

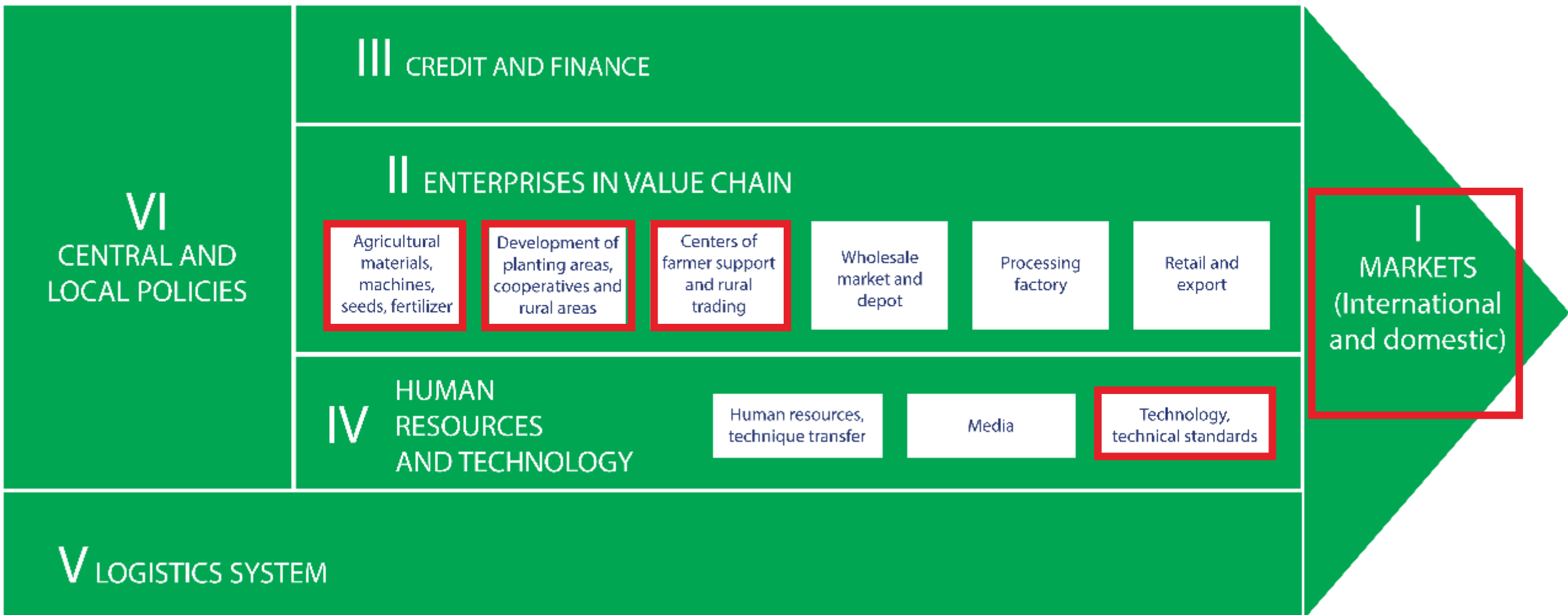


VIỆN KINH TẾ NÔNG NGHIỆP HỮU CƠ  
ORGANIC AGRICULTURAL ECONOMICS INSTITUTE  
*Transforming the agricultural life*

