



HUY HOANG
GLOBAL FOOD

BREAKING NEWS

Vietnamese Seafood



PANGASIOUS NEWS

OVERVIEW

Vietnam's pangasius exports to the US recorded a downward trend in the first seven months of 2026, amid cautious import demand and continued uncertainty surrounding trade policies. Export value reached USD 189 million, down 8% year-on-year; in July alone, exports fell 28%, indicating that US importers are prioritizing inventory control and limiting large order commitments.

Pressure on exporters increased after the DOC announced the final results of POR21, with significantly higher tariff rates than the preliminary results for several companies. This has increased costs and affected the competitiveness of Vietnamese pangasius in the US market. However, the US market still offers room for pangasius as supplies of certain whitefish products face constraints, although Alaska pollock and tilapia are creating additional competitive pressure.



PANGASIOUS NEWS

US MARKET



POR21 increases cost risks

The final POR21 results have added pressure on Vietnamese pangasius in the US market. The duty rate for Bien Dong increased to USD 1.00/kg, NTSF to USD 0.38/kg, while CASEAMEX and NAVICO increased to USD 0.84/kg. Companies that do not qualify for an individual rate will be subject to the country-wide rate of USD 2.39/kg.

Compared with POR20, when some companies benefited from a USD 0/kg duty rate, POR21 indicates a less favorable tariff environment. This requires companies to be more cautious in calculating selling prices, cash deposits, and the profitability of each shipment.

PANGASIOUS NEWS

US MARKET

Opportunities remain, but competition is intensifying

The US market still offers room for pangasius as supplies of certain whitefish products are affected by fishing quotas. However, the expansion of the Alaska pollock quota in the US and the growing presence of tilapia mean that pangasius no longer holds as clear a competitive advantage as before.



Therefore, opportunities in the US will increasingly depend on competitiveness in terms of price, quality, supply stability, and product differentiation.

Strategy to reduce dependence on the US

The impact of POR21 is not the same across all companies. Businesses with a lower share of exports to the US or those that have already developed a diversified export market base will be less affected by changes in US trade policies.

Therefore, expanding into CPTPP, the EU, the Middle East, China, and other potential markets is not only aimed at generating additional revenue but also at diversifying policy risks and reducing dependence on a single market.

PANGASIOUS NEWS

US MARKET

Strategy to shift from volume to value

Alongside market expansion, the pangasius industry needs to increase product value through quality, branding, international certifications, traceability, and deeper processing. This is a way to create additional growth potential as price-based competitive advantages face increasing pressure.

From a broader perspective, POR21 can be viewed as a test of the adaptability of the pangasius industry: the US remains an important market but cannot be the sole growth driver; long-term growth will depend on the ability to diversify market risks and upgrade product value.

POR21 is likely to keep pressure on Vietnamese pangasius exports to the U.S. in the near term through higher costs and greater policy uncertainty. Market diversification and higher-value products will therefore be key to reducing dependence on the U.S. and supporting sustainable growth.



SHRIMP NEWS

OVERVIEW

Vietnam's shrimp exports in the first seven months of 2026 reached nearly US\$2.8 billion, a 13.5% increase year-on-year. Exports in July alone totaled US\$451.5 million—up 10.1%—though this was lower than the US\$458.2 million recorded in June. Compared to the 14.2% growth rate seen after six months, the pace of expansion has slowed slightly. This indicates that while the market remains positive, growth momentum is increasingly divergent across different markets.

The five largest individual markets—China, the US, Japan, South Korea, and Australia—generated nearly US\$1.97 billion, accounting for over 70% of total shrimp export value. Within this group, China continued to show exceptional growth, Australia accelerated, and Japan maintained positive momentum. Conversely, the US market continued to experience a double-digit decline, while South Korea began to see a drop.



