



Thông tin định kỳ

HẠT ĐIỀU

PERIODIC INFORMATION ABOUT CASHEW INDUSTRY

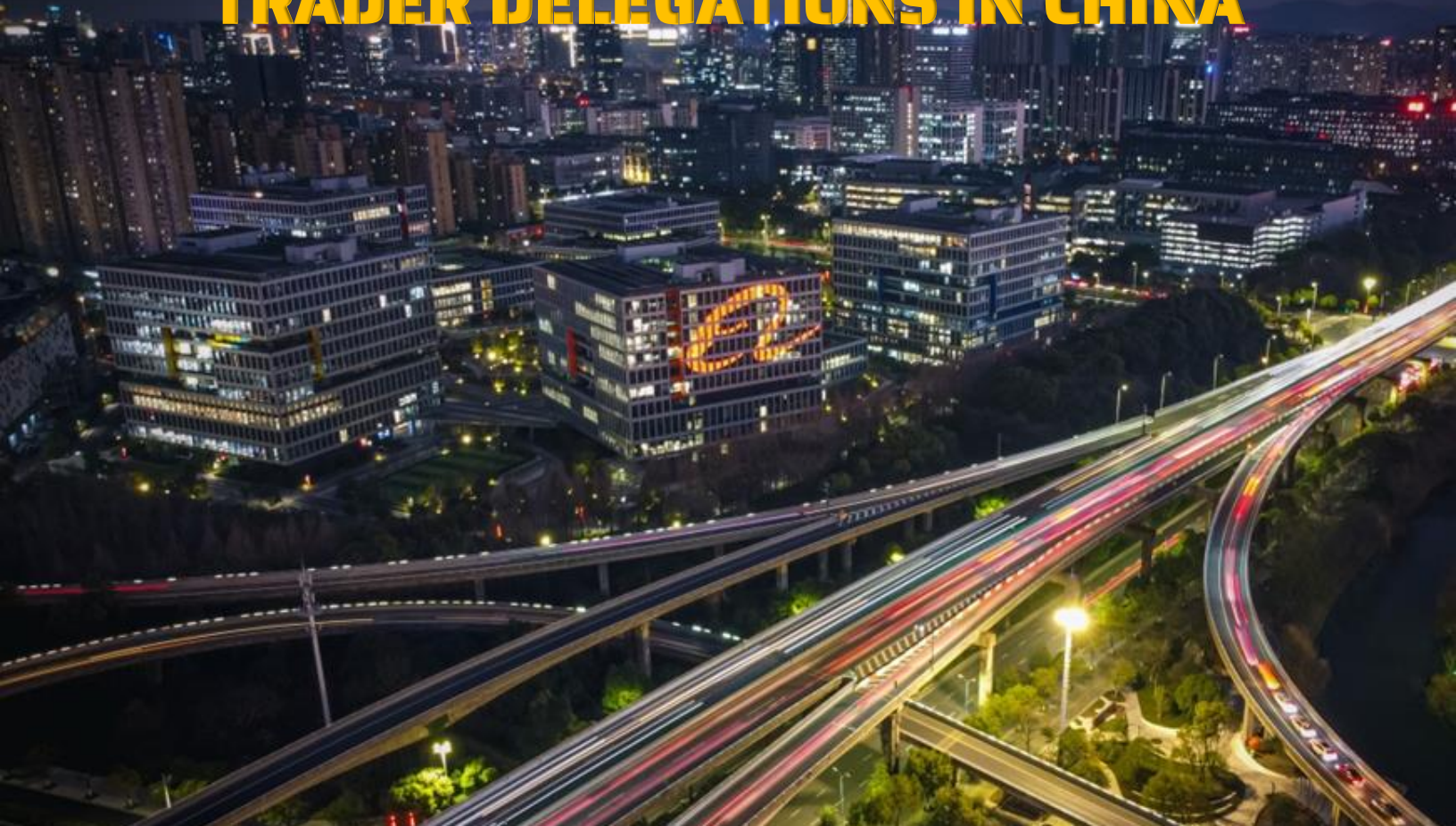
“Talk about CASHEWS, think about VIETNAM”

