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## Vietnam

### Coffee Annual

### 2010

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**Report Highlights:**

Vietnam produced 18 million 60 kg-bags or 1.08 million metric tons (mmt) of coffee in Marketing Year (MY) 2008/2009. Coffee production for MY 2009/2010 is forecast to decrease to 17.5 million 60 kg-bags or 1.05 mmt, due to losses from unfavorable weather conditions (early and torrential rains) during the blossoming and harvesting periods.

Vietnam's coffee bean exports for MY 2008/2009 were 16.283 million 60-kg bags or 977 thousand metric tons (tmt) with a total value of \$1.489 billion, declining by 25 percent compared to the year before. For the first half of MY 2009/2010, coffee bean exports decreased by about 14.4 percent in volume and nearly 24 percent in value due to the sharp price drop in the global market. In order to prevent the collapse of the local coffee industry, the Government of Vietnam (GVN) approved and encouraged major local exporters to enact a stockpiling plan for about 3.3 million bags or 200 thousand metric tons (tmt) of coffee beans to stabilize the local coffee prices.

Post estimates Vietnam's MY 2010/2011 coffee production to be 18.73 million 60kg-bags or 1.12 mmt, about 7 percent higher than the previous year, due to reasonable rainfall during the coffee blossoming period and the current drought of the dry season not yet reaching a critical point for coffee trees in the major coffee growing areas.

Robusta coffee still accounts for almost 97 percent of total coffee production, although Arabica production is slowly increasing due to the expansion of growing areas in the provinces of North and Central Vietnam.

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## Executive Summary:

According to Post, Vietnam produced 18 million 60kg-bags or 1.08 million metric tons (mmt) of coffee in Marketing Year (MY) 2008/2009, a 3.8 percent increase over the previous marketing year. Coffee production for MY 2009/2010 is estimated down at 17.5 million 60kg-bags, or 1.05 mmt due to early and torrential rains during the blossoming period and harvesting season in the main coffee growing areas.

Coffee production for MY 2010/2011 is forecast to be 18.73 million 60 kg-bags or 1.12 mmt, about 7 percent higher than the previous year, due to favorable weather during the coffee blossoming period. Additionally, and according to Vietnam's Cocoa and Coffee Association (VICOFA) and coffee growers, the ongoing drought of the dry season in major coffee growing areas is not expected to have a substantial negative impact on coffee production. The GVN is trying to limit expansion of coffee acreage by encouraging investment in improving the productivity of current areas under cultivation, including replacing old coffee trees and adopting Good Agricultural Practices (GAPs).

Robusta still accounts for almost 97 percent of total coffee production in Vietnam, although Arabica coffee output is expected to increase due to the expansion of growing areas in the provinces of North and Central Vietnam.

Vietnam remains the world's top Robusta exporter. Green coffee bean exports for the first half of MY 2009/2010 were lower in both volume and value compared with the same period during the previous marketing year. Green coffee bean exports for MY 2008/2009 were 16.28 million 60kg-bags or 977 tmt of coffee beans.

## Commodities:

Coffee, Green

## Production:

### Coffee Crop for Marketing Year 2008/2009

Post maintains that Vietnam's MY 2008/2009 coffee production was 18 million 60kg-bags or 1.08 mmt. The average coffee yield was about 2.16 metric tons, per hectare. The GVN is attempting to limit expansion of cultivated area to between 500,000 and 525,000 hectares, while focusing on improving the productivity of already existing stands. Over the last few years, farmers have increased the area planted to coffee at a rate of 2,000 hectares, per year, in the main coffee growing areas. Arabica coffee is now grown on about 35,000 hectares, and accounts for around 6 percent of total coffee acreage, nationwide.

Vietnam continues to encourage farmers to apply GAP as a means of improving yields and encouraging sustainable production. The Western Highlands Agro-Forestry Scientific and Technical Institute (WASI) has focused on researching, selecting and cross-breeding new varieties of coffee, and has also provided technical support to help farmers replace old trees with new seedlings that are appropriate for the growing areas and more economically profitable than older varieties. WASI also researches and promotes technical methods for intensive farming.

