



BA VI MILK JOINT STOCK COMPANY PROMOTE LOCAL STRENGTHS FOR DEVELOPMENT

Ba Vi Milk JSC was established in 2009, the head office and factory are located in Hoa Trung village, Van Hoa commune, Ba Vi district, Hanoi. The company is considered as one of the prestigious dairy brands in Vietnam.



Take advantage of local raw materials

The foothills of Ba Vi mountain is endowed by nature with a specific climate like temperate areas, ideal air temperature and humidity to create large grass fields, with good grass varieties, high yield, and very nutritious. This is the main source of food, green and clean, to form and develop traditional dairy farming for generations here.

Promoting the strength of abundant raw materials and nearly 100 years of experience in traditional dairy farming, since 2009, Ba Vi Milk JSC - Headquartered at Hoa Trung village, Van Hoa commune, Ba Vi District has implemented main activities including developing cow herds, purchasing milk from livestock farmers, processing dairy products. Up to now, Ba Vi Milk JSC has created many product lines made from locally available fresh milk materials.

Ba Vi Milk JSC. is always concerned about the construction and development of raw material areas, by directly acting as a guarantor for farmer households to borrow money without interest to expand the livestock model, organize trainings, build model dairy farming households, ensure linkages with dairy farming at a beneficial price to livestock farmers. To ensure milk reaches standard quality, local cows are raised with proper techniques with adequate rations, proper feeding method, cows should be in good health condition, raised in clean and cool barns and applied the correct milk extraction techniques such as cleaning the milking machine, extracting all the milk, ensuring good



veterinary hygiene procedures.

Dairy processing system

According to Mr. Phan Sy Hung, Production Director of Ba Vi Milk JSC, “In Ba Vi, the cow farming industry plays a key role in the local economic development. In particular, dairy farming is developing constantly. Taking advantage of its strengths, Ba Vi Milk JSC. focuses on promoting the breeding,

purchasing and processing of pasteurized fresh milk products, including pasteurized fresh milk and eating yogurt.

Products always meet the most stringent hygiene standards

With the desire to bring consumers the pure essence of nature in each product, in production activities, Ba Vi Milk always puts product quality on the top. The production line system is modernly invested following European standards such as Sweden, Denmark, Italy, along with an advanced auxiliary equipment system from the US and Japan. Ba Vi Milk ensures that the quality, food safety and hygiene, water, gas, environmental temperature, and waste conditions are strictly controlled. Production activities in the company are managed according to a closed production process, with a standard quality management system, from selection and inspection of input materials stages until delivery to the distributor.

Milk, after being purchased, is stored at a temperature of 2-40C, transported by a specialized tank truck to the factory, then continuously be tested to ensure qualified parameters before being put into the production line and processed within the same day, ensuring the freshness of the milk.

Currently, Ba Vi Milk JSC. is producing about 35 different types of products, categorized in different main product lines, including: Ba Vi pasteurized cow/goat fresh milk, Ba Vi sterilized fresh milk, flavoured yogurt blisters; cow/goat yogurt cup, sticky rice yogurt cup; flavored drinking bottled yogurt, flan and assorted milk cakes. The company's products are manufactured and managed to meet the

most stringent food safety and hygiene standards. The entire operating system is implemented according to ISO: 2000-2018.



Some products present at the supermarkets

Focus on sustainable development

According to a representative, the company has acted as a guarantor and provided loan support to help livestock farmers expand and develop their cow herds. Starting as a pioneer, the company has now developed a stable raw material area, especially in 3 key communes: Van Hoa, Yen Bai, Tan Linh and received support from farmers.

The company also cooperates with Ba Vi Cow and Grassland Research Center, Son Tay Goat and Rabbit Research Center and Hanoi Agricultural Development Center to maintain training activities for farmers, thereby has helped livestock farmers continuously update new technical advances in order to constantly



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improve milk yield and quality. The company regularly organizes visits to the chain model to better understand the company's production process to ensure food safety and hygiene. In addition, the company has invested more than VND 200 billion on additional modern machinery and equipment lines imported from abroad and put into production, in order to diversify products and meet market demand in a timely manner.

Up to now, Ba Vi Milk JSC has a total of 70 distributors in 70 provinces and cities, signed direct contracts with 1,200 stores of Winmart, Aeon, Lan Chi Mart, 300 schools in Hanoi, kitchens in the industrial zone, and about 350 shops on tourist routes.

Create true value in each product

Creating true value in each product, Ba Vi Milk is proud to bring consumers nutritious, healthy and trusted products.



After 9 years of operation, the average sales of the company doubled each year. For 5 years in a row, the products under Ba Vi brand name

were selected as a High Quality Vietnamese Goods;

In 2009, Ba Vi Milk JSC was awarded the gold cup of famous brands by the Vietnam Union of Science and Technology Associations in the coastal area of the Northern Delta;

In 2012, the company was awarded Certificate of Merit by the Ministry of Agriculture and Rural Development;

In 2013, Ba Vi Milk was awarded the certificate of outstanding agricultural product by the Central Executive Committee of the Vietnam Farmers' Association; The Company's pasteurized fresh milk is certified as one of the 10 most popular beverage brands;

Ba Vi yogurt was certified as an outstanding rural industrial product in the North in 2014 and at the national level in 2015.

Also in 2015, Ba Vi Milk was honored to receive the Prestige brand according to the German and French international assessment and certification indexes. Such achievements are firm foundation for the company to continue striving to expand production.

