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Report Highlights:

Vietnam's economy is on the path to recovery. Post revises Vietnam's MY2022/23 soybean meal consumption down to 5.65 MMT due to lower aquaculture feed consumption and forecasts an increase to 5.85 MMT in MY 2023/24. Post forecasts an increase in soybean imports in both MY2023/24 and MY2024/25 for both crush and food use. Soybean meal imports are forecast to decrease to 4.7 MMT in MY 2024/25 due to higher domestic crush.

Executive Summary

According to the Government Statistics Office (GSO), Vietnam's GDP growth was 5.05 percent in 2023. Vietnam's economy faced challenges in 2023 due to weak demand and high inflation in major export markets including China, the United States, and the European Union (EU). Consequently, low demand for Vietnam's manufactured exports led to a slowdown in imports of production inputs. However, from November 2023 to February 2024, month-on-month exports of major agricultural products including timber, seafood and horticultural products have increased according to the Ministry of Agriculture and Rural Development's (MARD) monthly report. In addition, revenues from retail and services increased by 9.6 percent in 2023 compared to the previous year. The International Monetary Fund recently forecasted Vietnam's GDP growth rate increasing to 5.8 percent in 2024.

MARD reported that the total swine population increased by 4 percent and the total poultry flock rose by 3 percent in 2023. MARD's strategy is to keep livestock production growth rates at 4 to 5 percent annually. On July 27, 2023, MARD issued an announcement to all provincial governments announcing approval for the commercial application of two registered African swine fever vaccines. Post projects that the pace of animal production in Vietnam will increase due to projected stronger economic recovery.

Vietnam fishery products export value in 2023 declined by 18 percent compared to 2022. This decline is due to weak demand and high frozen stocks in major export markets including China, Japan, the United States, and the EU. Catfish and shrimp exports declined 25 and 22 percent respectively. Post revises total animal and aqua-feed consumption in MY2022/23 down to 25.9 million tons due to projected lowered aqua-feed consumption, and forecasts it to increase to 26.5 and 27 million tons in MY2023/24 and MY 2024/25 respectively.

MARD renewed its list of quarantine pests in September 2023, with *Cirsium arvense* no longer listed. From this time, MARD will no longer inspect cargoes for this pest.

Post forecasts Vietnam's soybean imports increase to 2.25 million tons in MY2023/24, increasing to 2.5 million tons in MY 2024/25 due to projected higher soybean crush and food consumption. Soybean Meal (SBM) consumption for feed use is forecast to reach 5.85 million tons in MY2023/24 and 6. million tons in MY2024/25 in line with estimated feed demand. Post forecasts SBM imports down to 4.7 million tons in MY2024/25 due to higher local production.

Food use of soybeans is forecast to increase to 530,000 tons in MY2023/24 and increase to 540,000 tons in MY2024/25, following projected growth in the retail, food service, and beverage sectors. Post forecasts refined vegetable oil consumption at 1.4 million tons in MY2023/24 and forecasts an increase to 1.45 million tons in MY2024/25 as the food service, food processing and tourism sectors rebound.

OILSEEDS SITUATION AND OUTLOOK

Soybean

Production

Post forecasts a continued decline in domestic soybean production down to 45,000 tons in MY 2023/2024 and 42,000 tons in MY2024/25 on a planted area of 28,000 and 26,500 hectares respectively, with an average yield of 1.6 tons per hectare. This long-term decline is due to domestic production being less competitive compared to imported soybeans, leading local farmers to switch to more profitable crops such as fruit and vegetables.

According to MARD, Vietnam's soybean planted area as of December 31, 2023, was 30,200 hectares, a reduction of 7.3 percent compared to the same period last year. The decline in soybean planted area in MY2022/23 is part of an overall trend of Vietnamese farmers switching to more profitable crops such as fruits and vegetables as noted above.

Table 1: Soybean Production

	2021	**2022**	**2023**	**2024***	**2025***
Crop area (thousand ha)	36	32.5	30	28	26.5
Crop yield (MT/ha)	1.6	1.6	1.6	1.6	1.6
Total production (TMT)	**58**	**52**	**48**	**45**	**42**

Source: General Statistics Office (GSO), Ministry of Agriculture and Rural Development (MARD),
The data included inventory of winter crop in the North starting from October annually.
**Post estimates*

Consumption

Industrial crush

Vietnam currently has two crushing facilities, one in the north of the country and the other in the south. The southern plant plans to add a new crushing line in 2024. In addition, a new crushing facility, also located in the south, is in the final stage of construction and is expected to enter operation in 2024. Soybean crush is driven by demand for soybean meal for animal and aqua feed and for soybean oil.

Post estimates MY2023/24 soybean crush at 1.55 million metric tons (MMT) and continue to increase to 1.8 MMT in MY2024/25, due to additional crush volume from both the new facility and expanded capacity at the existing facilities in the south and the north, which is in line with the forecasted increase in feed demand.

Food Use Consumption

Post continues to forecast soybean consumption for food use in MY2023/24 at 530,000 tons, increasing to 540,000 tons in MY2024/25 due to continued growth in the food service and tourism sectors, and higher local demand for tofu products. According to the General Statistics Office (GSO), as of December 31, 2023, total Vietnam retail and services revenue increased 9.6 percent compared to the same period in the previous year. Revenues from food and beverage and lodging services also increased about 15 percent. For international tourists, total arrivals were up more than three times.

Feed, Seed, Waste Consumption

Post forecasts soybean feed consumption in MY2023/24 at 180,000 tons, increasing to 200,000 tons in MY2024/25 in line with projected increases in poultry and swine production. A feed mill in the north of Vietnam is going to expand their full fat soybean processing facility from 3,000 to 20,000 tons a year, according to an industry contact.

