

VIETNAM
ASIA'S HOME OF *Seafood*



VIETNAM ASSOCIATION OF SEAFOOD EXPORTERS AND PRODUCERS (VASEP)



Presentation: Ms. To Thi Tuong Lan

Deputy Secretary General



Contents

I VIETNAMESE FISHERIES INDUSTRY IN SUMMARY

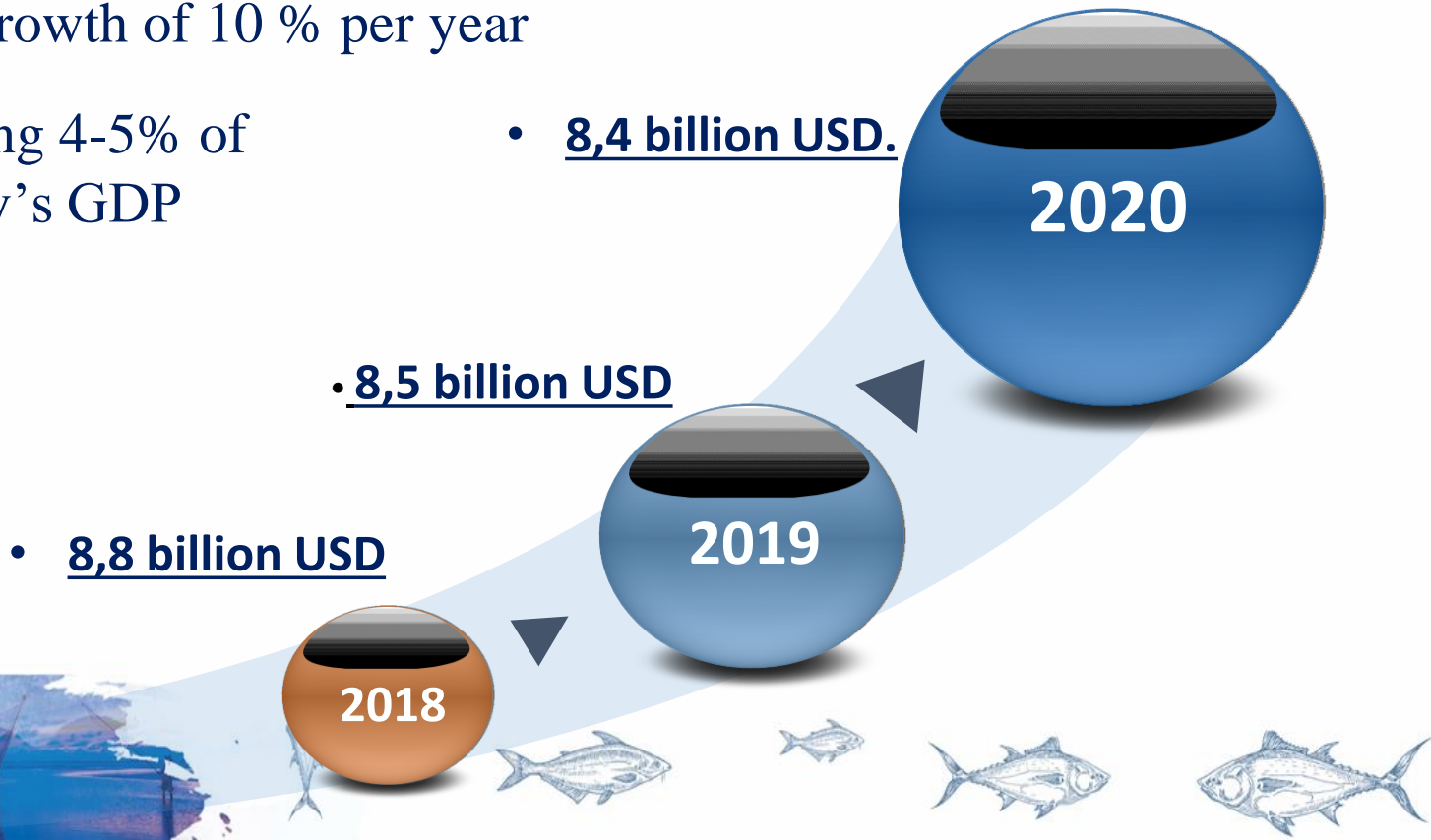
II OPPORTUNITIES AND CO-OPERATION



I. VIETNAM'S FISHERIES INDUSTRY IN SUMMARY

1. Seafood Trade

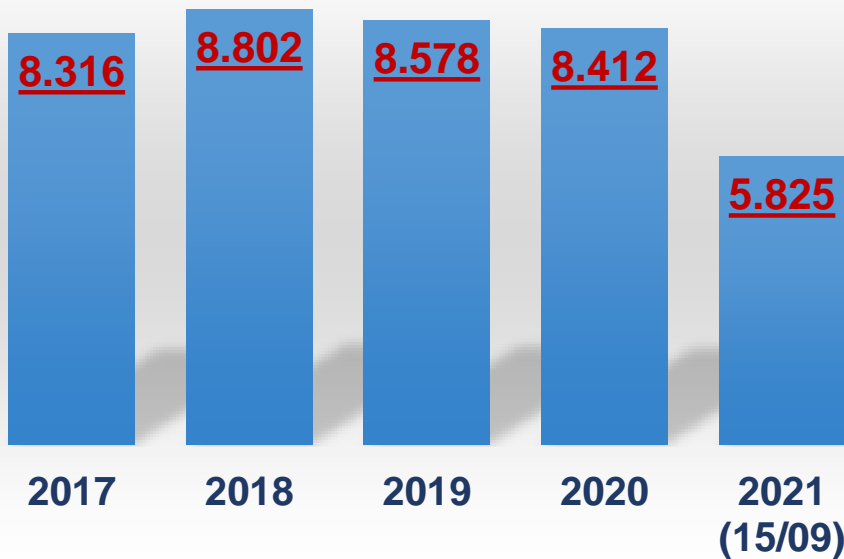
