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Report Highlights:

After slow growth during the first half of 2023, Vietnam's economy is on a path to recovery. Post has revised Vietnam's feed consumption forecast to 26.6 MMT in MY2022/23 matching levels in MY2021/22. Post continues to forecast soybean imports increasing in both MY2022/23 and MY2023/24 for both crush and food consumption. Soybean meal imports are forecast to decrease to 4.9 MMT in MY 2022/23.

Executive Summary

Vietnam's economy faced challenges during the first half of calendar year 2023 due to weak demand and high inflation in major export markets including China, the United States, and the European Union (EU). Vietnam being an export-led economy, stagnant manufacturing lowers imports of production inputs. Since the middle of August, there have been signals for increased value in manufacturing, production, and exports due to higher purchase orders. In September, the Asian Development Bank forecast Vietnam's GDP growth rate at 5.8 percent in 2023 and 6.0 percent in 2024.

Vietnam's Ministry of Agriculture and Rural Development (MARD) reported that the total swine population during the first eight months of 2023 increased by 3.3 percent and the total poultry population rose by 2.3 percent. On July 27, 2023, MARD officially 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 reproduction in Vietnam will increase in late 2023 due to lower feed costs, increasing animal sales prices, and rising demand during the Tet New Year holiday season.

According to MARD, during the first eight months of 2023, the total fishery products export value declined by 25.4 percent compared to the same period in 2022. This decline is due to weak demand and high cold chain storage in major export markets including China, Japan, the United States, and the EU. Catfish and shrimp exports declined 37 and 27 percent respectively.

Post revised its total feed demand estimates in MY2022/23 to 26.6 million tons due to projected lower aquafeed demand, and forecasts it to increase to 27.7 million tons in MY2023/24.

MARD renewed its list of quarantine pests. *Cirsium arvense* is no longer listed. The Circular will enter into force on September 29, 2023, after which MARD will no longer inspect cargoes for this pest.

Post continues to forecast Vietnam's soybean imports at 2 million tons in MY2022/23, increasing to 2.55 in MY2023/24 million tons due to projected higher crush and food consumption. Soybean Meal (SBM) consumption for feed use is forecast to 6.0 million tons in MY2022/23 and 6.2 million tons in MY2023/24 in line with estimated feed demand. Post has lowers estimated SBM imports to 4.9 million tons in MY2022/23.

Food use of soybeans is forecast to remain at 530,000 tons in MY2022/23 and increase to 550,000 tons in MY2023/24, following projected growth in the retail, food, and beverage sectors. Post continues to forecast refined vegetable oil consumption at 1.35 million tons in MY2022/23 and forecasts it increasing to 1.4 million tons in MY2023/24 as the food service and tourism sectors rebound.

OILSEEDS SITUATION AND OUTLOOK

Soybean

Production

According to MARD, Vietnam's soybean planted area as of August 15, 2023, was 26,500 hectares, a reduction of 6 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 grown for both export and domestic consumption.

Post continues to forecast domestic soybean production at 48,000 tons in MY2022/23[1], and forecasts a continued decline to 45,000 tons in MY 2023/2024 on the planting area of 30,000 and 28,000 hectares respectively, with an average yield of 1.6 tons per hectare.

Table 1: Soybean Production

	2020	**2021**	**2022**	**2023***	**2024***
Crop area (thousand ha)	41.7	36	32.5	30	28
Crop yield (MT/ha)	1.58	1.6	1.6	1.6	1.6
Total production (TMT)	**65.7**	**58**	**52**	**48**	**45**

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 feed and for soybean oil.

Post continues to estimate MY2022/23 soybean crush at 1.35 million metric tons (MMT), in line with estimated animal feed consumption.

Post continues to forecast an increase in MY2023/24 soybean crush to 1.9 MMT, due to additional crush volume from both the new facility and expanded capacity at the existing facility in the south.

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

Food Use Consumption

Post continues to forecast soybean consumption for food use in MY2022/23 at 530,000 tons, increasing to 550,000 tons in MY2023/24 due to the expected reopening and strong recovery of the food service and tourism sectors. According to the General Statistics Office (GSO), during the first eight months of calendar year 2023, total Vietnam retail and services revenue increased 10 percent compared to the same period the previous year. Revenues from food and beverage and lodging services also increased 15 percent. The arrival of international tourists was up by five times.

