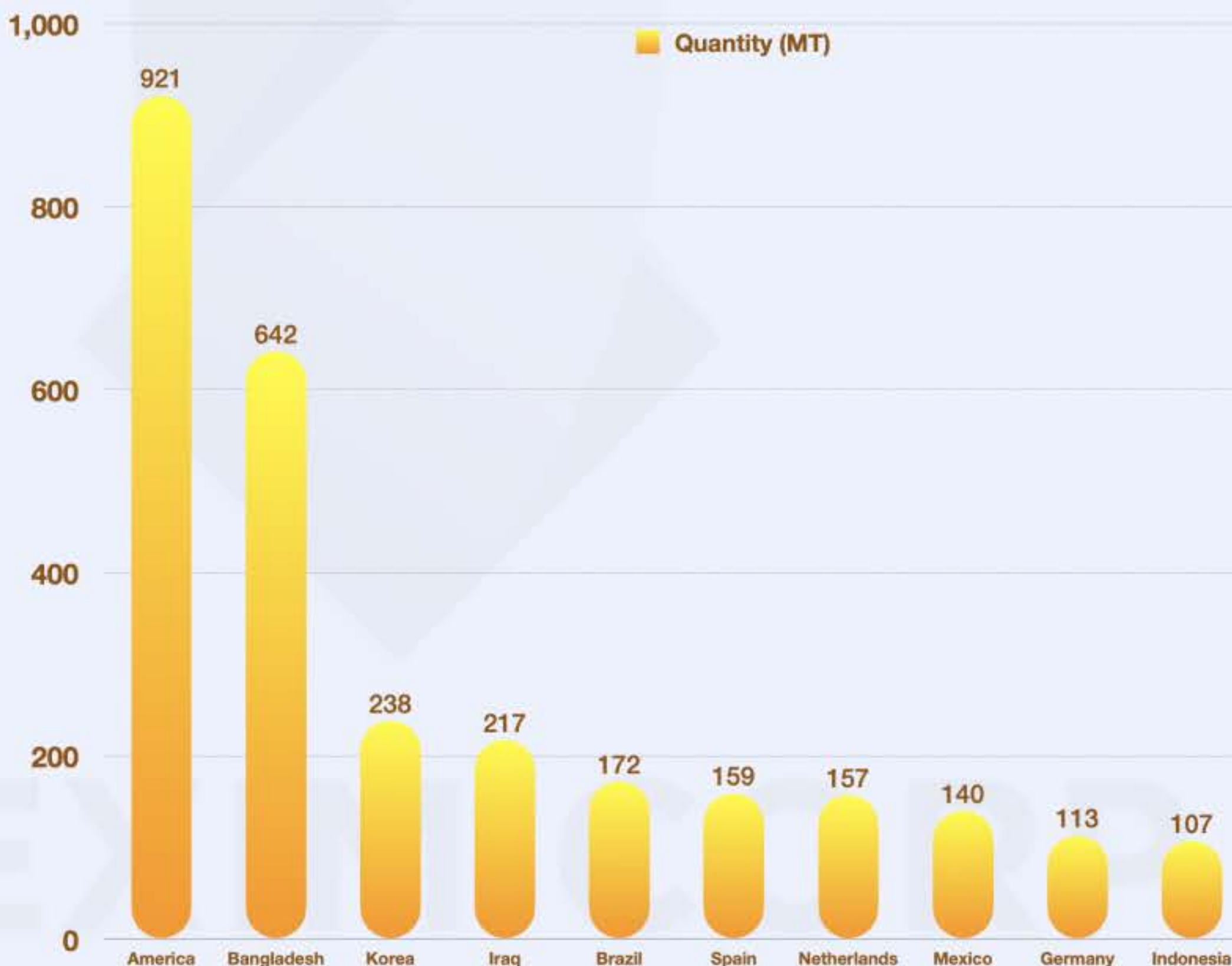
PTEXIM CORP

CASSIA EXPORTING REPORT

Cassia Exports Insight | March 2024

Preliminary statistics of VPSA, in March 2024, Vietnam exported 5,494 tons of Cassia, total export turnover reached 16.2 million USD, compared to February, export volume increased by 36.7% and compared to the same period last year, export volume decreased by 16.5%. India, the United States and Bangladesh are the three main export markets of Vietnamese cassia reaching 1,120 tons, 921 tons and 642 tons respectively.