- Continuing growth and development in the last two decades
- Average growth of 10 % per year
- Contributing 4-5% of the country's GDP



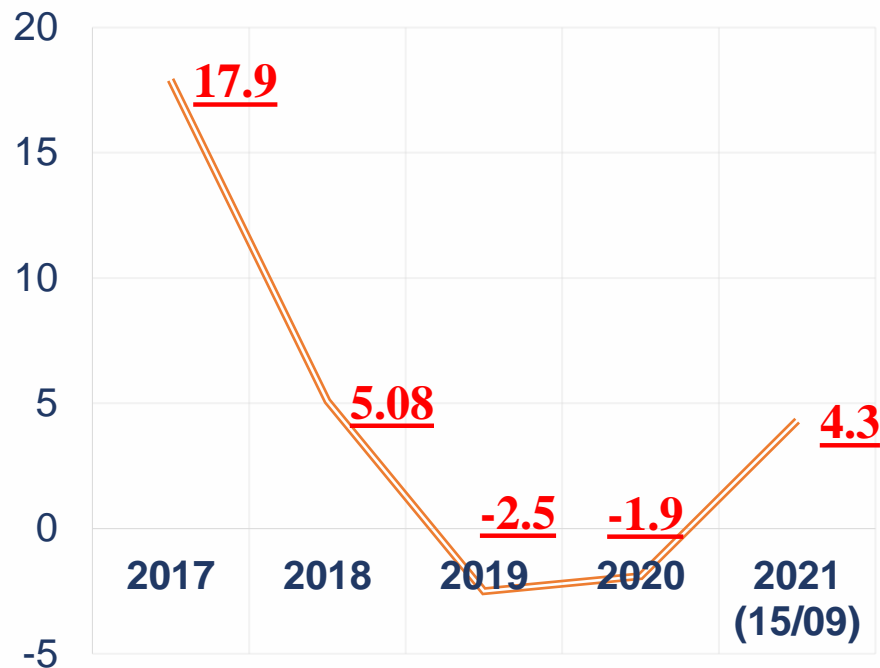
I. SEAFOOD EXPORTING TO THE WORLD MARKETS

1. Vietnam Seafood Export

■ Value (Billion USD)



— Grow (%)

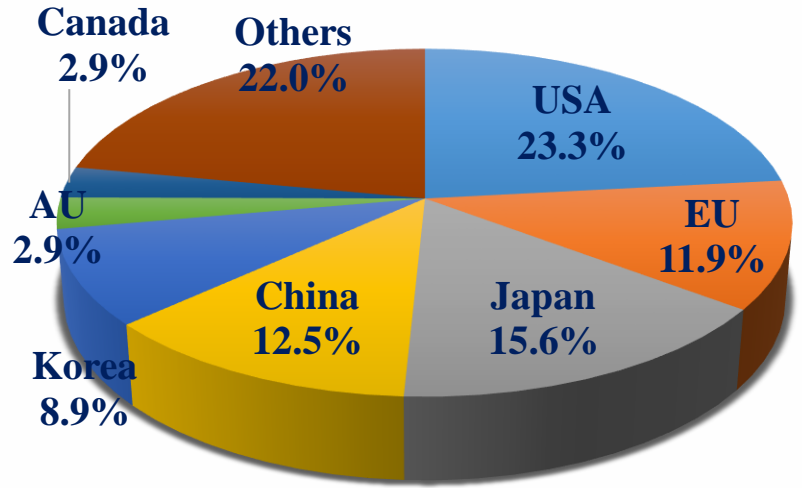


2. The key importing markets of seafood from Vietnam

(Value: million USD)