Feed, Seed, Waste Consumption

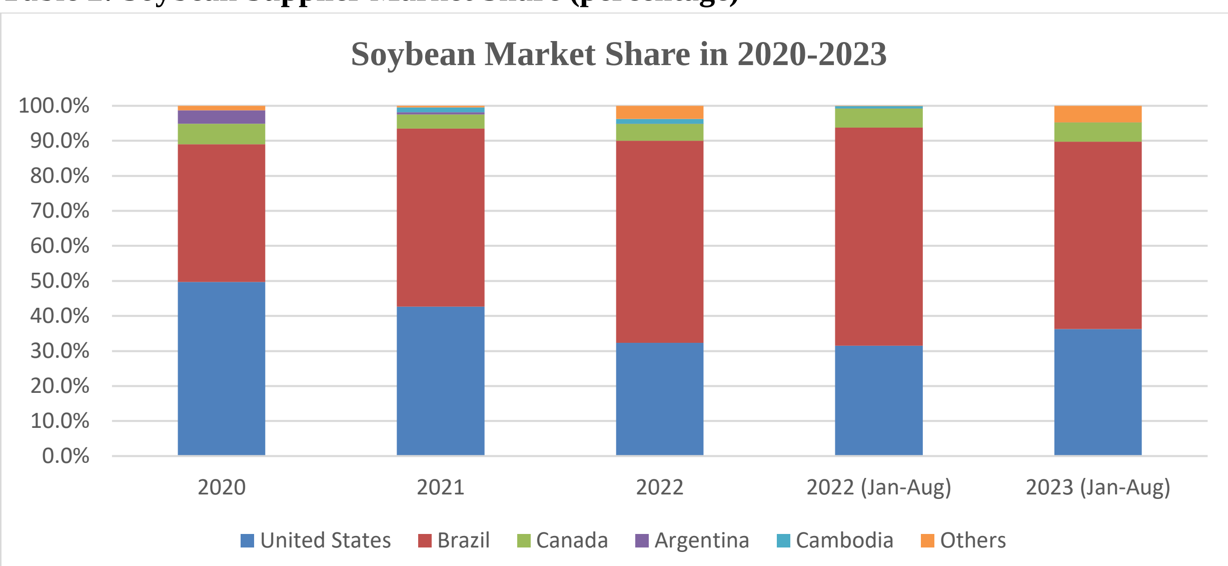
Post still forecasts soybean feed consumption in MY2022/23 at 180,000 tons, increasing to 200,000 tons in MY2023/24 in line with projected repopulation of poultry breeding facilities, and poultry and swine production.

Trade

Imports

According to Vietnam Customs, Vietnam's soybean imports, as of August 31, reached 1.37 million tons, an increase of 7 percent compared to the same period the previous year. Brazil was the largest soybean exporter with 53.5 percent of the market share and the United States held 36.3 percent of the market share.

Table 2: Soybean Supplier Market Share (percentage)



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

Post still estimates soybean imports for MY2022/23 at 2 million tons due to expected consistent crushing volumes at the two existing facilities, as well as increased soybean food use.

Post maintains its forecast of soybean imports in MY2023/24, increasing to 2.55 million tons. This reflects projected additional crushing volume of the new crush facility and increasing crushing capacity for the existing crusher in the south.

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 will enter into force on September 29, 2023. After that time, MARD will no longer inspect for this pest.

Peanuts

Production

According to MARD, as of August 15, the peanut planted area for MY2022/23 was 137,600 hectares, a drop of 4 percent in area compared to the same period the previous year. The peanut growing area is declining in both the northern and southern provinces of Vietnam due to less competitive prices relative to imported peanuts and other profitable fruits and vegetables.

Peanut production is forecast at 400,000 tons in MY 2022/23[2] decreasing to 390,000 tons in MY2022/23 based on projected decreases in planted area as farmers switch from peanuts to more profitable crops such as fruits and vegetables.

Table 3: Vietnam's Peanut Production

	2020	2021	2022	2023*	2024*
Crop area (thousand ha)	170	165	159	155	150
Crop yield (MT/ha)	2.5	2.61	2.57	2.6	2.6
Total peanut production** (TMT)	425.5	430	410	400	390

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

Crush

Post continues to forecast peanut crush volume at 34,000 tons in MY2022/23 and MY2023/24. This reflects an estimated low oil extraction rate of 0.26 due to the small-scale production and limited crushing technology. Peanut crushing occurs at the household level based on family consumption in the central provinces.

Food Use Consumption

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

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 the domestic consumption of in-shell and shelled peanuts.

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

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.

Post maintains its forecast of total peanut consumption at 535,000 tons in MY2022/23 and continue increasing to 540,000 tons in MY2023/24, due to the expected rebound of tourism and the service sector.

Trade

Imports

According to Vietnam Customs, as of August 31, Vietnam imported 258,000 tons of peanuts (in-shell basis), up 181 percent compared to the same period the previous year. Majority imports are shelled peanuts. India and Madagascar continue as the main suppliers to Vietnam with about 90 percent of total market share.

The continued increase in imported shelled peanuts reflects the rebound in food and nut processing for local consumption and export in the first half of MY2022/23. According to Trade Data Monitor (TDM), global exports of prepared and preserved peanuts (HS code 200811) to Vietnam, including peanut butter, are about 1,000 tons.

Post has revised its forecast of Vietnam's peanut (in-shell basis) imports upward to 340,000 tons in MY2022/23 and 360,000 in MY2023/24 due to the rebound of the services and tourism sector and the reopening of China's markets.

