



HUY HOANG
GLOBAL FOOD

BREAKING NEWS

VIETNAMESE SEAFOOD

Source: VASEP





HUY HOANG
GLOBAL FOOD

PANGASIUS NEWS

OVERVIEW

Vietnam's pangasius industry recorded positive recovery signals in the first four months of 2026, with export turnover reaching USD 720 million, up 17% compared to the same period last year. This result reflects improving import demand across several markets and demonstrates the efforts of Vietnamese enterprises to maintain production, retain orders, and adapt to market fluctuations. However, to sustain long-term growth, the industry needs to continue strengthening key foundations across the entire value chain, from seed quality and raw material supply to processing activities and environmental management.



HUY HOANG
GLOBAL FOOD

PANGASIUUS NEWS

▾ Seed Quality Needs Further Improvement

Seed quality remains one of the most critical factors determining farming efficiency and the competitiveness of the entire pangasius industry. Although the supply of fingerlings is relatively abundant, quality remains inconsistent among hatcheries, resulting in low survival and conversion rates from fry to fingerlings. In addition, high mortality rates during the nursery stage continue to pose challenges for farmers. Improving seed quality through better broodstock selection, stricter production management, and enhanced nursery practices will help reduce disease risks, improve farming productivity, and ensure a stable supply of raw materials for processing and export enterprises. This is considered a fundamental requirement for the sustainable development of the industry amid increasingly stringent requirements on quality and traceability in export markets.





HUY HOANG
GLOBAL FOOD

PANGASIU NEWS

▾ Promoting Deep Processing and By-product Utilization



Deep processing and by-product utilization are increasingly recognized as important strategies for enhancing the value of Vietnam's pangasius industry. Producing 1 kg of finished fillet requires approximately 2.8 kg of live fish, leaving significant amounts of by-products such as heads, bones, skin, fat, and trimmings. If effectively utilized, these by-products can serve as raw materials for the food, animal feed, pharmaceutical, cosmetic, and value-added product industries. In practice, many leading pangasius companies have invested in producing fish oil, fish meal, collagen, and gelatin, helping improve resource efficiency and profitability. However, by-product utilization remains uneven across the industry, leaving substantial value-creation potential untapped. As sustainability and circular economy practices become increasingly important, expanding deep processing and maximizing by-product utilization will be key drivers in shifting the industry's advantage from volume to value.

PANGASIOUS NEWS



▾ Impacts of Climate Change and Disease

In Climate change and disease outbreaks are becoming increasingly significant challenges for Vietnam's pangasius industry, particularly in the Mekong Delta, the country's primary pangasius farming region. Extreme weather events, drought, salinity intrusion, fluctuations in water resources, and temperature changes are directly affecting farming conditions and pond water quality. Given its intensive farming characteristics, pangasius is highly sensitive to changes in water quality and environmental conditions, increasing the risk of disease outbreaks and production losses. In response, the industry needs to strengthen environmental monitoring, disease control measures, and the adoption of safer and more sustainable farming practices. Proactive adaptation to climate change will not only reduce risks for farmers but also help maintain a stable supply of raw materials and meet increasingly stringent sustainability requirements from importing markets.



HUY HOANG
GLOBAL FOOD

PANGASIUUS NEWS

↘ Value Chain Upgrading Orientation

Despite positive export recovery signals, the pangasius industry still needs to upgrade its value chain to build a foundation for sustainable long-term growth. Rather than relying solely on production volume and raw material prices, the industry must shift toward improving quality, production efficiency, and value addition. This requires close coordination among all stakeholders, including hatcheries, farmers, processing enterprises, local authorities, and regulatory agencies. Key priorities include improving seed quality, developing linked farming areas, stabilizing raw material supply, promoting deep processing, maximizing by-product utilization, and advancing circular economy models. A more efficient and sustainable value chain will enhance the competitiveness of Vietnamese pangasius, maintain its market share in traditional markets, and create opportunities to expand into higher-value segments worldwide.



