GLOBAL SHRIMP TRADE

QUALITY & PRICE

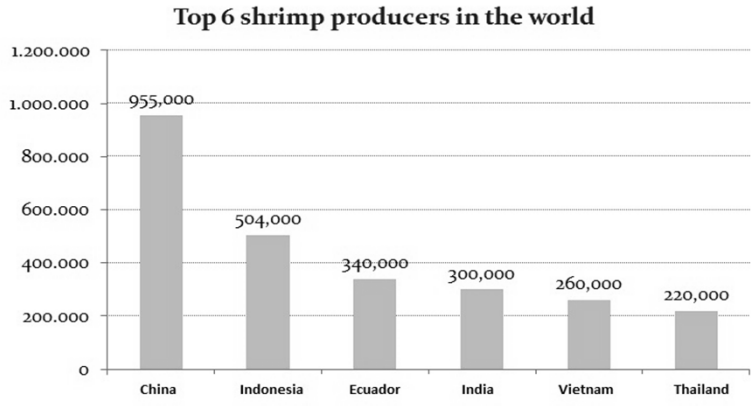
Presented by Nguyễn Bích - VASEP

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1. SHRIMP PRODUCTION IN VIETNAM & THE WORLD
2. GLOBAL SHRIMP TRADE
3. VIETNAM SHRIMP EXPORT
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5. OPPORTUNITIES AND CHALLENGES
6. RECOMMENDATIONS

GLOBAL SHRIMP OUTPUT

In 2014, global whiteleg shrimp production increased to 3.05 million of tons from 2.7 million of tons in 2013. Black tiger shrimp output decreased from 743,0000 MT to 634,800 MT.

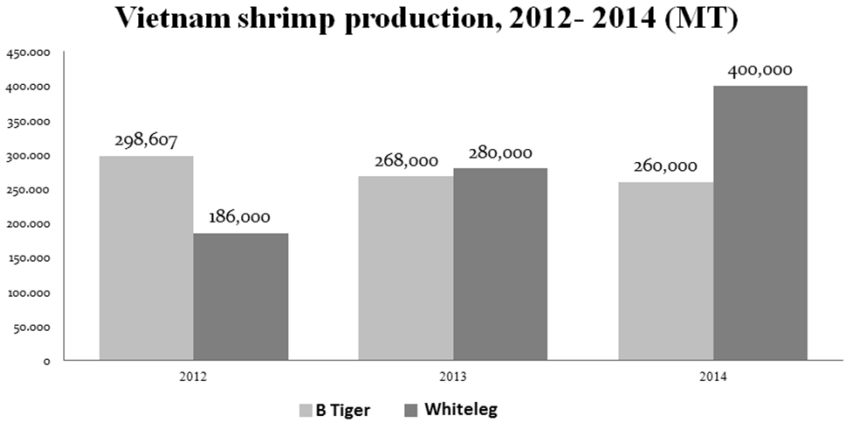


VIETNAM SHRIMP PRODUCTION

Vietnam shrimp production: 500,000 – 600,000 MT per year.

2012 – 2014, shrimp harvest rapidly increased thanks to higher whiteleg prawn production.

Vietnam is now still the largest black tiger shrimp in the world with its output of around 300,000 MT per year.



GLOBAL SHRIMP TRADE 2014

- High shrimp price in international markets (Average US$10 per kilo) due to short supply caused by EMS. Global shrimp price in the range of US$ 6-8 per kilo in 2010-2013.
- Thailan shrimp export still downed which created more chances for other countries such as Vietnam, India, Indonesia..
- Shrimp import into the U.S and EU strongly upped while import by Japan downed because of depreciated Yen and economic depression
- Whiteleg shrimp dominate in many markets thanks to the species production broadened in farming countries

GLOBAL SHRIMP TRADE 2015

- Shrimp prices are in downtrend, even below production costs
- Global shrimp trade in the first months of 2015 was affected by strong USD over other currencies
- Lower demand of large consumer markets
- Stronger competition between shrimp producers because of recovered supply

TOP SHRIMP EXPORTERS

Top 10 shrimp exporters in the world (US$ thousand)						
	Exporters	**2010**	**2011**	**2012**	**2013**	**2014**
No	**The world**	**16,866,237**	**19,624,893**	**18,817,685**	**21,769,773**	**24,839,944**
1	India	1,098,965	1,619,754	1,753,559	2,624,695	3,717,319
2	**Vietnam**	**2,081,503**	**2,412,742**	**2,185,711**	**2,998,207**	**3,269,998**
3	Ecuador	855,619	1,183,804	1,290,275	1,806,993	2,599,394
4	China	1,800,464	2,189,220	2,253,221	2,538,761	2,555,269
5	Indonesia	1,036,735	1,285,895	1,235,384	1,582,114	2,039,301
6	Thailand	3,205,022	3,668,028	3,124,249	2,286,258	2,023,729
7	Denmark	587,396	629,382	670,741	783,852	767,926
8	Argentina	471,938	515,541	477,274	616,232	759,810
9	Netherlands	651,590	684,907	663,394	643,837	715,402
10	Bangladesh	435,756	494,613	439,668	523,938	541,991