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

Year	**2020**	**2021**	**2022**	**2022 (Jan-Aug)**	**2023 (Jan-Aug)**
Total in-shell peanut (MT) *(HS code 120241)*	16,304	1,222	2,319	440	478
Total shelled peanut (MT) (in-shell basis) (*HS code 120242)*	228,305	212,821	215,127	91,393	258,165
Total peanut imports (in-shell basis) (MT)	**244,609**	**214,043**	**217,446**	**91,833**	**258,643**

Source: Vietnam Customs and Post's calculation

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

Exports

As of August 31, Vietnam exported 128,000 tons of peanuts (in-shell basis) in MY2022/23 according to Vietnam Customs, quadruple that of the same period in 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 2,000 tons of prepared and preserved shelled peanuts (HS code 200811) in first half of MY2022/23, at a similar level compared to the previous year. Taiwan is the main importer.

Vietnam imports shelled peanuts for border trade with China and processing. Post revises its forecast peanut (inshell-basis) exports increase to 180,000 tons in both MY2022/23 and MY2023/24, due to China's border trade reopening.

Table 5: Vietnam Peanut Exports, by HS Code 200811

Year	**2020**	**2021**	**2022**	**2022 (Jan-June)**	**2023 (Jan-June)**
Shelled peanut exports (MT) (*HS code 200811)*	5,552	4,024	3,065	1,483	1,438
Peanut exports (in-shell basis) (MT)	**7,384**	**5,003**	**4,076**	**1,972**	**1,913**

Source: TDM [3]

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**	**2022 (Jan-Aug)**	**2023 (Jan-Aug)**
Total in-shell peanut (MT) *(HS code 120241)*	15,666	14,284	2,779	840	4,060
Total shelled peanut (MT) (in-shell basis) (*HS code 120242)*	94,890	90,888	80,043	32,877	91,703
Peanut exports (in-shell basis) (MT)	**110,556**	**105,172**	**82,822**	**33,727**	**126,025**

Source: Vietnam Customs and Post's calculation

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

[3] 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 194,000 hectares in 2022, according to MARD. Ben Tre province in the Mekong Delta is the largest coconut planting province, accounting for about 40 percent of the total coconut planting area. The 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 only produces 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 September 6, 2023, about 369 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 MY2022/23 and MY2023/24, while the coconut planted area increases to 198,000 and 200,000 hectares in MY 2022/23 and MY2023/24 respectively, due to higher expected profit compared to other crops. Post forecasts the harvested area at 186,000 and 188,000 hectares in MY2022/23 and MY2023/24 respectively, because it takes four to five years from planting coconut trees to the 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

	2020	**2021**	**2022**	**2023***	**2024***
Coconut planting area (thousand ha)	182.4	186	194	198	200
Coconut harvested area (thousand ha)	172	176	184	186	188
Average coconut yield (nuts/ha)	9,000	9,000	9,000	9,000	9,000
Coconut production (million nuts)	1,512	1,584	1,620	1,674	1,692
Coconut Oil production (MT)	9,000	10,000	10,000	10,000	10,000
Milling Copra Consumption for coconut oil crushing (MT) **	14,000	15,000	15,000	15,000	15,000
Total Estimated Copra Production (MT)***	14,000	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 for both food and industrial uses for both the export and domestic markets.

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 MY2022/23 and MY2023/24. 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 16 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 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 selling 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, during the first half of MY2022/23, Vietnam’s imports of coconuts in the inner shell and coconuts, other than desiccated, declined sharply compared to the previous year due to high local production and lower local coconut prices.

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

Product group	2020	2021	2022	Jan-Jun 2022	Jan-June 2023
Desiccated coconuts (HS code 080111)	5,195	43,316	24,521	24,491	49
Coconuts in the inner shell (Endocarp) (HS code 080112)	34,928	24,614	605	317	544
Coconuts, other than desiccated (HS code 080119)	87,329	39,185	4,181	2,859	2,100
Copra (HS code 120300)	71	-	82	0	53
Coconut fibers (HS code 530500; 530511; 530519; 530810)	3,977	3,366	3,605	2,416	1,950

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 the first half of MY2022/23, Vietnam's desiccated coconut exports were up 33 percent compared to the same period of the previous year, with the main export markets being Thailand and Egypt. Vietnam's exports of coconuts in the inner shell reached 144,000 tons. China is the largest importer.

In the first half of MY2022/23, Vietnam's exports of coconut products other than desiccated coconut, were down 36 percent compared to the previous year. Vietnam's exports of coconut milk also declined. These declines were due to lower purchase orders from importers, according to Vietnam's Coconuts Association. The major importer of these products is Thailand.

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

Product group	2020	2021	2022	Jan-Jun 2022	Jan-Jun 2023
Desiccated coconuts (HS code 080111)	15,674	56,820	60,553	9,544	12,713
Coconuts in the inner shell (Endocarp) (HS code 080112)	104,980	141,057	229,718	85,931	143,777
Coconuts, other than desiccated (HS code 080119)	199,020	98,776	54,951	40,217	25,623
Copra (HS code 120300)	2	0	0	0	0
Coconut fibers (HS code 530500; 530511; 530519; 530810)	88,884	75,301	66,509	21,651	41,412
Coconut milk (HS code 21069099002/3) *	51,920	44,741	42,033	22,612	18,313

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, The Animal and Plant Health Inspection Service (APHIS) officially informed the 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 continues to forecast increased exports of coconut products in MY2022/23 and MY2023/24 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 the rapeseed cultivation area at 1 thousand hectares for MY2022/23 and MY2023/24[4].