# HIGH-TECH AGRICULTURAL VALUE CHAIN FOR VEGETABLES AND FRUITS ORIENTED TOWARDS MARKET BASED ON LOGISTICS

May, 2019

## *“High-tech agricultural value chain for vegetables and fruits oriented towards market based on Logistics”*



# DOMESTIC AND INTERNATIONAL MARKET

## WORLD POPULATION

2018

**7,5 BILLION**



2030

**8,3 BILLION**



10,67%

Source: FAO



## THE WORLD NOWADAYS

## FOOD PRODUCTION

2018

**2.245 million tons**



2030

**2.383 million tons**



17,3%

**868**

Million people

**STARVING**



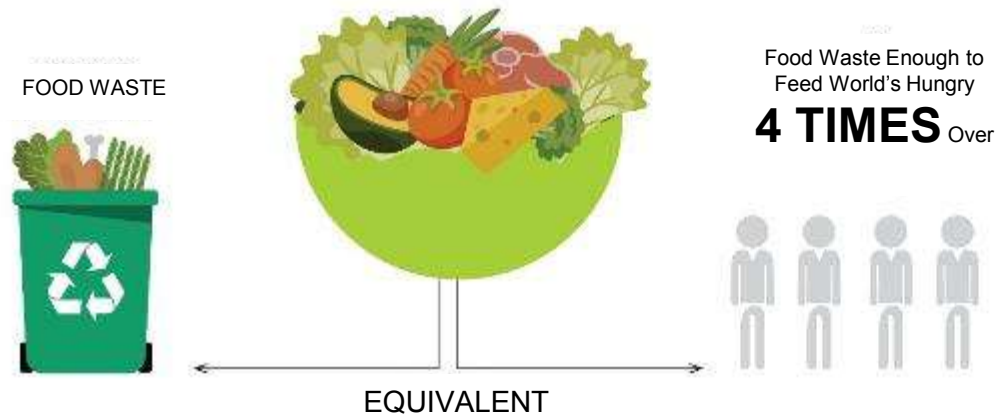
**36**

Million people

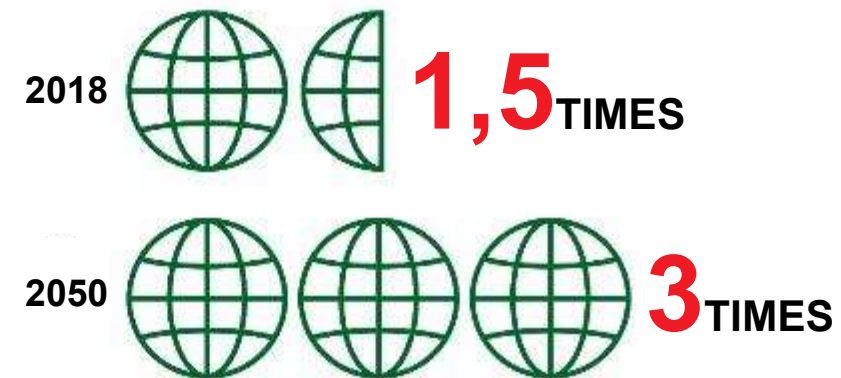
**DIE FROM HUNGER**

## FOOD WASTE

**1/3** GLOBAL FOOD PRODUCTION = **1,3** BILLION TONS OF FOOD WASTE

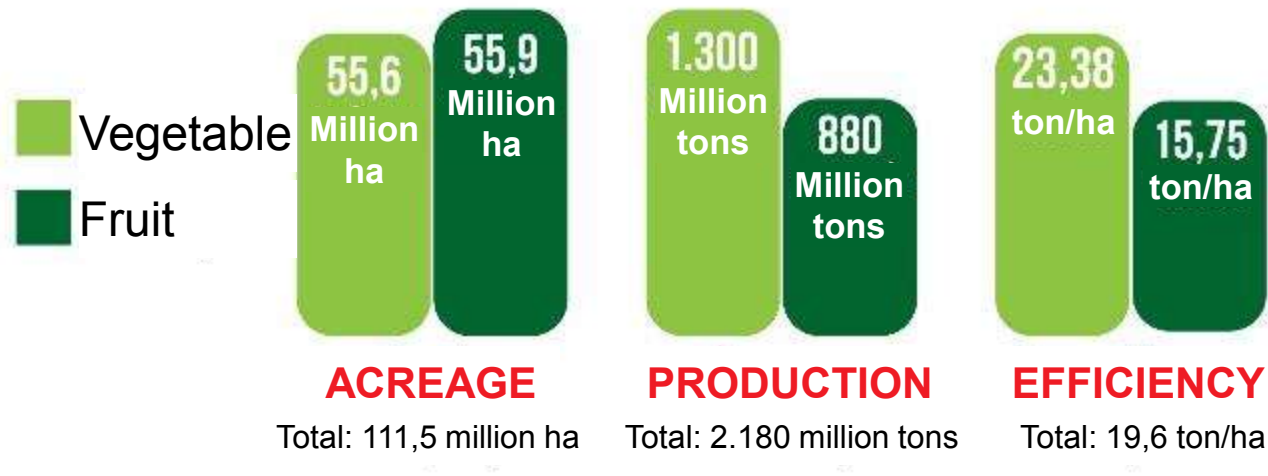


The world is losing food balance, demand is higher than production capacity. Food is needed 1,5 times as much as it's now and in 30 years, this number is 3.



Source: BCFN estimated based on OECD/FAO 2011, WHO 2010  
Global Footprint network 2012

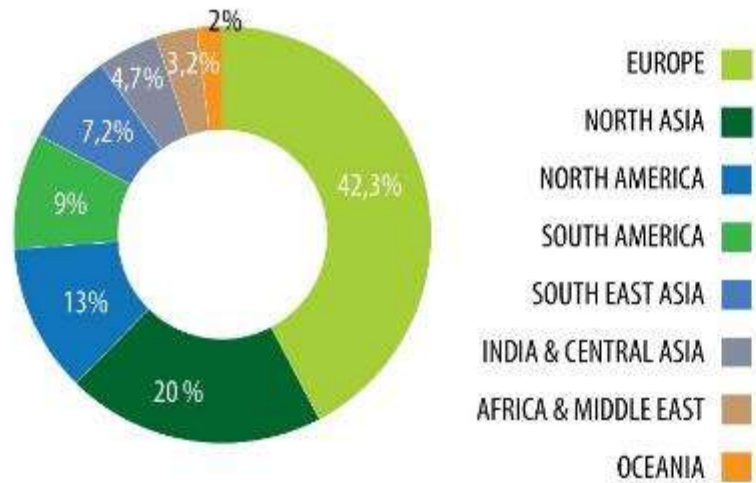
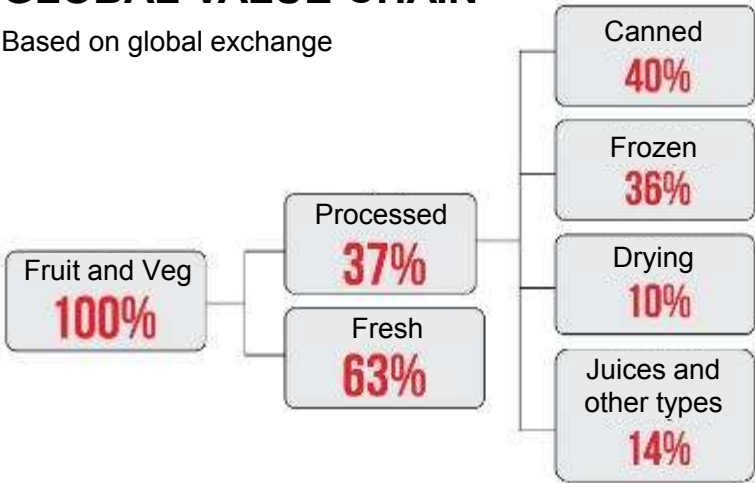
## THE WORLD'S FRUIT AND VEGETABLE PRODUCTION