TOP SHRIMP IMPORTERS

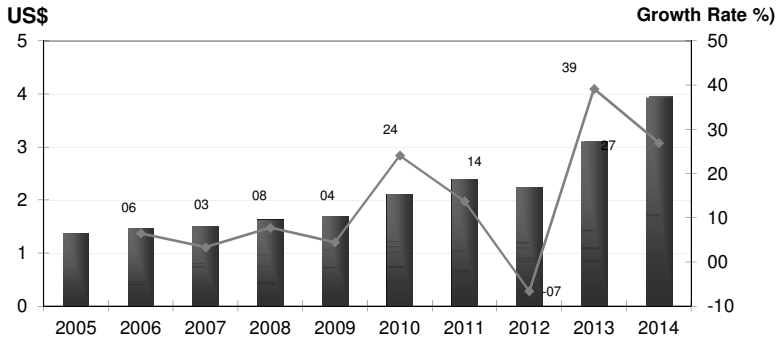
Top 10 shrimp importers in the world (US$ thousand)						
No	**Suppliers**	**2010**	**2011**	**2012**	**2013**	**2014**
	TG	**16,341,837**	**19,079,899**	**17,799,449**	**19,471,237**	**24,224,584**
1	The US	4,475,145	5,341,945	4,623,015	5,478,969	6,878,125
2	Japan	2,581,445	2,999,040	2,974,618	2,962,996	2,772,744
3	**Vietnam**	**50,016**	**144,938**	**151,235**	**227,690**	**1,505,920**
4	Spain	1,163,130	1,243,652	982,566	1,087,429	1,260,165
5	France	830,355	908,431	846,852	929,222	1,021,517
6	UK	689,047	885,841	791,638	840,197	977,890
7	Netherlands	547,510	603,711	599,935	572,483	769,661
8	Germany	541,622	605,152	580,006	588,315	724,345
9	Belgium	558,307	681,486	568,537	583,427	706,589
10	Italy	528,162	562,583	470,327	524,891	651,510

VIETNAM SHRIMP EXPORT

Vietnam shrimp exports keep its stable growth during past 10 years.

In 2012, shrimp exports reduced sharply due to EMS but quickly recovered after the epidemic disease under the control.

Vietnam shrimp exports, 2005 - 2014

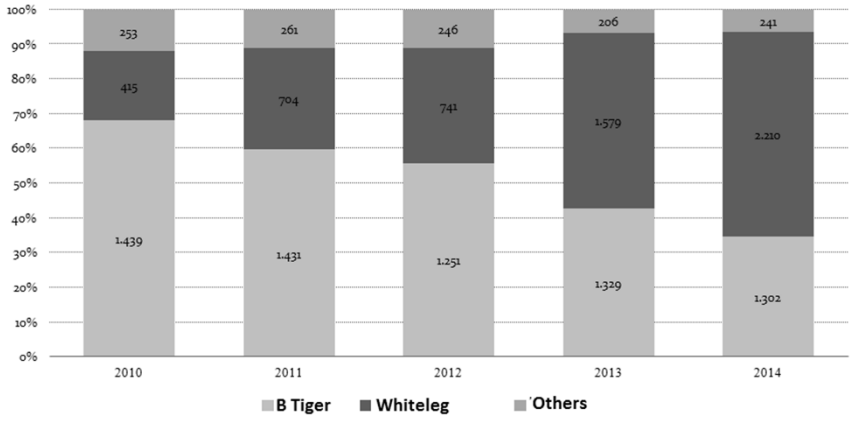


VIETNAM SHRIMP EXPORT - PRODUCTS

Whiteleg shrimp exports have increased sharply thanks to its production broadened

Black tiger shrimp exports downed due to lower production

Shrimp products exported by Vietnam
(Proportion: %, Value: US$)

