

Country presentation

**Vietnam**

# Vietnam at a glance

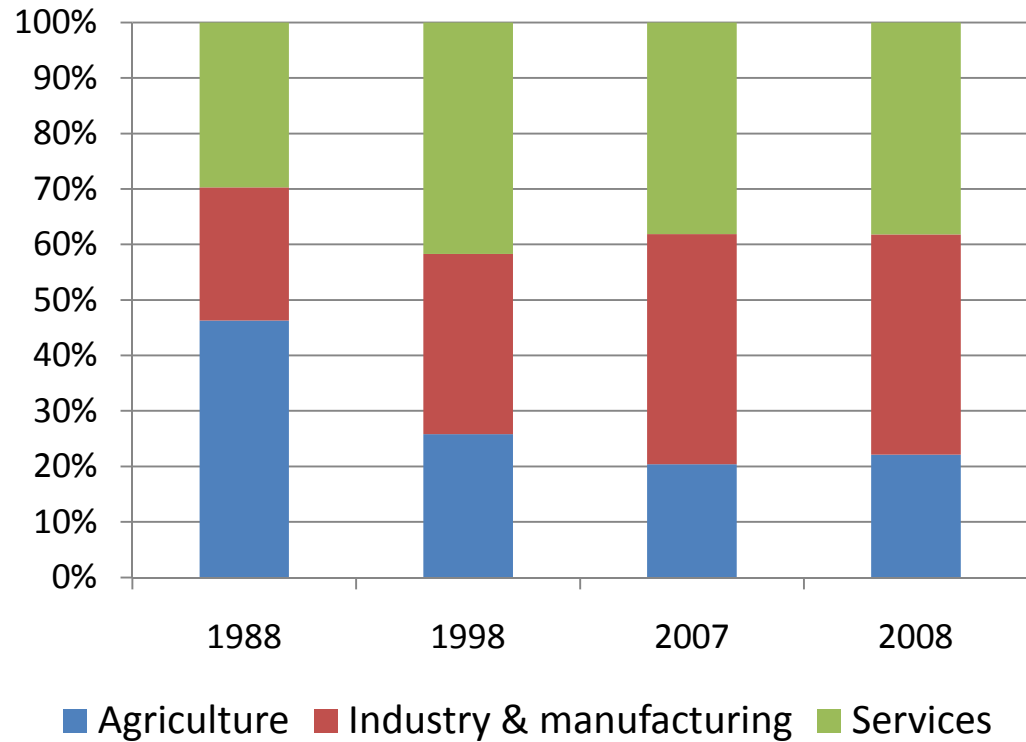
Population: 86 million

Surface: 365 km<sup>2</sup>

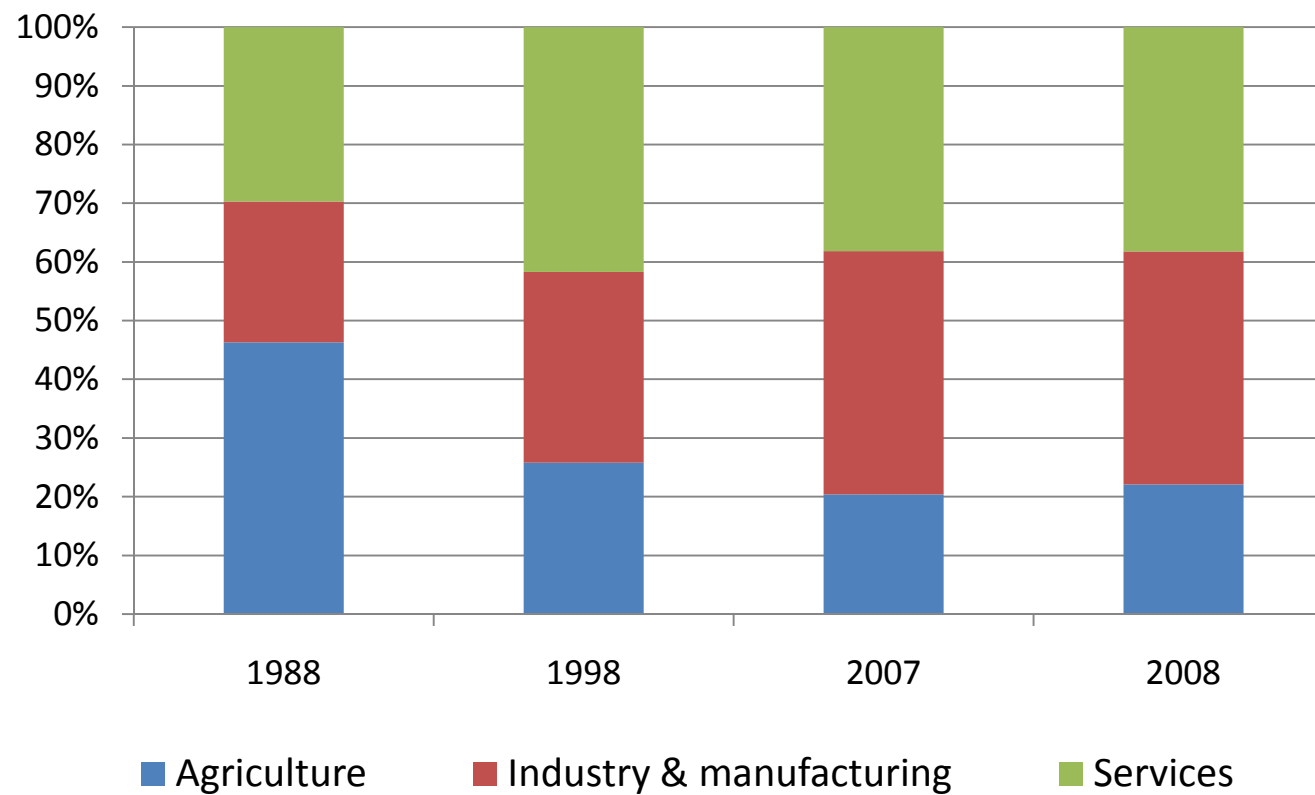
Capital: Ha Noi

Ethnicity: 90%

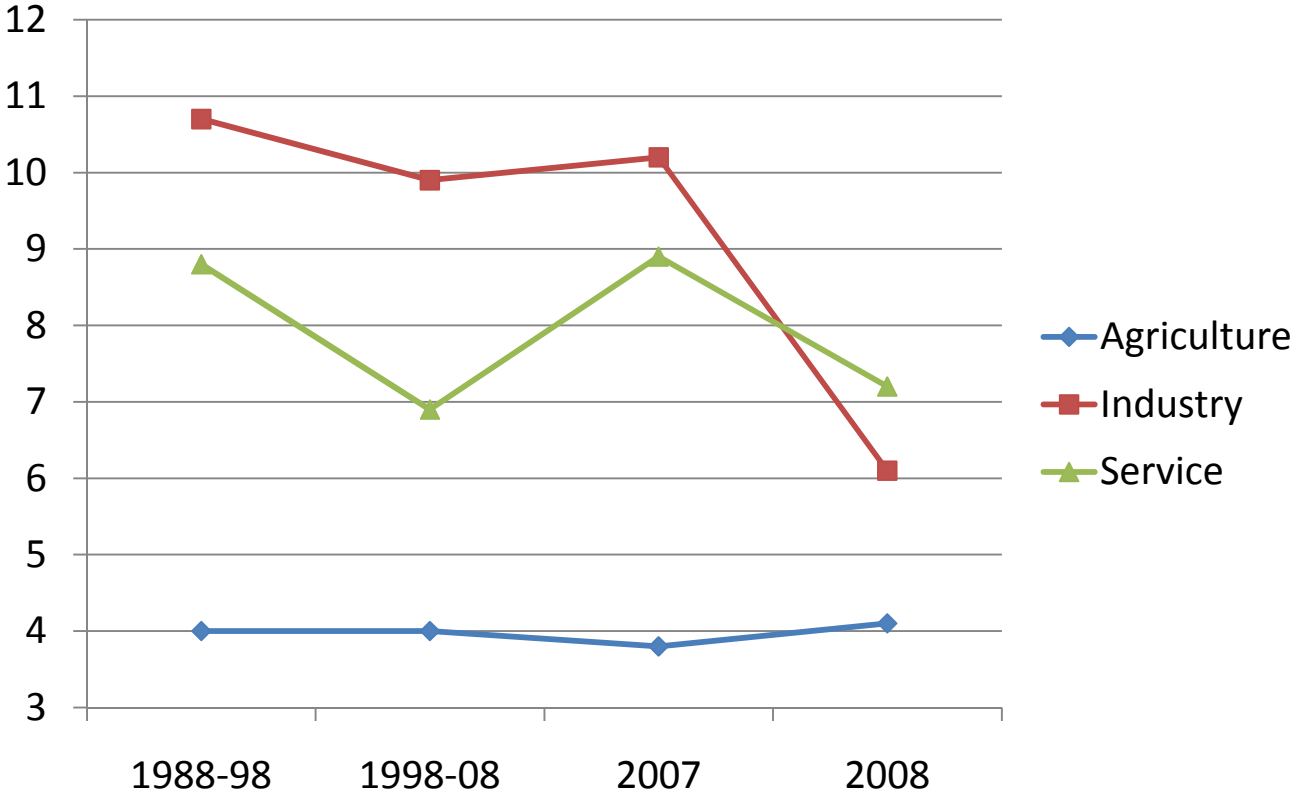
Vietnamese, 54 other ethnic minorities



