Artemisinin in Vietnam 2010

1. Production
2. Trading
3. Prospective
4. Promote Intervention
5. Cooperation
1. Production

1. Low production: 5-7 tons
2. Extractors: 6 small ones
3. “Big” producers stay idle
4. Cultivation: 500-700ha
5. Yield: 3.5kg/ton (weather condition)
6. Leaves price: $1000-1300 /ton
7. Extraction cost: $250/ton
8. Needs managing and technology improvement
9. Efficiency is still low (under 50% recovery)
2. Trading

- Price: $320 - 430 /kg (in 6 month)
- Payment: L/C 90 days
- Quantity: 5 - 7 tons (?)
Comment

- Lack capital for investment
- L/C 90 days - pressure on extractors
- Not any market promotion
- Not an incentive business
- Risky development
- Only good farming can survive
3. Perspective

- **Low production**
  - Food price increase
  - Lack fund for investment
  - No incentive

- **Industry shrink**
  - Extractor move to other business
  - Farmer turn to other cash crops
  - Banks and investors reluctance
4. Intervention to promote

- **Have fund available (A2S2)**
  - Loan available with low or zero interest
  - Help extractors to know about the loan
  - Applicable supervision, disbursement and payback
  - Priority for farming

- **Improve market transparency**
  - Direct contact between extractor and API producer
  - Trading with L/C at sight
  - Association of Vietnamese extractors
  - Encourage information exchange
4. Intervention to promote (ctn)

- **Warming up the public sense**
  - Agent in Vietnam to promote the industry
  - Artemisinin Conference 2011 in Vietnam
  - Association of Extractors (Vietnam-China-Africa)

- **Help improve managing and technology**
  - Promote R&D to increase efficiency, safety
  - Apply advanced managing
  - Mechanize farming and processing
  - Improve documentary

- **Agent in Vietnam**
5. Cooperation

- **Local consultant**
  - Promote information exchange
  - Promote trading and business development
  - Improve management and quality assurance
  - Technology improvement
  - Volunteer for artemisinin association activities

- **Promote A2S2 in Vietnam**
  - Help extractor to apply for the loan
  - Match up extractor - API producer
  - Cooperate with local authority to secure farming lands
  - Cooperate with bank and partners for disbursement
Artemisinin in Vietnam 2010

1. Production
2. Trading
3. Prospective
4. Promote Intervention
5. Cooperation
Local Consultant

- Promote information exchange
- Promote trading and business development
- Improve management and quality assurance
- Volunteer for artemisinin association
- Help extractor to apply for the loan
- Match up extractor - API producer
Local Extractor

- Investment on Farming and Extraction
- R&D for efficiency (70% recovery)
- Quality Control
- Trading