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**Report Name:** Oilseeds and Products Update

**Country:** Vietnam

**Post:** Hanoi

**Report Category:** Oilseeds and Products

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**Report Highlights:**

Vietnam continues to struggle through its fourth Covid-19 outbreak which began in May 2021. The latest, and most severe outbreak has negatively affected the livestock and aquaculture sectors, as well as total feed demand due to strict government regulations and restrictions. Post revises its forecast of soybean imports lower in MY2021/22 following the projected soybean crush due to lowering its forecast of total feed demand. Higher soybean meal exports are estimated to partially offset the soybean meal imports in MY 2020/21. Post keeps soybean meal imports estimated in MY2021/22 unchanged.

## **Executive Summary**

The widespread COVID-19 outbreaks which started in May 2021 led the Government of Vietnam (GVN) to escalate the level and scope of social distancing. This resulted in closures and reduced operations of the hotel and restaurant sectors, foodservice providers, wholesale and wet markets, processors and manufacturers, and disruptions in the agricultural food supply chains and goods circulation. Industries faced critical challenges including transportation restrictions, periodic Covid virus testing for staff and the “3-on-site” regulation which requires manufacturers to arrange lodging and food service to their staff at the facility. African swine fever (ASF) and Avian influenza outbreaks remain a threat for backyard and small-scale farmers. Besides that, high local commercial feed prices due to strong feed ingredient prices and reduced live weight hog and poultry prices slowed down herd repopulation efforts.

Post lowers Vietnam total feed demand estimates down to 26.2 million tons in MY2020/21 and 27.5 million tons in MY2021/22. Post also revises Vietnam soybean import estimates down to 1.9 million tons in MY2020/21 and 2.05 million tons in MY 2021/22. Following expected recovery from Covid-19 in MY2021/22, domestic soybean crush for soy oil and soybean meal (SBM), and soybean demand for food use are projected to drive soybean imports in MY2021/22.

Soy oil demand is increasing due to more home cooking. Higher palm oil demand in processing sectors is offset by the lower palm oil demand in the foodservice sector due to closures of restaurants, hotels and canteens caused by the COVID-19 outbreaks. Post revises its estimates of total vegetable oil consumption in MY2020/21 and MY2021/22 due to increasing palm oil exports.

## OILSEEDS SITUATION AND OUTLOOK

### Soybean

#### Production

According to MARD, Vietnam soybean planted area as of August 31, 2021, was 35,900 hectares, a reduction of 7 percent compared to the same period of the previous year. The decline in soybean planted area in MY2020/21 is a part of an overall trend of Vietnamese farmers switching to more profitable crops such as various fruits and vegetables that are grown for both export and domestic consumption. Low average yield at 1.58 tons per hectare and fragmented production make local soybeans uncompetitive with lower priced imported soybeans.

Post revises its estimates of soybean production in MY2020/21 up to 61,000 metric tons on a planting area of 39,000 hectares and forecasted production in MY2021/22 to 55,000 metric tons on a projected 35,000 hectares of planting area. This is due to MARD's target to accelerate the winter crops area 2021 in the north of Vietnam including soybeans, corn, potato, and legumes in a recent meeting between MARD and northern provinces in late August 2021.

**Table 1: Soybean Production**

	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021*</b>	<b>2022*</b>
Crop area (thousand ha)	53.3	49.5	41.7	39	35
Crop yield (MT/ha)	1.52	1.53	1.58	1.58	1.58
<b>Total production (TMT)</b>	<b>80.8</b>	<b>75.9</b>	<b>65.7</b>	<b>61</b>	<b>55</b>

*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 has two industrial soybean crushing facilities, one located in the south and the other in the north of Vietnam. The demand for soybean crush is driven both by the need for meal for animal feed and demand for soy oil.

The Covid-19 outbreak that started in May 2021 created challenges for the crushers including transportation restrictions, periodic Covid virus testing for staff, and the “3-on-site” regulation which requires manufacturers to arrange lodging and food service for their staff at the facility compound to continue operation. These measures drove increases in production and operation costs and created uncertainty for delivery to customers. These led to decline of purchasing orders from domestic feed millers and oil processors since late July according to contacts.

Post revises down the MY2020/21 <sup>1</sup>and MY2021/22 soybean crush to 1.3 MMT and 1.4 MMT respectively. This reflects the forecasted crushing volume of both facilities.

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<sup>1</sup> Marketing Year (MY) of soybean, soybean meal and soy oil are from January 1 to December 31

### **Food Use Consumption**

Post revises down soybean consumption for food use in MY2020/21 to 450,000 metric tons due to closures of bulk soymilk processors, wholesale and wet markets, schools, and industrial canteens because of Covid-19 outbreaks and related restrictions.

Post keeps forecast soybean consumption for food use in MY2021/22 at 520,000 metric tons due to expected reopening and recovery of food services, industrial and processing zones, traditional food supply chains, and potential soymilk exports to foreign markets.

Packed soymilk products with brand name FAMI of the largest producer, Vinasoy, obtained access to Japan and China markets in June 2021 according to local media. Thai Corp International, owner of Ichiban products, also reported their expansion plan of soy-based products including tofu and soymilk products in Vietnam after good growth of soy-based products in the last few years and projected strong demand in Vietnam in the years to come.

Due to Covid-19 outbreaks, a soybean trader for food use had to delay establishment of a processing factory in a northern province to produce soy-based products focusing on tofu and soymilk. However, they are expected to start the operation in mid CY2022, according to the contact.

