



Date: 7/1/21

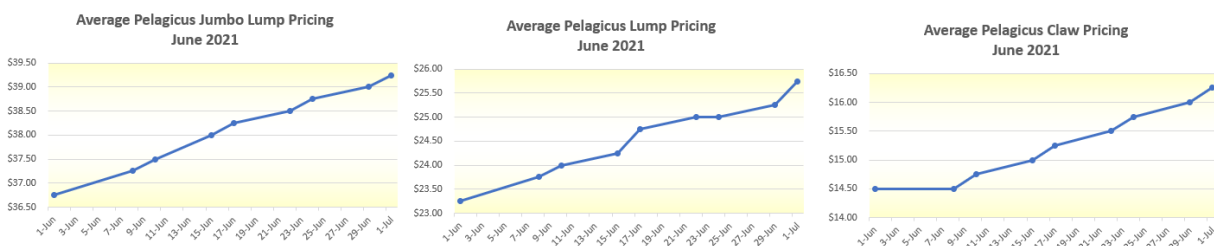
To:

From: Heron Point Seafood, LLC.

Cc:

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

Blue Crab / Indonesia



The month of June saw a continued climb in average pricing on all grades of *Portunus pelagicus* out of Indonesia. Indonesia is struggling with a massive resurgence in COVID-19, impacting all areas of the supply chain and presenting a real future risk. The high priced Venezuelan fresh fishery will be going on conservation in August, which will place further pressure on the Indonesian resource through October. Despite continued higher pricing, demand isn't slowing down. For example, Jumbo Lump blue crab pricing is up +78% YOY, yet demand is still as strong as ever, even at almost \$40.00/lb. As we move into August, we expect supplies to further tighten through year end. For prices to decline, demand will need to soften significantly. At this point, there's no indication that this is going to happen anytime soon.

Red Crab / Vietnam

With China on conservation, the story on *Portunus haanii* is all about Vietnam. Unfortunately, early season Vietnamese production has been hampered by poor catch rates as well as a profound resurgence of COVID-19, impacting harvesting, production and shipping in May/June. This has created a July supply gap that will extend into August and September. Until Vietnam is able to control its pandemic issues, inbounds will be limited and pricing will likely increase.

Summary

Our recommendation is to keep product moving and to monitor elasticity in your customer demand. Heron Point will do the same, working to support your business through these unprecedented times with the highest quality and consistency available.