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Coffee Annual

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Report Highlights:

Post's initial coffee production forecast for marketing year (MY) 2015/16 is 28.67 million 60-kg bags (bags), or 1.72 million metric tons (MMT) of green coffee beans, due to good flowering and cherry setting. Post's initial green bean export forecast for MY 2015/16 is 25.5 million bags, or 1.53 MMT.

Post also revises its coffee production estimate in MY 2014/15 down to about 28.17 million (bags), or 1.69 MMT of green coffee due to lower yield from what has been described as a down year, following record MY 2013/14 production. The total coffee export estimate for MY 2014/15 is revised down to 26.43 million bags, or 1.59 MMT Green Bean Equivalent (GBE) due to decreased exportable supplies more than offsetting increased soluble exports.

Executive Summary:

Coffee cultivated area continues to expand in some areas of Lam Dong and Dak Nong Provinces in the current crop, but has decreased in some areas of Gia Lai Province due to competition from other crops such as black pepper. Post maintains its estimate (taking into account updated information from the Ministry of Agriculture and Rural Development (MARD), Provincial Departments of Agriculture and Rural Development (DARDs), and the local coffee industry) for total coffee area at 670,000 ha in 2015. Following years of targeting 500,000 ha as the “sustainable” level of Vietnamese production, the Vietnamese Government recently increased the target to 600,000 ha, taking into account the continued expansion of coffee area across at least 10 provinces.

Post’s initial forecast of MY 2015/16 production is 28.7 million bags, or 1.72 MMT of green coffee beans, an approximately 1.8 percent increase from the previous MY due to good flowering and cherry setting and no signs of adverse weather, despite some claims of drought-like conditions in the Central Highlands. Post’s initial total coffee export forecast for MY2015/16 is 27.04 million bags, or 1.62 MMT GBE, an increase of 2.3 percent over the previous year due to larger exportable supplies and further development of soluble coffee exports.

Post revises its estimate of MY2014/15 production downwards to 28.2 million bags, or 1.69 MMT, a drop of 4 percent from the previous estimate (1.76 MMT) due to lower than expected Robusta yield and weather-induced yield loss in some Arabica growing areas. Farmers have characterized MY 2014/15 as a “down year” following record MY 2013/14 production. Post revised its estimate for MY 2014/15 green coffee exports at 25 million bags, or 1.5 MMT GBE due to smaller exportable supply and because farmers and middlemen are withholding supplies due to falling world prices. Should prices not exceed the 40,000 Vietnamese Dong per kilogram mark, Vietnamese exports will be significantly reduced for the rest of the current MY, putting pressure on farmers during the start of the harvest of the MY 2015/16 crop. Post revises its estimate for MY2014/15 total coffee exports down to 26.43 million bags (1.59 MMT GBE) due to decreased exportable supplies more than offsetting increased exports of soluble coffee.

Post maintains its estimate of MY 2014/15 domestic consumption at 2.08 million bags, or 125 thousand metric tons (TMT) GBE. Post’s initial forecast for MY2015/16 domestic consumption is 2.17 million bags, or 130 TMT GBE with a growth rate of about 4 percent.

Commodities:

Coffee, Green

Production:

Post revises its estimate of MY2014/15 production down to 28.2 million bags, or 1.69 MMT, a drop of 4 percent from the previous estimate (29.3 million bags, or 1.76 MMT) due to what Vietnamese farmers have described as a “down year” following record production levels in MY 2013/14 (See Table 1).

Post’s initial forecast of MY2015/16 production is 28.7 million bags or 1.72 MMT of green coffee beans, an increase of about 1.8 percent from the previous MY assuming normal weather and rebounding yields. Coffee trees are showing good flowering and setting at present. Since January, the Central Highlands has been mostly dry and sunny, which is normal for this time of the year. Water is provided to coffee trees by irrigation during this period. Beginning in April, the Central Highlands started

receiving the first rains of the year. Rainfall is still low in comparison with previous years, but these first showers ease concerns about the lack of water supply and drought and will support the growth of coffee trees from about April until harvest time.