# Vietnam agriculture in the economy



# Average annual growth rates of Agriculture, Industry, and Service sectors (%)



# Climate & rainfall- 7 agroecological regions

Monsoon climate: dry and rainy seasons

Locate along the north – south stretching more than 3000km of coast line

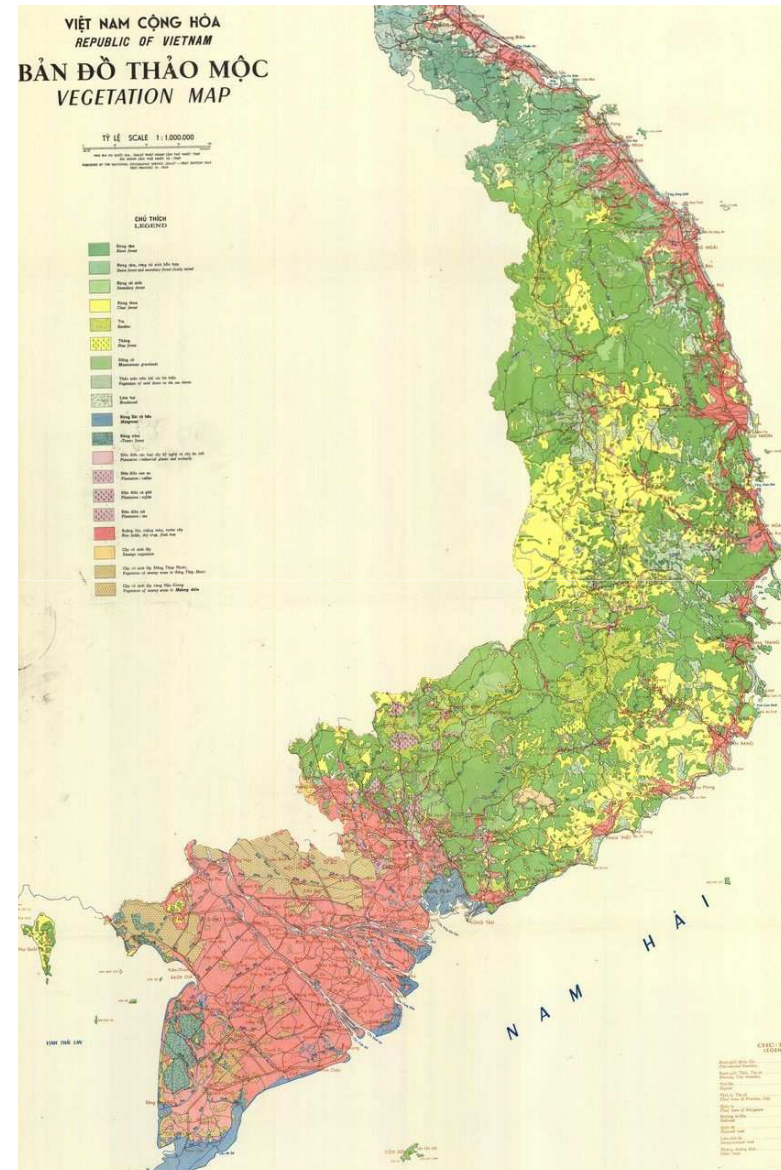
Average rainfall 2200mm



# Soils and vegetation



North & North Central