Source: FAO

## GLOBAL VALUE CHAIN

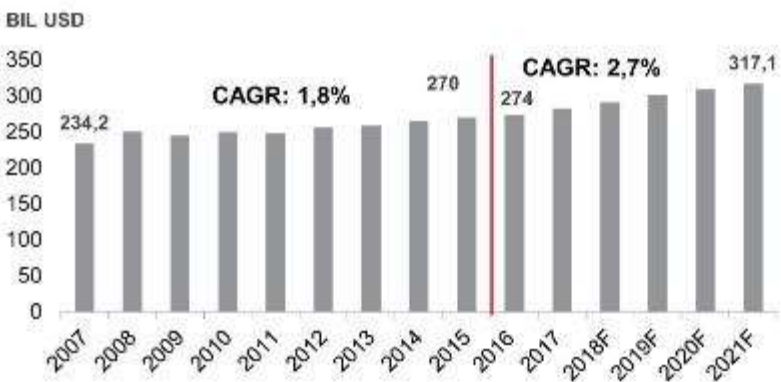
Based on global exchange



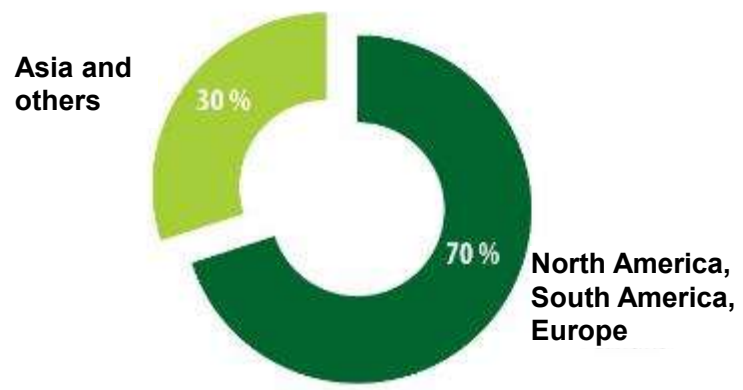
GLOBAL PROCESSED FRUIT AND VEGETABLE

According to IBISWORLD, processed fruits and vegetable industry (PFV) is forecasted to reach 317,1 Bil USD by 2021, growing about 3% per year, as global consumption growth, especially developing countries. PFV is led by EU (42%), America (22%), North Asia (20%).