**Table 5: Coffee Production by Marketing Year (Oct-Sept)**

	2008/2009	2009/2010	2010/2011
Marketing year begins	10/2008	10/2009	10/2010
			Forecast
Production (green bean, thousand tons)	1,080	1,050	1,124
Average coffee yield (ton/ha)	2.16	2.09	2.10

Source: MARD, Trade, FAS estimates

### Coffee Crop for Marketing year 2009/2010

Vietnam's MY 2009/2010 coffee output is estimated to decrease to 17.5 million 60 kg-bags or 1.05 mmt, about 3 percent lower than the previous crop year, as a result of losses from torrential rains during the blossoming and harvesting seasons in the largest coffee growing areas (Dak Lak and Lam Dong provinces). Uneven and late flowering caused beans to ripen at different times, causing ripe and green beans to appear on the same stalk. Berry quality and size may also suffer as a result of adverse weather conditions. Labor costs for harvesting are expected to be much higher than for the previous crop due to a shortage of workers. Torrential rains in the main growing areas during harvest time prevented farmers from drying coffee naturally, which could also negatively impact coffee quality. The coffee yield is estimated to be 2.09 metric tons, per hectare, about 3.2 percent less than the previous year.

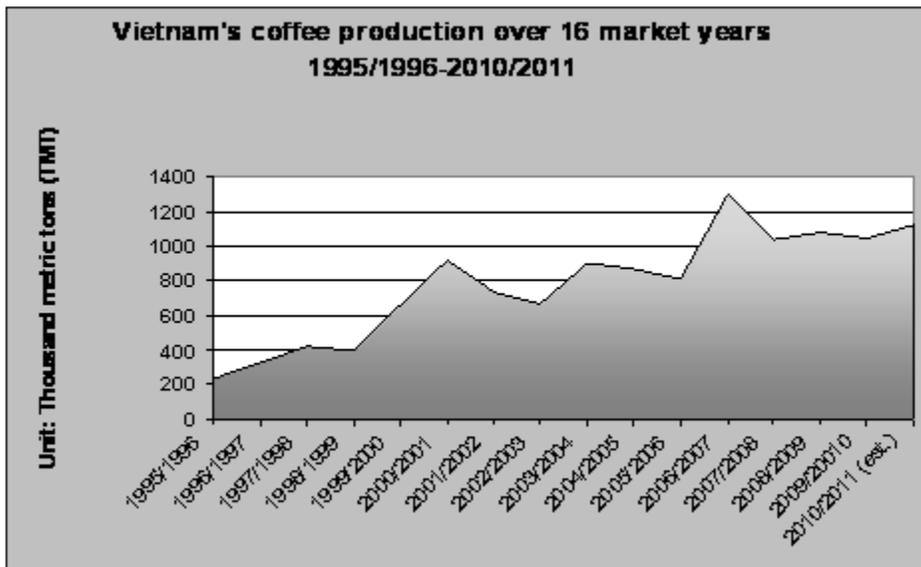
### Coffee Crop for Marketing year 2010/2011

Vietnam's MY 2010/2011 coffee production is expected to be 18.73 million 60 kg-bags or 1.12 mmt, about 7 percent higher than the previous year, due to reasonable rainfall during the coffee blooming period. Growers are reporting that most coffee trees have good fruit setting and development of the cherries on their branches at this point in the growing season. The current drought during the dry season, from November until April in major coffee growing areas, has fortunately not caused a substantial effect on coffee production, according to VICOFA and growers. Currently, local authorities in Dak Lak report that only around 2,500 hectares have been impacted by drought, so the overall affect on total coffee production is not expected to be significant.

The GVN continues to encourage coffee growers to replace old and low-quality yielding coffee trees, especially in the Dak Lak and Lam Dong Provinces. The district authority provides seedlings and technicians for farmers to help them learn new cultivation techniques in order to improve coffee quality. However, recent low coffee prices do not support the replacement of older and low-yielding trees, as coffee growers have no economic incentive from their coffee beans sales. Also, lower prices this year are expected to prompt farmers to use less fertilizer on their coffee trees this season, as they will receive less income from coffee than the previous year.