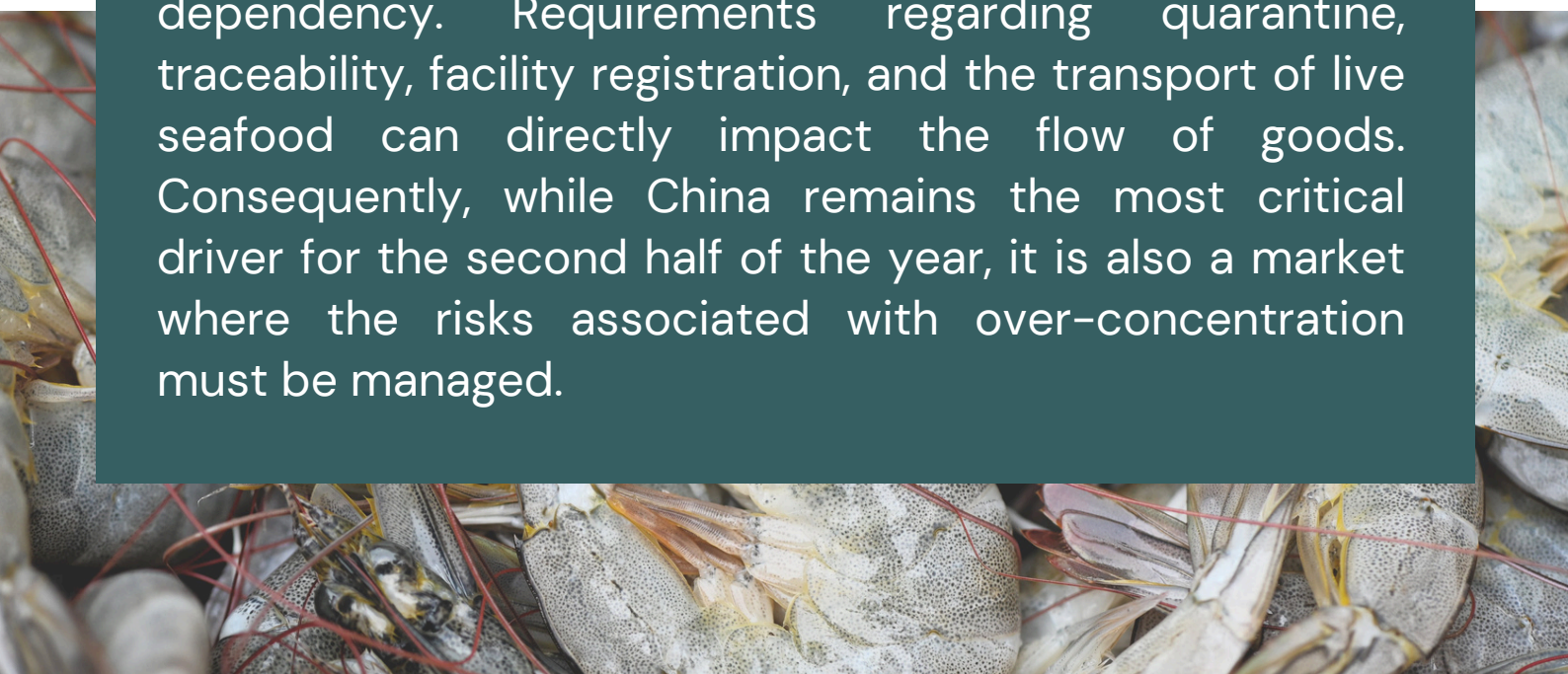
SHRIMP NEWS

CHINESE MARKET

China remains the leading market, with exports reaching nearly \$939 million—a 42.3% increase—accounting for 33.5% of Vietnam's total shrimp exports. Including Hong Kong, the figure rises to over \$980 million (up 39.6%), representing 35% of total exports. In July alone, exports to China reached nearly \$130 million, an increase of 19.2%.

Lobster remains a key growth driver. Data from the first seven months shows lobster exports reaching approximately \$655.2 million—up 41.8%—accounting for over 23% of total shrimp export value. During the first half of the year, virtually all of Vietnam's lobster exports—predominantly green lobster—were shipped to China.

However, rapid growth also entails greater market dependency. Requirements regarding quarantine, traceability, facility registration, and the transport of live seafood can directly impact the flow of goods. Consequently, while China remains the most critical driver for the second half of the year, it is also a market where the risks associated with over-concentration must be managed.



SHRIMP NEWS

US MARKET

The US ranked second with \$357.5 million, a decline of 11.4%. A positive note is that the rate of decline narrowed compared to the 14.9% drop recorded after the first six months. Specifically, exports rose by 32% in June and continued to grow by 7.3% in July, reaching \$67.2 million.