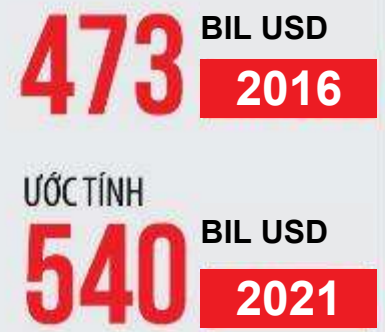
## GLOBAL REVENUE GROWTH



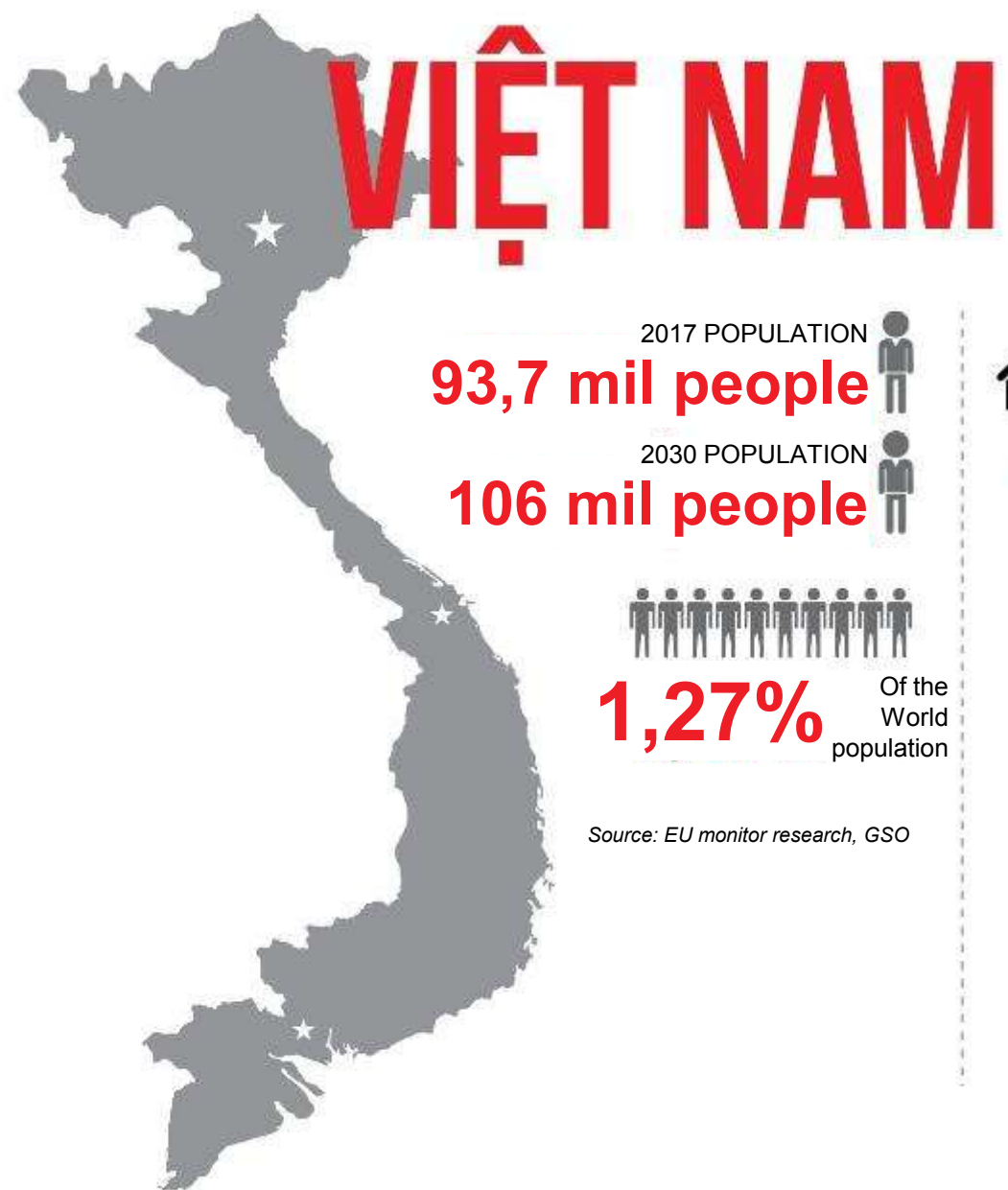
## GLOBAL CONSUMPTION OF PROCESSED VEGETABLES AND FRUITS



## FRESH FRUIT AND VEGETABLE



Source: IBISWORLD



2017 POPULATION  
**93,7 mil people**

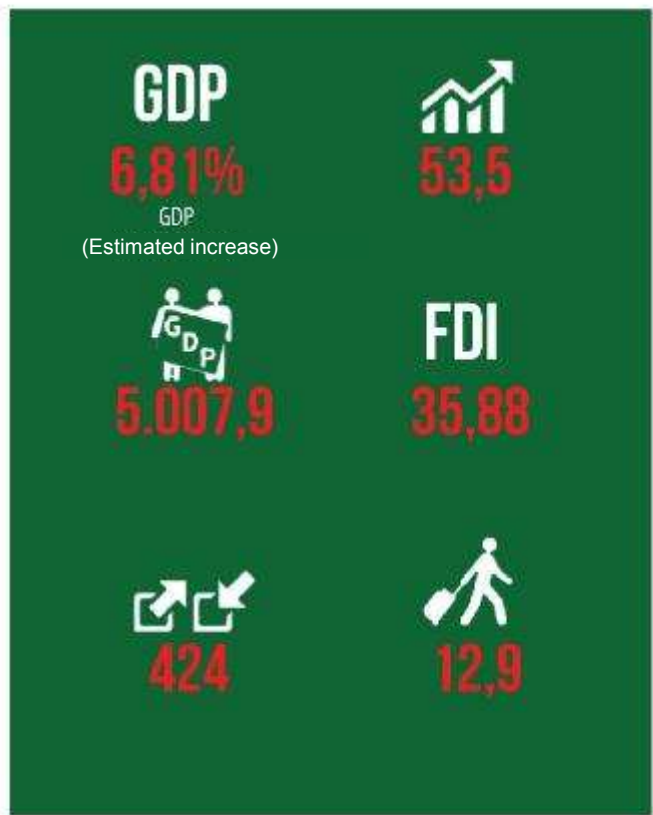
2030 POPULATION  
**106 mil people**

**1,27%** Of the World population

Source: EU monitor research, GSO



Source: PWC



Source: GSO

## ACREAGE AND PRODUCTION OF FRUIT & VEGETABLE

### ACREAGE



**1,86**  
mil ha

### PRODUCTION



**25,97**  
mil tons

## Status of vegetable and fruit processing factory in Vietnam

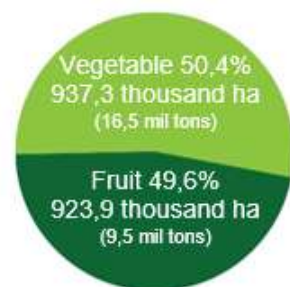
**150**  
FACTORIES



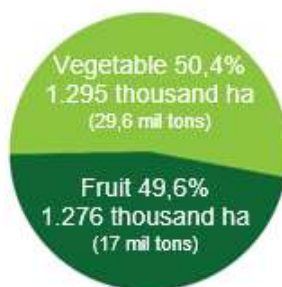
PROCESSING FRUIT & VEG  
**1 mil ton/year**



## Ratio of area for fruit and vegetable production



2017



2030

### Factors that contribute to meeting consumer demand

- Improving fruit and vegetable productivity: 30%
- Reducing loss rate
- Effective using of labor
- Application of high-tech science and technology
- Vegetable and fruit growth compared to 2017: 5%

## Ways to expand the area of fruit & vegetable cultivation



Plant  
restructuring



Increasing land use coefficient  
by applying high technology  
(growing on many floors)