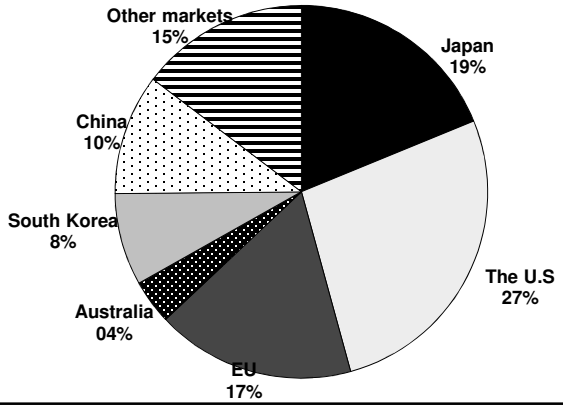


VIETNAM SHRIMP EXPORTS – Main markets

Vietnam shrimps are exported to **96 markets** in the world. In which, the U.S, Japan and EU are three most important markets.

Vietnam is the biggest shrimp supplier to Japan, the third largest to the U.S and the fourth to EU .

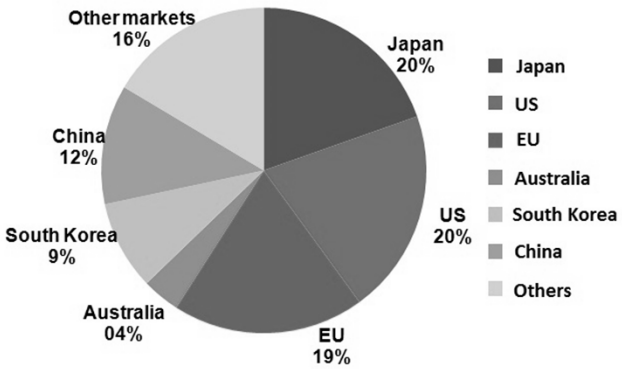
Main markets imported Vietnam shrimps in 2014



VIETNAM SHRIMP EXPORT 2015 – Main markets

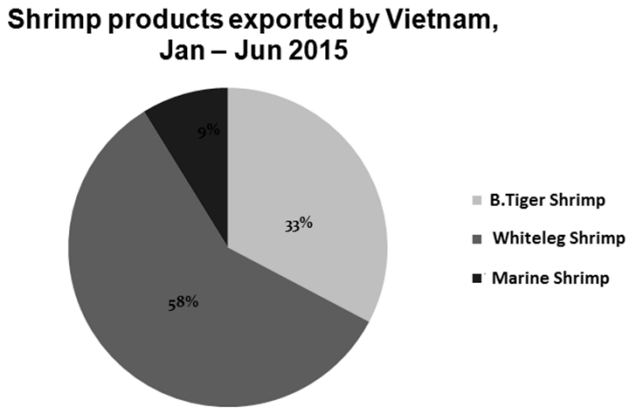
Jan – Jun/2015, shrimp exports to main markets reduced, in which exports to the U.S: - 50.2%, Japan: - 18.7%; EU: -14.3%, China: -28% and South Korea: 17.3%

Vietnam shrimp importers, Jan – Jun 2015



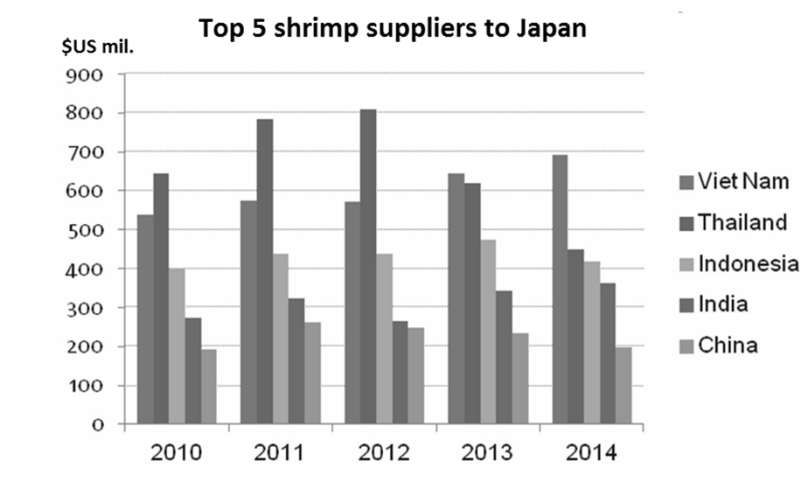
VIETNAM SHRIMP EXPORT 2015 – Main products

Whiteleg shrimp still takes a large proportion in the total Vietnam exports in the first half of 2015. This reflects partly the consumer trend in the international markets.



