

Partnership for Sustainable  
Agriculture in Vietnam  
2016 - 2017  
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Partnership for Sustainable Agriculture in Vietnam

The Public Private Task Force on Sustainable Agricultural Growth in Vietnam was first formed in May 2010 before being re-named the Partnership for Sustainable Agriculture in Vietnam (PSAV) in 2015.

The partnership comprises of over 60 partners from global and local companies, provincial governments, the national research institute, international organizations and NGOs. The PSAV Task Forces (Working Groups) focus on six crops and the cross-cutting issue of agrochemicals. A full-time secretariat coordinator has been employed to support the activities of the PSAV Task Forces. Over the coming months, PSAV will be focused on strengthening existing projects, reviewing the Task Force activities and identifying areas for improved collaboration. Cross cutting challenges such as agri-finance will be reviewed and new opportunities identified.

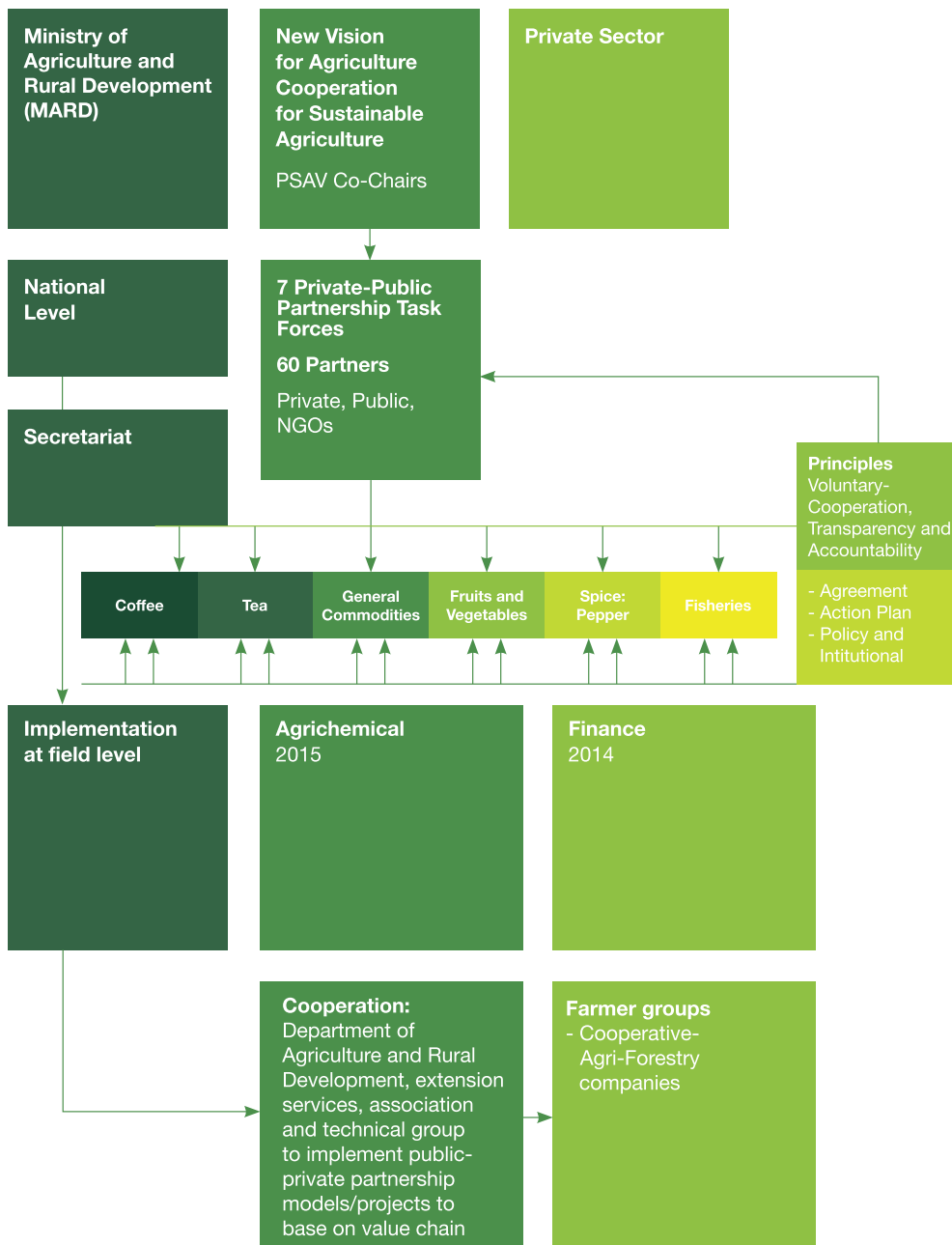
“Through PSAV, we are able to engage with other stakeholders along the agriculture value chain to improve sustainability, profitability and smallholder efficiency. This level of oversight enables the group to develop best practices and improve technical capacity in the country. As we move forward, we hope to work closely with the government and the local private sector to make good practice more systematic and sustainable. This can only be done through multi-stakeholder partnership.”