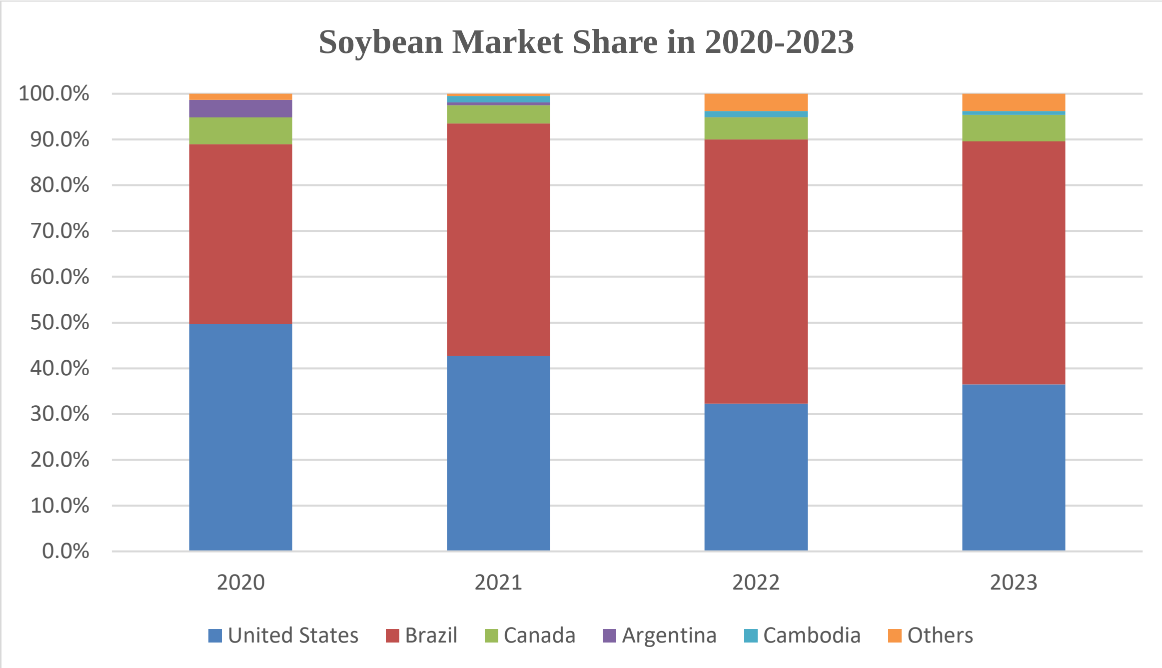
Trade

Imports

Post forecasts soybean imports for MY2023/24 at 2.25 MMT and MY 2024/25 at 2.5 MMT. This reflects the projected additional capacity from both the new crush facility in the south, and increased capacity at existing crushers in the south and the north.

According to Vietnam Customs, Vietnam’s soybean imports as of December 31 reached 1.86 million tons, remaining flat compared to the same period the previous year. Brazil was the largest soybean exporter with 53.1 percent of the market share and the United States held 36.5 percent of the market share, followed by Canada with 5.8 percent.

Table 2: Soybean Supplier Market Share (percentage)



Source: Vietnam Customs published at https://www.customs.gov.vn

Policy

On August 15, 2023, MARD issued Circular 04/2023 renewing the list of quarantine pests of the Socialist Republic of Vietnam. *Cirsium arvense* is no longer listed. The Circular entered into force on September 29, 2023. After that time, MARD stopped inspecting for this pest.

Peanuts

Production

Peanut production is forecast at 383,000 tons in MY 2023/24[1], and continue to decrease to 367,000 tons in MY2024/25 based on projected decreases in planted area as farmers switch from peanuts to more profitable crops such as fruits and vegetables.

According to MARD, as of December 31 peanut planted area for MY2022/23 was 153,000 hectares, a drop of 4 percent compared to the same period the previous year. Peanut planted area is declining in both the northern and southern provinces of Vietnam due to less competitive prices relative to imported peanuts and other more profitable crops such as fruits and vegetables.

Table 3: Vietnam's Peanut Production

	2021	**2022**	**2023**	**2024***	**2025***
Crop area (thousand ha)	165	159	153	146	140
Crop yield (MT/ha)	2.61	2.57	2.62	2.62	2.62
Total peanut production** (TMT)	430	410	402	383	367

Source: GSO, MARD
**Post estimate*
***in-shell basis*

Crush

Post forecasts peanut crush volume at 34,000 tons in MY2023/24 and MY2024/25. This reflects a low estimated oil extraction rate of 0.26 due to the small scale of production and limited crushing technology. Peanut crushing occurs at the household level based on family consumption and some small-scale processors.

Food Use Consumption

Post forecasts total peanut consumption at 540,000 tons in MY2023/24, further increasing to 545,000 tons in MY2024/25, due to the expected rebound of tourism, processing, and the service sector.

Most locally produced and imported peanuts are consumed in retail sales channels, food service, and the food processing industry (especially the snack industry) for both domestic consumption and export.

[1] Marketing Year (MY) of peanuts is from January 1 to December 31.

The rebound of the tourism sector, restaurants, foodservice providers, street vendors, wholesale and wet markets, and small retail stores is projected to drive an increase in domestic consumption of in-shell and shelled peanuts.

In-shell peanuts are available from street vendors in boiled and roasted forms, at "bia hoi" (fresh draft beer) restaurants, and in wet markets during harvest season. Small retail stores usually sell raw shelled peanuts in loose format, while modern retailers, including supermarkets and hypermarkets, sell packaged raw shelled peanuts. Foodservice providers and food processors purchase peanuts in bulk.

Trade

Imports

Post forecasts Vietnam's peanut (in-shell basis) imports to increase to 370,000 tons in MY 2023/24 and 390,000 tons in MY 2024/25 due to an expected rebound of the services and tourism sectors and the reopening of China's markets.

According to Vietnam Customs, as of December 31, Vietnam imported 355,000 tons of peanuts (in-shell basis), up 62 percent compared to the previous year. The majority of imports are shelled peanuts. India and Madagascar continue as the main suppliers to Vietnam with about 59 and 27 percent of total market share respectively.

The increase in imported shelled peanuts in MY 2022/23 reflects the rebound in food and nut processing for local consumption and export. According to Trade Data Monitor (TDM), global exports of prepared and preserved peanuts (HS code 200811) to Vietnam, including peanut butter, are about 200 tons.

Table 4: Vietnam's Peanut Imports, by HS code

Year	**2020**	**2021**	**2022**	**2023**
Total in-shell peanut (MT) *(HS code 120241)*	16,304	1,222	2,319	2,324
Total shelled peanut (MT) (in-shell basis) (*HS code 120242)*	228,305	212,821	215,127	352,846
Total peanut imports (in-shell basis) (MT)	**244,609**	**214,043**	**217,446**	**355,081**

Source: Vietnam Customs and Post's calculation

**Note: Conversion rate from shelled peanut into in-shell peanuts: 1.33.*

Exports

Vietnam imports shelled peanuts for border trade with China and for processing. Post forecasts peanut (inshell-basis) exports increase to 190,000 tons in both MY2023/24 and MY2024/25, due to high demand from China's markets.

