

Dear Client,

Please find below the latest news on cashews, which we received from one of our sources.
In case you have any questions, feel free to contact us via below contact details.

QUOTE

Pls kindly see below statement for import/export of RCN and kernel till Sep 2019 and our comparison between 2016, 2017, 2018, 2019 in attachment for your information (including 5 sheets):

STATEMENT OF IMPORTING RAW SEEDS IN VIETNAM TO SEP 2019

1. Quantity Import

| Month | Quantity (MT) | Compare to same period 2018 (%) | Average price (usd) | Compare to same period 2018 (%) |
|--------------|------------------|---------------------------------|---------------------|---------------------------------|
| 1 | 71,646 | -24.66% | 1,533 | -32.26% |
| 2 | 67,187 | 47.13% | 1,713 | -23.63% |
| 3 | 92,896 | 42.65% | 1,576 | -21.81% |
| 4 | 67,718 | 27.87% | 1,393 | -30.75% |
| 5 | 185,260 | 668.07% | 1,318 | -34.79% |
| 6 | 237,334 | 69.88% | 1,222 | -37.66% |
| 7 | 217,840 | -9.77% | 1,067 | -41.27% |
| 8 | 192,884 | 0.93% | 1,074 | -38.97% |
| 9 | 154,704 | 31.03% | 1,150 | -33.61% |
| Total | 1,287,469 | 32.28% | 1,338 | -32.4% |

2. Top 10 Biggest Importers

| Month | Top 10 Biggest Importers (Members of Vinacas) |
|-------|---|
| 1 | Long Son JSC, Phuc Vinh, Cao Phat, Valency VN, Da Kao, Richcom, Đuc Thinh, Duy Linh, Duy Duc, C&N |
| 2 | Valency VN, Cao Phat, Olam IZ Bien Hoa II, Long Son, Intimex, Atlantic VN, Hoang Son 1, Quang Vinh, Tu Hai, Phuc Vinh |
| 3 | Trung Nam Trading, Hoang Son 1, Olam IZ Bien Hoa II, Long Son, Olam VN, Valency, Cao Phat, |
| 4 | Long Son, Duy Linh, Olam VN, Rals VN, Ladocashews, Intimex, Cao Phat, Atlantic VN, Thao Ngu |
| 5 | Cao Phat, Long Son, Rals VN, Hoang Son 1, Olam VN, Da Kao, Minh Huy, Tu Hai, Phuc Vinh, Thao Ngu |
| 6 | Hoang Son 1, Cao Phat, Long Son, Phuc Vinh, Minh Huy, Rals VN, C&N (Tanimex-LA), Olam VN, Tan Ho |
| 7 | Phuc Vinh, Hoang Son 1, Cao Phat, Rals VN, Olam |

| | |
|---|---|
| | VN, Long Son JSC, Olam VN IZ Bien Hoa II, Đại Loc Phat, Trung Nam Trading, Minh Huy |
| 8 | Olam VN, Hoang Son 1, Phuc Vinh, Long Son JSC, Trung Nam Trading, Dai Loc Phat, Da Kao, Ngoc Chau, Ca |
| 9 | Long Son JSC, Đại Loc Phat, Minh Huy, Phuc Vinh, Hoang Son 1, Olam VN, Da Kao, Trung Nam Trading |

3. Importing Markets in Sep

| TT/ S/n | IMPORT ORIGINS | VOLUME (Mts.) |
|------------|-----------------------------|-------------------|
| *** | (World Total) | 154,704.41 |
| 1 | COTE D'IVOIRE (IVORY COAST) | 54,955.28 |
| 2 | GUINEA-BISSAU | 22,822.39 |
| 3 | GUINEA | 19,257.27 |
| 4 | NIGERIA | 18,687.11 |
| 5 | GHANA | 11,116.05 |
| 6 | SENEGAL | 9,187.56 |
| 7 | BURKINA FASO | 4,873.08 |
| 8 | TOGO | 3,831.89 |
| 9 | INDONESIA | 3,190.57 |
| 10 | BENIN | 2,518.17 |
| 11 | TANZANIA (UNITED REP.) | 1,400.52 |
| 12 | GAMBIA | 1,061.96 |
| 13 | CAMBODIA | 1,050.00 |
| 14 | INDIA | 622.57 |
| 15 | BANGLADESH | 130.00 |
| | <i>---End of list---</i> | |

