

# VIETNAM

ASIA'S HOME OF *Seafood*



## VIETNAM'S SEAFOOD EXPORTS AND IMPORTANCE OF TRACEABILITY

### Expert: Ms Le Hang

Chief communications officer of VASEP

She was a reporter and translator for VASEP Information Department; Head of Information Department VASEP; Deputy Director of VASEP Trade Promotion and Training Center (VASEP.PRO); Chief communications officer of VASEP.

She has extensive experience in organizing, implementing, and publishing fisheries information publications according to VASEP's plans and tasks.



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# I. VIETNAM SEAFOOD EXPORTS, 2017-2021

VIETNAM SEAFOOD EXPORTS, BY PRODUCTS 2017-2021 (US\$ mil.)						
Products	2017	2018	2019	2020	2021	Proportion in 2021 (%)
Shrimp	3854.7	3554.4	3362.9	3733.4	3883.2	43.6
Pangasius	1788.0	2261.5	2004.6	1492.8	1617.8	18.2
Tuna	592.9	652.9	719.5	648.8	759.5	8.5
Cephalopod	620.8	672.3	576.7	560.5	608.4	6.8
Mollusk shells	98.5	88.7	93.6	105.0	141.6	1.6
Crab	124.5	134.3	134.3	181.7	188.7	2.1
Surimi	256.1	324.0	342.4	333.7	420.4	4.7
Other fish	980.1	1113.9	1344.6	1356.4	1413.7	15.9
<b>Total</b>	<b>8315.7</b>	<b>8801.9</b>	<b>8578.5</b>	<b>8412.1</b>	<b>8898.8</b>	<b>100.0</b>



# VIETNAM SEAFOOD EXPORTS, 2017-2021

VIETNAM SEAFOOD EXPORTS, BY MARKETS, 2017-2021 (US\$ mil.)						
Markets	2017	2018	2019	2020	2021	Proportion in 2021 (%)
The US	1417.6	1623.0	1474.0	1620.6	2049.4	23.0
Japan	1309.4	1378.1	1462.1	1422.3	1325.6	14.9
China & HK	1276.3	1210.9	1417.2	1370.9	1143.5	12.8
EU	1480.7	1471.8	1297.2	958.7	1076.7	12.1
South Korea	786.3	864.1	782.9	768.5	807.8	9.1
ASEAN	611.9	669.3	692.1	560.0	606.5	6.8
Canada	224.9	239.8	229.9	262.8	265.6	3.0
Australia	187.0	270.2	208.3	228.2	265.5	3.0
Russia	97.8	86.5	102.8	135.4	164.2	1.8
Others	923.9	988.2	912.0	740.1	878.0	9.9
<b>Total</b>	<b>8315.7</b>	<b>8801.9</b>	<b>8578.5</b>	<b>8412.1</b>	<b>8898.8</b>	<b>100.0</b>



## II. VIETNAM SEAFOOD EXPORTS IN 2022

Vietnam seafood exports in July and first 7 months of 2022 (million USD)				
Products	July 2022	Change (%)	Jan - Jul 2022	Change (%)
Shrimp	381.4	-13.5	2,651.3	22.0
Pangasius	186.0	47.4	1,609.6	77.5
Tuna	85.4	31.6	638.0	51.8
Cephalopod	189.6	35.8	1,146.8	15.7
Mollusk shells	71.1	38.2	414.1	30.0
Shrimp	12.1	-7.9	85.3	15.9
Other mollusk	0.6	27.8	3.6	-23.2
Crabs	16.6	-2.3	119.6	35.8
<b>Total</b>	<b>942.8</b>	<b>10.5</b>	<b>6,668.3</b>	<b>34.0</b>



## II. VIETNAM SEAFOOD EXPORTS IN 2022

Vietnam seafood exports in July and first 7 months of 2022 (million USD)

Import markets	July 2022	Change (%)	Jan - Jul 2022	Change (%)
The US	163.9	-30.5	1,477.2	29.9
CPTPP	259.9	32.4	1,691.3	30.4
China & HK	122.6	24.9	1,042.8	71.6
EU	130.1	18.2	818.4	37.2
South Korea	91.6	27.7	543.8	24.4
Others	174.7	23.6	1,094.7	21.6
<b>Total</b>	<b>942.8</b>	<b>10.5</b>	<b>6,668.3</b>	<b>34.0</b>