As of December 31, Vietnam exported 185,000 tons of peanuts (in-shell basis) in MY2022/23 (table 5&6), more than double the previous year. Vietnam's main export market is China, which accounts for 63 percent of total exports, due to China's high consumption demand and close proximity.

According to TDM, Vietnam exported about 3,000 tons of prepared and preserved shelled peanuts (HS code 200811) in MY 2022/23, a similar level compared to the previous year. Taiwan is the main importer.

Table 5: Vietnam Peanut Exports, by HS Code 200811

Year	**2020**	**2021**	**2022**	**2023**
Shelled peanut exports (MT) (*HS code 200811)*	5,552	4,024	3,065	2,796
Peanut exports (in-shell basis) (MT)	**7,384**	**5,003**	**4,076**	**3,719**

Source: TDM [2]

Note: Peanuts are on an in-shell basis, including shelled peanuts HS code 200811 including peanut butter, but volume of peanut butter is negligible.

Conversion rate from shelled peanut into in-shell peanuts: 1.33.

Table 6: Vietnam's Peanuts Exports, by HS code

Year	**2020**	**2021**	**2022**	**2023**
Total in-shell peanut (MT) *(HS code 120241)*	15,666	14,284	2,779	4,568
Total shelled peanut (MT) (in-shell basis) (*HS code 120242)*	94,890	90,888	80,043	176,948
Peanut exports (in-shell basis) (MT)	**110,556**	**105,172**	**82,822**	**181,516**

Source: Vietnam Customs and Post's calculation

**Note: Conversion rate from shelled peanut into in-shell peanuts: 1.33.*

[2] Vietnam is not a reported country in TDM. Throughout this report, every time TDM is noted, Vietnam exports refers to global imports from Vietnam and Vietnam imports refers to global exports reported to Vietnam.

Copra

Production

Vietnam's coconut planting area was about 196,000 hectares in 2023, according to MARD. Ben Tre province in the Mekong Delta is the largest coconut planting province, accounting for about 40 percent of the total planting area. Coconut planting area is projected to continue to increase as it is more profitable than other crops, according to the Ben Tre Coconut Association. Vietnam produces only a limited amount of copra from coconut oil crushing due to low domestic demand. The main processed products are coconut milk, desiccated coconuts, canned coconut juices, and charcoal for export and domestic consumption.

The coconut black headed caterpillar (Opisina arenosella) was discovered in Ben Tre province in July 2020. According to a weekly pest report form MARD's Plant Protection Department (PPD), as of February 29, 2024, about 362 hectares in major coconut planting provinces have been infected. The pest damages coconut leaves and nuts and can kill the trees.

Post maintains its forecast of the average coconut yield to remain at 9,000 nuts per hectare in MY2023/24 and MY2024/25, while the coconut planting area increases to 198,000 and 200,000 hectares in MY 2023/24 and MY2024/25 respectively due to higher expected profit compared to other crops and its strong resistance to saline intrusion. Post forecasts harvested area at 188,000 and 190,000 hectares in MY2023/24 and MY2024/25 respectively, because it takes four to five years from the time of planting before coconut trees are ready for their first harvest, according to the Ben Tre Coconut Association.

Vietnam's copra production is a by-product of its coconut oil production. The estimated extraction rate from milling copra to coconut oil is 64 percent.

Table 7: Coconut and Copra Production

	2021	2022	2023	2024*	2025*
Coconut planting area (thousand ha)	186	194	196	198	200
Coconut harvested area (thousand ha)	176	184	186	188	190
Average coconut yield (nuts/ha)	9,000	9,000	9,000	9,000	9,000
Coconut production (million nuts)	1,584	1,620	1,674	1,692	1,700
Coconut Oil production (MT)	10,000	10,000	10,000	10,000	10,000
Milling Copra Consumption for coconut oil crushing (MT) ***	15,000	15,000	15,000	15,000	15,000
Total Estimated Copra Production (MT)***	15,000	15,000	15,000	15,000	15,000

Source: MARD, GSO, TDM, Ben Tre Coconut Association and Coconut Processing Companies
*Post estimates

**** Estimated extraction rate is 64 percent.*

Consumption

According to a source from Ben Tre Provincial Department of Science and Technology, there are 208 different coconut products produced for both food and industrial use, for both the export and domestic markets. Currently, Ben Tre has 182 coconut processors producing coconut fibers, fertilizers, and desiccated coconuts with a design capacity of 86,000 tons a year; coconut milks at 100,000 tons a year; and various types of coconut juices.

Industrial Use

Copra crushing plants in Ben Tre province have a total estimated annual production capacity of 10,000 tons of crude and refined oil and 3,000 tons of virgin coconut oil for the domestic and export markets.

Post forecasts copra crush volume at 15,000 tons in both MY2023/24 and MY2024/25. This reflects the estimated coconut oil production.

Food Use

There is no official production data for copra, desiccated coconut, and other coconut products and their consumption in Vietnam. However, the major coconut products for food use include fresh and mature coconuts for immediate consumption and cooking, coconut milk, desiccated coconut, coconut milk powder, refined coconut oil, and coconut juice.

According to the Ben Tre Coconut Association, about 25 percent of the total coconut planting area is the “Dua xiem” variety for direct consumption as fresh coconut juice for the domestic market and export. The rest are varieties selected to produce mature coconuts and coconuts in the inner shell for further processing into products including desiccated coconuts, coconut milk, coconut jelly, coconut candy, packaged coconut juices, butter, and for sale in traditional wet markets across the country, or for export for direct consumption.

Trade

Vietnam continues to import and export a negligible volume of copra, instead focusing on other coconut products. According to TDM, in MY2022/23, Vietnam’s imports of coconuts in the inner shell and coconuts, other than desiccated, increased compared to the previous year due to higher processing demand.

