

# Seafood

**Non-rated**

## December seafood export updates

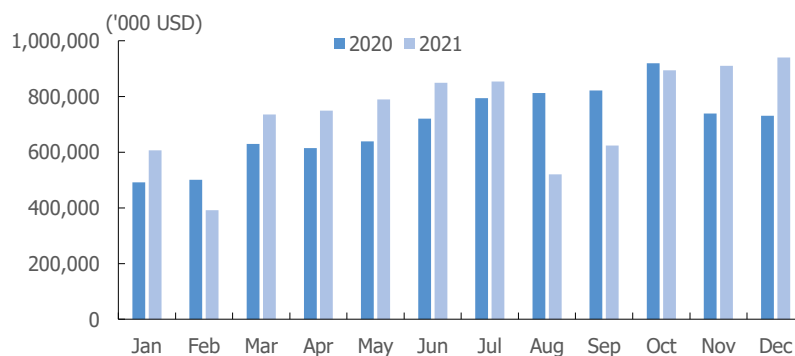
### December seafood export see the revival

- In December, Vietnam seafood export recorded USD940mn (+29% yoy), driven by strong growth of key products including pangasius (USD245mn, +81% yoy), shrimp (USD325mn, +10% yoy).
- Export to key partners in Dec was also promising with USD176mn in the US market (+32% yoy) and a USD170mn in the China market (90% yoy) thanks to the peak season of Lunar New Year. Export to EU markets also revived by +26% yoy.
- The raw material price of pangasius edged up by +VND600/kg, +3% mom to VND2,400/kg in Dec. The disrupted supply of farmed products due to social distancing amid the strong demand prompted price to a record since 2020. The raw material price of shrimp inched by VND5,300, +4% mom to VND138,500/kg.
- Whilst, in Dec, the average selling prices (ASP) in the US market stayed flat at USD3.72/kg (-0.1% mom) for pangasius and -0.2% mom to USD8.83/kg for shrimp. However, they are slightly corrected since end-Dec except the ASP in China market.

### Full-year export achieved the projection

- Vietnam Association of Seafood Exporters and Producers estimated that Vietnam could achieve a USD8.8bn export value in 2021. Despite many hurdles arising from national lockdown and logistics bottlenecks, seafood export reached USD8.9bn (+6% yoy), in line with projection.
- The leaders were shrimp with USD3.9bn (+4% yoy), pangasius with USD1.6bn (+10% yoy), and tuna with USD757mn (+17% yoy).

**Figure 1. Bouncing 4Q21 export helped offset the tepid 3Q21**



Source: VASEP, KISVN

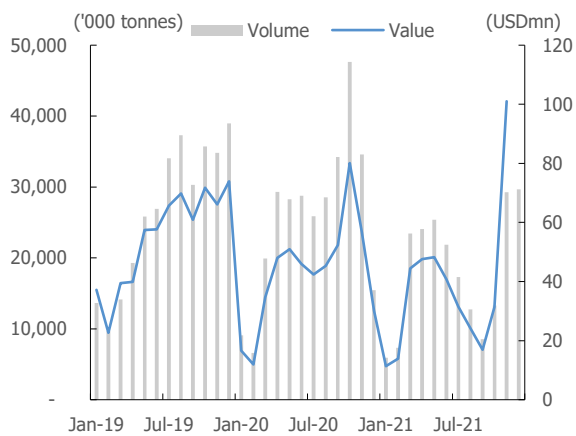
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### In turn benefit from China market in 1Q22F

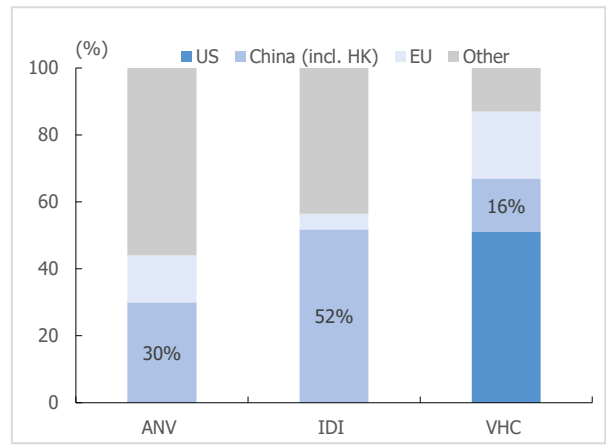
- ASP in the China market has been trending upward to USD2.47/kg (+USD0.21/kg mom, +9% mom) in Dec. We consider the pangasius ASP would remain high in the next couple of quarters thanks to 1) peak demand in the season of holidays and festivals 2) the China pangasius reserve was at the lowest as of end-Dec since import supply from Vietnam was hit hard in 2021 that even the ramp-up import in 4Q21 was 72% of the same period last year.
- Thereby, we expected those companies who are well-positioned in China market will reap the beneficiaries of the buoyant demand and rising pangasius prices including **ANV, IDI** and **VHC**.