On the journey of development and cooperation, Ba Vi Milk Joint Stock Company has been contributing to promoting the development of high-tech agriculture, linking the processing industry, producing valuable dairy products that create the pride of the Tan Vien mountain.

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DACE DEVELOPING AGRICULTURE AND CONSULTING ENVIRONMENT CO., LTD (DACE CO.,LTD) BRINGING VIETNAMESE SPICES TO CONQUER THE WORLD TABLES

On 9 September 2013, Developing Agriculture and Consulting Environment Co., Ltd (DACE CO.,LTD) was founded by two co-founders who graduated from Vietnam National University of Agriculture I. DACE is a company specializing in the production of organic spices.

As a new member, DACE has always actively participated in the Association's activities, although small in size, yet with good skills, good attitude, prestige, dynamism and kindness, DACE has become a reputable supplier to Korean, Japanese, European and American markets.



DACE's products

The main growth area for the company's products is located in Cao Bang province with an available acreage of over 300 hectares. Here DACE cooperates with local farmers and with the support of local authorities, the company invests in building the agricultural value chain of organic spices and

has been certified organic by Europe, America and Japan.

Thanks to the development of raw material areas and a system of production plants that meet HACCP standards, DACE's products are not only of high value but are also strictly quality controlled, contributing to the realization of the mission "Bringing Vietnamese spices to conquer the world's dining table".



DACE's booth on the first day of White Label EXPO 2022 in the UK

In its almost 10 year journey of establishment and development, DACE has not only expanded in scale and product range, but also brought multiple benefits for the community and the environment. And so, DACE has been highly appreciated by the Association for our social impacts on domestic organic production.

1. Social Impact: DACE is a company that does business with low-income people. DACE's business model is people-centered, the company's values and interests will be shared in the most equitable way.

2. Poverty reduction: DACE is currently linking the production of 300 hectares of organic spices with



more than 3000 ethnic minority households (H'Mong, Tay, and Nung people) in remote areas. In 5 years of association, the

income of people participating in the linkage model was 6 times higher than previously, the number of poor households decreased from 96% in 2016 to 65% in 2020.

3. Education quality: DACE regularly organizes humanity activities to donate shoes for 100% of primary school children and warm clothes for preschool children to encourage their schooling.



4. Gender equality and empowerment: In 2020, DACE signed a cooperation agreement with the District Women's Union in propagating and training on organic agricultural production for women in the villages. Accordingly, 458 meetings/training sessions for women on production planning and organic production

knowledge were conducted.

5. Hygiene - environment: 100% of village roads and lanes are cleaned, 78% of households compost manure, which helps to reduce environmental pollution and bad odors. The production of organic agricultural products also requires all participating households not to use chemicals, which helps to reduce adverse impacts on the air, soil, micro-organisms and help the ecosystem develop in a natural and sustainable way.

6. Sustainable, comprehensive and continuous economic growth: In 2018, DACE signed a cooperation agreement with Ha Quang District People's Committee on the planning of organic agricultural areas in Ha Quang district with its own mechanisms. This is Vietnam's first organic agricultural production area planning model, with the goal of planning 500 hectares of organic



production area by 2025.

7. Climate change response/adaptation: DACE has started its cooperation with Vietnam Academy of Sciences.

8. Sustainable production and consumption: Organic farming on DACE's farm is based on traditional methods, combined with research on biotechnology, applying microbiological technology to increase productivity and protect plants in raw material areas.



The joy of harvesting in DACE's raw material fields

9. Forest protection and development, biodiversity conservation: Thanks to the cooperation and linkage in organic spice production with DACE, 56% of households in Luc Khu, Ha Quang district have focused on producing

spices, not relying on forests, nor damaging the forest ecosystem by acts of burning forests, collecting forest products or catching wild animals. In addition, the development of indigenous spices such as ginger, turmeric, chili, garlic, and lemongrass helps to preserve indigenous varieties, which are of high quality and highly appreciated by international customers.

10. Strengthening implementation methods and promoting global partnerships for sustainable development: With the transformation of cooperation and business, DACE has acted as a bridge for many large customers, research organizations, and NGOs to visit, research, and support people and localities in building an effective linkage model for organic agricultural production.

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GENXANH ORGANIC VEGETABLE FARM THE AMBITION TO MAKE CLEAN AGRICULTURE OF A PHD COUPLE

Starting from a group of agricultural engineers who are passionate about growing vegetables, GenXanh is committed to providing the community with safe and quality products. After several initial difficulties, the farm is now a supplying point of organic vegetables to various retail customers, restaurants and mini supermarkets in Hanoi.

Mr. Chinh (born in 1982) has a PhD in biology in Japan and Mrs. Duyen (born in 1983) holds a master's degree in agriculture in Australia. After years of cherishing the desire to build a scaled farm of organic vegetables, in 2019, starting from a wasteland, Mr. Chinh and Mrs. Duyen and 2 of their colleagues, who are also agricultural engineers, reclaimed and started greening the land with various vegetables. At first, the work encountered many difficulties such as unfavorable weather, epidemics, causing several obstacles to their lives.



Mr. Chinh and his wife at GenXanh farm

Mrs. Duyen said that when she decided to do agriculture, she had to do it for prestige and quality, especially for organic vegetables, which can be done on a large scale yet still bring high yield.