PANGASIIUS NEWS

RAW MATERIAL SITUATION

Seed quality continues to be a major concern for the industry, as the survival rate of pangasius fry during the nursery stage remains below 10%. Amid growing demand for high-quality fingerlings, experts emphasize that the nursery phase from fry to fingerling plays a crucial role in improving survival rates, strengthening disease resistance, and enhancing farming performance, thereby contributing to a more stable raw material supply for processing and export activities.

To improve seed quality, farmers are advised to focus on pond preparation, pathogen control, and the establishment of natural food sources during the early nursery stage. In addition, the use of commercial feed supplemented with vitamins, digestive enzymes, and immune-boosting products, together with effective water quality management and beneficial probiotics, can help fingerlings develop more healthily and reduce mortality rates.

Furthermore, parasitic and bacterial diseases, including hemorrhagic disease and bacterial kidney disease, remain common risks during the nursery stage. Farmers are encouraged to closely monitor fish health, conduct disease testing, and perform antibiotic susceptibility tests before treatment to improve disease management effectiveness, reduce production costs, and ensure the supply of high-quality fingerlings for commercial farming.

SHRIMP NEWS

OVERVIEW

Vietnam's shrimp exports showed signs of recovery in the first four months of the year. However, despite this recovery, the Vietnamese shrimp industry still faces intense competition from Ecuador, India, and Indonesia. Furthermore, tensions in the Middle East are causing shipping costs to rise again and delivery times to lengthen. This not only impacts business profit margins but also increases the risk for future export orders.



China continues to be a bright spot for Vietnamese shrimp exports in the first few months of this year. Exports to this market reached approximately \$556 million, an increase of over 55% and accounting for nearly 38% of the country's total shrimp export value. In contrast to China, shrimp exports to the US continue to face difficulties, decreasing by more than 21% in the first four months of the year, to approximately \$152 million.

SHRIMP NEWS

US MARKET

The US shrimp market is sending a significant signal in the early months of 2026: retail prices have risen to multi-year highs, while actual purchasing power is beginning to stagnate. This is not simply a short-term fluctuation in consumption, but reflects a new phase of the market – where American consumers still need shrimp, but are increasingly more cautious about price.

Circana/Expana data shows that in the first 18 weeks of 2026, retail shrimp sales in the US remained nearly flat compared to the same period the previous year, reaching approximately \$3.79 billion. However, the average selling price rose to \$9.64 per pound – the highest level in years. Promotional activities in the US retail system fell to their lowest level since the pandemic, further highlighting price pressures.

Notably, sales growth is currently driven primarily by price increases, rather than increased sales volume. In April 2026, fresh seafood sales in US retail increased slightly in value but decreased by nearly 4% in volume; fresh shrimp sales, in particular, saw a sharp decline in both volume and quantity. In the frozen category, sales volume also decreased significantly despite sharp price increases.



SHRIMP NEWS

CHINESE MARKET



According to data from Shrimp Insights, in April 2026, China imported approximately 93,000 tons of shrimp, an increase of over 30% compared to the same period last year. For the first four months of the year, imports totaled over 343,000 tons, an increase of approximately 27%; the value reached nearly \$1.8 billion, an increase of over 20%.

Notably, the upward trend has been fairly consistent across months, indicating that demand not only recovered before the Lunar New Year but also persisted after the holiday. This is a positive sign for the global shrimp industry, especially given the slow growth in many major markets.

However, the growth rate in volume remains higher than the growth in value, suggesting that import prices have not improved proportionally. This means that price competition in this market remains very intense.



HUY HOANG
GLOBAL FOOD

SHRIMP NEWS

EU MARKET

Shrimp imports into the European Union (EU) continued to decline in March 2026 following weak performance in February, bringing total first-quarter imports down 7% year-on-year. According to newly released data, the EU imported 28,715 tonnes of shrimp in March, down 18% compared to the same period in 2025. For the first quarter of 2026, the volume reached 86,931 tonnes, while the value fell even more sharply to €540 million, a 15% decrease.