Table 8: Vietnam's Coconut Product Imports *Unit: MT*

Product group	2019	2020	2021	2022	2023
Desiccated coconuts (HS code 080111)	203	5,195	43,316	24,521	290
Coconuts in the inner shell (Endocarp) (HS code 080112)	2,391	34,928	24,614	605	12,177
Coconuts, other than desiccated (HS code 080119)	2,882	87,329	39,185	4,181	14,077
Copra (HS code 120300)	271	71	-	82	178
Coconut fibers (HS code 530500; 530511; 530519; 530810)	1,926	3,978	3,366	3,605	4,038

Source: TDM

Coconut products that are exported include desiccated coconuts, coconuts in the inner shell, coconut milk, coconut fibers, and activated charcoal. According to TDM, in MY2022/23, Vietnam's desiccated coconut exports were down 15 percent compared to the same period of the previous year, due to weaker consumption in the main export markets, namely Thailand and Egypt. Vietnam's exports of coconuts in the inner shell reached 236,000 tons, similar to the previous year. China is the largest importer.

In the MY 2022/23, Vietnam's exports of coconut products other than desiccated coconut, were up 20 percent compared to the previous year. Vietnam's exports of coconut milk declined due to weaker demand in Thailand.

Table 9: Vietnam's Coconut Product Exports *Unit: MT*

Product group	2019	2020	2021	2022	2023
Desiccated coconuts (HS code 080111)	20,444	15,381	56,178	19,479	16,415
Coconuts in the inner shell (Endocarp) (HS code 080112)	229,751	104,979	141,057	229,890	235,591
Coconuts, other than desiccated (HS code 080119)	123,090	204,609	113,800	60,574	73,274
Copra (HS code 120300)	-	2	-	1	20
Coconut fibers (HS code 530500; 530511; 530519; 530810)	110,017	88,884	75,301	66,509	84,440
Coconut milk (HS code 21069099002/3) *	38,593	51,920	44,741	42,033	37,000

Source: TDM

**Coconut milk exports to Thailand*

According to local media, the Vietnam Coconuts Association forecasts that total coconut products exports will reach a $1 billion in the coming years.

On August 8, 2023, USDA's Animal and Plant Health Inspection Service (APHIS) officially informed Vietnam's Plant Protection Department that partially de-husked coconuts will be classified as a processed product. Vietnamese producers can begin shipping partially de-husked coconuts to the United States. The phytosanitary requirement is that shipments will be subject to inspection at U.S. ports of entry.

Post forecasts exports of coconut products in MY2023/24 and MY2024/25 increasing due to the projected economic rebound in the country and the region.

Rapeseed

Production

There is no official data for rapeseed production in Vietnam. Rapeseed cultivation occurs mainly in the northern mountainous provinces as part of the tourism industry or for household consumption. Post continues to estimate rapeseed planted area at 1 thousand hectares for MY2023/24 and MY2024/25[3].

Consumption

Aside from the tourism industry, rapeseed is also used for oil extraction at the household level. Post estimates very low rapeseed consumption to continue in MY2023/24 and MY2024/25.

[3] Marketing Year (MY) of rapeseed, rapeseed meal and rapeseed oil are from October to September.

MEALS SITUATION AND OUTLOOK

Soybean Meal

Production

Post forecasts SBM production in MY2023/24[4] at 1.2 million tons and MY2024/25 at 1.4 million tons. This reflects the soybean crushing volume forecast.

Table 10: Vietnam's Soybean Meal Production

	2021	2022	2023	2024*	2025*
Total Local SBM Production (TMT)	1,015	1,015	1,015	1,210	1,405

*Source: Local Producers, *Post estimate.*

Feed Consumption

Table 11: Aggregates of Protein Meals on a Soybean Meal Equivalent (SME) Basis

Unit: thousand tons

	Soybean Meal Equivalent		
	MY 2022/23	**MY2023/24***	**MY2024/25***
Soybean Meal	5,650	5,850	6,000
Rapeseed Meal	200	200	206
Copra Meal	25	27	32
Fish Meal	520	549	549

*Post estimates

Post forecasts total feed consumption up in MY2023/24 and MY2024/25 due to expected growth in aquaculture and a projected economic recovery. However, price volatility and disease threats are a potential risk for animal production and aquaculture.

As of December 31, according to MARD, swine and poultry population increased by 4 and 3 percent respectively compared to the previously. The total compound feed production decreased by 2 percent. The average sales price of animal compound feed was 1 to 3.5 percent higher compared to 2022 levels, even though feed ingredients prices declined.

Inputs costs for hog production vary and depend on whether farmers are in an expansion or liquidation cycle, and on biosecurity and feed costs. While hog production costs per kg ranged from VND 46,000

[4] Marketing Year (MY) of SBM is from January 1 to December 31

to 51,000 according to an industry contact, live-weight hog prices were volatile through the year, sometimes falling below production costs. This uncertainty affected livestock farmers' decision to repopulate or expand their herds, particularly back-yard farmers. This in turn led to significant restructuring, with many smallholders shutting down or entering into contracts with large commercial producers. An industry contact estimates that more than 60 percent of the hog population now belongs to the commercial hog industry with the balance held by.

Poultry prices rose in 2023, leading to a 3 percent increase in bird flocks to 559 million heads. Egg production was up by 5 percent compared to the previous year.

Farm-feed or farm-feed-food vertically integrated livestock producers continued to grow in the current market situation, while some small and medium sized feed mills scaled down due to the slowdown in demand from smallholders.

In 2023, according to MARD catfish exports declined 25 percent while production was flat compared to the previous year. Catfish exports increased in first two months of 2024 compared to 2023. The Vietnam Association of Seafood Exporters and Producers (VASEP) forecast that catfish exports in 2024 will reach USD 2 billion; 12 percent higher than 2023, but lower than 2022. VASEP expects higher catfish exports to China and other markets, including U.S., EU and CPTPP markets. According to local media, high stocks in export markets were no longer an issue in early 2024, but demand remains low in these markets due to high inflation. In 2023, shrimp exports also declined 22 percent. VASEP forecasts shrimp exports to increase about 10-15 percent in 2024 compared to 2023, with China, EU, United States and Japan as major export markets.

Post revises down total feed demand to 25.9 million tons due to lower demand for aquaculture feed. Total feed demand in MY2023/24 is forecast to increase to 26.5 million tons due to a projected rebound in demand for aquafeed. Post forecasts total feed demand in MY2024/25 to further increase to 27 MMT as Vietnam's economy rebounds, particularly in industrial zones, tourism and services sectors.

In Vietnam, protein meals used for feed production are price sensitive. Soybean meal is the major protein source in all aqua and animal feed formulations in Vietnam, ranging from a 15 to 35 percent share of the total ingredients. Aqua feed typically contains a higher soymeal ratio in its formula compared to animal feed.

