

# VIETNAM BUSINESS REVIEW

## AGRICULTURE

2.2020



**BRIEF ON VIETNAM MARKET OF  
AGRICULTURAL PRODUCTS**

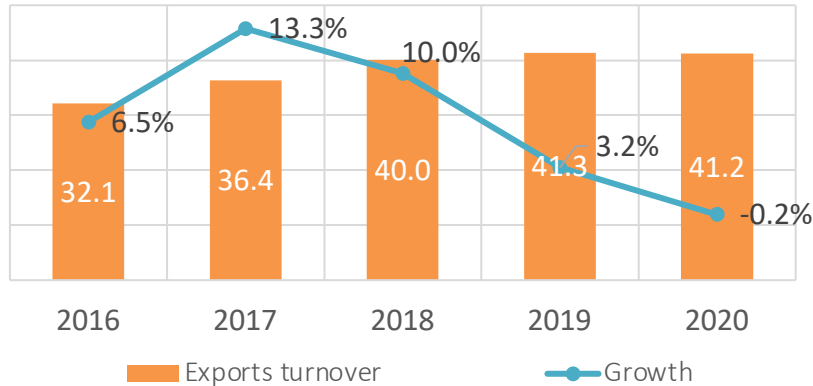
**SOME HI-TECH AGRICULTURAL  
PROJECTS**

**COMPANIES WITH DEVELOPMENT OF  
HI-TECH FOR AGRICULTURE**

# **BRIEF ON VIETNAM MARKET OF AGRICULTURAL PRODUCTS**

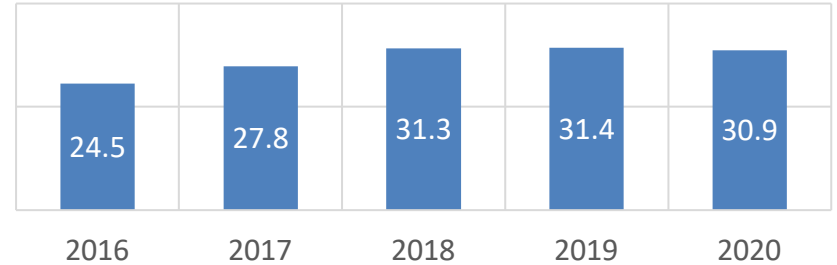
**EXPORTS OF AGRICULTURE – FORESTRY - FISHERIES**

Unit: billion USD



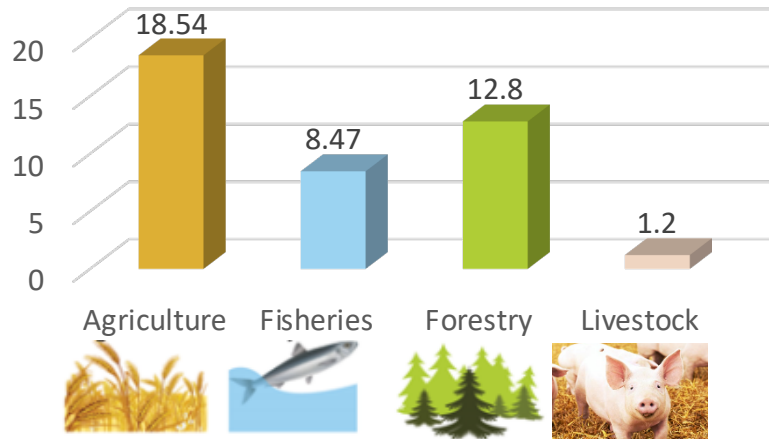
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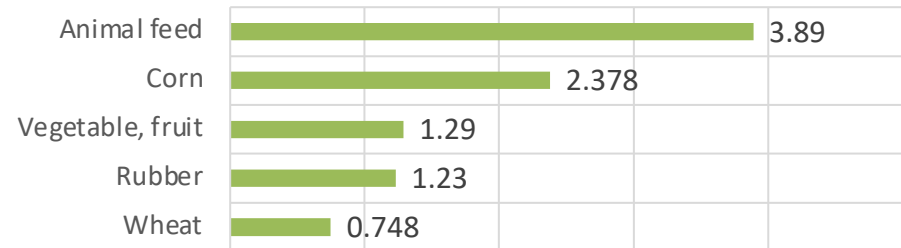
**EXPORTS OF SOME KEY PRODUCTS**