### **Feed, Seed, Waste Consumption**

Due to Covid-19 outbreaks, local swine and poultry producers have faced various challenges and uncertainties since April 2021 that led to lowering repopulation rate. First, as of 31 August, the commercial animal feed prices were up by over 20 percent compared to the prices in January due to higher prices of ingredients. Second, farm-gate prices of live-weight swine and poultry went down. The white broiler price in the southern farms was at only 0.25 USD per kilogram that was much lower than the production cost. Local supply disruptions including transportation restrictions and closures of wholesale markets and slaughterhouses slowed down repopulation efforts which subsequently led to closures of animal breeding facilities. Since May 2021, according to a contact at the Vietnam Poultry Association, household farmers did not want to repopulate swine and poultry due to higher input costs, uncertainties, and lower product prices. Overall, Post estimates a reduction of total animal feed demand in 2021 compared to the previous year. A post Covid-19 recovery in animal and feed production is projected to start happening in early 2022.

Post revises down the MY 2020/21 estimate of soybeans for feed consumption to 150,000 tons and keeps the MY2021/22 forecast of soybeans for feed consumption at 180,000 tons. These reflect forecasted animal feed demand.

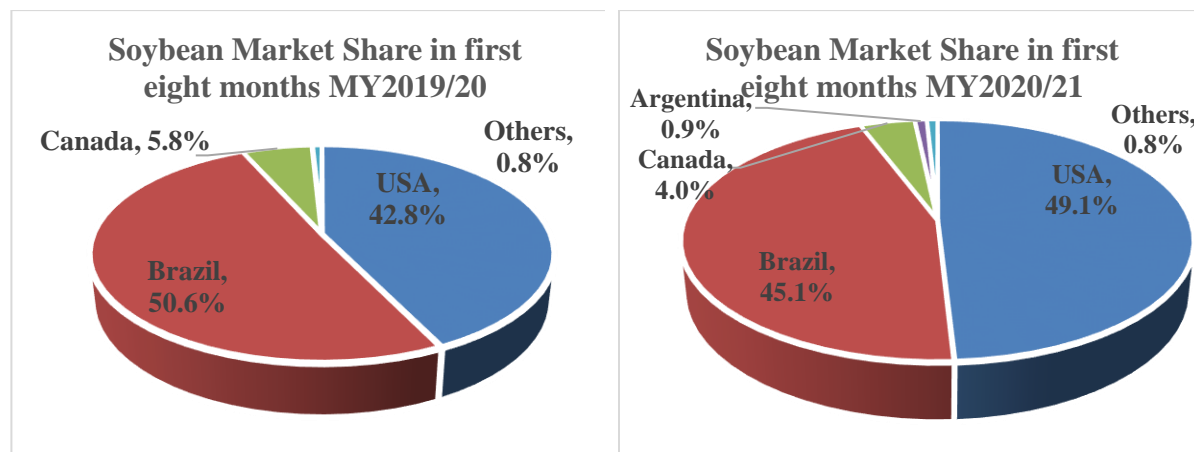
## **Trade**

### **Imports**

According to Vietnam Customs, Vietnam soybean imports as of August 31, reached 1.39 million metric tons (tons), an increase of five percent compared to the same period in MY2019/20. The two local soybean crushing facilities have driven the increase of soybean imports into Vietnam. The United States is the largest soybean exporter with 49.1 percent of the market share and Brazil held 45.1 percent of market share.

**Table 2: Soybean Supplier Market Share (percentage)**

Country	2017	2018	2019	2020	2020 (Jan-Aug)	2021 (Jan-Aug)
United States	46.7	72.9	44.3	49.7	42.8	49.1
Brazil	37.4	17.7	38.7	39.3	50.6	45.1
Canada	11.8	6.9	8.7	5.9	5.8	4
Argentina	0.1	0	7.1	3.8	0	1

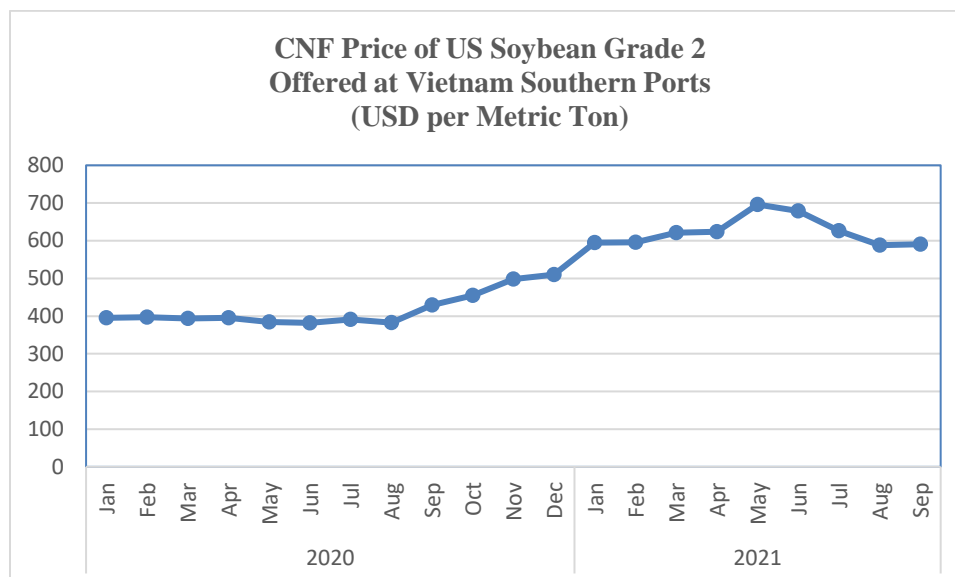


Source: Vietnam Customs published at <https://www.customs.gov.vn>

Post revises down estimates of soybean imports to 1.9 million tons and 2.05 million tons in MY2020/21 and MY2021/22 respectively. The two local soybean crushing facilities are projected to continue to drive the increase of soybean imports into Vietnam in MY2021/22. Post forecasts an increase of imported soybeans for food use in MY2021/22 due to expected rebound from Covid.

