



WORLD
ECONOMIC
FORUM

Partnership for Sustainable Agriculture in Viet Nam

Supported by Grow Asia | 2020



Viet Nam



Partnership for Sustainable Agriculture in Viet Nam

The **Partnership for Sustainable Agriculture in Viet Nam (PSAV)** brings together companies, government agencies, civil society organizations, farmer groups, and financial institutions to link smallholder farmers to the market. This increases the profits and productivity of farmers, while improving climate resilience, international integration, and the sustainable development of the agricultural sector.

PSAV's objectives are:

- Supporting policy improvements that promote a more effective application of sustainable agricultural practices in Viet Nam.
- Facilitating partnerships amongst the Ministry of Agriculture & Rural Development (MARD)/ local governments, international organizations, non-government organizations, donors, the private sector, and producers for sustainable agriculture.
- Linking public and private organizations in the agricultural sector so they can share experiences and cooperate in developing public-private partnership (PPP) value chains of Viet Nam's key agricultural products.
- Contributing to the development of science-based agricultural regulations and members' compliance for sustainable development.
- Disseminating up-to-date, trustworthy information on sustainable development and farming practices.

PSAV comprises over 120 partners from global and local companies, provincial governments, national research institutes, international organizations, and NGOs. The PSAV Task Forces focus on seven crops—coffee, fisheries, fruits and vegetables, livestock, pepper, rice, and tea—and the cross-cutting issue of agrochemicals.

Message

It has been 10 years since PSAV was established. Viet Nam together with the World Economic Forum, initiated a new vision for agriculture in Viet Nam in 2010 — to accelerate agricultural growth, transform agriculture systems, and address global food and agricultural sustainability challenges through private-public collaboration.

With the continuous support of PSAV leaders, members, and partners, we have achieved major accomplishments. Over the years, our membership has expanded from the initial 12 founding members to eight PPP Task Forces with 120 active members and partners from the public sector, companies, industry associations, research institutes, international and non-governmental organizations. Collaboration between the government and the private sector has allowed us to make significant progress, and this will enable the PPP's activities to scale faster in the future.

Following the Coffee Task Force's success with the National Sustainability Curriculum (NSC) and the institutionalization of the Viet Nam Coffee Coordination Board (VCCB), other Task Forces have developed and adopted their protocols, piloted sustainable farming models and adopted innovative technologies. More than 220,000 farmers have been trained in sustainable agriculture practices.

Viet Nam is at a crossroads with numerous opportunities as well as challenges generated by the Fourth Industrial Revolution and the next generation of Free Trade Agreements.

PPP presents a great opportunity to facilitate the structural transformation of Viet Nam's agriculture sector. The COVID-19 pandemic has reinforced the key position the agriculture sector plays in Viet Nam, as it remains one of the most important national pillars and will play a crucial role in revitalizing the economy when the pandemic lessens.

Given proper investment and support, agriculture will spur new waves of economic development, boost production, and generate employment and higher rural incomes. PSAV plays a key role in bridging Viet Nam's agriculture sector with the world, by connecting farmers with businesses, government, and domestic and international organizations, to make Viet Nam among the world's top 10 most developed agro-processing countries by 2030.

On behalf of MARD and PSAV, I would like to convey our appreciation for the continuous support from the World Economic Forum, Grow Asia, and most importantly, all of our members and partners during the past decade. It has been an honor for me to witness PSAV's collective achievements and its contributions to the sustainable development of Viet Nam's agriculture sector.