* LƯU HÀNH NỘI BỘ / INTERNAL CIRCULATION * HIỆP HỘI ĐIỀU VIỆT NAM / VINACAS*

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**VINACAS FOCUSES ON PREPARING FOR
TRADER DELEGATIONS IN CHINA**



HIGHLIGHTS

VINACAS FOCUSES ON PREPARING FOR TRADE DELEGATIONS IN CHINA

Implementing the National Trade Promotion Program in 2024, VINACAS is urgently preparing for the Trade Delegation in China in August 2024.



Hangzhou City

President Pham Van Cong assigned Mr. Nguyen Minh Hoa, Vice President of VINACAS to be the Head of the Working Group

The VINACAS Standing Executive Members' Board has issued a plan to implement the delegation's activities in China. From this plan, the VINACAS Office sent an Invitation Letter, inviting qualified businesses to register to join the delegation. The first businesses have registered. According to the Notice of VINACAS Office, the deadline to register is May 31, 2024.

To prepare for the delegation's activities in China, the VINACAS Office connected with the Vietnam Trade Office in China to request support.

Implementing the agreement at the 13th Vietnam Cashew Rendezvous, 2024 in Quang Binh, China Nut Association, China

Chamber of Commerce of import and export of foodstuffs, native produce & animal by-products - The organizer of "China International Treenut Conference 2024" in Hangzhou, China from August 6 - 9, 2024 has invited VINACAS to attend this Conference. It is expected that the VINACAS Trade Delegation will attend the China International Treenut Conference; At the same time, through the connection of the Organizing Committee, organize a seminar with food processing and trading businesses related to cashew nuts.

In early May, Vinacas leaders will officially work with the General Association of Chinese Businesses - Association of Chinese Businesses in Vietnam to request support in organizing seminar with Chinese businesses related to the Vietnam cashew industry Vietnam at Qingdao city, China



Qingdao City

RECOGNITION, EVALUATION OF CASHEW MARKET

OF VINACAS INFORMATION COUNCIL

I. RAW CASHEW MARKET

Raw cashews are being transacted at the following prices (C&F HCM):

Xuất xứ Origin	Thu hồi/ Outturn (Lb)	Số hạt Nut count	Giá/ Price (USD/mt)
IVC	50	175	1285 - 1300
Ghana	47	200	1080 - 1095
Guinea	49	220	1160 - 1175
Togo (<i>shipment in May 2024</i>)	47	190	1095 - 1110
Nigeria (<i>Giao tháng 5,6/2014</i>)	46	200	1055 - 1070

Currently, there are many different prices of raw cashews offered in the market depending on the quality, reputation of suppliers and buyers, sales pressure... however, the level to which the price is "matched" depends on the outcomes of the parties' negotiations.

Vietnam and Cambodia have entered the second crop; outturn about 24-25% for

small-size nuts and 26-28% for large-size nuts, the price increased by about 2,000 VND/kg due to increasing demand from processors.

West African raw cashew prices increased faster than cashew kernel prices. The demand for raw cashew nuts has increased, but the price of cashew kernels is currently not in balance with the price of raw cashew nuts.

II. CASHEW KERNEL MARKET

Transaction prices are recorded as follows (FOB HCM):

Loại Nhà máy Type of Factory	W180 (USD/Lb)	W210 (USD/Lb)	W240 (USD/Lb)	W320 (USD/Lb)	W450 (USD/Lb)	WS (USD/Lb)	LP (USD/Lb)	SP (USD/Lb)
BRC & Smeta	3.65 - 3.75	3.30-3.35	3.05 - 3.15	2.75- 2.80	2.55 - 2.65	1.95-2.05	1.35-1.45	1.05 - 1.15
BRC	3.55 -3.65	3.25 - 3.30	2.90 - 3.05	2.65 - 2.75	2.45 - 2.55	1.80-1.95	1.20-1.35	1.00 - 1.05
HACCP	3.45-3.55	3.20 - 3.25	2.80 - 2.90	2.55 - 2.65	2.30 - 2.45	1.75-1.80	1.10-1.20	0.95 - 1.00

The prices of factories with BRC and SMETA certification are sold to high-end markets such as Japan, China, Arab world, etc.

