



***BIOTRADE Activities
in VIETNAM
Hanoi, 23-24 June 2016***

Cuong, Vien
biotrade@unctad.org



BIOTRADE Projects in Vietnam

BIOTRADE INITIATIVE: NATIONAL PROGRAMME

- Facilitation for market access
- Trade related legal issue
- Sustainable practices

SCALING UP ETHICAL BIOTRADE ACTIVITIES within pharmaceutical sector
(Funded by EU)

2003

2010

2012

2015

2016

2020

DEVELOPMENT OF BIOTRADE ACTIVITIES WITHIN NATURAL INGREDIENTS SECTOR (Funded by SECO –Swiss Government)
Aims to promote for Vietnam become an internationally recognized supplier of natural ingredients

BIOTRADE INITIATIVE: NATIONAL PROGRAMME

2003

2010

At sector level

In collaboration with Swiss Import Promotion Programmes (SIPPO)

- Supported the value chains for food and pharmaceutical ingredients;
- Focus companies with export potential, promote export of Bioproducts;
- Sustainable management of natural resources used for production of export products.

At enabling level

Sector assessment and designed a sector strategy for the development of the trade potential of food and pharmaceutical ingredients

BIOTRADE INITIATIVE: NATIONAL PROGRAMME

Since 2015

UNCTAD and Viet Nam have enhanced the scope of their collaboration in BioTrade

- Mapping and analysis of NTMs for BioTrade products in Viet Nam and for key export markets;
- National traceability study for medicinal plants;
- National study on the status of BioTrade activities and of the implementation of ABS rules with an analysis of the linkages between the two;
- Review of the national ABS system and legal and technical advice for the national regulation and implementation of the Nagoya Protocol in a BioTrade-friendly manne

THE PROJECT: DEVELOPMENT OF BIOTRADE ACTIVITIES WITHIN NATURAL INGREDIENTS SECTOR (Funded by SECO –Swiss Government)

2012

2015

OVERALL OBJECTIVE

Support Vietnam to become an internationally recognized country in natural ingredient supply

Component 1

Sustainably improve the natural ingredient supply chain



Pharmaceutical business:
Unstable input supplies

Ingredient input: **90%** imported

Upstream linkage: weak/loose

Component 2

Improve linkage between players



Pharmaceutical business
LIMITED MARKET ACCESS

Modest export & Weak networking between domestic businesses

Component 3

Improve enabling environment



Enabling environment: NOT YET FRIENDLY TO effectively enable the activities of Component 1 & 2

THE PROJECT: DEVELOPMENT OF BIOTRADE ACTIVITIES WITHIN NATURAL INGREDIENTS SECTOR (Funded by SECO –Swiss Government)

2012

2015

Natural Ingredient	Type of source	Product	Effect	Location	Processing Company
<i>Ampelopsis cantoniensis</i>	Wild collection	Ampelop	Treatment of gastric ulcer	Muong Hum, Bat Xat, Lao Cai	Traphaco Co, Jsc traphaco.com.vn
<i>Polysias fruticosa</i>	Cultivation	Cebration	Treatment of insufficient cerebral circulation	Hai Hau and Nghia Hung, Nam Dinh	Nam Duoc Co, Jsc (namduoc.vn)
<i>Gemnema sylvestre</i>	Cultivation	Diabetna	Treatment of diabet	Hai Loc, Hai Hau, Nam Dinh	Vietroselle Co, Ltd vietroselle.com
<i>Phyllanthus amarus</i>	Cultivation	Phyllanthus Herbal tea	Improve symptoms of hepatitis and liver function	Tuy Hoa, Phu Yen	DHG Nature Co, Ltd dhgpharma.com.vn
<i>Plectranthus amboinicus</i>	Cultivation	Eugica lozenge	Improve cough and upper respiratory disorders	Tri Ton, An Giang	

THE PROJECT: DEVELOPMENT OF BIOTRADE ACTIVITIES WITHIN NATURAL INGREDIENTS SECTOR (Funded by SECO –Swiss Government)

2012

2015

KEY ACHIEVEMENTS

- **4 BioTrade value chains** were audited and certified compliance with GACP standard
- **3 UEBT members**: 2 trading members, 1 affiliated members
- **Established verification system for Ethical BioTrade standard** in Vietnam - QUACERT, a government certification body which is internationally accredited under MOST, were accepted and appointed as Ethical BioTrade standard auditor in Vietnam.
- **Established BIG Vietnam as BioTrade focal point**, to attract and support companies to take up BioTrade activities in Vietnam

SCALING UP ETHICAL BIOTRADE ACTIVITIES within pharmaceutical sector

(Funded by European Commission)

