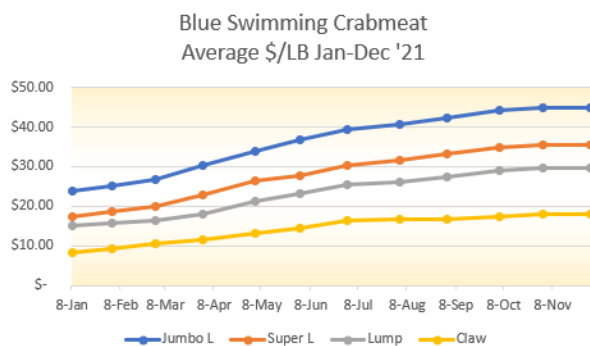


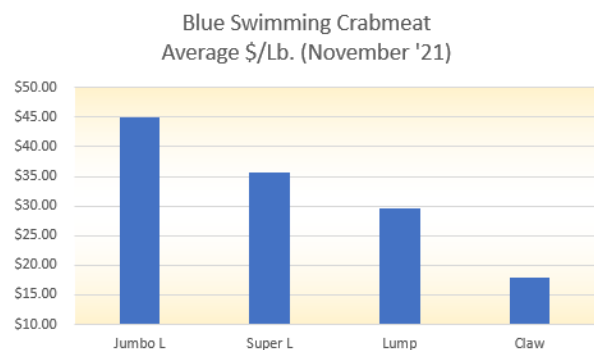


Date: 12/1/21
 To:
 From: Heron Point Seafood, LLC
 Cc:
 Re: December Market Outlook – *Portunus pelagicus* and *Portunus haanii*

Blue Crab / Indonesia, Philippines, Vietnam

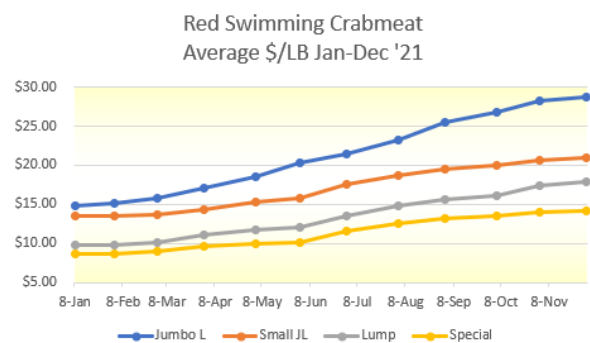


Source: Urner Barry

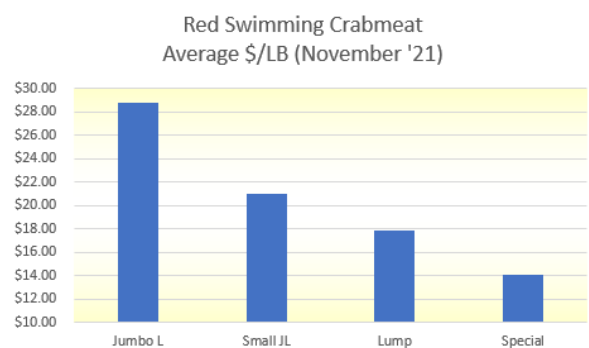


November pricing held firm and high for blue swimming crab. Despite typical Thanksgiving week softness, demand remained strong throughout the month across all grades. Importers continue to press for as much product as is possible. Supply in the US remains tight, with offerings allocated against steady demand. This dynamic is expected to continue into Q1 as new season production won't hit the US market until March.

Red Crab / Vietnam, China



Source: Urner Barry





The Chinese red crab fishery is heading into low season. As is typical at this time of year, production leading up to TET will continue to slow down. Due to struggles with supply chain issues in Q3, overall YTD production is estimated down -30% vs. normal averages. Those relying on this fishery will likely look to Vietnam to support some of their 2022 needs. After a period of COVID-19 lockdowns and plant restrictions, Vietnam production picked up in November, however low season begins this month and will last through Q2. To date, 2021 has been a tough year for the haanii fisheries, and we expect shortages in the marketplace before/after TET.

Supply Chain Update

Inbound delays have increased in November, and expectations are that December will be even more challenging. What was once a 5-6 week average ship time from Asia to US port has almost doubled to 9-10 weeks. Furthermore, inbound container scheduling from the steamship lines has become less predictable with many containers being consolidated on one vessel. As such, we have seen 'peaks' and 'valleys' of product availability versus a more steady flow of supply.