Nguyen Do Anh Tuan

Director General of International Cooperation Department,
Ministry of Agricultural and Rural Development of the S.R. of Viet Nam
Director of the Partnership for Sustainable Agriculture in Viet Nam

Viet Nam Statistics



Total population of
97 million



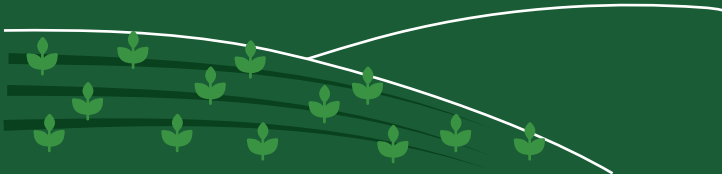
5.4%
of the population is
below the poverty line



35% of the population is
employed in agriculture



Agriculture contributes **13.96%**
to the national GDP



46% of land area is
devoted to agriculture

PSAV

Governance and Structure

Co-Chairs

- **Chair:**
Ministry of Agriculture & Rural Development (MARD)
- **Co-Chair:**
Yara Viet Nam
- **Deputy Co-Chair:**
IDH Viet Nam – the Sustainable Trade Initiative

PSAV Secretariat

- Director of PSAV Secretariat
- Manager of PSAV Secretariat
- Task Force Facilitator
- Communication Officer
- Grow Asia in Viet Nam

Task Forces

- | | |
|-----------------------|-------------|
| ■ Agrochemicals | ■ Livestock |
| ■ Coffee | ■ Pepper |
| ■ Fisheries | ■ Rice |
| ■ Fruits & Vegetables | ■ Tea |



“PSAV enables farmers to quickly learn and adapt to new standards. This allows us to be prepared, so we can seize opportunities brought on by international integration. Our goal is to replicate our success with the 2.2 million trained farmers to all 20 million farmers in Viet Nam so that they can meet the global quality standard requirements and have access to the global value chains.”

Mr. Nguyen Do Anh Tuan

Director General of International
Cooperation Department - MARD

“PSAV provides an open platform for all stakeholders to collaborate, expand the network, and enhance knowledge exchange which will help us achieve our shared vision of creating sustainable agriculture.”

Ms. Marion Martinez

Managing Manager, Yara Viet Nam
PSAV Private Sector Co-Chair



Task Forces

Agrochemicals



The Agrochemicals Task Force was established to address the misuse of agrochemicals in Viet Nam.

To encourage proper use of pesticides and fertilizers, the Agrochemicals Task Force works with other Task Forces such as Coffee, Fruits & Vegetables, Pepper, and Tea to address agrochemical management issues and encourage proper use of pesticides and fertilizers. The Plant Protection Department (PPD) in MARD collaborates with local networks, companies, associations, and non-profit organizations to conduct training for farmers on using chemicals responsibly. This helps to ensure residue levels meet the food safety requirements of countries importing crops from Viet Nam.

Activities

- Working with local authorities to manage agrochemical suppliers and agents based on the co-created national blueprint.
- Developing and rolling out mobile and online tools to support agrochemical management.
- Reviewing and updating the National Sustainability Curriculum (NSC) for coffee, pepper, and tea to guide the safe use of agrochemicals.
- Supporting the implementation of NSC field-level training for farmers on the proper use of pesticides.
- Reviewing and developing lists of pesticide products permitted for use in Viet Nam and importing markets.
- Encouraging the adoption of Integrated Pest Management systems including the three-pronged approach Production, Protection, and Inclusion practices within sub-landscapes.
- Facilitating dialogue on Viet Nam's agrochemical policies and regulations, aiming to meet global best-in-class standards.
- Supporting the management of export standards related to agrochemical requirements.

Impact



All **12 tea clusters** that the Agrochemicals Task Force worked with were able to comply with residue levels of importing markets (Europe and Taiwan).



An agrochemical management **mobile application** was co-developed and launched.

- **9,346** farmers were trained to use the application
- **4,000** registered users

Coffee



Viet Nam is the second-largest coffee producer in the world and boasts high levels of productivity. However, the country's coffee sector is declining in yields due to looming climate threats and aging farms.

The majority of coffee comes from the Robusta coffee species, which commands lower prices and is mainly exported in bulk, raw form. The Coffee Task Force aims to make Viet Nam the recognized reference for Robusta coffee by sustainably improving the quality of yields and helping farmers adapt to climate change.