Intercropping

## EXPORT FRESH AND PROCESSED FRUITS & VEGETABLE



**4,8 bil USD**

Ranked 14<sup>th</sup>

2017

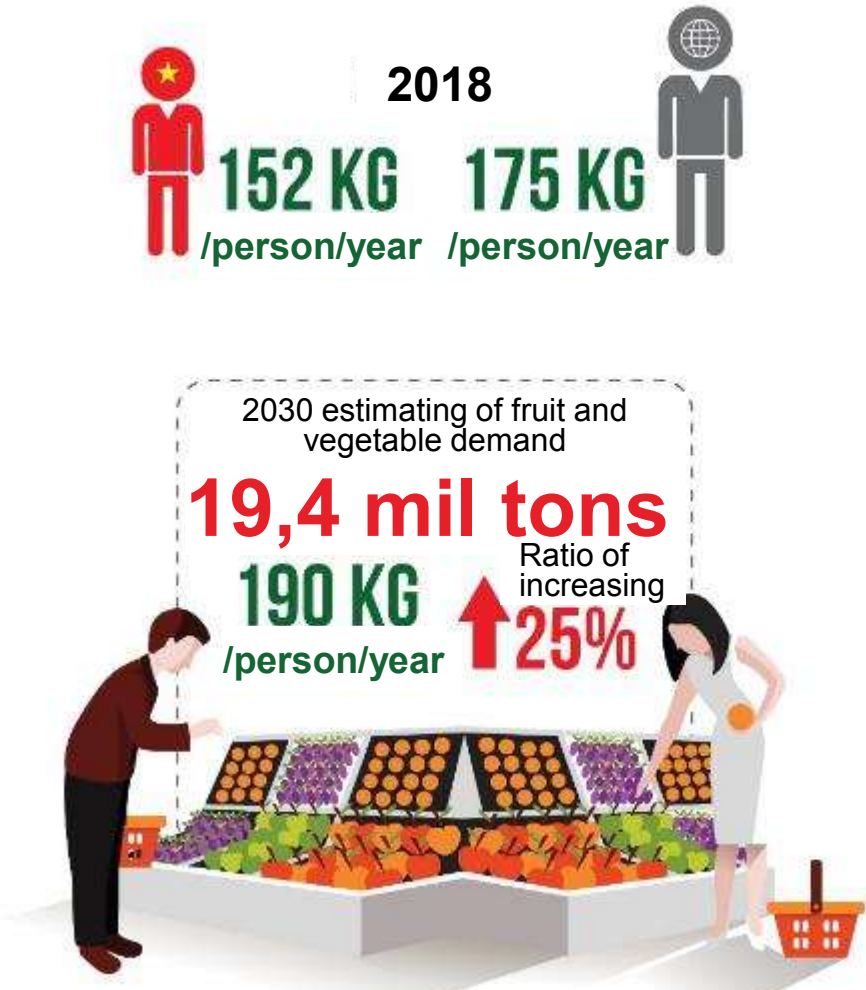
**15,2 bil USD**

Ranked 6<sup>th</sup>

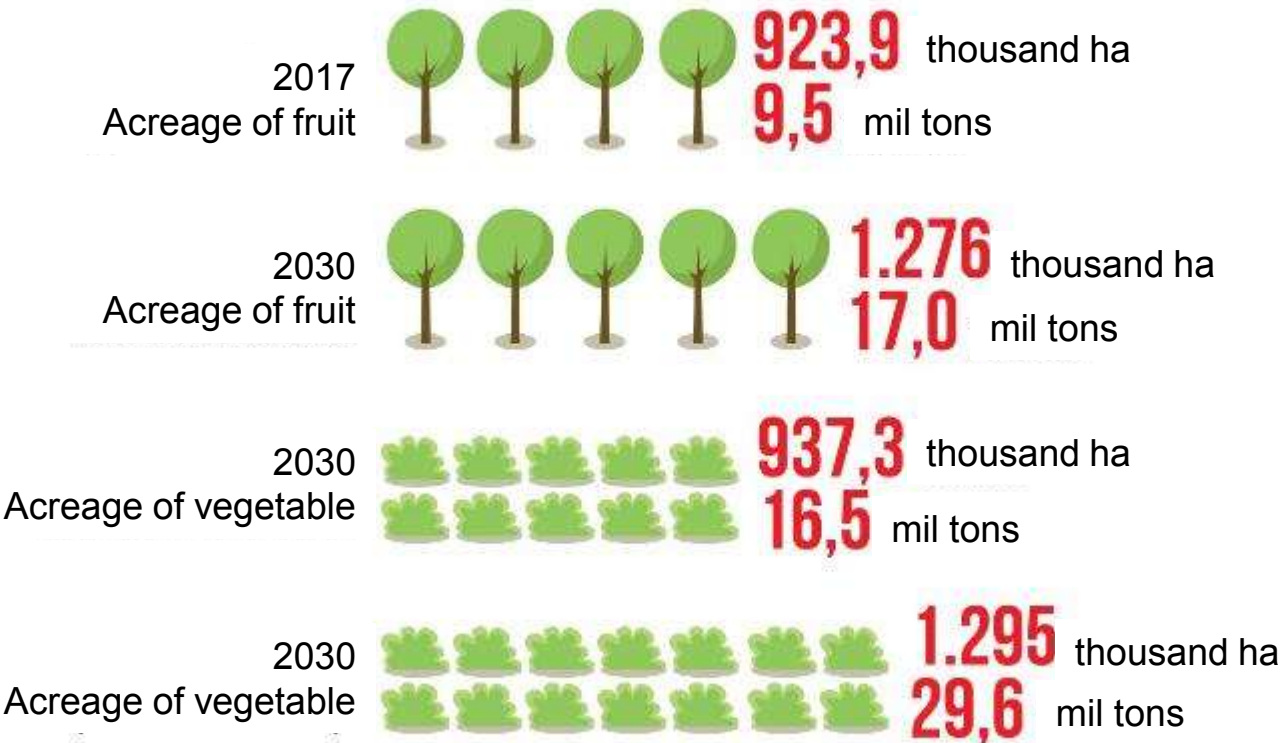
2030

Source: ITC,  
Lavifood estimated by 2030

VIETNAM FRUIT AND VEGETABLE DEMAND



VIETNAM FRUIT AND VEGETABLE SUPPLY

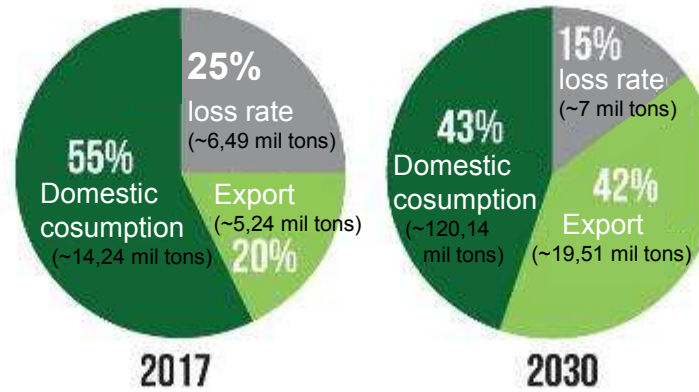


Source: GSO, Lavifood estimated by 2030

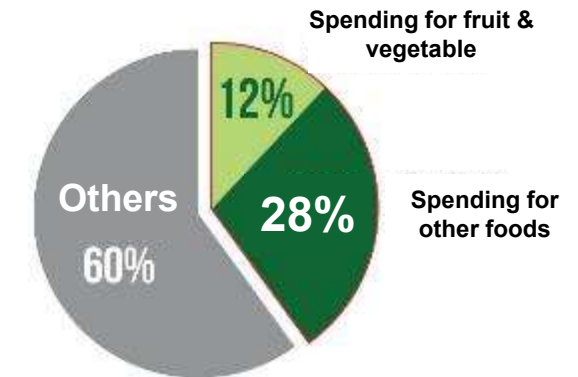
### Growth forecast of fruit & vegetable in 2030