Post revises its SBM feed consumption to 5.65 million tons in MY2022/23 due to lowered aqua feed consumption. Post forecasts SBM feed consumption to increase to 5.85 million tons in MY 2023/24 and then continue to increase to 6.0 million tons in MY2024/25, reflecting forecasted total feed demand.

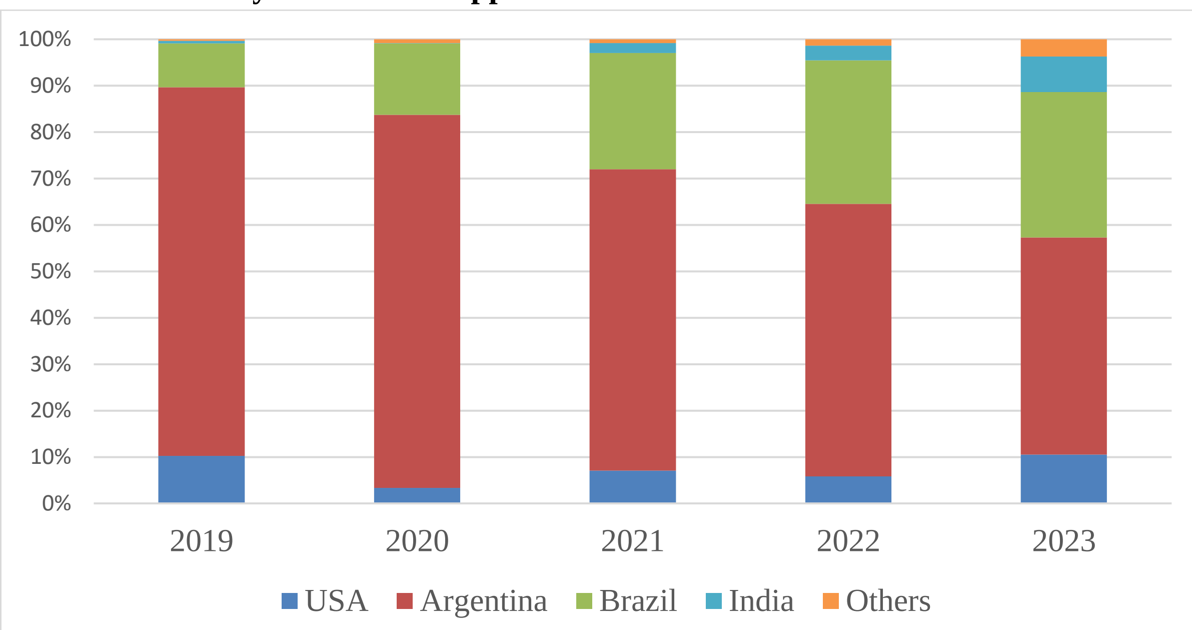
Trade

Imports

Post forecasts SBM imports in MY2023/24 to increase to 4.9 million tons due to an expected increasing aqua-feed demand. SBM imports are forecasted to decline to 4.7 million tons in MY2024/25 as new crush facilities come online, raising local production of SBM.

According to TDM, in MY2022/23, Vietnam imported 4.6 million tons of SBM, down 13.6 percent compared to the same period of MY2021/22. Argentina is the largest supplier, accounting for almost 46.8 percent of SBM imports due to lower prices. The second largest SBM supplier to Vietnam is Brazil, accounting for 31.3 percent of the total market share. The United States is third, accounting for 10.5 percent of the total market share. Fourth is India with about 347.000 tons due to its lower price and proximity advantage.

Table 12: Total Soybean Meal* Suppliers Market Share 2020-2023



Source: TDM data and Vietnam Customs
**Note: Soybean meal (HS code: 2304), and other residues from soybeans (HS Code: 230250), and soy flour (HS code 120810)*

Exports

Post forecasts SBM exports in MY2023/24 at 110,000 tons on consistent demand from Cambodia, increasing to 120,000 tons in MY2024/25 due to higher availability on increased crush.

According to AgroMonitor, Vietnam exported 100,000 tons of SBM in MY2022/23. Cambodia continued to be the main Vietnam export market as Cambodia lacks a port, making it costly to import SBM directly from other international sources.

Other Meals

Production

Post forecasts copra meal production at 5,000 tons for both MY2023/24 and MY2024/25, based on the estimated volume of coconut oil exports.

Most fishmeal producers in Vietnam are in the south, near input suppliers at fishing ports and fish processing plants, including catfish processors. Post revises fishmeal production down to 520,000 tons in MY2022/23 due to lowered catfish production and forecasts it to increase to 530,000 and 540,000 tons in MY 2023/24 and MY2024/25 respectively, in line with an expected increase in catfish production.

Catfish processors use up to 40 percent of the total fish weight for fillet products. The by-products, including fish head, tails, offal, and skin, are used for fishmeal. Inputs for fishmeal production also include marine captured anchovies. According to the Vietnam Association of Seafood Exporters and Producers (VASEP) Vietnam needs more investment in research and development to be able to produce high quality products from by-products.

Trade

Imports

Post forecasts fishmeal imports increase to 160,000 tons in both MY 2023/34 and MY 2024/25[5] due to a forecast increase in feed demand for shrimp and fish. Fishmeal is used as a high-protein ingredient for aqua-feed and animal feed (sows and piglets), according to an industry source. According to TDM, Vietnam fishmeal imports in MY2022/23 were 155,000 tons, up 18.8 percent compared to the same period of MY2021/22. India, South Korea, and Brazil are the top three fishmeal suppliers to Vietnam. However, imports of an alternative, meat and bone meal, declined in 2023 compared to 2022.

According to TDM, Vietnam's rapeseed meal imports were 278,000 tons in MY 2022/23, an increase of 56 percent compared to MY 2021/22. India is the largest supplier of rapeseed meal to Vietnam with 85 percent of total market share, followed by Australia with 8 percent. Post revises its forecast of rapeseed meal imports to increase to 280,000 tons in both MY2023/24 and MY2024/25 in line with forecasts for

[5] Marketing Year (MY) of fishmeal is from January 1 to December 31.

total feed demand and due to its lower price compared to other ingredients. According to a feed mill contact, rapeseed meal is an alternative partly to SBM in the formula.