Robusta coffee still accounts for 97 percent of the total coffee production in Vietnam, although Arabica production is slowly increasing due to the expansion of growing areas in the provinces of North and Central Vietnam, such as Quang Tri, Son La and Hoa Binh.

**Graph 1: Coffee Production over 16 Marketing Years**



Source: Post's estimates

### Consumption:

Post estimates domestic coffee consumption for MY 2008/2009 to be 1.06 million 60kg-bags, or 64 tmt green bean equivalent, which accounts for only 5.9 percent of total Vietnamese coffee production. Post revised Vietnam's MY

2009/2010 domestic consumption from 1.1 to 1.2 million 60kg-bags, or 72 tmt green bean equivalent, about 13 percent higher than the previous year and accounting for 6.7 percent of total production. The forecast for Vietnam's MY 2010/2011 domestic consumption is estimated to be 1.26 million 60kg-bags or 75.6 tmt green bean equivalent, a 5 percent increase over the year before. Domestic consumption of coffee has been increasing due to the effective marketing strategies of coffee producers who started courting the national market through the introduction of several Western-style coffee shops such as Highlands Coffee, Gloria Jean's, The Coffee Bean, Tea Leaf, and Illy. Home use coffee consumption continues to increase as more middle class consumers respond to the coffee industry's increased marketing efforts. However, according to the International Coffee Organization (ICO), Vietnam's current per capita coffee consumption is only about 0.83 kg, considerably lower than other countries such as Brazil (5.72 kg/capita); the European Union (4.83 kg/capita) and the United States (4.13 kg/capita).

## Trade:

### Coffee Exports for MY2008/2009

According to various trade data, Vietnam exported around 16.3 million 60 kg-bags, or 977 tmt of green bean coffee for MY 2008/2009. The earnings were valued at \$1.49 billion, which represents a 25 percent decrease from the previous marketing year due to a significant drop in global coffee prices. The United States remains the second largest buyer of Vietnam's green coffee (after Germany), and accounts for about 16 percent of Vietnam's total green coffee exports. Vietnam also exported a small amount of both ground roasts and 3-in-1 coffee mixes to the United States, with a value of over \$193 million.

### Coffee Exports for MY2009/2010

Post estimates Vietnam's green coffee exports for MY 2009/2010 to be 16.67 million 60kg- bags, or about 1 mmt of green beans. Thus far, about 8.58 million 60kg-bags, or 515 tmt of green beans, have been exported for the first half of MY 2009/2010 (see table 3). This represents a drop of about 14.4 percent from the same period for the previous year. By value, total exports are worth \$726 million, which is 24 percent lower than the same period a year ago due to falling world coffee prices.

Vietnam currently exports coffee beans to almost 90 countries, worldwide. The top sixteen markets account for about 79 percent of total Vietnamese coffee bean exports for the first six months of MY 2009/2010 (see table 7). According to GVN trade data, Vietnam's exports of both ground roasts and soluble coffee for the first half of this marketing year had a total value of nearly \$343 million.

**Table 6: Vietnam's green coffee exports, MY 2007/2008 – MY 2009/2010**

Month	2007/2008		2008/2009		2009/2010		% Change 09/10 over 08/09	
	Volume (tmt)	Volume (tmt)	Volume (tmt)	Value (\$million)	Volume (tmt)	Value (\$million)	Volume	Value
Oct.	41	73	34	60	52	74	53%	23.3%
Nov.	70	121	63	106	70	100	11%	-5.7%
Dec.	110	192	159	262	114	160	-28%	-39%
Jan.	171	309	118	182	112	158	-5.1%	-13.2%
Feb.	77	156	119	181	64	92	-46.2%	-49.2%
Mar.	97	218	110	158	104	142	-5.5%	-10.1%
<b>Sub-total for 6 months</b>	<b>566</b>	<b>1069</b>	<b>603</b>	<b>949</b>	<b>516</b>	<b>726</b>	<b>-14.4%</b>	<b>-23.5%</b>
April	78	171	103	149				
May	73	162	69	100				
June	96	213	64	93				
July	65	147	44	63				
Aug.	49	110	49	70				
Sept.	50	110	45	65				
<b>Grand Total</b>	<b>977</b>	<b>1,982</b>	<b>977</b>	<b>1,489</b>				