### Producing fruit & vegetable



### Spending for fruit & vegetable



Source: Lavifood estimated by 2030

## LABOR FORCE

Source: GSO, McKinsey Global Industry,  
Lavifood estimated by 2030



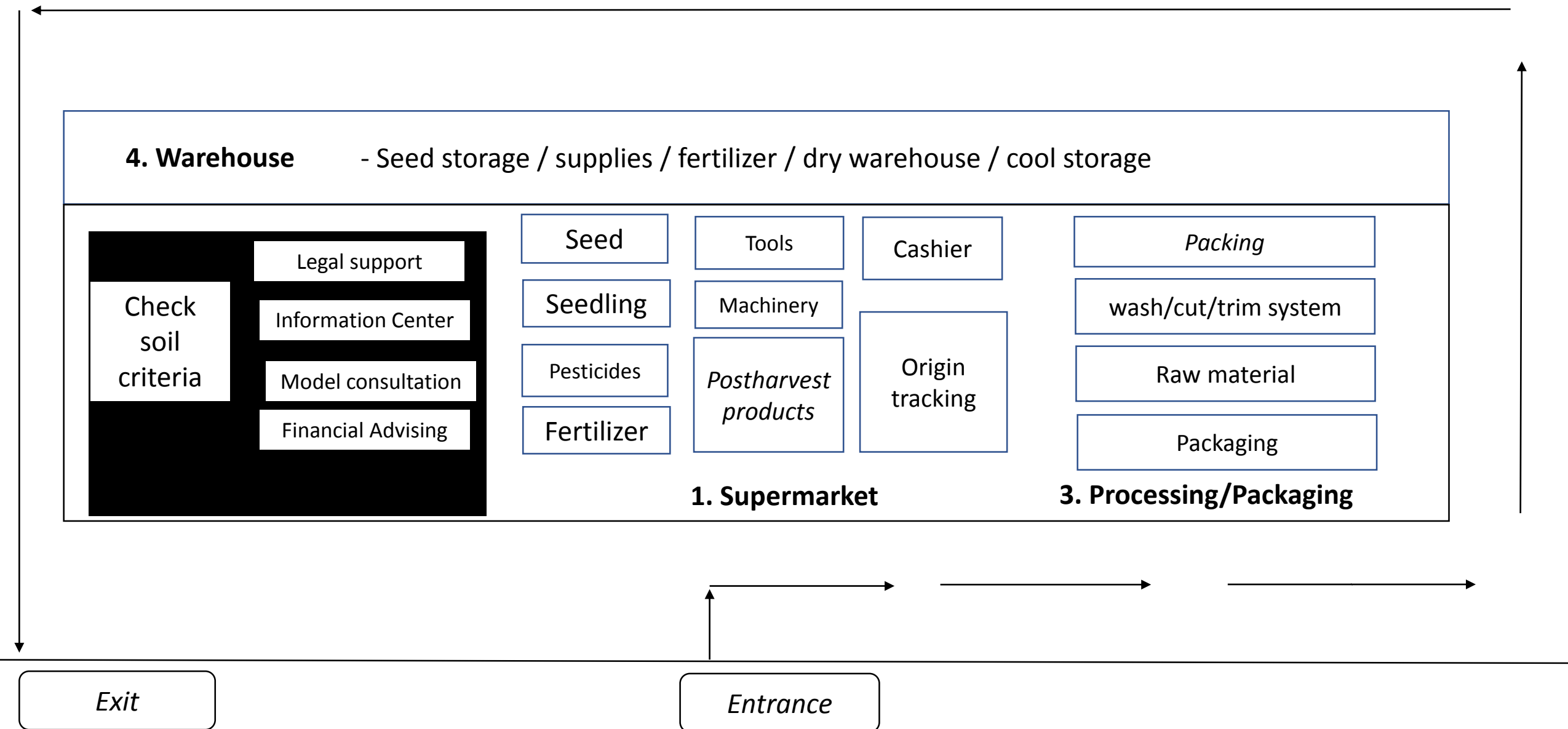
# FARMERS SUPPORT CENTER

# CÁC ĐỐI TƯỢNG THAM GIA

## Participants







## 1. Supermarket

- Seeds;
- Seedling;
- Tools;
- Machinery;
- Fertilizer & Pesticides;
- Supplies;
- Postharvest products;
- Regional products.



## 2. Consultation area:

- Legal support;
- Agricultural information center;
- Consultation on cultivation processes and models;
- Training;
- Soil testing;
- Financial advising;



**Tư Vấn: Pháp Lý, Tài Chính, Kỹ Thuật Canh Tác, EFarm...**  
**Counsultalt: Legal, financial, farming techniques, efarm ...**

## 3. Processing and packaging areas :

- Material subdivisions;
- Washing and trimming system;
- Division of ready to cook and Ready to eat;
- Fruit classification system;
- Packing / packaging system;



**READY TO EAT**  
( Sản phẩm dùng trực tiếp )



## 4. Warehouse storage area

- Cool storage.
- Cold storage.