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 MY2022/23 and MY2023/24.

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

MEALS SITUATION AND OUTLOOK

Soybean Meal

Production

Post continues to forecast SBM production in MY2022/23[5] at 1.05 million tons and MY2023/24 at 1.48 million tons. This reflects the forecasted soybean crushing volume.

Table 10: Vietnam's Soybean Meal Production

	2020	2021	2022	2023*	2024*
Total Local SBM Production (TMT)	976	1,015	1,053	1,053	1,482

*Source: Local Producers, *Post estimate.*

Feed Consumption

Post forecasts total feed consumption to remain flat in MY2022/23 as the MY2021/22 level and increase in MY2023/24 due to expected increase in aqua and animal production and Vietnam's projected economic recovery. However, price volatility and disease threats are a potential threat for animal production and aquaculture.

MARD's monthly reported that the total swine population in the first eight months of 2023 increased by 3.3 percent and its live-weight production increased by 6 percent compared to the same period of the previous year.

In late August, major feed mills announced, for the fourth consecutive time, a reduction in the price of compound animal feed due to lower input costs for feed ingredients including corn, DDGS, additives, and soybean meal. According to a swine farmer, animal feed costs account for 65 percent of total production cost. These reductions and higher live-weight hog prices should encourage farmers to repopulate their herds, however the current estimated margin still does not meet the small-scale farmer's expectations. Current hog prices increased about 10% compared to levels in March to range from VND 55,000-59,000 while swine production cost is estimated to range from VND 48,000-50,000. Post forecasts that the swine repopulation pace, particularly at industry-scale farms, will increase in late 2023 and early 2024 to meet projected high demand during the Tet holiday.

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

Disease challenges and price volatility continue to discourage small-scale swine producers from restocking. Anecdotally, local media note that there are empty hog farms of family producers in the major swine production district in the north of Vietnam.

On July 27, 2023, MARD officially issued an announcement to all provincial governments approving commercial use of two African swine fever (ASF) registered vaccines. MARD continues review of these vaccine applications in practice. ASF continues to be a threat for farmers. As of August 31, there have been 50 ASF outbreaks in 30 districts of 15 provinces, according to MARD.

According to MARD, in the first eight months of 2023, total fishery products export value declined by 25.4 percent compared to the same period in 2022. The export decrease is due to weak demand and high storage levels in cold stores in major export markets including China, Japan, the United States, and the EU. Catfish and shrimp exports declined 37 and 27 percent respectively. Catfish prices decreased about 10 percent compared to early 2023, according to local media and the Vietnam Association of Sea Exporters and Producers (VASEP). According to an industry contact, catfish processors only accepted purchase orders with contracted farms, and limited purchases from other sources due to high stocks in cold storage. According to an industry contact, catfish exports are expected to increase in the fourth quarter of 2023 but total catfish and shrimp exports for 2023 are forecast to decline by 25 percent compared to 2022. Vietnam's shrimp exports face challenges from other major shrimp exporters like India and Ecuador due to their lower prices.

According to MARD, in the first eight months of 2023, the total population of poultry rose by 2.3 percent compared to the same period in 2022. Poultry prices were volatile during the first eight months but showed an increasing trend. Farmers restocked during the post Covid period and feed costs were high.

Post has revised its forecast of total feed demand in MY2022/23 flat at 26.6 million tons, matching the level in MY2021/22. Animal feed is projected to offset aquafeed's decline. Post maintains its feed demand forecast in MY2023/24 to increase to 27.7 MMT as Vietnam's economy rebounds, particularly in the 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 has revised its forecast for SBM feed consumption to 6 million tons in MY2022/23, increasing to 6.2 million tons in MY2023/24 to reflect forecasts for feed production.

