

UNNExT Workshop on Promoting Cross-border Agricultural Trade for Sustainable Development

1



VIETNAM VEGETABLE AND FRUITS

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General Information of Viet Nam

Area: 330.972 km²

Planted area: 890 thousand ha (for vegetable) and more 830 thousand ha (for fruit)

Productivity: 7.5 million tons fruits and 16 million tons of vegetable (estimated in 2016)

Vietnam is located in Southeast Asia, with 4 seasons, favorable climate and soil suitable for horticulture development specially tropical fruits.

Vietnamese vegetables and fruits are tropical vegetables and fruits sweet-smelling, plentiful, nutritious and popular in the world market

Vietnam's map



I. Vegetable & Fruits production in Vietnam

3

1.1 Area, Yield and Category of Vegetable

- Area: about 823,700 ha
- Yield: approximate 16 billion tons/year
- Category: diversity and abundant. Some main vegetable are: cabbage, lettuce, spinach, carrot, potato, cucumber, greenbean, soya bean



I. Vegetable & Fruits production in Vietnam

4

1.2 Area, Yield and Category of Fruits

- Area: about 830.000 ha
- Yield: approximate 7.5 billion tons
- Category: diversity and abundant. Some species of fruit with large output are: banana, dragon fruit, watermelon, mango, pineapple, longan, litchi, rambutan, orange, durian

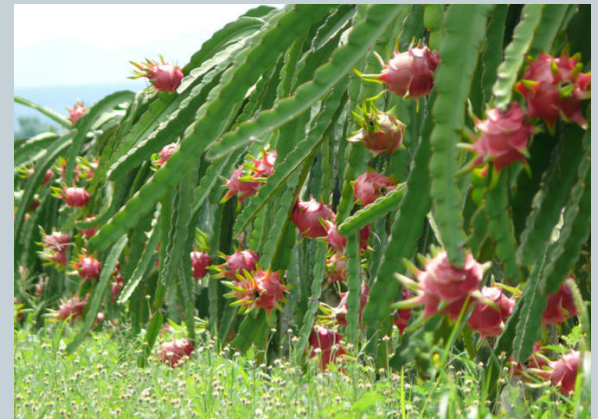


Table 1: Area, productivity, Yield of major fruits

5

Fruits	Year 2012				Year 2013			
	Planting Area (1.000 ha)	Harvestable Area (1.000 ha)	Productivity (quintal/ha)	Yield (1.000 tons)	Planting Area (1.000 ha)	Harvestable Area (1.000 ha)	Productivity (quintal/ha)	Yield (1.000 tons)
Orange	50.9	42.4	122.9	520.9	53.6	43.6	121.9	531.3
Tangerine	16.7	13.6	133.9	169.4	16.8	13.4	132.5	177.9
Pineapple	41.1	36.0	158.8	571.6	40.5	35.1	166.7	585.7
Banana	123.6	109.0	164.8	1,796.4	126.1	112.1	168.8	1,791.2
Mango	86.1	73.7	105.3	776.3	85.2	73.9	91.8	665.1
Longan	83.5	78.1	69.8	545.3	77.9	72.1	76.6	552.2
Litchi, Rambutan	98.0	91.2	71.2	649.3	94.5	88.1	72.7	640.9
Pomelo	45.6	37.4	116.5	435.6	45.4	37.9	118.3	449.5
Dragon fruit	25.2	20.4	238.0	486.1	28.7	23.8	217.2	517.5
Water melon	50.5	50.5	220.8	1,115.6	54.6	54	212.7	1,162.6