**Figure 2. China's pangasius import in 2021 was hit due to their tightening import policy.**



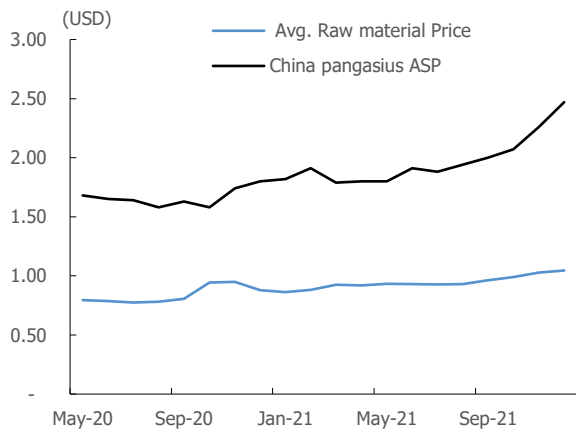
Source: Undercurrent Data, VASEP, KISVN

**Figure 3. China was the largest importer of ANV and IDI in 2021**



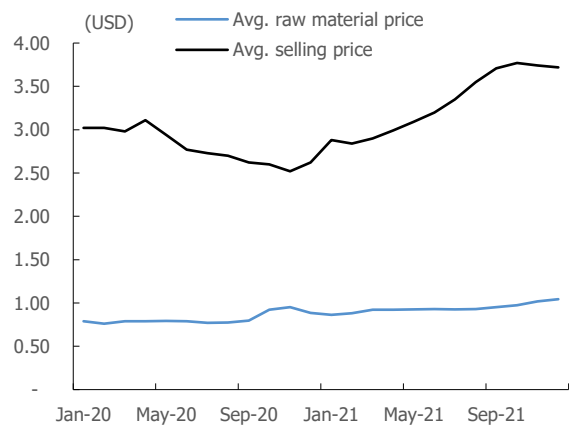
Source: Companies, KISVN

**Figure 4. China's ASP of pangasius has been accelerating driven by rosy demand.**



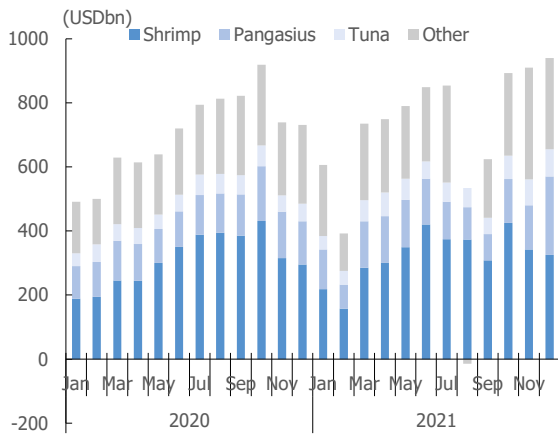
Source: Undercurrent Data, VASEP, KISVN

**Figure 5. ASP of Pangasius in US market retreated**



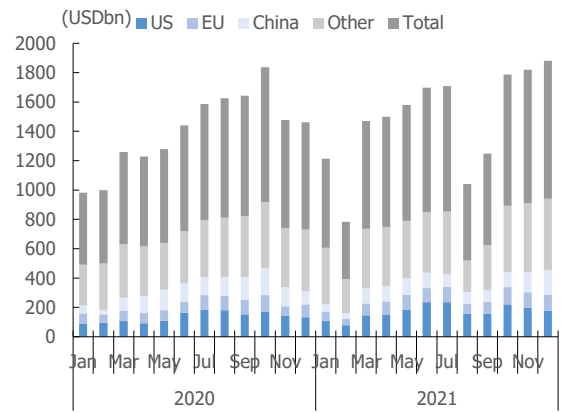
Source: Undercurrent Data, VASEP, KISVN

**Figure 6. All products enjoyed brisk growth in Dec**



Source: VASEP, KISVN

**Figure 7. China's seafood import from Vietnam revived by 90% yoy in Dec**



Source: VASEP, KISVN

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