



**MINISTRY OF AGRICULTURE AND RURAL DEVELOPMENT  
OF SOCIAL REPUBLIC OF VIETNAM**

**Agrotrade**  
Vietnam

**AGRO PROCESSING AND MARKET DEVELOPMENT AUTHORITY**

**VIET NAM'S AGRICULTURE SUCCESS STORY AND  
MODERNIZATION STRATEGIES AND OPPORTUNITIES  
FOR FOREIGN INVESTMENTS**

*Sofia, Bulgaria. June 7<sup>th</sup> 2022*



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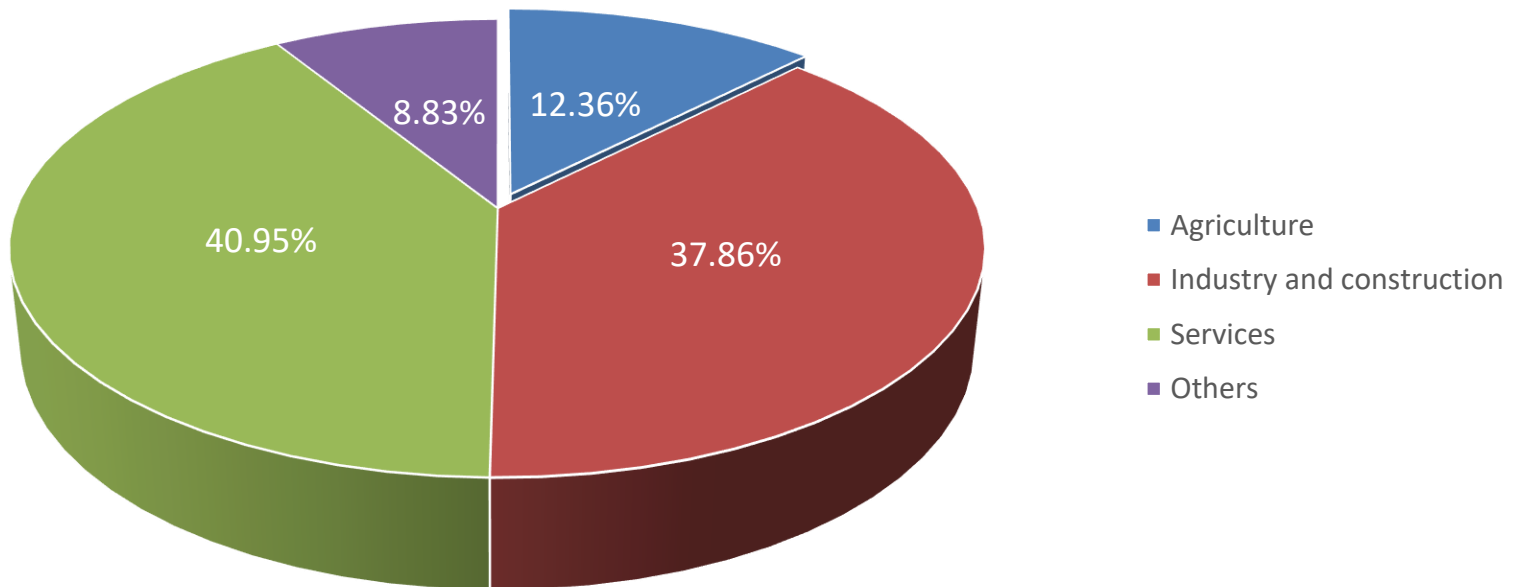
**III** **Incentive policies to attract investment in Agricultural Sector**



# I. ROLE OF AGRICULTURE IN VIET NAM'S ECONOMY

- Agriculture took an important role in Viet Nam's economic development and support the political and social stability.
- Agriculture generates works and income for about 70% of Viet Nam's population; took 7.1% exported value and contributes about 12.36% GDP in 2021.

