



PTEXIM CORP

# Pepper Crop Survey

2025

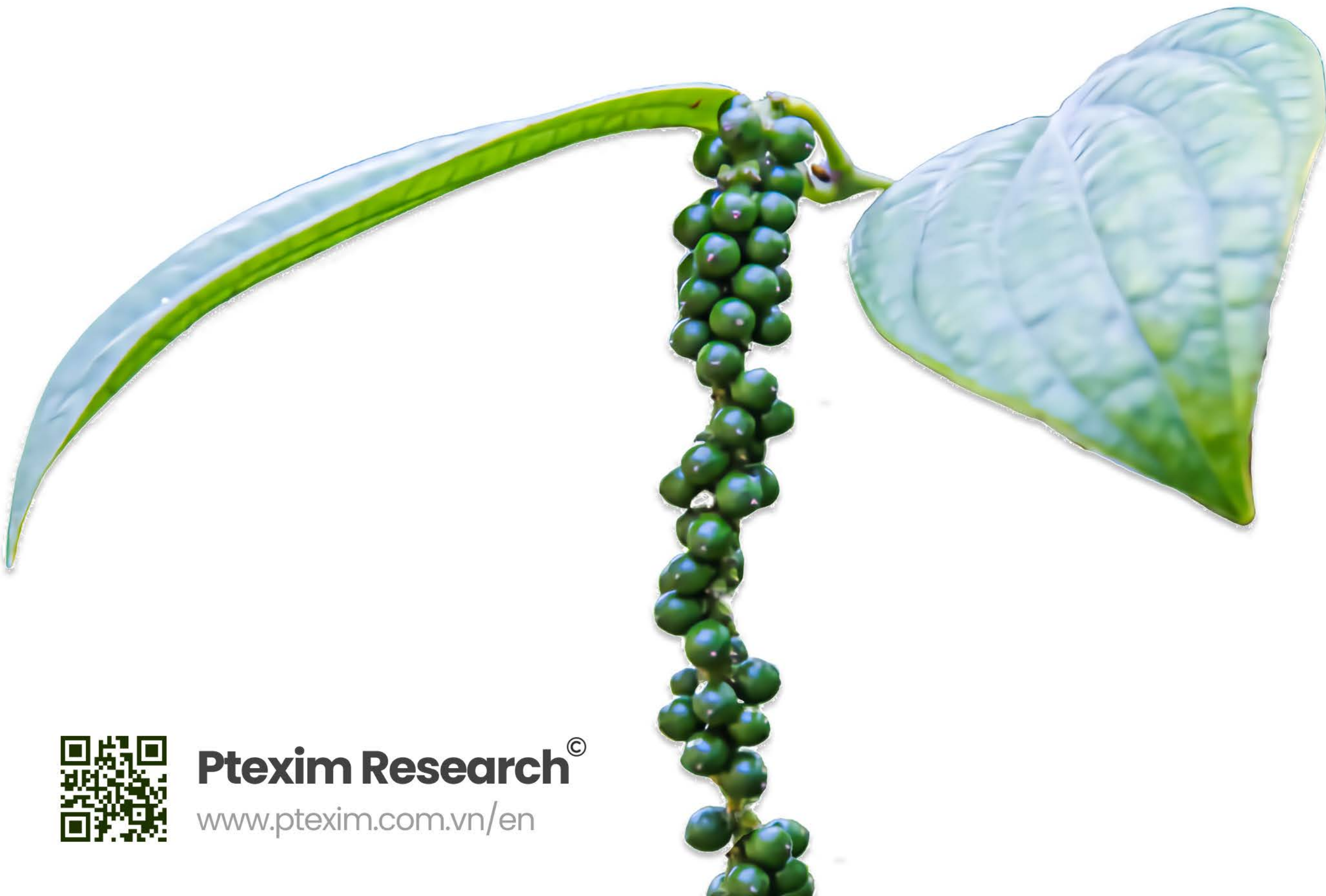
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# ABOUT CROP SURVEY



In 2024, global agriculture faced numerous challenges, including ongoing wars and conflicts across various countries and regions, as well as increasingly severe climate change impacts in key agricultural nations. These factors led to a substantial decline in worldwide agricultural output. By year's end, black pepper prices had risen by 82%, aligning with expert predictions made in late 2023.



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***Sincerely thank you.***





# ABOUT CROP SURVEY 2025

After gathering data from various sources, we are pleased to share with you our forecast for the 2025 crop production. Given the limitations in data collection, some inaccuracies in this report are inevitable. Nonetheless, we hope it serves as a valuable reference. We welcome your feedback to help us enhance future reports.