The decline was mainly due to imports of frozen raw shrimp, which account for the majority of the market share. In March, imports of this product group decreased by 19% to 25,281 tons, resulting in an 8% decrease in the first quarter to 74,184 tons. Conversely, value-added shrimp showed more stable trends, decreasing by 14% in March but still increasing by 2% in the first quarter, reaching 12,747 tons, thus continuing to increase its share in the import structure.





HUY HOANG
GLOBAL FOOD

SHRIMP NEWS

RAW MATERIAL SITUATION



Proactively protect shrimp ponds during the hot season.

Prolonged hot weather is putting significant pressure on aquaculture operations as the pond environment fluctuates sharply, increasing the risk of oxygen depletion, the generation of toxic gases, and disease outbreaks. According to experts, proactively managing the environment, adjusting feed, and preparing contingency plans are crucial solutions to minimize losses. High temperatures cause pond water to heat up rapidly during the day and drop sharply at night, making aquatic animals more susceptible to stress and reducing their resistance. Simultaneously, the amount of dissolved oxygen in the water decreases while organic matter decomposes more quickly, generating toxic gases such as NH_3 , H_2S , and NO_2 .

To stabilize the pond environment, farmers need to maintain appropriate water levels, add water in the early morning or late afternoon, and increase the operation of water fans and aerators, especially at night. Regularly checking parameters such as pH, alkalinity, toxic gases, and using biological products periodically are also recommended to limit pollution and disease-causing bacteria.

TUNA NEWS

THE UK MARKET

According to Vietnam Customs data, Vietnam's tuna exports to the United Kingdom reached 3 million USD in the first four months of 2026, up nearly 17% compared to the same period in 2025. Although monthly export performance fluctuated, the overall trend continued to show steady growth.



More notably, Vietnam's export growth came at a time when the United Kingdom's overall tuna imports from the world were declining. According to data from the International Trade Centre (ITC), the UK imported 82 million USD worth of tuna in the first two months of 2026, down 19% compared to the same period in 2025.

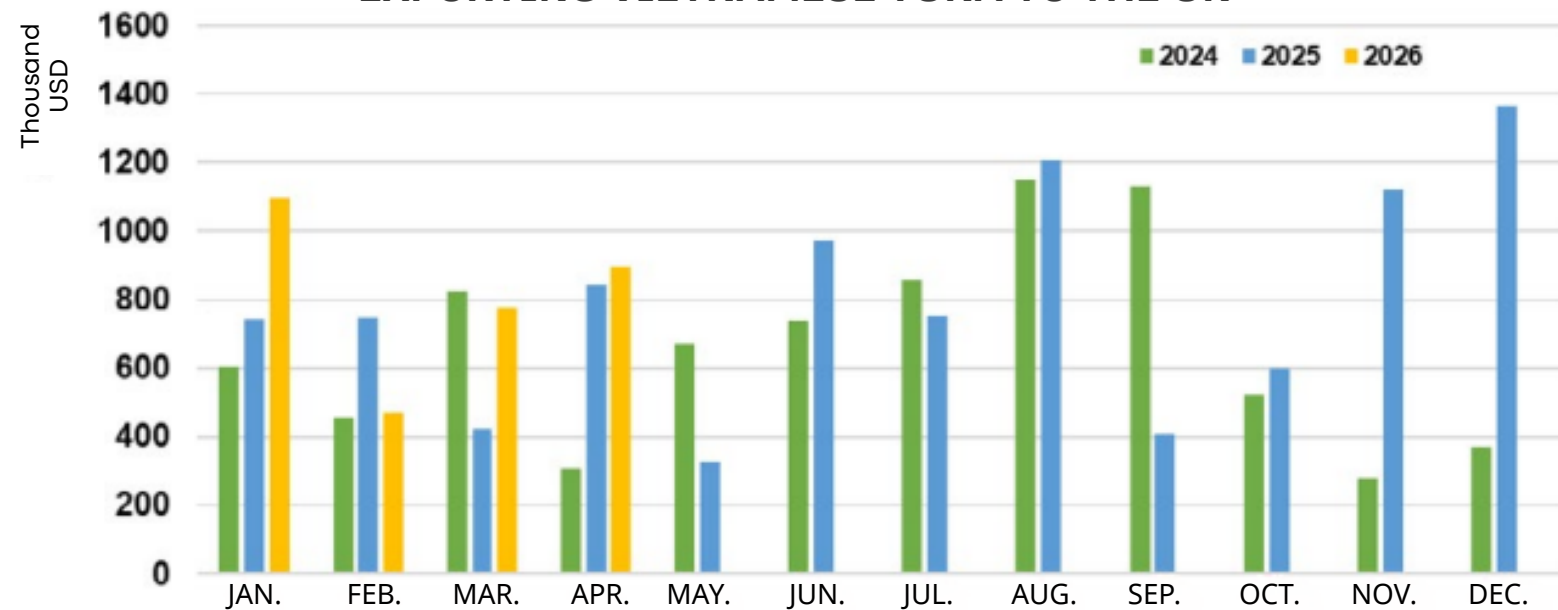
In contrast, Vietnam's tuna exports to the UK surged by 166%, rising from 846 thousand USD to 2.25 million USD. This suggests that Vietnamese tuna is outperforming the broader market trend and gaining a stronger position within the UK's import structure.