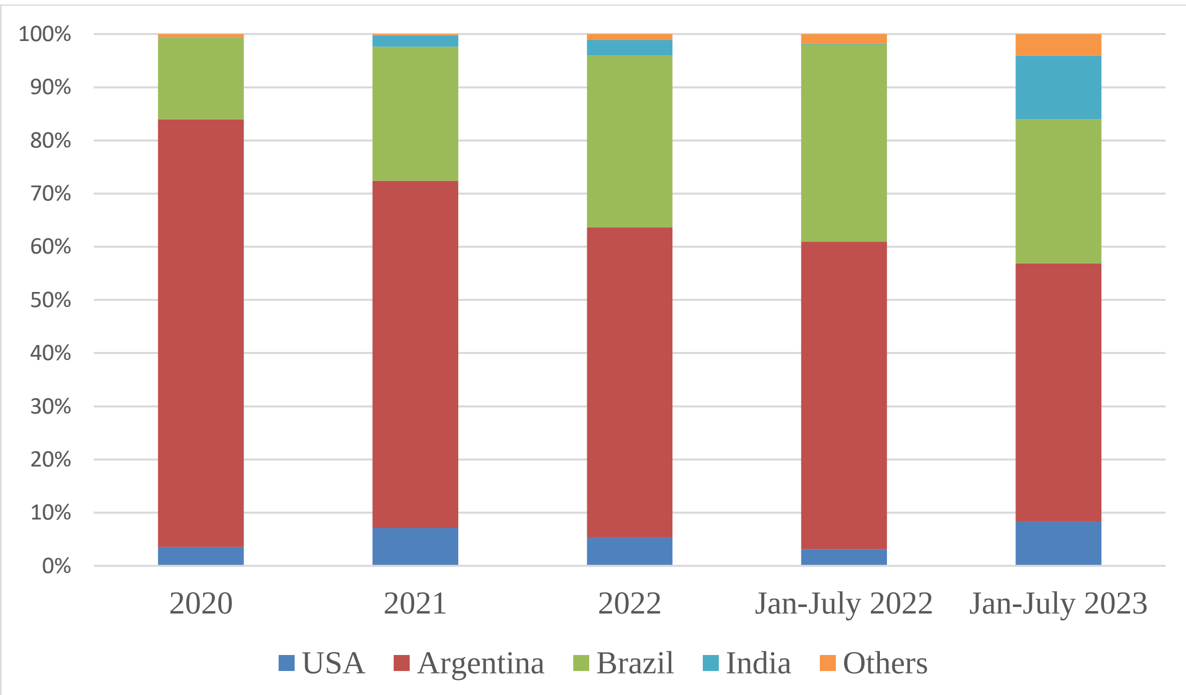
Trade

Imports

During the first seven months of MY2022/23, Vietnam imported 2.9 million tons of SBM, down 8 percent compared to the same period of MY2021/22. Argentina is the largest supplier accounting for almost 48.7 percent of SBM imports due to lower prices. The second largest SBM supplier to Vietnam is Brazil, accounting for 27 percent of the total market share. India is the third SBM supplier to Vietnam with 12 percent of market share due to its lower price and proximity. The United States SBM exports to Vietnam are 237,000 tons.

Post has revised its forecast of SBM imports in MY2022/23 down to 4.9 million tons due to projected lower aquafeed consumption. SBM imports are estimated to decrease to 4.8 million tons in MY2023/24 due to the projected increase in local SBM production as new crush facilities come online.

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

According to AgroMonitor, Vietnam exported 65,000 tons of SBM in first seven months of MY2022/23. Cambodia continued to be the main Vietnam export market as Cambodia lacks a port, making it costly to directly import SBM from other international sources.

Post forecasts SBM exports in MY2022/23 at 100,000 tons on consistent demand from Cambodia, increasing to 120,000 tons in MY2023/24 due to higher availability on increased crush.

Other Meals

Production

Post forecasts copra meal production at 5,000 tons for both MY2022/23 and MY2023/24, based on the estimated volume of coconut oil exports.

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 manufactured into 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.

Most fishmeal producers in Vietnam are in the south, near input suppliers at the fishing ports and the fish processors, including catfish processors. Post maintains fishmeal production will remain flat at 530,000 tons in MY2022/23 due to higher captured fish volume and an increase to 540,000 tons in MY2023/24 in line with expected increase in catfish production.

Trade

Imports

Fishmeal is used as a high-protein ingredient for shrimp feed and animal feed (sows and piglets), according to an industry source. According to TDM, Vietnam fishmeal imports in the first seven months of MY2022/23 were 71,000 tons, up 3.5 percent compared to the same period of MY2021/22. South Korea, Peru, and India are the top three fishmeal suppliers to Vietnam.

Post maintains its estimate of fishmeal imports at 130,000 tons in MY2022/23 and increase to 140,000 tons in MY2023/24[6] due to forecasted increasing feed demand for shrimp and fish.

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

According to TDM, Vietnam's rapeseed meal imports were 187,000 tons in the first nine months (October to June) of MY2022/23, an increase of 40 percent compared to the same period of MY2021/22. India is the largest supplier of rapeseed meal to Vietnam with 86 percent of total market share, followed by Australia with 11 percent. Post revised its forecast of rapeseed meal imports to increase to 250,000 tons in both MY2022/23 and MY2023/24 in line with forecasts for total feed demand and due to its lower price compared to other ingredients.

Copra meal imports amounted to 30,000 tons in first seven months of MY2022/23, a decrease of 33 percent compared to the same period of the previous year. Indonesia and the Philippines were the two major suppliers of copra meal to Vietnam. Post has revised its forecast of copra meal imports in MY2022/23 at 60,000 tons and up to 80,000 tons in MY2023/24 following the estimated total feed demand and due to its lower price.

Exports

Fishmeal exports reached 165,000 tons in the first seven months of MY2022/23, up 20 percent compared to the previous year. China remains the largest market.

Post has revised its forecast for fishmeal exports to 280,000 tons in both MY2022/23 and MY 2023/24, with China being the largest export destination. Vietnam exports low-protein fishmeal, while importing high-protein fishmeal.

OILS SITUATION AND OUTLOOK

Production

Post continues to forecast total Vietnam refined vegetable oil production at 1.58 million tons in MY2022/23, rising to 1.7 million tons in MY2023/24 due to increased crushing capacity, domestic consumption, and exports.