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# Overview

## Vietnam's Pepper Crop Size In 2025



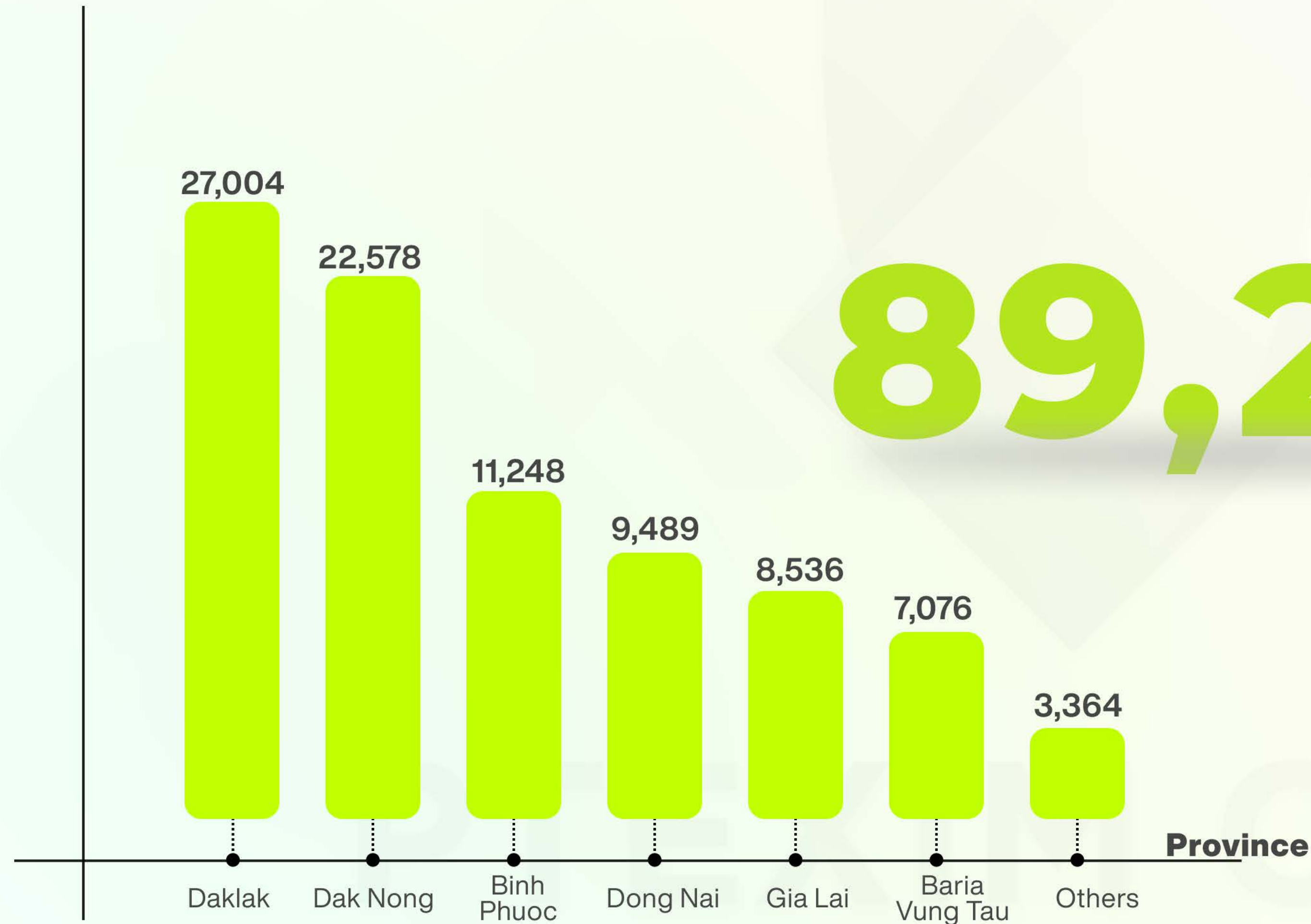




# BLACK PEPPER PRODUCTION AREA & QUANTITY IN VIETNAM



Hectare



89,294 HA



Province

PTEXIM CORP



# Dak Lak Province

## Production Situation

▼ **-10-20%** decrease almost farm



- No expansion in pepper planting areas



- farmers converting to durian and coffee cultivation.

## Black Pepper Farm Health Status



- Aging pepper gardens

**5%**

- Natural death rate in existing areas

### Dak Lak



27,004 Ha

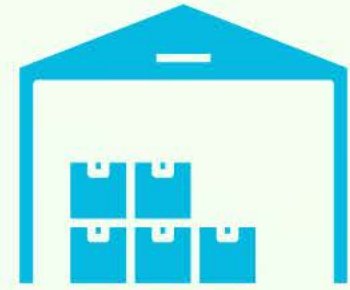


↓ 10-20%





# Dak Lak Province



## Stockpile Situation In Household



- Limited storage capacity



- Only financially capable households maintaining stockpile.

### Stockpile capacity ranges:



Several tons (small scale)



Up to 10-30 tons (larger scale)

**Dak Lak**

27,004 Ha ↓ 10-20%





# Dak Nong Province

## Production Situation

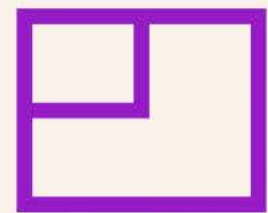


0% New planting areas



- Farmers tend to grow durian and coffee. Less farmers make new planting pepper area.

## Black Pepper Farm Health Status



- Low Black pepper planting density each farm

▲ 5%

- 0 - 5% increase black pepper quantity

## Dak Nong



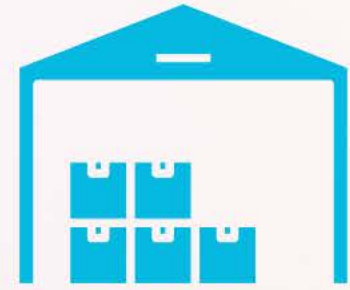
22,578 Ha



↑ 0-5%



# Dak Nong Province



## Stockpile Situation In Household



- Limited storage capacity



- **No pressure** to sell out next season.

## Stockpile capacity ranges:



Several tons (small scale)



Up to 10–20 tons (larger scale)

## Dak Nong



22,578 Ha



↑ 0-5%





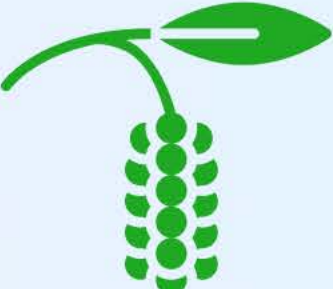
# Binh Phuoc Province

## Production Situation

 **0%** New planting areas

 • Farmers tend to grow new coffee, Durian

## Black Pepper Farm Health Status

 • Black pepper farms are mostly of good quality.

 **5%** • Decreasing black pepper quantity

**Binh Phuoc**

 11,248 Ha       **5%**







# Dong Nai Province

## Production Situation

 **-5%** Production 2025 compared with 2024

-  However still not much new garden because farmers are more happy with durian and coffee.

## Black Pepper Farm Health Status

-  The high price of pepper, has encouraged farmers to focus on caring for and renovating existing pepper gardens.

**Dong Nai**

 9,489 Ha  **↓ 5%**





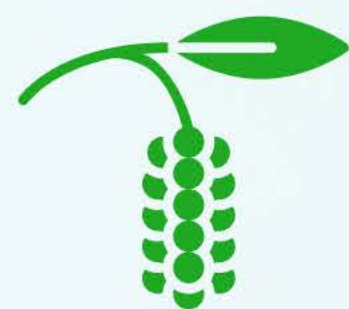
# Gia Lai Province

## Production Situation

 **-5%** Production 2025 compared with 2024

-  Farmers tend to plant new Black pepper in intercropping with durian/coffee.

## Black Pepper Farm Health Status

-  Increase the use of **organic** fertilizers, apply advanced irrigation technology, save water...

**Gia Lai**

 8,536 Ha  **↓ 5%**





# Baria Vung Tau Province

## Production Situation

 **-15%** Production 2025 compared with 2024

-  Farmers tend to plant new Black pepper in intercropping with Durian.

## Black Pepper Farm Health Status

-  Due to the impact of **unfavorable** weather, pepper **flowers fall off**, resulting in **low fruit set rate** and high risk of crop failure.

