

Country presentation

Vietnam

Vietnam at a glance

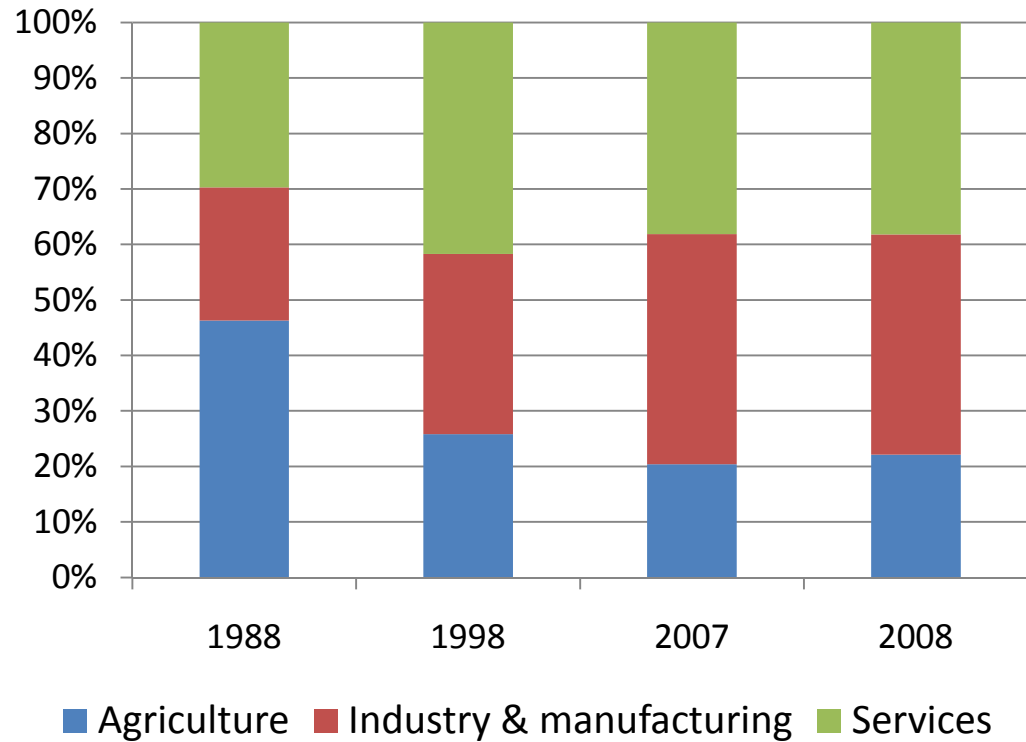
Population: 86 million

Surface: 365 km²

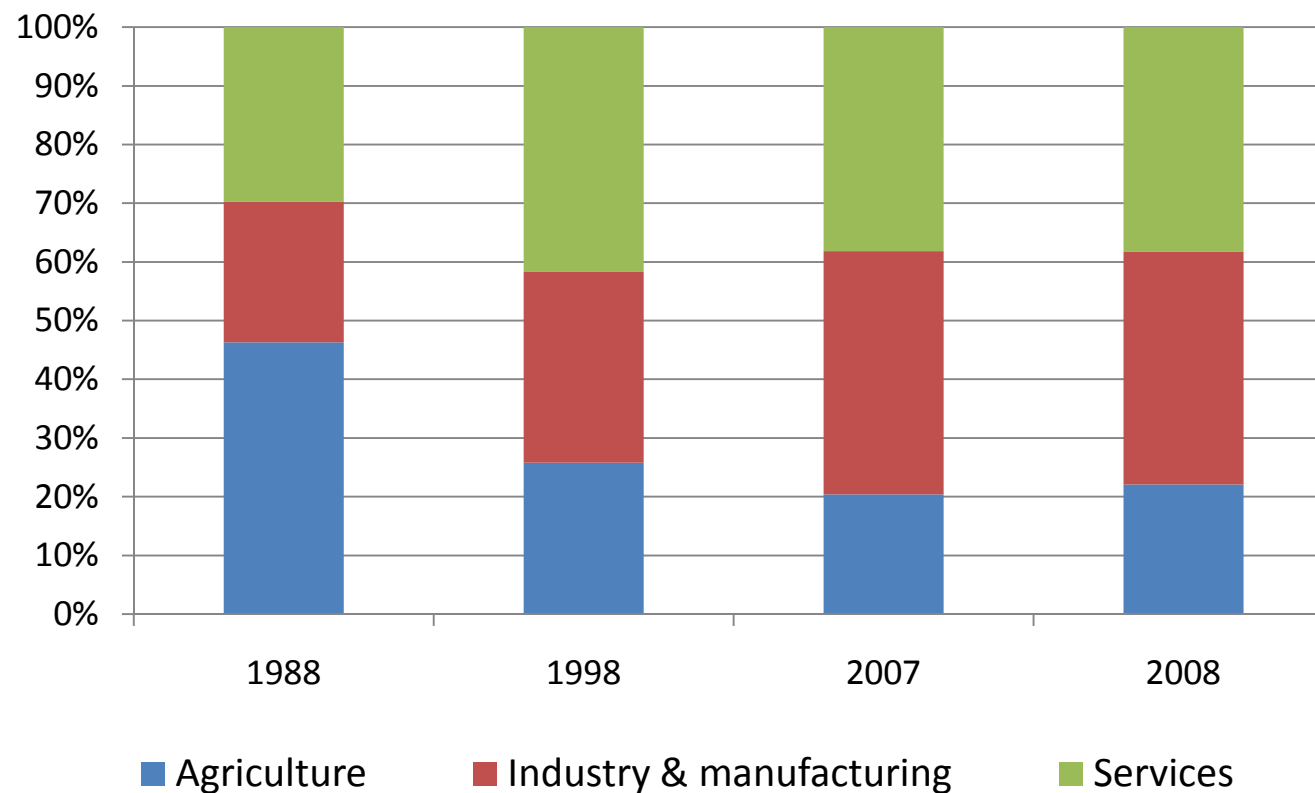