MARD's statistics indicate that 86,000 ha of harvested area are from coffee trees over 20 years old, accounting for about 13 percent of total coffee area. About 140,000-150,000 ha are made up of 15-20 year old trees, accounting for 22 percent of total area. Newly-planted trees can yield around 4-5 MT/ha, compared to the nation-wide yield of 2.5-2.6 MT/ha in recent years. Older trees yield less than 2 MT/ha. Replanting older trees is a major priority of MARD and Provincial Authorities.

In 2015, coffee cultivated area expanded in some areas of Lam Dong and Dak Nong provinces, and decreased in some areas in Gia Lai Province due to farmers switching to other crops such as black pepper production. Post maintains its estimate (taking into account the most updated information from MARD, selected Provincial DARDs , and the local coffee industry) for total coffee area at 670,000 ha in 2015 (See Table 2).

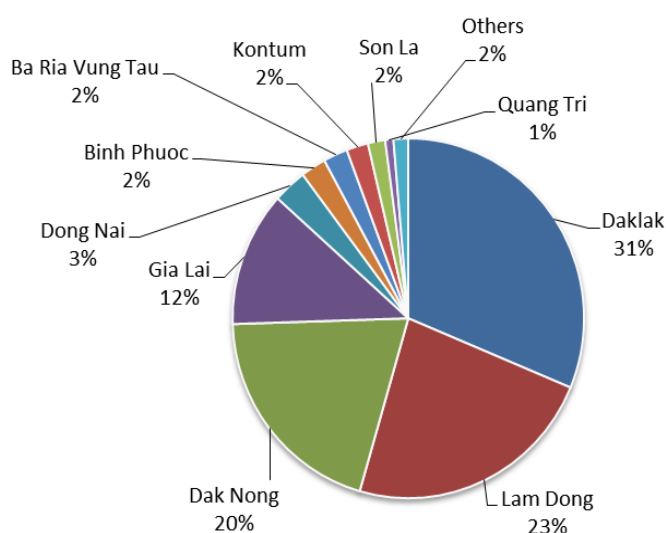
Table 1: Coffee Production by Marketing Year (Oct.-Sept.)

	MY2012/13	MY2013/14	MY2014/15 estimate		MY2015/16 forecast
			Old	New	
Marketing year begins	Oct. 2012	Oct. 2013	Oct. 2014	Oct. 2014	Oct.2015
Production (green bean, thousand metric tons)	1,590	1,790	1,760	1,690	1,720
Average coffee yield (tons/ha)	2.47	2.69	2.63	2.52	2.56

Source: Post estimates

Graph 2: Vietnam's Coffee Plantation Provinces in 2015

Coffee Plantation Area in Vietnam in 2015



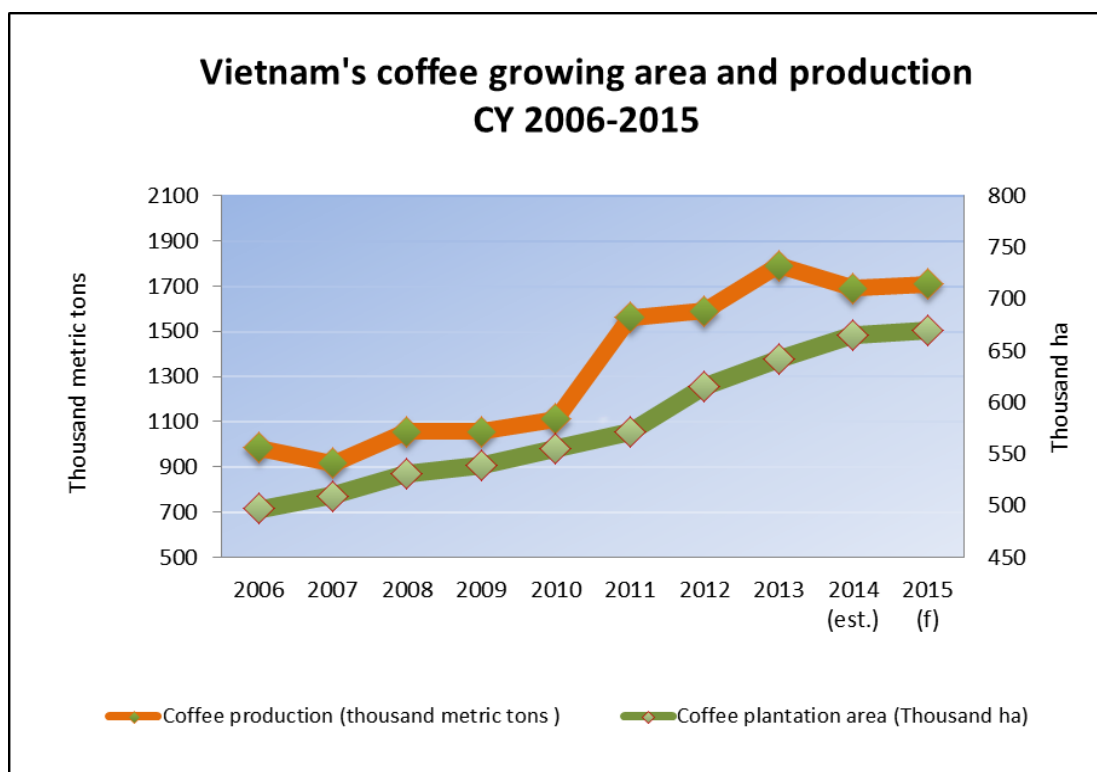
Sources: MARD, Provincial Departments of Agriculture and Rural Development (DARD), Local exporters