### Baria Vung Tau



7,076 Ha

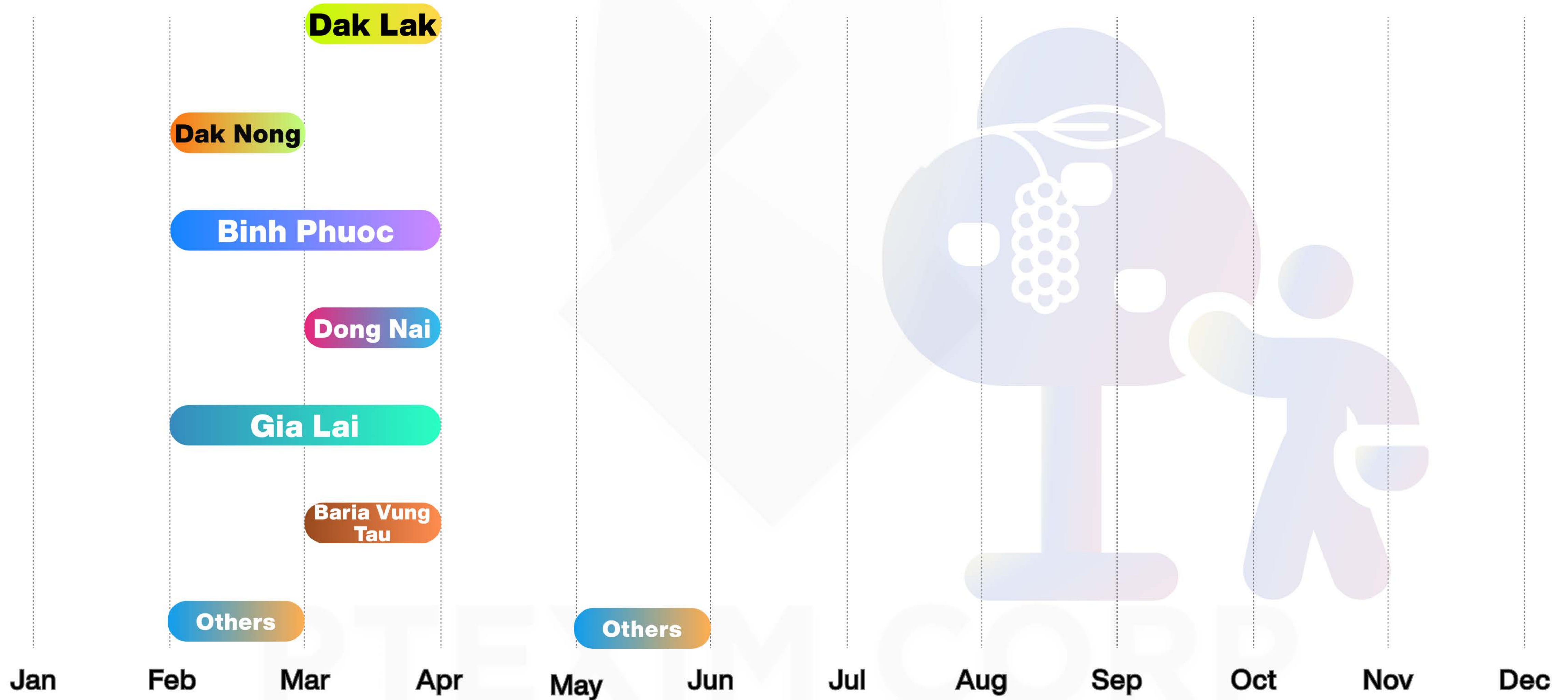


**↓ 15%**





# Harvest Timeline





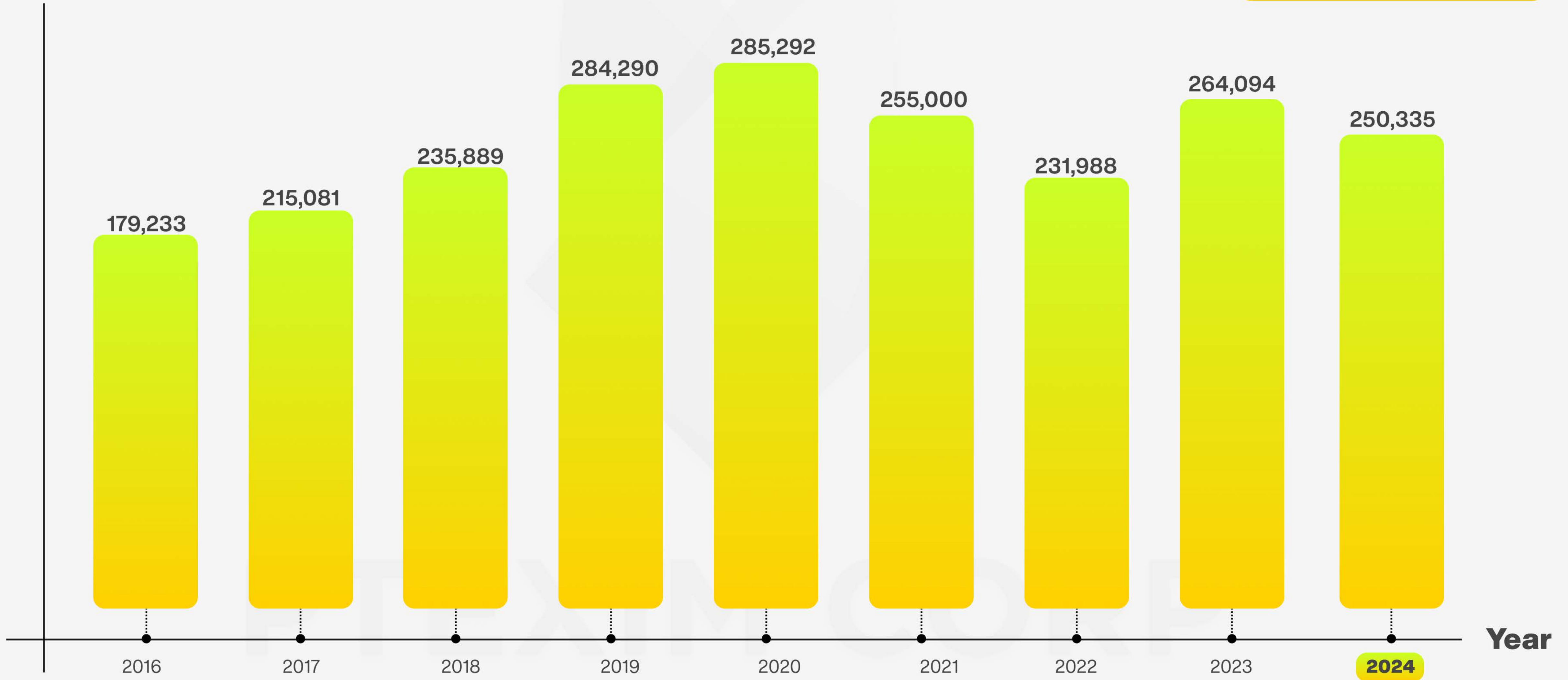


# Vietnam Black Pepper **Export** Analysis

Insights 2016 - 2024

**2016 - 2024**

MT



Year

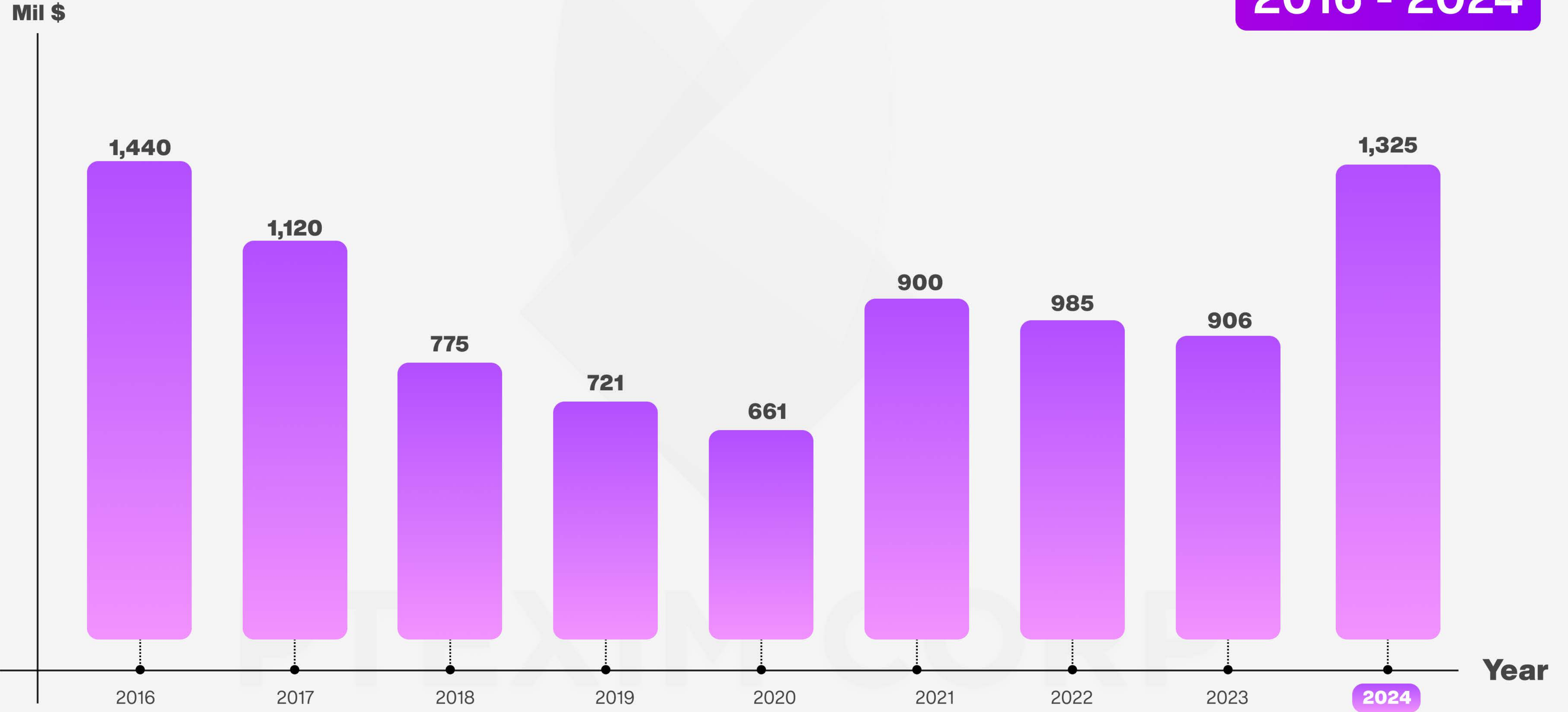




# Vietnam Pepper Export **Value** Analysis

Insights 2016 - 2024

**2016 - 2024**



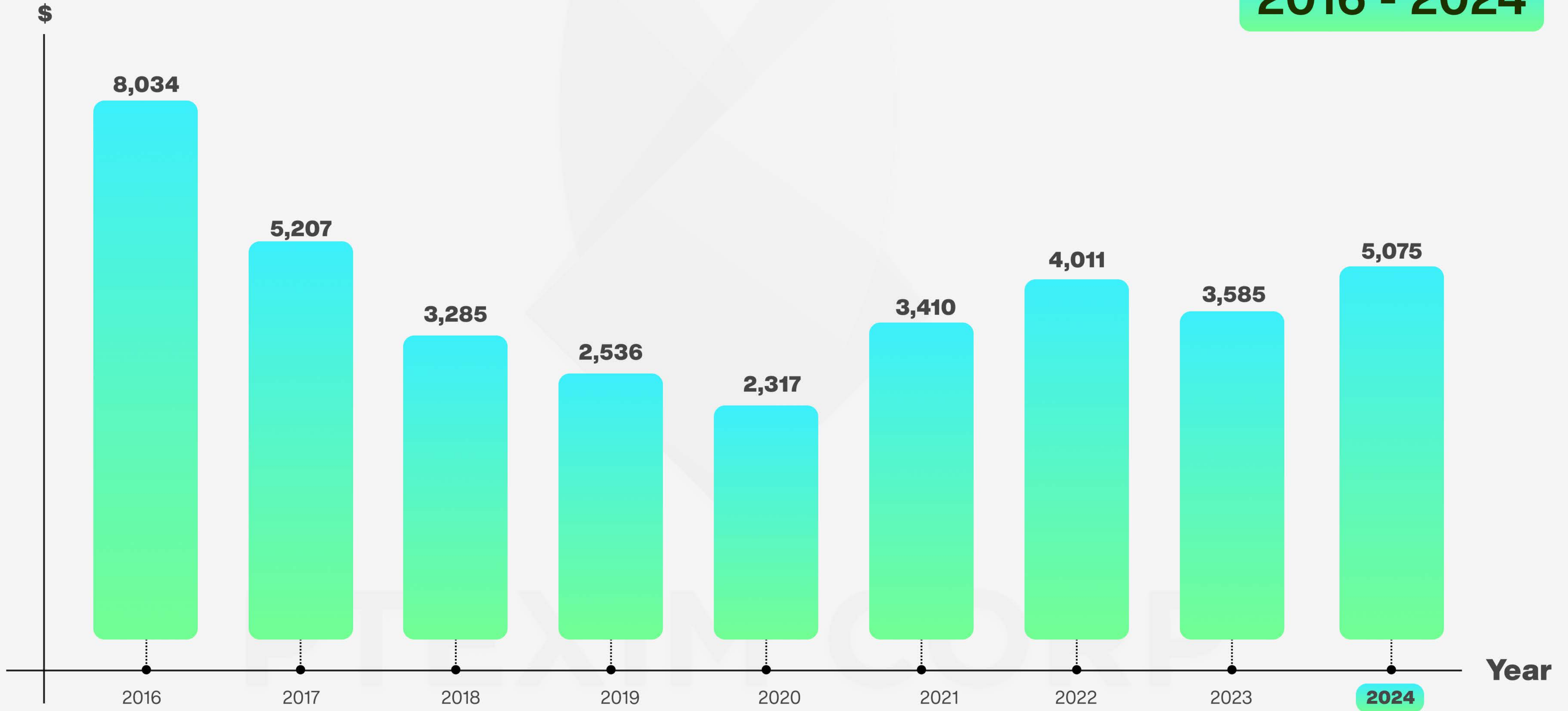




# Average Export Prices of Vietnamese Pepper

Insights 2016 - 2024

2016 - 2024





02

# Forecast

## Vietnam's Pepper Crop In 2025





# Declining Yields & Shifting Cultivation Trends

## Vietnam Pepper Forecast **2025**

Vietnam's total exportable pepper volume for 2024 is 250,600 metric tons, representing a significant supply. However, harvest yields have steadily declined over the past 3-4 years due to shrinking cultivation areas, as farmers shift to more profitable crops like coffee and durian. This trend is expected to persist, with the black pepper cultivation area likely to decrease further in 2025.