She admits that if organic vegetables are produced on a small scale, the yield will be low and the cost will be high. When starting the work, she realized that there were still hundreds of things to worry about, from hiring workers, buying machinery, renovating the land... which all had to be in the right standard, on the right schedule. "For others, the amount of investment capital to this project may not be huge, but for us, it is a fortune. Land lease contracts with local people must be paid in advance, then we had to buy a lawnmower, build a house, implement power supply and water system... By that time, after office hours, we in turn went to the farm to work with the workers. Not until April 2021, we started growing seasonal vegetables", shared Mrs. Duyen.



Mr. Chinh inspects seedlings at Gen Xanh farm

Mr. Chinh added, currently, vegetables are not enough to sell to customers. On average, each month, they sell 4-5 tons of vegetables of more than 100 different types, such as cabbage, kohlrabi, carrots, red beets, other types of spinach, lettuce



In addition, the farm also sells seedlings that meet the criteria of "clean vegetables at home" to households.

Although the income is only enough to cover living costs, for them, it is also a happiness, as it helps them pursue their passions, desires and do what they had studied abroad, applying to the domestic agricultural economy. And moreover, the couple and their son may live and enjoy the fresh air of the countryside.



Mrs. Duyen also said that farmers' thinking in the past was always tied to nitrogen, phosphorus and potassium. Some people are passionate about organic farming but persuading others to trust and accept organic vegetables is not easy. They want to change this mindset in their own project, always open the farm door for customers to visit, learn about the origin of vegetables so that others can trust and use. Gen Xanh always makes sure to provide clean vegetables produced according to Organic standards, ensuring "5 No":

- + No chemical pesticides;
- + No chemical fertilizers;
- + No herbicides;
- + No stimulants, growth regulators;
- + No GMO seeds.

Not only bringing income for themselves, helping people have access to clean vegetables, Mr. Chinh and Mrs. Duyen also create regular jobs for nearly a dozen of workers with stable income. Gen Xanh is also a place to inspire and impart experiences on organic agriculture, through the agriculturist network of Australian alumni in Vietnam.



Mr. Chinh's development orientation of organic vegetable growing in the coming time has also been specifically planned. "Currently, Gen Xanh's organic vegetable production is not sufficient to supply to customers. This year, we are trying to expand the vegetable growing area by 3-4ha. We are also considering linking with organic vegetable farmers. Accordingly, we shall provide input materials, technical guidance, quality supervision and product consumption assurance, combined with building a larger consumption chain. Currently, Gen Xanh is working with a number of partners to bring spices such as organic perilla for export to Japan and Europe".



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HAT DUONG WORLD HANUTI JSC. Joining hands to create people's livelihood

Hanuti was founded with the mission of becoming a “Pioneer to build nut world and nutrition nut ecosystem; Spread the lifestyle: live with quality, healthy, beautifully, happily, civilly and”.

The passion of an agricultural engineer

Starting as an agricultural enthusiast, graduated from Vietnam National University of Agriculture 1, majoring in Agricultural economics, Mr. Lai Ngoc Thanh – Hanuti’s CEO has always kept in his mind the passion and aspiration to create an agricultural product brand that reaches out to the world.

During his time working at domestic and foreign projects, Mr. Thanh realized that: “Even when people have access to funding sources to support nuts and fertilizers to implement livelihood models, they still may not have a sustainable livelihood because there is no stable output. Received capital support, scientific and technical advice in production, yet people still need the participation of businesses to be able to consume products. Therefore, I decided to establish Hat Duong World JSC with the goal of building strong agricultural and food brands to be able to link and consume agricultural products for the people.”

In addition to the goal of building sustainable livelihoods for people in raw material areas, Hanuti has been creating jobs for female workers at Hanuti food processing workshops in Yen Ha village, Hai Boi commune, Dong Anh district with a stable income. 90% of the workforce in Hanuti are women in the ages of 45 and 50.



Similarly, Mr. Bach Thai Khoa - 38 years old - Workshop manager shared: “Being accepted to work at Hanuti, I was so happy because not only I have a stable income, but I also can be close to my family and be guaranteed other benefits such as insurance, travel...”



According to Mr. Lai Ngoc Thanh: “Since established, we have built a workshop in Dong Anh district and have attracted a large local workforce, mostly women, with a salary of 4 to 6 million VND/person/month. We always want to expand our business so that Hanuti can generate more jobs, increase income and stabilize the life of local workers, especially female workers.”

Creating a sustainable link chain

Hanuti was founded with the mission of becoming. The company has built a link chain starting with the cooperation with ethnic minority households in the Luc Khu area of Ha Quang district, Cao Bang province, controlling the organic nut material area including crops such as peanuts, soybeans, black beans, green beans,



glutinous corn, white sesame and black sesame.

At the same time, Hanuti has also developed organic-oriented material areas in some provinces and cities such as Hanoi, Thai Binh and Dien Bien. Hanuti's products are manufactured from organic or safety materials to ensure food safety and hygiene, without using herbicides, pesticides and chemical fertilizers in the farming process.

In addition to producing natural fruit syrups named Giot Lanh without using preservatives, colorants or flavor enhancers, Hanuti is focusing on developing nutritional products from nuts under the brand name Hat Duong from native, non-GMO certified organic nuts in EU, USA

(NOP/USDA) and Japan (JAS) combined with high quality imported nut sources.

Backed by Vietnam Organic Agriculture Association (VOAA) and the Project of Promoting the supply and demand of eco-fair agri-food processing products in Viet Nam (Eco-fair project) in obtaining organic certification, along with best efforts, combined with production know-how, advanced production technology, Hanuti is confidently developing products in the domestic market and coordinating with partners to prepare deliberate steps to export products to high-end markets such as Europe, Japan, and the US.