Unit: billion USD



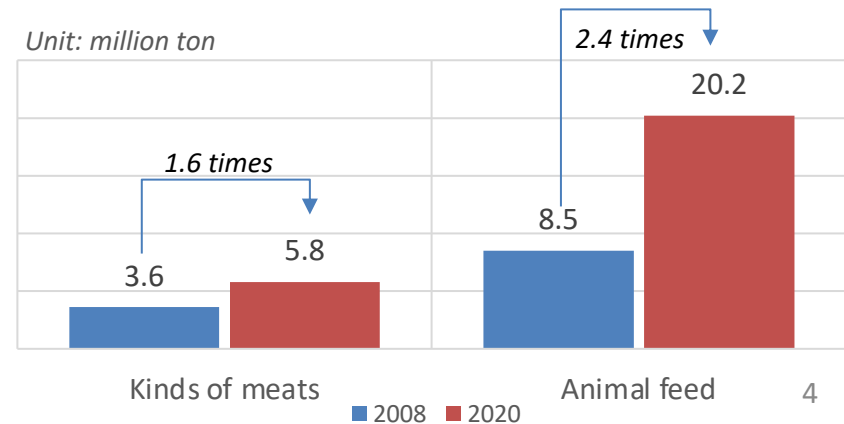
**IMPORTS OF SOME KEY AGRICULTURAL PRODUCTS**

Unit: billion USD



**LIVESTOCK PRODUCTION**

Unit: million ton

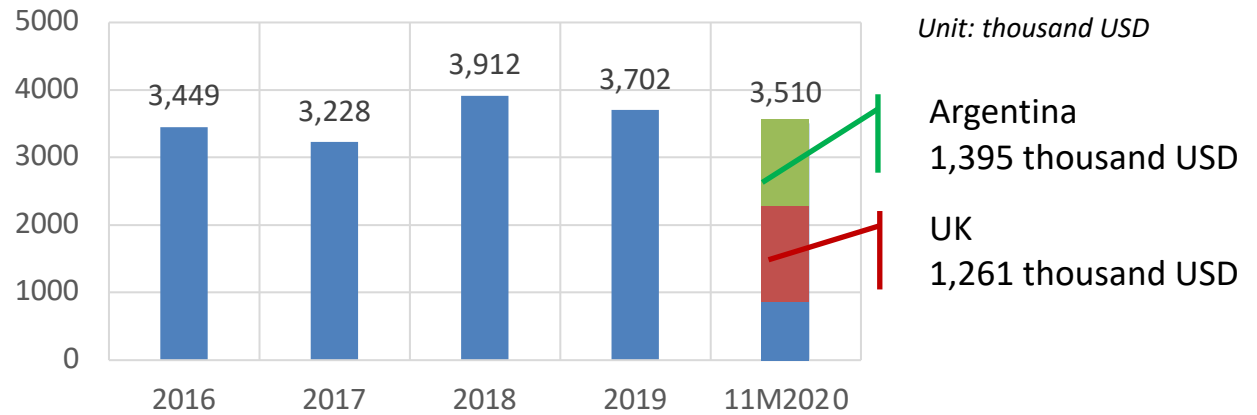


Source: Information aggregated by SEIKO IDEAS according to Ministry of Agriculture and Rural Development, General Statistics Office of Vietnam.

**IMPORTS OF ANIMAL FEED AND RAW MATERIALS**

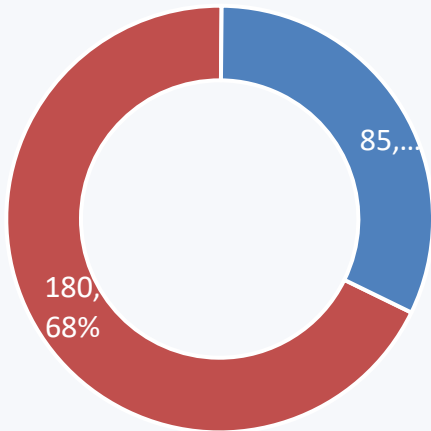
**Average Growth**  
**13 - 15% annually**