Less Around **5-10%**  
Compare With 2024



**2025**  
**CROP**  
**SIZE**

LOWEST IN LAST 5 YEARS

Carry Over  
2025



Import

from other countries to  
reprocess and reexport







# Durian Boom in Vietnam's Central Highlands Displaces Pepper and Coffee Cultivation







# Durian Boom in Vietnam's Central Highlands Displaces Pepper and Coffee Cultivation

The high price of durian has led to a rapid increase in the area planted with this fruit in Vietnam, reaching 150,787 hectares, with a production of nearly 1.2 million tons per year.

In the Central Highlands, an additional 15,000 hectares of durian were planted in 2023, bringing the total area to 51,400 hectares, accounting for nearly 50% of the total area and over 40% of the national production.

Most of the increase in durian area in the Central Highlands will result in a corresponding decrease in the area cultivated for pepper and coffee. As a result, pepper production has continuously declined over the past five years due to reduced area and climate change.



# intercropping





03

# Analysis

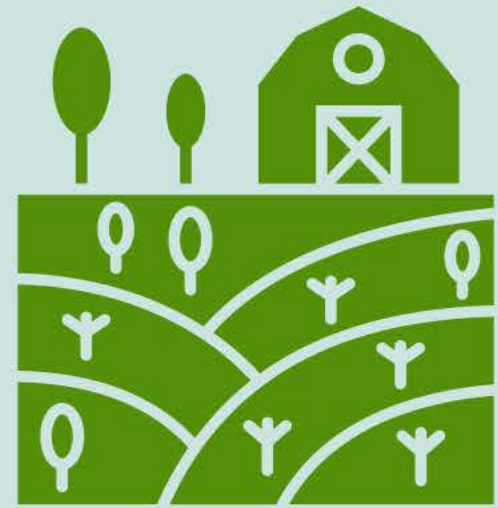
**Factors Affecting  
Vietnam's Pepper Crop  
In 2025**





# Pepper Stock Levels

## Expected to **Drop Significantly**

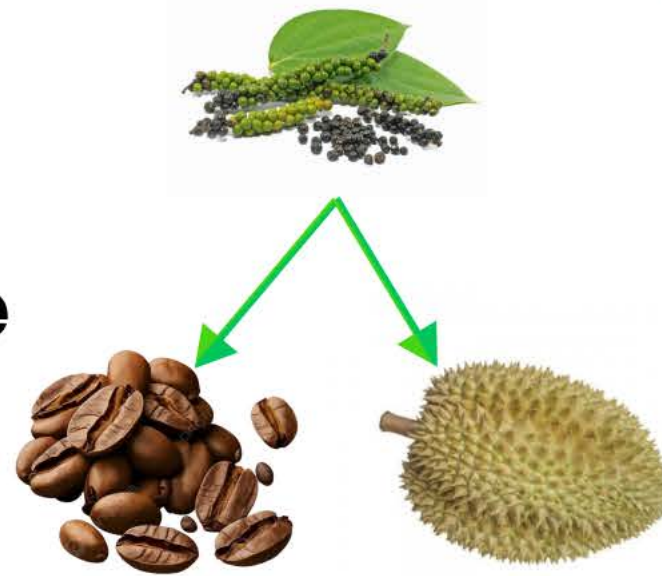


Increase  
**5-10X**

Land  
Price



**Shift to  
Profitable  
Crops**

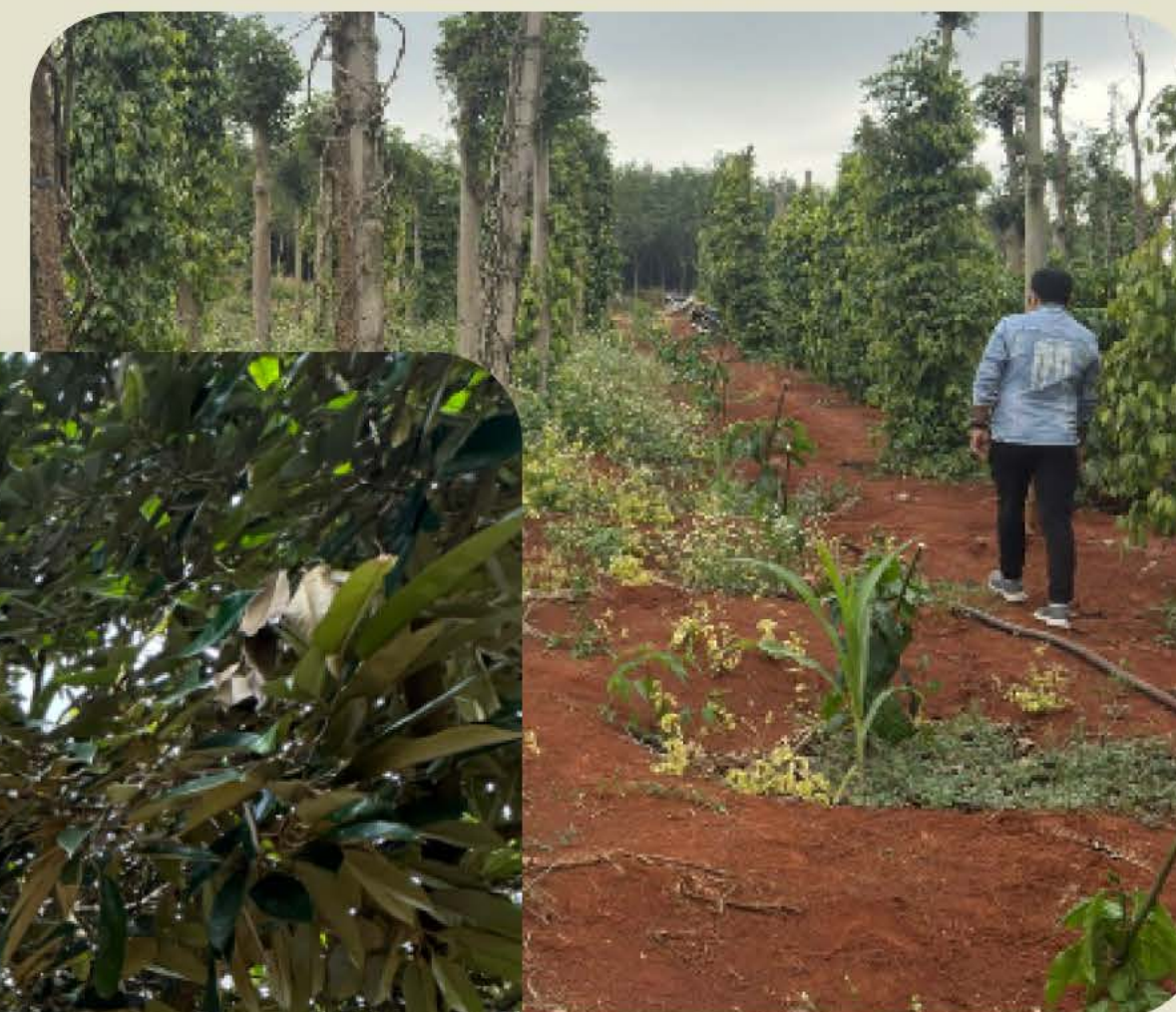
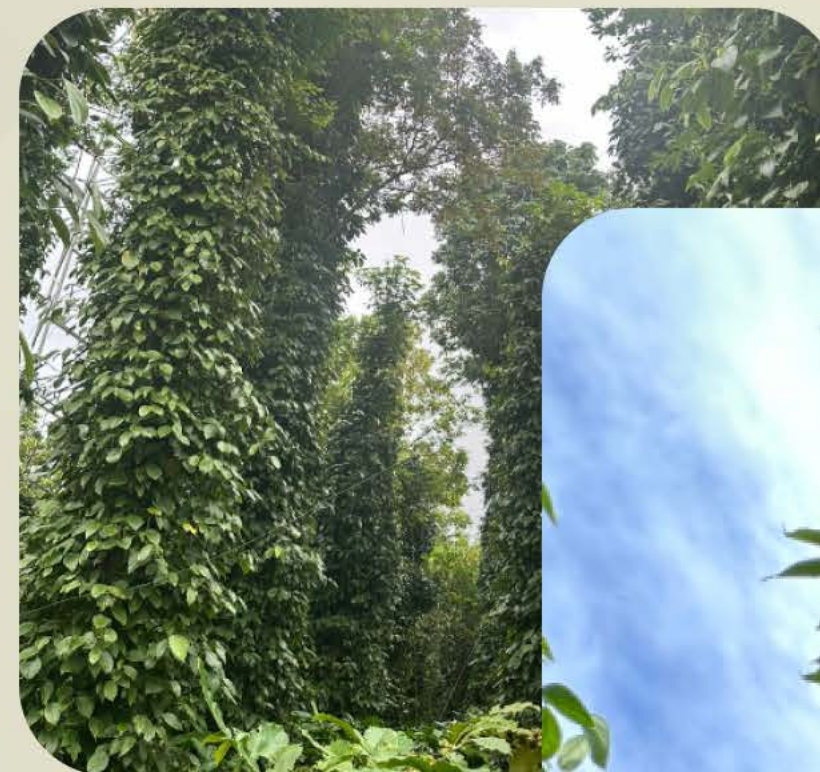