One of the product lines of Hanuti JSC

The transition from chemical-intensive farming to organic farming is a long and arduous journey. However, with kindness, enthusiasm, the love for agriculture, and consideration for the health of workers and customers, Hanuti has been taking the initial stable steps, placing a firm foundation for changes and acceleration in the future.

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HON DAT AGRICULTURE COMPANY LIMITED Predestined with a farming career and a chain of clean food stores

With a sincere heart and experience in agriculture, Mr. Tran Manh Chien, director of Hon Dat Agriculture Co. Ltd, the founder of Bac Tom brand, has not only succeeded with Bac Tom's clean food chain but also spread the value of these food products to customers and farmers.



At Bac Tom's store, customers can choose from a full range of safe and nutritious products for family meals. Bac Tom commits:

- (1) Ensuring traceability of each product from the garden;
- (2) Field experts in the area to supervise the vegetable production process;
- (3) A specialized agricultural engineer to oversee the Southern fruit region;
- (4) A quality controller to irregularly and periodically inspect the products;
- (5) Commitment to take back and change the products if the customer is not satisfied.

As the leader and founder of the famous Bac Tom store chain, Mr. Tran Manh Chien, however, does not look like a CEO. If not introduced,



Owner of Hon Dat Agriculture Co. Ltd, founder of Bac Tom stores chain - Mr. Tran Manh Chien

perhaps no one would think that the plain, sincere, and “farmerr-like” man is operating one of the largest, leading clean food chain in Hanoi.

Born in 1974 in Nam Dan district, Nghe An province, Mr. Chien decided to return to his home country to work as an agricultural expert and a project consultant for NGOs after graduating with a master's degree in agricultural management from the Larenstein University (Netherlands). It seems that this contact has filled Chien's love for farming, as well as brought him business opportunities.



The story of Bac Tom's clean food chain

After nearly 20 years in the consulting role, with a passion for natural agriculture, and clearly realizing the inadequacies in the clean food industry, Mr. Tran Manh Chien decided to step out to build the first store at No. 6, Nguyen Cong Tru street in 2010, laid the first brick for Bac Tom's Clean Food Store.



Since then, Bac Tom's brand has been constantly expanded, both in terms of scale and product diversity.

The leader of Bac Tom said that the emergence of this clean food chain also originated from the market's demand, and the awareness about the great influence of food on health.

Recalling the first days, Mr. Chien thoughtfully shared: "In the first 6 months, the store suffered constant losses. We took a lot of



efforts to talk directly with customers, to educate them about the work we are doing to survive, to supply clean food for them. Moreover, Bac Tom also invested in organizing tours and invited customers to the farm on weekends". The good thing is that after 6 months of hard-working and struggling, Bac Tom gradually gained the trust of customers and started to make profits.

Sharing about the early days of the business, Mr. Chien said that his family was not supportive: "In the beginning, when there was no profit, I spent my own money, but when I expanded the business, I couldn't do that anymore, I had to call for cooperation. When there were signs of success, colleagues are happy to contribute, participate as shareholders, share risks and profits because I myself could not handle it".

Up to now, Bac Tom has built a chain of 18 standard stores, spread throughout Hanoi's inner districts.

The connection with farmers is a factor that helps Bac Tom get clean and fresh foods, but that connection is not natural. Love and trust were built up thanks to Mr. Chien's efforts and sincere heart.



The long journey ahead

Sharing about Bac Tom's road ahead, Mr. Chien's eyes shone with pride and hope. He said that Bac Tom in the near future will increase the application of technology in production and help people to more closely monitor the production process. In addition, the store chain will diversify products, aiming for products that are not only more special but also have better nutrition quality. The special thing is that in the coming time, Bac Tom will bring more convenient and



closer to the dining table products to customers. Currently, Hon Dat Agriculture Co.,Ltd, - Bac Tom is accompanying the Eco Fair project to register for the Fairtrade certificate of the WFTO organization. Furthermore, Bac Tom also clearly understands that raising consumers' awareness of supporting clean products and eco-fair products is also very important, thus Bac Tom has enhance communication to customers, added more posters and leaflets about sustainable consumption, therefore they can understand better, and the support will surely increase. Commenting on the clean food market in the near future, Mr. Chien "believes in strong development".

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PHAN NGUYEN EXPORT IMPORT AND TRADING INVESTMENT CO., LTD

GRASP THE MARKET TO DEVELOP STRONGLY IN THE TIME OF THE COVID-19 PANDEMIC

Established in October 2015, Phan Nguyen operates in the field of import, export and distribution of FMCG products of prestigious brands in the world and Vietnam. Phan Nguyen's strengths are natural and organic products, good for consumers' health and safe for the environment.



With a young, dynamic and enthusiastic staff, after only 3 years of operation, Phan Nguyen has officially become a leading company in the field of importing and distributing organic consumer products in Vietnam market.

Phan Nguyen is currently distributing nearly 30 famous organic brands in the world and Vietnam, nearly 1000 products in the food and chemical cosmetics industry. The products distributed by Phan Nguyen have been present in supermarkets, and large clean food chains such as: AEON Mall, Lotte, Emart, Intimex, ... with more than 1,000 points of sale nationwide.

