



PHUC LOI IMPORT - EXPORT TRADING CO., LTD

MONTHLY REPORT

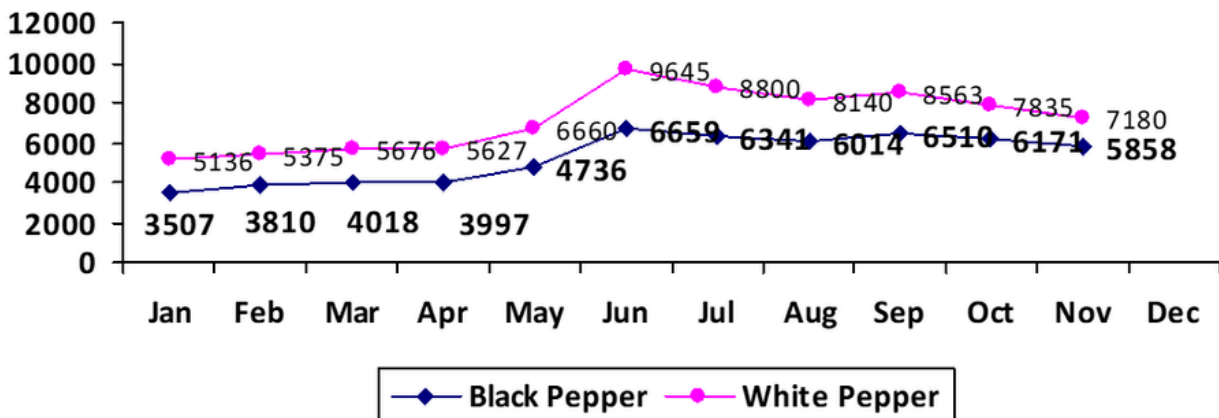
Nov
2024

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1. Vietnam Black & White Pepper:

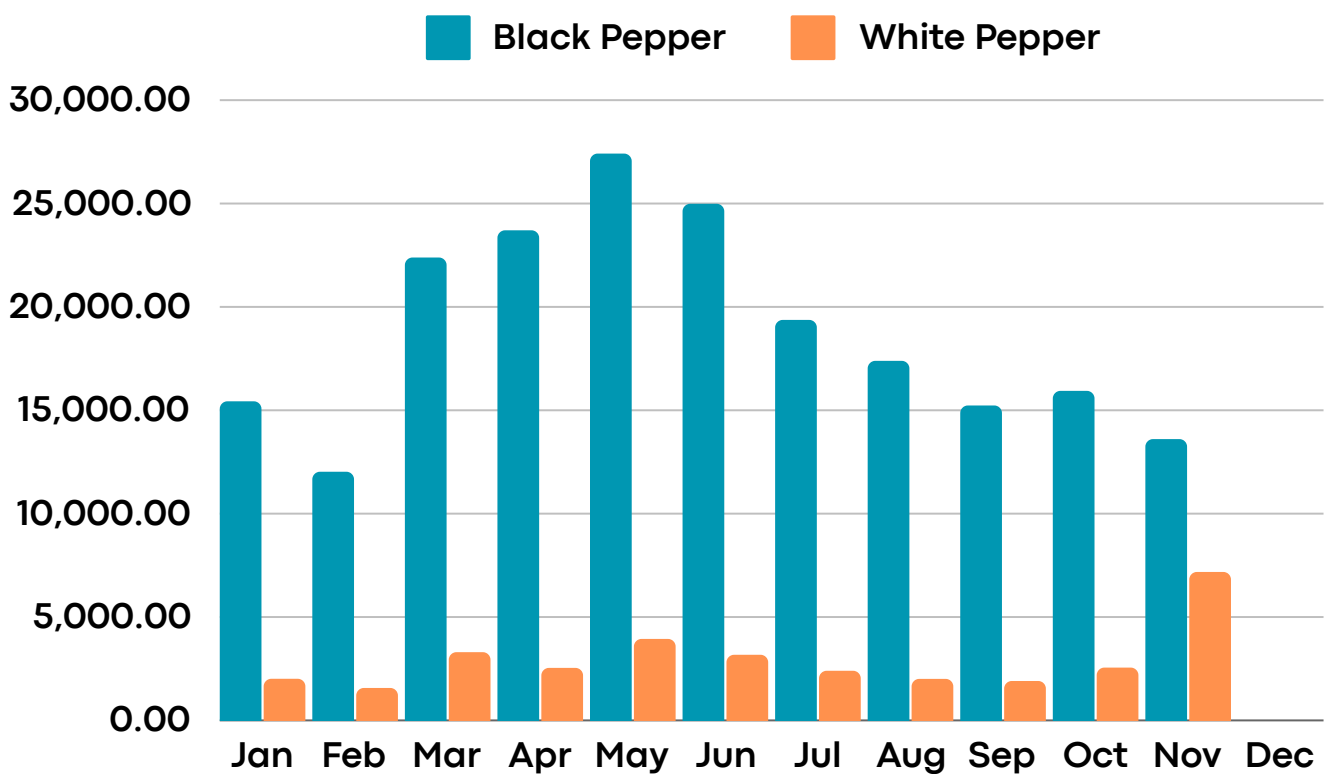
- In November 2024, as per preliminary statistics of VPSA, Vietnam exported **15,948** tons of pepper all kinds consisting 13,606 tons of Black Pepper and 2,342 tons of White Pepper
- The average export price of Black Pepper is 5,858 USD/MT (a less difference 313 USD/ton compared to Oct's) and White Pepper is 7,180 USD/MT (a downward 655 USD/ton compared to Oct's). Totally, compared to Oct 2024, the exports decreased 13.8%, and value decreased 11.5%. However, compared to same period Oct 2023, exports declined sharply 21.4%.