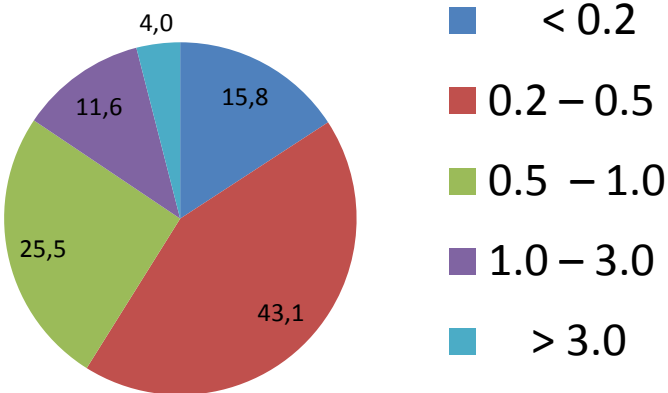


South & South Central

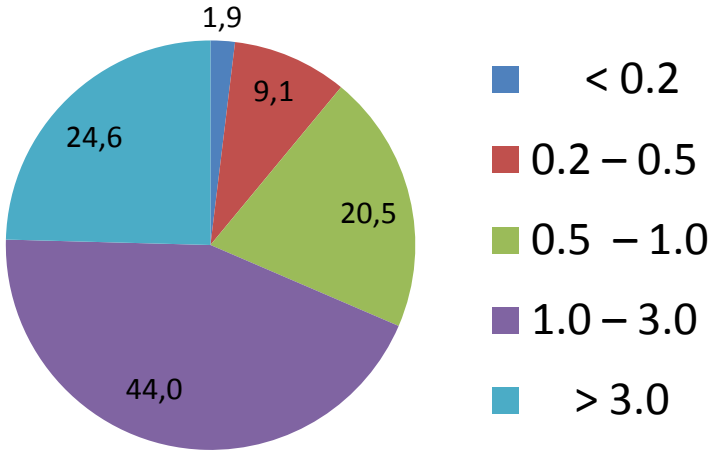
# Distribution of **rice farm** land in Vietnam & MRD

Farm size (ha)	Mekong Delta (%)	Country (%)
< 0.2	1.9	15.8
0.2 – 0.5	9.1	43.1
0.5 – 1.0	20.5	25.5
1.0 – 3.0	44.0	11.6
> 3.0	24.6	4.0
<b>Average (ha)</b>	<b>2.3</b>	<b>0.74</b>