Source: MARD

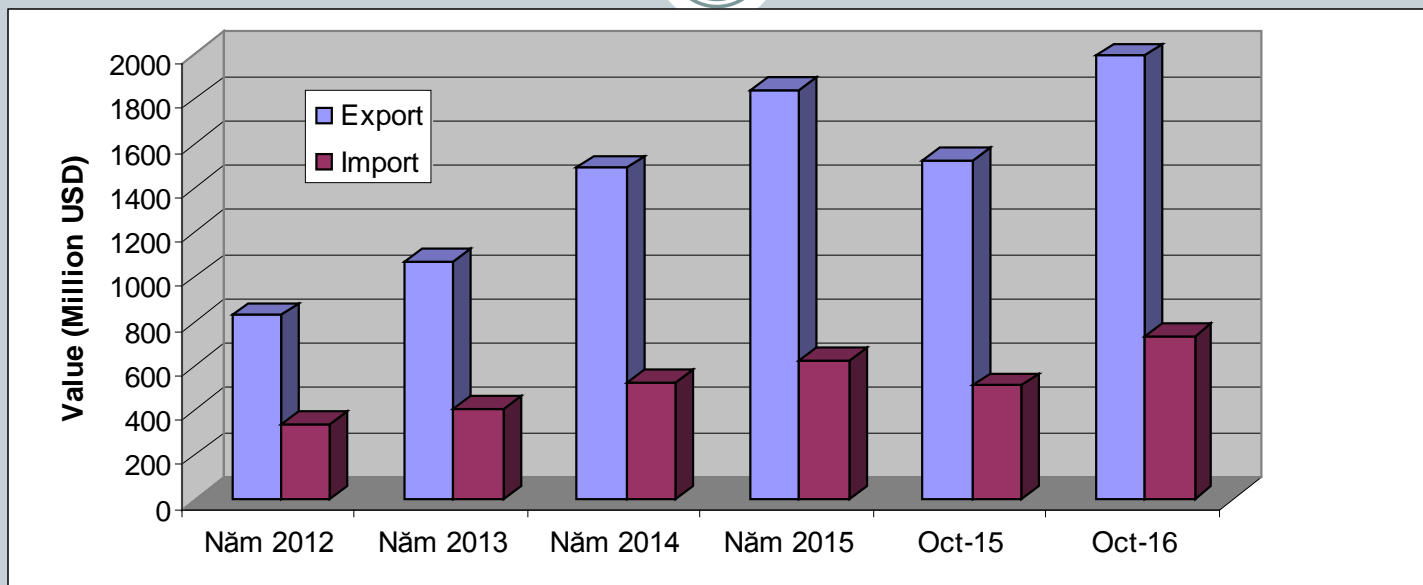
II. Vegetable and Fruits Exports

6

- Vegetable and Fruits is 1 of 25 agricultural products that whose export value bigger than USD 1 billion/year. The number is USD 1.842 billion for 2015.
- Export market: 40 countries and territories
- Export item:
 - fruits (fresh and processed) : 85%,
 - vegetable: 15%

Trade performance in Vegetable & Fruit products

Export -Import revenue of Vegetable and Fruit products in recent years

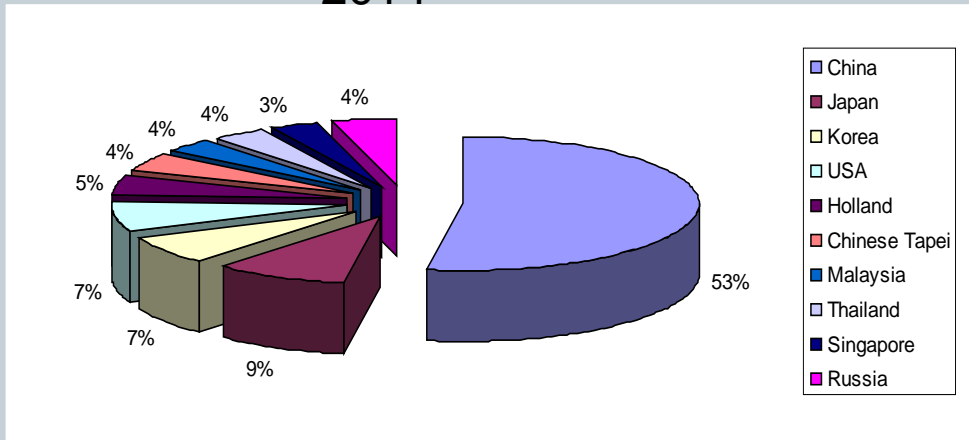


- A significantly increase trend in export revenue in recent years
- The average export growth of fresh fruits achieved 34% in the period of 2002-2015.
- Export turnover of Vietnamese fruits achieved nearly US\$2 billion in the first ten months of 2016, increasing by 31% compared with the same period of 2015

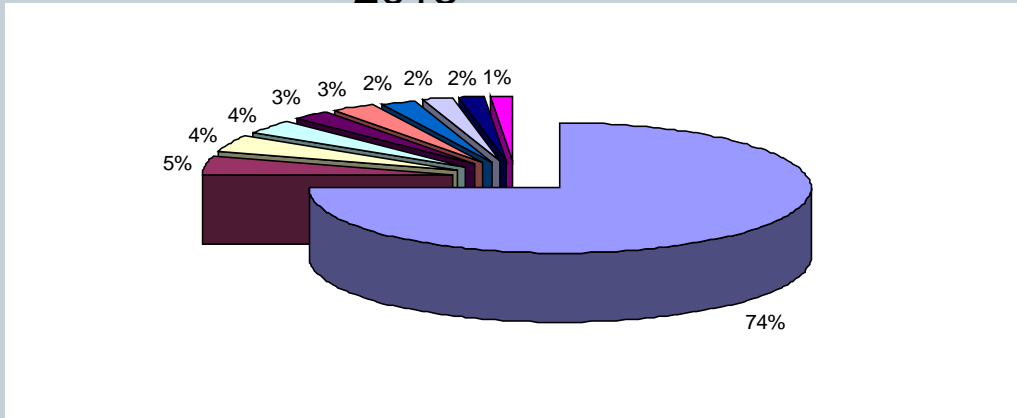
Main export markets of Viet Nam's vegetable and fruit products