Post maintains its forecast of local soy oil production at 257,000 tons in MY2022/23, increasing to 362,000 tons MY2023/24 due to increased soybean crush. Rice bran oil production is forecast to increase in MY2022/23. 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	**2020**	**2021**	**2022**	**2023***	**2024***
Refined vegetable oil (TMT)	1,347	1,420	1,500	1,580	1,700

*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 the 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

	2020	**2021**	**2022**	**2023***	**2024***
Peanut oil production (MT)	7,900	8,200	8,500	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 MY2022/23 and MY2023/24 as the tourism and services sectors rebound.

Post forecasts refined vegetable oil consumption at 1.35 million tons in MY2022/23 and 1.4 million tons in MY2023/24 as the food service and tourism sectors rebound. There is room for continued growth in oil consumption, since vegetable oil consumption per capita in Vietnam is about 13 kg, lower than the recommended international level of 13.7 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	**2020**	**2021**	**2022**	**2023***	**2024***
Palm oil	1,005	915	995	1,000	1,050
Soy oil	45	75	55	60	40
Rapeseed oil	4	3	4	4	4
Coconut oil	4	4	4	4	4

Source: TDM
** Post estimates*

According to TDM, in the first seven months of MY2022/23, Vietnam imported 513,000 tons of palm oil, up 11 percent compared to the same period of 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 62.3 and 37.6 percent market share, respectively. Vietnam's soy oil imports were down 19 percent while soy oil exports were up 37 percent in the first seven months of MY2022/23 compared to the same period of the previous year, due to higher local production.

Post continues to forecast palm oil imports in MY2022/23 at 1 million tons due to projected higher use of palm oil in food service sectors along with exports. Post forecasts that palm oil imports will increase in MY2023/24 due to projected higher consumption and exports.

According to TDM, in the first seven months of MY 2022/23, Vietnam imported about 23,000 tons of soy oil. Post revises its forecasts of soy oil imports increase to 60,000 tons in MY2022/23 due to increasing soy oil consumption and exports. By contrast, Post forecasts soy oil imports will decrease in MY2023/24 as new crush facilities come online, increasing local production of soybean oil.

Exports

According to TDM, in the first seven months of MY 2022/23, Vietnam exported about 57,000 metric tons of soybean oil, with South Korea and India accounting for 63 and 35 percent of total exports respectively. Vietnam exported 4,000 tons of coconut oil, down 45 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	**2019**	**2020**	**2021**	**2022***	**2023***
Palm oil	42	52	76	86	96

Soy oil	1	1.5	3	5	5

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

Post revises its forecast of soy oil exports to increase to 75,000 tons in MY2022/23 and continue to increase to 100,000 tons in MY2023/24 following the projected increase in domestic soy oil production.

Post revises its forecast of palm oil exports to increase to 90,000 tons in MY2022/23 and 100,000 tons in MY2023/24, with Cambodia as the main export market.

Post revises its forecast of coconut oil exports at 8,000 tons in MY2022/23 and 10,000 tons in MY2023/24.

Oilseed, Soybean	2021/2022		2022/2023		2023/2024	
Market Year Begins	Jan 2022		Jan 2023		Jan 2024	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (1000 HA)	30	0	30	30	30	28
Area Harvested (1000 HA)	33	33	30	30	28	0
Beginning Stocks (1000 MT)	443	443	305	284	288	272
Production (1000 MT)	53	52	48	48	45	45
MY Imports (1000 MT)	1839	1839	2050	2000	2600	2550
Total Supply (1000 MT)	2335	2334	2403	2332	2933	2867
MY Exports (1000 MT)	0	0	0	0	0	0
Crush (1000 MT)	1350	1350	1400	1350	1800	1900
Food Use Dom. Cons. (1000 MT)	500	520	530	530	550	550
Feed Waste Dom. Cons. (1000 MT)	180	180	185	180	220	200
Total Dom. Cons. (1000 MT)	2030	2050	2115	2060	2570	2650
Ending Stocks (1000 MT)	305	284	288	272	363	217
Total Distribution (1000 MT)	2335	2334	2403	2332	2933	2867
Yield (MT/HA)	1.6061	1.5758	1.6	1.6	1.6071	0
(1000 HA) ,(1000 MT) ,(MT/HA)						

Oilseed, Peanut	2021/2022		2022/2023		2023/2024	
Market Year Begins	Jan 2022		Jan 2023		Jan 2024	
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)	159	159	155	155	150	150
Beginning Stocks (1000 MT)	51	51	37	34	47	25
Production (1000 MT)	410	410	400	400	390	390
MY Imports (1000 MT)	218	218	275	340	270	360
Total Supply (1000 MT)	679	679	712	774	707	775
MY Exports (1000 MT)	87	87	90	180	100	180
Crush (1000 MT)	35	33	35	34	35	34
Food Use Dom. Cons. (1000 MT)	520	525	540	535	530	540
Feed Waste Dom. Cons. (1000 MT)	0	0	0	0	0	0
Total Dom. Cons. (1000 MT)	555	558	575	569	565	574
Ending Stocks (1000 MT)	37	34	47	25	42	21
Total Distribution (1000 MT)	679	679	712	774	707	775
Yield (MT/HA)	2.5786	2.5786	2.5806	2.5806	2.6	2.6
(1000 HA) ,(1000 MT) ,(MT/HA)						