TOP 10 CASSIA'S IMPORTER FROM VIETNAM



EXPORTED
5,494 MT

TURNOVER
16.2 MIL \$

Cassia Exports In First 3 Months 2024 Insight



15,966 MT
Export



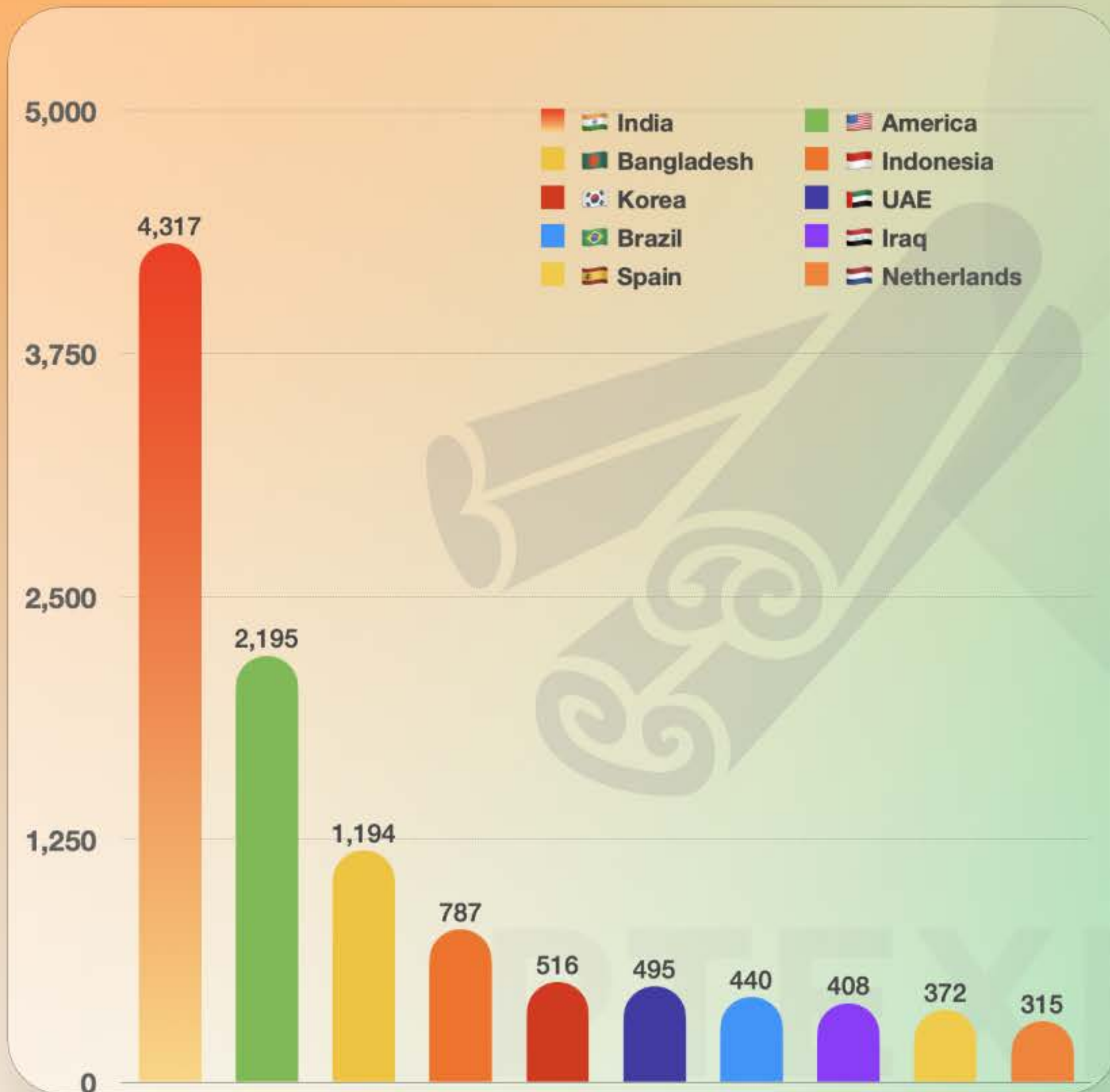
46.2 Mil \$
Turnover



14.6%
Volume

Progressively from January 1 to March 31, 2024, Vietnam exported 15,966 tons of Cassia, total export turnover reached 46.2 million USD, down 14.6% in volume and 15.7% in value compared to with the same period last year. The main export markets of Vietnamese cassia include: India: 4,317 tons, accounting for 27.0% and decreasing 38.5% compared to the same period; United States: 2,195 