Source: Vicofa, General Customs Office, General Statistic Office's data

**Table 7: Key markets for Vietnamese green coffee exports in period MY 06/07–MY09/10**

Rank	Export Destinations	MY 2006/2007		MY 2007/2008		MY 2008/2009		MY 2009/2010* (Oct.-Mar.)	
		Volume (tmt)	Value (\$000)	Volume (tmt)	Value (\$000)	Volume (tmt)	Value (\$000)	Volume (tmt)	Value (\$000)
1	Germany	249	408,995	174	373,024	165	292,418	81	116,008
2	USA	193	291,914	158	317,572	157	243,084	74	116,455
3	Spain	100	159,715	100	221,092	88	154,426	34	46,077
4	Italy	79	130,174	80	171,176	83	163,948	34	47,265
5	Belgium	20	33,562	61	144,529	44	87,251	25	34,428
6	Japan	35	57,532	44	99,789	50	86,768	25	38,935
7	South Korea	40	59,849	44	90,875	39	72,551	15	20,977
8	France	44	72,589	37	79,558	37	66,545	7	9,633
9	Algeria	24	43,948	28	69,386	29	56,667	12	16,900
10	U.K.	40	55,922	29	53,587	25	45,698	19	24,640
11	Russia	26	43,711	23	51,237	20	38,221	15	19,620
12	Malaysia	26	42,490	21	45,778	20	34,754	9	12,787
13	China	16	24,227	14	28,730	16	29,457	9	12,496
14	Indonesia	45	68,370	3	6,371	4	5,569	19	25,725
15	Philippines	17	27,590	10	19,996	13	19,660	9	11,198
16	Switzerland	10	16,857	10	23,149	9	18,047	18	23,245
	<b>Total</b>	<b>964</b>	<b>1,537,445</b>	<b>836</b>	<b>1,795,849</b>	<b>799</b>	<b>1,415,064</b>	<b>405</b>	<b>576,389</b>

Source: Global Trade Atlas; \* Vicofa and General Customs Office

**Table 8: U.S. coffee imports from Vietnam**

Product	2005		2006		2007		2008		2009	
	Value ('000 \$)	Qty (MT)								
Coffee, Not Roasted (HS code 090111)	130,048	174,103	179,318	170,070	288,709	191,969	315,400	156,595	238,310	153,782
Coffee, Not roasted Def (HS code 090112)	2,130	1,793	5,087	2,164	3,205	1,348	2,172	963	4,774	2,899
Coffee, Roasted (HS code-090121)	2,182	750	1,414	564.4	2,055	627.5	1,031	301.5	2,283	511
Coffee, Roasted, Def (HS code 090122)	148	41	219	60.6	292	89.1	414	111.1	635	165.8
Coffee Husks (HS code 090190)	4	2	27	8.8	4	1.7	11	8.1	11	4.6

Source: Department of Commerce, U.S. Census Bureau, Foreign Trade Statistics

Vietnam continues to import small quantities of green coffee, as well as roasted and soluble coffees. According to trade data for MY 2008/2009, total green coffee imports, both Robusta and Arabica, were 92 thousand 60kg-bags, or 5.5 tmt, a 41 percent increase over the previous marketing year, with a total value of over \$6 million. Much of this imported green coffee was sourced from Laos for further processing and/or re-exports.

