

Aug Monthly Report





Vietnam Secures
Tariff-Free US Market
Access for Key
Agricultural Exports



Visit us at



Booth No: D050gE059g

O Ho Chi Minh Pavilion - Hall Confex - Fine food

Q Hall 1.2 - Stand L007

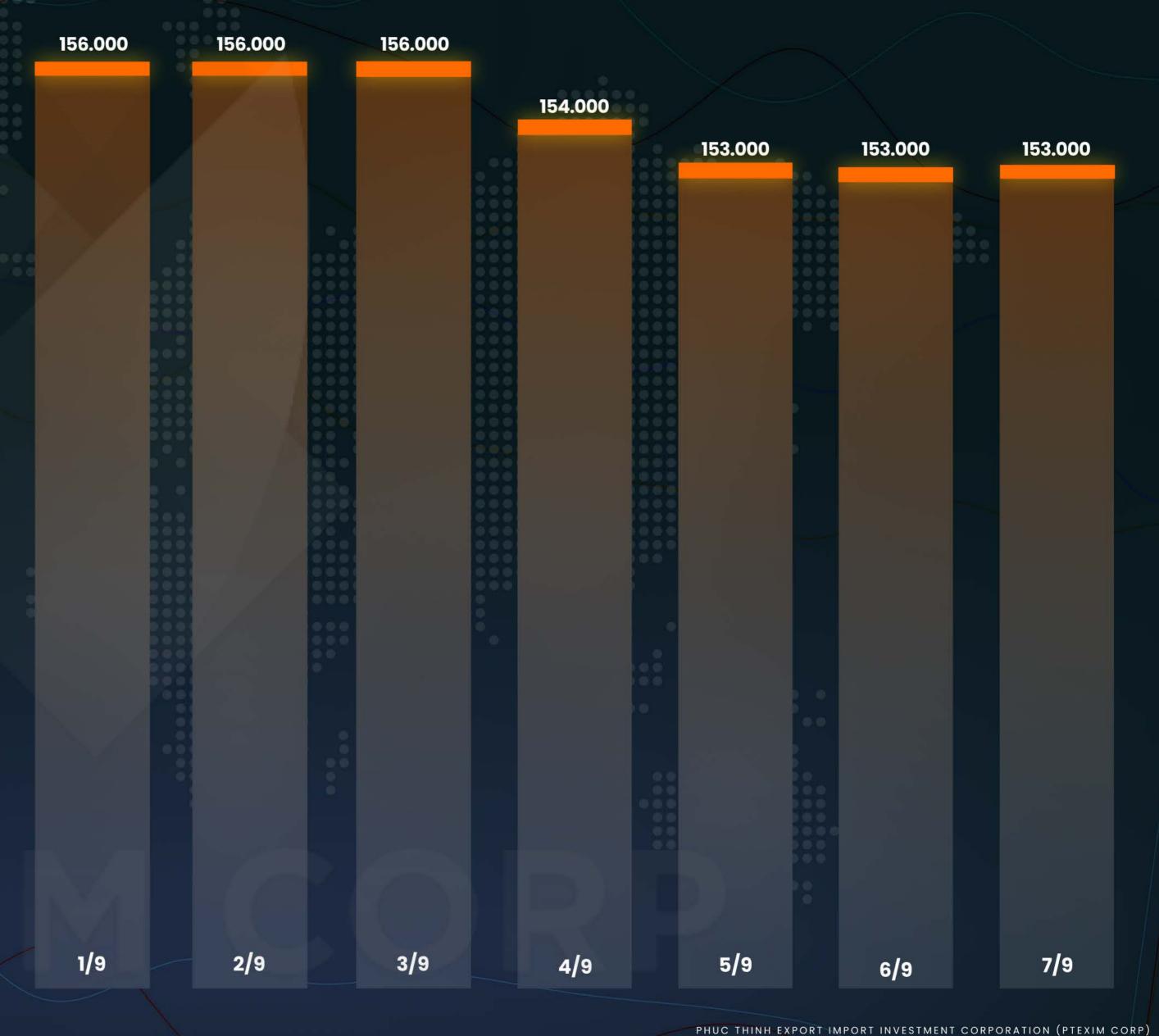
TASTE - THE FUTURE OCTOBER 4-8th, 2025

KOLNMESSE, GERMANY











































KEY POINTS WEEK 36

VIETNAM'S PEPPER PRICE IN WEEK 36

 Last week, the price remained stable until near the end of the week, when it dropped 153,000, corresponding to the decrease 1.9%.

































Agricultural Product



























Source: www.reuters.com/business/trump-signs-order-offering-some-tariff-exemptions-countries-with-us-trade-deals-2025-09-05

Against the latest news, agricultural products from Vietnam — including pepper, cassia, star anise, ginger, and turmeric — are expected to be listed under the zero import tariff category once the governments of Vietnam and the United States finalize an official trade deal, after months of constructive negotiations.

As a result, demand from the U.S. market is expected to rebound strongly once this order takes effect.

We will continue to keep you updated with the latest developments.





















2025 Vietnam Black Pepper Price Chart VND/kg

The price of pepper has increased from 152,000 VND on January 1, 2025, to 153,000 VND on Sep 07, 2025, corresponding to



1/1/25 1/8/25 1/15/25 1/22/25 1/29/25 2/5/25 2/12/25 2/19/25 2/19/25 2/26/25 3/5/25 3/12/25 3/19/25 3/19/25 3/26/25 4/2/25 4/9/25 4/16/25 4/23/25 4/30/25 5/7/25 5/14/25 5/21/25 5/28/25 6/4/25 6/11/25 6/18/25 6/25/25 7/2/25 7/9/25 7/16/25 7/23/25 7/30/25 8/6/25 8/13/25 8/20/25 8/27/25 9/3/25

























August 2025 Black Pepper Exports Insight



According to VPSA statistics, in August 2025, Vietnam exported 21,464 tons of pepper of all kinds, of which black pepper reached 18,365 tons and white pepper reached 3,108 tons.



139,8 Mil \$

Total export turnover reached 139,8 million USD, compared to the previous month, export volume increased by 2.6%, turnover increased by 1.7% and compared to the same period 2024, volume export increased by 10.6%, turnover increased by 19.5%.



6.335 \$/MT

The average export price of black pepper in August reached 6,335 USD/ton, white pepper reached 8,562 USD/ton, down 0.9% for black pepper and 0.1% for white pepper compared to the previous month.





















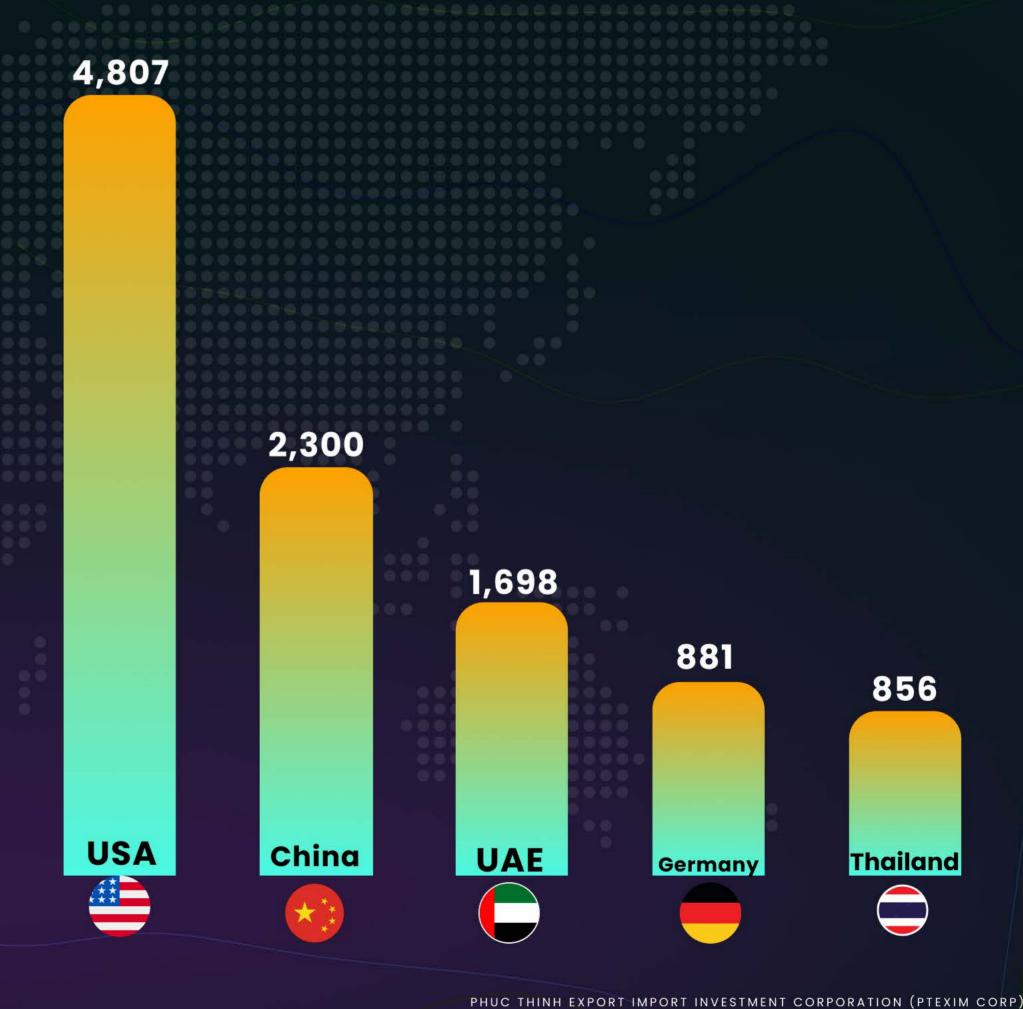






TOP EXPORT MARKETS: August 2025

The United States continued to be Vietnam's largest pepper export market in August, accounting for 22.4% of the export market reaching 4,807 tons, up share, compared to July. Exports to China also showed positive signs, increasing by 36.2% to 2,300 tons. Next were the markets: UAE: 1,698 tons, Germany: 881 tons, Thailand: 856 tons and the Netherlands: 772 tons.



























Jan-Aug Black Pepper Exports Insight



By the end of August 2025, Vietnam had exported 166,510 tons of pepper of all kinds, of which black pepper reached 142,627 tons and white pepper reached 23,883 tons.



1,127.8 MIS

Total export turnover reached 1 billion 127.8 million USD, black pepper reached 930.4 million USD, white pepper reached 193.4 million USD. Compared to the same period last year, the export volume decreased 9.4% but the export turnover increased by 28.0%.



6,666 \$/MT

The average export price of black pepper in 8 months reached 6,666 USD/ton, white pepper reached 8,732 USD/ton, up 41.5% for black pepper and 38.0% white for pepper compared to the same period in 2024.



