Table 2: Vietnam's Approximate Coffee Areas by Provinces

Province	Approximate Coffee Area in 2013	Approximate Coffee Area in 2014	Approximate Coffee Area in 2015	MARD's new Target Sustainable Coffee Area by 2020
Daklak	207,152	209,760	209,760	190,000
Lam Dong	151,565	151,565	155,365	150,000
Dak Nong	128,703	131,895	134,240	115,000
Gia Lai	77,627	83,168	81,374	75,000
Dong Nai	20,000	20,800	20,800	20,000
Binh Phuoc	14,938	15,646	15,646	15,000
Kontum	12,158	12,390	13,381	12,500
Son La	7,071	10,650	10,650	7,000
Ba Ria Vung Tau	9,000	15,000	15,000	6,000
Quang Tri	5,050	5,050	5,050	5,000
Dien Bien	3,385	3,385	3,385	4,500
Others	5,700	5,700	5,700	n/a
Total	642,349	665,009	670,351	600,000

Sources: Provincial DARDs, MARD, Local exporters, Local traders.

Graph 3: Vietnam's Coffee Growing Area and Production



Sources: General Statistics Office (GSO), MARD, local exporters, Post estimates

Consumption:

Domestic consumption is forecast to continue to grow, reflecting the expanding retail coffee shops and robust growth of other retail food service subsectors serving coffee in Vietnam.

According to local industry, roughly two-thirds of domestic coffee consumption is roast and ground coffee products and one-third is instant coffee products. However, instant coffee consumption is growing to meet increasing demand from a rapidly modernizing and youthful population. According to a market survey company (Nielson Vietnam), there are 20 instant coffee producers in Vietnam.

Domestic instant coffee consumption increased by 5 percent in 2014. Vinacafe Bien Hoa accounted for 41 percent of instant coffee production and distribution with a network of more than 140,000 affiliated shops in Vietnam. Nestle ranked 2nd at 26 percent, Trung Nguyen ranked 3rd at 16 percent, Tran Quang Coffee accounted for 15 percent, and others accounted for the remaining 2 percent.

Table 3 below shows Vietnam's production of roasted and ground coffee and soluble coffee products during the period of 2010-2014, according to GSO statistics, for both domestic consumption and exports.

Table 3: Local production of roasted and ground coffee and soluble coffee products

Calendar year	2010	2011	2012	2013	2014*
Production (roasted and ground coffee and soluble coffee; TMT)	68.1	80.5	92	90.4	92

Sources: GSO, *Post estimates

The expanding coffee retail sector will contribute to stronger consumption next MY and into the foreseeable future. Post maintains its estimate for domestic consumption at 2.08 million bags, or 125

TMT GBE in MY 2014/15, an increase of 4 percent over the previous MY. Post’s initial forecast for domestic consumption in MY 2015/16 is at 2.17 million bags, or 130 TMT GBE.

