

CONTENTS

PART 1. SEAFOOD TRADE BETWEEN VIETNAM AND RUSSIA 4

I. MARKET ASSESSMENT 4

1. Market overview 4
2. Regulations of the market 4

II. SEAFOOD TRADE BETWEEN VIETNAM AND RUSSIA 9

1. General seafood 9
2. Shrimp 12
3. Pangasius 17
4. Marine products 21

PART 2. VIETNAM – UKRAINE SEAFOOD TRADE 34

I. MARKET ANALYSIS 34

1. Market overview 34
2. Regulations on food imports 35

II. VIETNAM – UKRAINE SEAFOOD TRADE 37

1. Seafood in general 37
2. Shrimp 41
3. Pangasius 44
4. Marine products 47

PART 3. RUSSIA - UKRAINE CONFLICT: OPPORTUNITIES - CHALLENGES FOR VIETNAM FISHERY 54

I. CHALLENGES 54

1. Delay in payment: 54
2. Difficult transportation, high sea freight: 54
3. Increased energy prices, input, production and exploitation costs increase according to: 55
4. The disrupted supply chain of raw materials: 55
5. Complications arising in importing raw materials from Russia: 56
6. Serious impact on world commodity prices in the long run: 56
7. The capture fishery is most affected 56
8. Increased costs, competitive edge and profits erosion 56

II. OPPORTUNITY 57

1. Opportunity to win market share of Russian whitefish in Korea and other markets 57
2. Opportunity to promote marine products exports to traditional markets of Russia 57

III. FORECAST 58

1. Optimistic scenario 58
2. Less optimistic scenario 58

LIST OF TABLES

Table 1. Some tax rates for specific items imported into Russia	9
Table 2. Seafood exports to Russia, in 2017-2021 (million USD)	10
Table 3. Top 10 Seafood products exported to Russia, 2020-2021 (million USD)	10
Table 4. List of companies exporting seafood to Russia in 2021	11
Table 5. List of some Russian partners importing Vietnam's seafood	11
Table 6. List of importing ports of Vietnam's seafood in Russia (updated in February 2022)	11
Table 7. Export tax on some seafood products import into Russia, HS6 (updated in 2022)	12
Table 8. Russia's shrimp imports, 2017-2021 (thousand USD, Source: ITC)	13
Table 9. Average price of Russia's imported shrimp, in 2017-2021	14
Table 10. Russia's imported shrimp products (<i>thousand USD, Source: ITC</i>)	14
Table 11. Vietnam's shrimp products exported to Russia, 2017-2021	15
Table 12. Vietnam's shrimp products (code) exported to Russia, 2017-2021	16
Table 13. List of Vietnam companies exporting shrimp to Russia in 2021	16
Table 14. List of Vietnam companies exporting shrimp to Russia, Jan-Feb 2022	16
Table 15. Some main ports importing Vietnamese shrimp in Russia, Jan-Feb 2022	17
Table 16. Some main partners importing Vietnamese shrimp in Russia, Jan-Feb 2022	17
Table 17. Import tax rate of pangasius products in Russia in 2021	18
Table 18. Russia's whitefish exports in 5 years, 2017 - 2021 (thousand USD; source: ITC)	18
Table 19. Vietnam pangasius exporters to Russia in 2021	19
Table 20. Russia's whitefish imports, in 2020 - 2021 (<i>Thousand USD, source: ITC</i>)	20
Table 21. Structure of Vietnamese marine products exported to Russia, 2017 - 2021 (USD)	22
Table 22. Vietnamese marine product exports to Russia, 2017 - 2021 (USD)	25
Table 23. Structure of Vietnam marine products exported to Russia, Jan-Feb/2021-2022 (USD)	27
Table 24. Vietnamese marine product exports to Russia, Jan-Feb 2021-2022 (USD)	27
Table 25. Vietnamese seafood companies exporting to Russia, in 2021	28
Table 26. Top 6 Fish cake/Surimi Suppliers to Russia, 2017 - 2021	30
Table 27. Vietnamese surimi exporters to Russia, in 2021	31
Table 28. Vietnamese tuna exporters to Russia, in 2021	32
Table 29. Marine product imports from Russia into Vietnam, 2017 – 2021 (<i>Million USD</i>)	33
Table 30. Tariffs for a number of seafood products imported into Ukraine	36
Table 31. Main seafood products exported to Ukraine, 2017 – 2021 (million USD)	37
Table 32. Top 10 seafood products exported to Ukraine, 2020-2021 (million USD)	38
Table 33. List of seafood exporters to Ukraine, 2021	38
Table 34. Some Ukrainian importing partners	39
Table 35. Products imported from Vietnam into Ukraine that are under tariff (updated 2022)	39
Table 36. Vietnam shrimp products exported to Ukraine (USD)	42
Table 37. Vietnam shrimp products (by HS code) exported to Ukraine (USD)	42
Table 38. List of shrimps exporting companies to Ukraine in 2021	43
Table 39. Shrimp imports of Ukraine, 2017- 2021 (thousand USD, Source: ITC)	43
Table 40. List of pangasius exporting companies to Ukraine in 2021	44
Table 41. Customs tariffs for pangasius exported to Ukraine in 2021	45
Table 42. List of whitefish importing products by Ukraine, 2016-2021	46