#### ***Strong prices and logistics constraints lowered import soybeans arrival in MY2020/21***

The below price graph shows the cost and freight offered price of imported soybeans to Vietnam has increased significantly since October 2020. According to Agricensus, soybean futures remain strong. Moreover, high freight costs, container shortages, and loading and discharging issues due to Covid impacts on operation of ports also are constraints for imported goods. According to a local soybean trader, it takes four months for the arrival of their soybean container consignments in Vietnam - they were notified of the loading notification in June and the arrival notification in late September. These factors create uncertainties for soybean traders and importers when making purchasing decisions.



*Source: USSEC-Vietnam Representative Office  
Offered CNF price at the day 10 of the month.*

## Policy

On March 31, 2019, the Ministry of Agricultural and Rural Development (MARD) Plant Protection Department (PPD) announced a zero-tolerance policy for soybean and wheat shipments containing the weed seed *Cirsium arvense*. This policy has created uncertainty for exporters, importers, and the Vietnamese feed and flour milling industries. On December 25, 2020, Vietnam issued the Circular 15 promulgating the National Technical Regulations (NTR) 192 on the phytosanitary requirements for imported regulated articles. NTR 192 sets a zero tolerance on all quarantine pests regulated under Circular 35/2014/TT-BNNPTNT issued in 2014 including *Cirsium arvense*. Please refer to the [GAIN report VM-2020-0128](#) for further information. The Circular 15 entered into force on June 25, 2021.

## Peanuts

### Production

Post keeps the peanut production forecasts at 412,500 tons in MY 2020/21<sup>2</sup> and at 400,000 tons in MY2021/22 based on decreases in planted area as farmers switch from peanuts to more profitable crops such as various fruits and vegetables.

According to MARD, peanut planted area was 155,000 hectares (Ha) as of August 31, 2021, a drop of two percent in area compared to the same period of previous year. Peanut growing area is declining in

<sup>2</sup> Marketing Year (MY) of peanut is from January 1 to December 31.

the major peanut planting areas in the northern and central provinces of Vietnam due to low yield and less competitive prices than imported peanuts.

**Table 3: Vietnam's Peanut Production**

	2017	2018	2019	2020	2021*	2022*
Crop area (thousand ha)	195.6	185.7	176.8	170	165	160
Crop yield (MT/ha)	2.35	2.47	2.48	2.5	2.5	2.5
Total peanut production** (TMT)	459.6	458.7	438.8	425.5	412.5	400

Source: GSO, MARD

\*Post estimate

\*\*in-shell basis

## Crush

Post keeps the forecasts of peanut crush volume at 32,000 tons in MY2020/21 and 33,000 tons in MY2021/22. This reflects the estimated peanut oil production with a low oil extraction rate of 0.26 due to the small-scale production and limited crushing technology. The domestic peanut oil price is not competitive with other veg oils for family cooking, industrial canteen cooking or the food services. A northern peanut crusher, who used to have a brand name peanut oil, transferred their crushing machine to the central highlands as peanut oil was not competitive with other oils. Currently, domestic peanut oil is about five USD per litter while other veg oils range from USD 1.5 to 2.5 a litter.

**Table 4: Peanut Oil Production**

	2017	2018	2019	2020	2021*	2022*
Peanut oil production (MT)	7,316	7,423	7,605	7,900	8,200	8,500

Source: GSO, \*Post estimate

## Food Use Consumption

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

Closures of hotels, restaurants, foodservice providers, street vendors, wholesale and wet markets, and small retail stores due to social distancing regulations and restrictions during Covid outbreaks in 19 southern provinces and Hanoi led to a reduction in in-shell and shelled peanuts domestic consumption.

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 formats, while modern retailers, including supermarkets and hypermarkets, sell packaged raw shelled peanuts. Foodservice providers and food processors purchase peanuts in bulk.

Post revises down total peanut consumption estimate to 480,000 tons in MY2020/21 and forecast up to 520,000 tons in MY2021/22 due to expected recovery from COVID-19.

## Trade

### Imports

According to Vietnam Customs, as of August 31, Vietnam imported 158,000 thousand tons of peanuts (in-shell basis), down one percent compared to the same period of previous year. India and Madagascar are the largest suppliers to Vietnam with 64 percent and 20 percent of total market share respectively. U.S. exports of peanuts to Vietnam reached 3,300 tons, equivalent to about three percent of the market share. India is a major supplier in the first half of the year while Madagascar usually exports peanuts to Vietnam in the second half.

A drop of Vietnam imported in-shell peanuts in the first eight months of MY 2020/21 reflects the closures and limited operation of foodservice providers, restaurants, and hotels. An increase of 9 percent of imported shelled peanuts reflects local demand for food processors for local consumption and exports in the first half of the year. According to Trade Data Monitor, global exports of prepared and preserved peanuts (HS code 200811) to Vietnam, including peanut butter, are negligible.

Post revises Vietnam's peanut (in-shell basis) import estimate to 240,000 tons in MY2020/21 because projected increasing demand of shelled peanuts for processing can offset decreasing demand for in-shell peanuts. Post revises Vietnam's peanut import forecast to 270,000 tons in MY2021/22 with the expected rebound from Covid and the estimated decrease in production.