Pepper inventories have sharply decreased over the last five years, mainly due to a decline in production. This reduction stems from farmers shifting to more profitable crops such as coffee and durian. Moreover, between 2020 and 2023, land prices in Vietnam surged by 5 to 10 times, leading many farmers to convert pepper farms into real estate projects. These combined factors have significantly contributed to the substantial decline in pepper cultivation areas in recent years.



# intercropping

The significant fluctuations in pepper prices have led many farmers to adopt intercropping practices by planting other crops alongside pepper. This approach has resulted in a notable decline in dedicated pepper cultivation areas over the last 4–5 years.





# intercropping





# intercropping

## Impacts on Pepper Production in Vietnam



### Competition for Nutrients

**Nutrient Allocation:** Intercropped fruit trees compete with pepper plants for soil nutrients, leading to potential deficiencies in essential elements required for optimal pepper growth.

**Soil Health:** Different nutrient requirements and uptake patterns of the intercropped species can disrupt the balance of soil nutrients, further impacting pepper yield.



### Impact on Pepper Production

**Reduced Yields:** As nutrient competition increases, there may be noticeable declines in pepper production, affecting farmers' income and sustainability.

**Quality Concerns:** Lower yields can also lead to quality issues in pepper, impacting market prices and farmer profitability.



### Market Demand

**Fluctuations:** The success of intercropping depends on market demand for both pepper and the intercropped fruits, which may vary seasonally.





# Coffee Boosts Pepper Storage



The sharp increase in raw coffee prices, approaching the value of black pepper, has boosted farmer confidence by meeting their expected profit margins. This has reduced the pressure to sell black pepper immediately after harvest, as farmers now have adequate funds for fertilizers and labor. Instead, they focus on selling coffee while taking advantage of opportunities to purchase and store black pepper. Recently, some speculators, including farmers and distributors, have invested in buying large quantities of black pepper for long-term storage, believing that prices will rise over the next 2–3 years.





# Rising Labor Costs in Pepper Harvesting

**“** The agricultural sector, particularly in pepper cultivation, is facing significant challenges due to rising labor costs. This report explores the factors contributing to the increasing expenses related to pepper harvesting and the implications for farmers and the industry.





# Factors Contributing to Rising Labor Costs

## Shift in Labor Market Dynamics



- **Economic Opportunities:** Many agricultural workers are transitioning to factory jobs or urban employment due to better wages and working conditions. Industries often offer more stable hours, benefits, and opportunities for advancement, making them more attractive than seasonal agricultural work.
- **Migration Trends:** Workers are increasingly migrating to urban areas or different regions in search of better opportunities, leading to a labor shortage in rural farming communities.

## Seasonal Nature of Pepper Harvesting



- **Labor Demand Peaks:** Pepper harvesting is highly seasonal, requiring a significant workforce during specific months. This seasonality creates competition among farmers for available laborers, driving up wages.
- **Skill Requirements:** Harvesting pepper involves specific skills to ensure quality and minimize waste, further limiting the pool of available workers.





# Implications for Farmers and Black Pepper Market



## Increased Production Costs

- **Profit Margins:** Higher labor costs directly impact farmers' profit margins, making it more challenging to sustain operations. This can lead to increased prices for consumers or reduced output.



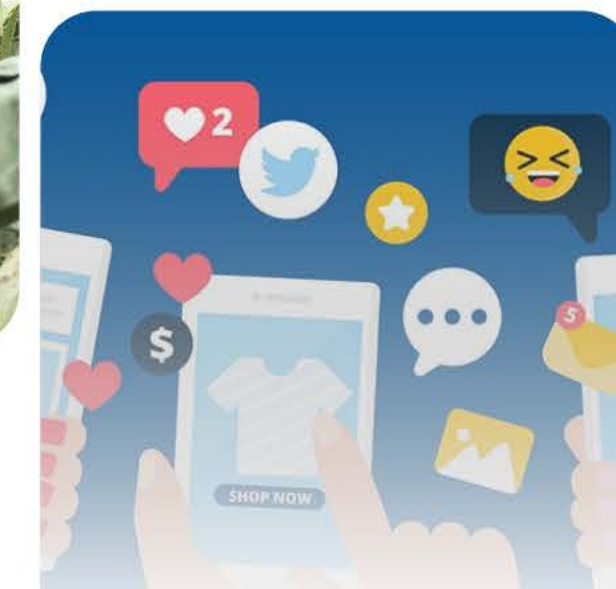
## Quality of Harvests

- **Workforce Competence:** With a declining skilled labor force, there may be a drop in the quality of harvested peppers. This can affect the reputation of growers and their market competitiveness.





