

GLOBAL PIG MARKET

- Pork demand
- Pork production

- **FMD how to control**
- **Food Safety (TE-Food System)**

Vietnam

Cộng hòa Xã hội chủ nghĩa Việt Nam

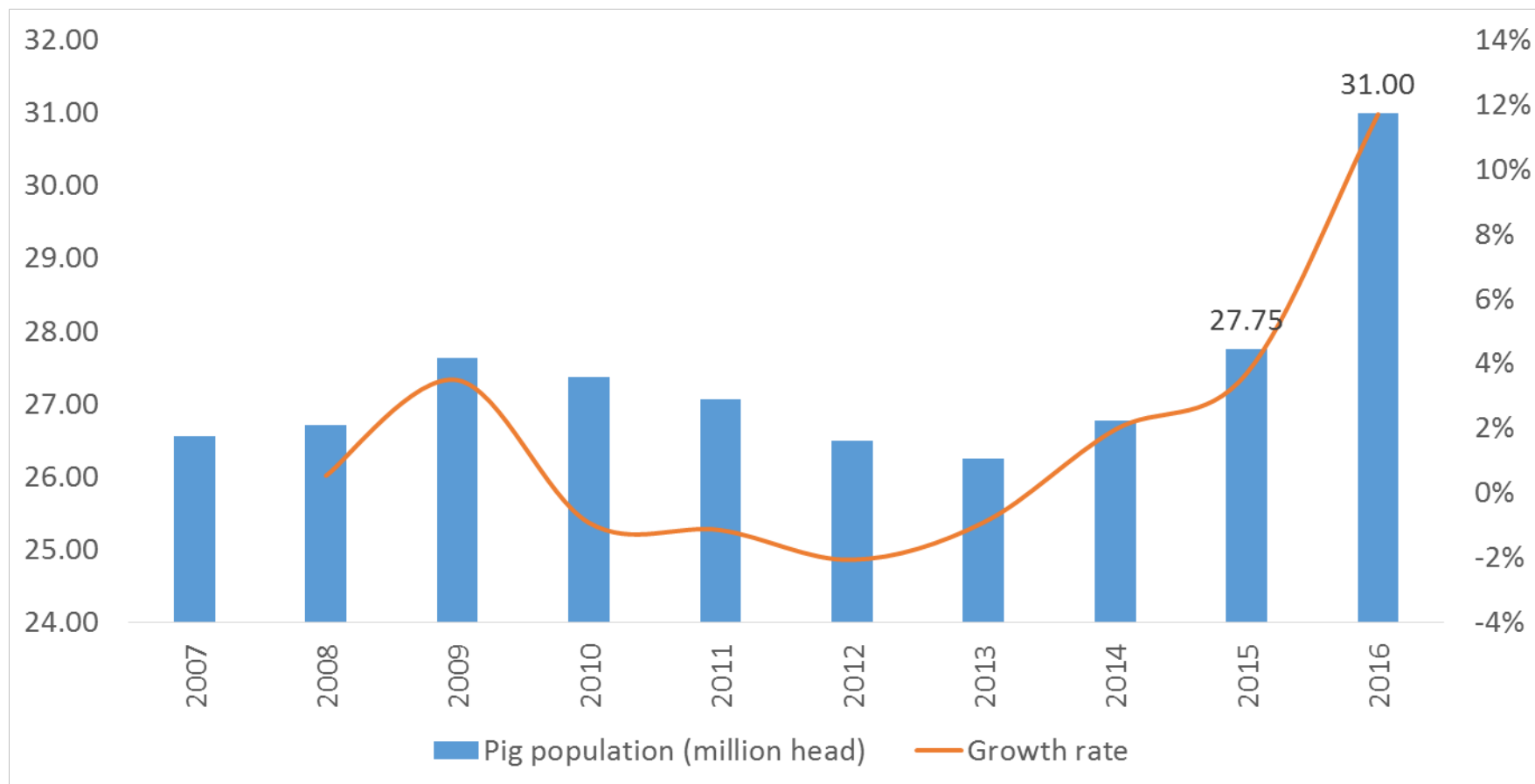


Vietnam General Outlook

- Population : 95 million in 2016
 - Urban 30%
 - Rural 70%
- Less than 25 years old 46%
- From 15-24 years old 20%
- Language : Vietnamese
- Currency : 1U\$ = 22,800 VND
- Capital : Hanoi (8 million)
- Business City : HCM city (10 million)
- Join WTO in 2006