Proportion of main sectors in GDP 2021 (%)





# II. VIET NAM'S AGRICULTURAL PRODUCTION AND EXPORTATION

## 8 Agricultural Production Zones in Vietnam



North West



North East



Central North



Red River Delta



Central Highland



Central Southnam



Mekong River Delta













South East

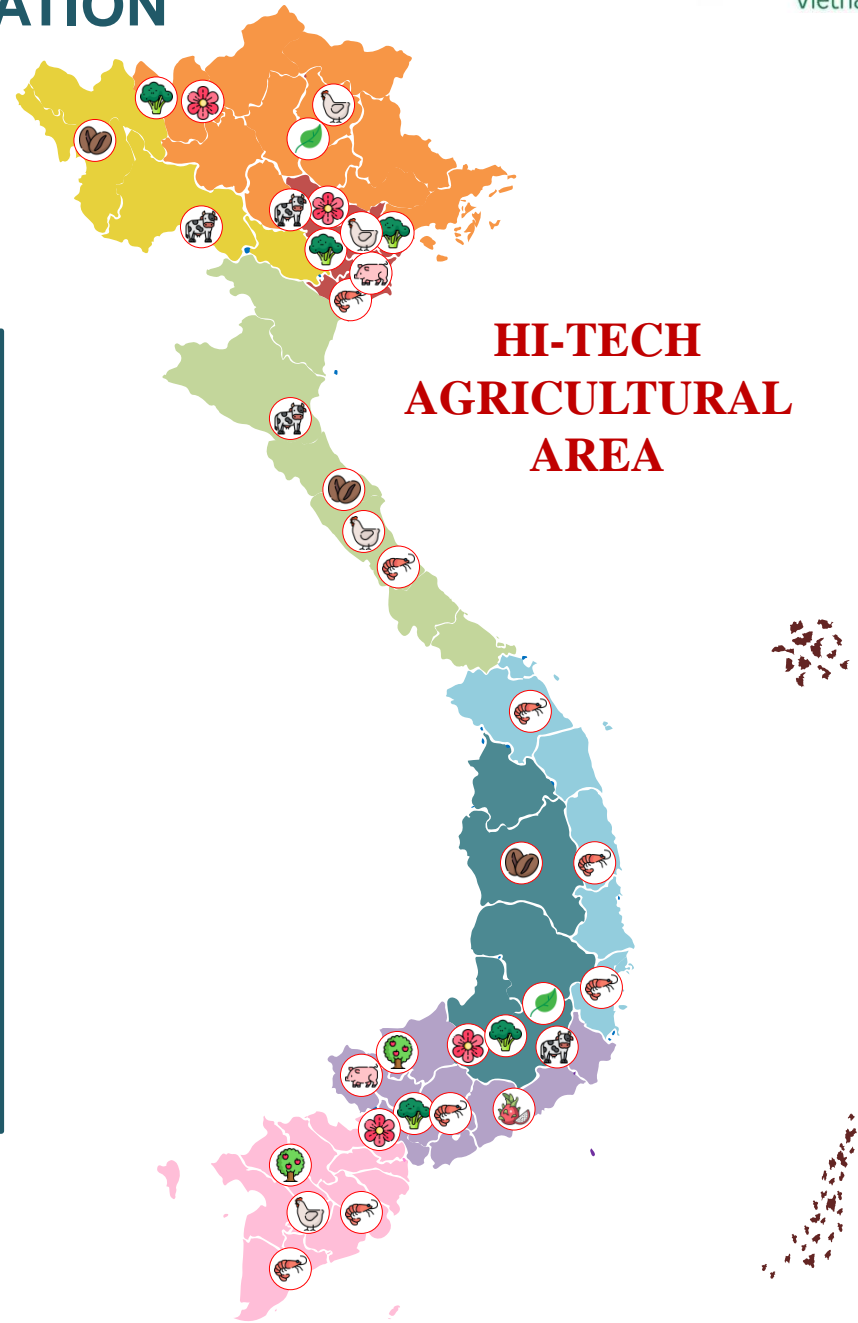




# II. VIET NAM'S AGRICULTURAL PRODUCTION AND EXPORTATION

### AGRICULTURAL PRODUCTS

	Dragon fruit		Fruit tree for export
	Tea		Poultry
	Vegetable		Pig
	Flower		Saltwater or brackish water shrimp
	Coffee		Cow







## II. VIET NAM'S AGRICULTURAL PRODUCTION AND EXPORTATION

### Value of Agriculture Production in Viet Nam

- In 2021, the total value of agricultural production reached **34.71** Billion USD (12.36% GDP 2021)
- Agricultural export 2021: **48.6** Billion USD (core Agri-products: **21.49** Billion USD, Wood and wood products: **15,96** Billions USD, Fisheries: **8,89** Billion USD, Breeding: **434** Million USD )