Activities

- Updating and rolling out the NSC for Robusta coffee.
- Developing the NSC for Arabica coffee.
- Conducting knowledge exchange and information sharing activities.
- Organizing communication campaigns such as National Coffee Day to promote the work of the Task Force.
- Scaling up PPP experience and models at provincial and district levels.
- Improving operational efficiency of the Viet Nam Coffee Coordination Board (VCCB) to support the Ministry in developing and implementing policies, strategies, programs, and plans.
- Improving value chain linkages to enhance the value of Vietnamese coffee.
- Contributing to the government's "High-Quality Coffee" Project.
- Developing a Covid-19 impact assessment and policy response recommendations to support the coffee sector.
- Supporting policy dialogues to upgrade Viet Nam's coffee policies and regulations to foster the adoption of best farming practices.
- Promoting management and the responsible use of agrochemicals in coffee production.



Impact



164,127 farmers reached

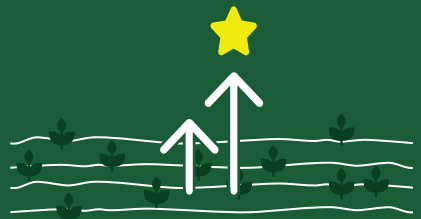


44,903 farmers certified

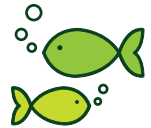


97,000 hectares adopting improved practices/technologies

256 demo plots established, of which **40** were selected for upscaling by the Viet Nam Coffee Coordination Board (VCCB)



Fisheries



The production of fisheries plays an important role in Viet Nam's socio-economic development. The sector employs more than 5 million people in Viet Nam and high added-value products account for 35% of the sector's total GDP. This underscores the potential of the sector to improve livelihoods.

However, despite strong growth in recent years, the fisheries sector is still driven by quantity rather than quality. Challenges such as scattered production areas with little planning and links between stakeholders across the value chain, as well as the inefficient use of production inputs, and limited investment in technology are leading to lower quality products and frequent disease outbreaks.

Activities

- Establishing the local government's environmental and disease monitoring system and protocols for aquaculture in the Mekong Delta.
- Developing technical guidelines and providing farmers with training and support to improve the quality and productivity of aquaculture through better management of feed, seeds, and antibiotics.
- Supporting shrimp cooperatives to obtain Aquaculture Stewardship Council (ASC) certification and establishing cost-sharing models, leading to a stronger value chain from production to processing and export.
- Piloting Service Delivery Models (SDMs) to provide better and more efficient services to farmers.
- Supporting the development and/or upscaling of innovative farming systems such as the biosecurity shrimp hatchery model, mangrove ecosystem, and extensive shrimp aquaculture systems.
- Developing and strengthening traceability systems for shrimp and pangasius production.
- Promoting multi-stakeholder dialogues to identify challenges and solutions for the fisheries sector.

Impact



3,564 fisherfolk reached

Fruits & Vegetables



Fruit & vegetable exports in Viet Nam reached a record USD 3.74 billion in value in 2019 and accounted for over 9% of agricultural exports.

However, Viet Nam's fruit & vegetable sector still faces challenges in production, processing, and marketing. Larger production areas have been formed gradually, but the sector relies on small and scattered producers. This makes investment quality control and distribution difficult. Processing is still at a preliminary stage and the sector needs to diversify its export markets beyond China, which currently accounts for over 75% of exports.

Activities

- Helping farmers produce higher quality products and increasing their yields.
- Successfully introducing a potato variety that enables farmers to grow during the wet season, creating an entirely new planting and market opportunity. Through demonstration plots and farmer training, the group is empowering smallholders to improve their yields and the long-term sustainability of their farms.
- Co-organizing the Fruit and Vegetable Outlook conference to highlight new technologies implemented in Viet Nam and showcase how growers are producing high-value fruits & vegetables with these technologies.