**Table 5: Vietnam's Peanuts Imports, by HS code**

<b>Year</b>	<b>2020</b>	<b>2020 (Jan-Aug)</b>	<b>2021 (Jan-Aug)</b>
Total in-shell peanut (MT) ( <i>HS code 120241</i> )	16,304	15,233	106
Total shelled peanut (MT) (in-shell basis) ( <i>HS code 120242</i> )	228,305	144,962	158,264
<b>Total peanut imports (in-shell basis) (MT)</b>	<b>244,609</b>	<b>160,195</b>	<b>158,375</b>

*Source: Vietnam Customs and Post's calculation*

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

### Exports

Vietnam exported 93,400 tons of peanuts (in-shell basis), as of August 31, according to Vietnam Customs, up 21 percent compared to the same period of the previous year. Vietnam's main export market is China, accounting for 98 percent of total exports. This is due to China's high consumption demand and proximity advantage. A strong increase of in-shell peanuts exports in the first eight-month of 2021 reflects lower local in-shell peanuts consumption due to closures of "bia hoi" restaurants, street vendors and wet markets due to Covid-19.

According to TDM, as of July 31, Vietnam exported 2,737 tons of prepared and preserved shelled peanuts (HS code 200811), down 16 percent compared to the previous year. Taiwan is the main export market of peanut butter from Vietnam.

Vietnam imports peanuts for border trade with China and Post forecasts in MY2021/22 that this trade will increase due to the recovery from COVID-19.



Post revises up forecasts of peanut exports to 150,000 tons in MY2020/21 and MY2021/22 due to projected strong demand from China.

**Table 6: Vietnam Peanut Exports, by HS Code 200811**

Year	2017	2018	2019	2020	2020 (Jan-July)	2021 (Jan-July)
Shelled peanut exports (MT) (HS code 200811)	3,942	3,924	4,774	5,552	3,074	2,058
<b>Total peanut exports (in-shell basis) (MT)</b>	<b>5,243</b>	<b>5,219</b>	<b>6,349</b>	<b>7,384</b>	<b>4,088</b>	<b>2,737</b>

Source: TDM<sup>3</sup>

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 7: Vietnam's Peanuts Exports, by HS code**

Year	2020	2020 (Jan-Aug)	2021 (Jan-Aug)
Total in-shell peanut (MT) (HS code 120241)	15,666	1,352	13,690
Total shelled peanut (MT) (in-shell basis) (HS code 120242)	94,890	75,887	79,711
<b>Total peanut imports (in-shell basis) (MT)</b>	<b>110,556</b>	<b>77,239</b>	<b>93,401</b>

Source: Vietnam Customs and Post's calculation

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

## Copra

### Production

Vietnam's coconut planting area was about 182,400 hectares in CY 2020, according to the General Statistics Office (GSO). Ben Tre province is the largest coconut planting province, accounting for about 42 percent of the total planting area, and is where Ben Tre Coconut Association, a major coconut producers and processors association is located. Vietnam does not produce much copra for coconut oil crushing due to low domestic demand. There is higher demand for other coconut products such as coconuts in the inner shell, fresh coconuts, coconut milk, coconut powder, and desiccated coconuts for export and domestic consumption.

In June 2021, Ben Tre Department of Agriculture and Rural Development reported in local media that total provincial coconut planting area was up 2.3 percent to more than 74,000 hectares compared to June 2020. The increased planting coconuts areas are mostly for the "Dua xiem" variety used as fresh

<sup>3</sup> 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.

coconuts for domestic markets. The Department reported that coconut farmers are concerned about the continuing damages of the coconuts due to pests.

The coconut black headed caterpillar (*Opisina arenosella*) was discovered in Ben Tre Province in July 2020. According to a weekly pest report of Plant Protection Department/MARD, so far about 666 hectares in Ben Tre, Soc Trang, Kien Giang and Tra Vinh have reportedly been infected. The pest damages coconut leaves and nuts, and then can possibly kill the trees. Treatment and technical assistance are ongoing with engagement of research institutes and universities.

Post keeps forecasts of the average coconut yield at 9,000 nuts per hectare and maintains that the coconut harvested area is 10,000 hectares lower than planted area. This is 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.

Post keeps copra production forecasts at 14,000 tons in both MY2020/21 and MY2021/22 based on the estimated coconut oil production.

**Table 8: Coconut and Copra Production**

	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2021*</b>	<b>2022*</b>
Coconut planting area (thousand ha)	175	178	182.4	186	190
Coconut harvested area (thousand ha)	165	168	172	176	180
Average coconut yield (nuts/ha)	8,982	9,149	9,000	9,000	9,000
Coconut production (million nuts)	1,482	1,537	1,512	1,530	1,530
Coconut Oil production (MT)	9,000	8,000	9,000	9,000	9,000
Milling Copra Consumption for coconut oil crushing (MT) ***	14,000	12,000	14,000	14,000	14,000
Total Estimated Copra Production (MT)***	14,000	12,000	14,000	14,000	14,000

*Source: MARD, GSO, 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 coconuts products for both food and industrial uses for both the export and domestic markets.

## **Industrial Use**

Ben Tre is one of 19 provinces in southern Vietnam under strict social distancing regulations and restrictions beginning late July 2021 due to Covid outbreaks. Coconut processors in Ben Tre province had to follow the 3-on-site government regulations. Together with transportation restrictions, some

local processors reduced their processing capacity to 20 to 40 percent compared to the normal usual operation, according to the local media.

There are 11 copra crushing plants in Ben Tre province including Luong Quoi and Beinco, with a total estimated annual production capacity of 10,000 tons of crude oil and 3,000 tons of virgin coconut oil for domestic and export markets. Post forecasts copra crush volume at 14,000 tons in both MY2020/21 and MY2021/22. 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 copra/coconut oil, and fresh coconut juice.

