



Thông tin định kỳ

HẠT ĐIỀU

PERIODIC INFORMATION ABOUT CASHEW INDUSTRY

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



Heed and join the

"VIETNAMESE USE VIETNAMESE PRODUCTS"

CAMPAIGN



Heed and join the "VIETNAMESE USE VIETNAMESE PRODUCTS" CAMPAIGN

“On April 15, the Party Committee of the Ministry of Agriculture and Rural Development (MARD) held the Conference on Mastering the Action Program of the Party Personnel Committee in response to the “Vietnamese use Vietnamese products” Campaign and the 2021-2030 Strategy for Sustainable Agriculture and Rural Development - vision to 2050”

The conference welcomed the attendance of Mr. Le Minh Hoan, Member of the Central Party Committee, Secretary of the Party Personnel Committee, Minister of Agriculture and Rural Development; Mr. Nguyen Hoang Hiep, Secretary of the Party Committee, Deputy Minister of Agriculture and Rural Development; Mr. Nguyen Van Truong, Deputy Secretary of the Party Committee, Ministry of Agriculture and Rural Development.

Mr. Dang Hoang Giang, General Secretary of Vietnam Cashew Association attended the Conference

Giving the opening speech, MR. Le Minh Hoan pointed out the importance of prioritizing the “Vietnamese use Vietnamese products” Campaign. He then called on officials and party members of the Ministry of Agriculture and Rural Development to develop the habit of using Vietnamese goods even when the quality and price may not hold strong competitiveness compared to imported goods.



Ông Lê Minh Hoan, Ủy viên Trung ương Đảng, Bí thư Ban cán sự đảng, Bộ trưởng Bộ NN-PTNT khơi dậy niềm tự hào tiêu dùng sản phẩm.

Starting from that act, each cadre, party member, public officer, and employee of the agricultural sector will conduct themselves into becoming “one who spread the word” so that the country’s agro-produces have more chance to radiate its signature image and color.

“After more than ten years of implementing the “Vietnamese use Vietnamese products” Campaign, the cultural beauty in production and consumption has been formed at a fundamental level, helping to nourish the people's patriotism and national pride.”

The “Vietnamese use Vietnamese products” Campaign is considered

leverage to promote all aspects of the industry value chain, from production to processing and consumption. This is also an opportunity to appreciate and spread the hidden values in each agro-product.

Mr. Nguyen Hoang Hiep, Secretary of the Party Committee, Deputy Minister of Agriculture and Rural Development believed that the agricultural sector needed to develop the campaign’s identity - one worthy of its current role and position. "The essence of the campaign is to improve the presence of domestic agro-products, increase the values and elevate the soul. To do this, we need better production, more deep processing, and more active communication among the people."