Copra meal imports amounted to 50,000 tons in MY 2022/23, a decrease of 30 percent compared to the previous year. Indonesia and the Philippines were the two major suppliers of copra meal to Vietnam. Post forecasts copra meal imports in MY2023/24 at 60,000 tons, rising to 70,000 tons in MY2024/25 following the estimated total feed demand and due to its low price.

Exports

Post forecasts fishmeal exports to decrease to 300,000 tons in both MY2023/24 and MY 2024/25 due to projected higher domestic aqua feed demand, with China being the largest export destination. Vietnam exports low-protein fishmeal, while importing high-protein fishmeal.

Fishmeal exports reached 320,000 tons in MY2022/23, up 13 percent compared to the previous year. China remains the largest market.

OILS SITUATION AND OUTLOOK

Production

Post forecasts Vietnam's total refined vegetable oil production at 1.6 million tons in MY 2023/24, rising to 1.65 million tons in MY2024/25 due to increases in crushing capacity, domestic consumption, and exports.

Post forecasts local soy oil production at 295,000 tons in MY2023/24, increasing to 342,000 tons in MY2024/25 to reflect the projected increase in soybean crush volume. Rice bran oil production is forecast to increase. According to sources in the oil industry, rice bran oil is in high demand for home cooking due to its high quality and low price.

Table 13: **Refined Vegetable Oil Production in Vietnam**

Year	**2021**	**2022**	**2023***	**2024***	**2025***
Refined vegetable oil (TMT)	1,420	1,450	1500	1,600	1,650

*Source: GSO, *Post estimates and local producers*

The domestic price of peanut oil is not competitive with other vegetable oils for household cooking, industrial canteen cooking, or food services. Currently, domestic peanut oil is about $5-6 USD per liter while other vegetable oils range from $1.50 to 2.50 USD a liter.

Table 14: Peanut Oil Production

	2021	**2022**	**2023**	**2024***	**2025***
Peanut oil production (MT)	8,200	8,500	8,700	8,700	8,700

*Source: GSO, *Post estimate*

Food Consumption

Palm oil is used widely in the food service and food processing sector because of its low price. Post projects a higher use of palm oil in the food processing and food service sectors in MY2023/24 and MY2024/25 as the tourism and services sectors continue to grow.

Post forecasts refined vegetable oil consumption at 1.4 million tons in MY2023/24 and 1.45 million tons in MY2024/25 as the expected continuing growth of food service and tourism sectors. There is room for continued growth in local oil consumption since vegetable oil consumption per capita in Vietnam is about 14 kg. The OECD projects Vietnam's vegetable oil consumption per capita could increase to 18 kg.

Trade

Imports

Table 15: **Imported Vegetable Oils to Vietnam (thousand metric tons - TMT)**

Year	2021	2022	2023	2024*
Palm oil	915	995	1,050	1,100
Soy oil	75	55	78	50
Rapeseed oil	3	4	4	4
Coconut oil	4	4	4	4

Source: TDM
** Post estimates*

According to TDM, in MY2022/23, Vietnam imported 1.05 million tons of palm oil, up 6 percent compared to the previous year due to the economic and tourism recovery. Palm oil comprises the largest component in total vegetable oil imports due to its low price. The two main palm oil suppliers are Indonesia and Malaysia with 59.6 and 40.2 percent of total market share, respectively.

Post forecasts palm oil imports in MY 2023/24 at 1.1 million tons, and to continue to increase in MY 2024/25 due to projected higher use of palm oil in food service sectors along with exports.

According to TDM, in MY 2022/23, Vietnam imported about 78,000 tons of soy oil, an increase of 39 percent compared to the previous year. Post forecasts soy oil imports to decrease in MY2023/24 as new crush facilities come online, increasing local production of soybean oil.

Exports

According to TDM, in MY 2022/23, Vietnam exported about 83,000 metric tons of soybean oil, up 40 percent in MY2022/23 compared to the previous year due to higher local production, with South Korea and India as main importers. Vietnam exported 7,400 tons of coconut oil, down 26 percent due to low demand in major export markets including U.S and Canada. Cambodia is continuing to increase their imports of soy and palm oil from Vietnam.

Table 16: **Vietnam Exported Vegetable Oils to Cambodia (thousand metric tons - TMT)**

Year	2021	2022	2023*	2024*	2025*
Palm oil	76	92	100	110	110
Soy oil	2	2	2	2	2

Source: TDM – Annual Series and Vietnam as reporter.
** Post forecast*

Post revises its forecast of soy oil exports to increase to 85,000 tons in MY2023/24 and continue increasing to 100,000 tons in MY2024/25 following the projected increase in domestic soy oil production.

Post revises its forecast of palm oil exports to increase to 110,000 tons in both MY2023/24 and MY2024/25, with Cambodia as the main export market.

Post forecasts coconut oil exports increasing to 10,000 tons in both MY2023/24 and MY2024/25 due to expected economic recovery of major exporting markets.

Oilseed, Soybean	2022/2023		2023/2024		2024/2025	
Market Year Begins	Jan 2023		Jan 2024		Jan 2025	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (1000 HA)	30	30	30	28	0	26
Area Harvested (1000 HA)	30	30	28	28	0	26
Beginning Stocks (1000 MT)	305	305	281	211	0	217
Production (1000 MT)	48	48	45	45	0	42
MY Imports (1000 MT)	1858	1858	2100	2250	0	2400
Total Supply (1000 MT)	2211	2211	2426	2506	0	2659
MY Exports (1000 MT)	0	0	0	0	0	0
Crush (1000 MT)	1250	1300	1400	1550	0	1800
Food Use Dom. Cons. (1000 MT)	500	520	500	530	0	540
Feed Waste Dom. Cons. (1000 MT)	180	180	200	180	0	200
Total Dom. Cons. (1000 MT)	1930	2000	2100	2260	0	2540
Ending Stocks (1000 MT)	281	211	326	246	0	248
Total Distribution (1000 MT)	2211	2211	2426	2506	0	2788
Yield (MT/HA)	1.6	1.6	1.6071	1.6071	0	1.6154
(1000 HA) ,(1000 MT) ,(MT/HA)						