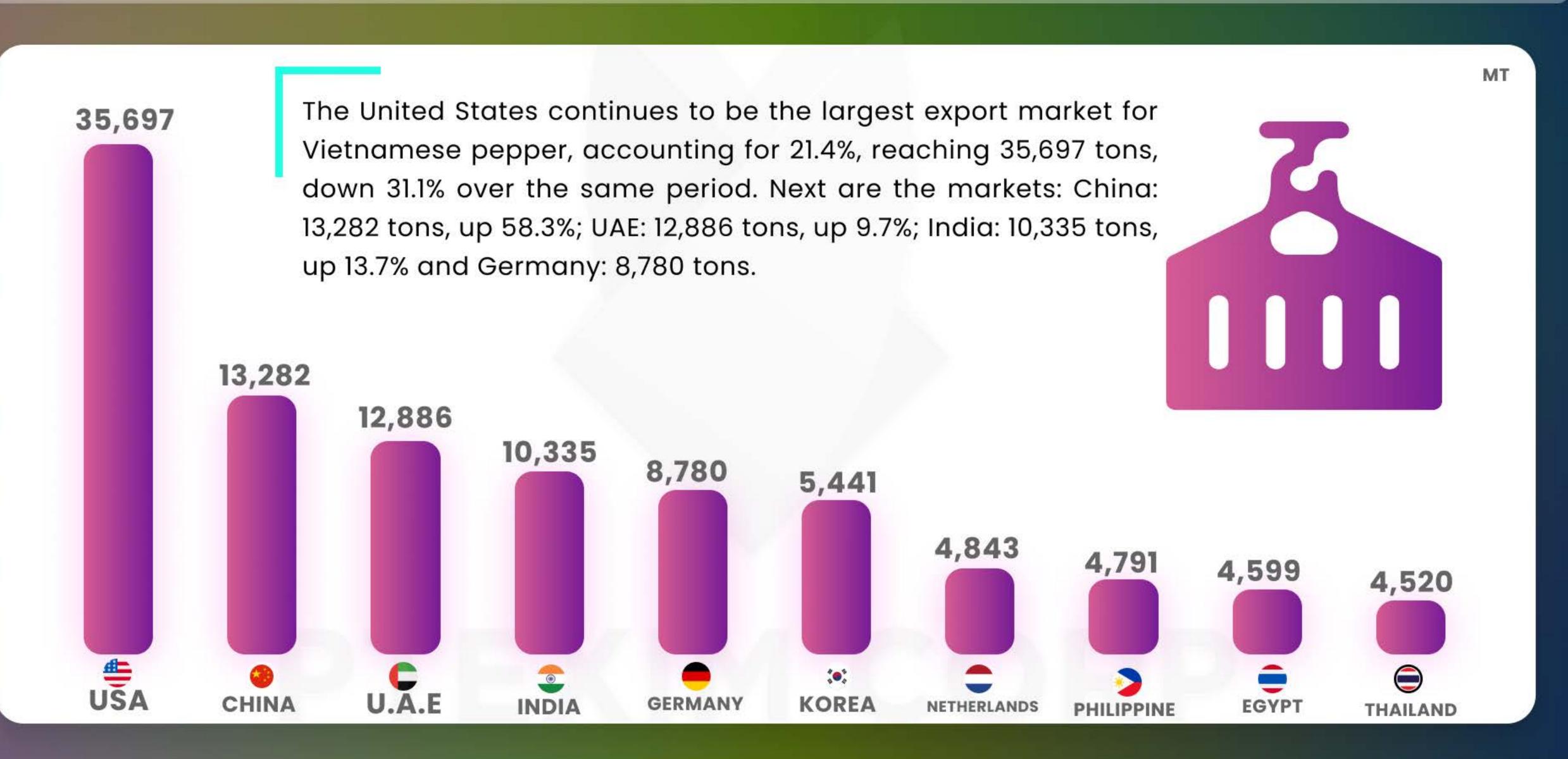








Jan-Aug Top 10 Importer From Vietnam

















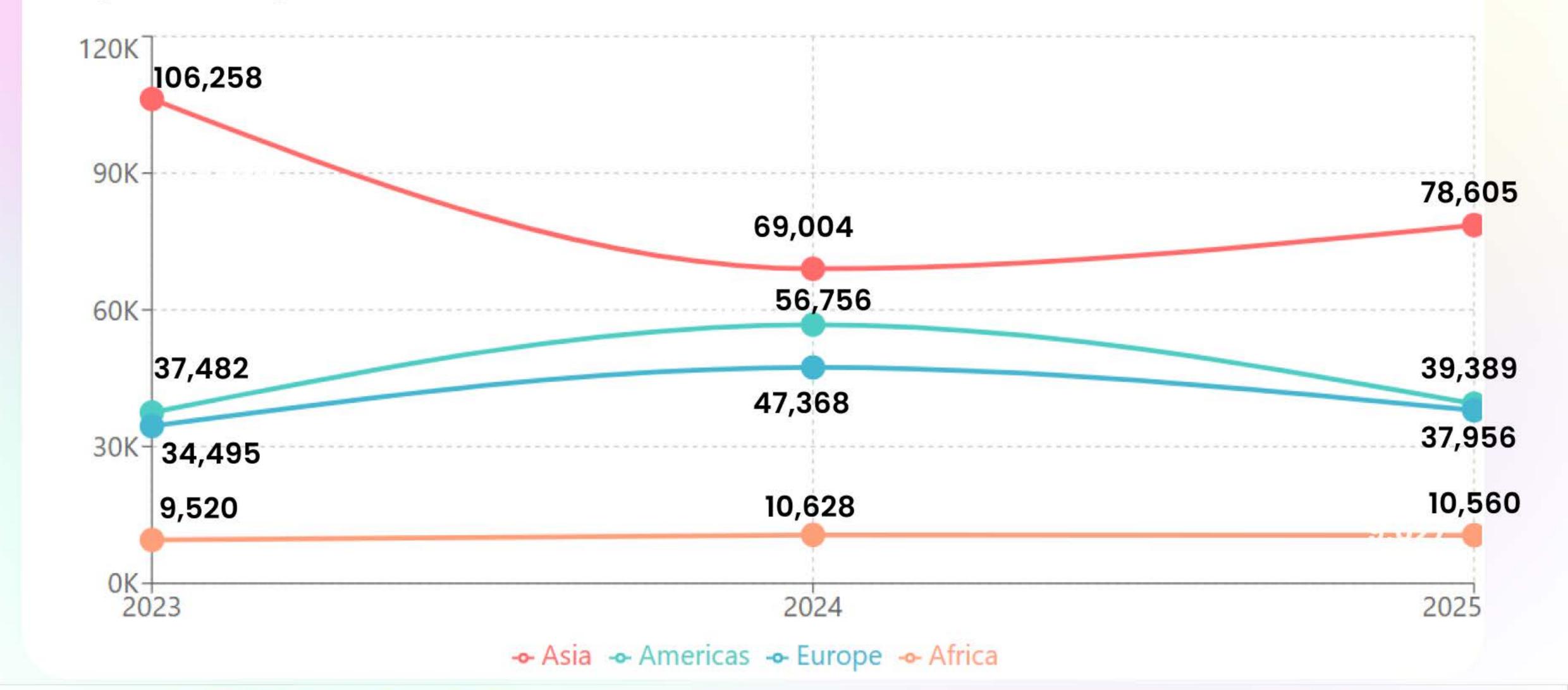






YoY Continental Comparison: 2023-2025

Regional Export Volume Trends (2023-2025)



























TOP 5 US

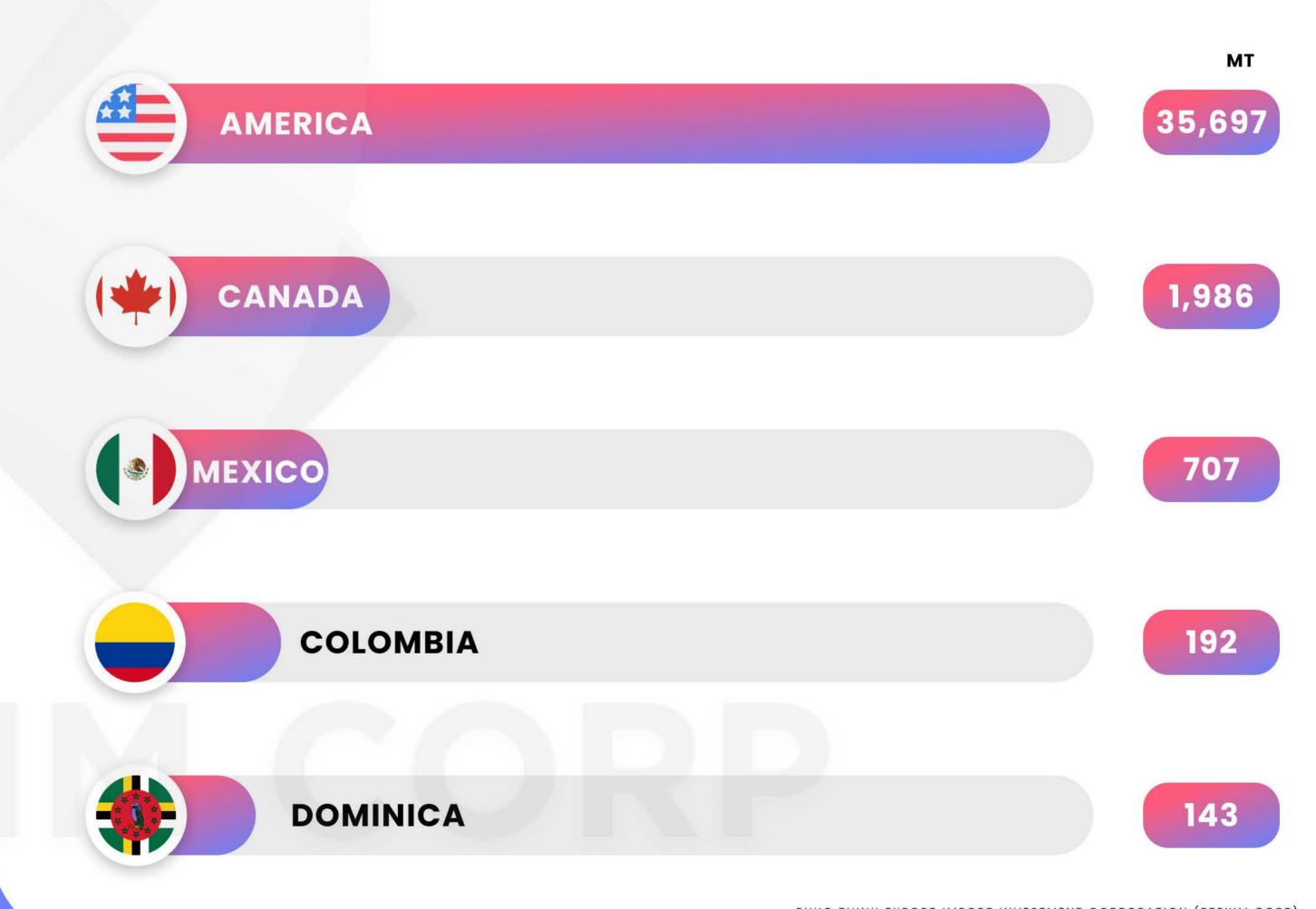
COUNTRIES IMPORT

PEPPER FROM

VIETNAM JAN TO

AUGUST 2025

The Americas region imported 39,389 tons of Vietnam pepper from Jan to August 2025 (-30.6%↓ in the same period in 2024)



























