



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

**Midterm review  
July 2021**

## **Activity 2.5 Intervention feasibility analysis and validation study**

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Implementing Agency



Funding Agency



Australian Government  
Australian Centre for  
International Agricultural Research

## Activity 2.5

### Intervention feasibility analysis & validation study

#### Focus

- ▶ Undertake impact assessments of selected trial interventions

#### Research questions

- ▶ What on-farm, post-harvest, marketing and processing innovations are likely to generate the most significant impacts to reduce losses, increase productivity and quality outputs that will improve returns directly related to smallholder incomes?
- ▶ What innovations have the most cost-effective and positive impacts on productivity, losses, quality and harvest timing, leading to improved price and farmer incomes?

# Achievement

- ▶ Completion of Qualitative Impact Assessment micro-credential course
- ▶ Three checklists for three intervention impact assessments (sap burn, fertilizing and flowering) and translated into Vietnamese.
- ▶ Fieldtrip with SIAEP for sap-burn experiment in Dong Thap province.
- ▶ Literature review on lessons learned from technical interventions.





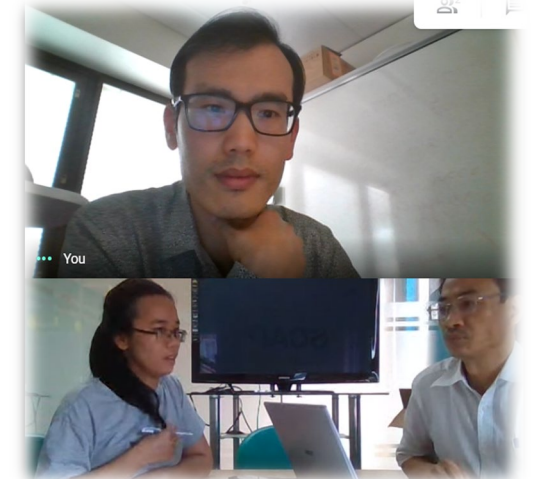
# Capacity Building

- ▶ Skill development in research design, implementation and analysis
- ▶ Research collaboration with SIEAP and SOFRI
- ▶ Micro-credential course on Qualitative Impact Assessment completion for three team members of SCAP



## Team members:

- ▶ Alec Zuo
- ▶ Quang Hoang
- ▶ Hoang Dinh
- ▶ Dieu Pham
- ▶ Nhung Le
- ▶ Thuong Truong



# Lesson learned

## What worked well:

- ▶ Online course, team members learnt methods & process to undertake impact assessments
- ▶ Intervention collaborators research team & farmers, chain stakeholders - committed & enthusiastic.



## What could be changed or improved next time:

- ▶ Delay due to Covid-19
- ▶ Team planning & field trips flexible to ensure timely implementation.
- ▶ Financial reimbursement for farmers to be considered for each study.
- ▶ Research team to consider planning for experiments in a timely manner.

# Pathway to completion

## July 2021 to March 2022

- ▶ Southern Vietnam experiencing third wave of COVID-19 at present
- ▶ Interviews to be completed when field work is accessible
- ▶ Activity output will be presented in the annual workshop in November 2021.

## Future Opportunities

- ▶ Current impact assessment - farm-gate & local buyer levels.
- ▶ There is a need to understand the buying propensity of supply chain intermediaries for higher-priced quality mangoes
- ▶ A deeper study to understand consumer preferences for treated mangoes is needed
- ▶ Technical studies are needed to understand – loss in transport & storage, shelf-life & retail acceptance
- ▶ Demand for Taiwanese & Australian mango varieties is increasing in Vietnam  
What is not known is the technical, economic & consumer evaluations of these varieties.