



# Thailand's Cashew Kernel Imports from Vietnam (2025)

SAMPLE REPORT

Yearly Report — รายงานประจำปี — Thailand market view

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Total Volume

**9,940.6 MT**

2025

Total Value

**\$53,907,569**

declared value

Avg Price

**\$5.42/kg**

weighted

Peak Month

**2025-11**

2,453.8 MT

## Executive snapshot

สรุปผู้บริหาร — Executive snapshot

Top grade: OTHER (53.6%) • Top Incoterm: CFR (36.7%)

**Methodology:** Data source: Importers\_TH\_Summary.xlsx. Hidden detected in workbook: 0 hidden rows, 0 hidden columns. Incoterms normalized: CFR includes C&F/CNF.

**Confidentiality:** Shared for market understanding only. Buyer identities and client-level details are not disclosed.

**ความลับ:** ใช้เพื่อความเข้าใจตลาดเท่านั้น ไม่เปิดเผยชื่อผู้ซื้อหรือรายละเอียดระดับลูกค้า

⚠ **Note:** December data may be incomplete; treat as provisional.

This sample shows selected tables as a preview. Request the full buyer-ready pack for deeper breakdowns.

## Request the full buyer-ready pack

ขอรับชุดรายงานฉบับเต็ม — Request full pack

**WhatsApp:** +84 918 92 0606

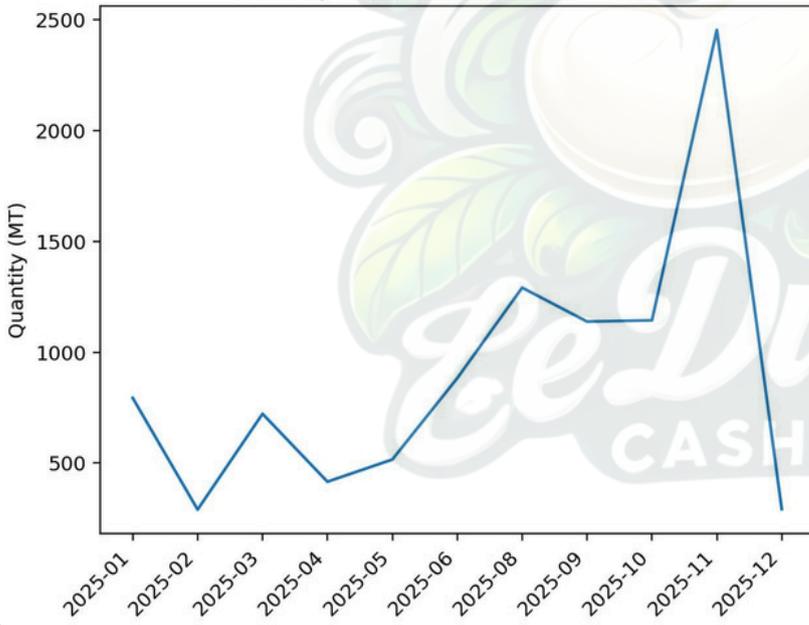
**Email:** sales@leduongcashew.com

**Please share:** Company • Contact • Target grades • Monthly demand (MT) • Preferred Port & Incoterm

## 1) Seasonality — volume & price

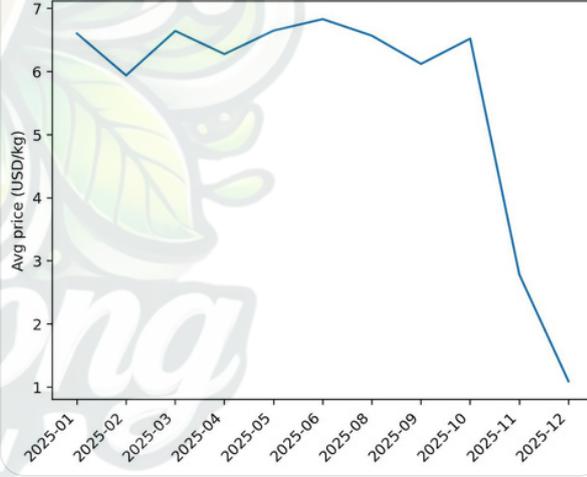
แนวโน้มตามฤดูกาล — Seasonality

Monthly import volume (MT) — 2025



Monthly volume (MT).

Monthly weighted avg price (USD/kg) — 2025



Monthly weighted avg price (USD/kg).