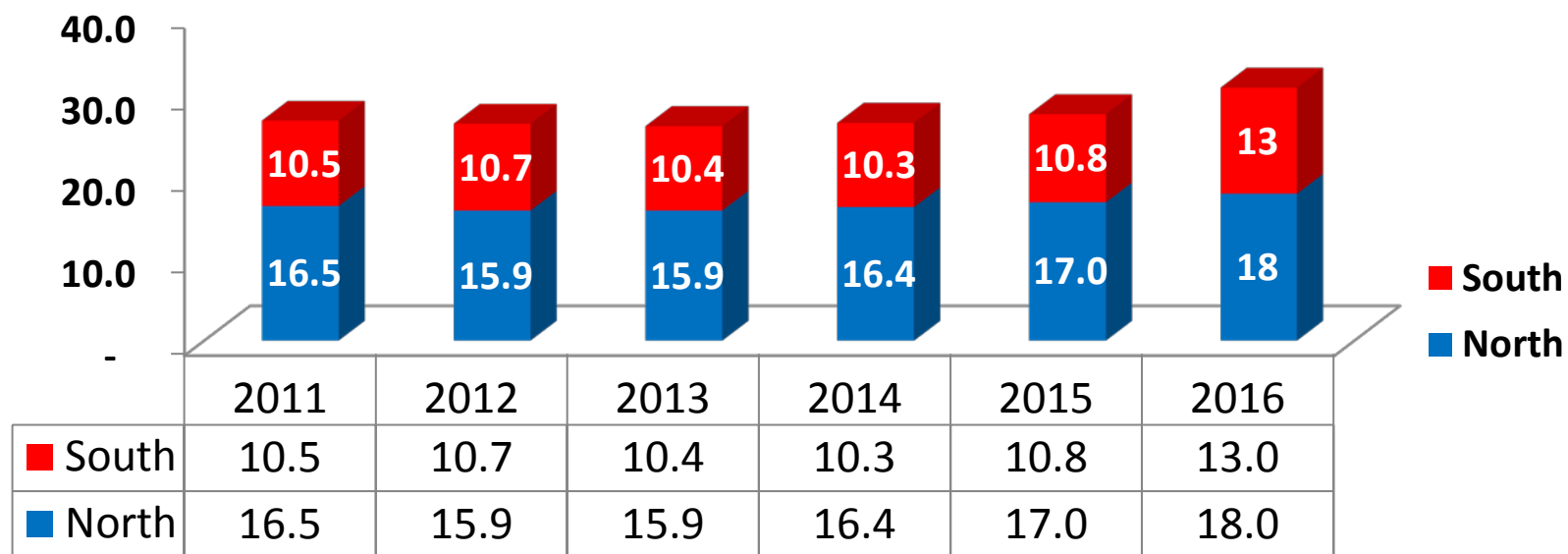
Livestock review - Pig

Pig population of Vietnam in 2007-2016, increased 12% compared to 2015.
(According MARD in October 2016, Vietnam has 29.1 million pig head in total)