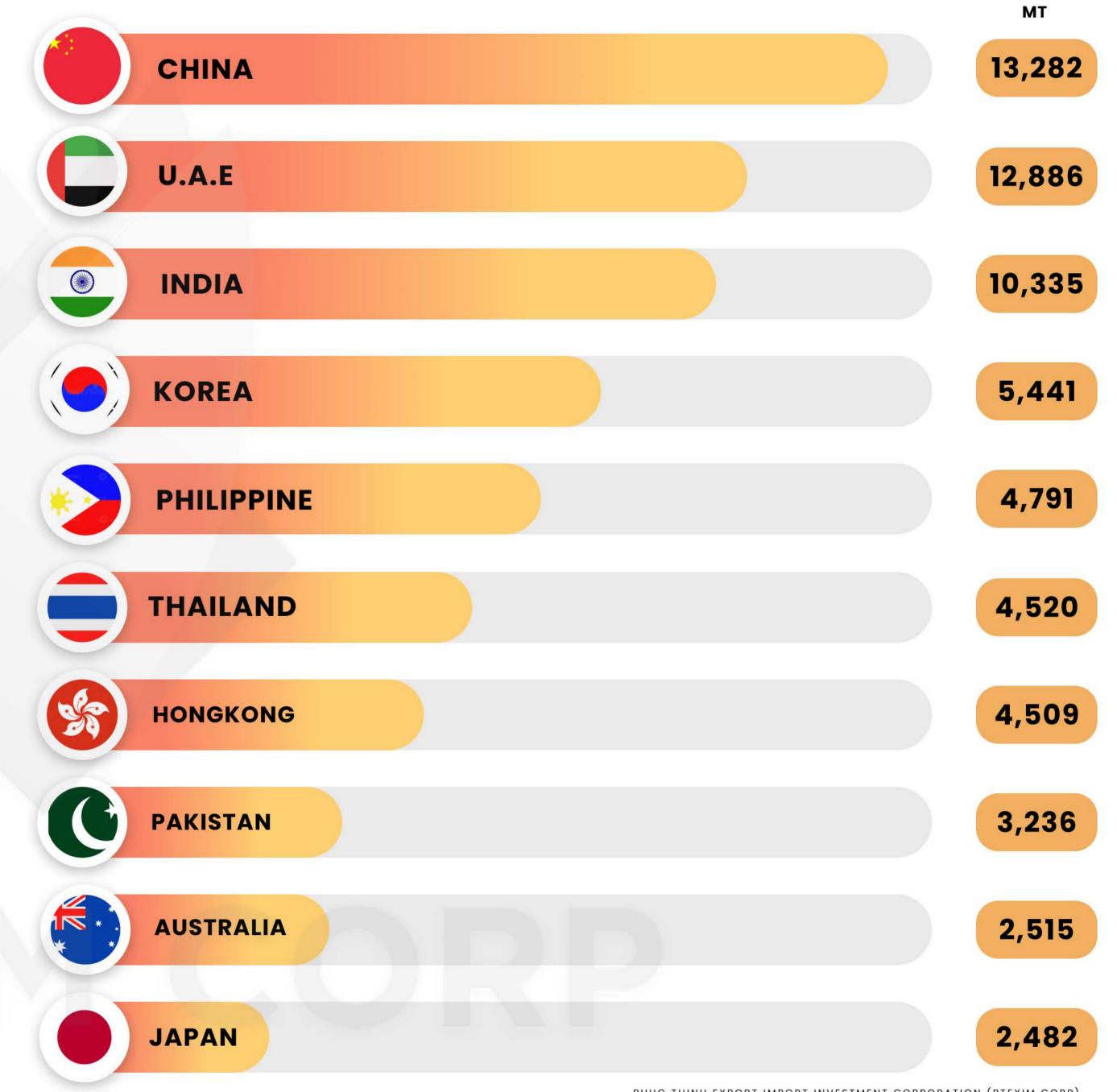
TOP U ASIA

COUNTRIES IMPORT

PEPPER FROM

VIETNAM JAN TO

AUGUST 2025





























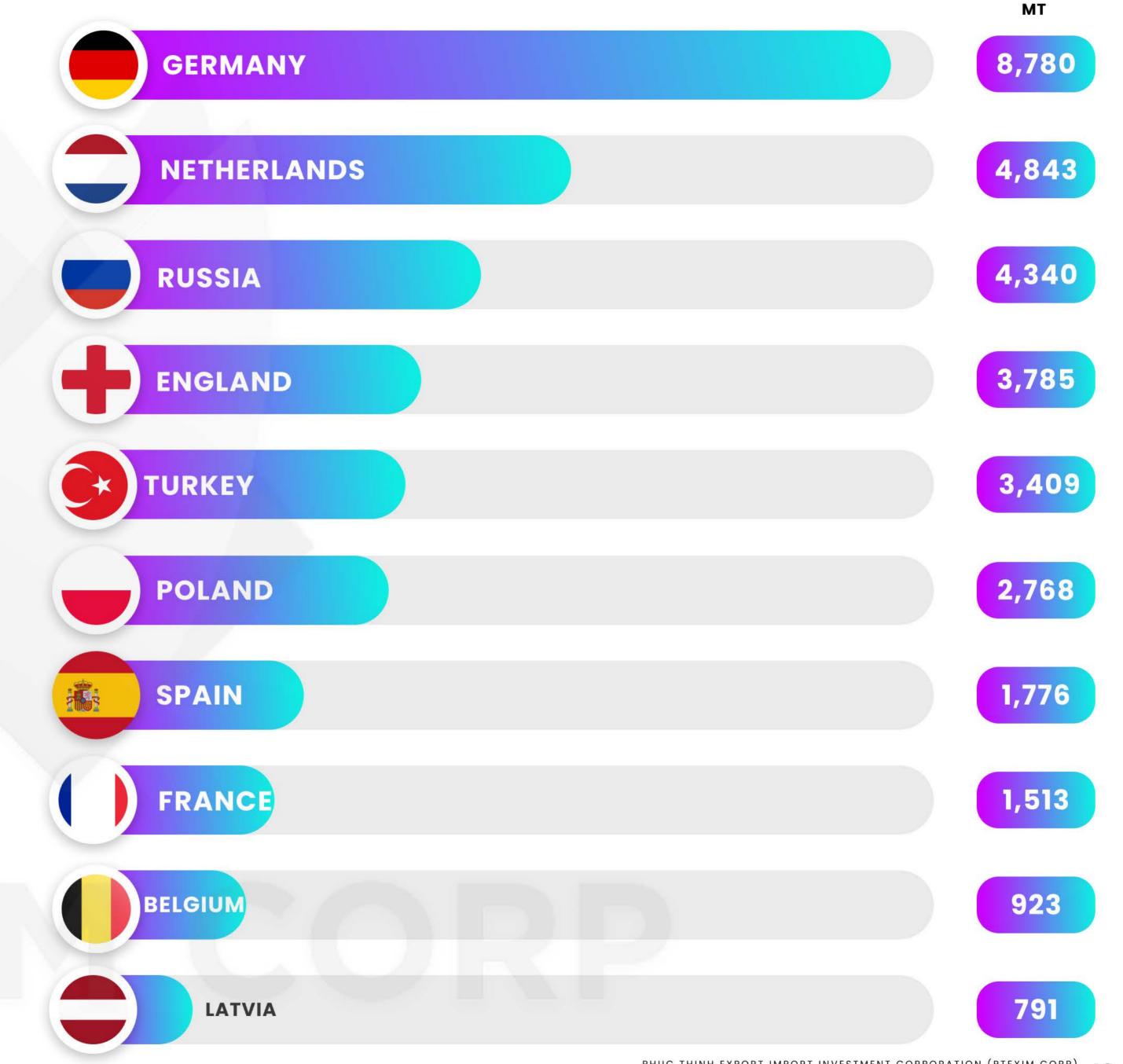
TOP I U EU

COUNTRIES IMPORT

PEPPER FROM

VIETNAM JAN TO

AUGUST 2025



















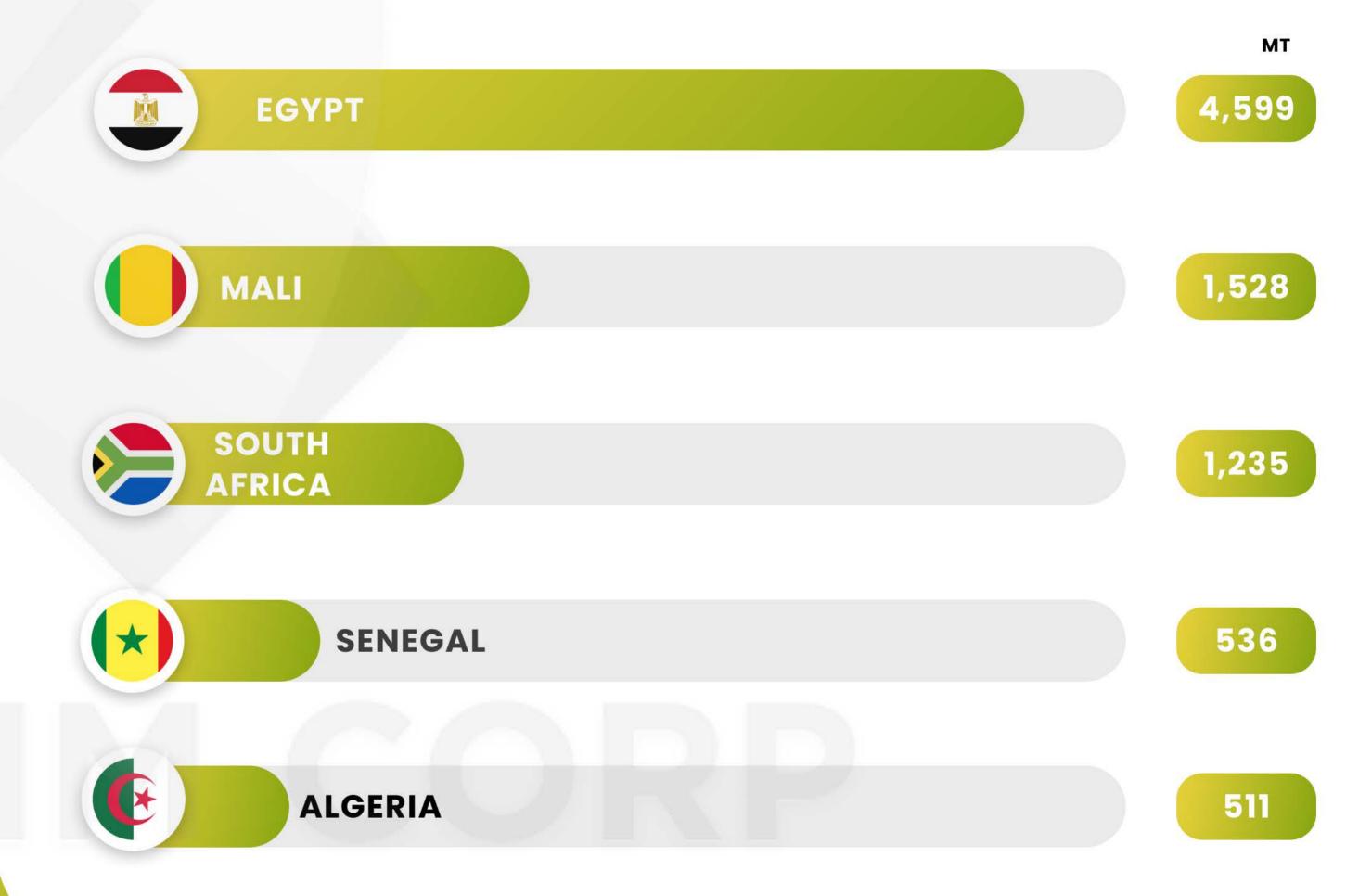




TOP 5 AFRICA

COUNTRIES IMPORT PEPPER FROM VIETNAM JAN TO **AUGUST 2025**

The African region accounted for 6.3 % of the market share and decreased by 0.6% over the same period in 2024 to 10,560 tons. Egypt and Mali, SOUTH Africa were the three main export markets with 4,599 tons and 1,528 & 1,235 tons.



















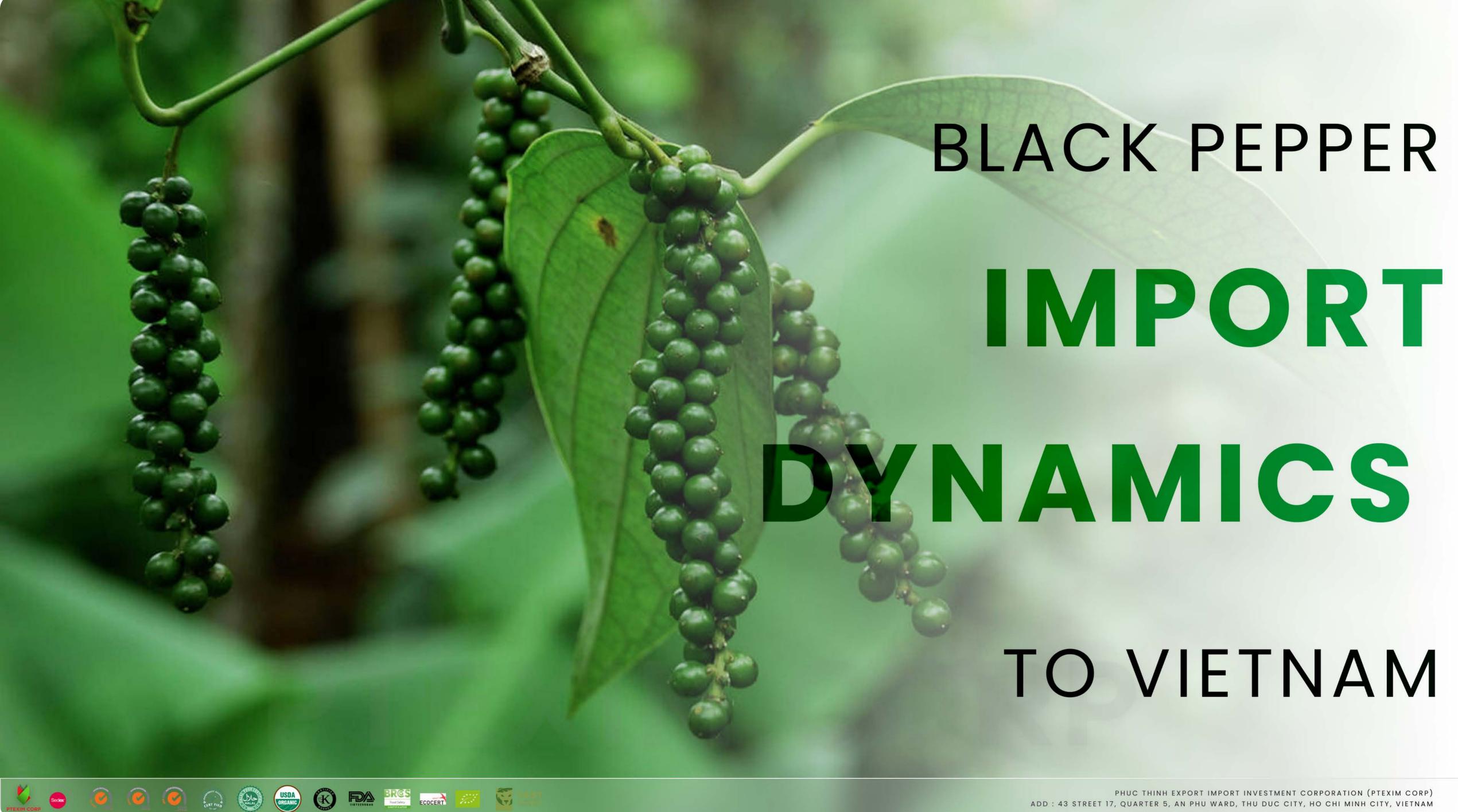




























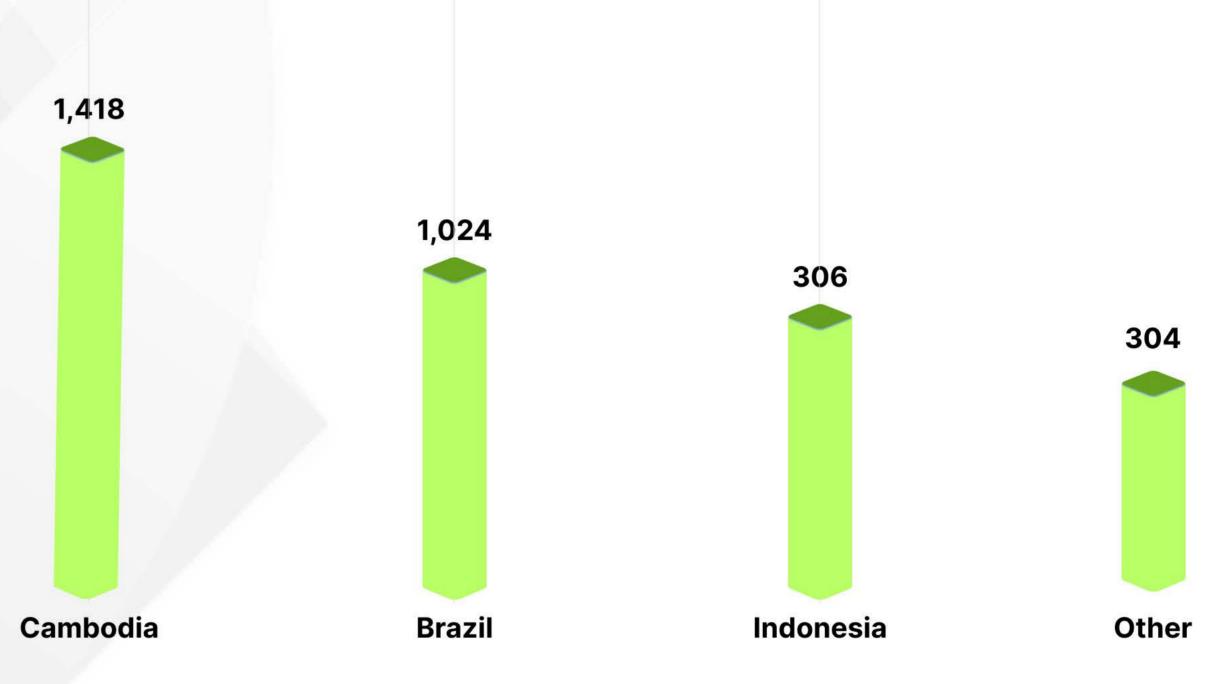






PEPPER IMPORTIN IN AUGUST 2025

Black pepper Import 3,052_{MT}



Preliminary statistics of VPSA, in August 2025, Vietnam imported 3,052 tons of black pepper, with a turnover of 19.9 million USD, black pepper reached 2,873 