



Date: 4/1/21

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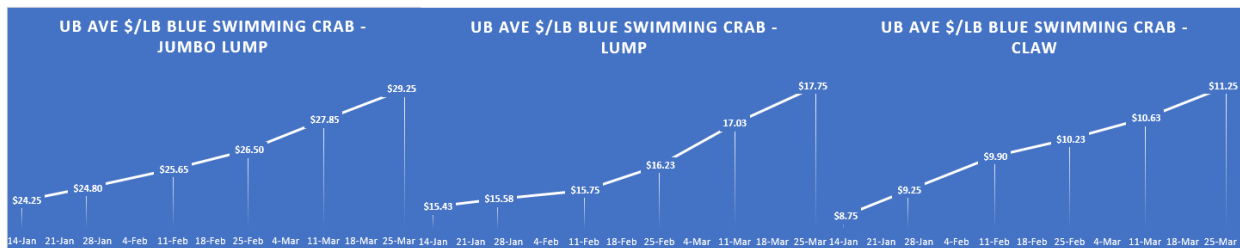
From: Heron Point Seafood, LLC.

Cc:

Re: April Market Outlook – *Portunus pelagicus* and *Portunus haanii*

Blue Crab / Indonesia

With increasing demand continuing to overwhelm supply, the April outlook in Indonesia remains very much the same as it was in March, challenging. While comparative landings are off considerably, the bigger issue is the US import market's insatiable demand for post pandemic inventory. What's being produced is almost immediately being committed, leaving little incremental product available for new POs. Tight supply and high demand equate to rising prices, and that's what we're seeing on a weekly basis. Since the last update in early March, average street prices are up +12% on Jumbo Lump, +9% on Lump and +10% on Claw. While *Urner Barry* data is directional, it does speak to this market trajectory. We expect pricing to continue to firm through April, and we encourage you to consider opportunistic buys whenever inventory presents itself.



Red Crab / Vietnam, China

The Vietnamese fishery is coming back on-line now, and product has just started to ship with inbounds expected in mid-May. That's welcome news as US supply remains tight, impacted by the Tet holiday and normal seasonality. Furthermore, we're starting to see increased demand across some grades due to *haanii's* relative value to the *pelagicus* alternatives. China moves into conservation next month, and we do not expect any inventory out of China until late October or November. April's outlook is for tight supplies, but May and June should start to see a more steady flow of Vietnamese production.



Supply Chain

This overwhelming demand is not unique to pasteurized crabmeat, many industries are projecting huge demand spikes and are stockpiling inventory in advance of the post COVID-19 America. As the map below shows (www.vesselfinder.com), the global supply chain is being taxed by unprecedented, concentrated demand for everything from crab meat to carburetors. Container space is limited, expensive and not guaranteed. Delays are the norm, not the exception. As such, expect freight costs to continue to rise accordingly.