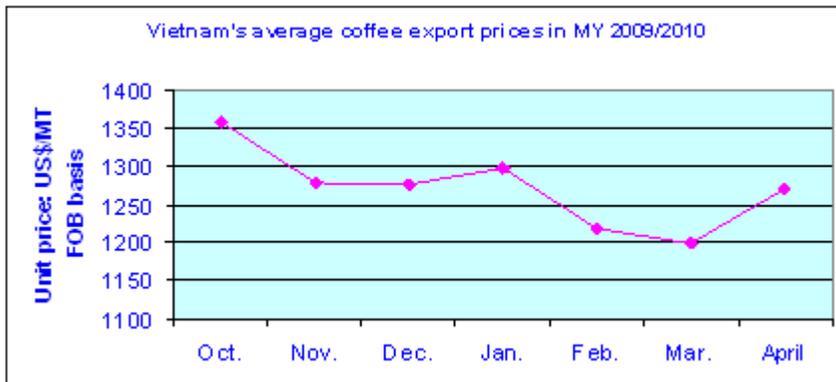
According to trade data, total green coffee imports for the first half of MY 2009/2010 were more than 32 thousand 60kg-bags, or 1.9 tmt, a 40.5 percent drop from the same period of the previous marketing year, with a total value of over \$3 million (see Table 4). Much of this imported green coffee was sourced from Indonesia and Laos. Vietnam also imported small quantities of roasted and instant coffee products during the first six months of MY 2009/2010 with total value of \$133 thousand and \$94 thousand, respectively.

## PRICES

### Export

Vietnam's Robusta coffee had an average export price of \$1,271/mt (FOB basis) over the first seven months of MY 2009/2010 (October-April), which is 16.4 percent lower than the same period during the previous marketing year (\$1,520/mt). The decrease in price can be attributed to the effects of large stocks in European consuming countries. Prices are currently being quoted at \$1,264-\$1,271/mt, FOB Ho Chi Minh City. This is a 6.3 percent decrease from the start of the marketing year in October 2009. However, local coffee traders are hopeful that export prices will increase because of the increase in global demand combined with the reduction in supply from major coffee producing countries such as Brazil and Vietnam. Vietnam's coffee industry believes that, since consuming countries hold over two-thirds of the world coffee stocks, it is difficult for local Vietnamese coffee traders to determine their selling prices in the global market.

**Graph 2: Average coffee export prices during MY 2009/2010**



Source: Dak Lak Trade, Investment & Tourism Promotion Center (Daktip)

**Graph 3: Vietnam's average coffee export prices over 20 marketing years**



Source: Dak Lak Trade, Investment & Tourism Promotion Center (Daktip)

**Table 9: Average export prices for Vietnamese green coffee, 2008-2009**

Month	2009	2010	% Change
Jan.	\$1,494	\$1,297	-13.2
Feb.	\$1,468	\$1,218	-17.0
Mar.	\$1,398	\$1,198	-14.3
Apr.	\$1,434	\$1,271	-11.4
May	\$1,417		
Jun.	\$1,388		
Jul.	\$1,340		
Aug.	\$1,344		
Sept.	\$1,387		
Oct.	\$1,357		
Nov.	\$1,278		
Dec.	\$1,277		

Source: Dak Lak Trade, Investment & Tourism Promotion Center (Daktip)

\*\*Note: Prices on FOB Ho Chi Minh City basis

### Domestic

During the first six months of MY 2009/2010, Vietnam's average domestic coffee price was VND 23,900/kg (\$1.26), a decline of 3.2 percent from the same period during the previous marketing year. The prices in the Central Highland provinces, such as Dak Lak, Lam Dong, Gia Lai and Dak Nong, are currently quoted to be VND 24,800-VND25,000/kg (\$1.31) for common ungraded Robusta coffee beans. Coffee growers hope that they will be able to sell their coffee beans at higher prices in the second half of this marketing year, consistent with the expectation of higher prices in the global market.