tons, white pepper reached 179 tons. Compared to the previous month, import volume decreased by 3.9%, turnover decreased by 6.5%. Cambodia and Brazil are the two largest pepper suppliers to Vietnam, reaching 1,418 tons and 1,024 tons.

















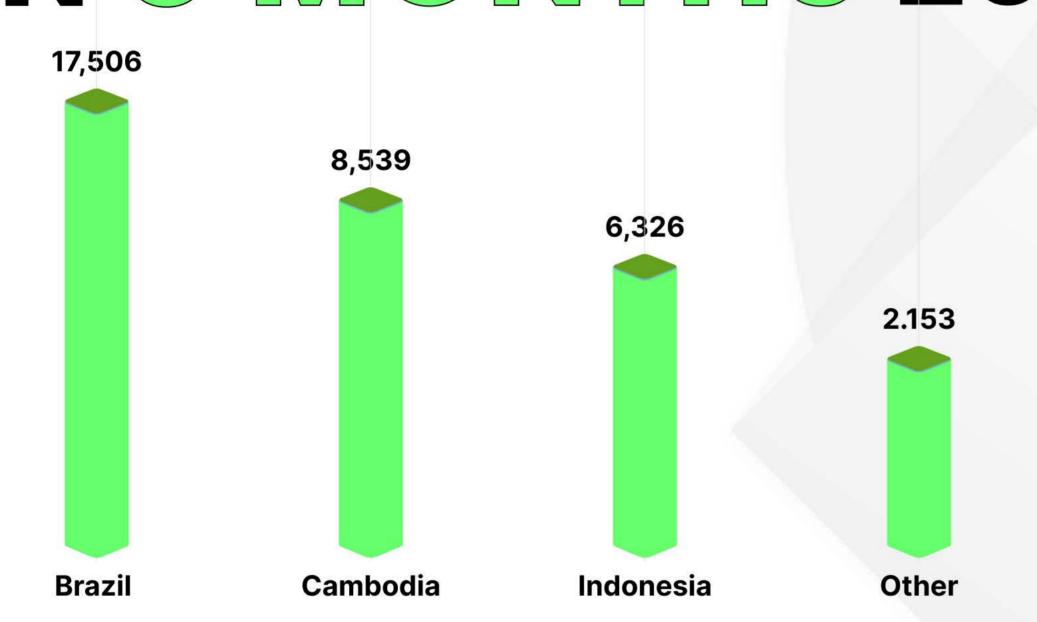








PEPPER IMPORTING IN 8 MONTHS 2025



Black pepper Import

34,524_{MT}

Cumulatively from January 1 to August 30, 2025, Vietnam imported 34,524 tons of pepper, with a total import turnover of 215.3 million USD. Compared to the same period last year, the import volume increased by 61.7%; the turnover increased by 143.5%. Vietnam imported pepper mainly from Brazil, accounting for 50.7%, reaching 17,506 tons, an increase of 117.2% over the same period; followed by Cambodia, accounting for 24.7%, reaching 8,539 tons, an increase of 28.7%, and Indonesia, accounting for 18.3%, reaching 6,326 tons, an increase of 39.6% over the same period in 2024.

