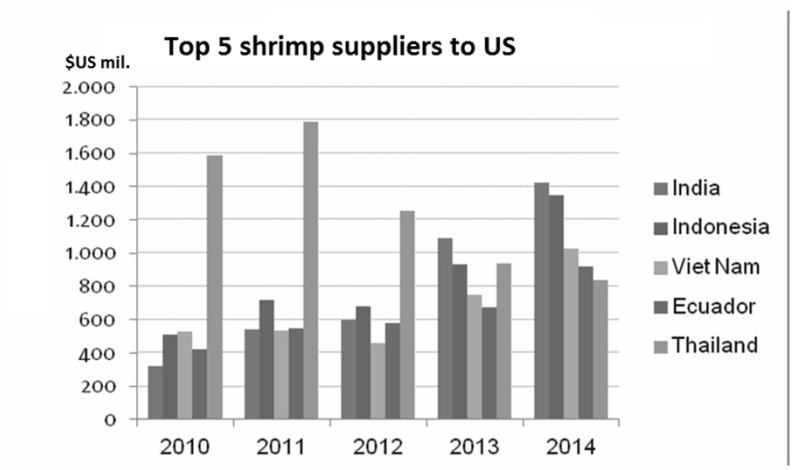
JAPAN MARKET

Vietnam is the leading shrimp supplier to Japan with big size shrimps and value added products



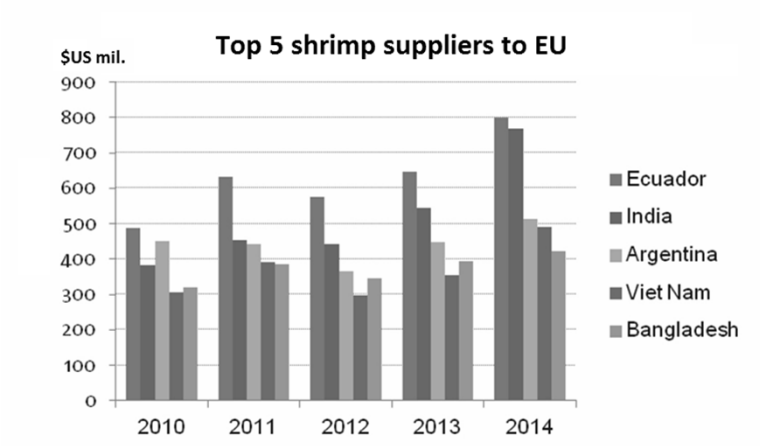
US MARKET

Vietnam is **the third supplier** to the U.S with its main products of frozen peel shrimp . This is also the product most imported by the U.S.

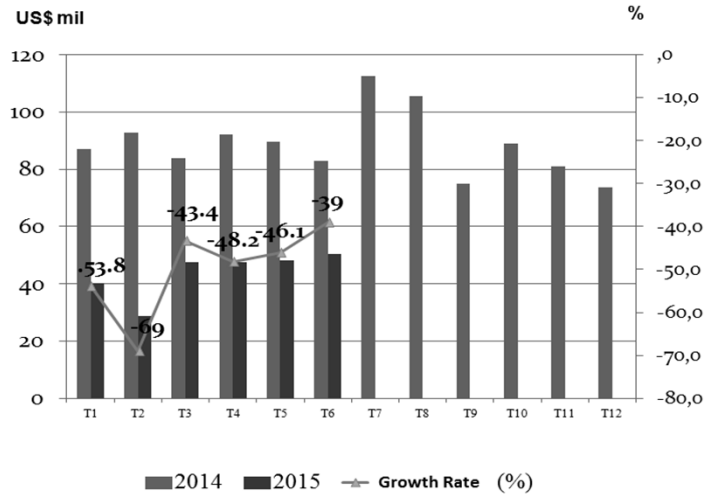


EU MARKET

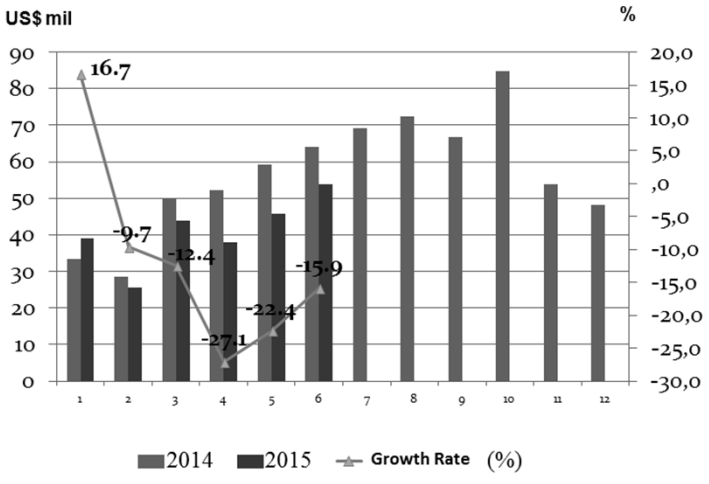
Vietnam is **the fourth leading exporter** to the market with the main product of frozen cooked shrimp.