## 2) Monthly summary

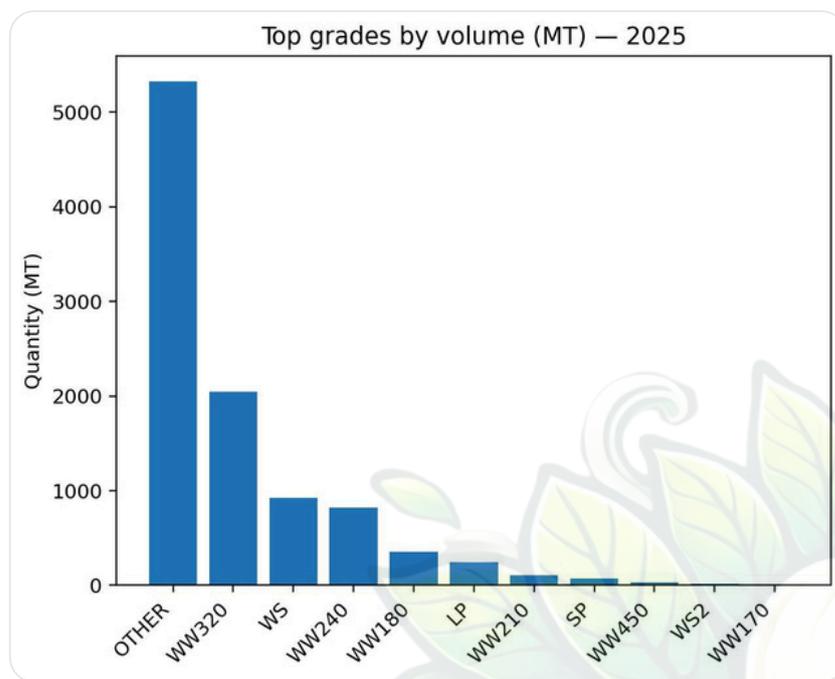
สรุปรายเดือน — Monthly summary

Month	Shipments	Qty (MT)	Avg (USD/kg)
2025-01	102	793.7	\$6.60/kg
2025-02	62	290.3	\$5.94/kg
2025-03	144	722.2	\$6.64/kg
2025-04	72	416.0	\$6.28/kg

Month	Shipments	Qty (MT)	Avg (USD/kg)
2025-05	87	516.1	\$6.65/kg
2025-06	149	882.7	\$6.83/kg

### 3) Grade mix

สัดส่วนตามเกรด — Grade mix



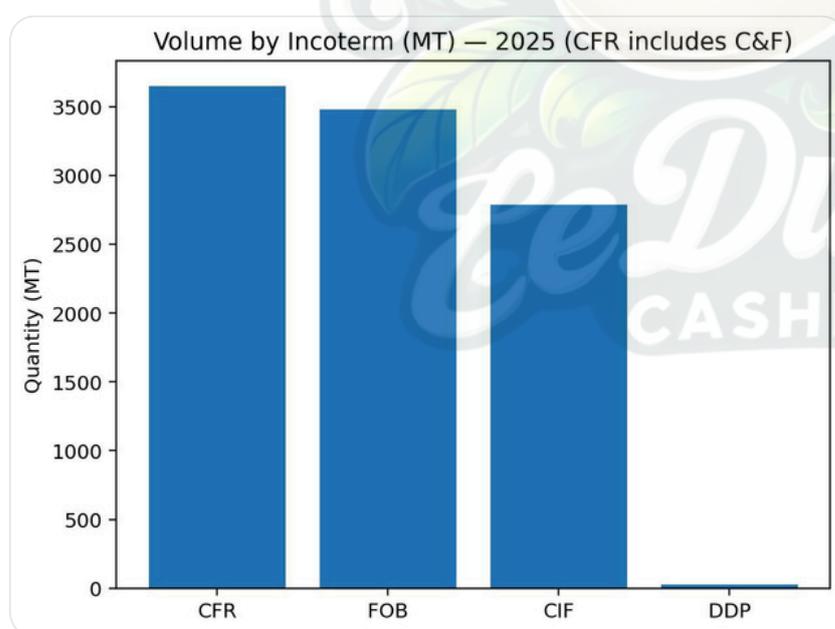
Note: "OTHER" = unspecified grade in product description.

#### Grade table

Grade	Qty (MT)	Share	Avg (USD/kg)
OTHER	5,326.0	53.6%	\$4.31/kg
WW320	2,043.2	20.6%	\$7.07/kg
WS	920.8	9.3%	\$5.68/kg
WW240	823.0	8.3%	\$7.48/kg
WW180	354.6	3.6%	\$7.91/kg
LP	245.7	2.5%	\$3.95/kg
WW210	107.0	1.1%	\$7.88/kg
SP	71.0	0.7%	\$2.92/kg

### 4) Incoterms mix

สัดส่วนตาม Incoterm — Incoterms mix



Rule: CFR includes C&F/CNF.

#### Incoterm table

Incoterm	Qty (MT)	Share	Avg (USD/kg)
CFR	3,649.3	36.7%	\$5.48/kg
FOB	3,479.0	35.0%	\$6.98/kg
CIF	2,787.8	28.0%	\$3.42/kg
DDP	24.5	0.2%	\$4.59/kg

### 5) 2026 recommendations for Thai buyers

คำแนะนำสำหรับผู้ซื้อชาวไทยในปี 2026 — Recommendations for 2026 purchasing decisions

- **Plan production slots early:** secure supply ahead of peak months to protect lead time & consistency.
- **Split purchase timing:** use 2–3 shipments to reduce price timing risk and inventory pressure.
- **Choose Incoterms by control:** **FOB** for forwarder flexibility; **CIF/CFR** for clearer landed-cost budgeting.

- **Use benchmarks:** compare your target price to the yearly corridor (USD/kg) with a clear reference point.
- **Align spec & packing:** confirm grade/spec and vacuum/carton/pallet details before contract to avoid claims.

**Quick request:** Share target grades + monthly demand (MT) + preferred Port/Incoterm — our team will suggest an optimized 2026 booking plan.

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