



# ***Traphaco Sapa and the value chain of Ampelopsis cantoniensis***

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Chairman of Traphaco Sapa Co.,Ltd



# Milestones

2014

Recognized Technology Business

2013

Merit certificate of Lao Cai province for technological development

2012

Applied Technologies Award (KOVA)

2010

Vietnam Technical Creation Award (VIFOTEC)

2009

Traphaco Sapa one-member Co.,Ltd

2001

Traphaco Sapa Co.,Ltd

# Business activities

- Production and supply of ingredients (medicinal plants and extract) for Traphaco JSC
- Distributor of Traphaco JSC in Lao Cai and Lai Chau province
- Manufacturer of healthcare products from local native herbs



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# Business size

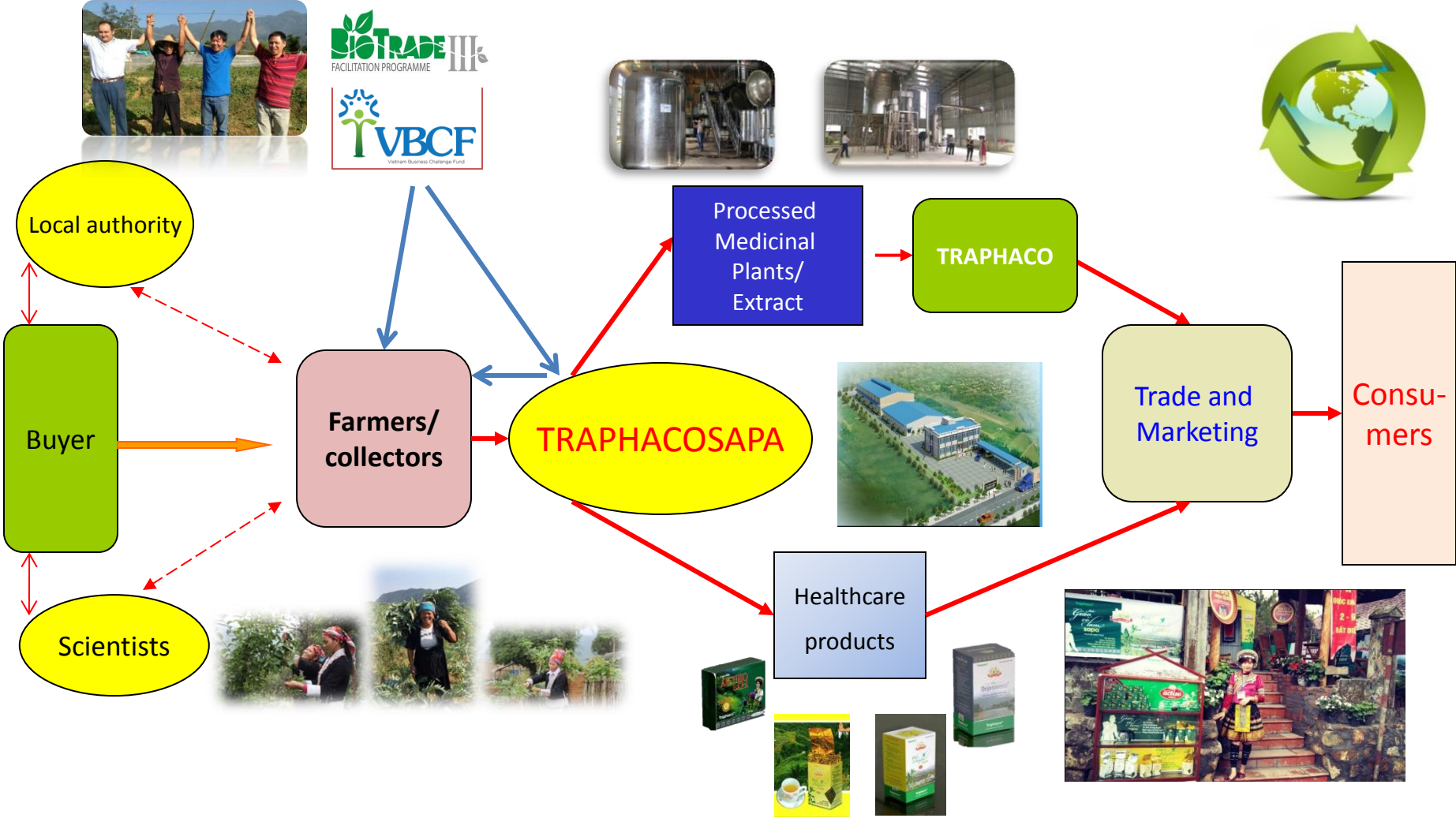
- Number of employees: 53
- Two factories: 01 in Sapa town, 01 in Lao Cai city
- Revenue: 43.4 billion VND (1.93 million USD) - 2015
- Supplier of input ingredients of products: Boganic, Ampelop, Didicera, Dưỡng cốt hoàn
- Distribution channel of Traphaco include 22 branches – 22,000 customers
- Healthcare products distributed through 6 owned store and other retailers

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# Medicinal plants supply chains

- Artichoke: Sa Pa and Bac Ha/ 70ha/ 200 households
- *Ampelopsis cantoniensis*: Sa Pa, Bac Ha, Van Ban (Lao Cai), Than Uyen (Lai Chau) and under forest canopy cultivation in Sa Pa and Bat Xat/ 10ha/ 15 households in Bat Xat and 20 households in Sa Pa
- *Gynostemma pentaphyllum*: wild collection in Sa Pa/ 10 households
- *Angelica sinensis*: Bac Ha/ 20 ha/ 40 households
- *Salvia miltiorrhiza*: Sa Pa and Bac Ha/ 2 ha/ 5 households

# Value chain of *Ampelopsis cantoniensis*



# Value chain of *Ampelopsis*

## **cantoniensis** ABOUT AMPELOPSIS CANTONIENSIS

Scientific name: *Ampelopsis*

*cantoniensis* Family: *Vitaceae*

Used part: leaves

Main ingredient of Ampelop product



# **Value chain of *Ampelopsis cantoniensis***

- Research done from 1995: chemical ingredients, cultivation procedures, preprocessing, processing in compliance with GACP-WHO
- Development of sustainable cultivation and collection areas based on studies of ecological conditions, local production practices, local policies.
- Farmers on job training on sustainable production practices



# Value chain of *Ampelopsis cantoniensis*

- 2015: GACP-WHO certification obtained for cultivation/collection in Sapa and Bat Xat with productivity of 50 tons/year
- 2016: expansion of cultivation/collection areas of 20ha producing 100 tons/year
- Income of farmers: 2-3 million VND/month (90 – 130 USD)
- Contribution to:
  - Raise awareness of farmers about conservation of medicinal plants
  - Sustainable sourcing and traditional knowledge conservation
  - Help farmers to access to modern production practices to increase income

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# Lesson learned - Recommendations

- **Lesson learned:**

Public-Private-Producers-Scientists partnership

Business plays leading role

Utilize support from international organizations/programs: VBCF, BioTrade

- **Recommendation:**

Awareness raising and technical trainings for farmers

Diversifying products

Bring up production standards to meet international requirements

# 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: [traphacosapa.com](http://traphacosapa.com)