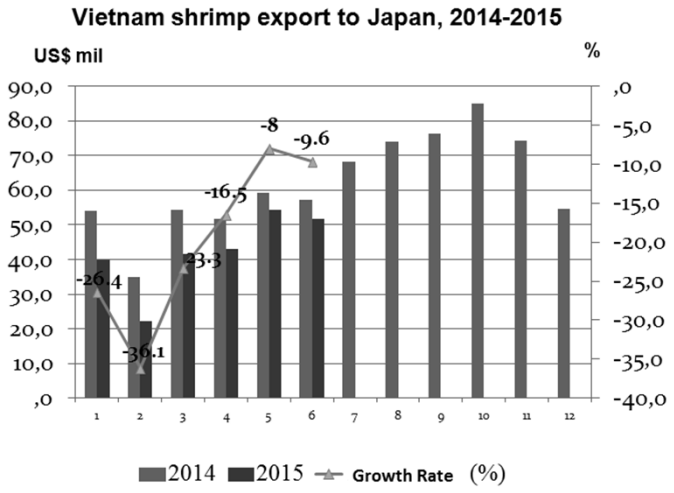


Vietnam shrimp export to the US, 2014-2015



Vietnam shrimp export to EU, 2014-2015





QUALITY & PRICE

- In 2015, global demand reduced, shrimps with high quality and competitive price will be the key factors for producers and processors to survive in the international markets.
- Banned chemicals and antibiotics in exported shrimps must be stricter
- Vietnam shrimp has higher price than other same products from 1-2 US$ per kilo
- The dollar rose sharply while exchange rate between the VND / USD lower versus other currencies, causing Vietnam shrimp more expensive on world markets.

OPPORTUNITIES

- Many bilateral and multilateral FTAs that Vietnam has participated in negotiations and will soon take effect as FTA Vietnam - Korea, FTA Vietnam - EU, TPP ... will bring advantages for exported seafood from Vietnam.
- Better processing capacity of the country over others in the region is a big advantage of Vietnam shrimp industry.
- Vietnam is the largest blacktiger prawn producers in the world and is known as large shrimp stable supply and meet the rigorous standards of quality
- Vietnam has many producers and exporters of shrimp certified by BAP (GAA).
- To date, Vietnam has 13 shrimp companies certified 4 stars BAP out of total 69 companies with BAP. India has 9 companies received BAP 4 stars / 84DN with BAP, Thailand: 9/66, China: 2/31, Indonesia: 0/32, Bangladesh: 0/7, and Ecuador: 0/6.

CHALLENGES & FORCAST

- Lower production costs and prices of finished products to enhance competitiveness of Vietnam shrimp.
- Raw materials account for 60-70% of the cost of producing Vietnam shrimp but Vietnam is producing shrimp with its higher costs compared to other countries from US $ 1-2 / kg.
- Antibiotics barrier is still the major obstacle for Vietnam shrimp exported to Japanese market.
- Other non-tariff barriers such as antidumping duty, CVD is also big challenges for VN shrimp.
- Vietnam's shrimp exports in 2015 faced many difficulties, if global demand does not improve much, VN shrimp exports may reach $ 3.2 billion, down 17%.

RECOMMENDATIONS

- There are four important factors are affecting the shrimp price of Vietnam: (1) The quality of the seed; (2) Feed; (3) Veterinary medicines; and (4) Awareness of farmers. These elements are affected by current management and other issues leading to Vietnam's shrimp higher than shrimps of other producers.
- **Improving the quality of the seed**: the state should have research survey to take measures to improve the efficiency of managing the production and circulation of seed to farmers to buy seed with reasonable prices with better quality.
- **Veterinary medicines using in shrimp farming:** local authorities regularly monitor these activities and to handle violations promptly and prevent prohibited substances.
- **Shrimp feed**: require management measures that stabilize prices and ensure competitive factors to make sure that shrimp farmers can access to good products with their real prices.
- **Raising awareness for farmers:** to establish mechanisms to help farmers can negotiate a fair way, to avoid risks in trading and they can optimize costs in shrimp production.

Tài liệu tham khảo



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CÁC WEBSITE KHÁC...



THANK YOU VERY MUCH!

VIETNAM ASSOCIATION OF SEAFOOD EXPORTERS & PRODUCERS
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