HUY HOANG
GLOBAL FOOD

TUNA NEWS

EXPORTING VIETNAMESE TUNA TO THE UK



For Vietnamese exporters, opportunities are also being supported by tariff advantages. The United Kingdom officially joined the CPTPP on 15 December 2024, and the agreement entered into force between the UK and Vietnam on the same date. Together with the UK–Vietnam Free Trade Agreement (UKVFTA), this provides a strong foundation for Vietnamese products to enhance their access to the UK market.



HUY HOANG
GLOBAL FOOD

TUNA NEWS

RUSSIAN MARKET



According to Vietnam Customs data, Vietnam's tuna exports to Russia reached 18 million USD in the first four months of 2026, up 55% compared to the same period last year and significantly higher than the levels recorded in the previous two years.

Monthly export data also indicates a steady growth pattern. The increase was not driven by a single exceptional month but was distributed more evenly throughout the early months of the year. This is a positive sign, suggesting that demand from Russia is becoming more stable and sustainable, rather than being driven solely by short-term orders.



HUY HOANG
GLOBAL FOOD

CLAMS NEWS

THE EU MARKET

In the first four months of 2026, **Spain** was the largest market for Vietnamese clams, with import value reaching 10 million USD, up 29% year-on-year. **Italy** followed closely with 9 million USD, an increase of 5%. **Portugal** recorded 5 million USD, down slightly by 2%, but it still remained among the key importing markets.

THE US MARKET

In the first four months of 2026, Vietnam's clam exports to the US market reached nearly 6 million USD, up 49% compared to the same period last year. This is a notable increase, particularly as Vietnamese exporters are facing increasingly intense competition in the mid- to high-value seafood segment.





HUY HOANG
GLOBAL FOOD

CLAMS NEWS



CHINESE MARKET

China is showing a clear slowdown. In the first four months of 2026, Vietnam's clam exports to this market reached only nearly 4 million USD, down by 52%. This decline not only dragged down the overall growth rate but also highlights the risks of over-reliance on short-term orders or less stable distribution channels.

THE OTHER MARKETS

In addition to major markets, Vietnam's clam exports to several smaller markets recorded strong growth, including **Singapore** (+93%), **Australia** (+57%), **Germany** (+84%), **Belgium** (+45%), **Malaysia** (+222%), and **Mexico** (+113%).