Mehdi Saint-Andre,  
Managing Director,  
Yara Vietnam

Statistics	Population	Percentage of population below the poverty line	Percentage of population in agricultural employment
	94.9 million	9.79% (2.3 million households)	47.5%
Agricultural contribution to national GDP	Agricultural land	Rural population	Mobile penetration
17.1%	108,737 km <sup>2</sup>	66%	120.25 million

## PSAV Governance and Structure

PSAV is currently chaired by H.E Minister of Ministry of Agriculture and Rural Development (MARD) and the Managing Director of Yara Vietnam.



## Coffee

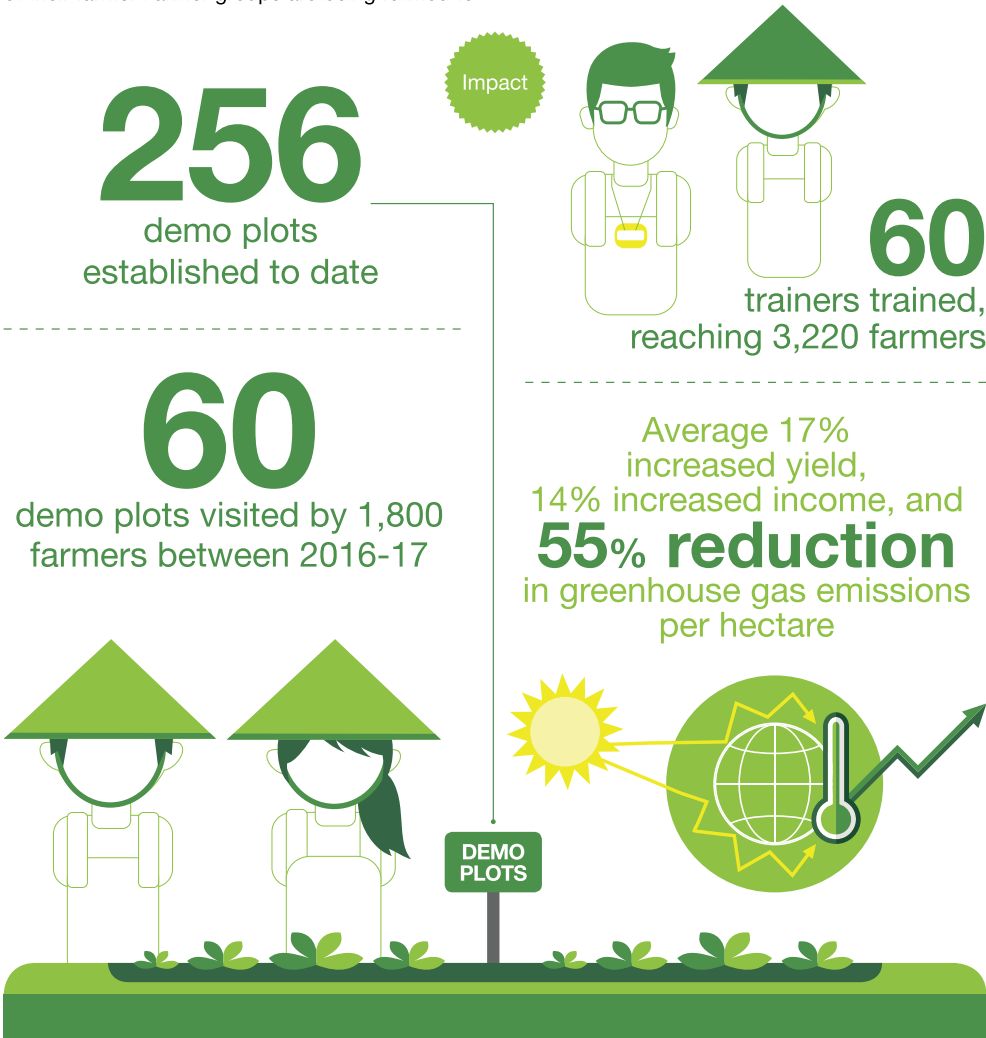
### Activities

The Coffee Task Force collaborate around one key objective - to make Vietnam the recognized reference for Robusta. The Task Force is made up of members from a range of sectors which enables them to develop projects that support smallholders overcome the multiple challenges they face.

The Task Force trains farmers on best practices, enabling them to enhance the quality, productivity, and environmental and economic sustainability of their farms. Farmer groups are being formed to

help them harness market efficiencies, improve their knowledge of the best technology and connect them to financial institutions and offtaker companies which will buy their products. These activities are resulting in tangible benefits for farmers, such as increased profitability and lower greenhouse gas emissions.

The PPP Coffee Task Force is chaired by the Ministry of Agriculture and Rural Development (MARD) Department of Crop Plantation along with Nestlé Vietnam.



## Tea

## Activities

Traditionally, Vietnamese tea has struggled in export markets as it doesn't always meet chemical residue standards. Additionally, global import standards are becoming increasingly strict and Vietnamese tea growers are often unaware of products that should or should not be used for export.

PSAV's Tea Task Force is collaborating with the Agrochemicals Task Force to develop a value chain project which will educate smallholders