tons, accounting for 13.7%, an increase of 8.1%; Bangladesh: 1,194 tons, accounting for 7.5% and down 50.9% over the same period.

INSIGHT | CASSIA EXPORT FIRST 3 MONTHS 2024



No	Country	Quantity (MT)
1	India	4,317
2	America	2,195
3	Bangladesh	1,194
4	Indonesia	787
5	Korea	516
6	UAE	495
7	Brazil	440
8	Iraq	408
9	Spain	372
10	Netherlands	315
	Others	4,927
	TOTAL	15,966



GUARANTEED LEAD CONTENT



1 PPM



2 PPM



KFDA STANDARD





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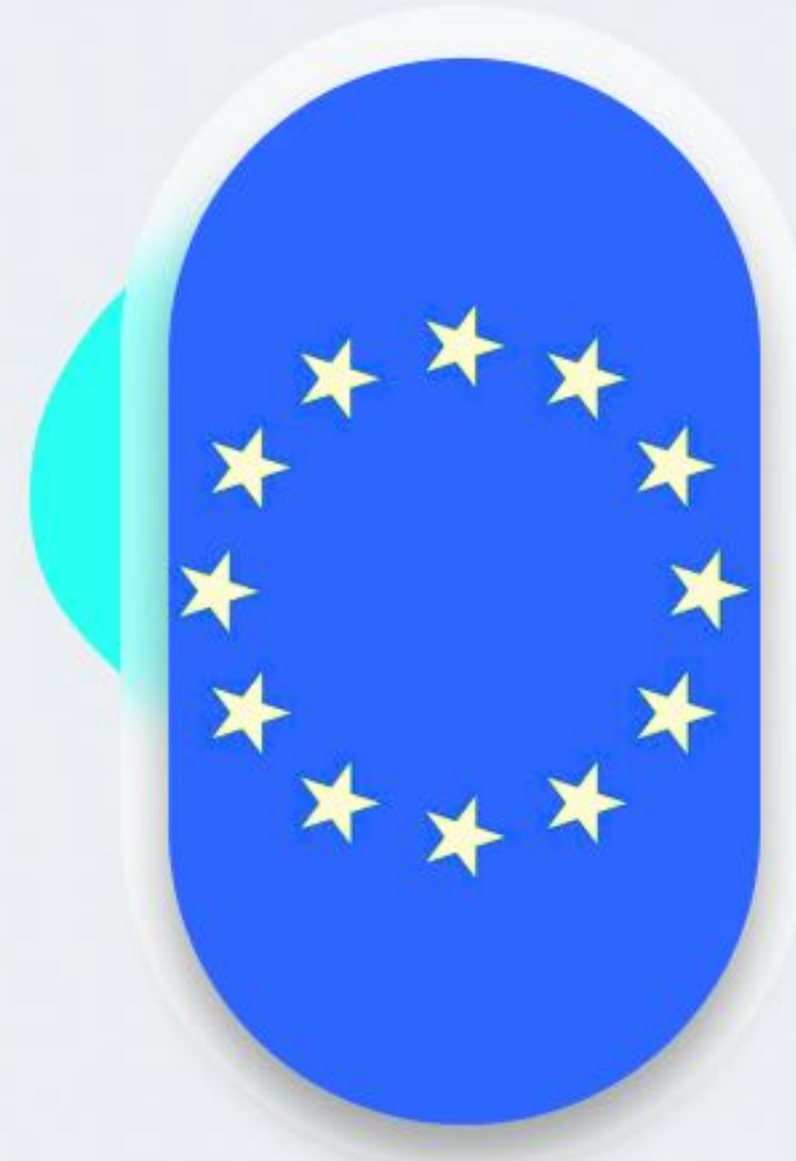
GUARANTEED LEAD CONTENT

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 ...