Trade:

Exports:

According to analyzed data from Global Trade Atlas (GTA), the General Customs Office, and local traders, Vietnam exported 657 TMT of green coffee beans, or 10.95 million 60-kg bags in the first six months of MY 2014/15, a drop of 24.5 percent from the same period the previous MY (see Table 9). This drop in exports was specifically noticeable in February and March 2015 due to lower global coffee prices. Industry sources report that farmers and up-market middleman are holding off selling to down-market exporters until prices improve. Local exporters reported that farmers and speculators are holding huge stocks and want to sell their beans when local prices reach VND 40,000/kg (\$1.86/kg) or more. Coffee deliveries from Vietnam may face delays as many exporters are having difficulty buying beans on the domestic market.

In the first six months of MY 2014/15, Vietnam exported coffee beans to 82 countries worldwide. The top fifteen markets accounted for 83 percent of total green coffee bean exports, a slight increase from 82 percent of total green bean exports of the same period of the previous year. Germany remained the largest importer; with the United States, again, ranked as the second largest importer of Vietnamese green coffee beans (see Graph 5 and Table 9).

Post revised its estimates for MY 2014/15 total green coffee exports at 25 million bags GBE, or 1.5 MMT GBE due to lower exportable supplies and farmers withholding beans from the market, leading to decreased exports for at least three months of this MY.

Graph 5: Vietnam’s Key Markets for Green Coffee Exports in MY2014/15



Sources: GCO, GTA, Local exporters

Table 4: U.S. Coffee Product Imports from Vietnam (All Types)

	MY 2012/2013 (Oct. 12 – Sept. 13)		MY 2013/2014 (Oct. 13 - Sept. 14)		MY 2014/2015 (Oct. 14 - Mar. 15)	
Product	Value	Qty.	Value	Qty. (MT)	Value	Qty.

	('000 \$)	(MT)	('000 \$)		('000 \$)	(MT)
Coffee, Not Roasted (HS code 090111)	\$457,973	215,728	\$424,076	205,790	\$ 175,662	79,109
Coffee Not roasted Def. (HS code 090112)	\$39,141	12,983	\$48,228	15,675	\$21,588	7,126
Coffee, Roasted (HS code-090121)	\$ 4,841	1,349	\$5,715	1,341	\$1,823	420
Coffee, Roasted, Def. (HS code 090122)	\$1,578	478	\$139	26	n/a	n/a
Coffee Husks and skins (HS code 090190)	\$5.4	1	\$13.2	2.6	\$ 24.8	5.3
Coffee Extracts, Instant coffee (HS code 210111)	\$6,389	927	\$7,907	1,220	\$3,093	564
Coffee Extracts and Preparations (HS code 210112)	\$ 5,025	1,561	\$6,224	2,019	\$3,321	1,027
Total	\$514,952	233,027	\$492,302	226,074	\$205,512	88,251

Sources: GTA, Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics

Table 5: Key Soluble Coffee Export Markets in MY2014/2015 (Oct. 14- Mar.15)

S/N	Export Markets	Volume (in 60 kg bags GB equivalent)
1	EU-28	94,698
2	Japan	72,743
3	United States	68,892
4	Russia	58,472
5	Philippines	57,764
6	Taiwan	31,955
7	China	29,300
8	Thailand	28,799
9	Singapore	23,623
10	Cote d'Ivoire	18,021
11	Others	88,511
	Total	572,778

Sources: GTA

In the first six months of MY 2014/15, Vietnam exported 573,000 bags or 34 TMT of soluble coffee products to 64 countries worldwide (see Table 5). This is the highest level of exports over the past five years. Therefore, Post estimates total soluble instant coffee exports to grow significantly by over 44 percent in MY 2014/15 to 1.3 million bags or about 78 TMT GBE due to continued strong sales to EU countries, Japan, United States, Russia, Philippines, Taiwan, China, Thailand and Singapore.