**Importing raw materials**  
**70 - 80%**



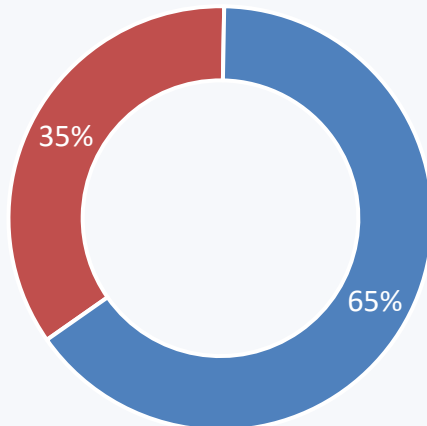
**DOMESTIC VS. FOREIGN COMPANIES IN VIETNAM ANIMAL FEED MARKET**

**Number of factories**



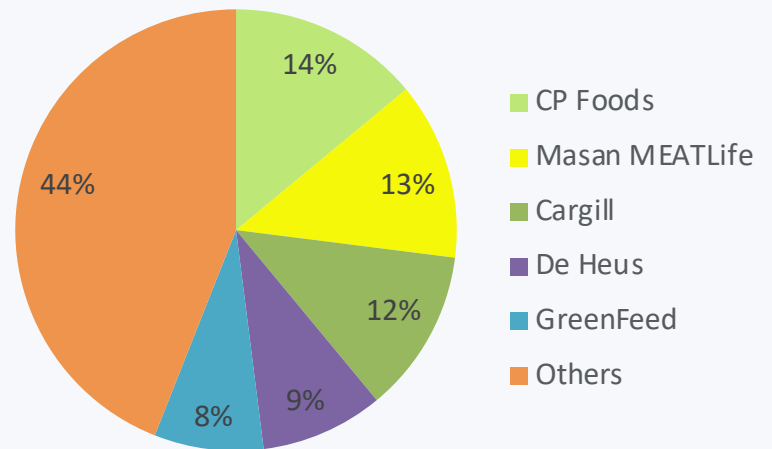
■ Domestic companies

**Market share**



■ Foreign companies

**TOP PLAYERS ON VIETNAM ANIMAL FEED MARKET**



- CP Foods
- Masan MEATLife
- Cargill
- De Heus
- GreenFeed
- Others

CROP PRODUCTION

# **SOME HI-TECH AGRICULTURAL PROJECTS (2019 – 2020)**

## TH HANOI HI-TECH AGRICULTURAL PROJECT



Mudflats and isle of Hong river on the area of Phuc Tho, Dan Phuong, Me Linh, Bac Tu Liem, Tay Ho, Long Bien and Hoang Mai District of Hanoi.

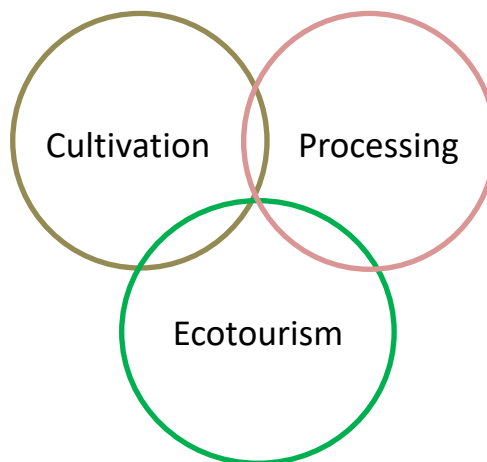


200 ha



From 2020 ~ 2022

**PROJECT OBJECTIVE**  
Combine production and ecotourism



**FORM OF IMPLEMENTATION:**  
Partner with farm household.



**Company name:**  
INTERNATIONAL FRESH  
VEGETABLES AND FRUITS  
PRODUCTION AND SUPPLY  
JSC.(FVF)

### FVF's projects

No	Farm name	Location	Area	Total capital	Kind of plants
1	FVF Nghia Dan	Nghe An	130 ha	670 billion VND	Organic vegetables and fruits
2	FVF Da Lat	Lam Dong	50 ha	N.A	Organic vegetables and fruits
3	FVF Thai Binh	Thai Binh	150 ha	N.A	Organic rice and vegetables and fruits

**Founded in:** 06 Dec 2012

**Business:** manufacture and supply organic vegetable and fruit

**Website:** <https://fvf.vn/>

**UPCOMING HI-TECH AGRICULTURAL PROJECTS BY T&T GROUP**

No.	Project name	Location	Total capital (USD)	Area (ha)
1	Son Tay Hi-tech Agricultural Zone	Son Tay, Hanoi	200 million	841
2	Development of high-grade rice material areas	Dong Thap	N.A	N.A
3	Dong Quang Nam Hi-tech Agricultural Zone	Quang Nam	143.5 million	278.12
4	Dien Hoa Hi-tech Agricultural Park	Quang Nam	91.44 million	147.12

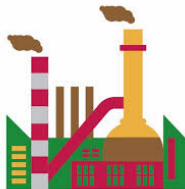


**DONG QUANG NAM HI-TECH AGRICULTURAL PROJECT**

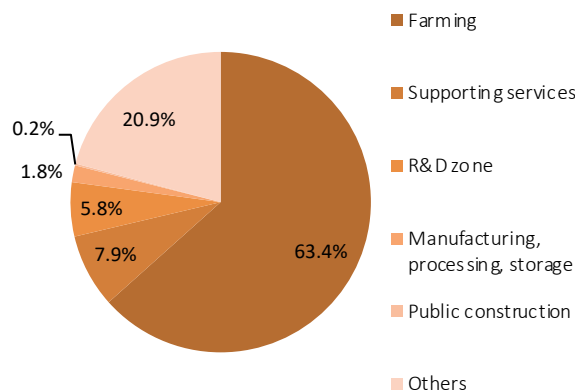
Develop large fields cultivating flowers, vegetables and fruits