## II. VIET NAM'S AGRICULTURAL PRODUCTION AND EXPORTATION

### Export Value and Markets

	2017	2018	2019	2020	2021
Gỗ và SP gỗ	7,97	8,86	11,2	12,3	15,87
Thủy sản	8,32	9	8,54	8,38	8,9
Gạo	2,66	3,2	2,81	3,07	3,27
Cao su	2,25	2,09	2,3	2,38	3,2
Điều	3,52	3,43	3,29	3,19	3,63
Rau quả	3,5	3,81	3,75	3,27	3,52
Sắn và SP sắn	1,03	0,958	0,967	1,01	1,19
Cà phê	3,24	3,46	2,85	2,74	2,99
Tiêu	1,12	0,759	0,715	0,66	0,94
Chè	0,228	0,217	0,236	0,218	0,213



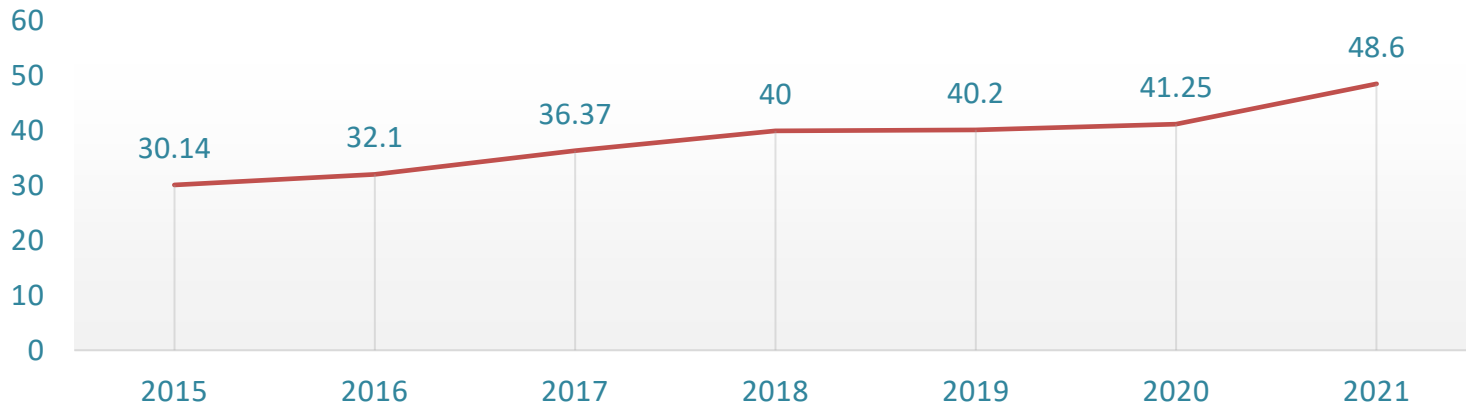
value: Billion USD



## II. VIET NAM'S AGRICULTURAL PRODUCTION AND EXPORTATION

### Export Value and Markets

#### EXPORT VALUE OF AGRICULTURAL, FORESTRY AND FISHERY PRODUCTS 2015-2021



The annual growth rate of export turnover is about **5-7%**.

**9** agricultural products with export value of over **1 billion USD**: rice, coffee, cashew, wood, shrimp, pangasius, fruits and vegetables...



The markets: Vietnamese agricultural products are present in **185** countries and territories.







## II. VIET NAM'S AGRICULTURAL PRODUCTION AND EXPORTATION

### Production and Exportation of major products (2020-2021)

#### 1. Rice

Areas: 7.24 Million ha;

Yield: 43.86 Million tons;

Exporting value:

2020: 3,07 Billion USD

2021: 3.29 Billion USD (6,24 Million tons)

#### 2. Coffee

Areas: 694,000 ha;

Yield: 1.83 Million tons;

exporting value:

2020 : 2.74 Billion USD

2021: 3.07 Billion USD (1.562 million tons)





## II. VIET NAM'S AGRICULTURAL PRODUCTION AND EXPORTATION

### Production and Exportation of major products (2020-2021)

#### 3. Fruits and vegetables

Vegetables: 1.12 Million ha;

Yield: 18.6 million tons;

Fruits: 1.18 Million ha;

Yield: 10 million tons;

exporting value:

2020: 3.269 Billion USD

2021: 3,551 Billion USD







## II. VIET NAM'S AGRICULTURAL PRODUCTION AND EXPORTATION

### Production and Exportation of major products (2020-2021)

#### 4. Rubber

Areas: 925,000 ha;