Due to the sharp increase in raw cashew prices, processors also offer cashew kernels at higher prices in all product grades

Even if there were previously fewer buyers interested in LP grade, demand for it has suddenly increased once again

III. EVALUATION, RECOMMENDATIONS

According to some experts: Due to the intense heat, the output of the second and third crop of Cambodia and Vietnam may be lower, but the total output in 2024 will be equivalent to 2023.

Many raw cashew traders have reported that the amount of raw cashews arriving is very small; Output at IVC is 30% short. However, some others believe that the crop may only be 5-10% short. Specifically, certain traders and farmers' speculative hoarding has contributed to the market's scarcity. They keep the goods, waiting for prices to rise before selling them.

Some experts have analyzed and recommended: Compared to 1 month ago, the price of cashew kernels increased by 10 - 12%, while the price of raw cashew nuts was offered an increase of 18%. In the current situation of fluctuating raw cashew and cashew kernel prices, processors must be vigilant and utilize the cashew kernel selling price as a benchmark to guarantee there are no losses: No matter what percentage the price of cashew kernels increases, it is acceptable to buy raw cashew nuts at an equivalent increase in price

According to some experts: The demand for cashew kernels from the European market seems to be greater than in the US market. Many cashew kernel buyers are monitoring the market because they already have a good amount of goods.

According to some businesses that do a lot of business with the Chinese market: This year, Chinese people bought a lot of large-sized cashews in testa and brought them to China for roasting/peeling to avoid high taxes. The tax on cashew kernels in testa crossing the border is only 2.36%, legal imports by vessels is 9% while the tax on roasted cashew kernels in testa is 13%. There is also a large FDI company that buys a lot of large-size grades like w180, w210, they buy them in PP bags, bring them to the bonded warehouse and pay within 5 working days, it is estimated that a few hundred containers of W180 have been delivered to bonded warehouses during the period from February to April. Currently, the consumption of large-sized grades is increasing because the price is cheaper than some years ago.





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Kính gửi: Quý Hội viên và Doanh nghiệp ngành điều,

Từ tháng 3/2021, thực hiện chỉ đạo của Lãnh đạo Hiệp hội Điều Việt Nam, Thông tin định kỳ "Hạt Điều" của VINACAS đổi mới về hình thức và nội dung nhằm cung cấp đến quý Hội viên, Doanh nghiệp trong ngành những thông tin thị trường trong và ngoài nước, những khuyến cáo kịp thời, chuẩn xác. Các doanh nghiệp tổng hợp thêm các nguồn thông tin khác và căn cứ vào điều kiện cụ thể của mình để đưa ra các quyết định trong sản xuất, kinh doanh đạt hiệu quả tốt nhất.

Để có được nhiều thông tin thị trường đáng tin cậy cung cấp cho Hội viên, doanh nghiệp sẽ cần không ít chi phí, trong khi ngân sách của VINACAS còn hạn hẹp; Ban biên tập Thông tin định kỳ "Hạt Điều" rất mong muốn nhận được nhiều thông tin góp ý xây dựng và tham gia tài trợ, vừa giới thiệu sản phẩm và thể mạnh hoạt động của đơn vị mình trên các Bản Thông tin vừa góp phần nâng cao chất lượng Thông tin để ngày một đáp ứng tốt hơn nhu cầu của doanh nghiệp trong ngành.

Rất hân hạnh được hợp tác và đồng hành cùng Quý Hội viên và các doanh nghiệp. Trân trọng cảm ơn!

Mọi chi tiết xin liên hệ:

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"Talk about cashew, think about Vietnam"