

**HUY HOANG**  
GLOBAL FOOD



# BREAKING NEWS

VIETNAMESE SEAFOOD



**2026**

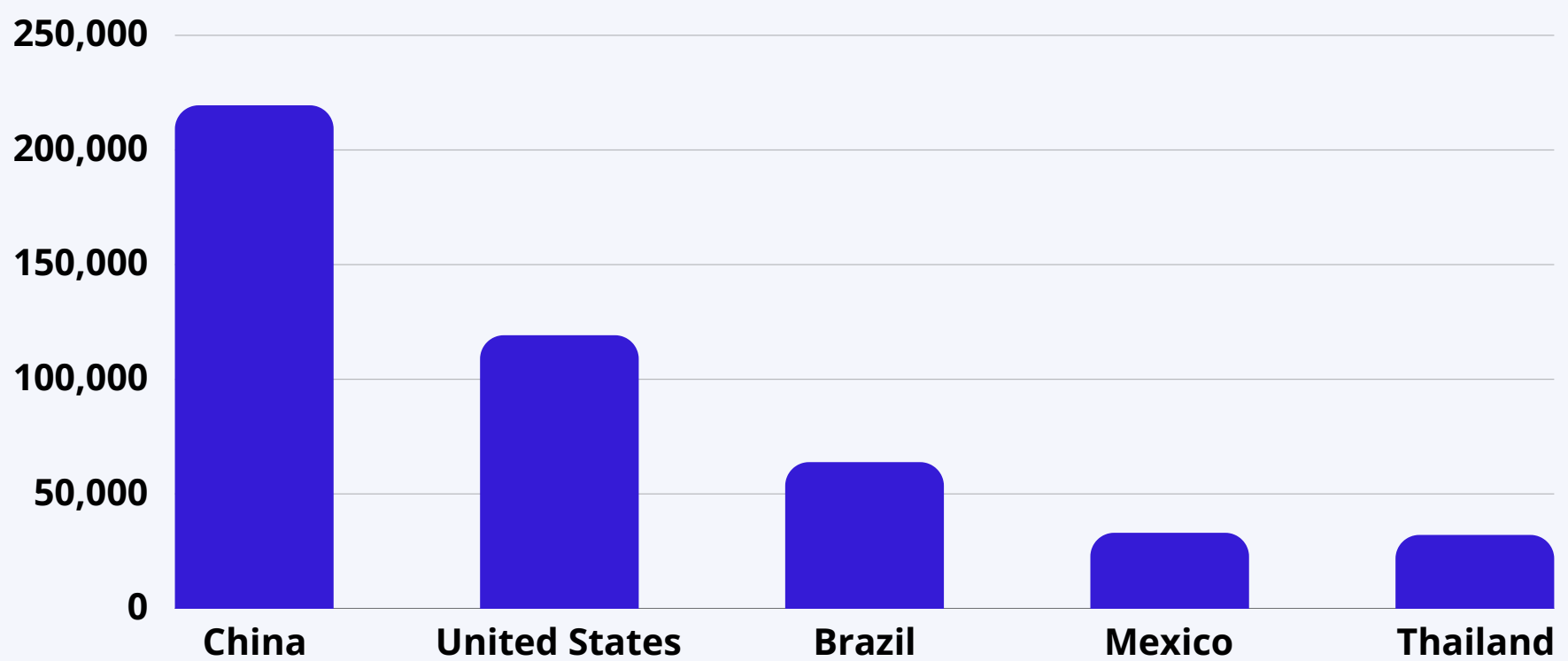
**Source: VASEP**

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# PANGASIOUS NEWS

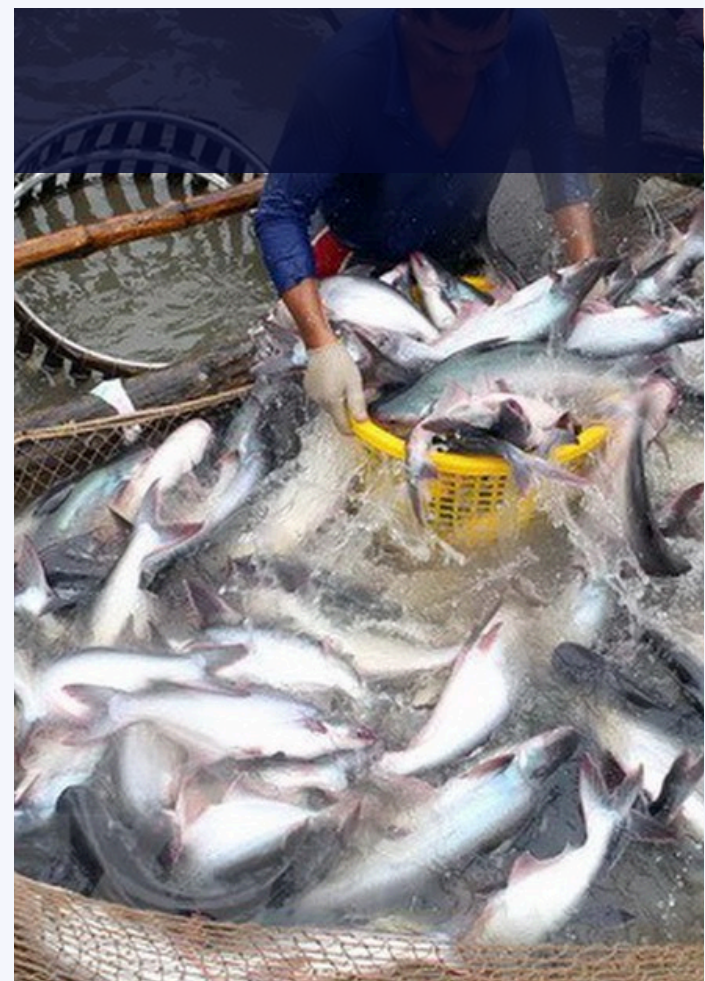
## OVERVIEW

**Major Import Markets for Vietnamese Pangasius  
(January 1 – May 15, 2026)**



In the first four and a half months of 2026, Vietnam's pangasius exports showed clear divergence across markets. Total export turnover to importing markets reached approximately USD 802 million, up 15.6% compared to the same period in 2025.

Vietnam's pangasius exports continued to maintain growth momentum in the early months of 2026, supported by the recovery of the US market and stable demand from China, while Mexico emerged as one of the fastest-growing markets during the period. At the same time, exports expanded significantly into a number of niche markets.



# PANGASIU NEWS

## US MARKET



The United States remains one of the largest export destinations for Vietnamese pangasius. During the first four months of 2026, pangasius export value to the US reached USD 106 million, up 4% year-on-year. In April 2026 alone, export turnover totaled USD 38 million, up 20%, marking the first month of positive growth after a prolonged period of decline.

This recovery comes as inventories accumulated by US importers ahead of the reciprocal tariffs imposed in 2025 have gradually been depleted, allowing new orders to return to the market.

# PANGASIOUS NEWS

## US MARKET

The export structure to the US remains heavily concentrated in frozen fillet products. Fresh and frozen fish products (HS03) accounted for 98.6% of total export value, with frozen pangasius fillets alone representing 96.6%. Value-added products (HS16) contributed only 1.32%, highlighting significant opportunities for Vietnamese exporters to expand processed and value-added product offerings that align with the growing US demand for convenient food products.



Market prospects remain positive. Wholesale prices of competing whitefish species such as cod and pollock increased by approximately 30% during the second half of 2025, creating favorable conditions for Vietnamese pangasius to expand its market share. In addition, stricter US traceability requirements and the ban on seafood originating from Russia have opened opportunities for Vietnamese pangasius to serve as a reliable alternative source of supply.