Markets	2019	2020	2021 (15/9)	%
USA	1.473	1.620	1.357	20,2
EU	1.297	959	694	7,6
Japan	1.462	1.422	908	-4,8
China	1.417	1.370	728	-21,8
Korea	782	768	518	-1,0
Canada	229	263	172	1,3
AU	208	228	171	21,9
Others	1.492	1.300	1.274	-23,7
Total	8.578	8.412	5.824	4,3

Value: (%)

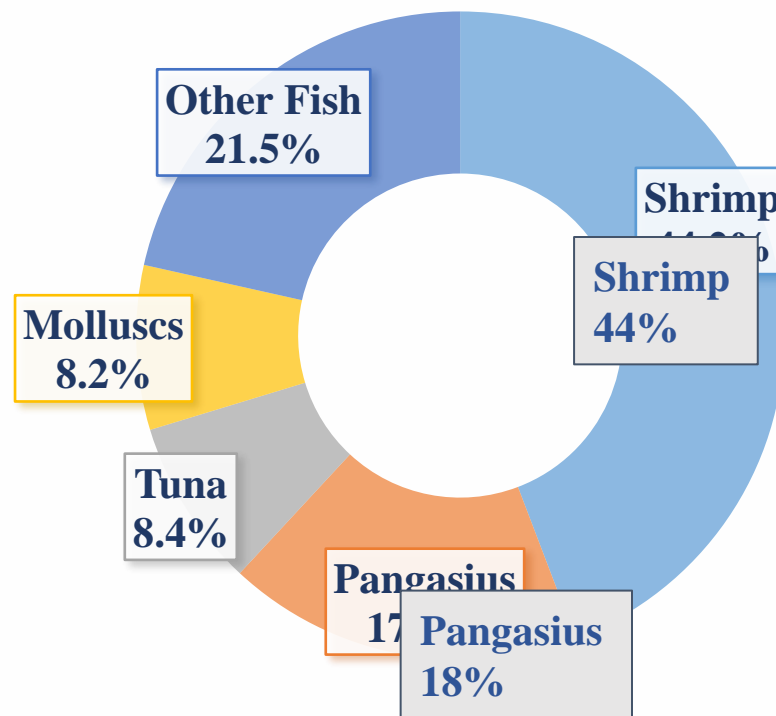


3. The key products of Viet Nam

Main exports 2021 (15/09) (Value: million USD)

Percentage of Vietnam's export 2021 (15/09)

Product	2020	2021-9 months	(%) 2020
Shrimp	3.733	2.731	1,5
Pangasius	1.493	1.075	3,1
Tuna	649	522	9,4
Molluscs	1.351	406	2,6
Crustaceans	182	100	40
Other Fish	1.679	1.200	0,7



7. Exporting To Canada

➤ Exporting Fisheries to Canada from Vietnam (value by Million USD – Source from VASEP)

	2018	2019	2020	2021 (15/09)	% 2020
Shrimp	161,5	151,6	187,1	112,6	-6,9
Pangasius	48,0	42,4	30,4	22,5	7,9
Tuna	16,0	21,4	27,9	21,6	26,9
Others	14,1	14,4	17,4	15,4	-12,5
Total	239,8	229,8	262,8	172,1	1,3



8. Seafood Import From The World

(Value In Million USD)

- Importing seafood from 100 sources from all over the world
- Annual import value: 1,8 billion USD
- The top biggest suppliers: Norway, India, China, Japan, Indonesia, Taiwan, the US, Russia, Korea, and Chile



II. OPPORTUNITIES FOR VIETNAMESE EXPORTERS

- The opportunities to expand the exporting markets by taking full advantages of tariff preferences compared to the other countries.
- Reforms/ Simplifying in administrative procedures, regulations, laws...according to FTA's terms and requirements
→ Giving the opportunities for a better business environment, more transparent and motivation for improvement



II. OPPORTUNITIES & CO-OPERATION

1/ In fisheries aquaculture

- Drawing the investment from Canada in the feed industry and bio products in farm treatment
- Investment in fresh water and sea farming

2/ Seafood importation

- Diversifying the sources for high quality seafood from Canada for processing and exporting from Vietnam and for domestic market consumption.



VASEP

- Vietnam Association of Seafood Exporters and Producers (VASEP) is a non-governmental organization, established in 1998 based on the principles of volunteer, autonomy and equality.
- There're 253 members including 164 regular members and 88 associated members.
- VASEP's members occupy for 80% of the total national fishery export value.



**Vietnam Association of Seafood Exporters and Producers
(VASEP)**

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

Rep. Office: No 10, Nguyen Cong Hoan Str, Ba Dinh Dist, Hanoi

Tel: +84 4 3771 5055

Fax: +84 4 3771 5084

Portal: www.vasep.com.vn

Email: tuonglan@vasep.com.vn



Thank You!