Pig population from 2015-2016

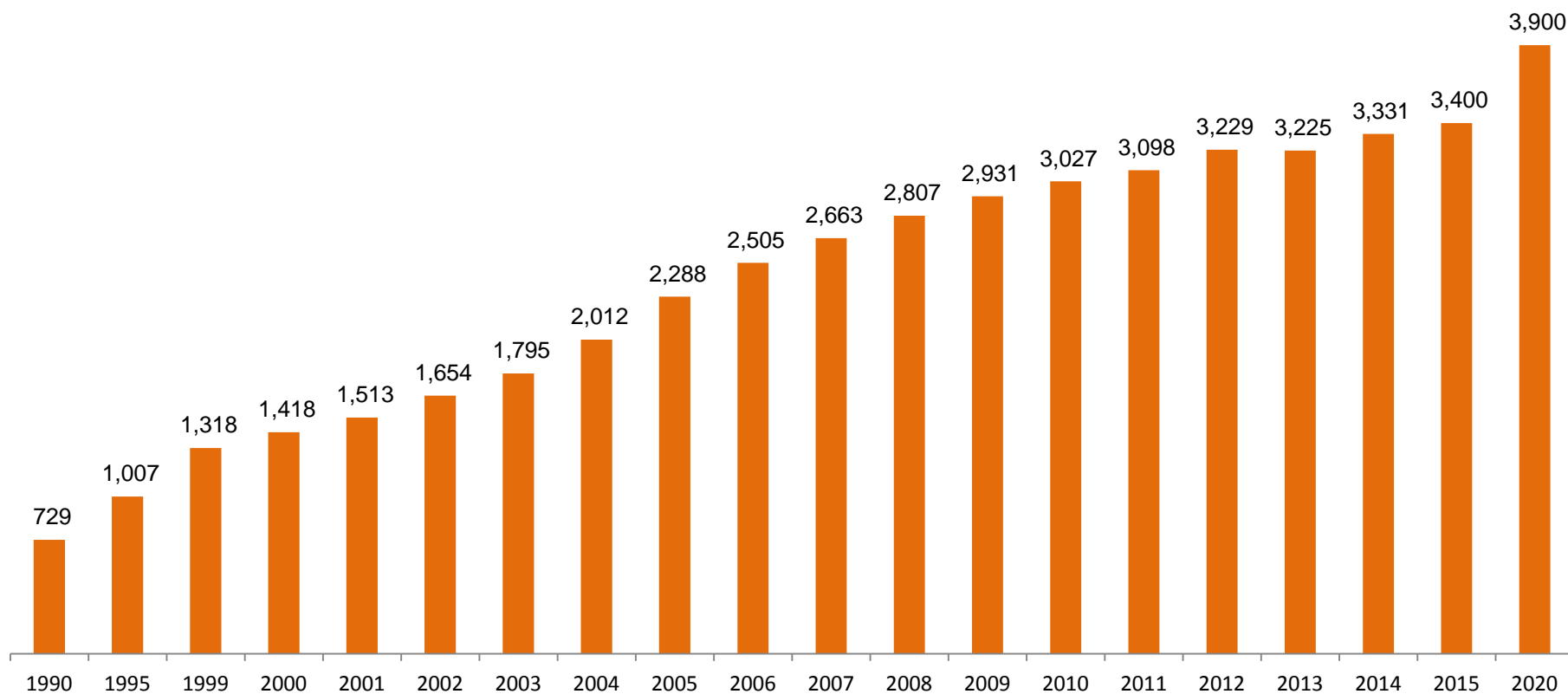
Unit: Mil



Data from department of Statistics, Ministry of agriculture