Impact

“Growing out of poverty with potato” project (2014-2019)

Aims to introduce new potato varieties, with guaranteed buy-back of produce by PepsiCo

220% increase in yield between 2011 and 2017



Environmental benefits

- Saved **over 1 million cubic meters** of water through the implementation of a spray irrigation model
- **650%** increase in net profit
- **2,014** farmers trained, of which **72%** are women

Livestock



The livestock sector has boomed as it transitions from scattered, small-scale animal husbandry to professional and planned livestock production. With a value of USD 18 billion, Viet Nam is the third-largest market for meat in Asia, behind China and India. Livestock accounts for 19.8% of Viet Nam's total agro-forestry-fishery production (gross value).

Despite this, the sector faces formidable challenges including environmental pollution, contamination, complicated disease outbreaks, and poor-quality management.

The Livestock Task Force was officially established by MARD in April 2019. It aims to foster active public-private partnerships to address sectoral challenges and uplift the capacity of value chain actors holistically and effectively. The Task Force includes four sub-working groups: Dairy Cattle, Poultry, Pork, and Animal feed.

sector by improving the quality and safety of produce.

- Building a livestock information system to align production levels with consumption and improving income for livestock establishments.
- Organizing the Livestock Outlook – an event for leading industry players in Viet Nam to share insights, trends, and state-of-the-art initiatives to promote the sustainable development of Viet Nam's livestock industry.

Activities

- Reviewing innovative projects and programs for the livestock sector to integrate and align with government strategies and activities.
- Establishing multi-stakeholder partnership models and a holistic value chain approach to link livestock production with consumption.
- Developing training materials to encourage a competitive livestock



Sector's Production Targets in 2020



5.5 million tons of a variety of meats
(Pork 64 - 67%; poultry 25 - 27%; grazing cattle 9 - 11%)



14.5 billion eggs



1.2 million tons
of fresh milk



- Ratio of industrial concentrated slaughtered cattle and poultry: **40-50%**
- Ratio of processed cattle and poultry products: **20-25%**

Pepper



Pepper is one of Viet Nam's leading export commodities, accounting for around 55% of global production and 60% of global market share. However, importing countries are introducing increasingly strict technical barriers, such as levels of chemical residue, which is affecting Viet Nam's smallholder producers.

The Task Force aims to foster Viet Nam's pepper industry development by encouraging sustainable production methods as well as providing information and increasing enforcement on quality standards to improve Viet Nam's credibility as a supplier of pepper products.

Activities

- Strengthening governance and institutional capacities by establishing an Advisory Group and organizing policy dialogues on related regulations.
- Developing and rolling out the NSC for sustainable pepper production.
- Conducting surveys on perspectives around the industry's sustainability and baseline assessment of Viet Nam's pepper industry.
- Developing a five-year action plan for the Pepper Task Force.
- Sharing experiences and fostering collaboration among private companies and producing countries by organizing a Pepper Outlook Conference, Pepper Day, and other related events.
- Developing and introducing mobile-based applications, including a database of agrochemical products used in pepper cultivation.
- Developing and piloting digital training tools for farmers.
- Establishing and upscaling field-level projects in sustainable pepper production.



Impact



Established a **multi-stakeholder advisory group** to support the Task Force in strengthening policy enforcement at the provincial level and collaboration among government agencies.

Pepper imports from Viet Nam which met EU legal requirements increased exponentially from **12.8% in 2016** to **27.1%** and **46% in 2017** and **2018** respectively.



150,216 farmers reached



17,914 farmers adopted improved practices/technologies



14,657 farmers certified

Rice



Rice plays an important role in Viet Nam's economy, political landscape, and environment – accounting for 88.6% of total grain production and 7.3% of total agricultural exports.

However, rice exports are projected to slow due to decreasing demand from traditional markets. The income of Vietnamese rice farmers is also lower than traders. Intensive rice production—particularly the shift to producing three crops per year—has also caused environmental problems such as increased carbon emissions due to wet paddy cultivation. Additionally, the increase in crop volume means more agrochemical products are required.

The Rice Task Force aims to help smallholders and stakeholders address these challenges in an environmentally sustainable way.