Post revises its estimates for MY 2014/15 total coffee exports, including green beans, roasted and ground, and instant coffee, down to 26.43 million bags GBE, or 1.59 MMT GBE, from 26.63 million bags GBE or 1.6 MMT GBE, due to lower green bean coffee exports.

Post initially estimates MY 2015/16 total coffee exports at 27.04 million bags, or 1.62 MMT GBE, an increase of 2.3 percent over the previous year due to developing soluble exports and large green bean exportable supplies (see PSD Table 8).

Imports:

Vietnam continues to import small quantities of green coffee, as well as roasted and instant coffee, from countries such as Laos, Indonesia, Brazil, Cote d'Ivoire and the United States. Vietnam's import of green coffee from the United States has increased in the past couple of years due to the expanding coffee retail sector. While still relatively small in terms of store numbers, U.S. brand chains including Starbucks and McCafé established operations in Vietnam in the last two years, and Dunkin Donuts expanded to open its first outlets in Hanoi.

According to data from traders, GCO, and GTA, total green coffee imports in the first half of MY 2014/15 are estimated at 123,000 bags, or about 7.4 TMT GBE (See Table 10). In the first half of MY2014/15, Vietnam imported about 112,000 bags or 6.7 TMT GBE of roasted and instant coffee.

Post estimates the MY 2014/15 total coffee imports at 620,000 bags, or about 37.2 TMT GBE.

PRICES**Export prices:**

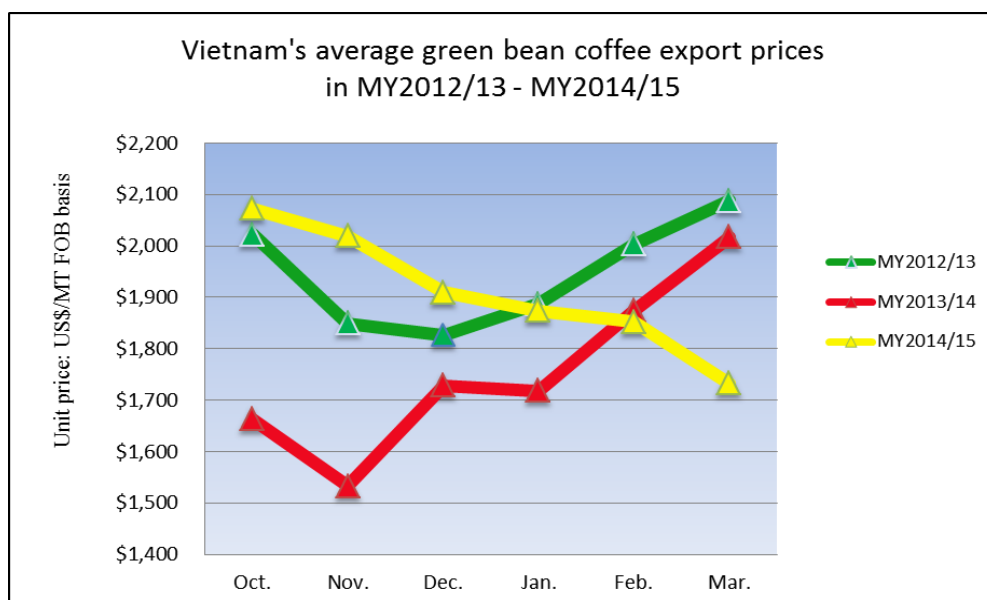
The average export price of Vietnam's Robusta coffee in the first six months of MY 2014/15 was \$1,910/MT (FOB HCMC), an increase of 9 percent over the same period of the previous MY (\$1,756/MT), but still a drop of 1.8 percent from MY 2012/13 (see Table 6 and Graph 6).