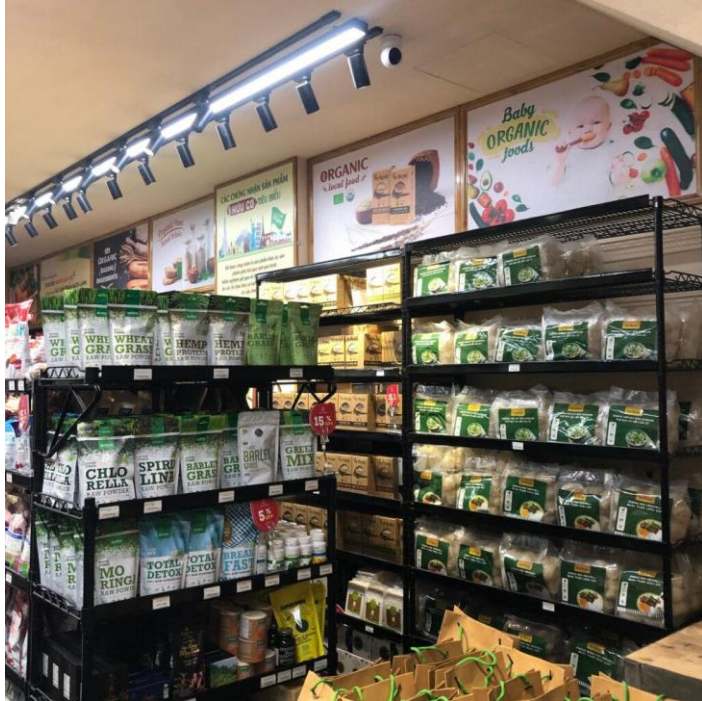
Phan Nguyen wishes to bring the best organic products in the world and Vietnam to serve the needs of households in Vietnam, to contribute to improving the health of consumers, all for the health of Vietnamese consumers. Phan Nguyen is constantly seeking and negotiating, cooperating with new organic brands, ensuring the best source of organic products to consumers, and constantly improving the quality of customer service, bringing the best experience to customers and partners.



Phan Nguyen's business philosophy is: "Doing business to serve the society". Through communication activities, Phan Nguyen directs consumers to a sustainable green lifestyle with good humanistic values, contributing to educate people to protect the living environment by specific actions such as:



propagating green knowledge on social networks and groups, good tips for green consumption, greening program of organic products, accompanying Vietnamese organic agricultural products...



The two years of the pandemic witnessed a breakthrough growth rate of Phan Nguyen, year on year growth rates were 91% (2020) and 154.5% (2021), respectively. The Covid pandemic is a big push for consumers in Vietnam and the world to change their perception of health care for themselves and their families. Consumers are increasingly concerned about the origin of products, the demand for organic products is therefore also increasing.

In addition, Phan Nguyen has also constantly tried and put efforts to bring consumers in Vietnam the best products, diversify traditional sales and e-commerce channels, create favorable conditions for consumers to access organic products in the

easiest, rapid and convenient manner.

In 2018, Phan Nguyen became an official member of Vietnam Organic Agriculture Association (VOAA). When distributing famous organic brands in the world, Phan Nguyen realized that Vietnam has several brands of organic agricultural products, but they are only distributed in the international market and are not well known in the domestically. While the demand for organic products of Vietnamese people is increasing day by day. Therefore, Phan Nguyen is very eager to be able to cooperate with different Vietnamese organic brands and help the brands to be distributed and become more recognizable in their own country.



Joining VOAA is an opportunity for Phan Nguyen to meet and cooperate with enterprises that are trading and producing organic agricultural products, to work together to bring Vietnamese organic agricultural products closer to Vietnamese consumers. At the same time, through communication activities and nationwide distribution channels, Phan Nguyen can raise awareness among Vietnamese about the consumption of healthy organic foods.

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MINH PHU SEAFOOD GROUP JOINT STOCK COMPANY BUILDING A SUSTAINABLE, KIND ECO SYSTEM WITH RESPONSIBLE PRAWN VALUE CHAIN

As a member of Vietnam Organic Agriculture Association since 2018, Minh Phu has always actively participated and supported the Association's activities, with an interest in organic and social and environmental goals. What makes Minh Phu different is that the production of products is not only based on ordinary consumption, but also aims at historical and cultural values and sustainable development goals such as ensuring food safety, environmental protection, balancing social benefits, towards sustainable development goals, and taking care of animal welfare.

Aim to build a sustainable ecosystem

Minh Phu is known as one of the leading seafood corporations in Vietnam. Minh Phu's products are currently present in more than 50 countries and territories, with a turnover of over VND 10,000 billion per year.



After nearly 30 years of continuous development, up to now, Minh Phu Seafood Group has become a seafood corporation with a large seafood export turnover of the country, with regional and global scale. Minh Phu has not only built a nationwide consumption network but also expanded to major markets in the world such as the US, Canada, EU, Australia, etc.

On May 26, 2021 Vietnam Record Organization - VietKings officially recognized a record: Minh Phu Seafood Corporation JSC - The owner of the eco-organic Giant Tiger Prawn farming area in the largest Duoc (also named Rhizophora Apiculata) mangrove forest area in Vietnam (total area as of 2021 is 9,722 ha with 2,010 households).



On January 20, 2017, Minh Phu Seafood Corporation established Minh Phu Social Enterprise with social and environmental goals. Minh Phu social enterprise implemented projects to certify organic shrimp farming areas in mangrove forests in Ngoc Hien district, Ca Mau province in order to fulfill social responsibility, trace the product origin, sustainably develop livelihoods for prawn raising communities, raise awareness on environmental protection, protect and develop mangrove forests, purchase certified products, preserve and develop traditional forest prawn raising, promote the development of cultural values of prawn raising, develop brand image and enhance organic prawn as a specialty and high quality product, etc., contributing to the economic, cultural and social development of the locality.

