

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



Overview

Mangoes contribute significantly to Vietnam's economy, with nearly half produced in the country's Mekong Delta region—an important economic centre supporting over 15 million people and contributing to over 27% of Vietnam's national gross domestic product.

The Vietnamese Government has issued decrees supporting an increase in mango production and implemented policies to encourage agricultural investment in rural regions. Domestic consumption dominates current markets, and informal Chinese cross-border trade is characterised by market volatility.

In Vietnam, the average annual net income per household from mango production is roughly US\$4,616, much higher than income from rice production (US\$418). But mango production in southern Vietnam, marked by large volume, low value production, faces a range of operational issues including weak supply chains, poor quality management and high input costs affecting productivity and profitability.

Enhancing productivity and competitiveness along the entire mango value chain, including through the adoption of cost-effective and efficient innovations, could significantly increase the incomes and livelihoods of thousands of farming households in Vietnam.

KEY FACTS

ACIAR Project No. AGB/2012/061

Duration: November 2017 to June 2021 (3.5 years)

Target areas: Southern Vietnam

Budget: A\$1,399,959

Project Leader

Prof Robin E Roberts, Griffith University

Key partners

- Department of Primary Industry and Resources, Northern Territory Government (NTDPI)
- French Agricultural Research Centre for International Development (CIRAD)
- Sub-Institute of Agricultural Engineering & Postharvest Technology (SIAEP)
- Southern Horticultural Research Institute (SOFRI), Vietnam Academy of Agricultural Sciences
- Southern Centre of Agriculture Rural Policy and Strategy (SCAP)

ACIAR Research Program Manager

Dr Howard Hall

Objective

The project aims to improve the net income and livelihoods of male and female smallholders by increasing the competitiveness of selected mango value chains in two provinces in southern Vietnam.

The project's three main objectives are to:

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

Expected scientific results

- Improved knowledge of key household-level socioeconomic factors that determine production scale and efficiency, technology adoption, innovation and market focus for mango farmers.
- Greater understanding of the current technical, human, market and policy factors that could contribute to improved seasonal manipulation of mango flowering and production.
- Enhanced knowledge of the roles of men and women in mango supply chains, and an understanding of how and where women could be more empowered, where labour burdens could be more equitable, and where women could contribute to greater chain efficiency and competitiveness.
- Improved understanding of the relative external influences of learning and technology adoption.

Expected outcomes

- More profitable and efficient mango supply chains in southern Vietnam contributing to reduced losses, improved fruit quality, greater productivity and increased incomes and livelihoods for smallholder farming families.
- Increased capability within Vietnamese institutions to undertake scientific research and associated enhanced programme delivery capacity.
- Better collaboration between key stakeholders, including commercial chain partners and regional and provincial government institutions, to drive ongoing industry development.
- Greater understanding of innovative adoption pathways to continue ongoing mango sector development in southern Vietnam.