and enable them to improve standards. Working with government, NGOs and the private sector, the group is developing best practices which will be integrated into the national curriculum. By providing comprehensive capacity building at a national level the long-term economic, environmental and social sustainability of the Vietnam tea market will improve and more smallholders will gain access to export markets.

## Impact

## New practices implemented at 13 tea companies

1,207 trainers trained,  
reaching 19,000 farmers

Nearly 4,000 hectares of  
land reached by the project

# 29

agri-teams formed

19 factories certified, which  
have further trained and  
certified 4,125 farmers

12,706 metric tons of  
certified tea grown

# 3,931 hectares of land certified

# 39

lead farmers trained



## Fisheries

### Activities

The local and export markets for fish in Vietnam have huge potential to improve food security and the livelihoods of smallholders.

Currently, the biggest challenge for Vietnamese fisheries and the aquaculture sector is to shift from quantity to quality based production. Both government and stakeholders recognize that all stakeholders must work together to achieve this. A Public-Private Partnership Cooperation Agreement for Responsible Fisheries and Aquaculture has now been signed by the Vietnamese Government Fisheries Body, development organizations and private sector companies, merging commitments to support sustainable growth in the sector.

The partnership was initiated by the Directorate General of Fisheries (D-Fish) and six other members including WWF Vietnam, GIZ, IDH The Sustainable Trade Initiative, Vietnam Association of Seafood Exporters and Producers (VASEP), Vietnam Institute for Fisheries Economic and Planning (VIFEP), and Vietnam Fisheries Society (VINAFIS).

The group will develop projects that focus on the following areas:

- Training farmers in Viet Good Agricultural Practice (GAP) standards and ensuring implementation
- Training farmers on how to improve production methods, how to transfer fish to the Fish Platform (FP) in a safe manner and how to track their products

Connecting with organizations which will help certify farmers adhering to Viet GAP.