According to the Ben Tre Coconut Association, about 16 percent of Vietnam's total coconut planting area (equivalent to about 30,000 hectares) is a coconut variety, called "Dua xiem" in Vietnamese. This coconut is used for fresh coconuts for domestic markets in Ho Chi Minh, Hanoi, and the Southern and Central Highland provinces. The rest of planting area contains other varieties of coconut trees suitable for mature coconuts and coconuts in the inner shell used for direct exports and for further processing into other coconut products including desiccated coconuts, coconut milk, coconut jelly, coconut candy, butter, and for selling in traditional wet markets across the country for cooking.

### **Trade**

Vietnam continues to import and export a negligible volume of copra while instead focusing on other coconut products. According to TDM, as of July 31, 2021, Vietnam imported about 12,000 tons of coconuts in the inner shell and 21,000 tons of coconuts, other than desiccated, a small decrease compared to the same period of the previous year due to Covid impacts on the processors in August and September 2021. Indonesia was the main supplier to Vietnam.

**Table 9: Vietnam's Coconut Product Imports**

*Unit: MT*

<b>Product group</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2020 (Jan-July)</b>	<b>2021 (Jan- July)</b>
Desiccated coconuts (HS code 080111)	463	203	633		
Coconuts in the inner shell (Endocarp) (HS code 080112)	214	726	34,928	14,093	12,082
Coconuts, other than desiccated (HS code 080119)	539	2,677	86,903	24,648	21,262
Copra (HS code 120300)	49	271	71	36	0
Coconut fibers (HS code 530500; 530511; 530519; 530810)	2,393	1,926	3,978	3,000	3,200

*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 seven months of 2021

Vietnam's desiccated coconut exports were up two times to 15,482 tons compared to the same period of the previous year, with main exports markets including Thailand, China, and the United States. In the first seven months of CY2021, Vietnam also exported 82,000 tons of coconut products other than desiccated coconut of which 83 percent went to Thailand. Vietnam's exports of coconuts in the inner shell also reached 83,000 tons. China is the largest importer with 93 percent of market share. Vietnam continues increasing coconut milk exports to Thailand reaching 29,000 tons in the first seven months of CY2021.

**Table 10: Vietnam's Coconut Product Exports**

*Unit: MT*

<b>Product group</b>	<b>2018</b>	<b>2019</b>	<b>2020</b>	<b>2020 (Jan-July)</b>	<b>2021 (Jan-July)</b>
Desiccated coconuts (HS code 080111)	18,678	20,327	15,031	7,640	15,482
Coconuts in the inner shell (Endocarp) (HS code 080112)	98,133	229,750	104,979	64,709	83,392
Coconuts, other than desiccated (HS code 080119)	62,851	119,866	199,020	139,074	81,995
Copra (HS code 120300)	0	0	2	0	0
Coconut fibers (HS code 530500; 530511; 530519; 530810)	117,726	109,886	88,567	49,118	52,324
Coconut milk (HS code 21069099) *	36,822	38,593	46,982	28,660	29,160

*Source: TDM*

*\*Coconut milk exports to Thailand*

The EU-Vietnam Free Trade Agreement (EVFTA), which entered into force on August 1, 2020, lowers import duties of coconut products into the EU. Therefore, according to an industry source, coconut product exports to the EU are expected to increase. According to TDM, Vietnam exports of desiccated coconuts and coconuts in the inner shell rose by 86 percent and 35 percent respectively in the first seven months of CY2021.

Post maintains forecasts an increase of exports of coconut products in MY2020/21 and MY2021/22.

## **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 keeps the rapeseed cultivation area to remain constant at 1 thousand hectares for MY2021/22<sup>4</sup>.

### **Consumption**

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<sup>4</sup> Marketing Year (MY) of rapeseed, rapeseed meal and rapeseed oil are from October to September.

Aside from the tourism industry, rapeseed is also used for oil extraction at the household level. Therefore, Post estimates very low rapeseed consumption to continue in MY2021/22.

## MEALS SITUATION AND OUTLOOK

### Soybean Meal

#### Production

Post forecasts MY2020/21 and MY2021/22 SBM production at 1,015 MMT and 1,093 MMT respectively. This reflects the forecasted soybean crushing volume at the two crushing facilities.

**Table 11: Vietnam's Soybean Meal Production**

	2018	2019	2020	2021*	2022*
Total Local SBM Production (TMT)	960	937	976	1,015	1,093

Source: Local Producers, \*Post estimate.

#### Feed Consumption

***Post revises feed consumption forecasts to shrink in MY2020/21 and MY2021/22 due to government restrictions and supply chain disruptions because of COVID-19 outbreaks***

The mass COVID-19 outbreaks which started in May 2021 led the Government of Vietnam (GVN) to escalate the level and scale of social distancing, leading to the closures and reduced operations of the hotel and food service sectors, factories, and disruption in the agricultural food supply chains and goods circulation. Bac Ninh and Bac Giang provinces, two large animal and feed production areas in the north of Vietnam, were in strict social distancing in May and June while all 19 southern provinces were put under strict social distancing beginning July 19 to fight COVID-19 outbreaks. Most of the wet and wholesale markets in HCMC, which account for a major portion of food sales, were shut down. Hanoi also began strict social distancing on July 24 which included the temporary closures of some wholesales markets. Transportation crossing provinces remains very challenging due to different restrictions and regulations applied among provinces depending on their Covid outbreak situations including driver's Covid testing requirements and travel pass requirements at the checkpoints. The "3-on-site" regulation requires manufacturing companies to provide lodging and food to their staff at the factory compound to continue operation. These requirements delayed deliveries and increased costs for producers, processors, and farmers. Moreover, a large migration of factory workers from the south traveling back to their hometown due to their shut-down and downscale operation is projected to lead staff shortages once re-openings do occur. In short, these measures have negatively impacted agricultural and food supply chains and production at industrial and household levels throughout Vietnam. Post projects the impact to continue until the first half of 2022.