Table 6: Average Export Prices for Green Coffee in MY 12/13-14/15

FOB HCMC price for common ungraded coffee beans (US\$/MT)	Oct. 2014	Nov. 2014	Dec. 2014	Jan. 2015	Feb. 2015	Mar. 2015	Avg. export price for MY (Oct.- Mar.)
MY 2012/13	\$2,022	\$1,849	\$1,827	\$1,887	\$2,003	\$2,088	\$1,946
MY 2013/14	\$1,663	\$1,533	\$1,728	\$1,718	\$1,874	\$2,017	\$1,756
MY 2014/15	\$2,072	\$2,019	\$1,910	\$1,874	\$1,852	\$1,732	\$1,910
% change MY2014/15 over MY2013/14	25%	32%	11%	9%	-1%	-14%	9%

Source: Dak Lak Trade, Investment & Tourism Promotion Center (Daktip); Vicofa; BCEC and Exporters

Graph 6: Average Export Prices for Green Coffee, MY12/13 - MY14/15



Sources: Daktip, Vicofa, BCEC, and local exporters

The average export price in March 2015 was \$1,732/MT, a drop of 16 percent from the first month of this MY (Oct. 2014-\$2,072). The decline can be attributed to a significant drop in world prices. On April 7, 2015, the export price was \$1,746/MT (FOB Ho Chi Minh City basis) for ungraded Robusta green beans, according to the local coffee industry.

Domestic prices:

Average domestic coffee price for Robusta common ungraded coffee beans in the first six months of MY2014/15 was VND39,838/kg (\$1.84) in Dak Lak Province, VND 39,218/kg (\$1.81) in Lam Dong Province, VND39,947/kg (\$1.85) in Gia Lai Province, and VND 39,926/kg (\$1.85) in Dak Nong Province, the largest coffee growing areas in Vietnam (see Table 7). Prices dipped in February and March 2015 due to large available supplies as farmers finished their harvesting during January.

Table 7: MY2014/15 Prices for Robusta Beans in Major Coffee Growing Provinces

Common coffee beans (VND/kg)	Oct. 2014	Nov. 2014	Dec. 2014	Jan. 2015	Feb. 2015	Mar. 2015	Average price for MY 2014/15
Dak Lak	40,750	40,616	39,718	40,043	39,850	38,050	39,838
Lam Dong	39,785	39,911	39,250	39,600	39,406	37,355	39,218
Gia Lai	40,931	40,674	39,809	40,200	39,775	38,295	39,947
Dak Nong	40,792	40,774	39,927	40,271	39,781	38,010	39,926

Sources: Vicofa, Buon Ma Thuot Coffee Exchange Center (BCEC), Daktip, and local exporters.

Exchange rate: US\$1 = VND 21,620 as of April 8, 2015 (Source: Vietcombank)

Average farm gate prices in Dak Lak and Lam Dong provinces in April 2015 were quoted between VND38,100/kg (\$1.76) – 37,218/kg (\$1.72), almost the same level of the previous month. At current prices, coffee growers and speculators are holding their crops and expect higher prices in the coming months.

Stocks

According to local estimates, as of the end of April 2015, growers had sold about 45 percent of 2014/15 crop production. Farmers and upcountry traders were holding about 900 TMT of coffee beans, and there were about 100 TMT of coffee beans held in exporters' warehouses. Last year, farmers were holding about 27 percent of their harvest at the end of April.

Although there is no official data for coffee stocks available, Post's estimate of MY 2014/15 ending stocks is about 2.4 million bags, or about 144 TMT GBE, which is lower than our previous estimate due to lower estimated total coffee production. Post's initial forecast of MY2015/16 ending stocks is 2.2 million bags, or 134 TMT GBE as total coffee exports are forecast to be higher than the previous year, causing stocks to fall.

Policy

GOV national coffee replanting program approved for period of 2014-2020

Prime Minister Dung has approved a national coffee replanting program for the Central Highlands for the period of 2014-2020. The State Bank of Vietnam will provide farmers loans with lower interest to encourage replanting old coffee area. The Government projects approximately 120,000 hectares will be replanted in the Central Highlands region between 2014 and 2020 under this loan program, costing at least VND12 trillion (US\$555.4 million). In the period of 2013 - 2015, the Vietnam Bank for Agriculture and Rural Development (VBARD) set aside VND 12.5 trillion for low interest loans for coffee replanting. However, after 2 years of implementation, VBARD has disbursed only VND 330 billion, mainly to coffee companies, not individual farmers. Coffee growers in the Central Highlands reported that the GVN loan value is not big enough, that the interest rates offered are not low enough, and that cumbersome procedures restrict farmers' ability to actually obtain the loan. Additionally, coffee growers cannot borrow from VBARD if their coffee areas are located in unplanned areas or areas not officially set aside for coffee production.