However, exporters should continue to closely monitor developments in US trade policy. The 10% surcharge under Section 122 is currently being applied on a temporary basis and is expected to expire in July 2026. The tariff framework applicable to Vietnamese exports after that date will depend on the outcome of ongoing Vietnam - US bilateral trade negotiations, creating uncertainties that require close attention in the coming months.

# PANGASIOUS NEWS

## RAW MATERIAL SITUATION

### *Strengthening Pangasius Pond Management During the Rainy Season*

As the rainy season begins, pangasius farming is facing increasing challenges due to fluctuations in pond environmental conditions. Prolonged rainfall can lower water pH, reduce dissolved oxygen levels and increase the risk of toxic gases such as ammonia (NH<sub>3</sub>) and hydrogen sulfide (H<sub>2</sub>S), directly affecting fish health, growth performance, and survival rates.

According to aquaculture experts, unfavorable weather conditions may cause fish to reduce feed intake, grow more slowly, exhibit surface-gasping behavior and become more susceptible to disease outbreaks. These factors could negatively impact productivity and the supply of raw pangasius in the coming months.

To maintain stable production, farmers are advised to strengthen pond environmental management, maintain appropriate water levels, increase aeration, control feeding rates and use biological products to improve pond-bottom conditions. Proactive management during the rainy season will help sustain both the quality and output of raw pangasius for processing and export.



# SHRIMP NEWS

## US MARKET



While Vietnamese shrimp exports to many major markets continued to show positive growth in the first months of 2026, the US market recorded a decline, indicating increasing competitive pressure and trade barriers for the Vietnamese shrimp industry.



According to data from Vietnam Customs, Vietnam's shrimp exports in the first four months of 2026 reached approximately US\$1.46 billion, a 15% increase compared to the same period last year. However, exports to the US market alone only reached about US\$152 million, a decrease of 21% and accounting for about 10% of total shrimp export value. The current decline in the US market stems from a combination of factors, including the slow recovery of US consumer purchasing power, trade protection risks, and increasingly fierce competition from Ecuador and India.

In the short term, Vietnamese shrimp exports to the US are projected to continue facing pressure due to slow recovery in purchasing power, fierce price competition, and increasingly stringent import control requirements.

# SHRIMP NEWS

## US MARKET



### **THE US ADJUSTS ANTI-DUMPING DUTIES ON THAI SHRIMP DUE TO A CALCULATION ERROR.**

The U.S. Department of Commerce (DOC) has just announced a decision to revise the final results of the administrative review of anti-dumping duties on shrimp imported from Thailand for the period 2023-2024, after discovering several technical errors in the calculation of the dumping margin.

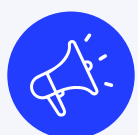
According to a notice published in the Federal Register, the errors were identified as “ministerial errors”—administrative errors in data processing and calculation formulas. Following a complaint from the affected businesses, the DOC reviewed the data and issued the officially revised tariff rates.

The adjustments show that the tariff rate applied to Thai Union Group has been updated to 1.24%, replacing the previous rate. Meanwhile, Charoen Pokphand Foods (CPF) – a business subject to adverse data (AFA) – has its tariff rate adjusted to 26.66%, an increase from the 17.38% rate before the correction.



# SHRIMP NEWS

## CHINESE MARKET



**THE "135" SHRIMP FARMING MODEL ACHIEVES A YIELD OF APPROXIMATELY 41 TONS/HA.**



In Boxing County, Binzhou City (Shandong Province, China), the "135" model for farming vannamei shrimp (*Litopenaeus vannamei*) is showing outstanding results, with yields reaching approximately 41 tons/ha and net profits exceeding 30,000 yuan/shrimp farming area (equivalent to over 100 million VND/ha), according to a report presented at a field survey event organized by the Chinese Ministry of Agriculture and Rural Affairs on June 4, 2026.

The "135" model is an intensive farming process following a three-stage chain: 10 days of acclimatization in freshwater, 30 days of nursery rearing in greenhouses, and 50 days of commercial farming in open ponds. This approach shortens the farming cycle, allowing for 2–3 harvests per year, while overcoming the limitations of traditional farming models in inland areas.