Photo: Internet

RECOGNITION, EVALUATION OF CASHEW MARKET

OF VINACAS INFORMATION COUNCIL

1 - RAW CASHEW MARKET

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

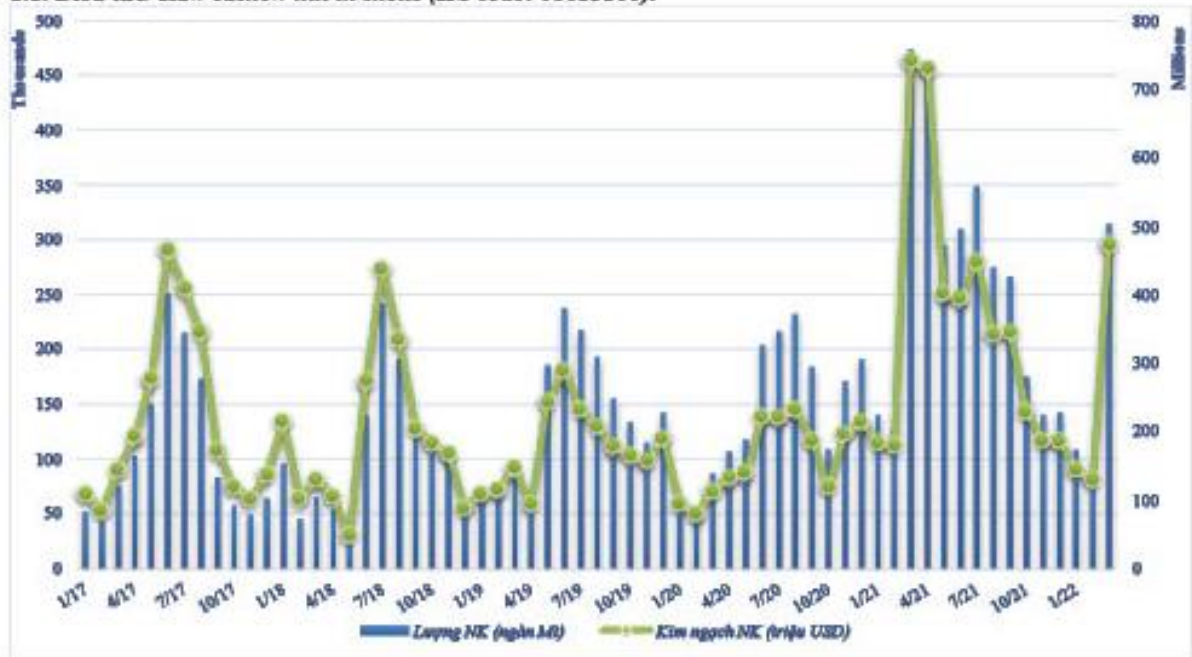
Origin	Outturn (Lb)	Nut count	Price (USD/mt)
IVC	48	200	1310 - 1335
Ghana	50	200	1355 - 1380
Ogbomosho	51	220	1380 – 1410

According to the Vinacas office, the data of raw cashew imported to the end of March 2022 compiled from the official source of the General Department of Customs is as follows:

1. Số lượng, kim ngạch và giá nhập khẩu.

Import volume, turnover and price.

1.1. Điều thô/ Raw cashew nut in shells (HS code: 08013100).



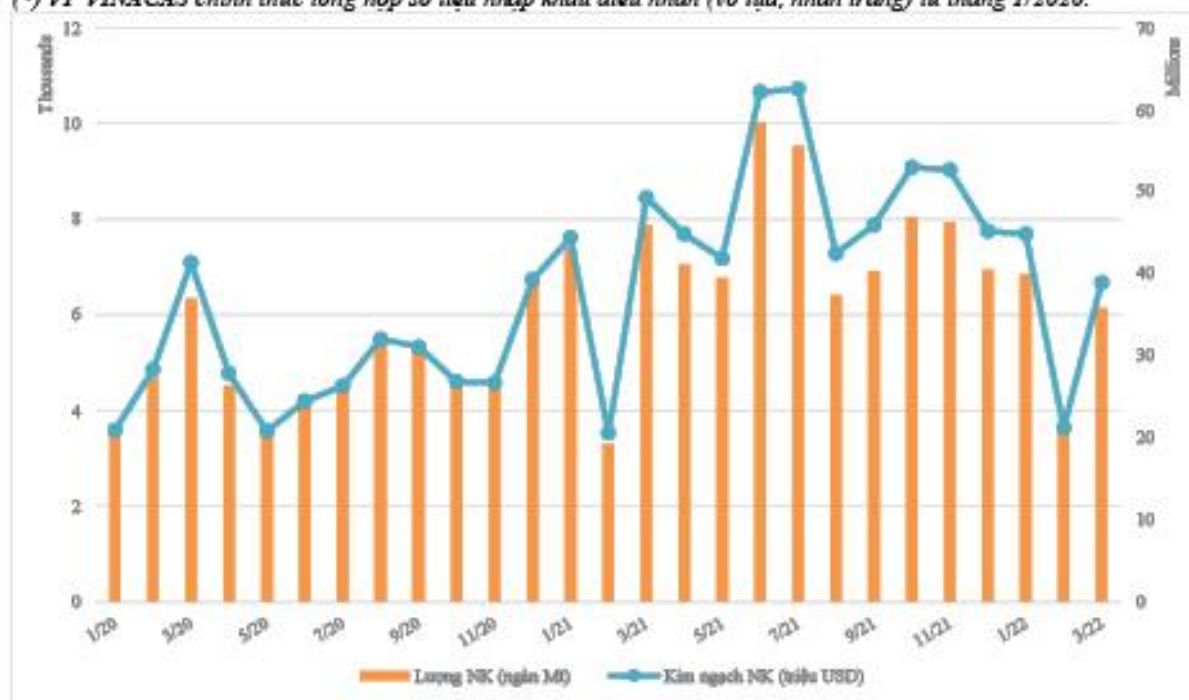
Tháng/ Month	Lượng NK/ Volume (Mt)	So cùng kỳ 2021 (%)	Kim ngạch NK/ Turnover (USD)	So cùng kỳ (%)	Giá NK BQ/ Price (USD)	So cùng kỳ (%)
1	107,538.37	-23.16%	145,392,292.56	-21.07%	1,352.00	2.71%
2	87,586.39	-30.98%	129,503,080.00	-28.31%	1,478.58	3.87%
3	314,305.70	-33.59%	474,329,151.90	-36.06%	1,509.13	-3.71%
T. công	509,430.46	-31.17%	749,224,524.45	-32.30%	1,446.57	0.76%
<i>K. hoạch năm (*)</i>	2,000,000.00	-36.51%	2,400,000,000.00	-45.09%	1,200.00	-11.80%
<i>So với K. hoạch</i>	đạt 25.47 % so với kế hoạch năm 2022		31.22 %		120.55 %	