**Table 10: Average prices for Robusta beans in Dak Lak province**

Month	Common Coffee bean			
	MY 2007/08 (VND)	MY 2008/09 (VND)	MY 2009/2010 (VND)	Changes MY 09/10 over MY 08/09 (%)

October	25,900	23,400	24,400	4.3
November	26,800	25,700	24,100	-6.2
December	26,900	24,800	24,200	-2.4
January	29,800	25,300	24,000	-5.3
February	35,300	25,200	23,200	-7.9
March	36,300	24,200	23,300	-3.7
April	32,500	24,800	24,300	-2.1
May	32,800	25,000		
June	35,000	24,100		
July	36,100	24,400		
August	35,600	24,500		
September	31,200	24,900		

Source: Dak Lak Trade, Investment & Tourism Promotion Center (Daktip);

(Exchange rate: VND 19,020 = \$1, as of April 27<sup>th</sup>, 2010)

### Stocks:

No official data for coffee stocks are available at this time. According to local coffee growers/traders, processors and traders are currently holding approximately 500 tmt – 550 tmt of coffee beans with the expectation of higher prices in the second half of this marketing year. Carry-in stocks for MY 2010/2011 are forecast to be 1.75 million 60kg-bags, or 105 tmt of green beans.

Local industry contacts assert that Vietnam has sufficient warehouse capacity to store the current harvest. However, the GVN is encouraging investors to build additional warehouse capacity. According to ICO production data, Vietnam produces about 15 percent of the world's coffee, but according to unofficial estimates, only holds about 5 percent of world coffee stocks.

### Policy:

#### Vietnam Stockpiling Program

Recently, the GVN approved VICOFA's proposal for improved mechanisms to support the coffee sector. The Prime Minister has allowed businesses to buy and stock a maximum of 200 tmt of coffee from the MY 2009/2010 crop. Accordingly, businesses will buy coffee for storage from April 15 to July 15, using state-subsidized loans with an annual interest rate of 6 percent for six months. There will be no floor and ceiling price levels set for coffee purchasing. All companies or enterprises that are designated by the Ministry of Agriculture and Rural Development (MARD) and Provincial Peoples' Committees (PPC) to be eligible to participate in this program are responsible for their coffee bean purchasing decisions for stockpiling, including when to sell and at what price. PPCs are responsible for supervising the use of state-subsidized loans to buy coffee for storage. GVN leaders also urged MARD, the Ministry of Industry and Trade (MOIT), and other relevant ministries and agencies to map out a plan for coffee storage in June to stabilize local coffee prices. According to contacts from the Vietnamese coffee industry, this stockpiling plan will be implemented slowly because as of yet there are no detailed guidelines from the State Bank of Vietnam (SBV) for AgriBank on how to implement the loan scheme for coffee exporters.

#### Vietnam Domestic Coffee Exporters established a group to strengthen industry competitiveness

VICOFA members established a group of coffee exporters late last year with the aim of strengthening the competitiveness of the country's coffee industry. Participating businesses will exchange information, including production and price data, pertaining to both the domestic and international coffee industries. The group includes 20 leading coffee traders, whose export turnover accounts for about 80 percent of the country's coffee exports.

### Marketing:

#### Buon Ma Thuot Coffee Exchange Center (BCEC) offers stockpiling services for coffee industry

In coordination with Techcombank, Cafe Control and An Giang Coffee Joint Stock Company, the Buon Ma Thuot Coffee Exchange Center (BCEC), which was created several years ago by the Dak Lak Provincial Peoples Committee, offers

different services including stockpiling, credit, inspection, processing and delivery for coffee producers to reduce risk. In an effort to attract more clients, BCEC is waiving its coffee stockpiling fees for the first three months that beans are stored at their facility. Additionally, BCEC will give loans for up to 70 percent of the total stock coffee value with a limit up to VND10 billion (about \$526 thousand) for individuals, companies or enterprises. BCEC's strategy is to strengthen its communication activities and to improve the quality and distributing information about BCEC's services to coffee producers and trading companies. Currently, 21 companies are participating in the BCEC.