Activities

- Identifying issues within Viet Nam's rice value chain and raising awareness among policymakers to explore solutions.
- Advising MARD on a policy for sustainable rice value chain development.
- Setting up new sustainable rice models in response to the drought and saline intrusion crisis in the Mekong Delta.
- Mobilizing partners to develop and implement programs/projects to promote a sustainable rice value chain while improving product quality and farmer incomes.
- Effectively connecting value chain players, providing and sharing information to promote trade and PPP.
- Applying industrial seed growth solutions to reduce crop protection product use.
- Identifying opportunities for export, enhancing market access for businesses, and export rice products that are certified by sustainable standards.
- Increasing awareness of the sustainable rice production protocol and encouraging farmers and stakeholders to comply.
- Piloting innovative projects in rice production, such as the use of new technologies.

Impact



27,156 farmers reached



17,651 adopted improved practices

Tea



Viet Nam is the world's seventh-largest tea producer, with exports accounting for 7% of the global total. However, like many other crops in Viet Nam, the tea sector is small-scale and scattered, making upskilling and certification difficult. Farmers are also faced with the challenge of increasing technical requirements from importing countries.

Additionally, farmers are under pressure to conserve rare specialty tea varieties—which can be difficult to regenerate—and get access to new varieties that are in high demand from the international market. The challenge for smallholders is that they often do not have the funding to cover seed investment and Research & Development (R&D).

Activities

- Reviewing and introducing pesticides that have been approved and are suited for specific export markets.
- Studying legislation changes related to trade control and the use of agrochemicals which apply to the tea sector.
- Evaluating operational effectiveness and scaling up the Agri-Team model¹ nationwide.
- Supporting tea companies with updates on tea's export regulations.
- Improving the quality and variety of Viet Nam's tea with R&D, organizing Good Agricultural Practices (GAP) training, and developing online training on NSC to improve the traceability system of Viet Nam's tea industry, and food safety control at the tea processing level.



¹ The Agri-Team model is an innovative model for agrochemical spraying, in which producing companies organize an agrochemical spraying team (about 10 members per team), to provide farmers with a proper set of agrochemicals, spraying services or monitoring farmers' spraying activities. This helps to reduce farmers' time spent on spraying pesticides and improve farmer's productivity and health, tea quality and the environment.

Impact



29,900 tons of
sustainable tea produced



18,815 farmers reached



14,657 farmers
received Rainforest
Alliance Certification



Developed NSC on tea and
applied in **6 tea regions**



10% increase
in farmers' net income



19 factories received Rainforest Alliance Certification

Case Study

Pepper

Viet Nam is the world's largest producer and exporter of black pepper – representing 60% of the world's traded pepper volume. 97% of Vietnamese pepper has been exported to 109 countries and territories². Pepper production provides jobs for 50,000 pepper smallholder farmers, of which 35% belong to ethnic minorities. For many years, this production has contributed to poverty reduction in pepper growing regions.

However, excessive use of agrochemicals, which negatively impacts the environment and human health, has led to the emergence and spread of pests and disease outbreaks. In worse case scenarios, pepper is generally grown by small and marginal farmers, who are typically unable to absorb the impact of unstable pepper prices.



The Public-Private Partnership Task Force on Pepper

Formed in 2015, the PPP Task Force is co-chaired by MARD's Plant Protection Department, the Viet Nam Pepper Association, representing the private sector, and IDH the Sustainable Trade Initiative as the coordinator and co-funder. The Task Force brings together domestic and foreign companies, research institutions, and civil society to discuss ways to cope with the sector's sustainability challenges and catalyze joint actions.

Partnership for Sustainable Agriculture in Viet Nam (PSAV)

PSAV supports the Task Force and synergizes resources of partners by encouraging the adoption of sustainable production practices, fostering information flow within the value chain, and enhancing enforcement of quality standards to improve Viet Nam's credibility as a leading pepper producer.