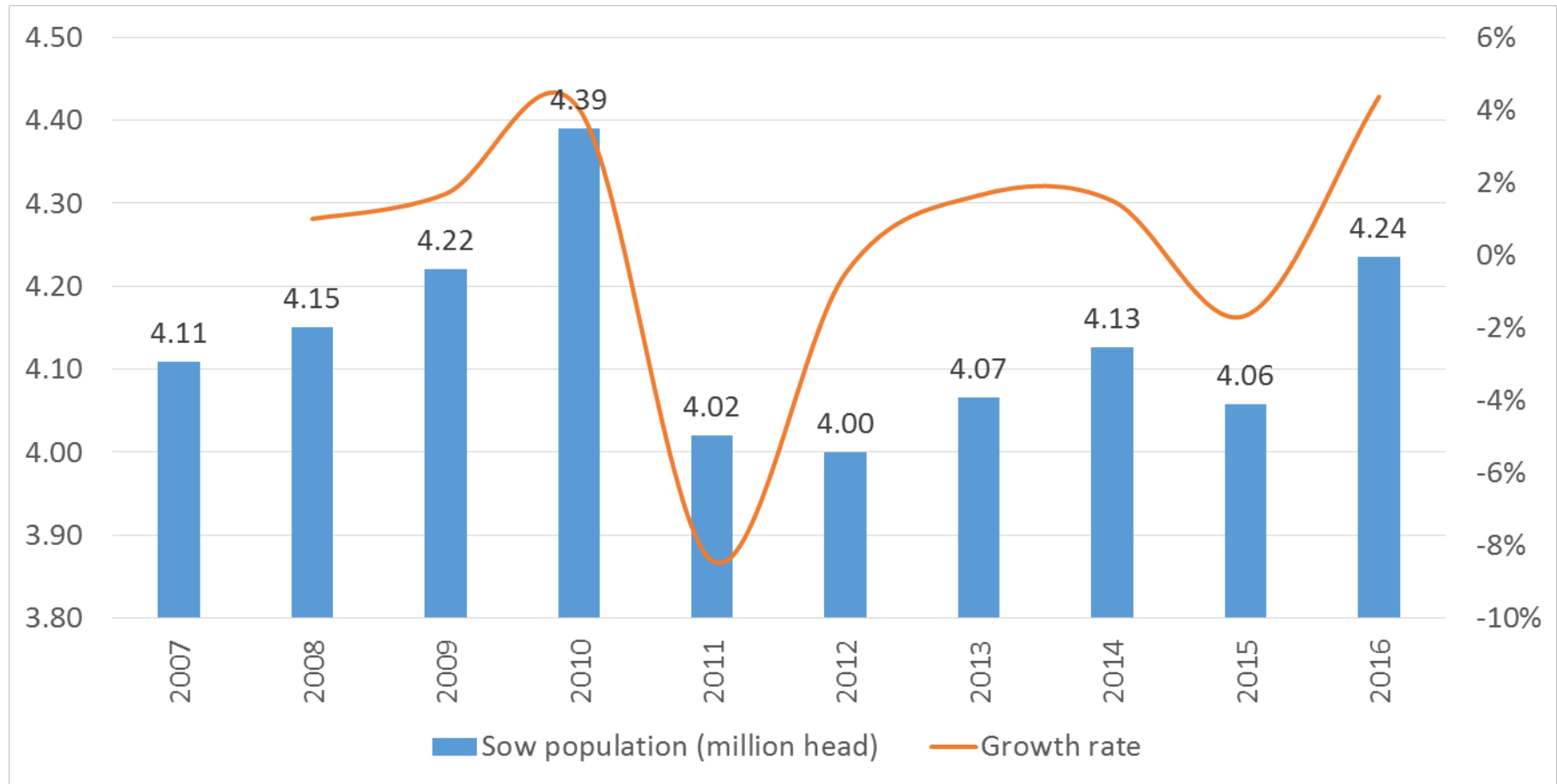
Vietnam Pork production

Pork production of VN from 1990 to 2014 and projection of 2020 (in '000 tons)