Over **400** farmers and collectors trained and certified



**70** farmers implemented METRO requirements program



**19** Farmer Communities certified with Viet GAP



**74** Farmer Communities trained on Viet GAP





## Fruits and Vegetables

### Activities

Initially focused on potatoes, the Fruits and Vegetables Task Force has developed a project which helps farmers grow higher quality produce, attain certification and gain improved access to market.

The Task Force has been working with the government to introduce new potato varieties into the Vietnam market, helping farmers produce a higher quality product and increase their yields.

The group has successfully introduced a variety that will enable farmers to grow during the wet season, creating an entirely new planting and market opportunity. Through demo plots and farmer training, the group is empowering smallholders of which 70% are women to improve their yields and the long-term sustainability of their farms. Pepsico is able to provide farmers with an additional level of security by guaranteeing to buy what is being produced.

### Impact

#### Potatoes:

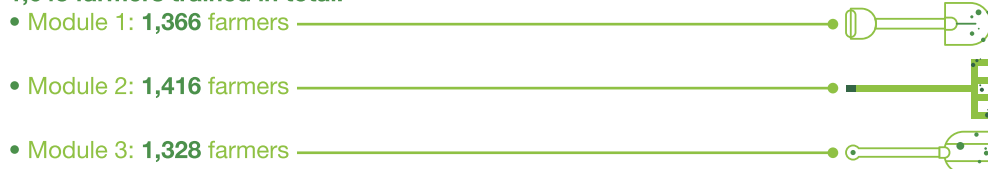
Average yield of 19.4 metric tons per hectare for direct contract farmers

#### Introduction of sprinkler watering across 939m<sup>3</sup> per hectare to support sustainable farming



#### 3 farmer training modules on Vietnamese potato developed

#### 1,643 farmers trained in total:



#### 1,116 farmers trained in all 3 modules, receiving training certification

- 70% of these certified farmers are female

#### Average yield of

19.5-20 tons per hectare during wet season



#### Average yield of

20.5-22.5 tons per hectare during dry season



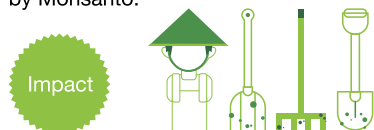
A trial planting FL2215 during the wet season in May and June was successfully carried out, producing an average yield of 19.7 tons per hectare. The Ministry of Agriculture Research and Development (MARD) has since approved FL2215 for commercial production in the Central Highlands

## Commodities (Corn)

### Activities

Demand for corn in Vietnam is increasing, and more and more farmers are looking to grow the product. To address this, the government is looking to enable smallholder farmers to move from producing low-yielding rice to corn. PSAV's Task Force has developed two projects to support this goal, one being led by Syngenta, the other by Monsanto.

Syngenta is working with the Center for Technology Development and Agricultural Extension (CETDAE) to develop an agronomy package that will enable farmers to successfully switch from low-yielding rice to corn. They hope to improve yields by 20% for 10,000 farmers through demo plots, training and the development of a cooperative model. This approach will reduce labor costs for smallholder farmers, provide them with better access to quality inputs and improve the quality and productivity of their crops.



Impact

Training provided for 2,000 farmers in 2015



20 hectares of demo field established for winter corn crop, increasing farmer incomes by 20% Eq 5 mio VND /ha on average

# 10 hectares

of demo field established to support switch from low income rice to corn, increasing farmer income by 20-30%, Eq 5-7 mio VND/ha on average



1 agriculture service cooperative model established, supporting farmers with land preparation, seedling and transplanting and increasing incomes by 2 mio VND/ha on average

# 23 mils VND

return on investment (ROI) for farmer training, and 24 mils VND ROI for Syngenta and CETDAE solution

### Farmer Practice

### Syngenta & CETDAE Solution

Benefit from farmer practice is 2 mils VND while benefit from Syngenta and CETDAE solution is 4.7 mils VND

### Other:

- Reduced labor and investment costs
- Reduced pressure from seasonal cropping thanks to seedling and minimum tillage technology
- Suitable seeds provided to farmers
- Effective and convenient weed management, along with no corn borer attack
- Improved grain quality and increased yields and productivity



## Spices (Pepper)

### Activities

The Spices Task Force is currently focusing on developing a value chain project for pepper. Pepper can be a very profitable crop for smallholders, however Vietnamese farmers have been struggling to meet the standards required to access export markets.