**Viet Nam (7 mil. household farms)**

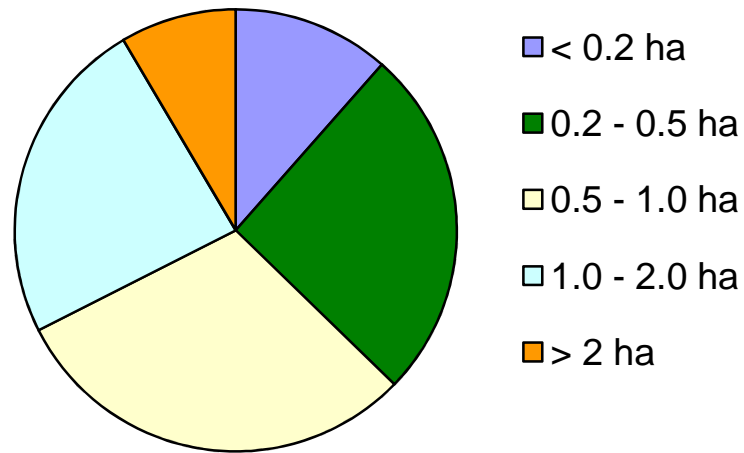


**Mekong Delta**

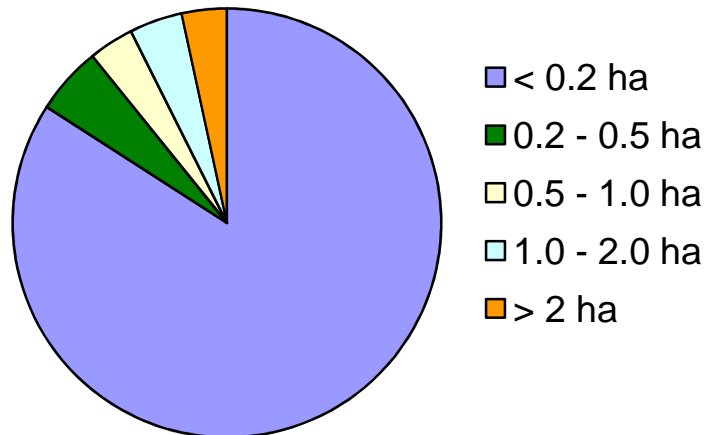


# Distribution of **other major crops** land in Vietnam & MRD

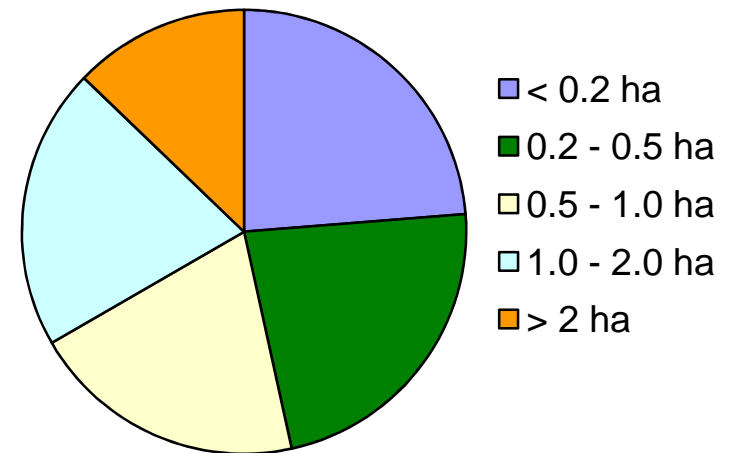
### Coffee (560 th. farms)