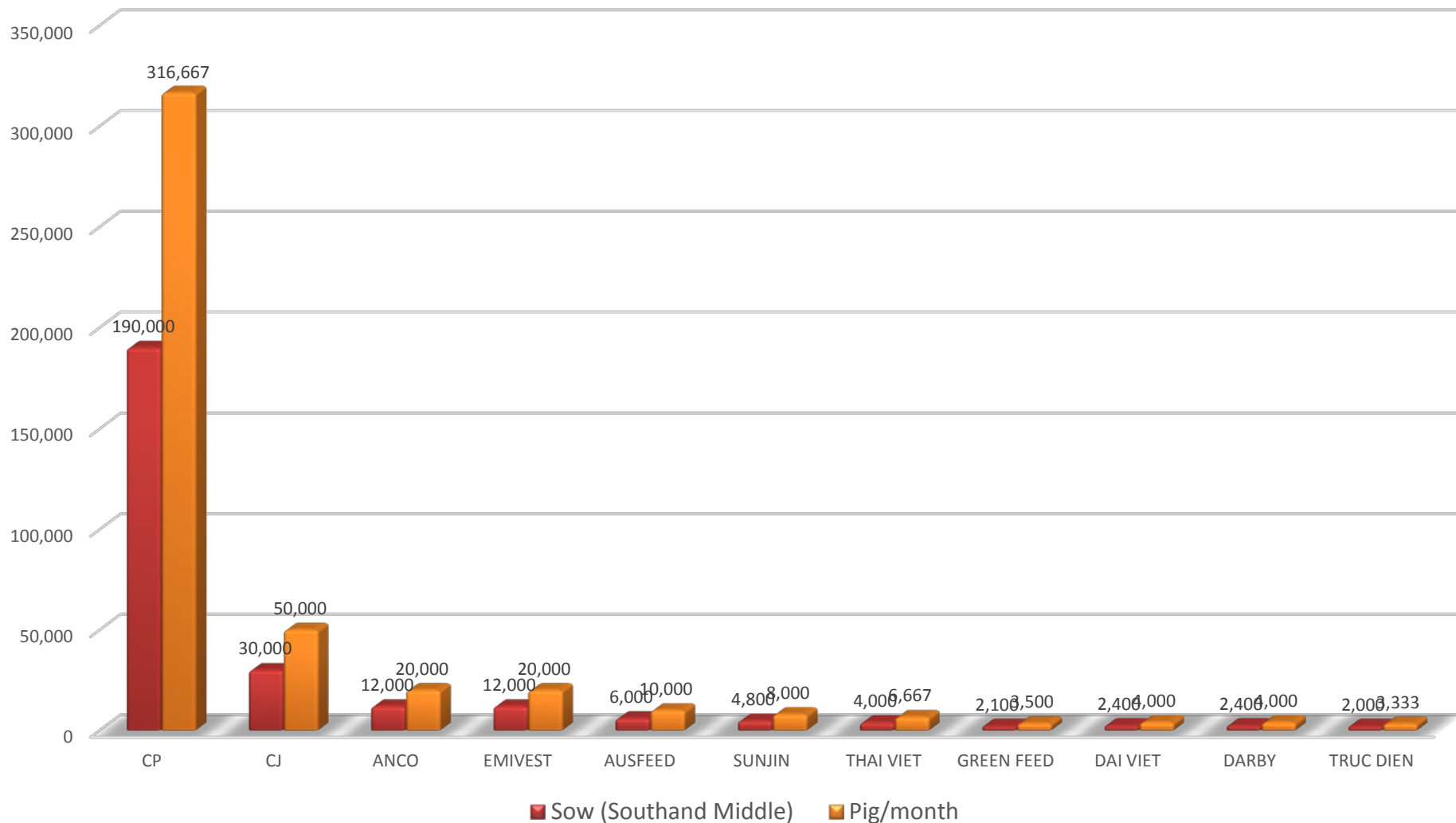
Livestock review - Pig

Sow population of Vietnam in 2007-2016.



Supply from foreign co.

Small farm: 30% - Commercial farms: 70%
International Co.: 12%



No	Name	Sow (S and M)	Pig/month
1	CP	190,000	316,667
2	Japfa	32,000	56,000
3	CJ	30,000	50,000
4	ANCO	12,000	20,000
5	EMIVEST	12,000	20,000
6	AUSFEED	6,000	10,000
7	SUNJIN	4,800	8,000
8	THAI VIET	4,000	6,667
9	GREEN FEED	2,100	3,500
10	DAI VIET	2,400	4,000
11	DARBY	2,400	4,000
12	TRUC DIEN	2,000	3,333
	Total	282,700	551,282