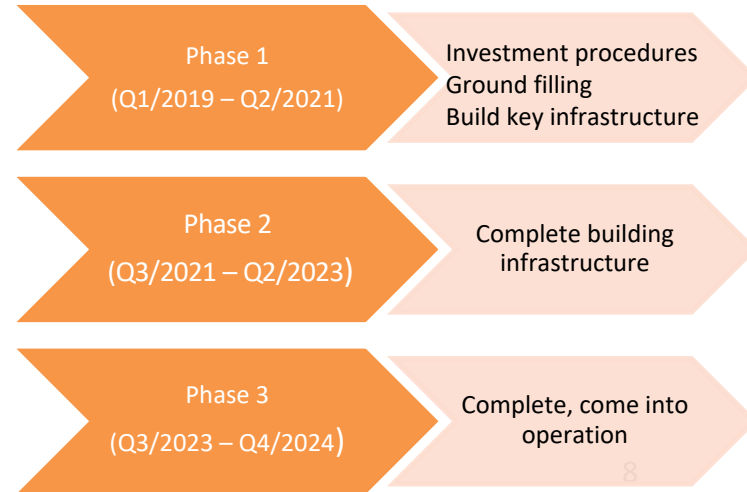
Closed loop manufacturing factory



**Rate of project land allocation**



**Progress**

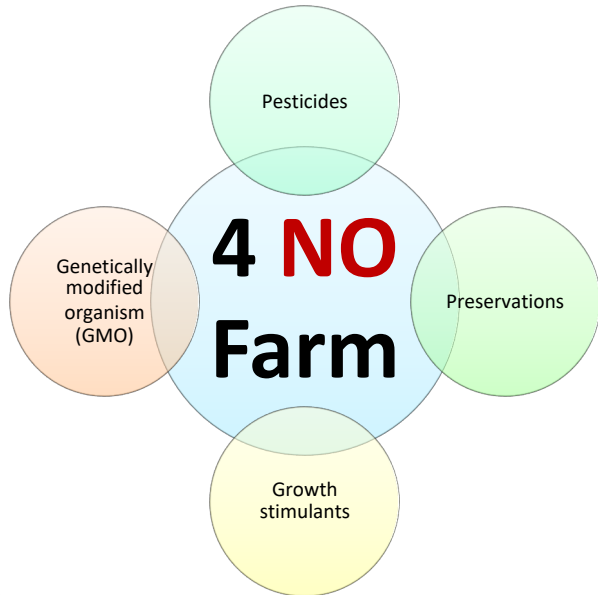




**MOBILE WORLD (MWG)**

Founded in: 2004

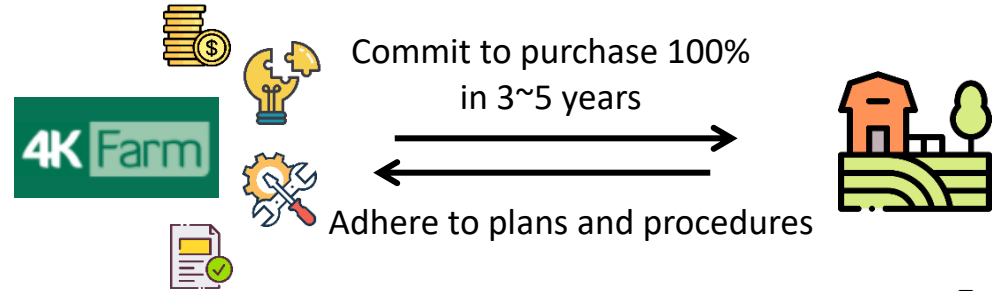
New member (2020~):



- ✓ **Product traceability**
  - Name of membrane house, farm household
  - Kinds of seeds
  - Date of sowing and harvesting
- ✓ **Watch live CCTV of membrane houses**