### Aquaculture (1.84 mil. farms)

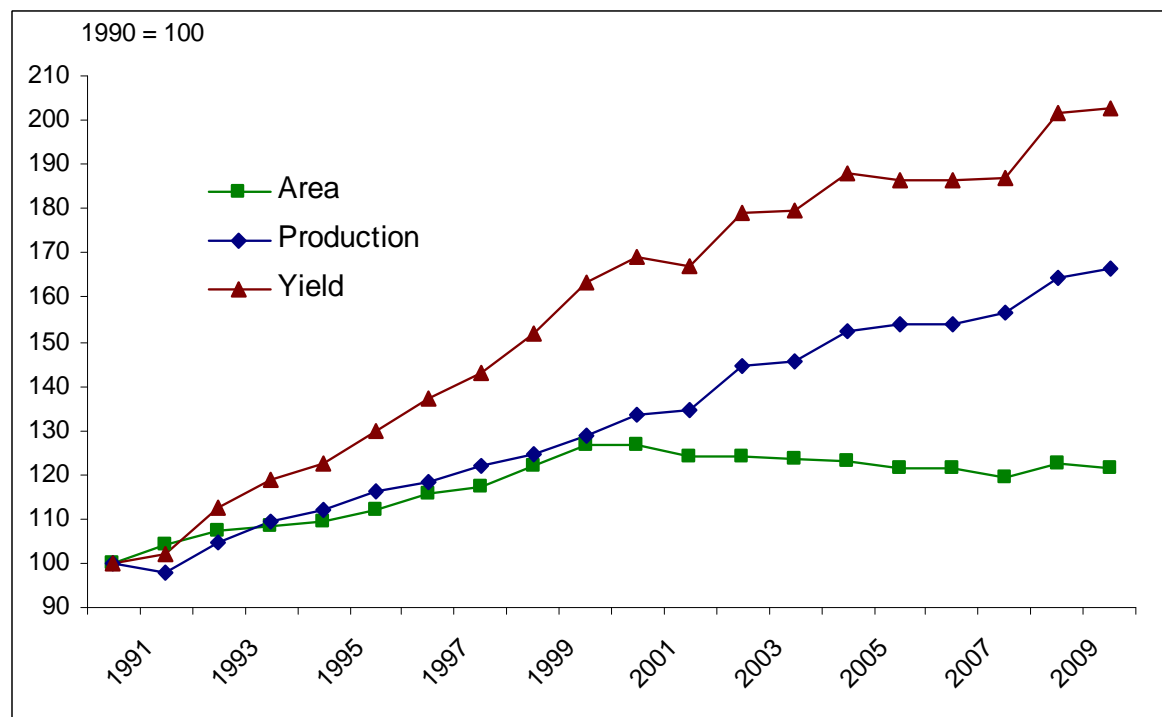


### Cashew (270 th. farms)



	Crop area (th. ha)	Production (th. ton)	Yield (tha <sup>-1</sup> )
<b>1990</b>	<b>6,043</b>	<b>19,225</b>	<b>3.18</b>
<b>1995</b>	<b>6,766</b>	<b>24,964</b>	<b>3.69</b>
<b>2000</b>	<b>7,666</b>	<b>32,530</b>	<b>4.24</b>
<b>2005</b>	<b>7,329</b>	<b>35,833</b>	<b>4.89</b>
<b>2008</b>	<b>7,414</b>	<b>38,725</b>	<b>5.22</b>
<b>2009</b>	<b>7,348</b>	<b>38,940</b>	<b>5.30</b>