Global pepper inventories & positive signals from 0% tariff

With tariff policies now clarified and preferential rates established for USimport dependent agricultural products like pepper, star anise, and cinnamon, anticipate market conditions normalize across multiple countries. This stabilization is likely to trigger increased procurement activity as businesses rush to rebuild inventories that have reached six-year lows.



























Tariff Clear



Tariff clarity on key agricultural imports is set to unlock a restocking surge, as businesses rebuild inventories from sixyear lows.

Replenish Inventory





















































11 weeks of decline

Drewry's World Container Index remained stable, dropping just 1% to \$2,104 per 40ft container this week.

Drewry World Container Index (WCI) - 04 Sep 25 (US\$/40ft)



Drewry's World Container Index (WCI) stabilized after 11 weeks of decline, driven by contrasting trade lane trends. Transpacific rates surged, with Shanghai-Los Angeles up 8% to \$2,522 per FEU and Shanghai-New York up 12% to \$3,677 per FEU, fueled by carrier GRIs. However, a sharp drop in Asia-Europe rates offset these gains, keeping the index steady. Despite China's upcoming Golden Week, Drewry anticipates stable rates in the near term unless capacity is further reduced.



























Currency

USD/VND maintains uptrend momentum

The free exchange rate approached 27,000 VND/USD. The USD rose slightly in Thursday's trading session amid a volatile week, as the market awaited the key jobs report, after a series of data showed signs of weakness in the labor market, reinforcing expectations that the US Federal Reserve (Fed) will cut interest rates this September.











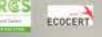






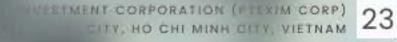












CROP SURVEY





Our comprehensive assessment of the 2025-2026 black pepper crop across Vietnam, Brazil, and Indonesia has been updated following new survey data from key Vietnamese provinces. This revised report builds upon our initial findings published in recent weeks, incorporating the latest field intelligence to deliver a more complete analysis of the global pepper market outlook.









We have surveyed and made a preliminary assessment of the 2025-2026 Vietnam Black Pepper crop season.

August 2025

Vietnam Black Pepper Analysis & Crop Update



























Gia Lai Province



Current Status: Substantial pepper inventory remains available across some districts.



Weather Impact: Extended rainfall (1+ month) occurred later than in Dak Lak/Dak Nong provinces, but minimal fruit drop observed despite wet conditions.



Crop Quality: Crop surveys show mixed results uneven fruit development within clusters and variable sizing, though plantations some outperforming last year's yields.



Outlook: Despite weather delays, select areas showing improvement over previous season.















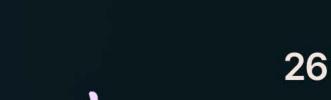






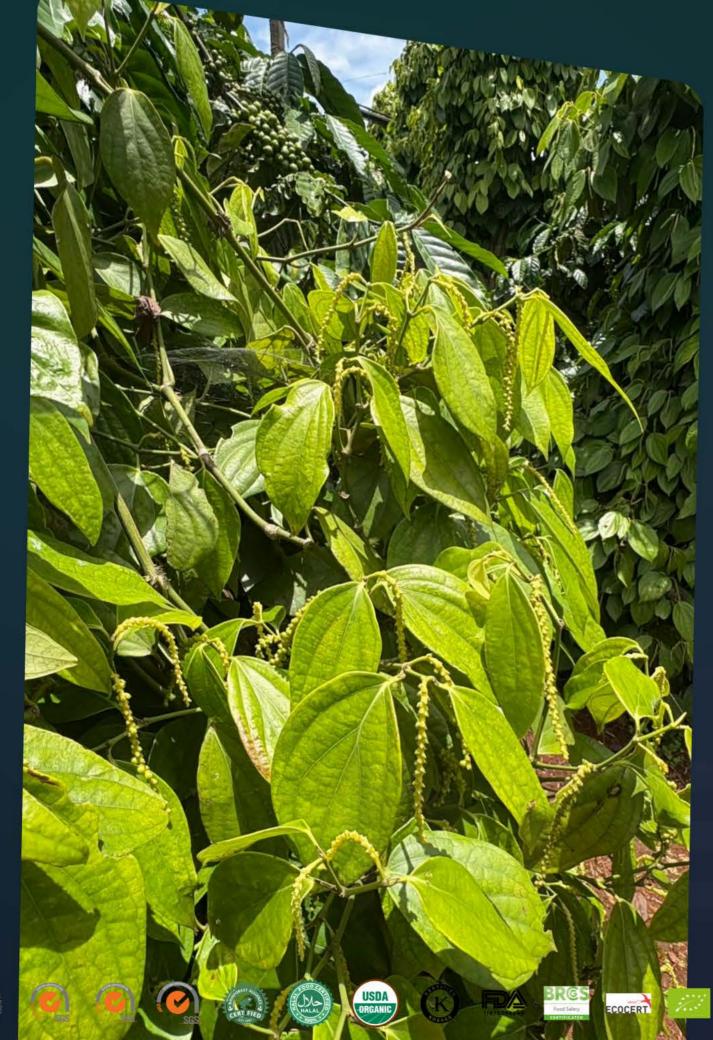


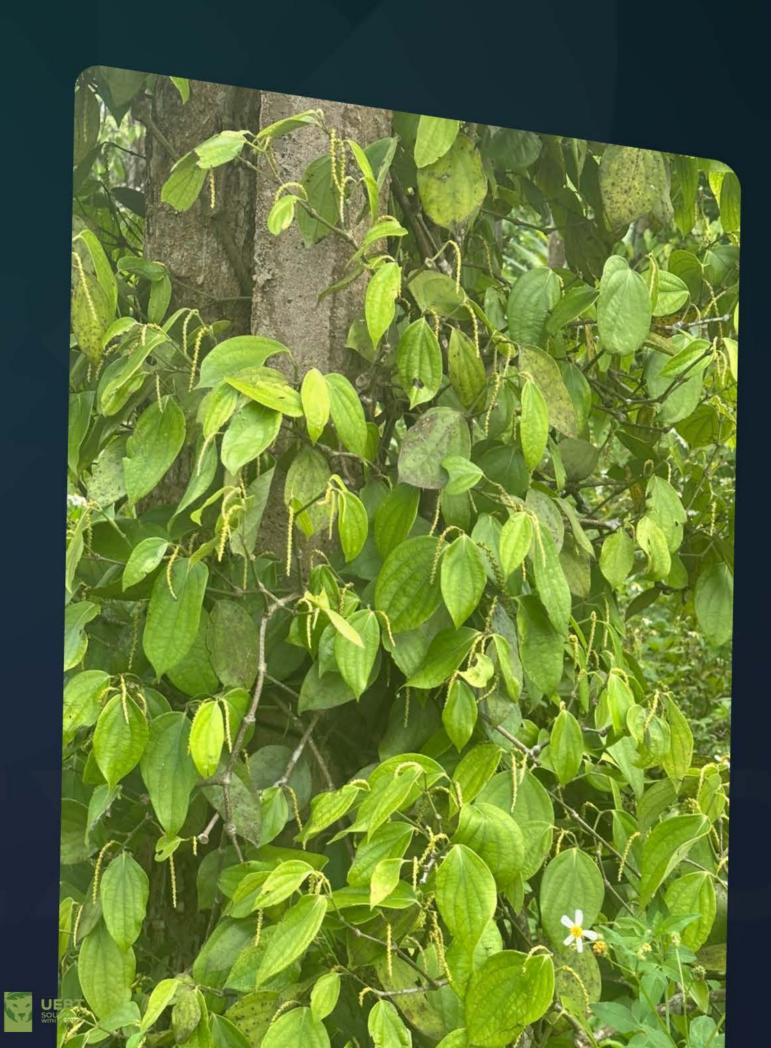




Gia Lai

Gia Lai Province









Dak Lak Province



Production Status: Gardens at varying stages some beginning cluster formation, others with mature chains and stable fruit loads. Regular production expected within one month.



Conditions: Favorable weather with no pest issues. Improved cluster uniformity and larger, more even fruit development.



Land Use: Continued annual conversion from pepper to coffee cultivation. No durian expansion noted.



Outlook: Region on track for normalized production cycle despite garden-to-garden variations.



























Dak Lak Province Dak Lak

Dak Nong Province

Regional performance highly variable, with disease pressure and weather timing creating significant production disparities. Southern areas (Nam Binh) outperforming northern districts facing systemic challenges.

Dak Min District

-10-15%



Critical challenges with 2-3 year plant disease outbreak causing 10-15% annual yield decline. Early harvest rains disrupting flowering cycles. Multiple flowering attempts (3-4) rounds) with September fruit expected. Active replanting program underway with Tung Linh and Ba Chia varieties.































Dak Nong Province













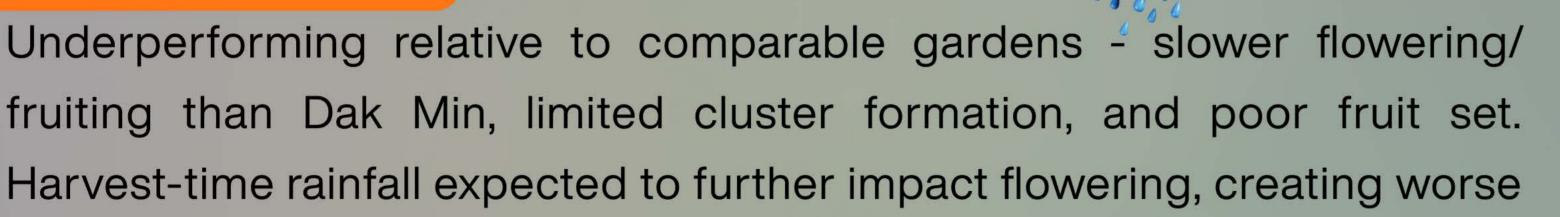
Dak Nong Province

Thuan Ha District



Widespread garden weakness requiring replacement. Poor fruiting despite 3-4 flowering cycles - short, unproductive clusters indicate structural production issues.