### Singapore Commodity Exchange (SICOM) started Robusta Coffee trading

Singapore Commodity Exchange (SICOM), a subsidiary of Singapore Exchange (SGX) began its Robusta Coffee Futures Contract (SICOM Coffee) on Thursday, April 22, 2010. Because Southeast Asia has become the world's largest producer and exporter of Robusta coffee, SICOM Coffee is set to play a key role in establishing an Asian benchmark price for Robusta coffee. A physical delivery futures contract, SICOM Coffee is traded in 5 metric ton lots of Robusta Coffee with trading covering both Asian and European hours. SICOM Coffee is utilizing a simple and efficient delivery mechanism made via warehouse receipts representing coffee stored in bonded warehouses in Ho Chi Minh City, Vietnam, or Singapore, which provides for a short delivery period and simplified logistics.

### Industry Expands Coffee Processing Factories in Northwest and Southern Highland of Vietnam

The Thai Hoa group is currently constructing an Arabica coffee processing factory--the first of its kind--in the Mai Son District of Son La Province in Northwest Vietnam. When completed, the factory will have an operating capacity of 30 tmt, per year. The Northwest area has potential as an Arabica growing area due to its appropriate topography. Thai Hoa Group will form a partnership with coffee growers in this area to ensure that they share in the benefits and therefore have greater incentives to grow Arabica coffee. The Group intends to increase the growing area dedicated to Arabica up to 10,000 hectares in five years, with the hopes of producing 20 tmt of coffee beans during that period.

The Group also recently completed construction of a fresh coffee processing factory, a dry coffee processing factory, and a bio-fertilizer factory (which transforms coffee husks into fertilizer) in the Lam Ha District, Lam Dong Province in the Southern Highland region of Vietnam. They will also add an instant coffee processing factory in the near future, which is expected to start operating in 2011. When all of the factories in this "industrial coffee complex" come on line, total annual capacity is expected to be 100 tmt of Robusta coffee beans, 20 tmt of Arabica coffee, 20 tmt of bio-fertilizer and 2 tmt of instant coffee products.

### More coffee growers, trade, industry and civil societies joined sustainable production programs in Vietnam

The Common Code for the Coffee Community Association (4C Association) has a total of 133 members, worldwide, as of April 2010 including producers, traders, associations and individuals, with 90 registered 4C units and 67 licensed 4C units across 22 countries. The 4C Association has been certified for more than 540,000 hectares around the world. In Vietnam, the first 4C verification started in June 2007. The 4C representative office was established in Buon Me Thuot, Dak lak Province, the largest coffee growing area in Vietnam. Currently, there are 14 registered 4C Units certified in Vietnam covering about 30,000 hectares and producing more than 1.5 million 60kg-bags, or 90 tmt of coffee beans. Coffee growers benefit from participating in the 4C program as they receive more training on sustainable production practices, and can sell their certified coffee at a premium.

## Production, Supply and Demand Data Statistics:

**Table 1: Vietnam's coffee production, supply and demand (PSD table)**

Coffee, Green Vietnam (thousand 60 kg-bags; million trees; thousand hectares)	2009			2010			2011		
	2008/2009			2009/2010			2010/2011		
	Market Year Begin: Oct 2008			Market Year Begin: Oct 2009			Market Year Begin: Oct 2010		
	Annual Data Displayed		New Post	Annual Data Displayed		New Post	Annual Data Displayed		New Post
	Official	Post	Data	Official	Post	Data	Official	Post	Data
Area Planted	531	531	0	536	536	0			0
Area Harvested	500	500	0	504	504	0			0
Bearing Trees	620	620	0	629	629	0			0
Non-Bearing Trees	75	75	0	80	80	0			0
Total Tree Population	695	695	0	709	709	0			0
Beginning Stocks	1,561	894	1,561	2,130	1,417	2,168			1,747