## Rice area, yield and output



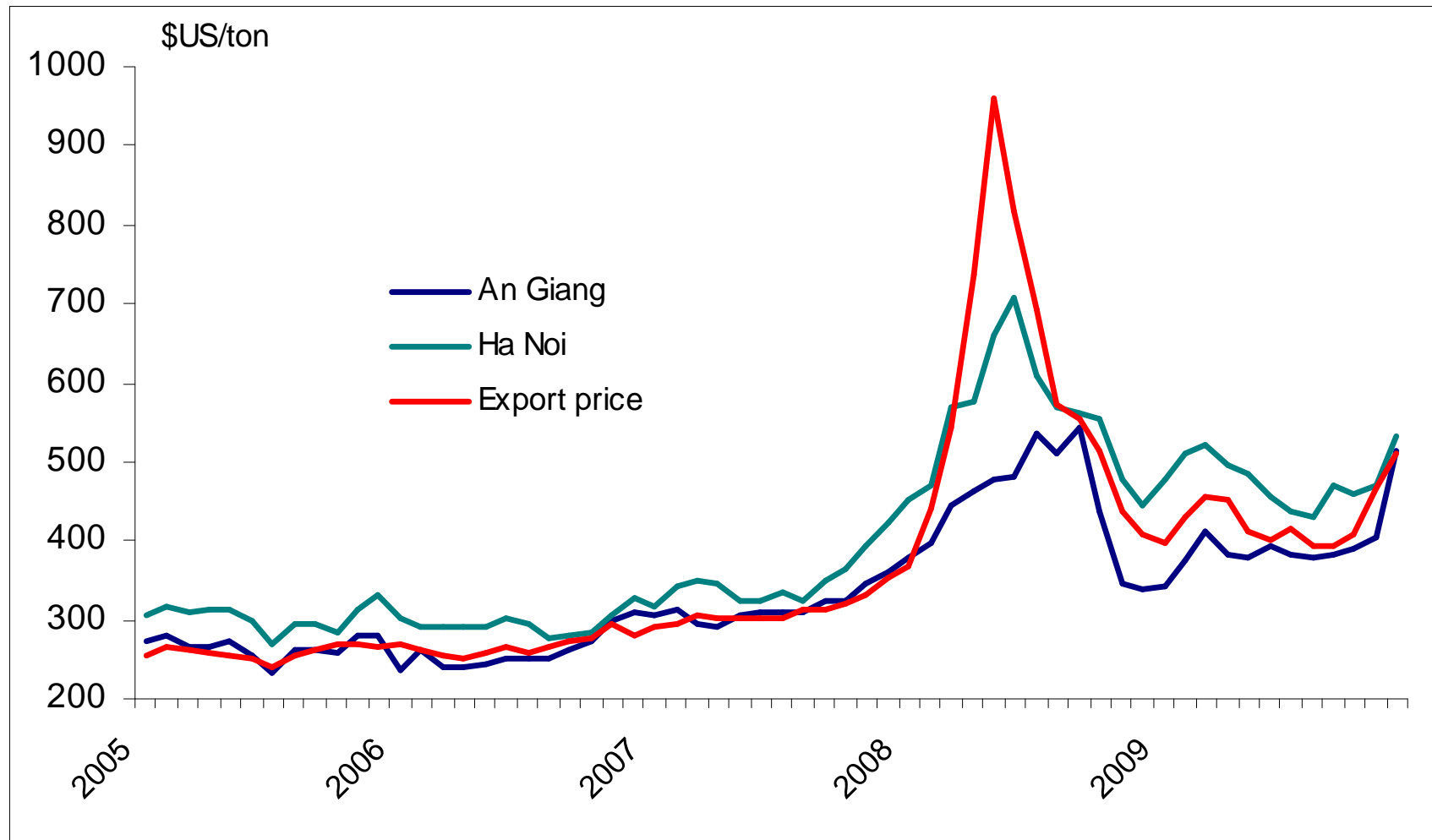
# Crop area and yield of major crops

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