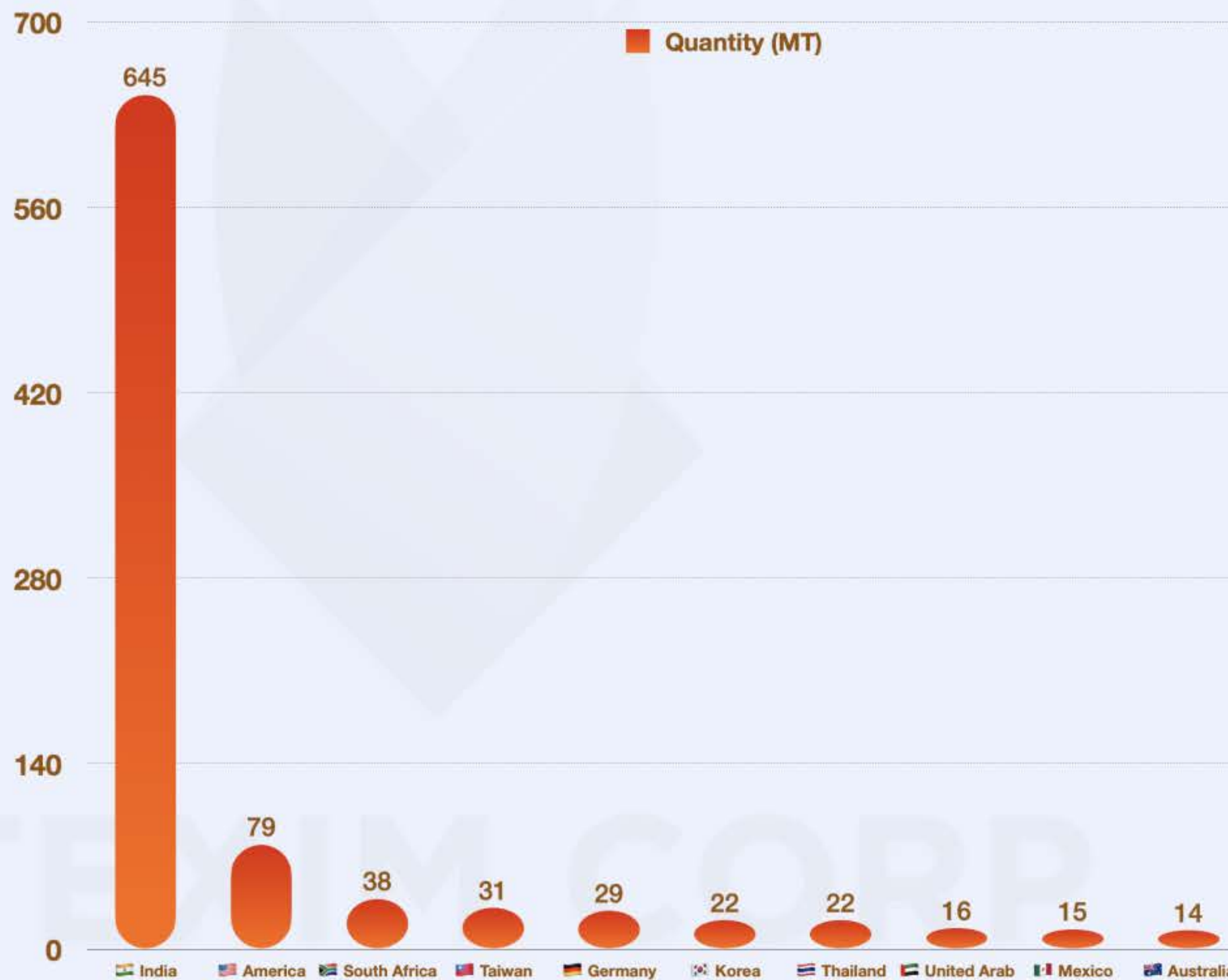
PTEXIM RESEARCH

STAR ANISE EXPORTING REPORT



Star Anise Exports Insight | March 2024

TOP 10 STAR ANISE'S IMPORTER FROM VIETNAM

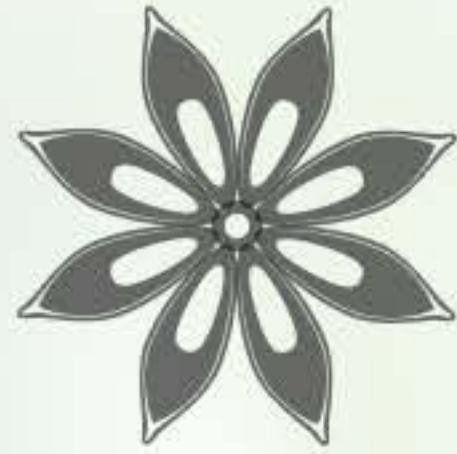


EXPORTED
998^{MT}

OVERNOVER
5.3^{MIL \$}



Star Anise Exports In First 3 Months 2024 Insight



2,435 MT
Export



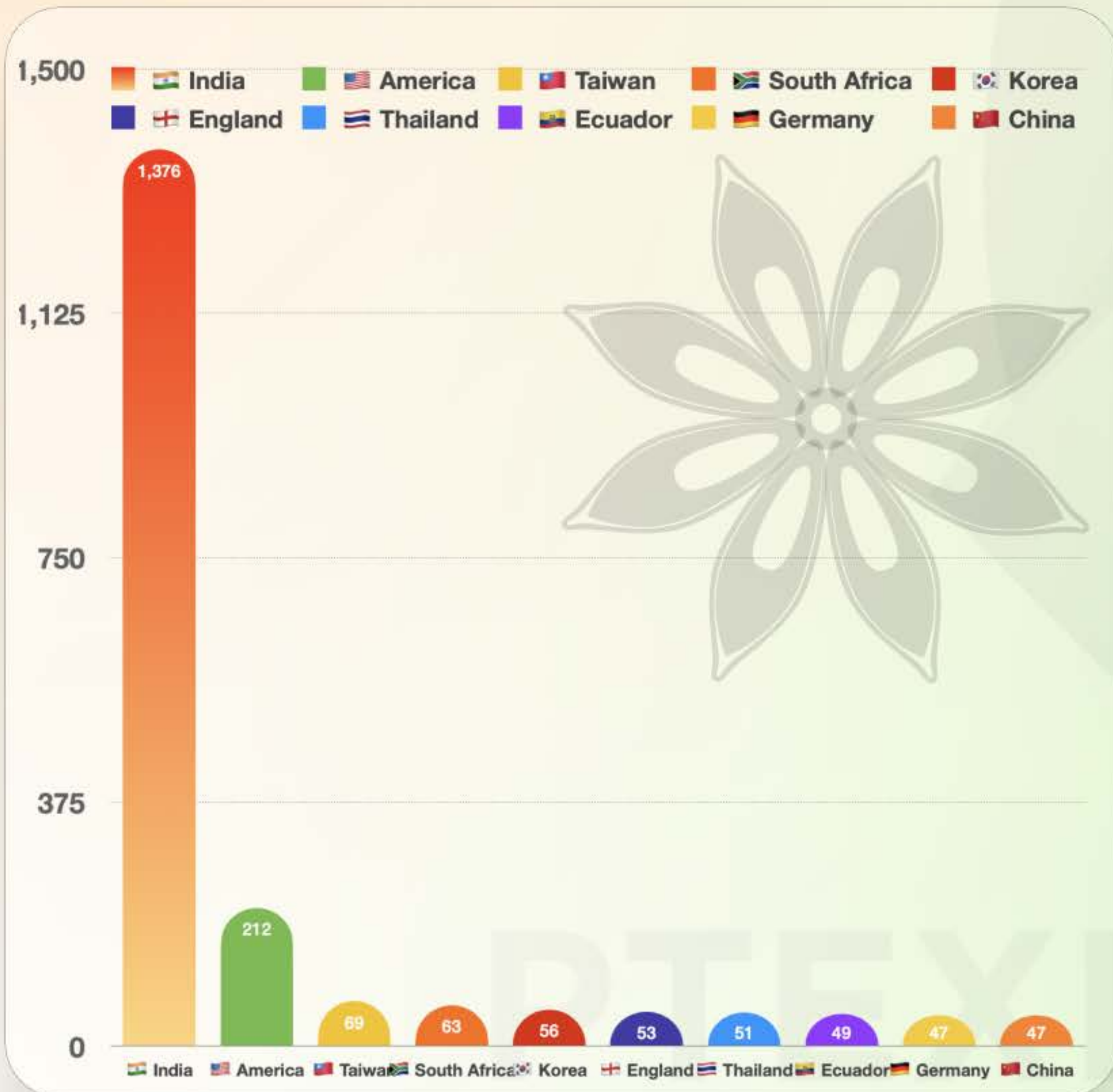
13.3 Mil \$
Turnover



27.7%
Volume

Progressively from January 1 to March 31, 2024, Vietnam exported 2,435 tons of Star Anise, total export turnover reached 13.3 million USD, compared to the same period in 2023, export volume decreased by 27.7%, Turnover decreased by 38.4%. The largest export of star anise is India, in the first 3 months of 2023 reached 1,376 tons, accounting for 56.5%, however compared to the same period, the export volume decreased by 39.7%. The United States is the second largest export market, accounting for 8.7%, reaching 212 tons and down 15.9% over the same period in 2023.