2014



2015



- The top ten importers of Vietnamese fruits and vegetables are China, Japan, Korea, the United States, Chinese Taipei, Malaysia, Thailand, Singapore and Russia

-China is the largest consumer, accounting for nearly 74% of the total exported value of fruit and vegetable in 2015.

Main export markets of Viet Nam's fresh fruits

Market	Turnover (million USD)	Market share (%)	Growth (%) (2010 -2014)
China	493,354	87.90	36%
Thailand	12,510	2.20	21%
Indonesia	10,430	1.90	24%
The US	7,986	1.40	90%
Canada	6,466	1.20	42%
Germany	5,468	1.00	2%
The Netherlands	4,726	0.80	3%
Singapore	4,517	0.80	10%
Switzerland	3,504	0.60	82%

The exports of fresh fruits continuously increased. In the period 2010-2014, Vietnamese fruits have incessantly developed their exporting markets with the recorded number of markets of 86 nations.

The main species of exported fruits of Vietnam are blue dragon, mango, durian fruit, litchi, longan fruit, banana, water melon and etc

Chart 1: Structure of fruits export

10

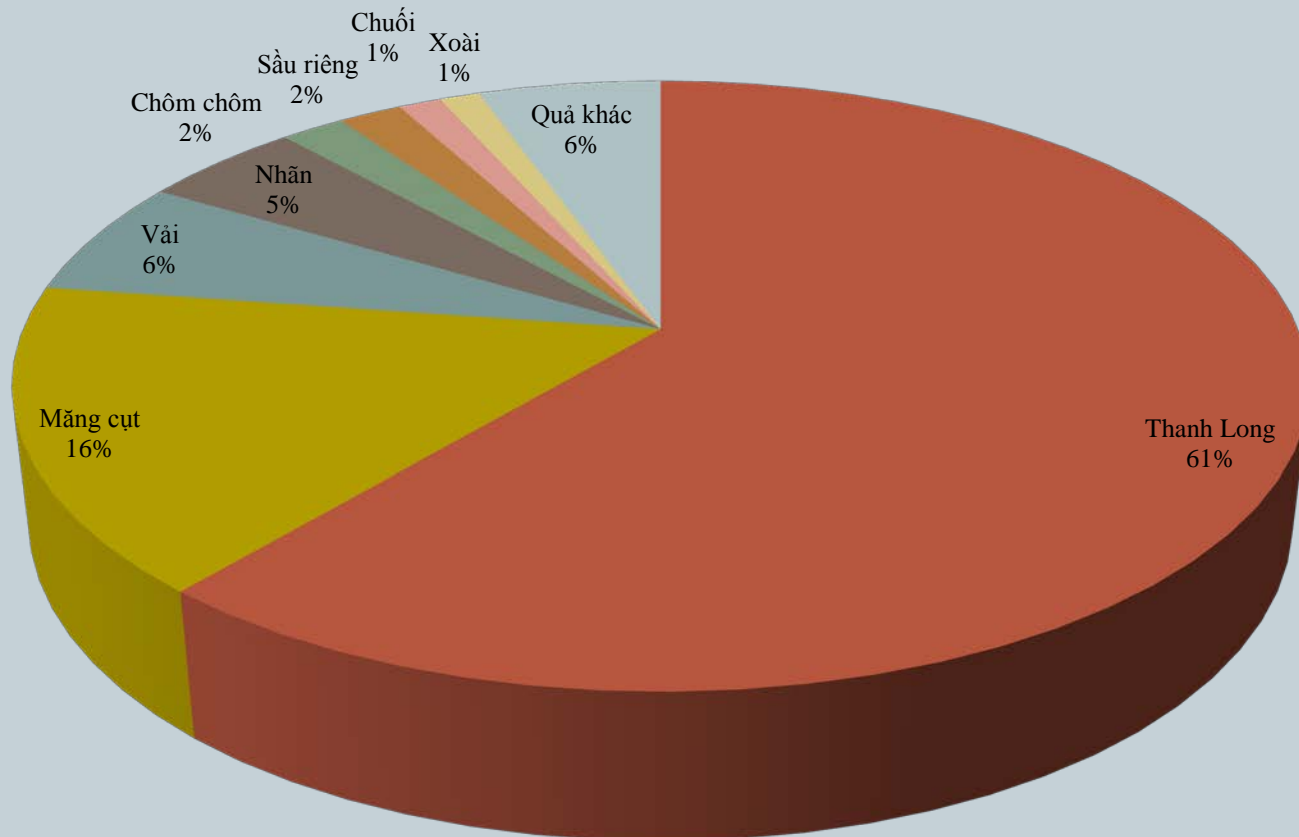
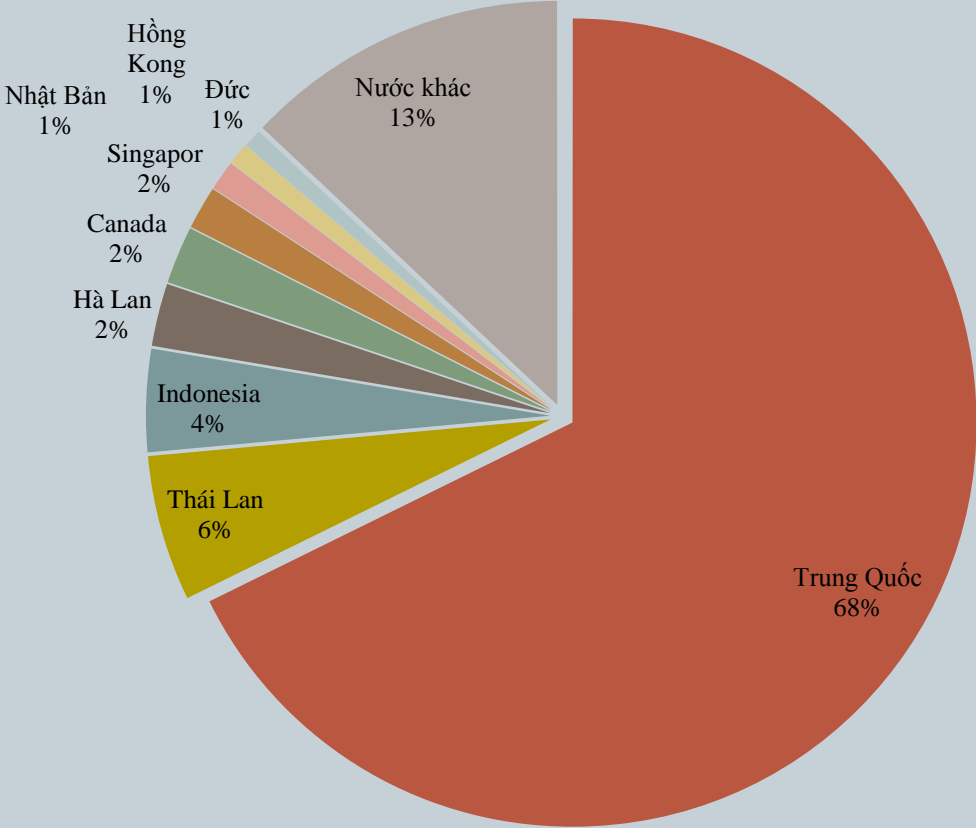


Chart 2: Export market of dragon fruit



III Challenges of vegetable and fruits export

12



- Scale of production is small that result in uneven quality of products, difficult of GAP implementation,...
- Challenge in meeting standards of residue of pesticides and herbicides on products (MRLs), track and trace, packing and labeling
- Tariff and quotation
- Importer's requirement on treatment before importing (i.e: for dragon fruit: irradiation treatment to US, heat treatment on dragon fruit to Japan)

Challenges in exporting fresh vegetable and fruit



- Their shelf life is very short, fluctuating quality
- Lack of fruit trademark, suitable technology of preservation (bad appearance, bad packaging without label)
- Produce in small scale, therefore, limiting the volume of fruit exported to foreign countries
- To control the use pesticides and pesticide residue in fruit and vegetable
- The sanitary-phytosanitary issues are the greatest obstacle export to the developed countries.
- Highly compete with other countries having the same products
- In short, top challenge for Vietnamese fruits in penetrating large world markets is quality barriers which are getting more rigorous

Conclusion

To sum up, vegetable and fruit sector in Vietnam:

- + Vegetables and fruits are determined to be Vietnamese potential export items in the near future
- + Still face many difficulties to export overseas because of technical barriers especially quality, food safety and traceability;
- + Need to promote *Cross-border Agricultural Trade* especially in Vegetable and Fruit Products - one of potential sectors of Vietnam

Thank you for your attention!



Thanks for your attention

15



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