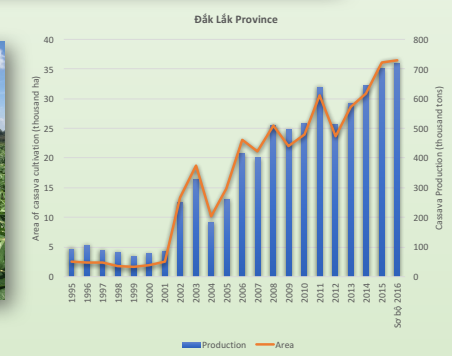
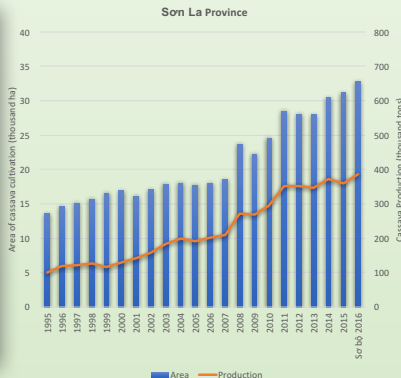


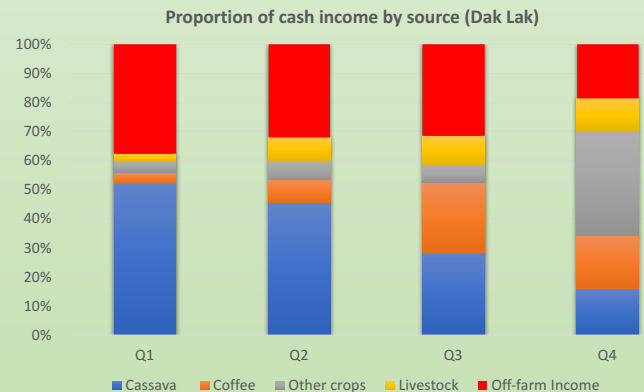
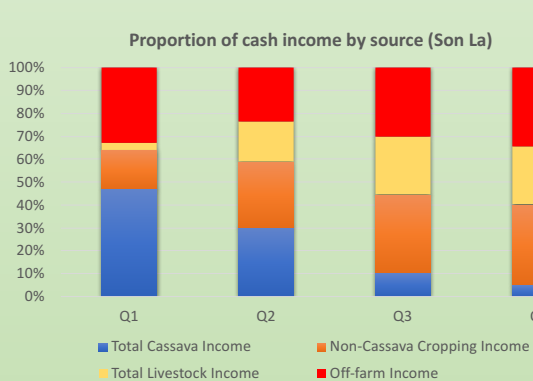
Cassava in Vietnam: A billion dollar export industry that supports the livelihoods of thousands of smallholder upland farmers

Introduction

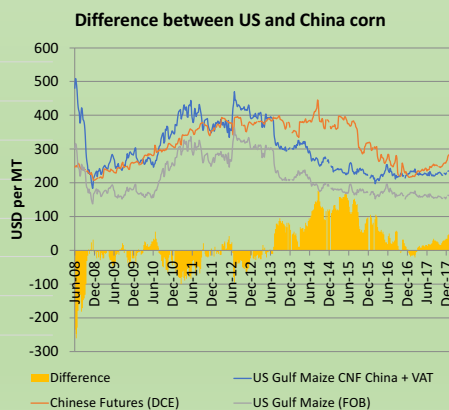
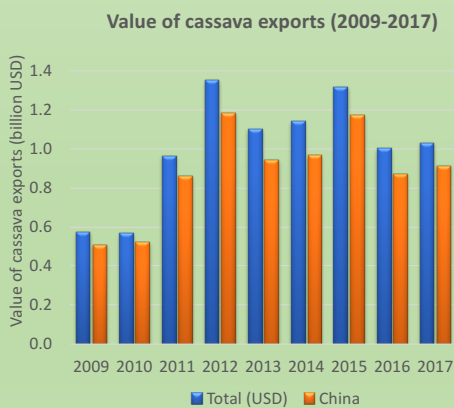
- Cassava in Vietnam is grown by smallholders in a wide range of agro-ecological zones and different market contexts.
- The cassava sector has exported between 1 – 1.35 Billion USD per year for the last 6 years as either starch and dried chips.
- The global demand for cassava is expected expand as incomes in the region increase, demand for animal feed increases, biofuel mandates are implemented and new applications for cassava starch are developed.



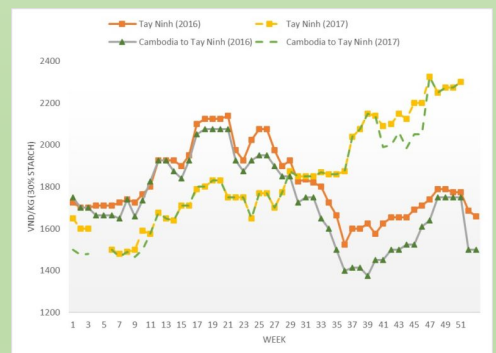
Rapid increases in cassava production across different agroecological zones: Driven by increases in demand, the production of cassava has expanded across many provinces of Vietnam over the past 15 years on both flat land and into steeply sloping lands in the North West. The rapid increases in production have been driven partially by increases in planted area, but are mainly due to increases in cassava fresh root yield as a result of new varieties and improved soil fertility management.



A vital cash income source for low income households: whilst cassava is grown by many types of rural households, it is extremely important as a source of cash income for the poorest households in rural communities – often accounting for more than half of annual cash income for a family.



Weekly root prices for 2016 and 2017 in Dak Lak Province



An important but unstable export market: Vietnam's cassava exports are dominated by sales of chips and starch to the Chinese market. Around 90 percent of cassava exports are bound for China. This exposes cassava farmers to volatility in the derived demand and supply for cassava products and substitutes. Changes in agricultural support and trade policies that impact substitute commodities such as maize can create large variations in the farm gate price of roots that farmers receive. Providing timely market updates and forecasts to farmers, industry and policy makers can help minimise the risk on investment decisions along the value chain.



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