INSIGHT | STAR ANISEED FROM JAN TO MAR 2024



No	Country	Quantity (MT)
1	India	1,376
2	America	212
3	Taiwan	69
4	South Africa	63
5	Korea	56
6	England	53
7	Thailand	51
8	Ecuador	49
9	Germany	47
10	China	47
	Others	412
	TOTAL	2,435



STAR ANISE

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



PTEXIM CORP

OTHERS SPICES



CINNAMON (CASSIA) / TURMERIC / STAR ANISE / GINGER



GINGER

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



TURMERIC

Please contact for further demand for Turmeric Sliced/ Polished Turmeric Finger / Turmeric Powder ...

PTEXIM CORP

Desiccated Coconut

// The market stable and all unchanged from last week.



PTEXIM CO.

ORGANIC STEAM STERILIZED PEPPER



			 EU MAINT	 NY/BAL
NO	ITEM	FOB (USD/MT)	PORT	
1	Organic Steam Sterilized Pepper 550G/L	\$7.059	\$7.202	\$7.199
2	Organic Steam Sterilized Pepper 570G/L	\$7.177	\$7.320	\$7.317
3	Steam Sterilized White Pepper 630G/L	\$10.822	\$10.964	\$10.962

ORGANIC CASSIA (CINNAMON)

6	ORGANIC WHOLE CASSIA;		\$3.561
7	ORGANIC CASSIA SPLIT;		\$3.213
8	ORGANIC CASSIA BROKEN MACHINE CLEANED 3.5% VO;		\$3.396
9	ORGANIC CASSIA STICK ROLLED 90%;		\$5.486
10	ORGANIC CASSIA POWDER STEAM STERILIZED 3% VO;		\$3.869



WHOLE PEPPER

				
NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
1	VBP 500 G/L FAQ	\$3.965	\$4.108	\$4.105
2	VBP 550 G/L FAQ	\$4.258	\$4.401	\$4.398
3	VBP 500 G/L Double Spiral Cleaned	\$4.316	\$4.459	\$4.456
4	VBP 550 G/L Double Spiral Cleaned	\$4.394	\$4.537	\$4.534
5	VBP 570 G/L Double ASTA	\$4.471	\$4.614	\$4.611
6	VBP 5MM Jumbo Size	\$4.612	\$4.755	\$4.752
7	White PEPPER 630 G/L DW	\$6.135	\$6.278	\$6.275
8	White PEPPER 630 G/L ASTA	\$6.177	\$6.320	\$6.317