According to technical assessments, the model helps reduce the risk of disease outbreaks by approximately 50%, while also improving land use efficiency compared to traditional farming on saline-alkaline soils. Due to its high economic efficiency, the "135" model has been included by the Chinese Ministry of Agriculture and Rural Affairs in the list of technologies encouraged for nationwide replication.

# SHRIMP NEWS

## THAILAND MARKET

*The new ban from Malaysia increases pressure on Thailand's shrimp industry, which is already facing disease outbreaks, high production costs, and declining competitiveness.*

The Thai shrimp industry is facing further pressure as Malaysia officially suspended imports of five Thai shrimp species from June 1, 2026, exacerbating existing difficulties stemming from disease outbreaks, rising production costs, and declining competitiveness. In response to this move, the Thai government has indicated its readiness to take the matter to international forums such as the World Trade Organization (WTO) and ASEAN if bilateral negotiations fail.



According to Bangkok, the country only received official notification from Malaysia on May 28th, three days before the ban took effect, leaving insufficient time for the two sides to exchange information and clarify related issues. Malaysia stated that this measure is part of enhanced food safety controls on seafood imported from Thailand and will remain in place until the clarification requirements are met.

Trade tensions stem from a dispute over sea bass. Previously, Thailand intensified inspections of sea bass imported from Malaysia after detecting traces of chemicals and antibiotics. In response, Malaysia required Thai sea bass shipments to be accompanied by a Certificate of Analysis (CoA) before expanding the control measures to include shrimp.

# SHRIMP NEWS

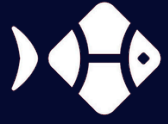
## RAW MATERIAL SITUATION

Aquaculture feed prices continued to rise in the first months of 2026, adding further pressure on shrimp farmers and the entire supply chain amidst fluctuating raw shrimp prices and an uneven recovery in the export market.

In early June 2026, many aquaculture feed manufacturers continued to adjust the prices of some shrimp feed lines upwards by approximately 1,200-1,500 VND/kg. This marks the third price increase since the beginning of the year.

In the cost structure of shrimp farming, feed is always the largest expense, usually accounting for 55-65% of total production costs. Therefore, each price adjustment directly impacts the profitability of the farming season, especially in the context where the price of raw shrimp has not yet formed a stable upward trend.





# TUNA NEWS

## OVERVIEW

### Import Markets for Vietnamese Tuna (January 1 – May 15, 2026))



#### UNITED STATES

121,560 MILLION USD  
-10.5%



#### ISRAEL

14,018 MILLION USD  
21,6%



#### RUSSIA

20,304 MILLION USD  
58,7%



#### CANADA

13,243 MILLION USD  
2,5%



#### NETHERLANDS

19,040 MILLION USD  
5,5%



#### GERMANY

9,911 MILLION USD  
1,2%



#### JAPAN

14,299 MILLION USD  
4,2%



#### PHILIPPINES

8,671 MILLION USD  
15,7%

# TUNA NEWS

## UK MARKET

In the first four months of 2026, Vietnam's tuna exports to the UK exceeded USD 3 million, up nearly 17% compared to the same period in 2025. Although monthly export values fluctuated, the overall trend indicates that Vietnamese tuna has maintained positive growth in this market.



### **UK SUSPENDS TUNA IMPORT TARIFFS UNTIL THE END OF 2028**

The UK government has decided to temporarily suspend import duties on all tuna products from June 21, 2026, through December 2028 to help ease the cost-of-living pressures faced by consumers. The policy applies to all fresh, frozen, filleted, canned and processed tuna products under HS Chapters 03 and 1604.

The zero-tariff policy is expected to stimulate tuna imports into the UK and create additional opportunities for exporters, including Vietnam.

# TUNA NEWS

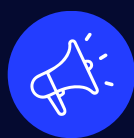
## UK MARKET



### **STRONG AND STABLE DEMAND IN THE UK MARKET**

According to Seafish, the UK imported nearly 109,000 metric tons of processed and preserved tuna in 2025, valued at approximately GBP 447 million, the highest level recorded in the past five years. Tuna remains one of the most widely consumed seafood products in the UK, particularly in canned and convenience-product formats.