Oilseed, Copra	2021/2022		2022/2023		2023/2024	
Market Year Begins	Jan 2022		Jan 2023		Jan 2024	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (1000 HA)	0	194	0	198	0	200
Area Harvested (1000 HA)	184	184	186	186	188	188
Trees (1000 TREES)	0	0	0	0	0	0
Beginning Stocks (1000 MT)	8	8	10	8	10	8
Production (1000 MT)	288	15	288	15	288	15
MY Imports (1000 MT)	0	0	0	0	0	0
Total Supply (1000 MT)	296	23	298	23	298	23
MY Exports (1000 MT)	0	0	0	0	0	0
Crush (1000 MT)	286	15	288	15	288	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)	286	15	288	15	288	15
Ending Stocks (1000 MT)	10	8	10	8	10	8
Total Distribution (1000 MT)	296	23	298	23	298	23
Yield (MT/HA)	1.5652	0.0815	1.5484	0.0806	1.5319	0.0798
(1000 HA) ,(1000 TREES) ,(1000 MT) ,(MT/HA)						

Oilseed, Rapeseed	2021/2022		2022/2023		2023/2024	
Market Year Begins	Oct 2021		Oct 2022		Oct 2023	
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	1	1
Beginning Stocks (1000 MT)	0	0	0	0	0	0
Production (1000 MT)	2	2	2	2	2	2
MY Imports (1000 MT)	0	0	0	0	0	0
Total Supply (1000 MT)	2	2	2	2	2	2
MY Exports (1000 MT)	0	0	0	0	0	0
Crush (1000 MT)	2	2	2	2	2	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	2	2
Ending Stocks (1000 MT)	0	0	0	0	0	0
Total Distribution (1000 MT)	2	2	2	2	2	2
Yield (MT/HA)	2	2	2	2	2	2
(1000 HA) ,(1000 MT) ,(MT/HA)						

Meal, Soybean	2021/2022		2022/2023		2023/2024	
Market Year Begins	Jan 2022		Jan 2023		Jan 2024	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush (1000 MT)	1350	1350	1400	1350	1800	1900
Extr. Rate, 999.9999 (PERCENT)	0.78	0.78	0.78	0.78	0.7778	0.78
Beginning Stocks (1000 MT)	616	616	697	728	404	496
Production (1000 MT)	1053	1053	1092	1053	1400	1482
MY Imports (1000 MT)	5531	5262	5000	4900	5175	4800
Total Supply (1000 MT)	7200	6931	6789	6681	6979	6778
MY Exports (1000 MT)	118	118	100	100	120	120
Industrial Dom. Cons. (1000 MT)	0	0	0	0	0	0
Food Use Dom. Cons. (1000 MT)	85	85	85	85	90	90
Feed Waste Dom. Cons. (1000 MT)	6300	6000	6200	6000	6355	6200
Total Dom. Cons. (1000 MT)	6385	6085	6285	6085	6445	6290
Ending Stocks (1000 MT)	697	728	404	496	414	368
Total Distribution (1000 MT)	7200	6931	6789	6681	6979	6778
(1000 MT) ,(PERCENT)						

Meal, Copra	2021/2022		2022/2023		2023/2024	
Market Year Begins	Jan 2022		Jan 2023		Jan 2024	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush (1000 MT)	286	15	288	15	288	15
Extr. Rate, 999.9999 (PERCENT)	0.3462	0.3333	0.3438	0.3333	0.3438	0.3333
Beginning Stocks (1000 MT)	10	10	10	14	10	13
Production (1000 MT)	99	5	99	5	99	5
MY Imports (1000 MT)	73	70	60	60	60	80
Total Supply (1000 MT)	182	85	169	79	169	98
MY Exports (1000 MT)	1	1	1	1	1	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)	171	70	158	65	156	80
Total Dom. Cons. (1000 MT)	171	70	158	65	156	80
Ending Stocks (1000 MT)	10	14	10	13	12	18
Total Distribution (1000 MT)	182	85	169	79	169	98
(1000 MT) ,(PERCENT)						

Meal, Fish	2021/2022		2022/2023		2023/2024	
Market Year Begins	Jan 2022		Jan 2023		Jan 2024	
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)	18	18	25	25	25	35
Production (1000 MT)	530	530	440	530	500	540
MY Imports (1000 MT)	130	130	150	130	140	140
Total Supply (1000 MT)	678	678	615	685	665	715
MY Exports (1000 MT)	283	283	190	280	230	280
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)	370	370	400	370	410	410
Total Dom. Cons. (1000 MT)	370	370	400	370	410	410
Ending Stocks (1000 MT)	25	25	25	35	25	25
Total Distribution (1000 MT)	678	678	615	685	665	715
(1000 MT) ,(PERCENT)						