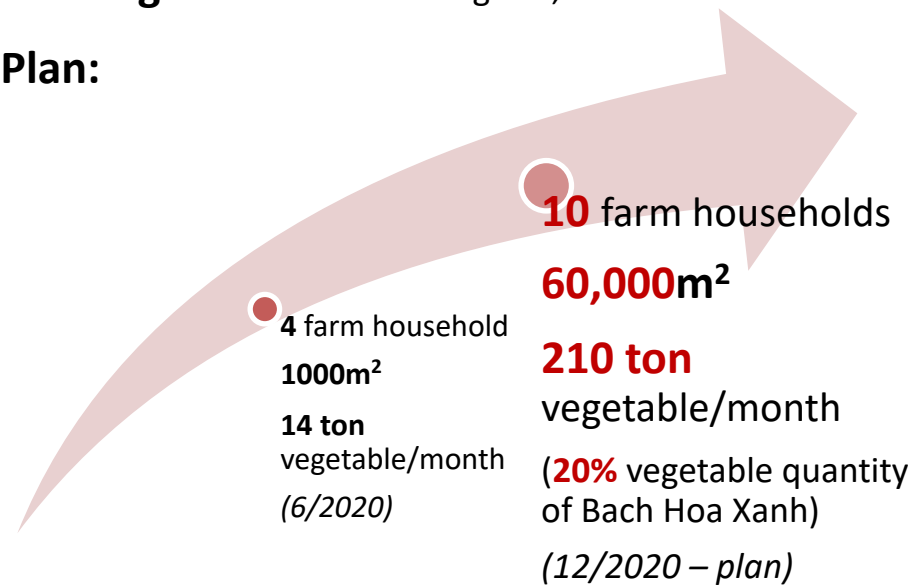
**Model:** modern technology + home garden



**Distribution (HCMC):**

**Planting area:** Ba Ria – Vung Tau, Hue

**Plan:**



LIVESTOCK

# **SOME HI-TECH AGRICULTURAL PROJECTS**

**XUAN THIEN – THANH HOA 1 HI-TECH LIVESTOCK COMPLEX**

Location: Minh Tien commune, Ngoc Lac district,  
Thanh Hoa province

Capital: **36,000 billion VND (1.5 billion USD)**

Investor: Xuan Thien Group

**Xuan Thien Group**

Business



Hydro power

Solar power

**NEW**

Cement production

Insurance – Finance

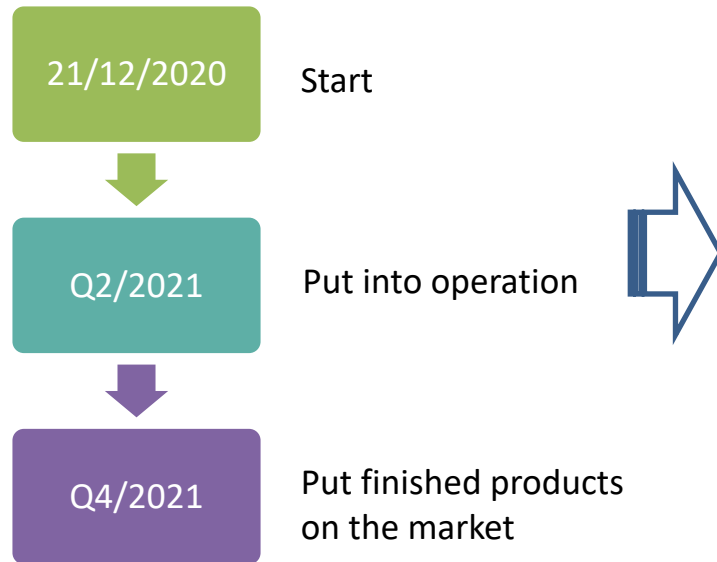
Transportation

Hotel

Agriculture

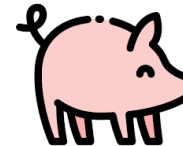
**NEW**

**PROJECT COMPONENT I  
(3.000 billion VND)**



**Annual Output**

**500,000 ton**  
Animal feed



**20,000 ton**  
Pork

**165,000 ton**  
Microbiological fertilizers



**INAUGURATE JAPFA BINH DINH FACTORY**  
(18/11/2020)

Investor: Japfa Comfeed Vietnam Co., Ltd

Capital: **300 billion VND (13 million USD)**

Capacity: **180,000 ton of animal feed/year**



Objective:

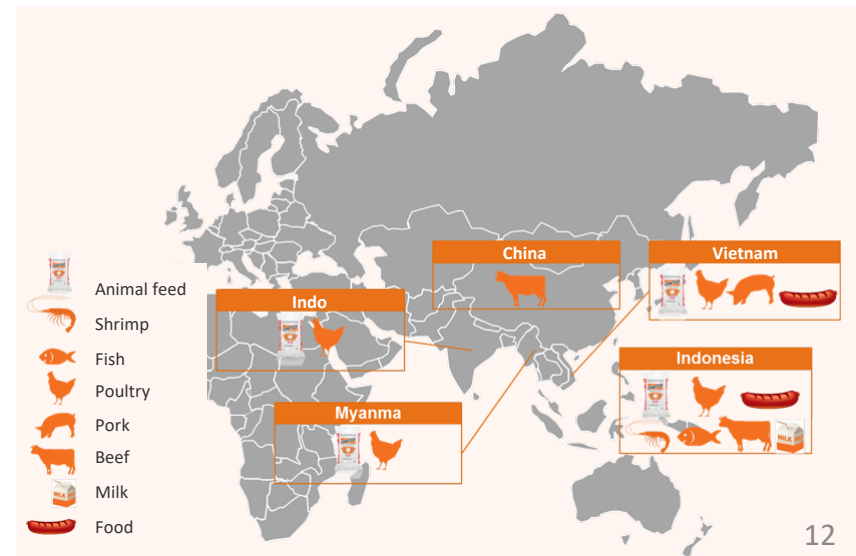
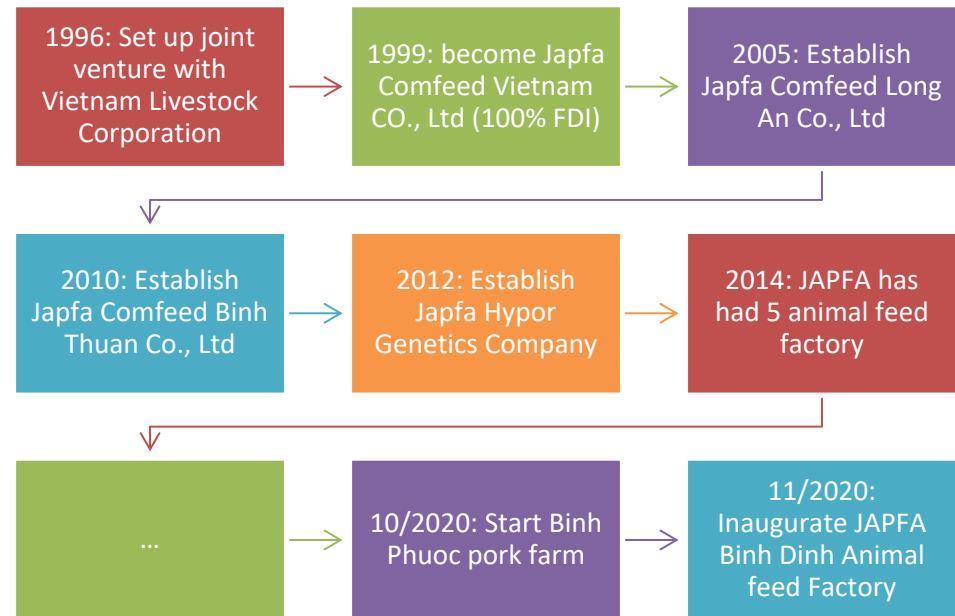
**1 million ton/year**  
Animal feed