- Facilitate and coordinate plans and activities, especially joint initiatives with the Agrochemicals Task Force.
- Provide cross-sectoral learning and organize experience sharing events to promote the adoption of best practices
- Organize a Pepper Outlook Conference and related policy dialogues to foster discussion among key stakeholders and encourage pre-competitive collaboration and commitment among actors

² The Voice of Vietnam; "Vietnam's pepper industry about to burst", 20 February 2018; <https://english.vov.vn/economy/vietnams-pepper-industry-about-to-burst-368980.vov>



National tri-sector behavior and collaboration

- Developed a long-term comprehensive strategy with objectives and solutions to address the most urgent sectoral sustainability issues.
- Established a multi-stakeholder Advisory Board to provide strategic direction on both policy and practices at the provincial level and linkages across agencies.
- Conducted policy dialogue discussions amongst PPP to discuss solutions for common issues and challenges.
- Developed and rolled-out the NSC for pepper production, a handbook for GAP including responsible agrochemical management.
- Launched a mobile app for farmers and plant protection officers with a database of agrochemical products used in coffee, pepper and tea cultivation.
- Implemented various field-level projects to promote sustainable production practices.
- Removed technical barriers to pave the way for pepper export such as MARD's petition to the EU Commission to extend the transition period for Chlorpyrifos and Chlorpyrifos-methyl MRLs.
- Organized experience-sharing workshops promoting the exchange of knowledge and lessons learned between companies.

Sector Impact

Improved understanding and knowledge on Maximum Residue Levels (MRL) in different markets and international product specifications



68,000 MT of Vietnamese pepper production was compliant with MRL requirements in 2019.



Increased farmer awareness through training and value chain collaboration for better access to the international market.

Smallholder Impact in 2019



61,387 farmer training impressions



17,914 farmers adopted improved farming practices

Targets by 2025

- **25,000** farmers trained and provided with improved agricultural services
- **60,000 tons** of sustainable pepper produced
- **25%** of farmers with 20% income increase
- **75%** of pepper produced in Viet Nam meeting MRLs





“Previously we regularly sprayed high quantities of pesticides as we did not know much about the negative impacts. After learning and applying sustainable farming methods, my crop yields have improved and have become stable. I also follow the procedure taught in my sustainable farming training, using only a sufficient amount of fertilizer and agrochemicals appropriately.”

Mr. Tran Van No

Pepper farmer in Ea To commune,
Krong Nang District, Dak Lak Province

“ We must strengthen our nation’s food safety control to ensure the sustainable development of the pepper sector and promote pepper export. A systematic approach is needed to develop safer pepper cultivation areas. Also, the Ministry is encouraging Vietnamese enterprises to increase investment in the pepper sector by developing sustainable material zones which are strongly linked with producers and deeper processing to increase the export value of pepper products. PPP is an effective cooperation mechanism to draw in private investment and create institutional breakthroughs that foster the sustainable development of the sector. ”

Mr. Nguyen Quy Duong

Deputy Director General, Plant Protection Department,
Ministry of Agriculture and Rural Development of Viet Nam

“ The Pepper Task Force has successfully attracted the active participation of key industry players and direct engagement of MARD. However, the Advisory Group goes a step further, by institutionalizing the PPP governance platform, to support MARD for the long-term sustainable development of the pepper industry. There is still a lot to be done given the stricter technical barriers imposed by importing countries which are posing challenges to exporters. A more comprehensive strategy to deal with agrochemicals will be developed. As a co-chair of the Task Force, IDH commits to supporting the restructuring of the industry more sustainably. ”

Mr. Huynh Tien Dung

Country Director,
IDH, the Sustainable Trade Initiative

Partners

Agrochemicals

- **MARD – Plant Protection Department**
- **CropLife Viet Nam**
- **IDH, the Sustainable Trade Initiative**
- Bayer Viet Nam Ltd.
- Corteva Agriscience Viet Nam (Dow AgroSciences B.V.)