Capital: Ha Noi

Ethnicity: 90%

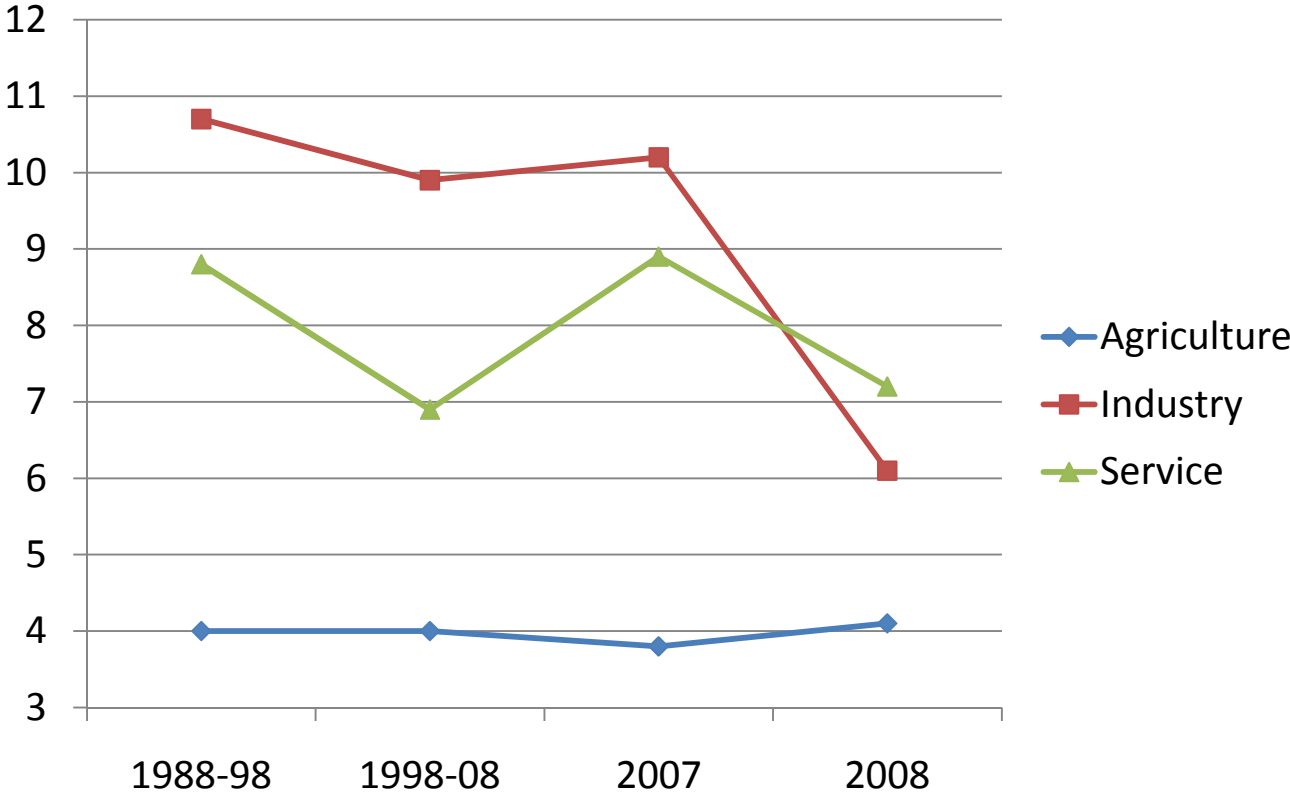
Vietnamese, 54 other ethnic minorities



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