Accounting  
for **5%**  
market share  
of animal  
feed

Average  
growth rate  
**12%/year**

**History of JPAFA Vietnam**



**HUNG NHON GROUP**

Founded in: 2007

Business: Livestock, crop production, fertilizer production

Web: <https://hungnhongroup.com.vn/>



**DE HEUS NETHERLANDS CO., LTD**

Business: animal feed production

Web: <https://www.deheus.com.vn/>

**9** Factories and transit warehouse system in Vietnam

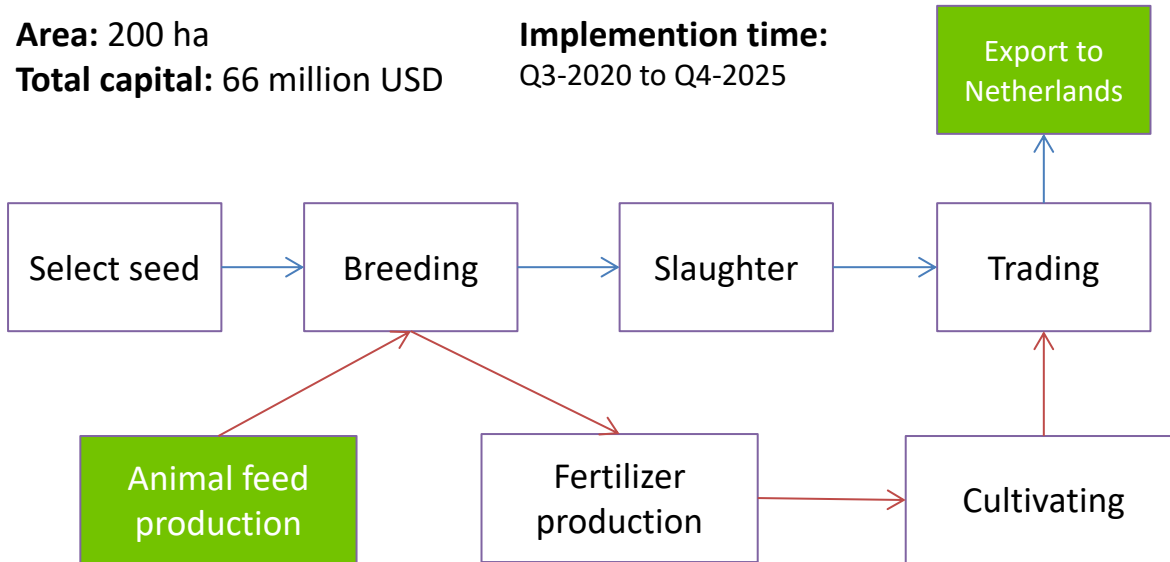
**DHN Dak Lak Hi-tech Agricultural Complex Project**

**Area:** 200 ha

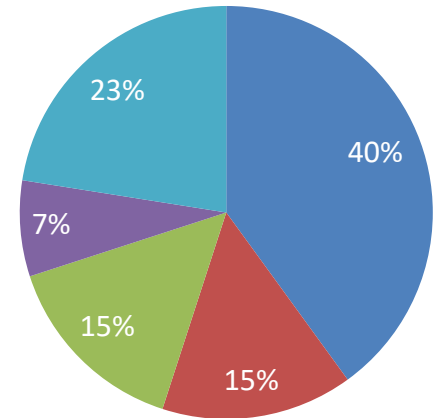
**Total capital:** 66 million USD

**Implementation time:**

Q3-2020 to Q4-2025



**PROJECT LAND ALLOCATION**



- Pig raising
- Chicken raising
- Cultivating area
- Fertilizer production & slaughter
- Others (transportation, control center, etc)

## DỰ ÁN ĐẦU TƯ SẢN XUẤT VÀ CUNG ỨNG THỊT MÁT, ĐÔNG LẠNH

613 billion VND

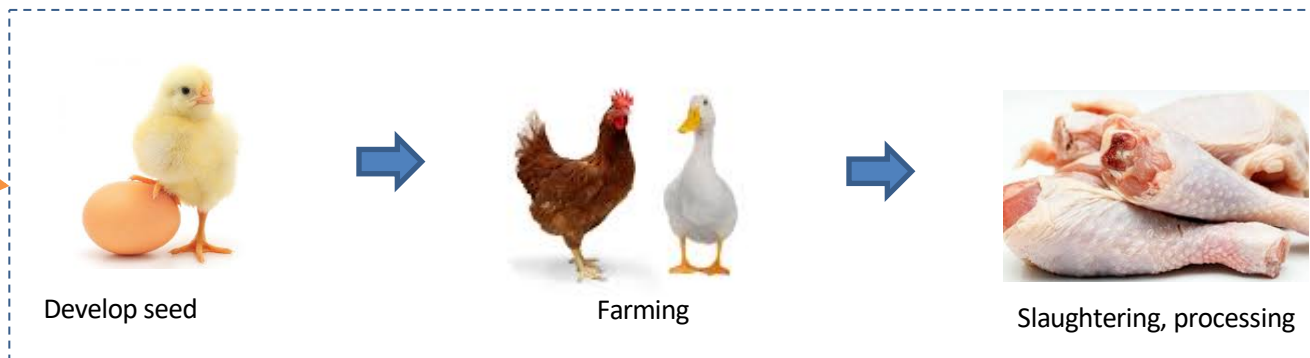


**3F VIET JOINT STOCK COMPANY**  
Founded in: 2014  
Business: breeding, processing  
Web: <https://3fviet.com/>



**MASAN MEATLIFE COMPANY**  
Founded in: 2017  
Business: Food processing  
Web: <https://masanmeatlife.com.vn/>

Develop 3F platform  
**FEED – FARM - FOOD**



Develop  
poultry meat  
brand

# **COMPANIES WITH DEVELOPMENT OF HI-TECH FOR AGRICULTURE**

**BIG COMPANIES JOIN PROVIDING SERVICES FOR DIGITALIZATION OF AGRICULTURE**

Provide information services for agriculture, such as techniques, weather, prices of agricultural products, etc.