(*) Đề xuất Kế hoạch SXKD năm 2022 của VINACAS.

1.2. Điều nhân (vỏ lụa, nhân trắng)/ Raw cashew kernel in testa (borma cashews) and white kernels
(HS code: 08013100, 08013200)

Tháng/ Month	Lượng NK/ Volume (Mt)	So cùng kỳ 2021 (%)	Kim ngạch NK/ Turnover (USD)	So cùng kỳ (%)	Giá NK BQ/ Price (USD)	So cùng kỳ (%)
1	6,843.47	-7.54%	44,862,753.99	1.02%	6,555.56	9.25%
2	3,535.90	7.06%	21,225,982.34	3.13%	6,003.00	-3.67%
3	6,136.79	-22.14%	38,940,778.28	-20.99%	6,345.46	1.48%
T. công	16,516.15	-11.14%	105,029,514.61	-8.09%	6,301.34	2.27%

(*) VP VINACAS chính thức tổng hợp số liệu nhập khẩu điều nhân (vỏ lụa, nhân trắng) từ tháng 1/2020.



2 - CASHEW KERNEL MARKET

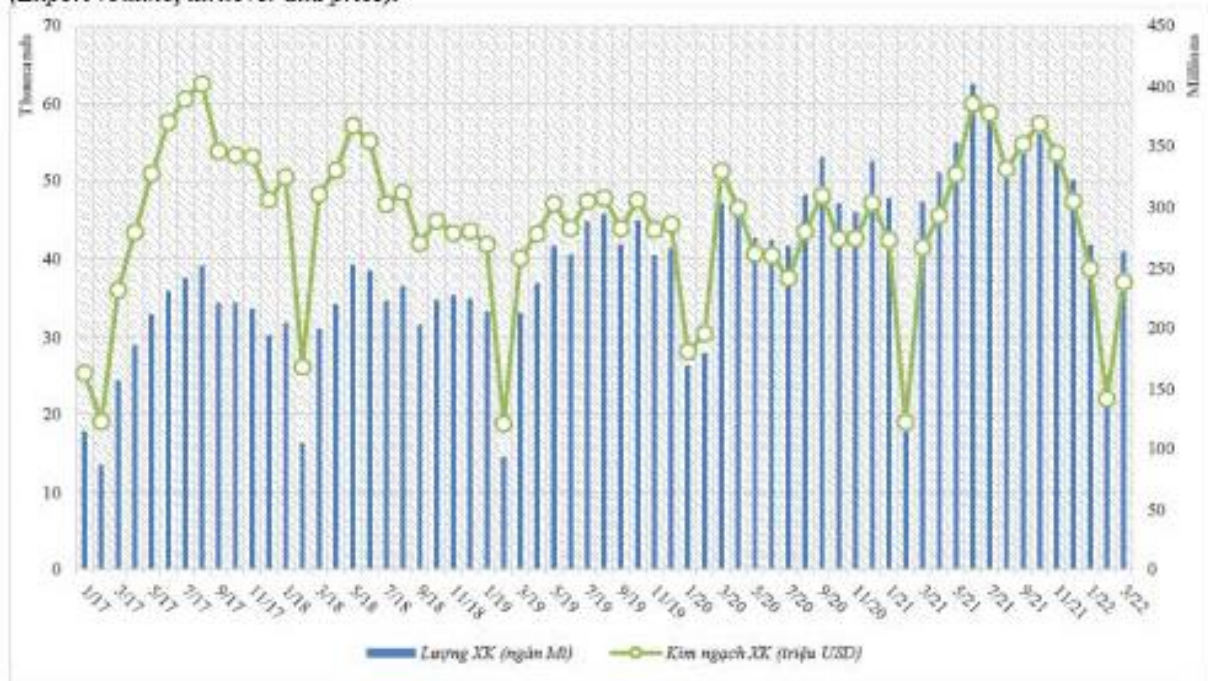
Transaction prices are recorded as follows (FOB HCM):