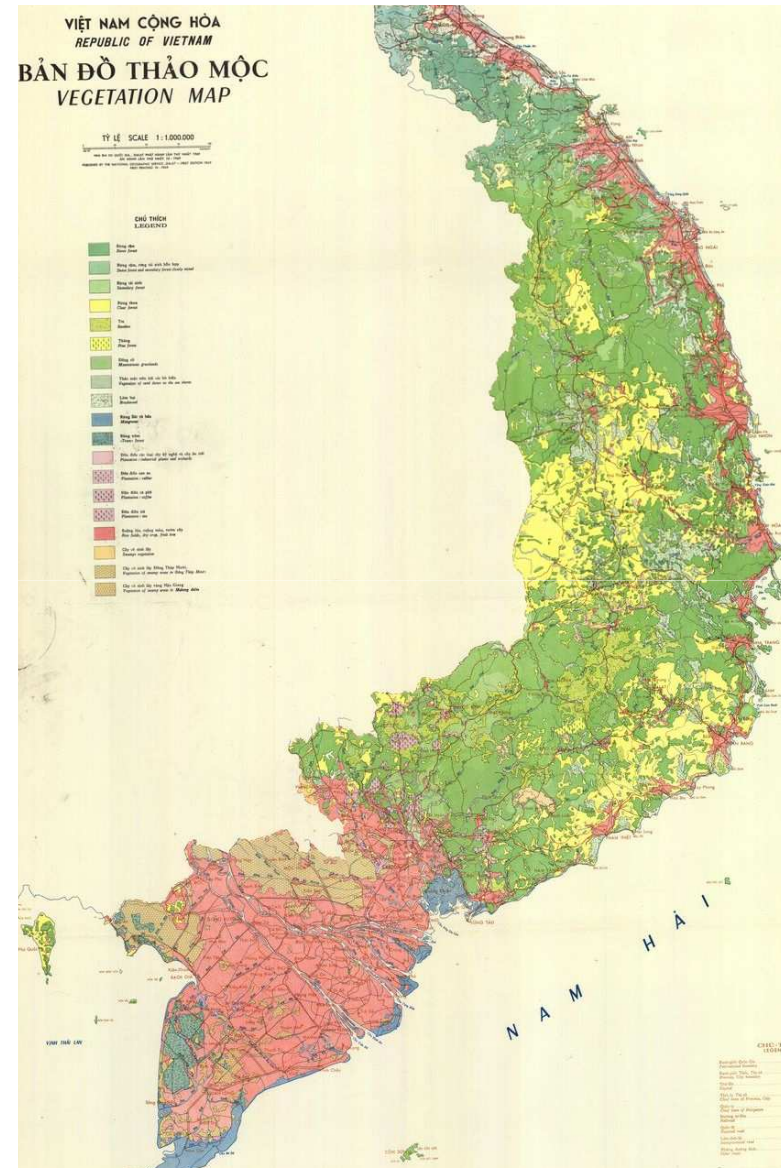
Average rainfall 2200mm



Soils and vegetation



North & North Central

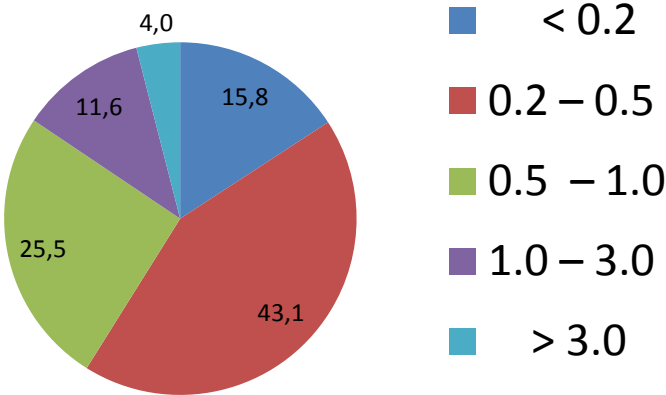


South & South Central

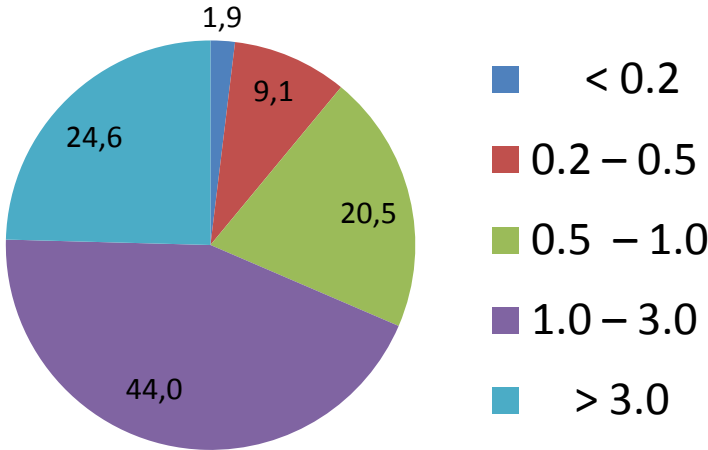
Distribution of **rice farm** land in Vietnam & MRD

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
Average (ha)	2.3	0.74

Viet Nam (7 mil. household farms)