Meal, Rapeseed	2021/2022		2022/2023		2023/2024	
Market Year Begins	Oct 2021		Oct 2022		Oct 2023	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush (1000 MT)	2	2	2	2	2	2
Extr. Rate, 999.9999 (PERCENT)	0.5	0.5	0.5	0.5	0.5	0.5
Beginning Stocks (1000 MT)	24	24	15	18	41	19
Production (1000 MT)	1	1	1	1	1	1
MY Imports (1000 MT)	165	178	300	250	175	250
Total Supply (1000 MT)	190	203	316	269	217	270
MY Exports (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)	0	0	0	0	0	0
Feed Waste Dom. Cons. (1000 MT)	175	185	275	250	200	250
Total Dom. Cons. (1000 MT)	175	185	275	250	200	250
Ending Stocks (1000 MT)	15	18	41	19	17	20
Total Distribution (1000 MT)	190	203	316	269	217	270
(1000 MT) ,(PERCENT)						

Oil, Soybean	2021/2022		2022/2023		2023/2024	
Market Year Begins	Jan 2022		Jan 2023		Jan 2024	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush (1000 MT)	1350	1350	1400	1350	1800	1900
Extr. Rate, 999.9999 (PERCENT)	0.1904	0.1904	0.19	0.1904	0.1889	0.1905
Beginning Stocks (1000 MT)	66	66	54	49	25	11
Production (1000 MT)	257	257	266	257	340	362
MY Imports (1000 MT)	60	55	60	60	60	40
Total Supply (1000 MT)	383	378	380	366	425	413
MY Exports (1000 MT)	59	59	75	75	100	100
Industrial Dom. Cons. (1000 MT)	0	0	0	0	0	0
Food Use Dom. Cons. (1000 MT)	270	270	280	280	290	290
Feed Waste Dom. Cons. (1000 MT)	0	0	0	0	0	0
Total Dom. Cons. (1000 MT)	270	270	280	280	290	290
Ending Stocks (1000 MT)	54	49	25	11	35	23
Total Distribution (1000 MT)	383	378	380	366	425	413
(1000 MT) ,(PERCENT)						

Oil, Coconut	2021/2022		2022/2023		2023/2024	
Market Year Begins	Jan 2022		Jan 2023		Jan 2024	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush (1000 MT)	286	15	288	15	288	15
Extr. Rate, 999.9999 (PERCENT)	0.6329	0.6667	0.6319	0.6667	0.6319	0.6667
Beginning Stocks (1000 MT)	15	15	13	15	11	17
Production (1000 MT)	181	10	182	10	182	10
MY Imports (1000 MT)	4	4	4	4	4	4
Total Supply (1000 MT)	200	29	199	29	197	31
MY Exports (1000 MT)	10	10	10	8	10	10
Industrial Dom. Cons. (1000 MT)	0	0	0	0	0	0
Food Use Dom. Cons. (1000 MT)	177	4	178	4	177	4
Feed Waste Dom. Cons. (1000 MT)	0	0	0	0	0	0
Total Dom. Cons. (1000 MT)	177	4	178	4	177	4
Ending Stocks (1000 MT)	13	15	11	17	10	17
Total Distribution (1000 MT)	200	29	199	29	197	31
(1000 MT) ,(PERCENT)						

Oil, Palm	2021/2022		2022/2023		2023/2024	
Market Year Begins	Jan 2022		Jan 2023		Jan 2024	
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)	80	80	96	78	62	61
Production (1000 MT)	0	0	0	0	0	0
MY Imports (1000 MT)	995	995	950	1000	1050	1050
Total Supply (1000 MT)	1075	1075	1046	1078	1112	1111
MY Exports (1000 MT)	2	80	2	90	2	100
Industrial Dom. Cons. (1000 MT)	0	0	0	0	0	0
Food Use Dom. Cons. (1000 MT)	970	910	975	920	1020	950
Feed Waste Dom. Cons. (1000 MT)	7	7	7	7	7	7
Total Dom. Cons. (1000 MT)	977	917	982	927	1027	957
Ending Stocks (1000 MT)	96	78	62	61	83	54
Total Distribution (1000 MT)	1075	1075	1046	1078	1112	1111
Yield (MT/HA)	0	0	0	0	0	0
(1000 HA) ,(1000 TREES) ,(1000 MT) ,(MT/HA)						

Oil, Rapeseed	2021/2022		2022/2023		2023/2024	
Market Year Begins	Oct 2021		Oct 2022		Oct 2023	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush (1000 MT)	2	2	2	2	2	2
Extr. Rate, 999.9999 (PERCENT)	0.5	0.5	0.5	0.5	0.5	0.5
Beginning Stocks (1000 MT)	0	0	0	0	0	0
Production (1000 MT)	1	1	1	1	1	1
MY Imports (1000 MT)	4	4	5	7	3	7
Total Supply (1000 MT)	5	5	6	8	4	8
MY Exports (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)	5	5	6	8	4	8
Feed Waste Dom. Cons. (1000 MT)	0	0	0	0	0	0
Total Dom. Cons. (1000 MT)	5	5	6	8	4	8
Ending Stocks (1000 MT)	0	0	0	0	0	0
Total Distribution (1000 MT)	5	5	6	8	4	8
(1000 MT) ,(PERCENT)						

Attachments:

No Attachments