# III. OPPOTUNITIES AND CHALLENGES

## Oppotunities

- Seafood demand is recovering after Covid
- Inflation is pushing up seafood export prices
- FTAs and tariff advantages help increase the competitiveness of Vietnamese seafood
- The Russia-Ukraine conflict is an opportunity to increase market share in markets, especially for Vietnamese pangasius

## Challenges

- Increased logistics and production costs affect exporters' profits
- Production costs increase -> increasing competitive pressure for Vietnamese seafood products
- After Covid, markets tightened control of food safety and hygiene, stricter about traceability and transparency
- Market rallies other technical barriers
- IUU Regulation, SIMP Program, Marine Mammal Protection Act



# IV. TRACEABILITY – IMPORTANCE IN SEAFOOD PRODUCTION AND EXPORTS

## Example of warning status of export seafood shipments

According to Nafiqad, in 2021, 64 shrimp shipments were warned by the importing country's competent authorities.

Of which:

- ✓ 22 shipments were warned about phosphate criteria (accounting for 34.3%),
- ✓ 21 consignments were warned of aquatic diseases (accounting for 32.8%),
- ✓ 9 consignments were warned of microbiology (accounting for 14%),
- ✓ 1 shipment was warned of heavy metals (accounting for 1.56%),
- ✓ 2 shipments were warned of labeling (accounting for 3.12%).
- ✓ 8 shipments were warned of residues of banned chemicals and antibiotics (accounting for 12.5%)





# TRACEABILITY AND TRANSPARENCY – REGULATIONS IN SEAFOOD PRODUCTION AND EXPORTS

## Regulations of Vietnam

- ✓ **Circular No. 03/2011/TT-BNNPTNT** providing for traceability and recall of products that do not meet quality and food safety standards in the field of aquatic products.
- ✓ **Fisheries Law 2017:** State policy is to apply a quality management system in seafood production and business; traceability of seafood.
- ✓ **Circular No. 17/2021/TT-BNNPTNT** stipulating the traceability, recall and handling of unsafe food under the management of the Ministry of Agriculture and Rural Development



# Regulations of the import market for seafood traceability

- ❖ All major markets have strict regulations on traceability for imported seafood
- ❖ The US market has a Health Security Act; Federal Act on Food, Drug and Cosmetic, Food Safety Amendment Bill, Farm Bill.
- ❖ Most recently the United States is applying: The Seafood Imported Monitoring Program (SIMP) from 2018 and the Marine Mammal Protection Act from 2022, which have high requirements for transparency in traceability for aquatic products exported to this market
- ❖ EU market: From 2002 to 2014 applied 5 regulations related to traceability to ensure food safety, security, food quality and labeling, supply chain management and sustainable development.
- ❖ The hottest issue for the EU market is the anti-IUU fishing regulation that Vietnam is facing with the EU's yellow card
- ❖ Japan: – The Food Safety Basic Law; – Law on product labeling; – Food safety control; – Standards for food and food additives; – Japanese Agricultural Standards System (JAS)
- ❖ Since 2005, Korea, Japan, Canada, Russia, Singapore, etc. have required that imported consignments must be traceable in case of quality problems.



# Certification standards related to traceability

Certification standards related to traceability



## International standard certifications

GLOBALGAP

- BAP
- ASC
- MSC



# Vietnam Association of Seafood Exporters and Producers (VASEP)

**Head office:** No 07 Nguyen Quy Canh Str, An Phu Ward, Thu Duc City, HCMC

Tel: +84 8 6281 0430

Fax: +84 8 6281 0347

**Rep.office :** No 10, Nguyen Cong Hoan Str, BaDinh Dist, Hanoi

Tel: +84 4 3771 5055

Fax: +84 4 3771 5084

**Portal:** [www.vasep.com.vn](http://www.vasep.com.vn)





*Thank You*