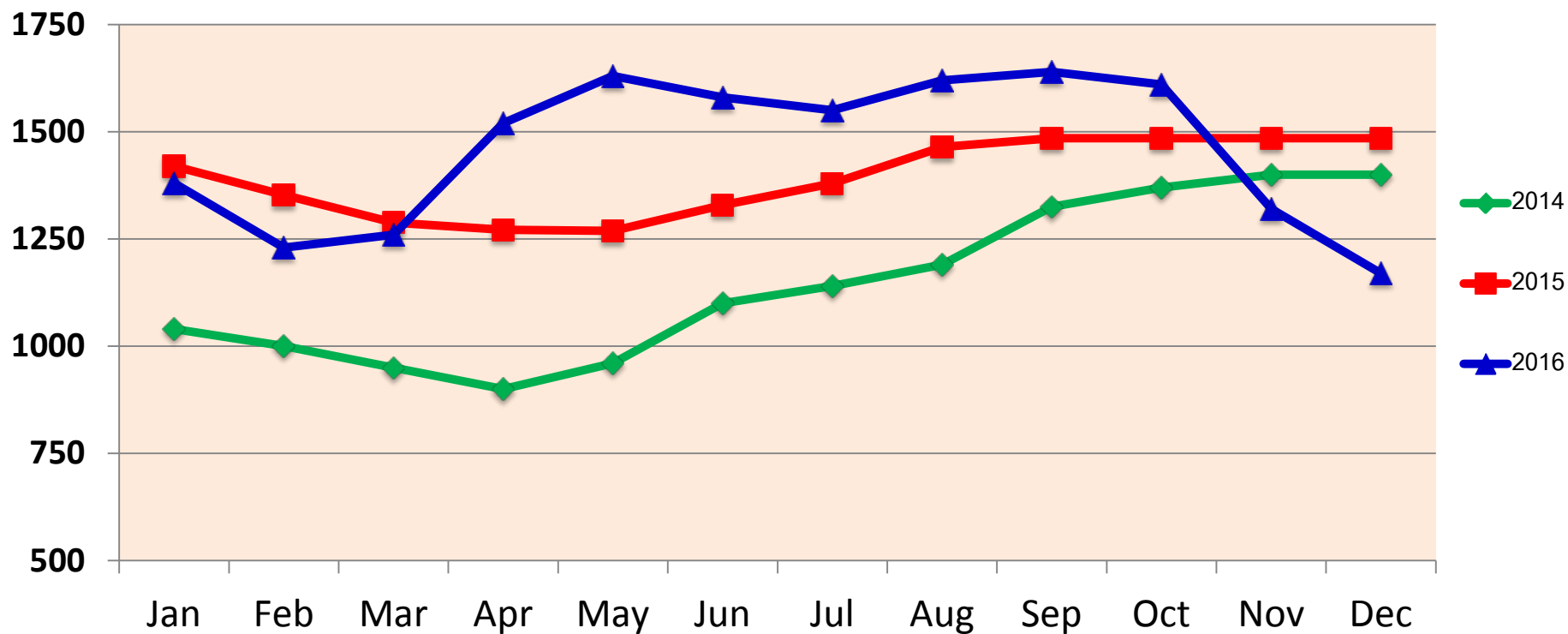


MARKET SITUATION



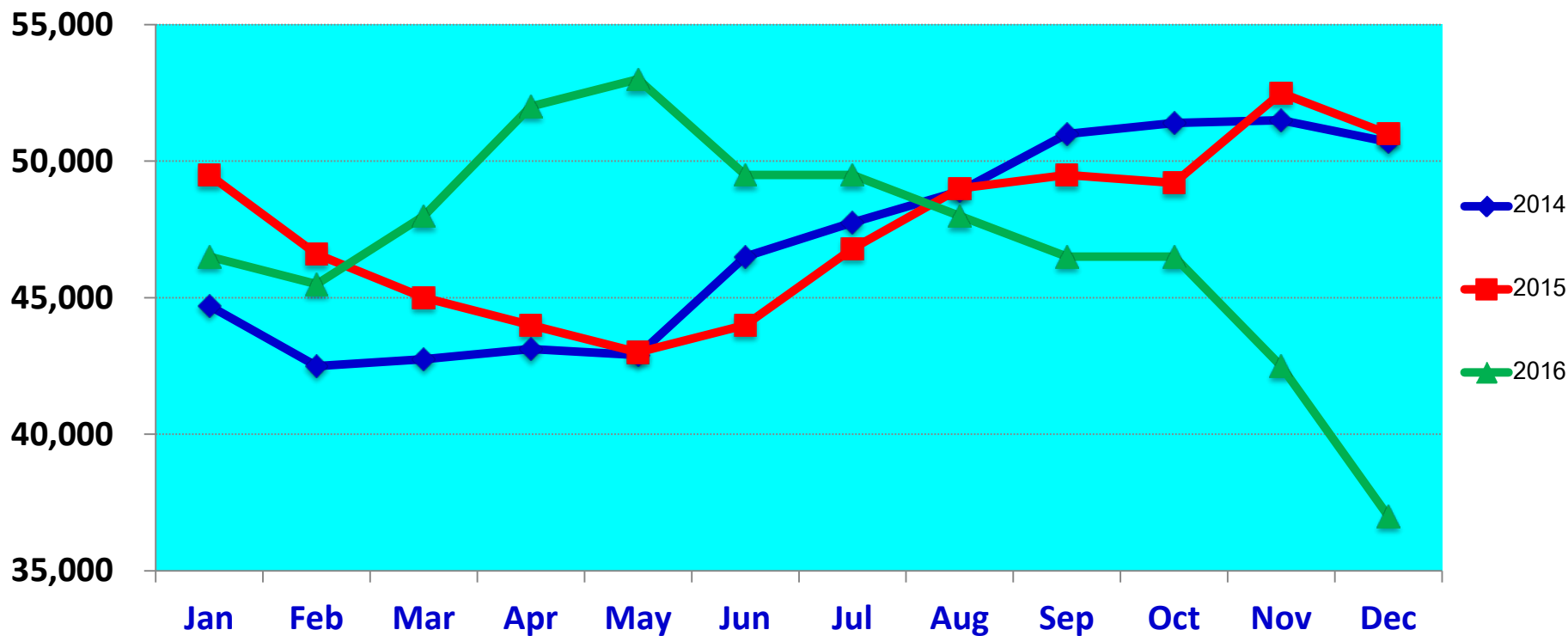
Price of exotic piglet

Unit: vnd/kg



Price of exotic fattening pig

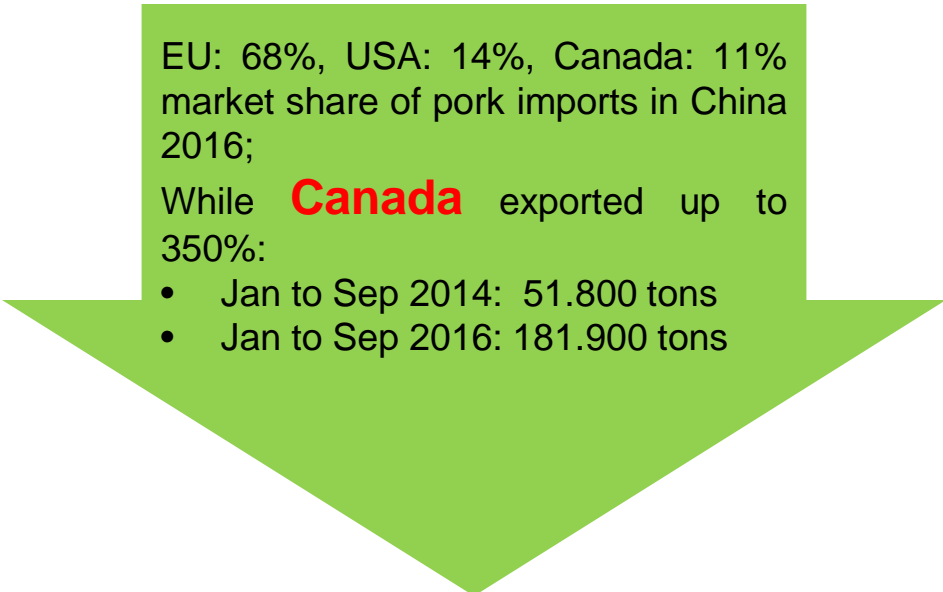
Unit: vnd/kg



Pig price under pressure



Imported meat
from EU, US,
Australia: in
2016 **(100.000
tons pork)**



EU: 68%, USA: 14%, Canada: 11%
market share of pork imports in China
2016;

While **Canada** exported up to