However, the recent two months of growth should not yet be viewed as a sign of sustainable recovery. July marked a transitional period as new tax policies began to take effect, while businesses and importers tended to accelerate shipments in anticipation of changes in trade costs.

The U.S. remains a key market for Vietnamese vannamei shrimp, particularly for processed products. Exports of processed vannamei shrimp to the U.S. have seen a much smaller decline compared to fresh and frozen varieties, reflecting the greater resilience of the value-added segment.

Consequently, the challenge in the U.S. market over the coming months lies not only in boosting sales but also in retaining customers, managing tax-related costs, and protecting profit margins amidst competition from Ecuador, India, and other suppliers.

SHRIMP NEWS

JAPANESE MARKET

Japan retained third place with nearly \$323.8 million in value, a 4% increase. July alone saw \$52.8 million in exports—up 10.1%—indicating that the market maintains relatively stable purchasing power.

A notable trend lies in the product mix. Exports of Vietnamese vannamei shrimp to Japan rose. Specifically, processed vannamei shrimp saw double-digit growth, whereas fresh and frozen varieties declined slightly. Conversely, exports of black tiger shrimp trended downward.

This reinforces the fact that Vietnam's advantage in Japan lies in deep processing and convenience products—such as tempura, sushi, PTO (Peeled Tail-On) shrimp, and retail-ready formats—rather than in competing solely on raw material prices. While Japan may not offer explosive growth, it remains a stable, high-value market for processing enterprises.





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SHRIMP NEWS

KOREAN MARKET

South Korea stands out as the most notable market among the top five experiencing a decline. After recording a 0.9% increase over the first six months, exports to this market fell by 14.6% in July, bringing the seven-month total to \$197.3 million—a decrease of 1.6%. While vannamei shrimp continue to account for the bulk of exports to South Korea, achieving high growth in this market has historically been challenging due to fierce competition and tariff-rate quota limitations. Although market demand remains generally stable, Vietnam's growth rate has not been particularly impressive compared to that of competing suppliers.

SHRIMP NEWS

AUSTRALIAN MARKET

Australia ranked fifth with \$155.1 million, an increase of 16.5%. Notably, exports to this market reached \$29.3 million in July—a surge of 43.9%—marking the strongest growth among the top five markets for the month.

While the scale of the Australian market is not yet on par with that of the US or Japan, it is experiencing steady growth and playing an increasingly significant role in market diversification strategies. It is a suitable market for vannamei shrimp, processed products, and goods with consistent quality—segments where Vietnam holds a competitive advantage.

Over the first seven months of the year, vannamei shrimp remained the cornerstone of exports, generating nearly \$1.7 billion (up 8.7%), while black tiger shrimp reached \$274.7 million (up 8.1%); meanwhile, lobster emerged as a standout performer, recording approximately \$655 million in exports—an increase of over 40%.



SHRIMP NEWS

RAW MATERIAL SITUATION

Yellow head disease is caused by Yellow Head Virus genotype 1 (YHV-1); it spreads rapidly and can cause mass mortality in shrimp within just a few days. YHV-1 belongs to the genus **Okavirus** (family **Roniviridae**), and mortality rates can reach 70–100% over a period of 3–10 days.

Black tiger shrimp (**Penaeus monodon**) are the most susceptible species, whereas vannamei shrimp (**Litopenaeus vannamei**) can also be infected but typically exhibit milder symptoms. Shrimp are most vulnerable between 30 and 70 days of age, particularly during seasonal transitions, the onset of the rainy season, periods of fluctuating water temperatures, or sudden drops in salinity.

Infected shrimp often exhibit a brief period of abnormally high feed intake followed by a sudden cessation of feeding, lethargy, and aggregation along the pond banks. The cephalothorax turns yellow, and the hepatopancreas becomes swollen and bright or pale yellow; the body softens, the eyes darken, and the stomach and intestine appear empty. Diagnosis must be performed using RT-PCR or real-time RT-PCR in accordance with the TCVN 8710-4:2019 standard.