According to MARD, small-scale swine holders delayed their repopulation due to higher feed prices and lower live-weight hog prices. As of August 31, according to local contacts, compound swine feed prices were up 20 percent compared to January 1 and live-weight hog prices were down more than 30 percent compared to March. In the first half of CY 2021, ASF outbreaks occurred in 29 provinces at small-scale swine farms, leading to the culling of more than 62,000 pigs, according to MARD. ASF remains a threat for backyard and small-scale swine farmers. The commercial feed prices will continue to stay strong due to projected strong prices of feed ingredients. The current live-weight hog price is not attractive for smallholders to restock.

Poultry farmers even faced more constraints since last year when an oversupply led to low prices of broilers, and poultry feed prices went up by 25 percent, which discouraged many of them to restock. According to local media, white broiler gate prices are at a 0.25 USD per kilogram, which is lower than the production cost. Like the swine industry, the poultry industry also experienced disruptions in the market and supply chain due to COVID-related social distancing, especially in southern Vietnam, leading to high stocks. Large-scale poultry producers faced difficulties in sales due to closures of slaughterhouses in the south of Vietnam. Consequently, many poultry farms tried to liquidate their herds early to reduce losses, scale down or chose not to restock their herds. According to the Vietnam Poultry Association, about 45-50 percent of poultry farms are leaving their barns empty or suspending restocking operations. Avian influenza outbreaks occurred in 25 provinces, leading to the death, and culling of 318,726 birds.

According to MARD, in the first eight months of CY2021, hog and poultry populations increased by 4.5 and 4.2 percent respectively, compared with the previous year. However, the Vietnam Poultry Association (VIPA) estimated that the poultry population in May 2021 was down by 30-36 percent compared to the end of 2020, and egg numbers also were down by 20 percent.

The above negative dynamics will likely weigh on the livestock industry, especially for the poultry sector, and hamper its growth in the second half of CY2021. These also delayed possible investments from large-scale farm-feed-food producers in the short-run.

The aquaculture and seafood processors also experienced similar constraints during the past several months of social distancing, stemming from the “3-on-site” regulation and restrictions in movement of people as well as transportation of goods. Local media quoted MARD that only 70 percent of the seafood processing factories were able to comply with the “3-on-site” regulation, and many of them were operating at only 30-50 percent of their usual capacity.

According to MARD, exports of pangasius and shrimp products in the first eight months of CY2021 increased by 9.9 percent and 7.7 percent in value compared to the same period of the previous year. As of August 31, MARD reports that pangasius and tiger prawn production in Mekong Delta was down by 1 and 2 percent respectively compared to the same period of CY2020. White leg shrimp production was up 10 percent to 395,000 tons nationwide. Trade contacts anticipate that exports of aquaculture products may see impacts by COVID-19 social distancing in September-October due to low stocks. Provided that COVID-19 is gradually controlled to support resumption of business and manufacturing activities in the southern provinces, exports of aquaculture products will see stable growth in the final months of CY2021 as demand remains high.

Post revises total feed demand estimates down to 26.2 million tons in MY2020/21 due to the above negative factors and up to 27.5 million tons in MY2021/22 due to an expected rebound from Covid.

In Vietnam, protein meals used for feed production are highly price sensitive, alternatives are used in feed ration formulations by feed millers based on price. Soybean meal is the major protein source in all aqua and animal feed formulation ranging from 15 to 32 percent in total ingredients.

Post also revises SBM feed consumption estimates down to 5.7 million tons in MY2020/21 following the decrease in overall feed demand and up to 6.1 million tons in MY2021/22 due to an expected rebound as the sector recovers.

## Trade

### Imports

According to TDM, as of July 31, Vietnam imported about 3.3 million tons of SBM, an increase of about four percent compared to the same period of MY2019/20. Argentina is the largest supplier accounting for almost 65.2 percent of the SBM imports due to lower prices. The second largest SBM supplier to Vietnam is Brazil accounting for 21.3 percent of the total market share. The United States is the third largest SBM supplier to Vietnam. U.S. SBM exports to Vietnam were up by almost 228 percent compared to the same period of MY2019/20. There was a surge in imported SBM from India to Vietnam in the first half of MY2020/21 due to their advantages of proximity and freight costs, according to a trade contact.

Post keeps SBM imports estimated in MY2020/21 at 5.1 million tons due to future contracts signed.

Post revise the SBM import forecast up to 5.2 million tons in MY2021/22 due to the forecasted increase in total feed demand. Increasing domestic SBM production will offset some of the SBM imports.

**Table 12: Total Soybean Meal\* Imports by Source 2017-2021 (Unit: TMT)**

	2017	2018	2019	2020	2020 (Jan-July)	2021 (Jan-July)
Argentina	4,026.7	2,850	3,948	4,091	2,581	2,148
Brazil	339.8	1,055	471	783.3	460	702
USA	440.4	763	537	182.5	94.6	310.5
India	89.4	115	26	6	2.3	107.3
China	11.6	57	5	9.4	4.5	22.3
Other countries	37.2	6	10	28.5	28.6	6
<b>Total</b>	<b>4,945</b>	<b>4,846</b>	<b>5,000</b>	<b>5,100</b>	<b>3,171</b>	<b>3,296</b>

Source: TDM data

\*Note: Soybean meal (HS code: 2304), and other residues from soybeans (HS Code: 230250), and soy flour (HS code 120810)

### Exports

In late August, the Indian Government officially permitted India to import 1.2 million metric tons of soybean meal and soy cake derived from genetically engineered soybeans through October 31, 2021. Please see details in the [GAIN Report IN2021-0102](#). According to a local trader, this is an opportunity for Vietnam's SBM traders due to difference of SBM prices between two markets and projected decreasing Vietnam total feed demand in MY2020/21. Local traders started loading SBM to vessels and containers to export to India in early September, according to a local trade contact.