Oilseed, Peanut	2022/2023		2023/2024		2024/2025	
Market Year Begins	Jan 2023		Jan 2024		Jan 2025	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (1000 HA)	0	0	0	0	0	0
Area Harvested (1000 HA)	155	153	150	146	0	140
Beginning Stocks (1000 MT)	42	42	27	45	0	34
Production (1000 MT)	400	402	390	383	0	367
MY Imports (1000 MT)	300	355	280	370	0	390
Total Supply (1000 MT)	742	799	697	798	0	791
MY Exports (1000 MT)	180	185	140	190	0	190
Crush (1000 MT)	35	34	35	34	0	34
Food Use Dom. Cons. (1000 MT)	500	535	490	540	0	545
Feed Waste Dom. Cons. (1000 MT)	0	0	0	0	0	0
Total Dom. Cons. (1000 MT)	535	569	525	574	0	579
Ending Stocks (1000 MT)	27	45	32	34	0	22
Total Distribution (1000 MT)	742	799	697	798	0	791
CY Imports (1000 MT)	275	402	280	370	0	370
Yield (MT/HA)	2.5806	2.6275	2.6	2.6233	0	2.6214
(1000 HA) ,(1000 MT) ,(MT/HA)						

Oilseed, Copra	2022/2023		2023/2024		2024/2025	
Market Year Begins	Jan 2023		Jan 2024		Jan 2025	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (1000 HA)	0	198	0	198	0	200
Area Harvested (1000 HA)	186	186	188	188	0	190
Trees (1000 TREES)	0	0	0	0	0	0
Beginning Stocks (1000 MT)	10	10	10	10	0	10
Production (1000 MT)	288	15	288	15	0	15
MY Imports (1000 MT)	0	0	0	0	0	0
Total Supply (1000 MT)	298	25	298	25	0	25
MY Exports (1000 MT)	0	0	0	0	0	0
Crush (1000 MT)	288	15	288	15	0	15
Food Use Dom. Cons. (1000 MT)	0	0	0	0	0	0
Feed Waste Dom. Cons. (1000 MT)	0	0	0	0	0	0
Total Dom. Cons. (1000 MT)	288	15	288	15	0	15
Ending Stocks (1000 MT)	10	10	10	10	0	10
Total Distribution (1000 MT)	298	25	298	25	0	25
Yield (MT/HA)	1.5484	0.0806	1.5319	0.0798	0	0
(1000 HA) ,(1000 TREES) ,(1000 MT) ,(MT/HA)						

Oilseed, Rapeseed	2022/2023		2023/2024		2024/2025	
Market Year Begins	Oct 2022		Oct 2023		Oct 2024	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (1000 HA)	0	1	0	1	0	1
Area Harvested (1000 HA)	1	1	1	1	0	1
Beginning Stocks (1000 MT)	0	0	0	0	0	0
Production (1000 MT)	2	2	2	2	0	2
MY Imports (1000 MT)	0	0	0	0	0	0
Total Supply (1000 MT)	2	2	2	2	0	2
MY Exports (1000 MT)	0	0	0	0	0	0
Crush (1000 MT)	2	2	2	2	0	2
Food Use Dom. Cons. (1000 MT)	0	0	0	0	0	0
Feed Waste Dom. Cons. (1000 MT)	0	0	0	0	0	0
Total Dom. Cons. (1000 MT)	2	2	2	2	0	2
Ending Stocks (1000 MT)	0	0	0	0	0	0
Total Distribution (1000 MT)	2	2	2	2	0	2
Yield (MT/HA)	2	2	2	2	0	2
(1000 HA) ,(1000 MT) ,(MT/HA)						

Meal, Soybean	2022/2023		2023/2024		2024/2025	
Market Year Begins	Jan 2023		Jan 2024		Jan 2025	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush (1000 MT)	1250	1300	1400	1550	0	1800
Extr. Rate, 999.9999 (PERCENT)	0.7808	0.7808	0.7807	0.7806	0	0.7806
Beginning Stocks (1000 MT)	426	426	337	221	0	281
Production (1000 MT)	976	1015	1093	1210	0	1405
MY Imports (1000 MT)	4800	4615	5300	4900	0	4700
Total Supply (1000 MT)	6202	6056	6730	6331	0	6386
MY Exports (1000 MT)	80	100	120	110	0	120
Industrial Dom. Cons. (1000 MT)	0	0	0	0	0	0
Food Use Dom. Cons. (1000 MT)	85	85	90	90	0	90
Feed Waste Dom. Cons. (1000 MT)	5700	5650	6115	5850	0	6000
Total Dom. Cons. (1000 MT)	5785	5735	6205	5940	0	6090
Ending Stocks (1000 MT)	337	221	405	281	0	176
Total Distribution (1000 MT)	6202	6056	6730	6331	0	6386
(1000 MT) ,(PERCENT)						

Meal, Copra	2022/2023		2023/2024		2024/2025	
Market Year Begins	Jan 2023		Jan 2024		Jan 2025	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush (1000 MT)	288	15	288	15	0	15
Extr. Rate, 999.9999 (PERCENT)	0.3438	0.3333	0.3438	0.3333	0	0.3333
Beginning Stocks (1000 MT)	10	10	10	8	0	12
Production (1000 MT)	99	5	99	5	0	5
MY Imports (1000 MT)	55	50	60	60	0	70
Total Supply (1000 MT)	164	65	169	73	0	87
MY Exports (1000 MT)	2	2	1	1	0	1
Industrial Dom. Cons. (1000 MT)	0	0	0	0	0	0
Food Use Dom. Cons. (1000 MT)	0	0	0	0	0	0
Feed Waste Dom. Cons. (1000 MT)	152	55	156	60	0	70
Total Dom. Cons. (1000 MT)	152	55	156	60	0	70
Ending Stocks (1000 MT)	10	8	12	12	0	16
Total Distribution (1000 MT)	164	65	169	73	0	87
(1000 MT) ,(PERCENT)						

Meal, Fish	2022/2023		2023/2024		2024/2025	
Market Year Begins	Jan 2023		Jan 2024		Jan 2025	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Catch For Reduction (1000 MT)	0	0	0	0	0	0
Extr. Rate, 999.9999 (PERCENT)	0	0	0	0	0	0
Beginning Stocks (1000 MT)	25	25	13	20	0	10
Production (1000 MT)	545	520	580	530	0	540
MY Imports (1000 MT)	145	155	110	160	0	160
Total Supply (1000 MT)	715	700	703	710	0	710
MY Exports (1000 MT)	317	320	320	320	0	320
Industrial Dom. Cons. (1000 MT)	0	0	0	0	0	0
Food Use Dom. Cons. (1000 MT)	0	0	0	0	0	0
Feed Waste Dom. Cons. (1000 MT)	385	360	375	380	0	380
Total Dom. Cons. (1000 MT)	385	360	375	380	0	380
Ending Stocks (1000 MT)	13	20	8	10	0	10
Total Distribution (1000 MT)	715	700	703	710	0	710
(1000 MT) ,(PERCENT)						