Additionally, while Vietnam is one of the top pepper exporters globally, smallholders face multiple challenges including crop residue levels, monoculture production and water scarcity. To address these issues, the Task Force is developing a pepper sustainability curriculum that can be rolled out at a national level. The group is

working closely with the government to develop modules that will cover a broad range of topics, from planning and maintaining crops to climate change adaption.

The group will develop projects that focus on the following areas:

- Increasing global pepper consumption
- Vietnam as top exporter of black pepper
- Warnings from importing markets
- Monoculture pepper production
- Water scarcity

Impact

Three field level projects implemented



New field level project planned for 2017



- Developing National Sustainability Curriculum (NSC) for pepper production
- Piloting the model Agrochemicals Agents & Suppliers Control
- Supporting to set up of a Vietnam Pepper Coordination Board

### Successfully addressed issues on:

- Recommendation to ban carbendazim in pepper production and storage
- Response to Metalaxyl issue

## Agrochemicals

Democratic Progressive Party (DPP) reviewed list of agrochemicals and maximum residue levels (MRLs) allowed in pepper and tea in Vietnam compared to other countries

DPP & Viet Nam Tea Association (VITAS), IDH, Unilever and CropLife developed and implemented initiatives on the use and control of agrochemicals via the Agri-Team Model

### Activities

The Agrochemicals Task Force was established to address a cross-cutting issue for many different crops in Vietnam: the misuse of agrochemicals. The group is focusing their efforts on the pepper, tea, coffee, and fruits and vegetables Task Forces.

The group works with the specific crop projects to help them improve agrochemical use.

The Plant Protection Department (PPD) collaborates with local networks, companies, associations and non-profit organizations to conduct farmer training on how to properly and responsibly use permitted chemicals, so that the residues meet food safety and importing countries' requirements.



DPP and agrochemicals  
producers co-developed agrochemical  
management modules in National Sustainability  
Curriculum for pepper and tea

Lam Dong Province, IDH,  
Fresh Studio and local companies planned a  
pilot for improved management systems for  
agrochemical use and trade in Lam Dong





## Highlight Project

### Tea Task Force: Sustainable Tea Project



#### Overview

One project currently being supported by the Tea Task Force is aimed at supporting sustainable production in Viet Nam's tea industry.

Currently the biggest challenge to sustainability within Viet Nam's tea industry is the misuse of agrochemicals. With much of the tea being produced for export, it is incredibly difficult for smallholder farmers to understand which chemicals they are safe to use of their crop and in what doses. If strict protocols are not followed, it can often leave a farmer's crop unsuitable for certain markets and reduce its value, having a negative impact on a farmer's return on investment.

To improve this process, the Task Force is working with various tea companies that are buying from smallholder farmers. The group intends to establish an agri-team within each tea company who will support all spraying activity on-farm.

This will mean that the smallholder farmers no longer have to spray their own crops. This will help farmers and tea companies to ensure that the finished product is fit of market and in line with the approved Maximum Residue Limits. It will also improve consistency in crop quality amongst farmers and may even improve efficiencies in the supply chain.

To date, the project has conducted 'training of trainer' sessions for agri-teams within 13 participating tea companies. These groups are now planning farmer training sessions to ensure alignment with the project. Communications materials for farmers are also being produced with additional support from an expert consultant.

The Tea Task Force is also working with the Agrochemicals Task Force to share best practice and identify areas for project replication and opportunities to scale.