# Impact of Social Online on Pepper Price Fluctuations







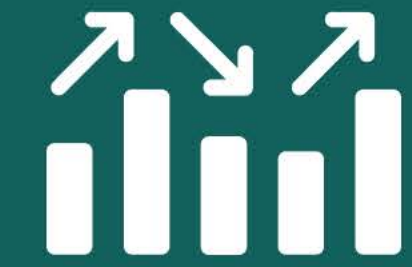
## Instant Access to Market Information

- **Real-Time Updates:** Farmers can access current pepper prices instantly through smartphones and social media, enabling quick and informed decision-making.
- **Market Transparency:** Enhanced pricing information fosters competition among buyers, potentially increasing farmers' profits.



## Increased Market Responsiveness

- **Demand Adjustments:** Quick price updates allow farmers to adjust harvesting and selling strategies based on real-time demand.
- **Speculation Influence:** Social media can amplify rumors about market conditions, leading to rapid buying or selling behaviors and increased price volatility.

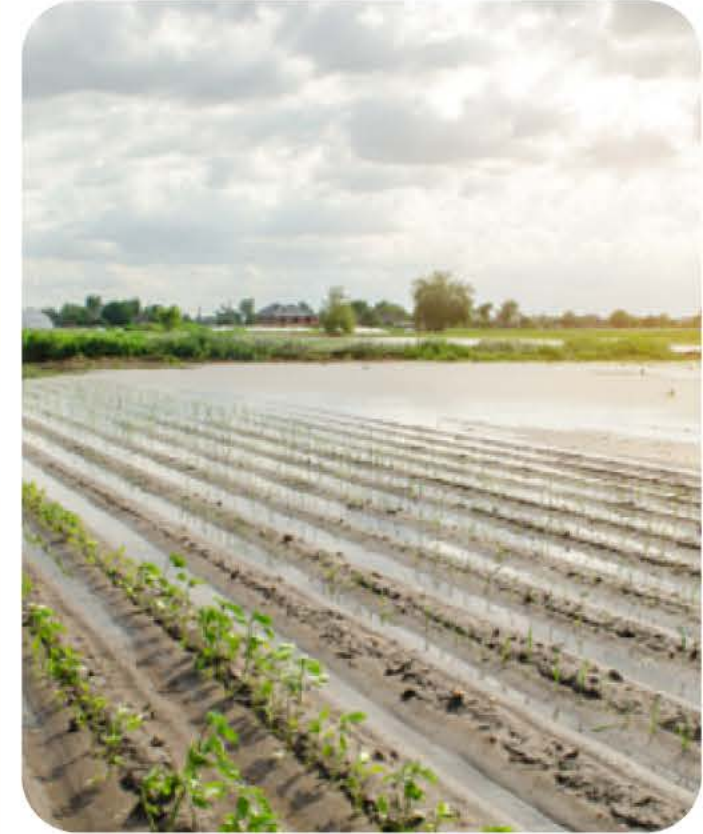


## Implications for Farmers and the Market

- **Pricing Volatility:** Frequent price changes create uncertainty for farmers, necessitating new risk management strategies.
- **Data-Driven Decisions:** Access to timely information enables better decision-making, while the spread of misinformation can also destabilize markets.



# Impact of Climate Change on Pepper Prices







# Altered Weather Patterns and Reduced Yields

Climate change is leading to more frequent and severe weather events, such as droughts, floods, and unpredictable rainfall patterns. Pepper plants are highly sensitive to environmental conditions, requiring specific temperature ranges and soil moisture levels for optimal growth. For instance, prolonged droughts can lead to water stress, reducing the overall yield and quality of the pepper crop. Similarly, excessive rainfall can cause root rot and other diseases, further impacting production. As these extreme weather events become more common, the consistent supply of pepper is threatened, leading to tighter market conditions and upward pressure on prices.

# Geographical Shifts in Production



As climate conditions change, traditional pepper-growing regions may become less suitable for cultivation. Regions that once had ideal climates for pepper production may experience shifts that make them too hot, too dry, or too wet. This could force farmers to relocate to new areas or abandon pepper cultivation altogether. The transition to new growing regions can be challenging due to differences in soil quality, infrastructure, and local expertise. Such shifts can lead to temporary declines in production as farmers and producers adapt, contributing to supply shortages and price increases.



# Impact of Geopolitical Conflicts on Pepper Prices







# Disruptions in Supply Chains

One of the most immediate impacts of geopolitical conflicts on the pepper market is the disruption of supply chains. Pepper is predominantly produced in a few key regions, including Vietnam, India, Indonesia, and Brazil. Conflicts in or near these regions can lead to the closure of ports, disruption of transportation routes, and damage to infrastructure, making it difficult to transport pepper from production areas to global markets. For example, if a conflict were to erupt in the South China Sea, a critical route for shipping spices from Southeast Asia, it could severely impede the flow of pepper, leading to supply shortages and upward pressure on prices.

# Trade Restrictions and Sanctions



Geopolitical conflicts often result in the imposition of trade restrictions and sanctions, which can directly affect the pepper trade. Countries involved in conflicts may impose tariffs, quotas, or outright bans on the import or export of goods, including pepper. For instance, if a major pepper-producing country imposes export restrictions due to political tensions, it could lead to a sudden shortage in the global market, causing prices to spike. Similarly, sanctions on a major importer can disrupt the demand side of the equation, affecting prices globally.

