

MARKET HIGHLIGHTS

↓ Prices softening across most grades

➡ 30-50K MT of RCN re-exported from India to Vietnam

➡ Vietnamese processors at full capacity

↑ Strong exports in September

☒ Cambodian crop exhausted, awaiting Tanzania

☒ Tanzania auctions open Oct. 31

PRICE ANALYSIS

Grade	FOB Vietnam Price	W-o-W Change	Market Status
WW180	\$3.72/lb	+\$0.02/lb	Supply Tight
WW240	\$3.20/lb	-\$0.03/lb	Stable
WW320	\$3.10/lb	-\$0.02/lb	Softening
WS (Splits)	\$2.74/lb	-\$0.03/lb	Demand Strong
LP (Large Pieces)	\$2.00/lb	-\$0.03/lb	Limited Supply



MARKET OUTLOOK

The market is entering a transitional phase, shifting from tight supply/high prices to anticipated loosening as East African crops arrive. Processors are strategically managing inventory and raw material sourcing while demand patterns vary by region.

PRICE FORECAST

Gradual Softening

Except premium large sizes

SUPPLY OUTLOOK

Improving Q4 2025

Tanzania/Mozambique crops incoming

SUPPLY CHAIN DYNAMICS

RCN Re-Export Flow (India → Vietnam) 30,000-50,000 MT

💡 Indian processors are clearing RCN stock to prepare for higher-quality Tanzanian crop.

RCN PRICE INDICATIONS (CNF VIETNAM)

Guinea Bissau (51-53 lbs): \$1,600-\$1,665/MT Tanzania (52 lbs): \$1,650-\$1,665/MT

Raw Material Status

Cambodia Crop exhaustedTanzania Auctions start Oct 31Mozambique Early harvest progressing

PRODUCTION STATUS

Vietnam Exports (September)

Strong volume

Vietnamese processors running at full capacity despite slower Western market demand.

YTD EXPORTS (JAN-SEP)

574,204 MT

REGIONAL DEMAND PATTERNS

Middle East

↑ Active

Covering Ramadan requirements with Oct-Nov shipments

China

↑ Returning

Post-Golden Week demand, focus on large sizes

EU & US

↓ Cautious

Hand-to-mouth buying, price sensitivity