Industry Activities

Over 200 enterprises participated in Buon Ma Thuot Coffee Festival 2015

The 2015 Coffee Exhibition-Fair opened on March 9 in the Central Highlands Province of Dak Lak as a part of the 5th Buon Ma Thuot Coffee Festival, and drew the participation of 235 local and foreign enterprises. The Festival and Exhibiton is one of the key activities to promote Vietnamese coffee brands (and the Buon Ma Thuot brands in particular) to local and international customers. A theme at this year's Festival was expanding consumer markets and encouraging the coffee sector to play an active role in regional and international economic integration.

Vietnam and Indonesia sign cooperation agreement on coffee supply and quality

The Vietnam Coffee and Cocoa Association (Vicofa) and the Association of Indonesian Coffee Exporters and Industries have signed a Memorandum of Understanding recently on improving the quality of Robusta coffee and managing coffee supply. The agreement will pave the way for the world's top Robusta producers to cooperate in various ways, including controlling supply to stabilize prices of Robusta coffee. This news is unlikely to have any impact upon the longer term prices of Asian coffees, as the markets are competitive and there is little that producers can affordably or realistically do to influence the free market trends. It is, however, a potentially positive cooperative development for Indonesian producers, who are likely to benefit from Vietnam's past two decades of success in the field.

Vietnam's Trung Nguyen Coffee Corporation expands export markets in 2015

Trung Nguyen Coffee Corporation has signed a strategic partnership with the Global Hotel Management Group to expand their luxury coffee chain and distribute their premium coffee products in the Middle East and Africa. Established in 1996, Trung Nguyen has a variety of coffee products such as the G7 product line which is the most popular instant coffee in Vietnam and can be found at major supermarket chains around the world. In 2015, G7 instant coffee passed all the audits of Walmart and will be distributed in Walmart stores in Chile, Brazil, Mexico, and China. Trung Nguyen also produces specialty beans called “Legend”. The products are available in nearly 60 countries and territories including Singapore, Malaysia, Thailand, Canada, the Netherlands, Japan, England, Germany, and the Philippines.

Nestlé Vietnam inaugurates new US\$80 million production plant for decaffeinated green coffee beans in Dong Nai Province

On March 30, 2015, Nestle Vietnam inaugurated a new US\$ 80 million production plant for decaffeinated green coffee beans at the Nestle Tri An Factory in Dong Nai Province. The new facility is the second phase of the Nestle Tri An Plant and will produce decaffeinated coffee for use in Nestle plants all around the world. This is the first decaffeinated coffee factory in Vietnam and Nestle's second globally. The first phase of the Nestle Tri An plant began production in November 2012, and produces coffee products for sale domestically and for export. In Vietnam, Nestle has invested over \$450 million in five factories. The company currently purchases up to 25 percent of Vietnam’s green exports every year for the production of both caffeinated and decaffeinated Nescafe around the world.

New coffee plant opens in Dong Nai Province

Recently, a US\$12 million green bean coffee processing plant was opened by Germany’s Neumann Gruppe in the An Phuoc Industrial Zone of Dong Nai Province. Covering an area of 5 ha, the plant was designed to process about 26 tons of coffee per hour. The product will be exported worldwide. The plant is the second plant of the Neumann Gruppe in Vietnam. The first was constructed in 1992 in Binh Duong Province.

First foreign invested roasting coffee plant opened in Binh Duong Province

Massimo Zanetti Beverage Group (MZB Group) recently inaugurated its first roasting plant in Vietnam. The new factory located in the My Phuoc III Industrial Park of Binh Duong Province has an annual production capacity of up to 3,000 tons of roasted coffee. The new factory will produce different types of roasted coffee, including roasting Segafredo brand coffee for the Asian market.