This strong and stable demand continues to make the UK an attractive destination for global tuna exporters.



### **INTENSIFYING COMPETITION UNDER A ZERO-TARIFF ENVIRONMENT**

While the tariff suspension creates opportunities for Vietnam, it also benefits major competitors such as Thailand, Ecuador, Mauritius, Ghana, Peru, Spain, Seychelles.

Thailand, the world's largest tuna processing hub, is expected to be one of the biggest beneficiaries of the policy change. With the removal of the previous 24% import tariff, Thai processors can further leverage their advantages in production scale, cost competitiveness and supply capacity to expand their market share in the UK.

China is also emerging as a significant competitor due to its large production volume and competitive pricing.

# TUNA NEWS

## UK MARKET



### OPPORTUNITIES FOR VIETNAM LIE IN VALUE-ADDED SEGMENTS

As tariffs become less of a differentiating factor, competitiveness will increasingly depend on product quality, pricing, sustainability standards, delivery reliability and the ability to meet retailer requirements.

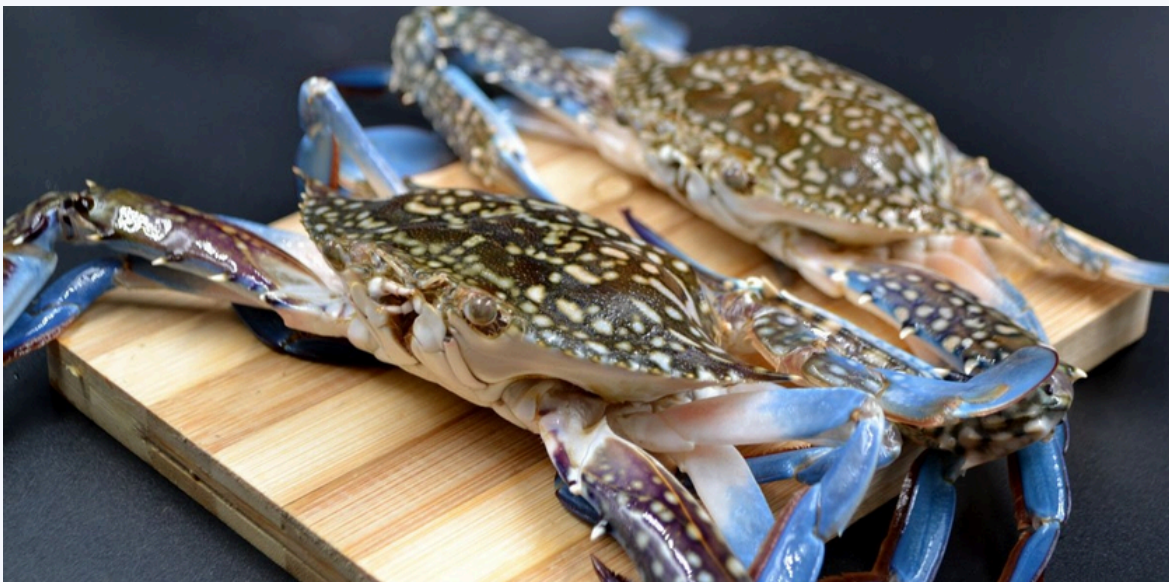
Therefore, Vietnam's opportunities are likely to come not from competing on volume alone, but from developing value-added, processed and convenience-oriented tuna products tailored to the needs of specific consumer segments.

In the short term, Vietnam's tuna exports to the UK are expected to continue growing, supported by strong market demand and the new tariff-free policy. However, sustaining growth through 2028 will require Vietnamese exporters to strengthen their competitiveness, diversify product offerings and reinforce their position within UK retail and supply chains amid increasing competition from major global suppliers.