Provide solutions for smart agriculture. Measure parameter of soil, environment. Propose time for watering, lighting. Analyse, forecast and actively plan for cultivation.



FPT partners with Fujitsu to provide digital agricultural ecosystems based on Akisai model applying in different phases such as manufacturing, storage, processing and consumption.



HACHI is a start up sponsored and supported by Vietnam Ministry of Science and Technology, bringing a complete construction solution including a membrane house, microclimate system, NFT hydroponic system, drip irrigation system.



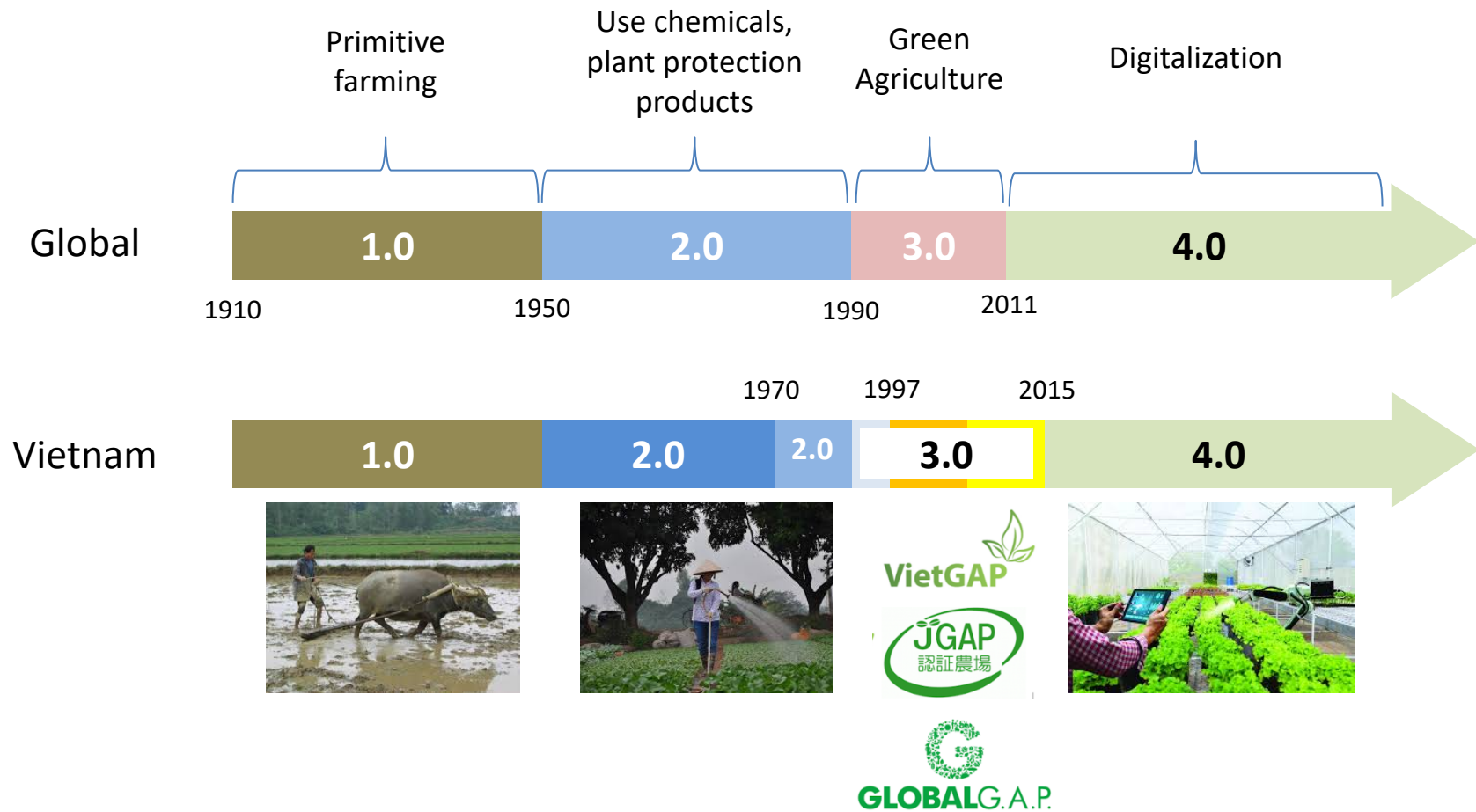
Mimosatek provide farming management solutions for customers of various scales of farms, from short-day plant to long-day plant.



AgriMedia provide solutions of agricultural weather, minimalizing risks and negative impacts of climate change to agriculture.



## AGRICULTURAL DEVELOPMENT PHASES VIETNAM VS. GLOBAL



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