Vietnam annually exports a small amount of SBM to neighboring countries, including Cambodia, Japan, the Philippines, Singapore, Laos, South Korea, Myanmar, and Taiwan. Cambodia is the major export



market as Cambodia lacks a port, making it costly to directly import SMB from other international sources.

Post revises up the SBM export estimate in MY2020/21 to 310,000 tons due to increasing SBM export opportunity to India. Post keeps SMB exports forecast in MY2021/22 at 120,000 tons due to the consistent demand from Cambodia.

## **Other Meals**

### **Production**

Post keeps estimates of copra meal production at 5,000 tons for both MY2020/21 and MY2021/22. It reflects the estimated volume of coconut oil exports.

Covid-19 impacts slowed down investments in using by-products from fish and shrimp processors to produce fishmeal and other added value products such as collagen and gelatin. 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. Vietnam needs more investments in research and development to produce high quality products from those by-products, according to the Vietnam Association of Seafood Exporters and Producers (VASEP).

Most fishmeal producers in Vietnam are located in the south, in close proximity to input suppliers at the fishing ports and the fish processors, including catfish processors. Post keeps fishmeal production estimates in Vietnam at 450,000 tons in MY2020/21 due to zero growth in aquaculture fish production and consistent anchovy catch. Fishmeal production is forecast to increase to 460,000 tons in MY2021/22 due to a forecasted 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 MY2020/21 were 61,500 tons, down 40 percent compared to the same period of MY2019/20 due to projected decreasing shrimp and fish export and slow animal repopulation. Significant fishmeal imports started decreasing from March 2021. South Korea, Peru and Senegal are the top three fishmeal suppliers to Vietnam.

Post revises fishmeal imports estimates down to 155,000 tons in MY2020/21 and up to 165,000 tons in MY2021/22<sup>5</sup> due to the forecasted feed demand for shrimp, fish, sows, and piglets.

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<sup>5</sup> Marketing Year (MY) of fishmeal is from January 1 to December 31.

According to TDM, Vietnam's rapeseed meal imports were 123,000 tons in first nine months of MY2020/21, an increase of 5 percent compared MY2019/20. India is the largest supplier of rapeseed meal to Vietnam with 97 percent of total market share.

Copra meal imports were 19,700 tons in the first five months of MY2020/21, zero growth compared to the previous year. Indonesia and the Philippines were two major suppliers of copra meal to Vietnam.

Post revises rapeseed meal imports forecasts in MY2020/21 down to 155,000 tons and up to 160,000 tons in MY2021/22 following the estimated total feed demand. Post revises copra meal imports estimates in MY2020/21 down to 33,000 tons and up to 40,000 tons in MY 2021/22 following the estimated total feed demand.

### **Exports**

Fishmeal exports reached 135,000 tons in first seven months of MY2020/21, up 39 percent compared to the same period of the previous year due to low domestic demand for aqua feed for shrimp and fish. China remains the largest market. Significant increases in fishmeal exports started from March 2021.

Post revises downward fishmeal export estimates in MY2020/21 and MY2020/22 at 190,000 tons, with China being the largest export destination. Vietnam exports low-protein fishmeal, while importing high-protein fishmeal.

## OILS SITUATION AND OUTLOOK

### Production

Post revises up total Vietnam refined vegetable oil production to 1.42 million tons in MY2020/21 and 1.5 million tons in MY2021/22 due to increasing domestic consumption and exports.

Local media reports that in June 2021 there was a groundbreaking event to establish a new rice bran oil facility in Dong Thap province, south of Vietnam, with total design processing capacity at 100,000 tons of rice bran a day. It is expected to start its operation after 12 months since groundbreaking.

Post revises crude soy oil production forecast to increase to 266,000 tons due to forecasted increasing soybean crush and rice bran oil production increase to 24,000 tons in MY2021/22. According to sources in the oil industry, rice bran oil production continues to increase due to higher demand for home cooking and its high quality and economical price.

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

Year	2018	2019	2020	2021*	2022*
Refined vegetable oil (TMT)	1,160	1,253	1,347	1,420	1,500

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

### Food Consumption

Palm oil is used widely in the food service and food processing sector because of its low price. Widespread closures of restaurants, hotels, and canteens in industrial zones along with school closures due to COVID-19, reduced palm oil consumption in the foodservice industry in MY2020/21. Higher use of palm oil in the food processing sector offset its lower use in food service, according to an oil industry source. The media reported that the latest survey of Nielsen Vietnam shows the rate of domestic instant noodles consumption increased by 67% due to the impact of the COVID-19 pandemic, and Vietnam instant noodles exports to more than 40 foreign markets are increasing. At the same time, soy oil, palm oil and rice bran oil consumption are increasing due to a switch to increased home cooking.