Meal, Rapeseed	2022/2023		2023/2024		2024/2025	
Market Year Begins	Oct 2022		Oct 2023		Oct 2024	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush (1000 MT)	2	2	2	2	0	2
Extr. Rate, 999.9999 (PERCENT)	0.5	0.5	0.5	0.5	0	0.5
Beginning Stocks (1000 MT)	22	22	20	21	0	22
Production (1000 MT)	1	1	1	1	0	1
MY Imports (1000 MT)	278	278	275	280	0	280
Total Supply (1000 MT)	301	301	296	302	0	303
MY Exports (1000 MT)	1	0	0	0	0	0
Industrial Dom. Cons. (1000 MT)	0	0	0	0	0	0
Food Use Dom. Cons. (1000 MT)	0	0	0	0	0	0
Feed Waste Dom. Cons. (1000 MT)	280	280	275	280	0	290
Total Dom. Cons. (1000 MT)	280	280	275	280	0	290
Ending Stocks (1000 MT)	20	21	21	22	0	13
Total Distribution (1000 MT)	301	301	296	302	0	303
(1000 MT) ,(PERCENT)						

Oil, Soybean	2022/2023		2023/2024		2024/2025	
Market Year Begins	Jan 2023		Jan 2024		Jan 2025	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush (1000 MT)	1250	1300	1400	1550	0	1800
Extr. Rate, 999.9999 (PERCENT)	0.1904	0.1908	0.1907	0.1903	0	0.19
Beginning Stocks (1000 MT)	54	54	27	28	0	13
Production (1000 MT)	238	248	267	295	0	342
MY Imports (1000 MT)	75	78	50	50	0	40
Total Supply (1000 MT)	367	380	344	373	0	395
MY Exports (1000 MT)	85	82	85	85	0	100
Industrial Dom. Cons. (1000 MT)	0	0	0	0	0	0
Food Use Dom. Cons. (1000 MT)	255	270	230	275	0	280
Feed Waste Dom. Cons. (1000 MT)	0	0	0	0	0	0
Total Dom. Cons. (1000 MT)	255	270	230	275	0	280
Ending Stocks (1000 MT)	27	28	29	13	0	15
Total Distribution (1000 MT)	367	380	344	373	0	395
(1000 MT) ,(PERCENT)						

Oil, Coconut	2022/2023		2023/2024		2024/2025	
Market Year Begins	Jan 2023		Jan 2024		Jan 2025	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush (1000 MT)	288	15	288	15	0	15
Extr. Rate, 999.9999 (PERCENT)	0.6319	0.6667	0.6319	0.6667	0	0.6667
Beginning Stocks (1000 MT)	13	13	11	16	0	16
Production (1000 MT)	182	10	182	10	0	10
MY Imports (1000 MT)	4	4	4	4	0	4
Total Supply (1000 MT)	199	27	197	30	0	30
MY Exports (1000 MT)	7	7	10	10	0	10
Industrial Dom. Cons. (1000 MT)	0	0	0	0	0	0
Food Use Dom. Cons. (1000 MT)	181	4	177	4	0	4
Feed Waste Dom. Cons. (1000 MT)	0	0	0	0	0	0
Total Dom. Cons. (1000 MT)	181	4	177	4	0	4
Ending Stocks (1000 MT)	11	16	10	16	0	16
Total Distribution (1000 MT)	199	27	197	30	0	30
(1000 MT) ,(PERCENT)						

Oil, Rapeseed	2022/2023		2023/2024		2024/2025	
Market Year Begins	Oct 2022		Oct 2023		Oct 2024	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush (1000 MT)	2	2	2	2	0	2
Extr. Rate, 999.9999 (PERCENT)	0.5	0.5	0.5	0.5	0	0.5
Beginning Stocks (1000 MT)	0	0	1	0	0	0
Production (1000 MT)	1	1	1	1	0	1
MY Imports (1000 MT)	7	7	5	7	0	8
Total Supply (1000 MT)	8	8	7	8	0	9
MY Exports (1000 MT)	0	0	0	0	0	0
MY Exp. to EU (1000 MT)	0	0	0	0	0	0
Industrial Dom. Cons. (1000 MT)	0	0	0	0	0	0
Food Use Dom. Cons. (1000 MT)	7	8	7	8	0	9
Feed Waste Dom. Cons. (1000 MT)	0	0	0	0	0	0
Total Dom. Cons. (1000 MT)	7	8	7	8	0	9
Ending Stocks (1000 MT)	1	0	0	0	0	0
Total Distribution (1000 MT)	8	8	7	8	0	9
(1000 MT) ,(PERCENT)						

Oil, Palm	2022/2023		2023/2024		2024/2025	
Market Year Begins	Jan 2023		Jan 2024		Jan 2025	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (1000 HA)	0	0	0	0	0	0
Area Harvested (1000 HA)	0	0	0	0	0	0
Trees (1000 TREES)	0	0	0	0	0	0
Beginning Stocks (1000 MT)	68	68	76	66	0	89
Production (1000 MT)	0	0	0	0	0	0
MY Imports (1000 MT)	1050	1050	1100	1100	0	1100
Total Supply (1000 MT)	1118	1118	1176	1166	0	1189
MY Exports (1000 MT)	90	100	100	110	0	110
Industrial Dom. Cons. (1000 MT)	0	0	0	0	0	0
Food Use Dom. Cons. (1000 MT)	945	945	980	960	0	980
Feed Waste Dom. Cons. (1000 MT)	7	7	7	7	0	7
Total Dom. Cons. (1000 MT)	952	952	987	967	0	987
Ending Stocks (1000 MT)	76	66	89	89	0	92
Total Distribution (1000 MT)	1118	1118	1176	1166	0	1189
Yield (MT/HA)	0	0	0	0	0	0
(1000 HA) ,(1000 TREES) ,(1000 MT) ,(MT/HA)						

Attachments:

No Attachments