Types of processors	W180 (USD/Lb)	W210 (USD/Lb)	W240 (USD/Lb)	W320 (USD/Lb)	W450 (USD/Lb)	WS (USD/Lb)	LP (USD/Lb)
BRC & Smeta	3,70 - 3,80	3,35 - 3,40	2,95 - 3,05	2,90 - 3,00	2,70 - 2,75	2,20 - 2,25	1,90 - 2,00
BRC	3,65-3,70	3,30 - 3,35	2,85 - 2,90	2,80 - 2,85	2,60 - 2,65	2,15 - 2,20	1,85 - 1,90
HACCP	3,55 -3,60	3,25 - 3,30	2,80 - 2,85	2,75 - 2,80	2,55 - 2,60	2,10 - 2,15	1,80 - 1,85

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

According to the Vinacas office, the data of cashew kernels exported to the end of March 2022 compiled from the official source of the General Department of Customs is as follows:

1. Số lượng, kim ngạch và giá xuất khẩu.
 (Export volume, turnover and price).



Tháng (Month)	Lượng XK/ Volume (Mt)	So cùng kỳ 2021 (%)	Kim ngạch XK/ Turnover (USD)	So cùng kỳ (%)	Giá XK BQ/ Price (USD)	So cùng kỳ (%)
1	41,767.91	-12.72%	249,205,796.84	-8.72%	5,966.44	4.58%
2	24,961.90	13.05%	141,381,601.56	15.79%	5,663.90	2.42%
3	40,941.42	-13.70%	238,175,298.16	-10.73%	5,817.47	3.45%
T. công	107,671.23	-8.27%	628,762,696.56	-5.01%	5,815.93	3.49%
K. hoạch XK (*)	520,325.20	-14.60%	3,200,000,000.00	-14.66%	6,150.00	0.64%
So với K. hoạch	đạt 20.69 % so với kế hoạch năm 2022		19.65 %		94.57 %	

(*) Căn cứ đề xuất điều chỉnh chỉ tiêu XNK năm 2022 của VINACAS (tháng 2/ 2022).

2. Giá WW320 xuất khẩu bình quân (FOB Vietnam)
(WW320 export price / FOB Vietnam)

Tháng (Month)	Giá WW320 (USD/ Lb FOB Vietnam)			So BQ cùng kỳ 2021 (%)	So với Ấn Độ 2022 (%)	Ghi chú (*)
	Cao nhất/Max	Thấp nhất/Min	Giá bình quân: cao & thấp/ Aver. Price			
1	3.90	2.68	3.29	2.00%	-7.57%	DN FDI thấp
2	3.86	2.55	3.21	0.08%	-7.30%	Nt
3	3.88	2.55	3.21	2.28%	-10.72%	Nt (làm tròn)
Tr. bình kỳ b/c	3.88	2.59	3.24	1.45%	-8.55%	Làm tròn số

(*) Ghi chú: Chênh lệch giữa giá bán cao nhất và thấp nhất trong tháng 3/ 2022 là 1.31 USD/ lb FOB (không áp dụng giá hàng đưa vào kho ngoại quan và WW320 organic; hàng bán cho công ty mẹ ở nước ngoài; hàng gia công; hàng xuất vào thị trường đặc biệt). Giá bán cao nhất có thể từ lô hàng không đại diện cho giá thị trường chung trong tháng.