STATEMENT OF EXPORTING KERNELS IN VIETNAM TO SEP 2019

1. Quantity Export

| Month | Quantity (MT) | Compare to same period 2018 (%) | Average price (usd) | Compare to same period 2018 (%) |
|--------------|----------------|---------------------------------|---------------------|---------------------------------|
| 1 | 33,170 | 4.49% | 8,113 | -20.76% |
| 2 | 14,595 | -10.65% | 8,278 | -19.41% |
| 3 | 33,013 | 6.57% | 7,813 | -22.14% |
| 4 | 36,877 | 7.94% | 7,542 | -22.12% |
| 5 | 41,719 | 6.22% | 7,259 | -22.43% |
| 6 | 40,605 | 20.26% | 6,961 | -24.47% |
| 7 | 44,883 | 29.69% | 6,796 | -22.29% |
| 8 | 45,850 | 25.49% | 6,714 | -21.4% |
| 9 | 41,910 | 32.99% | 6,736 | -21.48% |
| Total | 332,622 | 15.13% | 7,357 | -21.8% |

2. Export Markets

2.1/ USA

| Month | Quantity (MT) | Compare to same period 2018 (%) |
|--------------|----------------|---------------------------------|
| 1 | 10,025 | 16.44% |
| 2 | 3,714 | -16.9% |
| 3 | 9,805 | -11.58% |
| 4 | 10,841 | -15.32% |
| 5 | 12,502 | -15.26% |
| 6 | 12,561 | 7.55% |
| 7 | 14,597 | 13.25% |
| 8 | 13,362 | 4.48% |
| 9 | 12,805 | 32.12% |
| Total | 100,213 | 1.46% |

2.2/ China

| Month | Quantity (MT) | Compare to same period 2018 (%) |
|-------|---------------|---------------------------------|
| 1 | 4,792 | -23.57% |
| 2 | 1,864 | 0.75% |
| 3 | 3,757 | 62.64% |
| 4 | 3,690 | 98.62% |
| 5 | 6,748 | 113.08% |
| 6 | 5,756 | 112.00% |
| 7 | 5,366 | 72.72% |
| 8 | 6,425 | 49.63% |

| | | |
|--------------|---------------|---------------|
| 9 | 6,337 | 68.05% |
| Total | 44,736 | 52.46% |

2.3/ EU & other markets

| Month | Quantity (MT) | Compare to same period 2018 (%) |
|--------------|----------------|---------------------------------|
| 1 | 18,352 | 8.83% |
| 2 | 9,018 | -9.97% |
| 3 | 19,451 | 10.66% |
| 4 | 22,346 | 14.56% |
| 5 | 22,468 | 5.2% |
| 6 | 22,289 | 15.06% |
| 7 | 24,920 | 33.88% |
| 8 | 26,063 | 33.98% |
| 9 | 22,768 | 26.14% |
| Total | 187,673 | 16.71% |

3. Markets Ranking

| Month | Top 10 Biggest Markets |
|-------|---|
| 1 | USA, China, Netherlands, Singapore, Australia, Germany, UK, Russia, Thailand, Italy |
| 2 | USA, Netherlands, China, UK, Canada, Singapore, Germany, Australia, Italy, Thailand |
| 3 | USA, China, Netherlands, Singapore, Australia, Germany, UK, Russia, Thailand, Canada |
| 4 | USA, Netherlands, China, Singapore, Germany, UK, Thailand, Canada Australia, Israel |
| 5 | USA, China, Netherlands, Singapore, Germany, UK, Australia, Canada, Thailand, Israel |
| 6 | USA, China, Netherlands, Singapore, UK, Germany, , Australia, Canada, Unknown, Thailand, Israel |
| 7 | USA, China, Netherlands, Singapore, UK, Germany, Australia, Canada, Turkey, Israel |
| 8 | USA, China, Netherlands, Singapore, Germany, UK, Australia, Canada, Turkey, Thailand |
| 9 | USA, China, Netherlands, Singapore, Germany, Australia, [Unknown], UK, Canada, Thailand, Turkey |