Thuan Hanh District



conditions than previous year.

Nam Binh District



Widespread garden weakness requiring replacement. Poor fruiting despite 3-4 flowering cycles - short, unproductive clusters indicate structural production issues.

























Binh Phuoc Province



Current Status: Favorable conditions with 2-3 flowering cycles. Chains remain short and sparse, matching recent years' patterns.



Stability: No flower/cluster drop observed.



Crop Quality: Production appears stronger than last year, reflecting typical alternating yield cycles.

Outlook: Persistent sparse clustering suggests need for cultivation strategy review despite favorable conditions.



















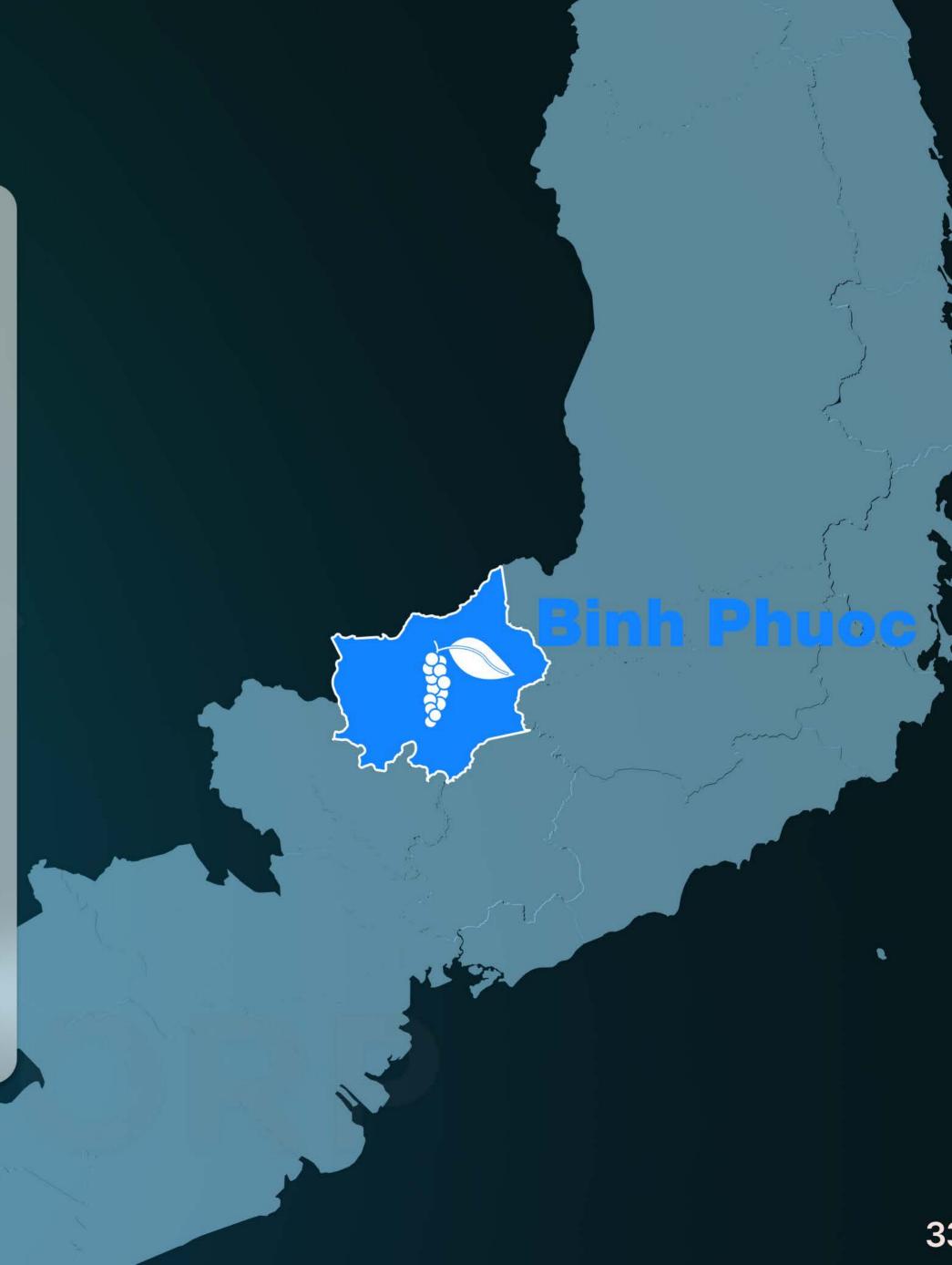




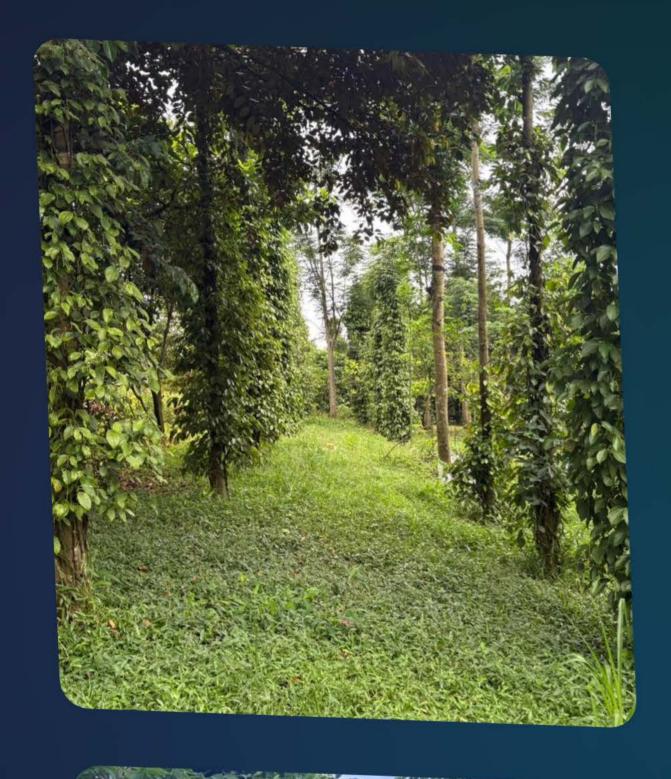








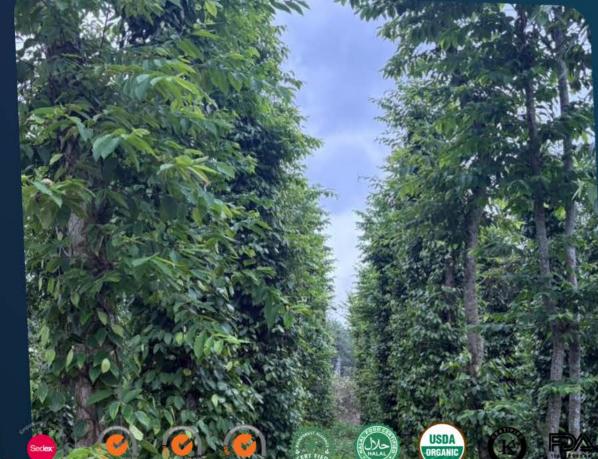
Binh Phuoc Province



















Current Inventory Status

Substantial pepper stocks remain with farmers. While inventory levels are projected to be adequate, they represent the lowest reserves in six years due to consecutive annual production declines.



Storage Strategy

Farmers maintain strong storage capacity with ability to hold inventory for 2-4 years without immediate selling pressure.



Market Behavior Driver

Durian and coffee generate significantly higher returns (3x pepper profitability), creating a strategic shift where farmers prioritize immediate sales of high-value crops while extending pepper storage periods.

























Key Insight



The profitability gap between crops has fundamentally altered farmer selling behavior, transforming pepper from a cash crop into a stored commodity. This inventory hoarding, combined with declining production, creates potential for significant price volatility when storage capacity reaches limits or market conditions shift.



























It is too early to confirm. However, the forecasted yield will be similar to 2025 or lever for the 2026 eron due to: lower for the 2026 crop due to:

1. Farmer do not plant new crops

2. priority is given to durian and coffee, so

the area is reduced

PTEXIM Will Update The Additional Crop Survey In December 2025





Brazil Black Pepper Crop Analysis

PTEXIM visited Brazil, to analyze pepper there this past 3 week.



Following our publication last week, new crop survey data from Vietnam's key provinces has led us to issue this updated summary covering the three major pepper-producing and exporting nations.

























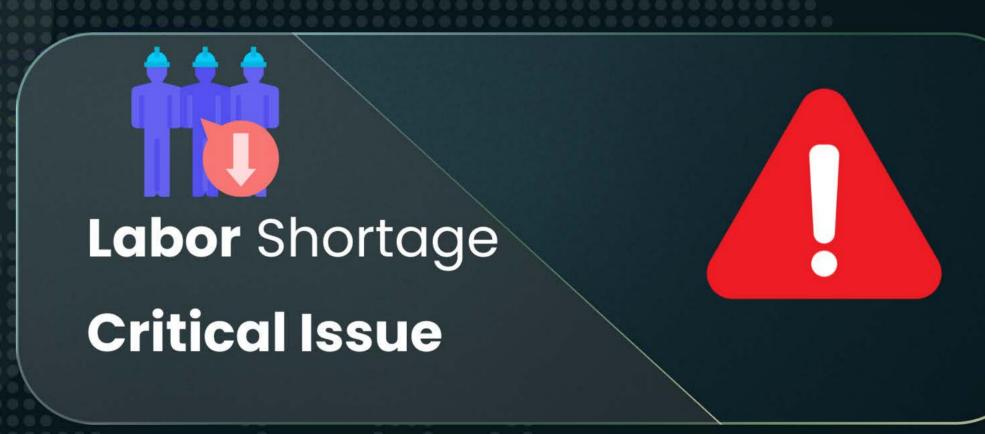


Our Crop survey in Brazil reveals significant challenges in the pepper crop, with yields unlikely to exceed 2024 levels despite initial optimistic forecasts. Labor shortages and uneven fruit development are creating supply constraints, while strong export demand and currency dynamics are supporting price resilience.



Similar to 2024

Yield Outlook





Export vs Forecast

52k/85k tons





























ESPÍRITO SANTO

Espírito Santo Region



 Harvest just beginning in Brazil's largest production area



This is the second harvest of the year.



