



Exporting report

Criteria	units	Dec 2018	Dec 2019	% change	12 months 2018	12 months 2019	% change	2019 Guidance	% Guidance
Export value	USD Million	71,28	40,45	-43,25%	750,67	643,71	-14,25%	850	75,73%
USA	USD Million	24,59	12,16	-50,55%	305,69	245,87	-19,57%		
Japan	USD Million	16,55	8,84	-46,59%	152,92	132,71	-13,2%		
Europe	USD Million	6,61	3,83	-58%	66,70	73,61	+10,36%		
Korean	USD Million	8,15	2,82	-42,06%	54,02	37,86	-29,91%		
Others	USD Million	15,37	12,80	-16,72%	171,34	153,65	-10,32%		
Export volumes	tons	6.264	3.643	-41,84%	67.645	57.709	-14,69%	77,400	74,56%
Signed contract value	USD Million	60,54	29,31	-51,59%	837,68	644,81	-23,02%	850	75,86%
Signed contract volume	tons	5.542	2.445	-55,85%	76.553	59.556	-22,20%	77,400	76,95%

KEY HIGHLIGHT

- ❖ By the end of 2019, MP turnover did not meet the target. Compared to the same period last year, production output reached 59,548 tons, down 9.05%; Export sales reached 643 million USD, down 14.25%, export output 57,709MT, down 14.69%.
- ❖ Weather and disease strongly affected the raw shrimp resources of MP this year. At the beginning of the first crop of 2019, shrimp raw materials were abundant, but in the second crop, the number of raw shrimp plummeted due to the weather and complicated situation of disease, making shrimp grow slowly and not enough to supply for the factories. The price of raw materials continued to rise in the months of 8, 9 and 10. In addition, this year, the source of raw shrimp imports decreased sharply, making the competition of raw materials with factories also become more serious, domestic raw material prices increased while selling prices did not increase correspondingly, leading to MP business results did not meet the expectations.

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