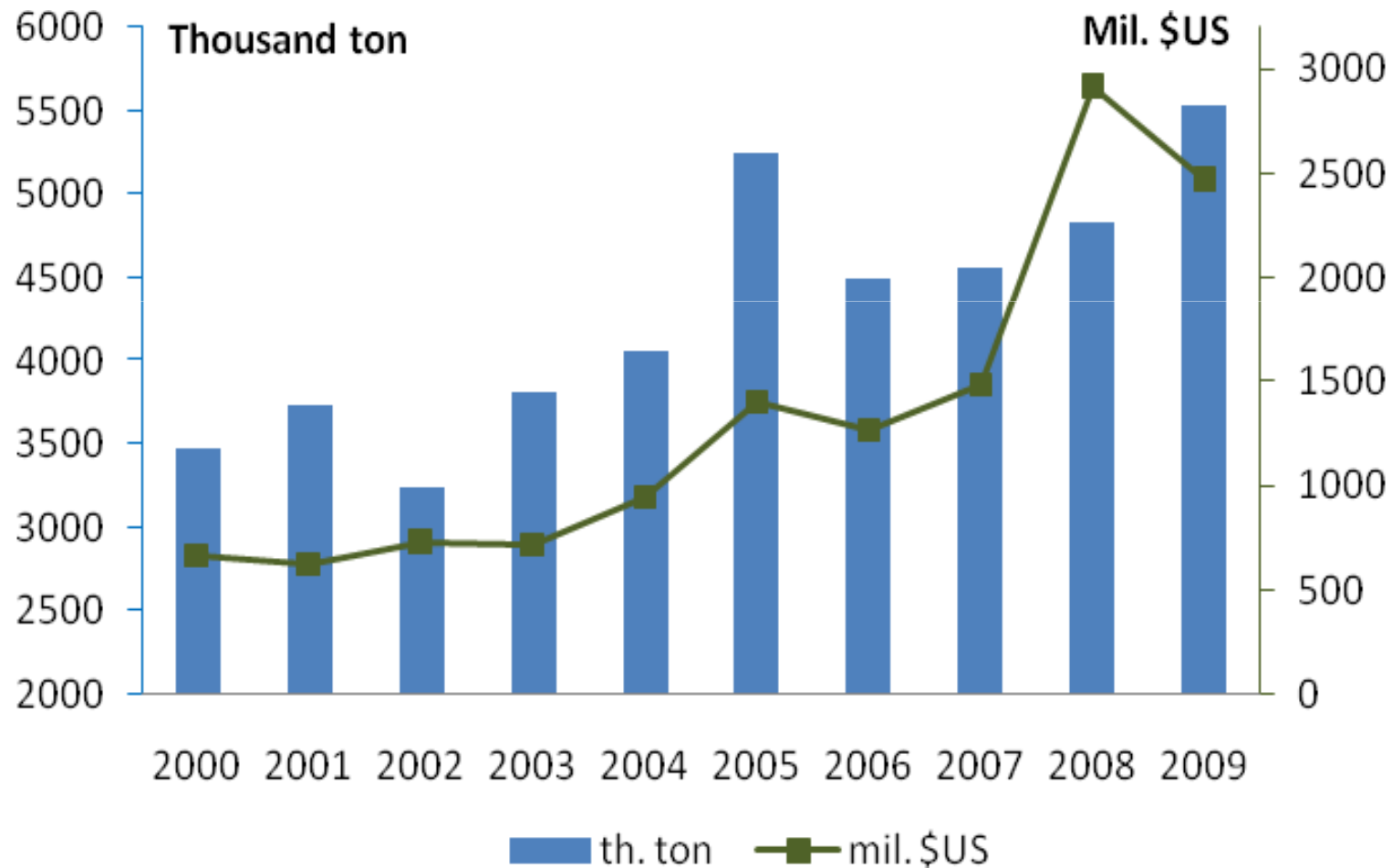
	Area (1000 ha)	Yield (tha <sup>-1</sup> )
Maize	1,200	3.5
Sugarcane	320	12.0
Groundnut	250	1.6
Soybean	180	1.5
Coffee	550	3.5

