



Improving smallholder farmer incomes through strategic market development in mango supply chains in southern Vietnam

**Mid Term Review
July 2021**

Session 1: Project Overview

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Implementing Agency



Funding Agency



Australian Government
Australian Centre for
International Agricultural Research

Background

Project strategy & relationship to ACIAR investments

- ▶ Part of longer-term strategy – 10-year period
- ▶ 2014/2015 - Stakeholder consultations identified mangoes – high priority
- ▶ Strategic importance – official government strategy
- ▶ Project planned with a ‘Capacity Building’ focus – understanding ‘foundation’ level insights
- ▶ Centres on understanding market opportunities, enhancing adoption prospects for new technology, promoting market & value chain development for fresh & processed mango
- ▶ Two provinces Dong Thap & Tien Giang – combined mango farming household population < 30,000

Province
City/Area
Variety

Dong Thap
Cao Lanh District
Cat Hoa Loc

Dong Thap
Cao Lanh City
Cat Chu

Tien Giang
Cai Bei district
Cat Hoa Loc/Cat Chu

Use

fresh eating

processing

fresh eating/processing

as at 2015

9,200 ha

4,608 ha

Aim & Objectives

Aim

To improve the net income and livelihoods of men and women smallholders by increasing competitiveness of selected mango value chains in two provinces in the southern Vietnam provinces of Dong Thap & Tien Giang.

Objectives

1. Identify opportunities to increase competitiveness and empower women in fresh processed mango value chains
2. Evaluate options to overcome selected barriers to competitiveness in fresh and processed value chains
3. Improve capacity, industry stakeholder linkages and knowledge sharing.





Lessons learnt / progress

Building Capacity & Building an Enabling Environment

- ▶ **Farmers & Packhouses (communities)**
- ▶ **Chain participants, including Retailers & Processors**
- ▶ **Research teams – production, postharvest, engineering & government**

Production level activities – farmers, packhouses, & researchers

- ▶ Orchard nutrition study
- ▶ Flowering manipulation & alternative chemical use study
- ▶ HWT study – advance modern retailing uptake – domestic & export markets

Chain level activities – collectors, distributors, retailers & processors & researchers

- ▶ Post harvest Sap-burn study
- ▶ Data collection – Trolley study
- ▶ Wholesale market monitoring study

Project impact level activities - researchers

- ▶ Understanding and training to capture intervention impact evaluations

Impact summary

Built capacity & understanding of enabling environs will deliver:

- ▶ A sound contribution through the series of resources developed – these could be scaled up & out – aiding the ongoing development of mango production in southern Vietnam
- ▶ Resources developed align to & inform public & private sector investments
- ▶ Market opportunities highlighted – will inform commercial developments via throughput & profitability
- ▶ Economic impact - limited – maybe realized in the longer-term if interventions gain traction in the future
- ▶ Income & livelihood benefits – limited – outputs from resources for future cohorts

Longer-term Outcomes

- ▶ Increased 'built capability' within Vietnamese institutions to undertake sound research will enhance the delivery capacity by *'research translated into practice'*
- ▶ Improved collaborative engagement between key stakeholders in mango supply chains including
 - Commercial partnerships
 - Regional & provincial governments to aid ongoing industry development
- ▶ Greater understanding of innovative adoption pathways – that will continue the ongoing development of the mango sector from southern Vietnam