Yield: 1.26 Million tons;

exporting value:

2020 : 2.384 Billion USD

2021: 3.278 Billion USD



#### 5. Pepper

Areas: 130,000 ha;

Yield: 282,000 tons;

exporting value:

2020: 661 Million USD

2021: 938 Million USD





## II. VIET NAM'S AGRICULTURAL PRODUCTION AND EXPORTATION

### Production and Exportation of major products (2020-2021)

#### 6. Cashew

Areas: 305,000 ha;

Yield: 367,200 tons;

exporting value

2020: 3.211 Billion USD

2021: 3.639 Billion USD



#### 7. Tea

Areas: 121,500 ha;

Yield: 1.09 Million tons;

exporting value

2020 : 218 million USD

2021: 214 Million USD







## II. VIET NAM'S AGRICULTURAL PRODUCTION AND EXPORTATION

### Production and Exportation of major products (2020-2021)

#### 8. Livestock

- **Cattles**

Heads: 6.5 Million;

Beef: 680 Thousand tons;

Milk cows: 375.2 thousand heads

Milk: 1.2 Million tons.

- **Pig**

Heads: 28 Million;

Pork meat: 3,81 million tons;

- **Poltry**

Heads: 525 Million;

Poltry meat: 1.7 Billion tons;

Eggs: 17.5 billion;







## II. VIET NAM'S AGRICULTURAL PRODUCTION AND EXPORTATION

### Production and Exportation of major products (2020-2021)

#### 9. Forestry

Wood: 32 Million m<sup>3</sup>

Exporting value:

2020: 13,229 Billion USD

2021: 15,961 Billion USD



#### 10. Fishery

Yield: 8.73 Million tons (Fishing: 3.9 Million tons; Farming 4.8 million tons)

Exporting value:

2020: 8.413 Billion USD

2021: 8.886 Billion USD





## II. VIET NAM'S AGRICULTURAL PRODUCTION AND EXPORTATION



Implement the Plan to restructure agricultural product processing towards improving processing capacity in association with market development until 2020; orientation to 2030



Formulate and submit to the Prime Minister: (1) Strategy for the development of mechanization of agriculture and agro-forestry-fishery processing industry by 2030; (2) Project on developing the fruit and vegetable processing industry, wood and fishery products; (3) Strategy for the development of agricultural mechanization and agro-processing industry by 2030.



Many large corporations have focused on investing in logistics and processing agricultural products



Since 2017, 60 projects have been invested in the construction and processing of agricultural, forestry and fishery products with a total investment capital of 45,307 billion VND. In 2020, there are 12 key projects started and inaugurated with a total investment capital of 11,907 billion VND



### III. POTENTIAL OF AGRICULTURAL, FORESTRY AND FISHERIES PRODUCTS EXPORT TO BULGARIA

#### VIET NAM EXPORT TO BULGARIA

Fishery Products
Vegetable
Cashew
Coffee
Pepper
Fertilizer
Wood and Wood Products



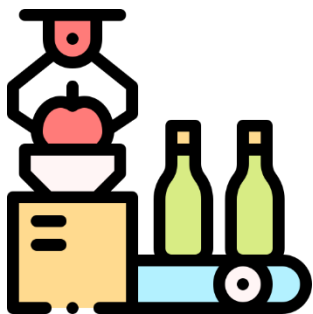
#### VIET NAM IMPORT FROM BULGARIA

Cereal Products
Milk and Dairy Products
Animal products
Feedstuff and Ingredients
Fertilizer
Seeds and raw Materials



## IV. INVESTMENT ATTRACTION POLICIES AND DEVELOPMENT OBJECTIVES IN AGRICULTURE PROCESSING BY 2030

### Policies and mechanisms to support sustainable development



1. Decision No. 68/2013/QĐ-TTg dated 14/11/2013 on support policies to reduce losses in agriculture;
2. Decree No. 55/2015/NĐ-CP dated 9/6/2015 and amendments to credit policies for agricultural and rural development
3. Decree No. 57/2018/NĐ-CP dated 17/4/2018 on mechanisms and policies to encourage enterprises to invest in agriculture and rural areas;
4. Decree No. 98/2018/NĐ-CP dated 5/7/2018 on policies to develop cooperation and association in production associated with consumption of agricultural products;
5. National Science and Technology Programs by 2030.



**THANKS FOR LISTENING!**