STEAM


STERILIZED

PEPPER &

PESTICIDE

GUARANTEE

EU COMPLIANCE

				
NO	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
1	Steam Sterilized Pepper 500G/L	\$4.548	\$4.691	\$4.688
2	Steam Sterilized Pepper 550G/L	\$4.706	\$4.849	\$4.846
3	Steam Sterilized Pepper 570G/L	\$4.785	\$4.927	\$4.925
4	Steam Sterilized Pepper 5MM	\$4.875	\$5.018	\$5.015
5	Steam Sterilized White Pepper 630G/L	\$6.583	\$6.726	\$6.723

STEAM STERILIZED PEPPER – EU COMPLIANCE

6	Steam Sterilized Pepper 500G/L	\$4.728	\$4.871	\$4.868
7	Steam Sterilized Pepper 550G/L	\$4.886	\$5.029	\$5.026
8	Steam Sterilized Pepper 570G/L	\$4.965	\$5.107	\$5.105
9	Steam Sterilized Pepper 5MM	\$5.055	\$5.198	\$5.195
10	Steam Sterilized White Pepper 630G/L	\$6.763	\$6.906	\$6.903

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



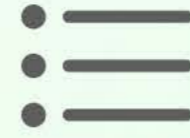
EU & US STANDARDS

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%;	\$4.886	>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;	\$1.906
2	POLISHED TURMERIC FINGER;	\$2.077
3	TURMERIC POWDER;	\$1.906
4	TURMERIC SLICE SUN DRIED;	\$1.691
5	WASHED TURMERIC SLICE SUN DRIED;	\$1.906
6	TURMERIC SLICE MACHINE DRIED;	\$2.120

GINGER

NO	☰ ITEM	🏛️ FOB
1	GINGER POWDER	\$ 2.893
2	GINGER SLICED	\$ 3.322
3	POLISHED GINGER FINGER	\$ 3.107

Desiccated Coconut

NORMAL QUALITY

ITEM	FOB (\$/MT)	FAT
DESICCATED COCONUT HIGHT FAT MEDIUM GRADE	\$2.142	60-63%
DESICCATED COCONUT HIGHT FAT FINE GRADE	\$2.099	60-63%
DESICCATED COCONUT MEDIUM FAT FINE GRADE	\$1.796	50-55%
DESICCATED COCONUT LOW FAT FINE GRADE	\$1.016	30-35%

EU QUALITY – BRC FACTORY

ITEM	FOB (\$/MT)	FAT
DESICCATED COCONUT HIGHT FAT MEDIUM GRADE	\$2.186	MIN 63%
DESICCATED COCONUT HIGHT FAT FINE GRADE	\$2.142	MIN 63%
DESICCATED COCONUT CHIPS GRADE	\$3.453	MIN 63%
DESICCATED COCONUT FLAKES GRADE	\$3.453	MIN 63%



PEPPER POWDER PESTICIDE GUARANTEE



GROUND STEAM STERILIZED BLACK PEPPER

NO	ITEM	FOB
1	- Half Cracked HTST black peppe 6 -> 8#;	\$5.712
2	- Granulate HTST black pepper 8 -> 12#;	\$5.612
4	- Table HTST black pepper 18 -> 28# ;	\$5.463
5	- Fine HTST black pepper 30 -> 34# ;	\$5.463
6	- Ground HTST black pepper 40 -> 100# ;	\$5.215

GROUND STEAM STERILIZED WHITE PEPPER

6	Ground HTST white pepper 40 > 100# ;	\$7.313
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OTHER HERBS & SPICES

NO	ITEM	FCL		PTEXIM OFFER (\$/MT)
		20" FCL	40" FCL	
1	 Crushed Chilli 20-30K shu	12.5	25	\$3,002
2	Ground Chilli 20-30K Shu	16	25	\$3,008
3	Chilies Whole With Stem	6.5	13	\$2,472
4	Coriander Split	10	22	\$1,128
5	Coriander Whole 99.5%	10	22	\$1,231
6	Cumin Ground 1% VO	16	25	\$2,240
7	Cumin Ground 2% vo	16	25	\$2,920
8	Cumin Seeds 99.5%	15	25	\$3,126
9	Fennel Seeds 99.5%	15	25	\$2,781
10	Turmeric Finger	17	25	\$2,312
11	Turmeric Ground Min. 2.5% Cur	18	25	\$2,369



#15 March Pepper's Market Report

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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)