BIOTRADE Activities in VIETNAM
Hanoi, 23-24 June 2016

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BIOTRADE INITIATIVE: NATIONAL PROGRAMME
- Facilitation for market access
- Trade related legal issue
- Sustainable practices

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

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

BIOTRADE Projects in Vietnam
BIOTRADE INITIATIVE: NATIONAL PROGRAMME

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.
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 manner.

Since 2015
THE PROJECT: DEVELOPMENT OF BIOTRADE ACTIVITIES WITHIN NATURAL INGREDIENTS SECTOR (Funded by SECO –Swiss Government)

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

Component 1
Sustainably improve the natural ingredient supply chain

Component 2
Improve linkage between players

Component 3
Improve enabling environment

Pharmaceutical business:
Unstable input supplies

Ingredient input: 90% imported
Upstream linkage: weak/loose

Pharmaceutical business
LIMITED MARKET ACCESS

Modest export & Weak networking between domestic businesses

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)

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

Component 1
Support for establishment of certified production value chain (GACP, Organic ...)

Component 2
Promote effective linkages between players

Component 3
Improve enabling environment

COMMUNICATION – raising consumers’ awareness 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

Project’s Interventions

2016 — 2020
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
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Questions and answers

The seeds we plant today

Are the fruits of tomorrow

Our future lies in our hands

Thank you

For further information: www.biotrade.org