3 - EVALUATION, RECOMMENDATIONS

a. Raw cashew market

The harvested volume of raw cashews in Vietnam and Cambodia has declined and the harvest season will be wrapped up at the end of April. RCN quality is currently worse than it was at the beginning of the harvesting season.

Due to the impact of unfavorable weather, heavy rain, the harvested quantity and quality might drop compared to 2021's season.

b. Cashew kernel market

For the time being there is little pressure for processors to sell cashew kernels so the price does not decrease but tends to increase.

Some buyers from the U.S. started making purchases at rock-bottom prices. They were on the lookout for both prompt

and forward shipment orders. Some buyers were interested in purchasing large quantities of forward delivery, but sellers refused to accept any big order at the buyer's current requested price, claiming that they would not be able to break even or make a profit at this level.

c. Recommendation

Although the quality of raw cashews at the end of the season is worse than at the beginning of the season, the price is still higher. This leads to the imbalance between the price of raw cashews and cashew kernels in the market despite a slight increase in the price of cashew kernels. Following the raw cashew market trend, there is no sign to show that the price will drop in the short term.

Recommendations for members and enterprises: Do not sign any contract to sell

cashew kernels if there are no raw cashews available in stock or if the contract will not bring profits because the price of cashew kernels is likely to increase in the coming months following the increase of raw cashews price.

European buyers said that the exchange rate between the US dollar and the Euro had fallen, causing them to pay a higher price for cashew kernels than before.

INFORMATION FROM THE FOREIGN PRESS



1. THE INTERNATIONAL RAW CASHEW MARKET

IVC

From the beginning of the season, more than 500,000 tons of raw cashew nuts have been warehoused; quality reaches about 43 to 47 lbs. This year, the amount of raw cashew nuts across the border to Ghana is less than the previous year due to increased control by the Ivory Coast government.

India

The domestic raw cashew crop may not be as expected. Output may decrease slightly

Benin

On April 1, 2022, Benin's Raw Cashew Market officially opened with a floor price of 350 FCFA per kg. The local prices increased rapidly to 670-690 CFCA/kg (for 45-47 lbs).

Guinea Bissau

This year's crop was opened on April 5. According to some experts, this year's output will be equal to or higher than 2021.

2. CASHEW KERNEL MARKET

USA

In February 2022, the US imported 10,117 tons of cashew kernels; average price 6,790 USD/ton (2/2021: 12,978 tons, average price: 6,154 USD/ton)

In the first 2 months of 2022, the US imported 23,631 tons (first 2 months of 2021: 24,852 tons)

India

The demand for broken kernels continued to remain at a good level. Due to the availability of less raw cashew for processing, experts are predicting more volatile prices in the near term.

VINACAS office gathered from foreign newspapers



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Dear Members and Enterprises of the cashew industry,

From March 2021, following the direction of the leaders of the Vietnam Cashew Association, Periodic information "HẠT ĐIỀU" of VINACAS innovates the form and content to provide timely and accurately domestic and foreign market information and recommendations for members and enterprises in the industry. Enterprises synthesize other sources of information and base on their specific conditions to make decisions in production and business with the best efficiency.

In order to have a lot of reliable market information to provide members, enterprises will need many costs, while the budget of VINACAS is still limited; The Editorial Board of the Periodic information "Hạt Điều" is looking forward to receiving many comments and sponsorship to both introduce the products and the strength of their activities on the Newsletter and contribute to improving the quality of the Newsletter for more and more better respond to the needs of enterprises in the industry.

Very pleased to cooperate and accompany our Members and enterprises. Sincerely thank you !

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"Talk about cashew, think about Vietnam"