



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

**Mid Term Review
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Title: **Linkage Building and Pathways Forward**

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Implementing Agency

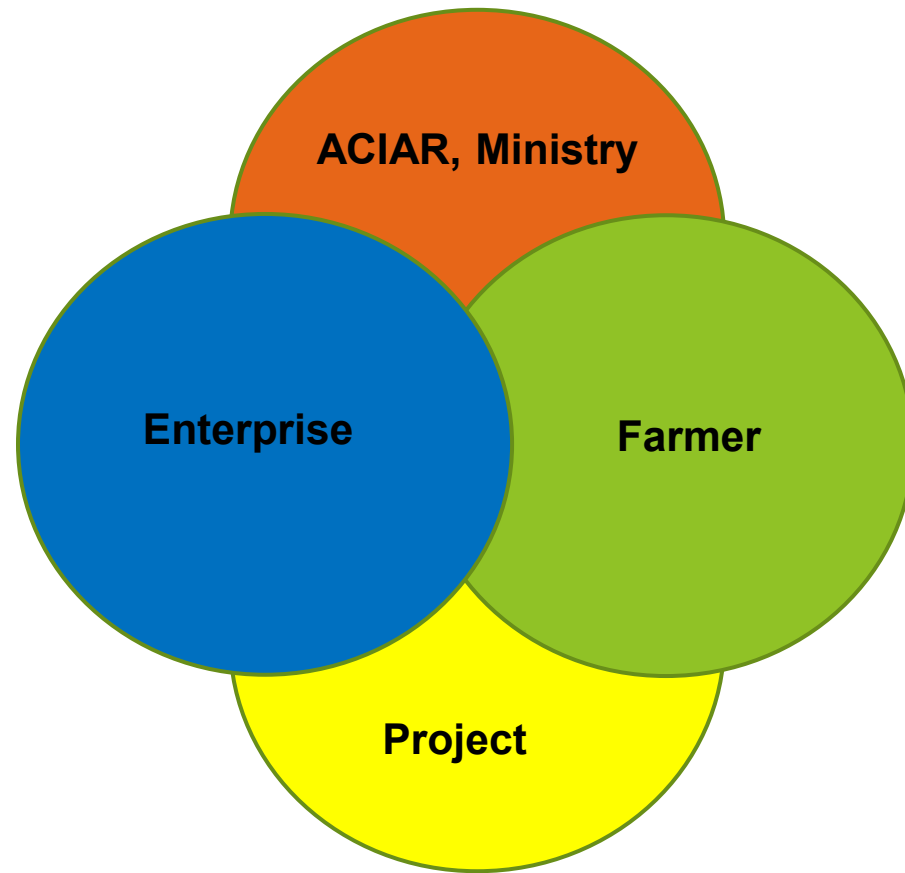


Funding Agency



Australian Government
Australian Centre for
International Agricultural Research

What we have learnt



Why it is important

- ▶ 4-party farming cooperative model
- ▶ Bridging farmers/cooperatives to markets
- ▶ Value chain stakeholder linkages
- ▶ Agrobusiness and Service providers
- ▶ Research institution linkages

How this links to our project

- ▶ Participation & interaction of value chain stakeholders provided current value chains for fresh & processed mango from Dong Thap & Tien Giang to HCMC & Hanoi
- ▶ The linkages provide opportunities for chain innovations & the assessment of the technical, financial & socio-economic impacts of the project
- ▶ Collaboration of public & private investment with market opportunities, increases the throughput & profitability of mango production & supply chain systems
- ▶ Project researchers will work closely with farmers and agribusinesses for prioritisation, validation & promotion of products, market linkages, quality management & developing business models
- ▶ SOFRI, SIAEP, SCAP & lead researchers conducted specific training on-farm & within the chain with hands-on approach from key stakeholders & supporting material have been developed
- ▶ In conjunction with local research partners, produce tailored & specific training material to support wider industry adoption
- ▶ Mango processors created improved access to mango processing chains in southern Vietnam
- ▶ In conjunction with key extension staff, research institutions can implement training & information exchange to benefit the wider industry