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# Export and domestic price of rice



# Quantity and value of rice export



# Market access

Vietnam is a major exporter of

- Rice
- Coffee
- Cashew nut
- Black pepper
- Fishery products

# Problems to overcome

- Small landholding
- Fragmented fields
- Acid soils
- Non-homogenous products quality
- Undeveloped market institutions
- Producer coordination
- Natural calamity, vulnerable to impacts of climate change

# Potential

- Favorable conditions for rice and food crop production
- Sustainable rice supplier to the world food market
- Major supplier: coffee, cashew nut, aquaculture products
- Good market access

# Business location: rice producers cooperative

- Located at An Giang province, largest rice production region of Vietnam
- Close to river way transport route
- 200 rice farmers
- Production system: based on household land units
- Soil: Alluvium clay soil
- Targets: Produce high quality rice for export

# Rice production cost and return per ha

Item	Unit	Quantity	Price (€)	€
Seed	kg	100	0.19	19.49
Urea	kg	40	0.27	10.92
Diamonium phosphate	kg	60	0.51	30.41
NPK 17-10-5	kg	125	0.33	40.94
NPK 20-5-10	kg	125	0.35	43.86
Potassium	kg	60	0.31	18.71
Leaf fertilizer	Litter	6	1.75	10.53
Weedicide	Litter	1.5	6.24	9.36
Insecticide	Litter	3	2.50	7.49
Fungicide	kg	0.6	16.37	9.82
Land preparation	Labor day	1	17.54	17.54
Seeding	Labor day	5	1.95	9.75
Weeding	Labor day	25	1.95	48.73
Spraying	Labor day	6	3.12	18.71
Harvesting	Labor day	2	19.49	38.99
Ra hạt	Labor day	5	3.51	17.54
Drying	Labor day	10	1.95	19.49
Transport	Labor day	1	11.70	11.70
<b>Total cost</b>				<b>383.98</b>
<b>Total returns</b>	<b>kg</b>	<b>5000</b>	<b>0.15</b>	<b>740.74</b>
<b>Profit per hectare</b>				<b>356.76</b>