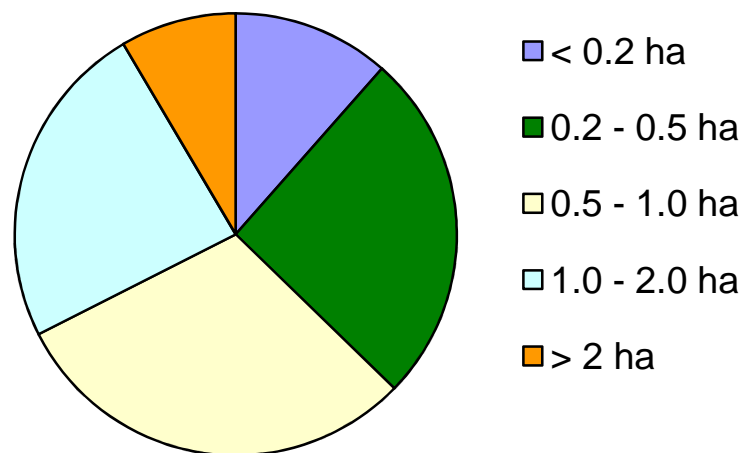


Mekong Delta

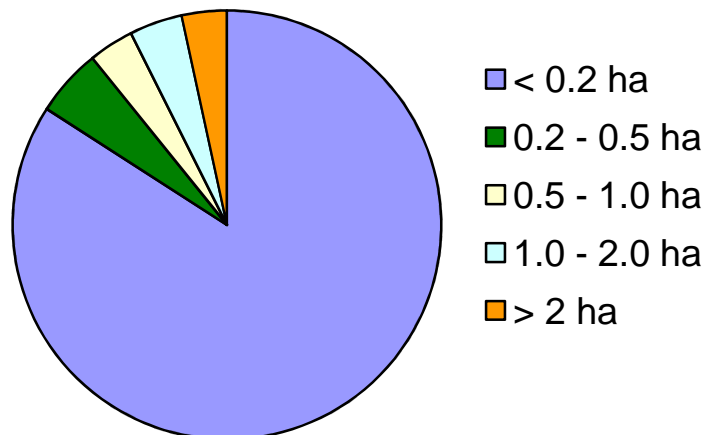


Distribution of **other major crops** land in Vietnam & MRD

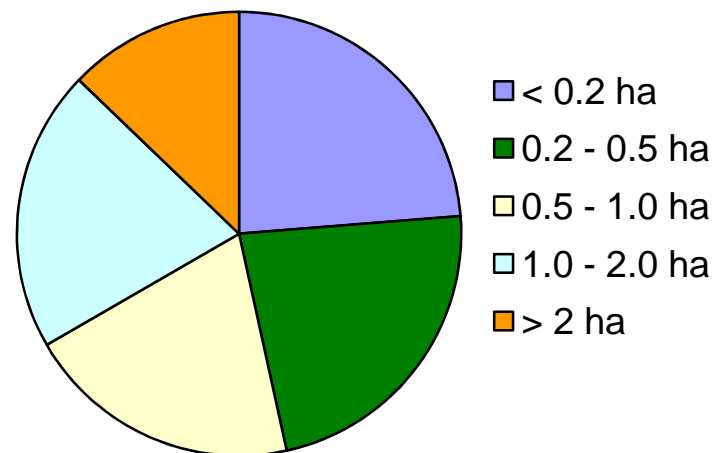
Coffee (560 th. farms)



Aquaculture (1.84 mil. farms)

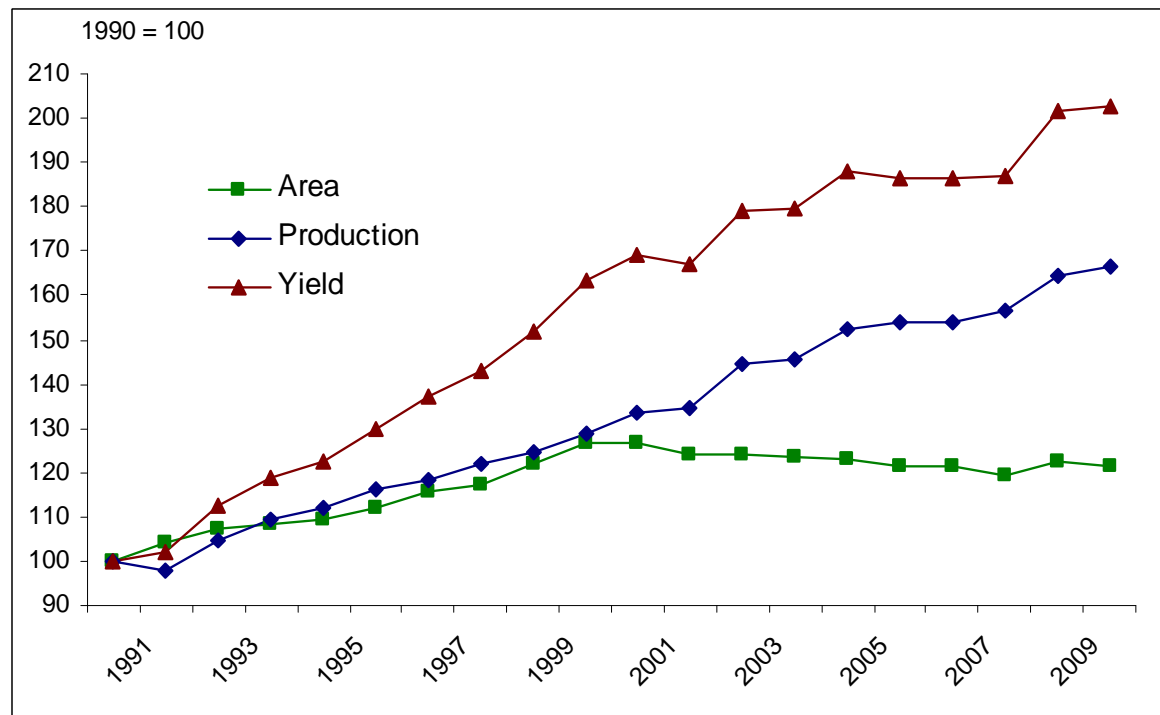


Cashew (270 th. farms)