Table 43. Vietnam marine products exporting to Ukraine, 2017 – 2021	48
Table 44. Vietnam marine products exporting to Ukraine, 2017 – 2021	49
Table 45. List of marine products exporting companies to Ukraine in 2021	51
Table 46. List of tuna exporting companies to Ukraine in 2021	52
Table 47. Fish cake/surimi suppliers to Ukraine, 2017 – 2020	52

LIST OF FIGURES

Figure 1. Vietnam seafood exports to Russia in 2017-2021 (US\$ mil.)	10
Figure 2. Vietnam shrimp exports to Russia, in 2017-2021	13
Figure 3. Vietnam shrimp products exported to Russia in 2017-2021 (US\$ mil.)	14
Figure 4. Top 3 largest white fish suppliers in the world, in 2016-2020	18
Figure 5. Average export price of Vietnamese pangasius to Russia in 2021	20
Figure 6. Vietnam's pangasius exports to Russia, 2017-2021 (US\$mil.)	21
Figure 7. Imports of white fish into Russia, 2019 - 2021	21
Figure 8. Vietnam marine product exports to Russia, 2017 - 2021(US\$ mil.)	22
Figure 9. Vietnam surimi exports in, 2017 - 2021(US\$ mil.)	30
Figure 10. Top 6 surimi suppliers to Russia, 2017 – 2021	30
Figure 11. Average price of fish paste/surimi HS code 03 exported by Vietnam to Russia, Jan-Dec/2020-2021 (USD/kg)	31
Figure 12. Average price of tuna HS code 03048700 exported by Vietnam to Russia, Jan-Dec/2020-2021	31
Figure 13. Vietnam tuna exports to Russia in 2017 – 2021 (US\$ mil.)	31
Figure 14. Top 4 tuna suppliers to Russia, 2017 – 2021	32
Figure 15. Top 2 tuna suppliers to Russia, 2017 – 2021 (MT)	33
Figure 16. Ukraine's seafood imports in 2017-2021 (US\$ mil.)	37
Figure 17. Vietnam's shrimp exports to Ukraine (US\$)	42
Figure 18. Average price of pangasius exported to Ukraine in 2021	46
Figure 19. List of supplying markets for white fish imported by Ukraine, Q1.20 – Q4.21	46
Figure 20. List of supplying markets for white fish imported by Ukraine, 2016 - 2020	46
Figure 21. Vietnam's marine product exports to Ukraine, 2017-2021 (US\$ mil.)	48
Figure 22. Average price of surimi exported by Vietnam to Ukraine (US\$/kg)	53
Figure 23. Surimi suppliers to Ukraine, 2017-2020 (MT)	53
Figure 24. Average price of tuna exported by Vietnam to Ukraine (US\$/kg)	54