New coffee processing plant opened in Binh Duong Province

Intimex Import-Export Joint-Stock Company just opened a green coffee processing plant in the My Phuoc II Industrial Park of Binh Duong Province. The plant cost VND 80 billion with advanced technology and equipment deployed, and has capacity of 90,000 tons maximum per year. Though 2015, the Intimex Group has a total of nine green coffee bean processing plants located in Dak Lak, Dak Nong, Gia Lai, Lam Dong and Binh Duong, with total capacity of 540 TMT of green beans per year.

Statistical Tables:

Production, Supply and Demand Data Statistics:

Table 8: Vietnam’s Coffee Production, Supply and Demand (PSD)

Coffee, Green	2013/2014	2014/2015	2015/2016
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Market Begin Year Vietnam	Oct 2013		Oct 2014		Oct 2015	
	USDA Official	New post	USDA Official	New post	USDA Official	New post
Area Planted	0	0	0	0	0	0
Area Harvested	0	0	0	0	0	0
Bearing Trees	0	0	0	0	0	0
Non-Bearing Trees	0	0	0	0	0	0
Total Tree Population	0	0	0	0	0	0
Beginning Stocks	1,946	1,946	3,631	2,130	0	2,404
Arabica Production	1,175	1,175	1,100	1,050	0	1,100
Robusta Production	28,658	28,658	28,250	27,117	0	27,567
Other Production	0	0	0	0	0	0
Total Production	29,833	29,833	29,350	28,167	0	28,667
Bean Imports	476	476	450	450	0	200
Roast & Ground Imports	12	12	10	10	0	10
Soluble Imports	160	160	160	160	0	160
Total Imports	648	648	620	620	0	370
Total Supply	32,427	32,427	33,601	30,917	0	31,441
Bean Exports	25,768	27,269	25,500	25,000	0	25,500
Rst-Grnd Exp.	120	120	130	130	0	140
Soluble Exports	900	900	1,000	1,300	0	1,400
Total Exports	26,788	28,289	26,630	26,430	0	27,040
Rst,Ground Dom. Consum	1,788	1,788	1,830	1,833	0	1,906
Soluble Dom. Cons.	220	220	250	250	0	260
Domestic Use	2,008	2,008	2,080	2,083	0	2,166
Ending Stocks	3,631	2,130	4,891	2,404	0	2,235
Total Distribution	32,427	32,427	33,601	30,917	0	31,441
1000 HA, MILLION TREES, 1000 60 KG BAGS						

Table 9: Vietnam's Green Coffee Export Trade Matrix for MY2013/14-2014/15

Country	Vietnam		
Commodity	Coffee, Green		
Time Period	Oct.- Mar.	Units: MT	Oct. – Mar.
Exports for:	2014		2015
U.S.	105,930	U.S.	86,234
Others		Others	

Germany	134,874	Germany	123,169
Belgium	89,312	Italy	59,614
Italy	71,034	Spain	55,860
Spain	61,111	Belgium	31,062
Japan	46,615	Japan	30,007
Algeria	37,847	Algeria	20,762
Russia	28,370	France	19,579
United Kingdom	22,395	Thailand	19,331
China	21,241	China	19,275
France	21,185	Russia	19,055
South Korea	20,891	United Kingdom	18,315
Philippines	18,614	South Korea	16,753
India	18,141	India	15,996
South Korea	17,758	Ecuador	12,441
Total for Others	609,388		461,219
Others not Listed	154,698		282,008
Grand Total	870,016		656,993

Sources: MARD, GTA, GCO, Local traders

*Note: Green coffee (HS code: 090111 and 090112)

Table 10: Green Coffee Import Trade Matrix for MY2013/14-2014/15 (Oct.-Mar.)

Country	Vietnam		
Commodity	Coffee, Green*		
Time Period	Oct.-Mar.	Units:	MT
Imports for:	2014		2015
U.S.	99	U.S.	85
Others		Others	

Laos	1,000	Laos	4,916
Indonesia	2,368	Indonesia	1,693
China	979	Cote d'Ivoire	123
Brazil	165	Brazil	182
		Ethiopia	250
Total for Others	4,512		7,164
Others not Listed	103		150
Grand Total	4,714		7,399

Sources: GTA, GCO

*Note: Green coffee (HS code: 090111 and 090112)