Arabica Production	480	480	480	450	450	450			480
Robusta Production	17,520	17,520	17,520	17,050	17,050	17,050			18,253
Other Production	0	0	0	0	0	0			0
<b>Total Production</b>	<b>18,000</b>	<b>18,000</b>	<b>18,000</b>	<b>17,500</b>	<b>17,500</b>	<b>17,500</b>			<b>18,733</b>
Bean Imports	70	75	75	75	75	75			80
Roast & Ground Imports	1	1	1	1	1	1			1
Soluble Imports	25	25	25	25	25	25			27
<b>Total Imports</b>	<b>96</b>	<b>101</b>	<b>101</b>	<b>101</b>	<b>101</b>	<b>101</b>			<b>108</b>
Total Supply	19,657	18,995	19,662	19,731	19,018	19,769			20,588
Bean Exports	16,333	16,333	16,283	16,675	16,667	16,667			16,667
Rst-Grnd Exp.	25	25	42	25	40	45			50
Soluble Exports	105	156	105	110	100	110			115
<b>Total Exports</b>	<b>16,463</b>	<b>16,514</b>	<b>16,430</b>	<b>16,810</b>	<b>16,807</b>	<b>16,822</b>			<b>16,832</b>
Rst,Ground Dom. Consum	964	964	964	1,005	1,005	1,080			1,115
Soluble Dom. Cons.	100	100	100	110	110	120			135
Domestic Use	1,064	1,064	1,064	1,115	1,115	1,200			1,250
Ending Stocks	2,130	1,417	2,168	1,806	1,096	1,747			2,506
Total Distribution	19,657	18,995	19,662	19,731	19,018	19,769			20,588
Exportable Production	16,936	16,936	16,936	16,385	16,385	16,300			17,483

Source: FAS

**Table 2: Coffee export trade matrix MY08/09-MY08/09**

<b>Country</b>	Vietnam		
<b>Commodity</b>	Coffee, Green		
Time Period	Oct.-Sept.	Units:	MT
Exports for:	<b>2008</b>		<b>2009</b>
U.S.	118,582	U.S.	157,000
Others		Others	
Germany	119,971	Germany	174,000
Italy	90,223	Spain	100,000
Spain	87,709	Italy	80,000
Belgium	76,023	Belgium	61,000
Japan	52,937	Japan	44,000
South Korea	40,480	South Korea	44,000
Algeria	33,024	France	37,000
France	31,115	United Kingdom	29,000
United Kingdom	30,038	Algeria	28,000
Russia	20,611	Russia	23,000
Total for Others	582,131		620,000
Others not Listed	276,287		200,000
Grand Total	977,000		977,000

Sources: Vicofa, General Statistics Department, Customs Office, Global Trade Atlas.

**Table 3: Coffee export trade matrix in MY09/10**

<b>Country</b>	Vietnam		
<b>Commodity</b>	Coffee, Green		
Time Period	Oct. - Mar.	Units:	MT
Exports for:	<b>2009</b>		<b>2010</b>
U.S.	76,651	U.S.	74,297
Others		Others	
Germany	95,630	Germany	80,863
Spain	40,714	Italy	34,182

Italy	58,056	Spain	33,851
Belgium	30,882	Japan	25,148
France	18,267	Belgium	24,913
Japan	24,030	Indonesia	18,860
South Korea	18,133	United Kingdom	18,812
United Kingdom	16,423	Switzerland	17,536
Ecuador	8,095	South Korea	17,536
		Russia	14,816
Total for Others	310,230		286,517
Others not Listed	278,119		154,297
<b>Grand Total</b>	<b>665,000</b>		<b>515,111</b>

Sources: Vicofa, General Customs Office, General Statistic Office

**Table 4: Coffee import trade matrix in MY09/10**

<b>Country</b>	Vietnam		
<b>Commodity</b>	Coffee, Green		
Time Period	Oct.-Mar.	Units:	MT
Imports for:	<b>2009</b>		<b>2010</b>
U.S.	0	U.S.	0
Others		Others	
Laos	2,953	Indonesia	651
		Laos	495
Total for Others	2,953		1,146
Others not Listed	299		787
<b>Grand Total</b>	<b>3,252</b>		<b>1,933</b>

Sources: Vicofa, General Customs Office, General Statistic Office