## 5. Plant breeding center

- Pairing seedlings.
- Nursing seedlings supply to the farm / household.

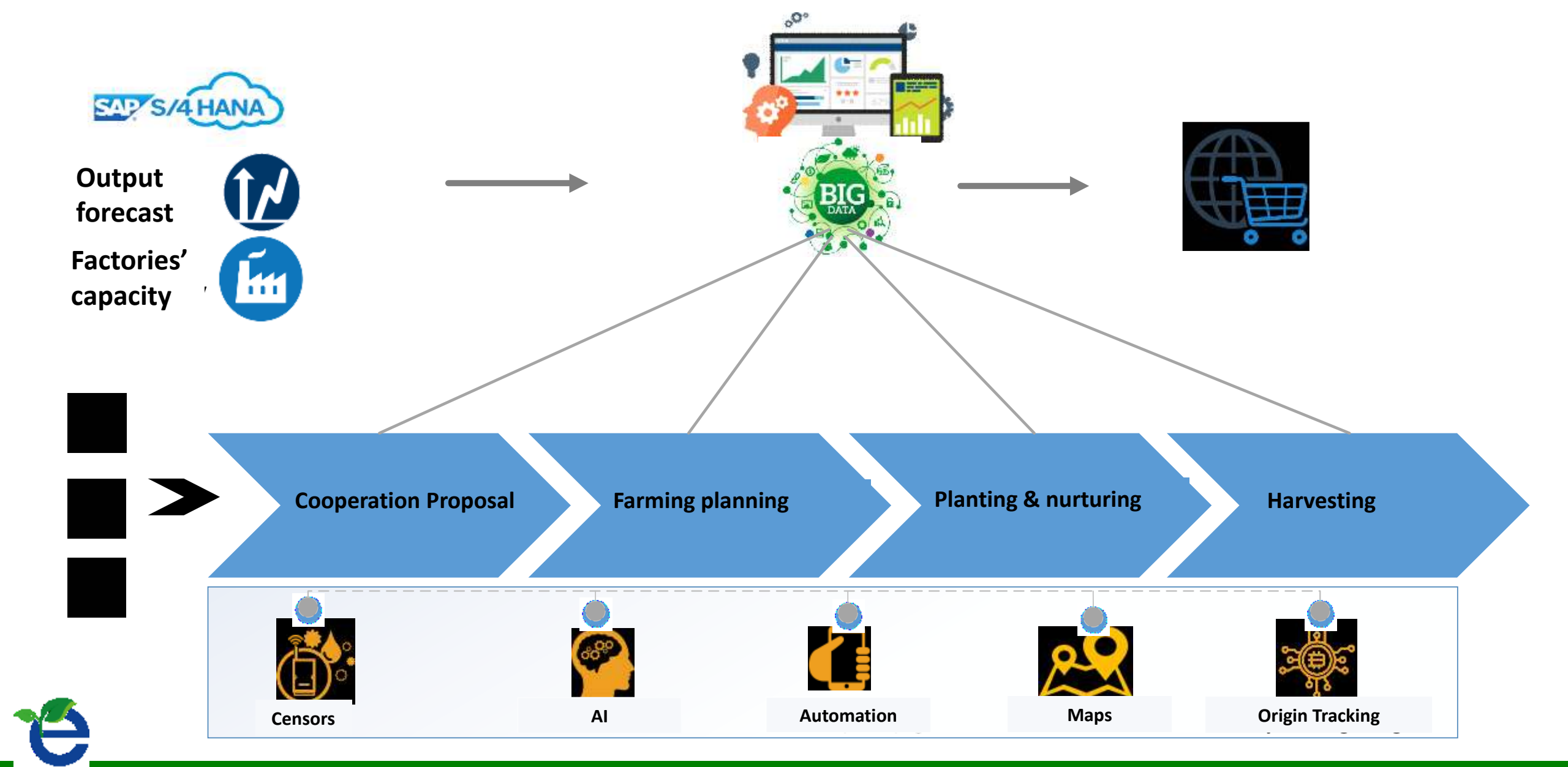


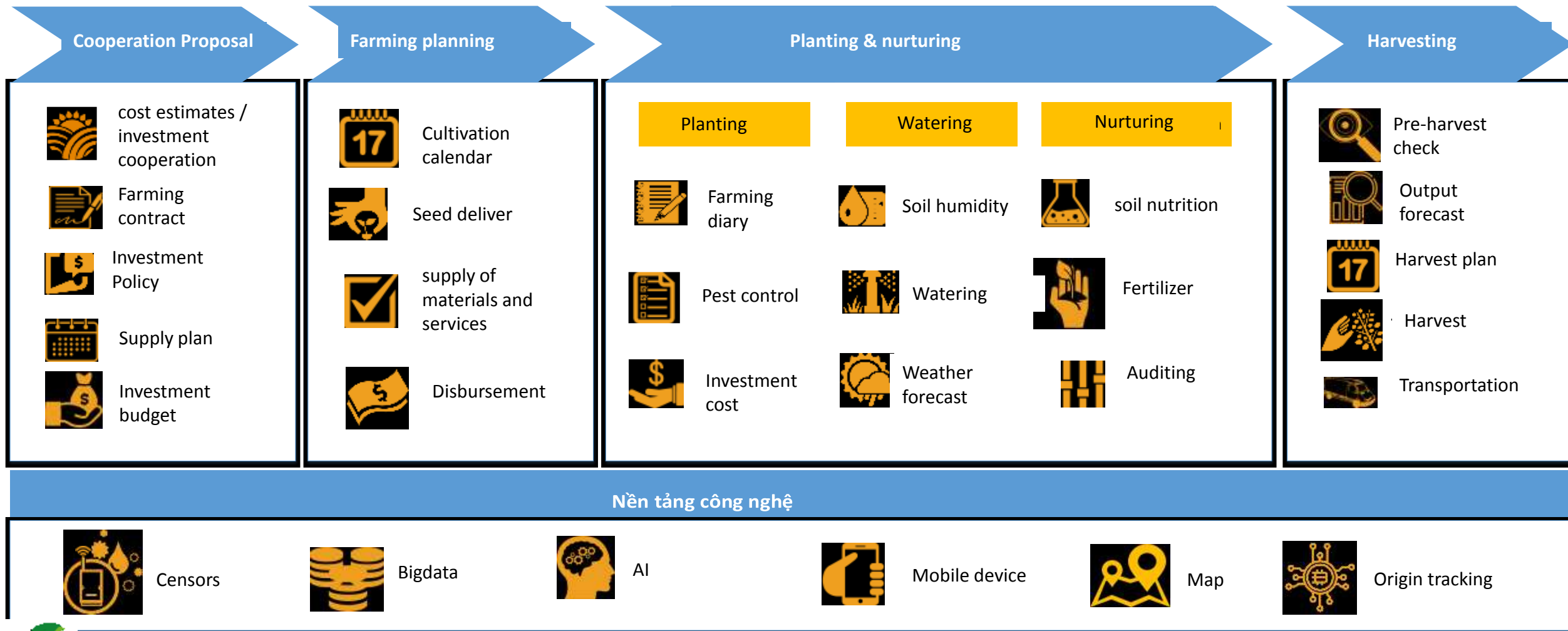
## 6. Logistics

- Distribution, transportation.
- Cool storage, cold storage, material / fertilizer warehouses



The logo for 'e-farm' features a stylized blue lowercase 'e' with a green sprout and two leaves growing from its top. This is followed by a hyphen and the word 'farm' in a bold, blue, sans-serif font.







Chào mừng quý khách đến với hệ thống  
LaviFarm

[Đăng nhập vào hệ thống](#)



E-Farm  