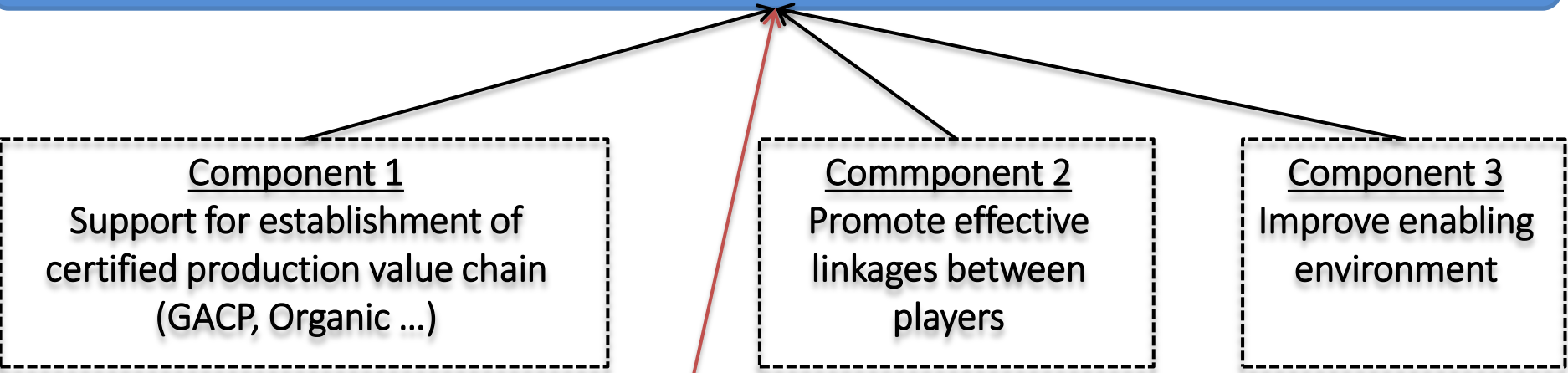


OVERALL OBJECTIVE

Support Vietnam to become an internationally recognized country in natural ingredient supply



UPSCALING THE ACHIEVEMENTS/ PILOT MODELS IN PHASE 1



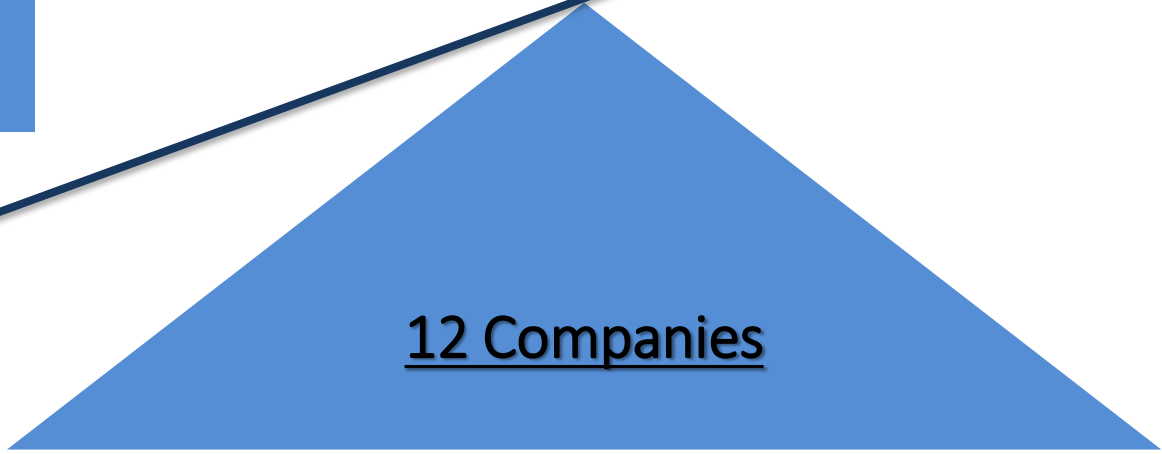
COMMUNICATION – raising consumers' awarness as to certified products/ production

SCALING UP ETHICAL BIOTRADE ACTIVITIES within pharmaceutical sector

(Funded by European Commission) – THE OBJECTIVES



- 10m consumers
- 50 value chains
- 5,000 farmer households



12 Companies



ENABLING POLICY ENVIRONMENT

BIOTRADE CHALLENGES – VIETNAM CONTEXT

- **Illegal trade of wild collected medicinal plants** to China - overexploitation
- **Limited BioTrade awareness** of consumers and government authorities
- **Lack of market information** for value chains actors in both domestic and international markets
- **Weak linkages between players** in natural ingredient value chains;
- **Limited capacity** of BIG - local NGO acts as a focal point for Biotrade promotion
- **Biotrade concept limited only to plants**, not yet animals, species, and microorganism

BIOTRADE PROMOTION – OUTLOOK ON ACTIONS TO DO

- **Illegal trade of wild collected medicinal plants** to China - overexploitation
- **Limited BioTrade awareness** of consumers and government authorities
- **Lack of market information** for value chains actors in both domestic and international markets
- **Weak linkages between players** in natural ingredient value chains;
- **Limited capacity** of BIG - local NGO acts as a focal point for Biotrade promotion
- **Biotrade concept limited only to plants**, not yet animals, species, and microorganism

Questions and answers



The seeds
we plant today

Are the fruits
of tomorrow

Our future lies
in our hands

Working
together for
a better
world

BioTRADE
initiative

Thank you

For further information: www.biotrade.org