4. Enterprises took part in Exporting

| Month | Top 10 Biggest Exporters (Members of Vinacas) |
|-------|--|
| 1 | OLAM IZ Bien Hoa II, Long Son JSC, Olam VN, Hoang Son 1, Rals VN, Cao Phat, Phuc Vinh, Hanfimex VN, Thao Nguyen, Da Kao |
| 2 | Olam IZ Bien Hoa II, Olam VN, Long Son, Cao Phat, Rals VN, Duy Duc, Hoang Son 1, Hapro North JSC, Da Kao, Hanfimex VN |
| 3 | Olam IZ Bien Hoa II, Long Son, Olam Vietnam, Cao Phat, Phuc Vinh, Đa Kao, Hoang Son 1, Red River Foods VN, Rals VN, Thao Nguyen |
| 4 | Olam IZ Bien Hoa II, Long Son, Olam Vietnam, Hoang Son 1, Phuc Vinh, Cao Phat, Thao Nguyen, Đa Kao, Minh Huy, Red River Foods VN. |
| 5 | Olam IZ Bien Hoa II, Long Son, Olam VN, Hoang Son 1, Cao Phat, Thao Nguyen, Minh Huy, Rals VN, Long Son Inter Foods, Haprosimex JSC |
| 6 | Olam IZ Bien Hoa II, Long Son, Olam VN, Hoang Son 1, Cao Phat, Phuc Vinh, Thao Nguyen, Minh Huy, Red River Food VN, Rals VN, |
| 7 | Olam IZ Bien Hoa II, Olam VN, Long Son JSC, Hoang Son, Cao Phat, Phuc Vinh, Rals VN, Red River Foods VN, Long Son Inter Foods, Thao Nguyen |
| 8 | Olam VN, Olam IZ Bien Hoa II, Long Son JSC, Hoang Son 1, Cao Phat, Phuc Vinh, Thao Nguyen, Rals VN, Minh Huy, Đại Loc Phat, Red River Foods VN |
| 9 | Olam VN IZ Bien Hoa II, Long Son JSC, Olam Vietnam, Hoang Son 1, Cao Phat, Thao Nguyen, Phuc Vinh, Minh Huy, Rals VN, Long Son Inter Foods |

5. Exporting Markets in Sep

| TT / S/n | (Export market) | Quantity (Mt) |
|----------|--------------------------|------------------|
| ** * | (World total) | 41,910.27 |
| 1 | UNITED STATES OF AMERICA | 12,805.40 |
| 2 | CHINA | 6,337.35 |
| 3 | NETHERLANDS | 4,661.55 |
| 4 | SINGAPORE | 2,409.18 |
| 5 | GERMANY | 1,274.53 |
| 6 | AUSTRALIA | 1,313.68 |
| 7 | <i>[UNKNOWN]</i> | 1,324.53 |

| | | |
|-----------|--------------------|----------|
| 8 | UNITED KINGDOM | 1,246.55 |
| 9 | CANADA | 974.26 |
| 10 | THAILAND | 807.01 |
| 11 | TURKEY | 677.90 |
| 12 | ISRAEL | 699.87 |
| 13 | LITHUANIA | 526.46 |
| 14 | FRANCE | 475.81 |
| 15 | RUSSIAN FEDERATION | 497.97 |
| 16 | SPAIN | 427.02 |

UNQUOTE

Kindest regards,
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