Online



Today 11:17 PM



Nhu cầu liên hệ của Quý khách?

[Hợp tác vùng trồng](#)

[Mua Sản phẩm](#)



Type your message here



## Dashboard Vùng Trồng (Rau - Củ - Quả)

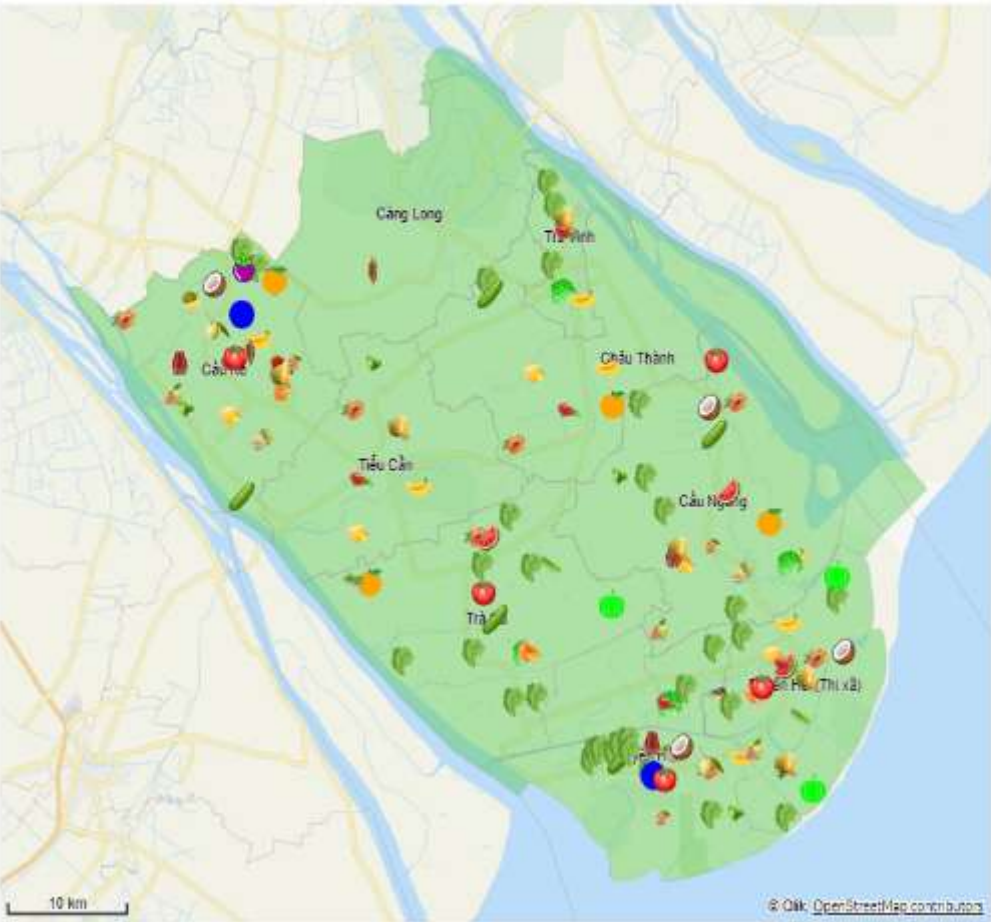
Quận/ Huyện

Cây Trồng

Năm

Tổng Diện Tích trồng (ha)

\* Năm: 2018



75,948

Tổng Sản Lượng (tấn)

1,050,421 <sup>13.83</sup> Năng suất

Diện tích đang trồng (ha): 75,948



SẢN LƯỢNG DỰ KIẾN THEO CÂY TRỒNG





**VIỆN KINH TẾ NÔNG NGHIỆP HỮU CƠ**  
ORGANIC AGRICULTURAL ECONOMICS INSTITUTE  
*Transform to organic life*

# THANK YOU



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