- Que Lam Group
- Syngenta Viet Nam Ltd.
- Tien Nong Industrial & Agricultural JSC
- Yara Viet Nam Ltd.

Coffee

- **MARD – Department of Crop Production (DCP)**
- **Nestlé Viet Nam Ltd.**
- 4C Association/the Global Coffee Platform
- AgriMedia JSC
- Baconco Co., Ltd.
- Bayer Viet Nam Ltd.
- BASF Viet Nam Ltd.
- Binh Dien Fertilizer JSC
- COEX Coffee International Inc.
- Dakman Viet Nam Ltd.
- Atlantic Commodities Viet Nam Ltd. (ECOM Trading)
- EDE Consulting
- Enveritas
- Farmer associations in Daklak and Lam Dong provinces
- IDH, the Sustainable Trade Initiative
- Intimex Group JSC
- International Finance Corporation (IFC)

- Jacobs Douwe Egberts (JDE)
- Louis Dreyfus Commodities Viet Nam Co. Ltd.
- MARD – Institute of Policy and Strategy for Agriculture and Rural Development (IPSARD)
- MARD – National Agricultural Extension Center (NAEC)
- Ned Coffee Viet Nam Co., Ltd.
- Olam Viet Nam Co., Ltd.
- Petro Viet Nam Fertilizer and Chemicals Corporation (PVFCCo)
- Provincial Agricultural Extension Centers and Provincial People's Committees of Dak Lak, Dak Nong, Gia Lai and Lam Dong provinces
- Rainforest Alliance
- SNV Netherlands Development Organization
- Syngenta Viet Nam Ltd.
- Western Highlands Agro-Forestry Scientific and Technical Institute (WASI)
- Yara Viet Nam Ltd.

Fisheries

- **MARD – Directorate of Fisheries (D-FISH)**
- **IDH, the Sustainable Trade Initiative**
- German Agency for International Cooperation (GIZ)
- Viet Nam Association of Seafood Exporters and Producers (VASEP)

- Viet Nam Fisheries Society (VINAFIS)
- Viet Nam Institute for Fisheries Economics and Planning (VIFEP)
- World Wildlife Fund (WWF)

Fruits & Vegetables

- **MARD – Department of Crop Production (DCP)**
- **Syngenta Viet Nam Ltd.**
- **Viet Nam Institute of Organic Agricultural Economics (VIOAE)**
- Dong Giao Foodstuff Export JSC
- Fresh Studio Innovations Asia
- Fruit-Vegetable Export-Import JSC

- Lavifood JSC
- MARD – Institute of Policy and Strategy for Agriculture and Rural Development (IPSARD)
- Nafoods Group JSC
- PepsiCo Foods Viet Nam Co.
- TH Milk JSC
- The Fruit Republic

Livestock

- **MARD – Department of Livestock Production (DLP)**
- **MARD – National Agricultural Extension Center (NAEC)**
- **CP Group Viet Nam Corporation**
- **Deheus LLC Viet Nam**
- **Friesland Campina Viet Nam Co., Ltd.**
- **Moc Chau Milk (GTNFoods)**
- **TH Milk JSC**
- **Viet Nam Dairy Products JSC (Vinamilk)**

- Animal Husbandry Association of Viet Nam (AHAV)
- Ceva Sante Animale
- CropLife Viet Nam
- Dabaco Group
- Hung Nhon Group
- MARD – Institute of Policy and Strategy for Agriculture and Rural Development (IPSARD)
- MARD – International Cooperation Department
- Masan Group
- Neovia Viet Nam

- Techna Nutrition Viet Nam
- Viet Nam Agribusiness Ltd. (Bunge Viet Nam)