# SWIMMING CRAB NEWS

*According to Vietnam Customs data, Vietnam's swimming crab exports maintained steady growth throughout the first four months of 2026, increasing by 17% in January, 58% in February, 33% in March, and 39% in April*



## THE US MARKET

The most striking feature of the export picture was the dominance of the U.S. market. In the first four months of 2026, Vietnam's swimming crab exports to the United States reached 19 million USD, up 45% year-on-year and accounting for nearly 82% of total export value.

On 11 May 2026, NOAA Fisheries announced a comparability finding recognizing Vietnam's swimming crab fishery, alongside those of Indonesia and Sri Lanka. This recognition serves as an important "passport" for Vietnamese swimming crab exports to the U.S. market.

# SWIMMING CRAB NEWS

## OTHER MARKETS

Beyond the United States, several markets showed noteworthy developments. South Korea recorded a strong increase of 107%, emerging as the second-brightest spot after the U.S. market. Exports to the United Kingdom edged up by 1%. Some smaller markets also posted exceptional growth, with Taiwan rising by 847%; however, their relatively modest scale has yet to significantly alter the overall export structure.

In contrast, exports to many other markets declined. Shipments to France fell by 43%, Hong Kong by 37%, Japan by 6%, and Canada by 61%. By market bloc, exports to CPTPP countries decreased by 15%, exports to the EU dropped by 43%, and exports to China and Hong Kong combined fell by 48%.





# SWIMMING CRAB NEWS



These trends indicate that the growth of Vietnam's swimming crab exports remains heavily dependent on the U.S. market, while alternative markets have not yet become strong enough to effectively diversify risk.

Based on the results of the first four months of 2026, Vietnam's swimming crab exports are well positioned to maintain positive growth for the year, particularly if demand in the United States remains stable and exporters are able to capitalize on competitive opportunities created by supply constraints affecting some competitors under the provisions of the Marine Mammal Protection Act (MMPA).

# GOOD ITEMS FOR SALES

01



## FROZEN PANGASIUS FILLET WELL-TRIMMED

- Pangasius hypophthalmus
- Boneless, Skinless, Red Meat OFF, Fat OFF, Belly OFF, STPP Treatment
- 70% Net Weight, 30% Glazing
- Size (grs/pc): 120/170; 170/220
- Packing: IQF, Bulk bag 10kg/ carton

02



## FROZEN RED PACU WHOLE ROUND

- Colossoma Brachypomum
- Whole Round, Chemical-free
- 90% Net Weight, 10% Glazing
- Size (grs/pc): 500-800; 800 up
- Packing: BQF in 10kg carton

03



## FROZEN FROG LEGS

- Hoplobatrachus Rugulosus
- Classic Style, Skinless, No blood, Saddle bone on 1.5-2.5cm, Belly on
- 80% Net Weight, 20% Glazing
- Size (pcs/lb): 8/12; 13/15; 16/20
- Packing: IQF, 1kg per bag x 10/ctn



# GOOD ITEMS FOR SALES

04



## FROZEN COOKED VANNAMEI PDTO

- Litopenaeus vannamei
- Cooked, Headless, Shell-less, Peeled, Deveined, Tail ON, STPP Treatment
- 75% Net Weight, 25% Glazing
- Size (pcs/lb): 16/20; 21/25; 26/30; 31/40; 41/50; 51/60; 61/70
- Packing: IQF, 1kg/ PE with rider X 10/ carton

05



## FROZEN CUT BABY OCTOPUS (2 SKINS)

- Octopus membranaceus
- Chemical-free
- 100% Net Weight
- Size (grs/pc): 50/80; 80/120; 120/180
- Packing: Block, 1kg/ block x 5/ carton

06



## FROZEN ITOYORI SURIMI NO EGG GS 700-900

- Moisture: 75.0 +/- 1.0%
- G.S. (g.cm): 750+
- Whiteness: 78
- Impurities: max < 10pcs
- Packing: 10kgs/ Block X 2 Blocks /carton



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# THANK YOU

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