TUNA NEWS

EU MARKET

In the first seven months of 2026, Vietnam's tuna exports to the EU reached more than 104 million USD, down nearly 17% year-on-year and accounting for approximately 19% of the country's total tuna export turnover. In July alone, exports stood at 16 million USD, down 9%. Although the decline has narrowed compared with previous months, the improvement is not yet strong enough to indicate a clear market recovery.



TUNA NEWS

US MARKET

U.S. consumers are facing persistent food inflation, particularly in the seafood sector. Although overall food prices rose by only 0.1% in July compared with the previous month, grocery prices remained 3.4% higher than a year earlier. Retail sales of tuna and shelf-stable seafood increased over the past month. Canned tuna continues to be one of the most affordable sources of protein for U.S. consumers.

Canned tuna remains relatively affordable compared with many other animal-based protein sources. Price surveys across online retailers indicate that most canned tuna products have continued to maintain relatively stable prices.





CLAMS NEWS

OVERVIEW

Vietnam's clam exports have shown positive momentum in 2026. After a slowdown in March and April, export value rebounded strongly from May onward. In the first seven months of the year, clam exports reached nearly 83 million USD, up 17% compared to the same period in 2025. This performance indicates a clear improvement in demand across major export markets.

CLAMS NEWS

EU MARKET

Spain is currently the largest market for Vietnamese clams, with exports reaching nearly 21 million USD in the first seven months of 2026, up 47% year-on-year. **Italy** ranked second at 19 million USD, an increase of 19%, while exports to **Portugal** reached 11 million USD, up 14%. These three Southern European markets alone accounted for more than 60% of Vietnam's total clam export turnover. The region is also characterized by strong consumer demand for mollusks.



US & CHINESE MARKET

The United States is a notable bright spot in Vietnam's clam exports this year. Exports to the U.S. reached nearly 13 million USD, up 62%, making it Vietnam's third-largest clam export market.

In contrast, exports to China fell by 45% to around 8 million USD. This divergence highlights a clearer shift in Vietnam's clam export market structure toward the EU and the United States.

CLAMS NEWS

OTHER MARKETS

Several smaller markets also recorded strong growth, including **Australia**, up 89%; **the United Kingdom**, up 82%; **Canada**, up 76%; **Singapore**, up 59%; and **the Philippines**, up 61%. These markets offer further opportunities for Vietnamese exporters to diversify their customer base and reduce reliance on a few traditional destinations.

>>> With export turnover reaching nearly 83 million USD in the first seven months, Vietnam's clam exports are well positioned for the second half of 2026. If demand from Spain, Italy, Portugal, and the United States remains strong, annual export turnover is likely to maintain its positive growth trajectory.



GOOD ITEMS FOR SALES



FROZEN PANGASIUS FILLET SEMI-TRIMMED

- Skin off, Fat off, Belly on, Red meat on, STPP treatment
- 70% Net Weight, 30% Glazing
- Size (grs/pc): 170/220; 220 up
- Packing: IQF, Bulk bag 10kg/carton



FROZEN BARRAMUNDI FILLET

- Fillet, Scale off, Boneless, Skin on, STPP treatment
- 80% Net Weight, 20% Glazing
- Size (grs/pc): 200/300; 300/500; 500/800
- Packing: IQF, Bulk bag 10kg/carton



FROZEN ROUND SCAD HGT

- Headed, Gutted, Tail-off, Chemical-free
- 100% Net Weight
- Size (pcs/kg): 30-35
- Packing: Block 5kgs x 2/carton

GOOD ITEMS FOR SALES



FROZEN COOKED VANNAMEI PDTO

- (*Litopenaeus vannamei*)
- Headless, Shell OFF, Tail ON, STPP Treatment
- 100% Net Weight
- Packing: IQF, 1kg/ PE bag with rider, 10kg/ carton
- Size: 31/40, 41/50, 51/60 pcs/lb



ROZEN RAW VANNAMEI HOSO

- (*Litopenaeus vannamei*)
- 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 COOKED WHITE CLAM WITH SHELL

- (*MERETRIX LYRATA*)
- Broken pieces < 5%, no chemical
- Size: 40/60; 60/80 pcs/kg
- Packing: IQF, 1kg/vacuum pack with rider, 10 bags/flexo carton



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THANKS FOR READING



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