 Fruit development uneven across chains



 Expected yield significantly lower than anticipated



 Severe labor shortage preventing harvest of ripe peppers





















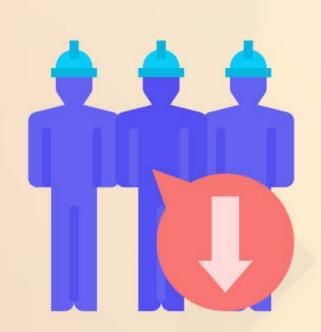




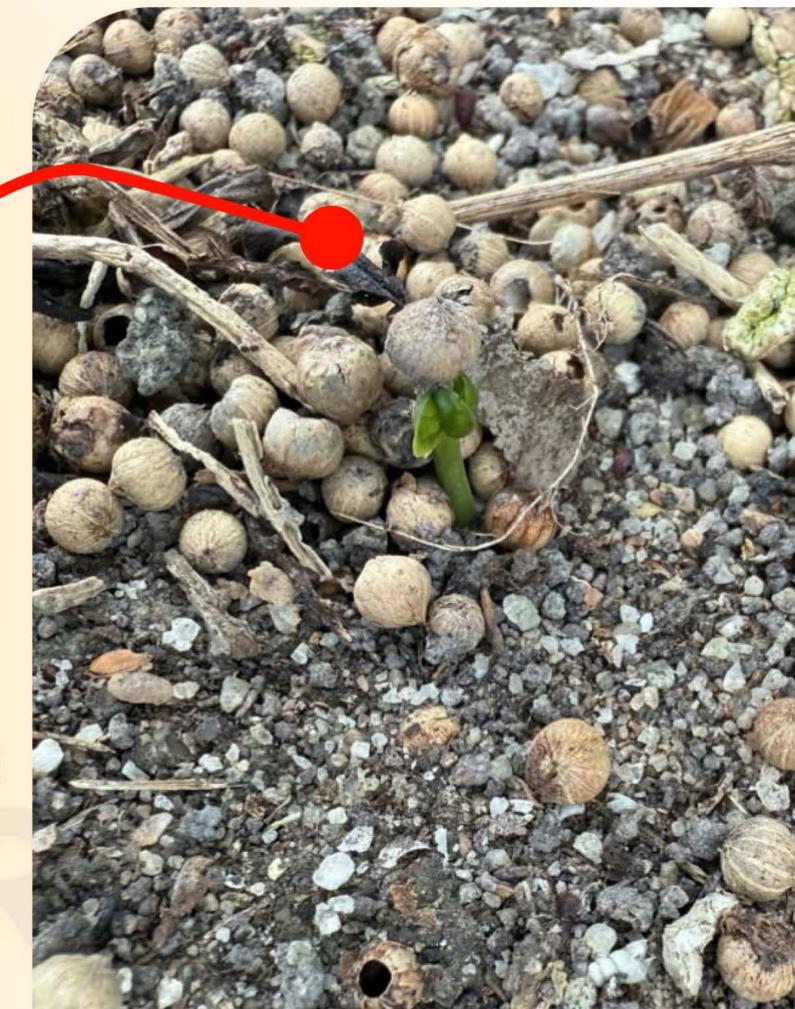




Fruit Development Uneven **Across Chains**



Severe Labor Shortage **Preventing Harvest** Of Ripe Peppers



























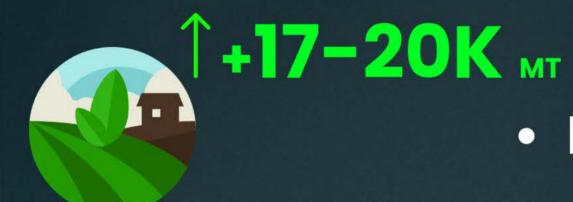


PARÁ

Pará Region

1+10-15%

 Crop 10-15% better than 2024 performance



Expected yield: 17,000-20,000 tons



Harvest currently starting



 Modest acreage expansion due to attractive prices





















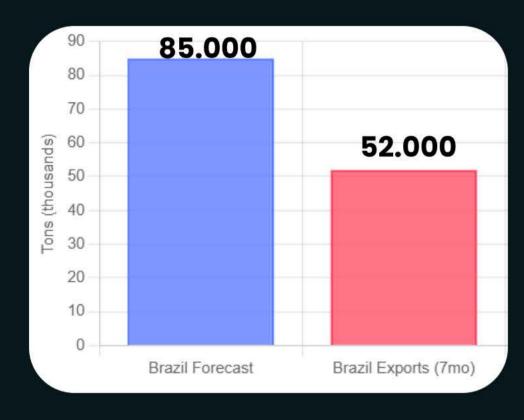






MARKET DYNAMICS & PRICE FACTORS

SUPPLY-DEMAND IMBALANCE



- Brazil exported 61% of total forecast in just 7 months
- Prices rising continuously for 2-3 weeks despite harvest season



- Farmers and agents show no selling pressure
- Supply constraints from labor shortage intensifying





















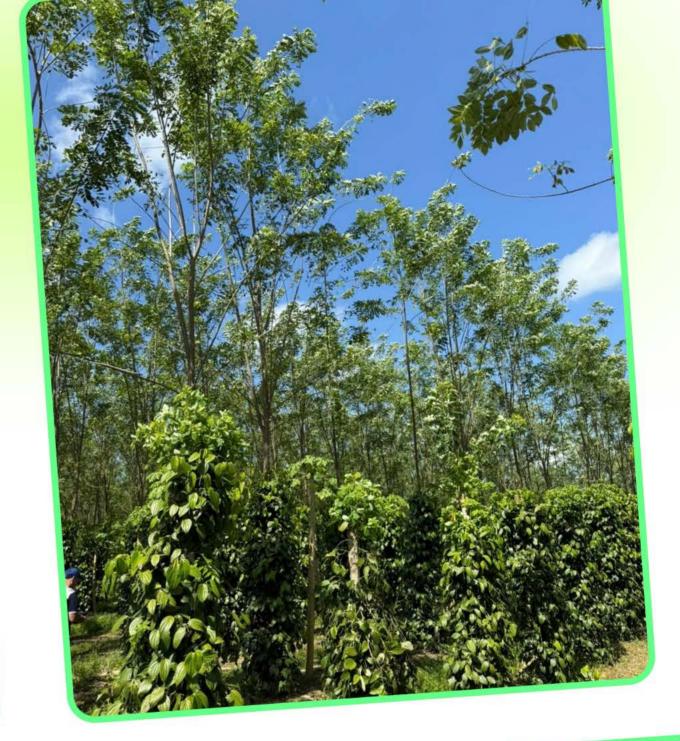














































INDONESIA



Indonesia Black Pepper Key Insights

Climate Impact

Erratic weather patterns caused 5-10% yield drops in 2025, marking the 4th consecutive year of global production decline due to climate stress.



Pest & Disease

Ongoing pest pressures compound 2021-2023 vine deaths. BRIN research efforts for better management haven't yet reversed 2025's low yields.



Crop Shifting

Farmers abandoning pepper for coffee and durian, reducing cultivation area and quality as plantations are neglected due to higher labor costs.



Market Outlook

Tight global supplies and depleted inventories keep exports robust and prices elevated, benefiting remaining farmers but highlighting need for agricultural improvements.

























PTEXIM RESEARCH

AUG 2025 VIETNAM CASSIA EXPORTING

REPORT



Cassia Exports Insight August 2025

preliminary According to VPSA's statistics, in August 2025, Vietnam exported 9,237 tons of Cinnamon, with a total export turnover of 22.9 mil USD, compared to the previous month, the export volume decreased by 11.0% and compared to August 2024, the export volume increased by 12.8%. India continues to be Vietnam's No. 1 Cassia export market, accounting for 35.1%, reaching 3,245 tons, down 35.0% compared to July. The following markets are: USA: 1,224 tons, Bangladesh: 562 tons and China: 425 tons.





Cassia Exports In 8 Months 2025 Insight





210.4 MII \$ **Turnover**



18.9% Volume

By the end of August 2025, Vietnam had exported 83,045 tons of Cassia Cinnamon, with a total export turnover of 210.4 million USD, compared to the same period in 2024, the export volume increased by 18.9% and the turnover increased by 32.0%. The leading export markets include: India: 33,058 tons, the United States: 8,751 tons and Bangladesh: 6,084 tons.

