**“By working with PSAV, we are able to work with many different stakeholders along the value chain. This is helping us to understand what buyers of tea are looking for, which then enables us to develop projects that help smallholders to meet this demand.”**

**Ms. Nguyen Thi Anh Hong,**  
Vice Chairwoman cum General Secretary  
of Vietnam Tea Association (VITAS)

### Lessons Learnt

Some key lessons learnt in this project include:

- Understanding of offtaker requirements before project implementation is essential to success
- Working through the tea companies has been critical to achieving scale
- Collaboration with agri-input companies and offtake partners is needed to develop effective spraying protocols
- Government support is needed to institutionalize and scale training protocols



## Partners

### Coffee

#### Public Sector:

- Department of Crop and Plantation (DCP)  
Institute of Policy and Strategy for Agriculture and Rural Development (IPSARD)
- Western Highlands Agriculture and Forestry Science Institute (WASI)
- National Agriculture Extension Center (NAEC)
- Provincial Agriculture Extension Centre
- Provincial authorities in Dak Lak, Dak Nong, Gia Lai and Lam Dong

#### Private Sector:

- Nestlé
- Syngenta
- Yara International
- Bayer
- Baconco
- Atlantic Commodities Vietnam (ACOM)
- IDH The Sustainable Trade Initiative
- EDE Consulting Group in Vietnam
- 4C/Global Coffee Platform
- Rainforest Alliance
- SNV the Netherlands Development Organisation
- Local Farmer Associations in Dak Lak and Lam Dong

### Tea

#### Public Sector:

- Department of Crop Protection
- National Agriculture Extension Center (NAEC)
- Northern Mountainous Agriculture & Forestry Science Institute (NOMAFSI)

#### Private Sector:

- IDH The Sustainable Trade Initiative
- Unilever
- Viet Nam Tea Association (VITAS)
- Henry P. Thompson Inc
- Nam Anh JSC
- CropLife International
- Bayer
- Ransfer Viet
- Rainforest Alliance

### Fisheries

#### Public Sector:

- Directorate of Fisheries

#### Private Sector:

- IDH The Sustainable Trade Initiative
- Metro Cash Carry/MM Mega Market
- WWF Vietnam
- GIZ
- Vietnam Association of Seafood Exporters and Producers (VASEP)
- Vietnam Institute for Fisheries Economic and Planning (VIFEP)
- Vietnam Fisheries Society (VINAFIS)
- Cargill

### Fruits and Vegetables

#### Public Sector:

- Department of Planning, MARD
- Vietnam Academy of Agricultural Sciences (VAAS)

#### Public Sector:

- PepsiCo
- Syngenta
- Fresh Studio
- Vina Fruit
- Viet Nam National Vegetables, Fruit and Agriculture Products Corporation Ltd
- EuroChem Agro Asia Pte Ltd





## Partners

### Commodities (Corn)

#### Public Sector:

- ICD
- CETDAE, under Vietnam Academy of Agricultural Sciences (VAAS)

#### Private Sector:

- Bunge
- Syngenta
- Monsanto
- Nam Phuong Tien cooperative

### Spices (Pepper)

#### Public Sector:

- Plant Protection Department (PPD)

#### Private sector:

- IDH The Sustainable Trade Initiative
- Harris Freeman
- Intimex
- McCormick
- Netafim
- NED Spice
- Olam International
- Rainforest Alliance
- SNV
- Syngenta
- Unilever
- Simexco Daklak

### Agrochemicals

- IDH The Sustainable Trade Initiative
- Ministry of Agriculture and Rural Development (MARD)
- CropLife International
- Harris Freeman
- Jacobs Douwe Egberts
- Olam International
- McCormick
- Ranfer
- Henry P. Thomson Inc.
- NED Spice
- Unilever
- GIZ
- Bayer
- Syngenta
- Dow AgroSciences
- DuPont



## Partnership for Sustainable Agriculture in Vietnam 2017-2018

Key strategic focuses for  
the year ahead:

### Focus 1

Continue to strengthen  
capacity of local  
secretariat

### Focus 2

Support scaling of existing  
projects

### Focus 3

Review Task Forces to  
identify opportunities to  
streamline, strengthen and  
establish new Task Forces

### Focus 4

Strengthen the  
engagement of local  
companies in Task Force  
activities

#### Engage

[psav-mard.org.vn](http://psav-mard.org.vn)

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