The certifications that Minh Phu Seafood has achieved include EU ORGANIC, CANADA ORGANIC, SELVA SHRIMP, MANGROVES SHRIMP and SEAFOOD WATCH GREEN. This advantage has helped the company focus on technology investment, expand operations, improve product quality, enlarge market share, as well as strengthen its brand name in domestic and international markets.

To realize the goal of building a sustainable ecological system, Minh Phu has determined its core mission of constantly combining experience, creativity and responsibility throughout the entire end-to-end prawn production value chain, from the beginning until the end of the chain. Minh Phu's mission is to introduce the global market the tastiest, freshest and most nutritious Vietnamese prawn products; and bring satisfaction and best experience on the dining table, in each meal for consumers.



Responsible and End-to-end prawn value chain

Minh Phu Seafood Corporation is taking on the responsibility of including roughly 20,000 Vietnamese small-scale prawn farmers into a sustainable and traceable alliance (according to Maisie Ganzler, Forbes magazine - a media brand present in the US in 1917, a "biology" on successful business stories, big ideas that changed the world, outstanding entrepreneurs who

created the powerful American economy).

In 2021, Minh Phu had its first 500 farming households to meet the green standard - Best Choices of Seafood Watch, an organization authorized by the US Department of Commerce in inspecting, monitoring and evaluating seafood quality before exporting to the US. The green standard is the best choice rating, followed by yellow (a good choice) and finally is red (not an advisory choice), according to Seafood Watch's rating.



Although the trading of seafood products still suffered from the impacts of the COVID-19 pandemic, according to analysts, thanks to the push from the FTA, the shrimp industry is, however, forecasted to continue to grow strongly.

In 2022, the US is still the largest market for Vietnamese shrimp. According to VASEP, the Vietnam Association of Seafood Exporters and Producers, in February 2022, shrimp exports amounted to USD 237 million, an increase of 50% over the same period last year, bringing the value of shrimp exports in the first 2 months of 2022 to USD 550 million, an increase of 46% over the same period last year.

With the goal of building a sustainable, kind



ecosystem, over the years, Minh Phu has constantly strived to enhance its inner strength, expand cooperation with external partners, build an end-to-end value chain of prawn production, based on two main criteria:



- 1 - Not only bringing high economic efficiency; but also ensuring the harmonized benefits for all stakeholders.
- 2 - Each individual and unit in each production stage must clearly understand and have the highest responsibility for their work and products.

Therefore, Minh Phu's products not only meet the highest quality standards, but also bring synthesized values, added values to all stakeholders, marking Vietnam on the world map as a top quality shrimp supplier, making a difference that is not easy to replicate or compete.

Vietnam Organic Agriculture Association (VOAA) is very proud of the achievements and efforts of Minh Phu Seafood Corporation, hoping that Minh Phu's story will be a inspiration to motivate organic lovers and true organic producers to constantly put efforts for the sustainable development of the organic agriculture and the ecological environment.

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BAN LUONG COOPERATIVE

In 2020, giving up the position of director assistant in a consulting firm and a comfortable life in Hanoi, Ms. Ngo Thi Thanh Tam and her husband determined to return to their hometown - Bac Kan - a poor mountainous province in the Northeast to pursue their passion of sustainable agriculture. Together they established Ban Luong Cooperative, based in Ban Luong Hamlet, My Thanh Commune, Bach Thong District, Bac Kan Province.

Starting from raising chickens by natural methods, Ban Luong Cooperative successfully applied Indigenous Microorganism (IMO) and cinnamon to improve the chicken's immune system and general health. This idea won the third prize at the Rural Youth Creative Startup Project Contest 2020 organized by the Central Committee of the Ho Chi Minh Communist Youth Union.



Clean vegetable garden at Ban Luong cooperative

Cooperation between Ban Luong and Eco-Fair

1

The main objective of the Cooperative is to create a closed-loop material cycle in production, which generates the least amount of wastes. Moreover, Ban Luong Cooperative finds that the collaboration with Eco-Fair Project comes at a perfect timing to help define their own vision and mission, thereby contributing to the sustainable development of the local community as well as the Cooperative itself.

2

CCS has provided the Cooperative with technical solutions to take advantage of indigenous microorganisms, local biodiversity, and waste materials recycled to become the input for another production process, amongst other interventions. Altogether, the support from Eco-Fair project has helped reducing energy costs and input materials, while improving the quality of soil, water and air for sustainable agriculture.



Some vegetables are grown at Ban Luong

Ms Tam is collecting vegetables

Intervention activities from Eco-Fair

★ Center for Creativity and Sustainability Study and Consultancy (CCS) assisted the founders of Ban Luong to clearly identify the Cooperative's Mission and Vision.

★ An expert from CCS worked closely with the Cooperative to find a solution for using galangal residues – a large amount of solid waste from galangal processing. The Cooperative is advised to recycle this source of 'waste' as a substrate for black soldier fly (BSF) larvae – a source of livestock feed that is easy to raise and friendly to the environment.