Monthly FOB Black/White Pepper Price
Jan-Nov 2024



Note: Black Pepper is for quality 500gl FAQ. Unit Price/MT (USD/MT)

- For export markets, American still be the largest export market of Vietnam, imported 5,089MT (accounted 31.9% but declined 3.8%), further markets are UAE second 927MT (accounted 5.8% but down 34.3%), and Hong Kong the third 895MT (accounted 5.6% but lower 49.8%), the fourth Netherlands 760MT (accounted 4.8% but drop 24%), the fifth Korea 600MT (accounted 3.8%, increase 52%), India 531MT (account 3.3% but hike 353%).
- The totally accumulate exports of first 11 months 2024 is 235,335 tons pepper all kinds, Black Pepper 207,498 tons, White Pepper 27,837 tons. The amount of exports is down 3.5% but the value grew up 46.9% compared to the same period last year. The average price of 11 months is 5,073 USD/ton for Black Pepper and 6,772 USD/ton for White Pepper. The market returned increase sharply early days of November after decrease & sideways in November.



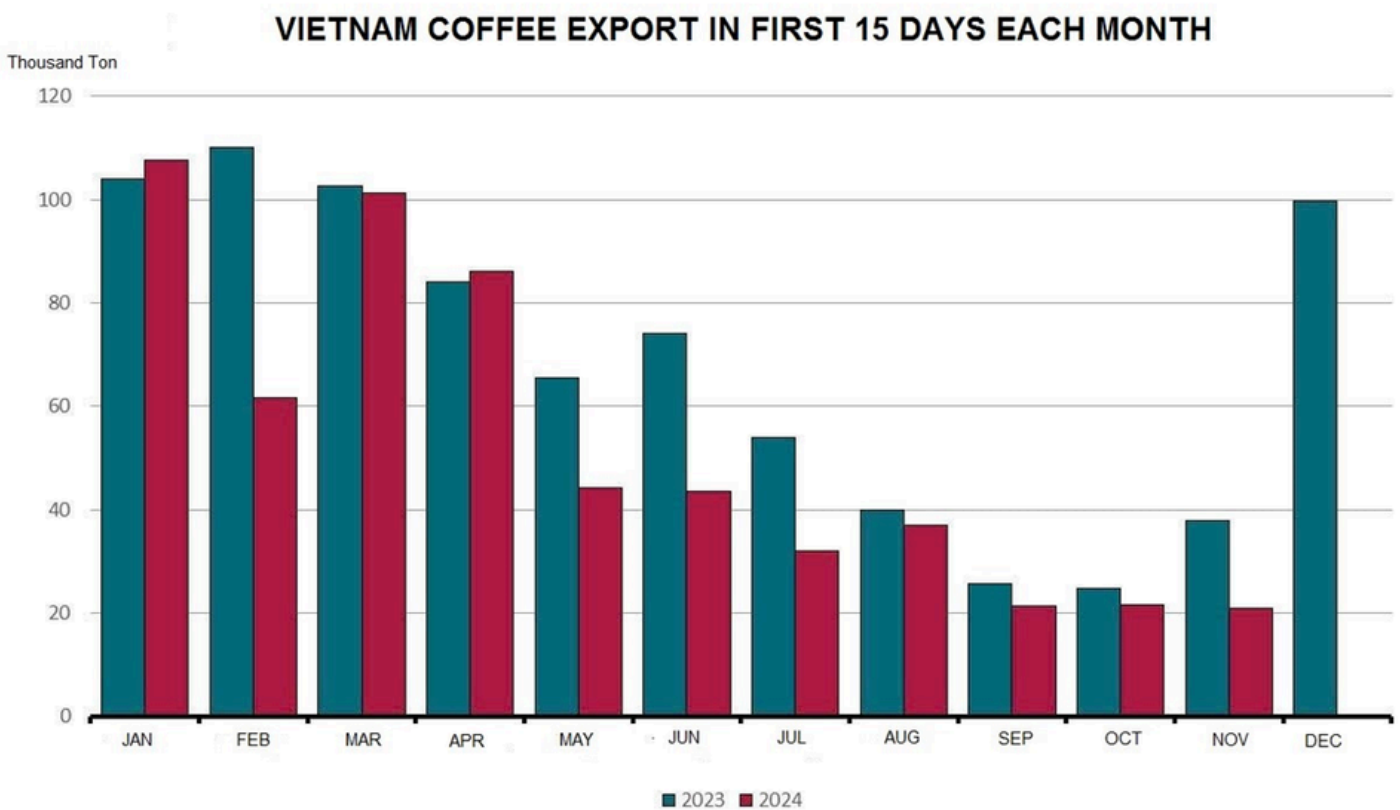
Prices and volume for Jan-Nov 2024

2. Vietnam Robusta Coffee Beans :

- Coffee exports in November 2024 reached about 52 thousand tons, down 35% in volume compared to the same period last year, however, due to the high export price, the export value still increased. In the 11 months of 2024, coffee

exports reached 1.25 million tons, with a record turnover of 4.92 billion USD, down 8% in volume, but up 40.5% in value compared to the same period last year. As for Robusta coffee, in November, Vietnam exported 45,158 ton, with a unit price of 4,914 USD/ton.

- The decrease in coffee exports during the harvest month in Vietnam was due to the late harvest, farmers were not in a hurry to sell, so the limited supply pushed prices up. The high price of coffee made many buyers cautious and expected prices to decrease in the near future, so they did not buy to store.



- Domestic coffee prices in Vietnam have increased during the coffee harvest season, due to high demand and limited supply, despite the peak harvest season. In the two months since the new harvest began, farmers in the Central Highlands have only harvested about 20% of their coffee output. Unlike previous years, farmers are not facing much financial pressure thanks to stable income from other crops such as durian and pepper. This helps them not rush to harvest or sell coffee beans, reducing pressure on the market.



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