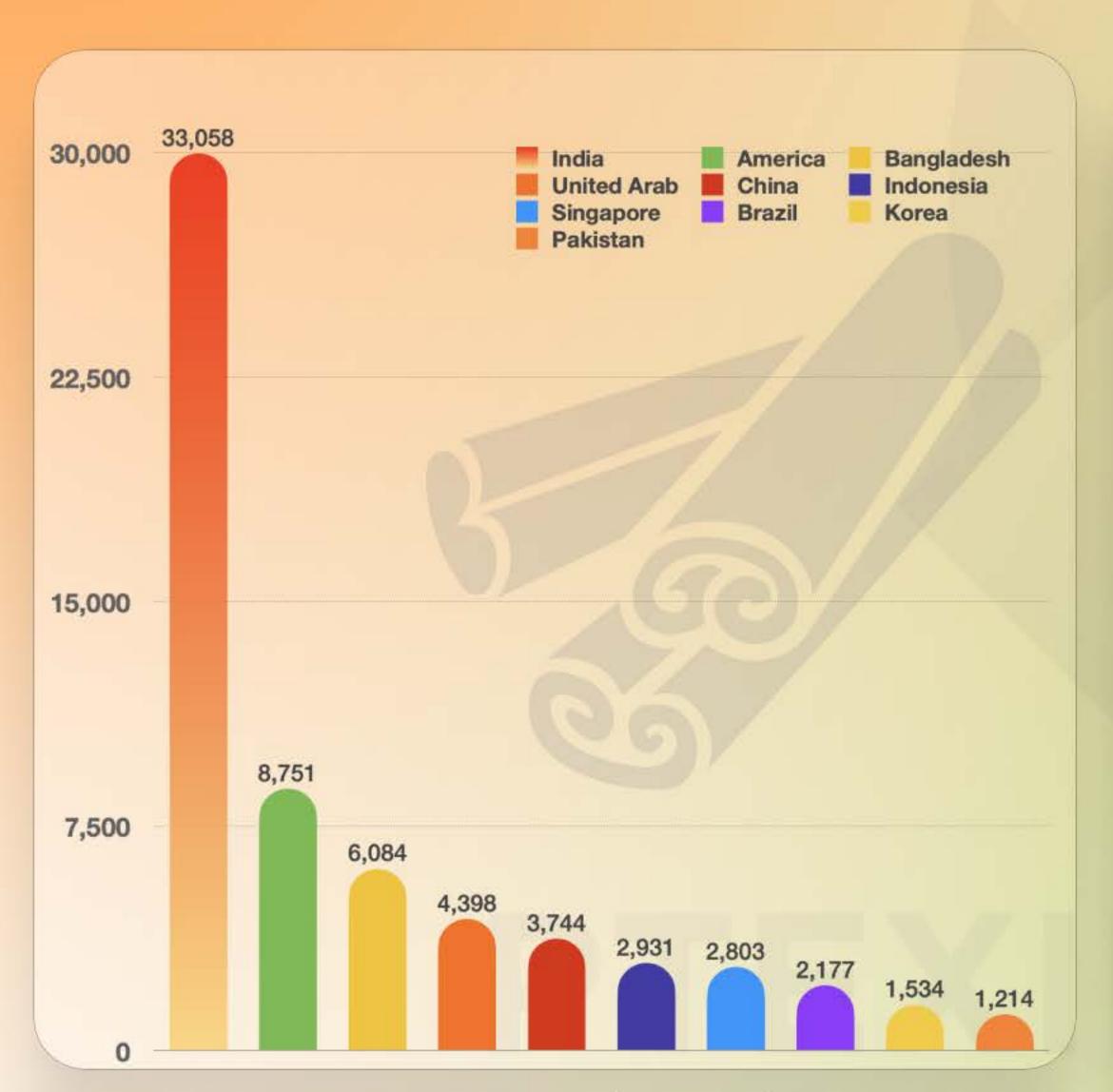








INSIGHT CASSIA EXPORT 8 MONTHS 2025



:=	(F)	
No	Country	Quantity (MT)
1	India	33,058
2	America	8,751
3	Bangladesh	6,084
4	United Arab	4,398
5	China	3,744
6	Indonesia	2,931
7	Singapore	2,803
8	Brazil	2,177
9	Korea	1,534
10	Pakistan	1,214
	Others	16,351
	TOTAL	83,045



PTEXIM CORP GUARANTEED



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 ...

































OTHERS SPICES W/ * A CONTROL OF THE PROPERTY O

CINNAMON (CASSIA) / TURMERIC / STAR ANISE / GINGER



STAR ANISE

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



GINGER

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



TURMERIC

The market uptrend and very limited raw material offer available. Please contact for further demand for Turmeric Sliced/Polished Turmeric Finger / Turmeric Powder ...





























NQ :≡ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
1 VBP 500 G/L FAQ	\$6.059	\$6.166	\$6.211
2 VBP 550 G/L FAQ	\$6.486	\$6.594	\$6.638
3 VBP 500 G/L Double Spiral Cleaned	\$6.576	\$6.683	\$6.728
4 VBP 550 G/L Double Spiral Cleaned	\$6.695	\$6.803	\$6.847
5 VBP 570 G/L Double ASTA	\$6.815	\$6.922	\$6.967
6 VBP 5MM Jumbo Size	\$7.040	\$7.147	\$7.192
7 White PEPPER 630 G/L DW	\$9.575	\$9.683	\$9.727
8 White PEPPER 630 G/L ASTA	\$9.615	\$9.722	\$9.767

STEAM STERILIZED PEPPER & PESTICIDE GUARANTEE EU COMPLIANCE

i= ITEM	FOB (USD/ MT)	EU MAINT PORT	MY/BAL
1 Steam Sterilized Pepper 500G/L	\$6.856	\$6.964	\$7.008
2 Steam Sterilized Pepper 550G/L	\$7.099	\$7.206	\$7.251
3 Steam Sterilized Pepper 570G/L	\$7.220	\$7.327	\$7.372
4 Steam Sterilized Pepper 5MM	\$7.343	\$7.450	\$7.495
5 Steam Sterilized White Pepper 630G/L	\$10.160	\$10.267	\$10.312
STEAM STERILIZED PEPE	PER - EU C	OMPLIAN	ICE
6 Steam Sterilized Pepper 500G/L	\$7.036	\$7.144	\$7.188
7 Steam Sterilized Pepper 550G/L	\$7.279	\$7.386	\$7.431
8 Steam Sterilized Pepper 570G/L	\$7.400	\$7.507	\$7.552
9 Steam Sterilized Pepper 5MM	\$7.523	\$7.630	\$7.675
10 Steam Sterilized White Pepper 630G/L	\$10.340	\$10.447	\$10.492

PEPPER POWDER PESTICIDE GUARANTEE



GROUND STEAM STERILIZED BLACK PEPPER

NO		FOB
1	- Half Cracked HTST black peppe 6 -> 8#;	\$7.908
2	- Granulate HTST black pepper 8 -> 12#;	\$7.835
4	- Table HTST black pepper 18 -> 28#;	\$7.761
5	- Fine HTST black pepper 30 -> 34# ;	\$7.761
6	- Ground HTST black pepper 40 -> 100#;	\$7.542

GROUND STEAM STERILIZED WHITE PEPPER

Ground HTST white pepper 40 > 100#; \$10.836

Organic Black Pepper





N <u>O</u>	ITEM	FOB (USD/MT)	EU MAINT PORT	NY/BAL
1	Organic Steam Sterilized Pepper 550G/L	\$9.229	\$9.336	\$9.381
2	Organic Steam Sterilized Pepper 570G/L	\$9.386	\$9.493	\$9.538
3	Organic Steam Sterilized White Pepper 630G/L	\$13.442	\$13.549	\$13.594

CASSIA (CINAMON)



N <u>O</u>	:= item	FOB	NOTE
1	WHOLE CASSIA;	\$2.853	>4% VO
2	CASSIA SPLIT;	\$2.513	>3.5% VO
3	CASSIA BROKEN MACHINE CLEANED 2% VO;	\$1.947	>2% VO
4	CASSIA BROKEN MACHINE CLEANED 2.5% VO;	\$2.235	>2.5% VO
5	CASSIA BROKEN MACHINE CLEANED 3% VO;	\$2.482	>3% VO
6	CASSIA BROKEN MACHINE CLEANED 3.5% VO;	\$2.688	>3.5% VO
7	CASSIA BROKEN MACHINE CLEANED 4% VO;	\$2.977	>4% VO
8	CASSIA STICK ROLLED 90%;	\$4.532	>4% VO
9	CASSIA LONG STICK	\$4.326	>4% VO
10	CASSIA POWDER 1 - 1.5% VO;	\$1.535	1-1.5% VO
11	CASSIA POWDER 2% VO;	\$2.070	2% VO
12	CASSIA POWDER 2.5% VO;	\$2.276	2.5% VO
13	CASSIA POWDER 3% VO;	\$2.647	3% VO

CASSIA (CINNAMON) GUARANTEE LEAD & METAL POWDER



ITEM	FOB	NOTE
CASSIA POWDER 2.5% VO	\$2.535	2.5% VO
CASSIA POWDER 3% VO	\$2.947	3% VO
CASSIA BROKEN MACHINE CLEANED 2.5% VO	\$2.435	2.5% VO
CASSIA BROKEN MACHINE CLEANED 3% VO	\$2.682	3% VO







CASSIA (CINNAMON) GUARANTEE COUMARIN

ITEM	FOB	NOTE
CASSIA POWDER 2.5% VO	\$2.376	2.5% VO
CASSIA POWDER 3% VO	\$2.747	3% VO
CASSIA BROKEN MACHINE CLEANED 2.5% VO	\$2.335	2.5% VO
CASSIA BROKEN MACHINE CLEANED 3% VO	\$2.582	3% VO



CASSIA (CINNAMON) & STARANISE

	: =		
NΩ	ITEM	FOB	NOTE
1	CASSIA POWDER STEAM STERILIZED 2.5% VO;	\$2.825	2.5% VO
2	CASSIA POWDER STEAM STERILIZED 3% VO;	\$3.233	3% VO
3	CASSIA BROKEN STEAM STERILIZED 2.5% VO;	\$2.935	2.5% VO
4	CASSIA BROKEN STEAM STERILIZED 3% VO;	\$3.154	3% VO



NQ	:= ITEM	FOB	NOTE
1	STAR ANISE SPRING CROP	\$6.829	2.0cm, 80% up
2	STAR ANISE AUTUMN CROP;	\$7.241	2.5cm, 80% up
3	STAR ANISE SUNDRIED EU COMPLIANCE;	\$7.541	2.5cm, 80% up

TURMERIC GINGER



TURMERIC

N <u>O</u>	≡ ITEM	FOB
1 TURMER	RIC FINGER;	\$2.081
2 POLISH	ED TURMERIC FINGER;	\$2.163
3 TURMER	RIC POWDER;	\$1.833
4 TURMER	RIC SLICE SUN DRIED;	\$1.627
5 WASHE	D TURMERIC SLICE SUN DRIED;	\$1.833
6 TURMER	RIC SLICE MACHINE DRIED;	\$2.287

GINGER

	NQ	:= ITEM	€ FOB
	1	GINGER POWDER	\$3.193
, t	2	GINGER SLICED	\$3.811
1	3	POLISHED GINGER FINGER	\$3.399

Organic Casia Casia





6	ORGANIC WHOLE CASSIA;	\$3.453
7	ORGANIC CASSIA SPLIT;	\$3.113
8	ORGANIC CASSIA BROKEN MACHINE CLEANED 3.5% VO;	\$3.288
9	ORGANIC CASSIA STICK ROLLED 90%;	\$5.132
10	ORGANIC CASSIA POWDER STEAM STERILIZED 3% VO;	\$3.754

OTHER HERBS & SPICES

NO	TEM ITEM	PTEXIM OFFER (\$/MT)
1	NIPM Ground Red pepper 20,000 , 70 ASTA	\$1,280
2	NIPM Ground Red pepper 20,000 SHU, 90 ASTA	\$1,610
3	NIPM Ground Red pepper 60,000 SHU, 70 ASTA	\$1,070
4	NIPM Crushed Red pepper 25,000 +/- 5000 SHU	\$2,850
5	NIPM Crushed Red pepper 50,000 +/- 5000 SHU	\$2,220
6	Ground Fennel	\$1,870
7	Ground Fenugreek	\$1,220
8	Whole Fenugreek	\$960
9	Whole cumin	\$2,860
10	Ground Cumin- 2% vo	\$2,430
11	Ground Ginger (Fine Ground)	\$3,630
12	Ground Turmeric 2.5% curcumin	\$2,220
13	Ground Turmeric 3% curcumin	\$2,280
14	Ground Turmeric 5% curcumin	\$2,650
1		



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



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PTEXIM CERTIFICATE













Ginger

Turmeric

SUSTAINABLE















PTEXIM FACTORY



1. WHOLE SPICES FACTORY (Daklak Province, VN)



2. FOOD FACTORY (Ngai Giao Communue, HCMC, VN)



3. CASSIA & STAR ANISE FACTORY (Xuan Ai Communue, Lao Cai Province, VN)