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

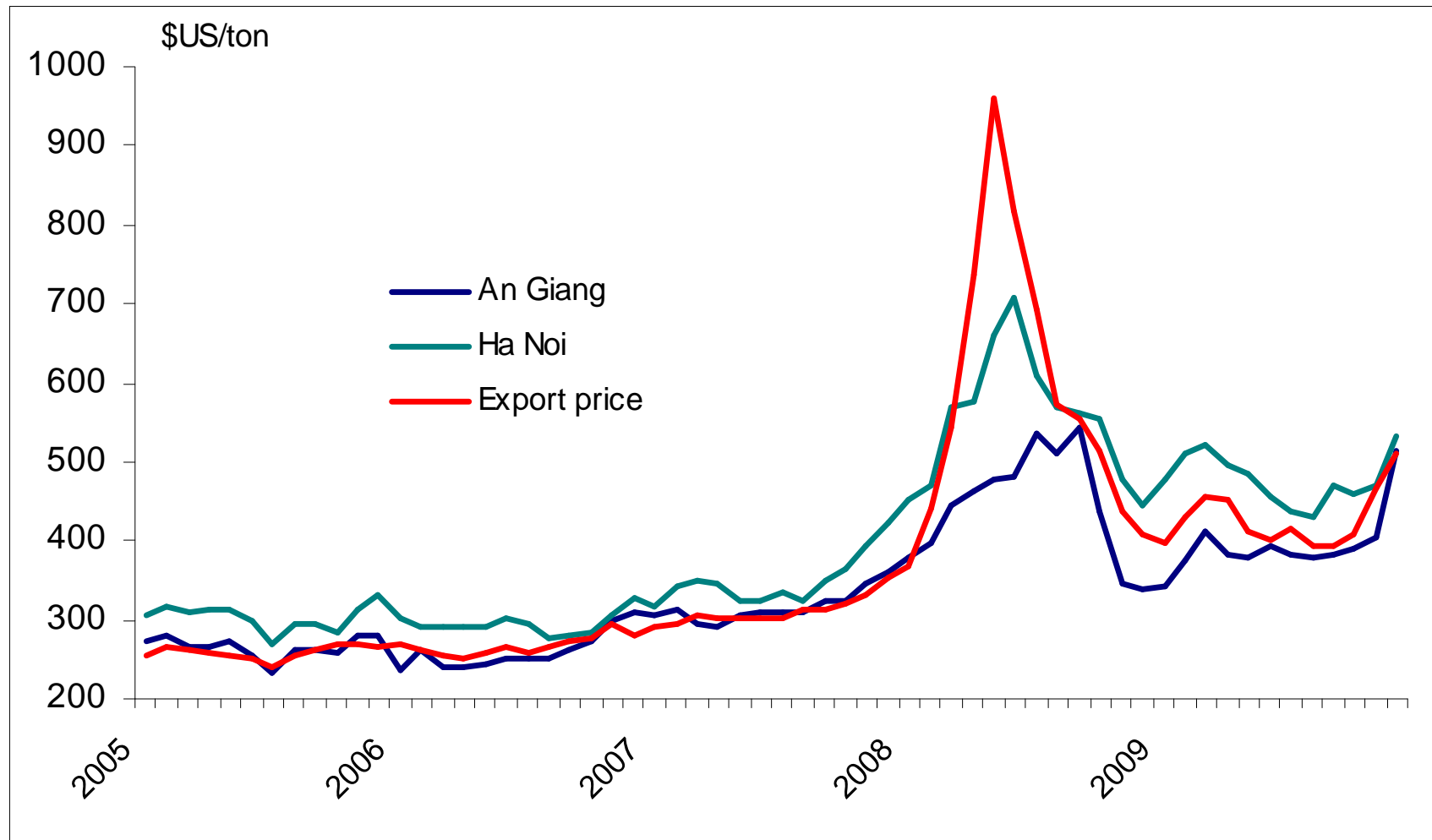
Rice area, yield and output



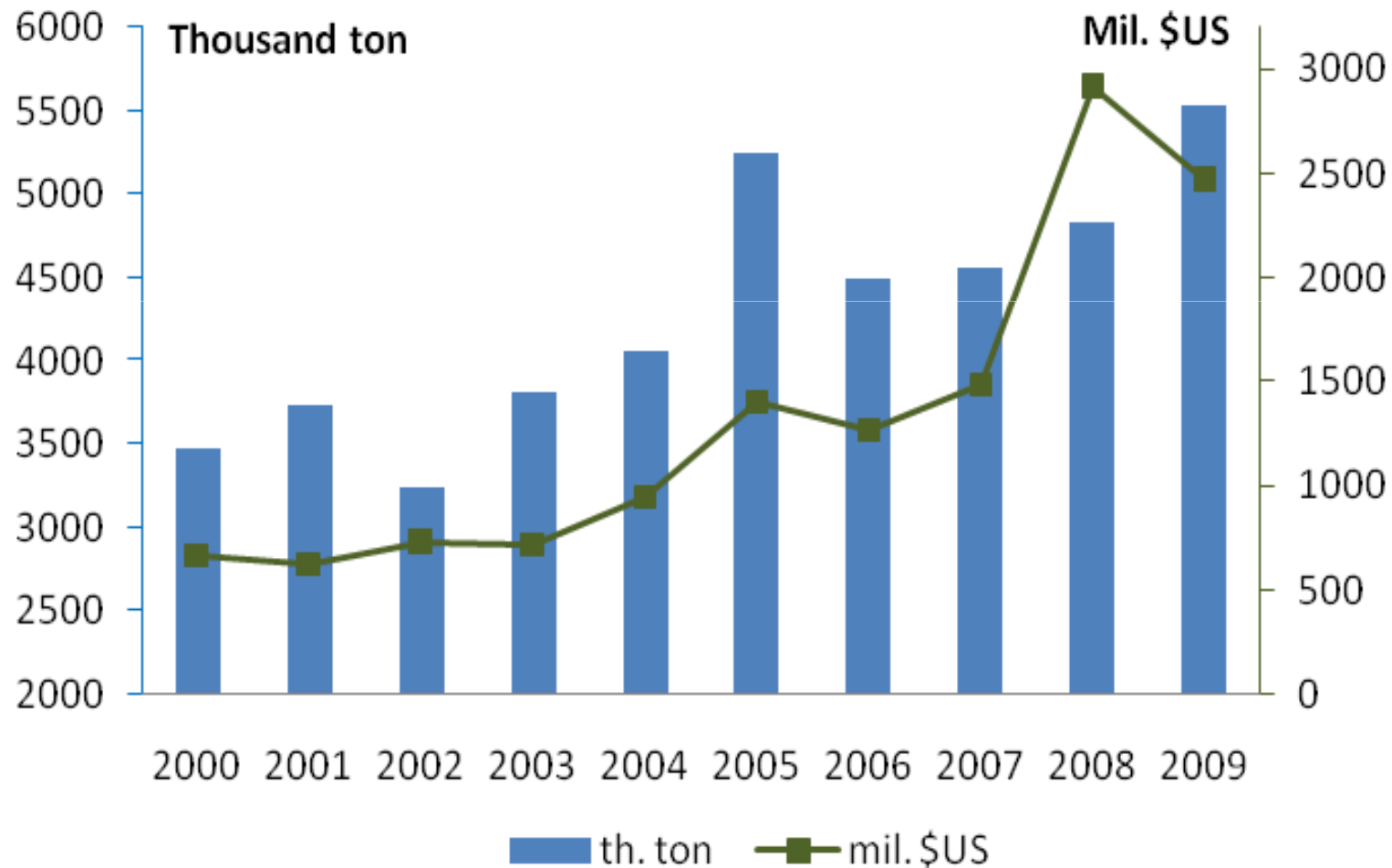
Crop area and yield of major crops

	Area (1000 ha)	Yield (tha ⁻¹)
Maize	1,200	3.5
Sugarcane	320	12.0
Groundnut	250	1.6
Soybean	180	1.5
Coffee	550	3.5

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
Total cost				383.98
Total returns	kg	5000	0.15	740.74
Profit per hectare				356.76