CEPHALOPODS NEWS

Vietnam's squid and octopus exports in the first four months of 2026 showed clear signs of recovery, although growth was uneven across markets. According to statistics, export turnover for this product group reached 232 million USD, up 16% compared to the same period in 2025.



KOREAN MARKET

In terms of market structure, South Korea remained the leading destination, with export value reaching 87 million USD, up 17%, accounting for 37% of Vietnam's total squid and octopus exports. This market alone contributed an additional 12 million USD compared to the same period last year, making it the largest growth driver in the first four months of 2026.

JAPANESE MARKET

Japan ranked second after South Korea, with export value reaching 54 million USD, up 8% year-on-year and accounting for 23% of Vietnam's total squid and octopus exports. Although growth was modest, Japan remains a strategically important market for Vietnamese squid and octopus exporters.



HUY HOANG
GLOBAL FOOD

CEPHALOPODS NEWS

THAILAND & CHINESE MARKET

Exports to Thailand reached 31 million USD, up 40%, while exports to China totaled 21 million USD, also increasing by 40%. Together, these two markets generated an additional nearly 15 million USD in export value compared to the same period last year.

THE US MARKET

Exports to the United States reached 9 million USD, down 7%. Although the scale remains relatively small compared to South Korea or Japan, the U.S. is still an important benchmark market, as it often reflects changes in purchasing power, inventory levels, and import costs quite quickly.

THE EU MARKET

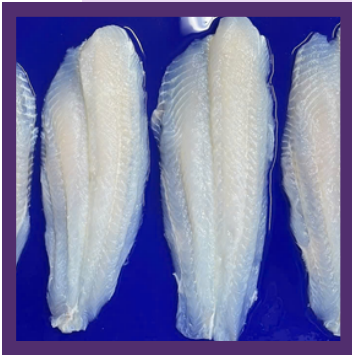
Notably, the EU recorded a decline, with export value reaching only 8 million USD, down 20%. Within the bloc, several key markets saw sharp decreases, including Italy (-55%), Spain (-38%), and the Netherlands (-63%).





HUY HOANG
GLOBAL FOOD

GOOD ITEMS FOR SALES



FROZEN PANGASIOUS FILLET WELL-TRIMMED

- STPP treatment as the EU's standard, 80% net, 20% glazing
- Size (grs/pc): 220 up
- Packing: Interleaved block, 10kg/flexo carton

FROZEN BULLET TUNA WHOLE ROUND

- Whole round, Chemical-free
- 88% NW, 12% glaze.
- Packing: IQF/ block, 10kg/ctn.



FROZEN SHORT BODY MACKEREL WHOLE ROUND

- 3A grade, Whole round, Chemical-free
- 90% Net Weight, 10% Glazing
- Size (pcs/kg): 6/8, 8/10
- Packing: IQF, bulk bag 10kg/carton



HUY HOANG
GLOBAL FOOD

GOOD ITEMS FOR SALES



FROZEN COOKED VANNAMEI HOSO

- Cooked, Head On, Shell On, Free-chemical
- 100% Net Weight
- Packing: Semi IQF, 1kg / Box with sticker x 10/ carton
- Size: 16/20, 21/25 pcs/kg

FROZEN POTATO SHRIMP

- Spec.: (60% potato), (15% shrimp) , Fish Paste (25%) pangasius and other (starch, sugar, pepper, garlic) (before steaming)
- Size: 30gr
- Packing: 10pcs/tray/pa bag + rider x 20/ctn



FROZEN YELLOWFIN TUNA SAKU 3A

- (Thunnus albacares)
- Skinless, boneless, bloodline removed, CO treated
- 100% NW
- Size: 300-500 gr
- Packing: IVP, Bulk bag 10kg/ carton



Contact Information

Office :

Ho Chi Minh City, Vietnam

Phone Number :

+84 2 866 866 865

Email :

sales@huyhoangseafood.com.vn



HUY HOANG
GLOBAL FOOD