Pepper

- **MARD – Plant Protection Department**
- **Viet Nam Pepper Association**
- **IDH, the Sustainable Trade Initiative**
- AgriMedia JSC
- Chu Se Pepper Association
- Community Development Center (CDC)
- German Agency for International Cooperation (GIZ)
- Haprosimex JSC
- Harris Freeman Co., Ltd.
- Intimex Group JSC
- Lam San Agricultural Cooperative
- McCormick & Company
- Nedspice Processing Viet Nam Ltd.
- Netafim
- Viet Nam Nutrition Food JSC (NutiFood)
- Olam Viet Nam Co., Ltd.
- Pearl Trading Services & Import Export JSC
- Phuc Sinh Corporation
- Que Lam Group
- SGS Viet Nam Ltd.
- Simexco DakLak Ltd.
- Syngenta Viet Nam Ltd.
- The Viet Nam Superintendence and Inspection of Coffee and Products for Export and Import (CafeControl)
- United Spice Company (UniSpice)
- Viet Nam Commodity Control & Certification (VCC&C)
- Western Highlands Agro-Forestry Scientific and Technical Institute (WASI)
- Yara Viet Nam Ltd.

Rice

- **MARD – Institute of Policy and Strategy for Agriculture and Rural Development (IPSARD)**
- **Bayer Viet Nam Ltd.**
- Bui Van Ngo Industrial & Agricultural Machinery Co., Ltd.
- German Agency for International Cooperation (GIZ)
- Loc Troi Group JSC
- MARD – Agro Processing and Market Development Authority (AgroTrade)
- MARD – Department of Crop Production (DCP)
- MARD – Department of Plant Protection
- MARD – National Agricultural Extension Center (NAEC)
- SNV Netherlands Development Organization
- Thai Binh Seed Group JSC

Tea

- **MARD – Department of Crop Production (DCP)**
- **Unilever Viet Nam International Co., Ltd.**
- **Viet Nam Tea Association (VITAS)**
- Asia Tea Company Ltd
- Ban Lien Cooperative
- Cam Khe Tea Co., Ltd.
- Cao Bo Tea Co., Ltd.
- Cau Dat Tea Co., Ltd. (CADACO)
- CropLife Viet Nam
- Future Generation Vinh Phuc Company Ltd.
- Ha Tinh Tea Co., Ltd.
- Hai Thai Thai Nguyen Co., Ltd.
- Henry P. Thompson Inc.
- Hoang Long Tea Co., Ltd.
- Huu Hao Tea Processing Co., Ltd.
- IDH, the Sustainable Trade Initiative
- Kien Tuan Tea Cooperative
- Lam Dong Tea JSC (LADOTEA)
- MARD – Department of Plant Protection
- MARD – National Agricultural Extension Center (NAEC)
- My Lam Tea JSC
- Nam Anh Import and Export JSC
- Nam Long Tea Co., Ltd.
- Nghe An Tea Development Investment Company Ltd.
- Oriented Dragon Import and Export Co., Ltd.
- Phu Ha Tea Co., Ltd.
- Phu Lam International Trading Co., Ltd.
- Phuc Khoa Cooperative
- Phuong Nam Tea & Trading Co., Ltd.
- Provincial Departments of Agriculture and Rural Development (DARDs) in Phu Tho, Yen Bai, Son La, Dien Bien, Lao Cai, Ha Giang, Lai Chau
- Quang Binh Tea Investment Ltd.
- Rainforest Alliance
- Ransfer Viet
- Shanam Co., Ltd.
- SSOE Phu Tho Tea Company Ltd.
- Suoi Giang Cooperative
- Tam Duong Tea JSC
- Thai Nguyen Import-Export JSC (BATIMEX)
- Than Uyen Tea JSC
- Thang Long Tea Trading & Services JSC
- Ton Vinh Tea Co., Ltd.
- URC Viet Nam Ltd. (Universal Robina Corporation)
- Van Luong Tea Processing Factory
- Viet Nam National Tea Corporation (VINATEA Co., Ltd.)



www.psav-mard.org.vn
psav.office@psav-mard.org.vn
www.growasia.org

Nguyen Chi Hieu
Grow Asia representative in Viet Nam
hieu@growasia.org

Reginald Lee
Partnerships Director, Grow Asia
reginald@growasia.org