★ In addition, the project also supported Ban Luong to build a model of closed-loop agricultural production by transferring new agricultural technologies from CCS. The most notable technology transferred is application of biochar in making the biological bed for the livestock, soil improvement and composting for organic farming



BSF larvae as a sustainable livestock feed ingredient



Biochar as a soil amendment enhances plant growth



An expert from CCS is transferring the composting with biochar

Results

- The interventions not only contribute to reduce the solid waste from galangal processing significantly, but also create a good source of high protein feed for chickens within the Cooperative's farm. Mixing 1 ton of galangal residues with pig manure and other by-products as the substrates produces about 100-120kg of BSF larvae as feed for the chickens at the farm. In addition, BSF excrement is a wonderful source of fertilizer for growing organic vegetables on the farm.
- The average yield of vegetables harvested on the soil improved by biochar and organic fertilizer is 2 kg per m², which partly increases the income of the Cooperative. The positive results from the Cooperation has successfully proved the feasibility of the circular agriculture model.

Upcoming plan

- CCS continues to support the Cooperative to apply volumetric biomass gasification (VCBG) – a renewable energy solution developed by CCS, to produce high quality biochar and heat for poultry especially in the winter time. Besides that, Ban Luong shall receive assistance to deploy a hybrid greenhouse solar dryer for deep processing of their products, which shall significantly bring much added value for the Cooperative.
- CCS will work with Cooperative to transfer and replicate these technologies to other facilities in Bac Kan province.

TOTA TOTASCIENCEANDTECHNOLOGYCO.,LTD
tốt từ tâm

Introduction

Up until three years ago, Mr. Le Ngoc Anh was still the director of a bank in Ho Chi Minh City. Tired of the stresses associated with living in a big city, he and his family had always desired to live closer to nature. So, they decided to leave the city and return to the Central Highlands where he built a farm to grow mushrooms as the main product.

This was to provide food for his family, create a source of clean food and sustainable employment for the local people, while supplying good product for supermarkets in other cities as well. After nearly three years of research and development, TOTA company has successfully grown a diversified variety of mushrooms in a sustainable manner.

His farm also grows organic vegetables and cultivates fruit trees in a 5ha area.



Mr. Ngoc Anh is introducing about mushroom farm



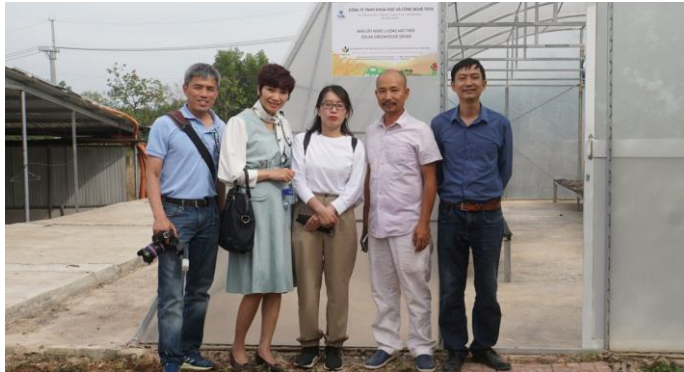
ToTa's mushroom and fruits

Cooperation between TOTA and Eco-Fair Project

- 1 When COVID19 pandemic broke out most heavily in Vietnam, the consumption of mushrooms decreased, leading to fresh mushrooms getting decayed very quickly if not used immediately or stored in cool temperature.
- 2 In addition to focusing on his mushroom products, Mr. Ngoc Anh is always thinking about how to improve the livelihoods and employment opportunities for his local community. His goal is to develop the community into a prosperous organic farming area where many valuable products from vegetables are grown. By doing so, local people can see the practical benefits of the model, then participate in educational visits to TOTA farm, exchange experiences and techniques and apply them to their own farms.
- 3 Mr. Ngoc Anh also wants the material cycle on his farm to be closed-loop, reducing the amount of solid waste discharged into the environment, while producing organic fertilizer sources for the farming.

Intervention activities from Eco-Fair Project

- ★ Under the guidance of technological experts from the co-implementer of Eco-Fair Project, TOTA company has successfully built a greenhouse solar dryer which are cost efficient, hygienic, and safe. Using this drying process, the fresh mushrooms are preserved to use for a long time while still retaining their taste and nutritional value.



The greenhouse solar dryer was built under technical support from CCS experts

- ★ TOTA company has worked with the technical staff of the co-implementer of Eco-Fair Project, to develop a process for composting of the mushroom residues. This process contributes to circulate the materials in the farm, reduce the amount of solid waste discharged into the environment, yet creating a rich source of organic fertilizer for farming activity.



Residue from oyster mushroom production is used to produce straw mushroom



Mesophilic composting



Residential stoves using VCBG technology

- ★ Mr. Ngoc Anh also became the local coordinator in Dak Lak and Dak Nong to transfer clean technology and support product innovation to clusters of businesses/households producing fruit products (e.g: oranges, tangerines, coconuts, pineapples, etc.), cashews, vegetables (e.g: peanuts, soybeans, potatoes, vegetables, etc.).



Vetiver grass is planted around the mushroom farm to prevent erosion and improve arid soil



Mesophilic composting to treat organic domestic waste

Results

+ Thanks to the greenhouse solar dryer, during the period of 2020 – 2022 the company produced averagely 33 tons of dried wood ear mushrooms per year to store and gradually supply to the market, while other facilities/companies are still heavily affected by COVID19 pandemic. The percentage of damaged products is negligible at less than 1%.

+ After 5 months of using the VCBG technology household stoves transferred by CCS, 120 kg biochar has been generated, 510 kg of solid waste has transformed into combustion fuel, leading to 300kg of CO₂ equivalent is reduced thanks to biochar. Thus, in a year, the company shall averagely generate 300kg of biochar for soil improvement, corresponding to reducing 770kg of CO₂ equivalent by burying the biochar into the soil.