Post revises its estimates of refined vegetable oil consumption at 1.23 million tons in MY2020/21 and about 1.3 million tons in MY2021/22 as the food service and tourism sectors rebound. There is room for oil consumption growth 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 14: Imported Vegetable Oils to Vietnam (thousand metric tons - TMT)**

Year	2019	2020	2020 (Jan-July)	2021 (Jan-July)	2021*	2022*
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Palm oil	870	1,005	519	503	1,000	1,050
Soy oil	45	45	23	27	50	50
Rapeseed oil	2	4	1	2	4	4
Coconut oil	3	4	2	2	4	4

Source: TDM

\* Post estimates

According to TDM, as of July 31, Vietnam imported 503,000 tons palm oil, down 3 percent compared to the same period of the previous year due to Covid outbreaks that impacted the foodservice and tourism sectors. Palm oil accounted for about 94 percent of total vegetable oil imports in the first seven months of MY2020/21 due to its low price.

Due to higher price of palm oils compared to fish oil, feed millers use fish oil as an ingredient in animal feed rations. On average about one percent of the ration is fish oil, according to a feed miller.

Post revises up estimates of palm oils imports in MY2020/21 to 1 million tons due to projected higher use of palm oil in family cooking, food processing, and estimated increasing exports and MY2021/22 palm oils imports forecasts to 1.05 million tons due to expected rebound and recovery.

Post revises soy oil import estimates up to 50,000 tons in both MY2020/21 and MY2021/22 because of increasing soy oil consumption.

### **Exports**

According to an update published by the Vietnam Industry and Trade Information Center, Ministry of Industry and Trade, in the first half of CY2021 Vietnam vegetable oil exports were up 129 percent in value compared to the same period of CY2020. The top four export markets were Cambodia, Korea, Malaysia, and the United States. Major Vietnam vegetable oils exports were palm oil, soy oil and coconut oil of which palm oil and soy oil exports accounted for 49.5 percent and 32 percent respectively in the total exports in value. Vietnam vegetable oils exported to Cambodia and Korea accounted for 38.3 percent and 20.8 percent in the total exports in value.

According to TDM, as of July 31, Vietnam exported about 35,000 metric tons of soy oil with Korea as a major importer with 77 percent of total market share while the United States, Canada and China were top three importers of Vietnam coconut oils. The table below shows that Vietnam exported soy oils and palm oils to Cambodia were an increasing trend in the last three years.

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

Year	2016	2017	2018	2019	2020
Palm oil	54	48	39	42	52
Soy oil	0.5	0.5	0.5	1	1.5

Source: TDM – Annual Series and Vietnam as reporter.

Post revises soy oil export estimates up to 50,000 tons in MY2020/21 and 70,000 tons in MY2021/22 due to advantages of strong soy oil price and forecasted increase in domestic soy oil production. Vietnam's soy oil exports normally happen at times of low consumption and high

production, for instance after the Lunar New Year holiday, with increased imports occurring before the holiday.

Post estimates palm oil exports up to 62,000 tons in MY 2020/21 and 72,000 tons in MY2021/22 with Cambodia as being a main export market.

Post keeps coconut oil exports at 9,000 tons in both MY2020/21 and MY2021/22.

## PSD Tables

Oilseed, Soybean Market Year Begins Vietnam	2019/2020		2020/2021		2021/2022	
	Jan 2020		Jan 2021		Jan 2022	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted (1000 HA)	50	0	50	0	50	0
Area Harvested (1000 HA)	42	42	35	39	30	35
Beginning Stocks (1000 MT)	165	165	216	177	266	238
Production (1000 MT)	66	66	55	61	50	55
MY Imports (1000 MT)	1882	1876	2000	1900	2000	2050
Total Supply (1000 MT)	2113	2107	2271	2138	2316	2343
MY Exports (1000 MT)	0	0	0	0	0	0
Crush (1000 MT)	1250	1250	1300	1300	1350	1400
Food Use Dom. Cons. (1000 MT)	519	480	520	450	525	520
Feed Waste Dom. Cons. (1000 MT)	128	200	185	150	185	180
Total Dom. Cons. (1000 MT)	1897	1930	2005	1900	2060	2100
Ending Stocks (1000 MT)	216	177	266	238	256	243
Total Distribution (1000 MT)	2113	2107	2271	2138	2316	2343
Yield (MT/HA)	1.5714	1.5714	1.5714	1.5641	1.6667	1.5714

(1000 HA) ,(1000 MT) ,(MT/HA)

Oilseed, Peanut Market Year Begins Vietnam	2019/2020		2020/2021		2021/2022	
	Jan 2020		Jan 2021		Jan 2022	
	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)	170	170	165	165	160	160
Beginning Stocks (1000 MT)	49	49	76	78	54	69
Production (1000 MT)	425	425	413	413	400	400
MY Imports (1000 MT)	202	245	228	240	260	270
Total Supply (1000 MT)	676	719	717	731	714	739
MY Exports (1000 MT)	24	110	15	150	16	150
Crush (1000 MT)	60	31	60	32	60	33
Food Use Dom. Cons. (1000 MT)	516	500	588	480	600	520
Feed Waste Dom. Cons. (1000 MT)	0	0	0	0	0	12
Total Dom. Cons. (1000 MT)	576	531	648	512	660	565
Ending Stocks (1000 MT)	76	78	54	69	38	24
Total Distribution (1000 MT)	676	719	717	731	714	739
Yield (MT/HA)	2.5	2.5	2.503	2.503	2.5	2.5
(1000 HA) ,(1000 MT) ,(MT/HA)						

(1000 HA) ,(1000 TREES) ,(1000 MT) ,(MT/HA)

(1000 HA) ,(1000 MT) ,(MT/HA)

(1000 MT) ,(PERCENT)(1000 MT) ,(PERCENT)



(1000 MT) ,(PERCENT)(1000 MT) ,(PERCENT)



(1000 HA) ,(1000 TREES) ,(1000 MT) ,(MT/HA)

(1000 MT) ,(PERCENT)

**Attachments:**

No Attachments