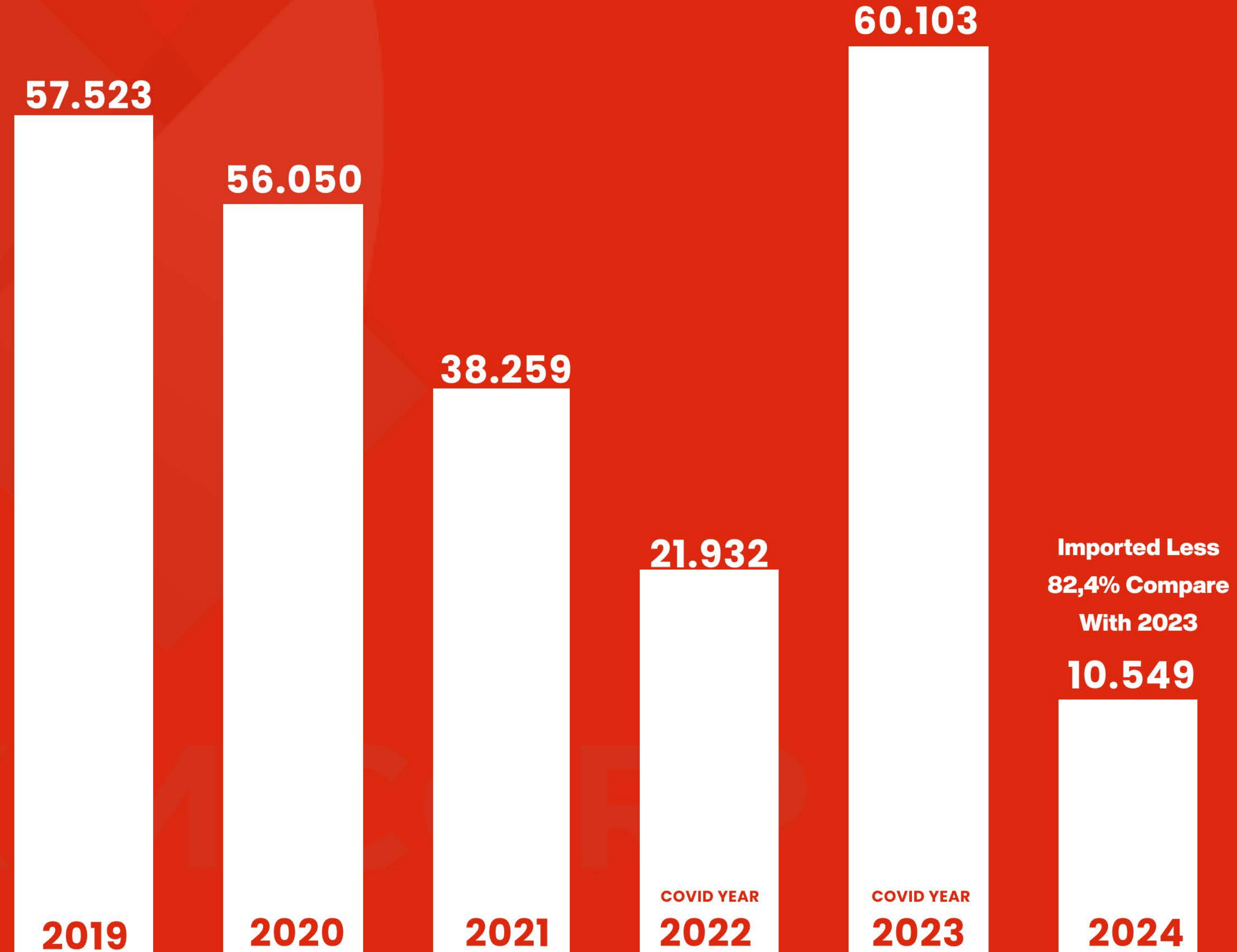




# Import Black Pepper From China

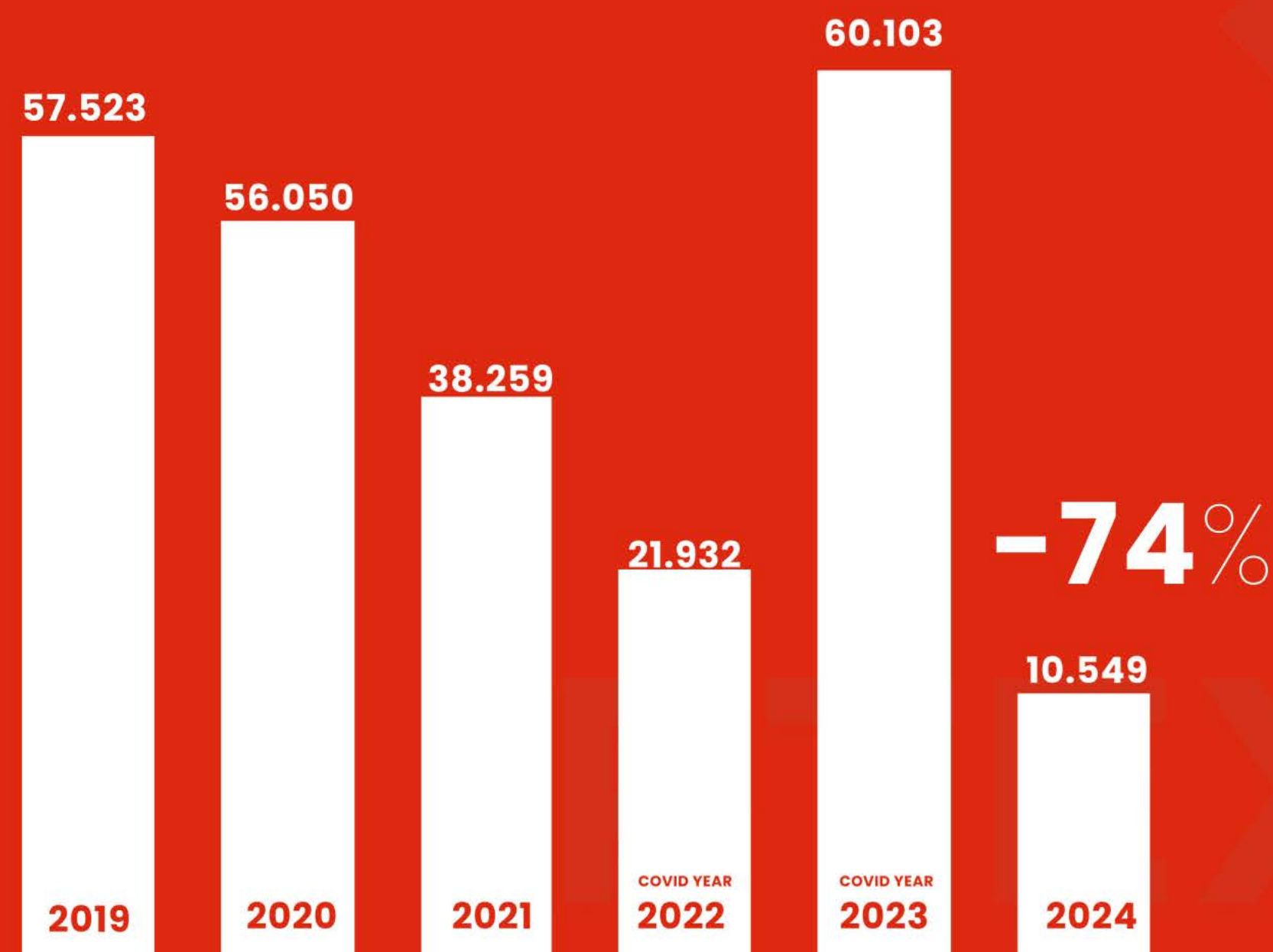


## China's Pepper Imports From Vietnam: Prospects For 2025





# China's Pepper Imports From Vietnam: Prospects For 2025



1. On average, from 2019 to 2024, China imported 40,736 tons of pepper from Vietnam (including the two years of lockdown due to Covid 2021 & 2022).
2. In 2024, China only imported 10,549 tons, a decrease of 82.4% compared to 2023 and a decrease of 74% compared to the average import volume over the past six years.
3. If the Chinese market increases imports again, prices will spike dramatically.
4. If the Chinese market maintains a buying slowly, pepper prices will still rise, but at a slower rate.



04

# Forecast

## Market Trend 2025





# Market Trend 2025

**Fluctuating**



**Short Term**

**increasing**



**Long Term**



# CROP SURVEY

# 2025



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



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