+ An average of 120kg of organic domestic waste per month was treated by mesophilic composting, equivalent to treating nearly 3 tons of organic domestic waste in a year. These waste are turned into good organic fertilizer for farming activity.



Several mushrooms were produced in TOTA

Upcoming plan

+ In terms of technology: TOTA company continues to work with the co-implementer of Eco-Fair Project, to implement a heating/drying system using VCBG technology to power boilers. This technology is currently the used for their mushroom drying. While generating clean/green energy, biomass gasification technology also creates biochar as a byproduct that is effective in retaining, and even improving nutrients in the soil. The solution is also reducing the CO₂ emission thanks to fossil fuel (i.e. coal) replacement and biochar use.

+ Applying the organic farming technology package for planting vegetable and fruit trees on the farms located in Central Highlands with minimum total area of 100 hectares, then transferring to other partners and communities in the next 2 years.

+ Replicating VCBG and hybrid drying technology to at least 5 partners in the Central Highlands.

+ Applying for carbon trading certification from the reduced carbon thanks to organic farming techniques and green technology.

+ In terms of products: the company and project shall continue to develop new products from mushrooms, vegetables, fruits and cashews, for example production of concentrated fruit juices by low-temperature distillation technology, drying technology and other technologies, amongst others.

+ Promoting cooperation: Establish an e-commerce platform to promote sustainable production and consumption.

Organic Green

ORGANIC GREEN CLEAN FOOD JSC

PIONEER ON THE PATH OF BUILDING AN ORGANIC FOOD CHAIN

After 13 years of establishment and development, Organic Green is considered a pioneer in building a complete standard biological meat chain, from feeding, breeding to slaughter, and

After 13 years of ceaseless efforts and hardworking, in 2017, Organic Green Clean Food Joint Stock Company officially came into operation, meeting the general trend of society on the demand for safe food, thereby he officially pursued the cherished plan to spread organic agriculture to the community.



processing...

Spreading organic farming

Since his college years, Mr. Nguyen Van Chu - Chairman of the Board of Directors of Organic Green clean food chain has cherished the intention to build and develop a clean food brand, bringing safe and healthy food products to customers. In 2021, after graduating from Hanoi National Economics University, Mr. Chu applied to work at some animal feed processing companies to gain experience for himself. With intelligence and acumen, after only 3 years, he established Nam Thanh bran factory, the first foundation to help him pursue later successes.

Sharing about the journey to pursue a clean food chain that brings value to the community, Mr. Chu said: “Clean food is a difficult business. If you have just started the work and set a profit target in the immediate future, it is difficult to survive in this industry. Organic Green has cooperated with partners to standardize 5 stages from feed production, to breeding, slaughtering, processing and product distribution to form a professional closed food chain. Accordingly, organic food under Organic Green brand were introduced, including vacuum-packed deep-frozen pork and meat-based products, such as hotdogs, hams, smoked meats, etc.”

Mr. Chu and customers at a seminar



Organic food is still quite new, not yet widely known and its importance to human health is not fully understood.



Considered as a pioneer in the movement to pursue a clean food chain in Vietnam, the journey to bring Organic Green to the table of customers has encountered many difficulties. "As I observed, in each 100 people entered the food store, there is only 1 person decided to buy, the rest picked up the goods to see and then put them down again. The standardization of 5 stages to improve product quality, which means the product price will also increase by 100% compared to the market price, is the reason why customers have not accepted the product", said Mr. Chu.

Patiently pursuing clean meat production



According to Mr. Chu, in order to have delicious and quality animal and poultry meat products to supply to consumers, the company has associated with more than 300 pig, chicken and duck farms in Hanoi and other provinces. From this source, the company purchases pigs and chickens at associated farms, slaughters on European technology processing line to ensure food safety (the line is located in Van Phuc commune, Thanh Tri district). In order for consumers to know about the company's clean products, over the past time, with the support of the Hanoi Agricultural Development Center, the company has been in connection with different organizations, including: Hanoi Women's Union, Industry Trade Union of Agriculture and Rural Development... thereby helped consumers change their thinking in choosing and using safe food, cool meat, frozen meat.



Along with educating and raising consumers' awareness about using clean pork, cooled and frozen pork to ensure food safety, city and local authorities need to strictly handle unlicensed manual slaughterhouses, etc. In particular, it is necessary to strengthen solutions to strictly control the origin of slaughtered pork.

Mr. Chu said that the Strategy for Sustainable Agriculture and Rural Development in the 2021-2030 period, with a vision to 2050, is to set the foundation towards a sustainable agriculture and



create conditions for clean and safe production enterprises to dominate domestic and international markets. Completing the set targets, Vietnam will become one of the leading agricultural countries in the world with a modern, efficient and environmentally friendly agricultural processing industry. Sustainable development is considered an inevitable trend, a "guideline" for almost all industries, and agriculture is no exception. Among which, environmental factors play an important role. Understanding the above values, for the production of animal feed, Organic Green adopts a bio-organic production method, to make delicious and safe products; with output production of 1,000 tons/month, supplying to livestock farms of Hanoi and other provinces and cities nationwide.



PROJECT: "PROMOTION OF SUPPLY AND DEMAND OF ECO-FAIR AGRI-FOOD PROCESSING PRODUCTS IN VIETNAM"

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