350%:

- Jan to Sep 2014: 51.800 tons
- Jan to Sep 2016: 181.900 tons

VIETNAM

Pig population:

- 2015: 27.8 million head
- **2016: 31 million heads** (↑23%)

Domestic consumption: **~75-80%**

Vietnam struggles with scandals
about banned substances and high
antibiotic residue



CHINA

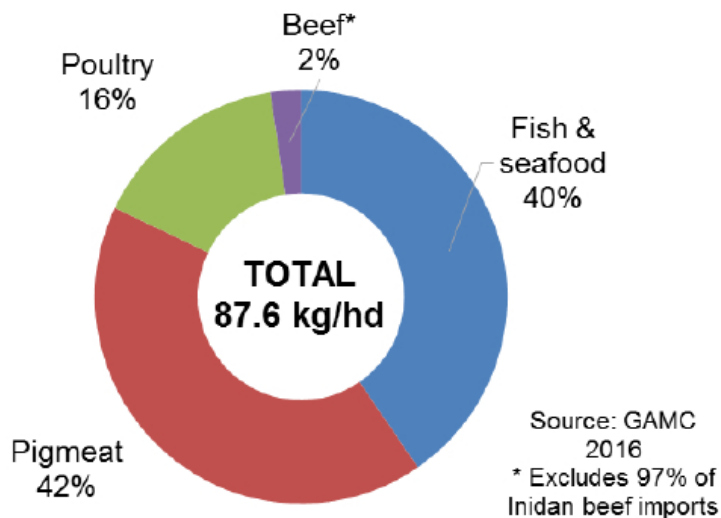
CHINA

The lower supply of pork in
China led to large pork exports
from other country from 2015.

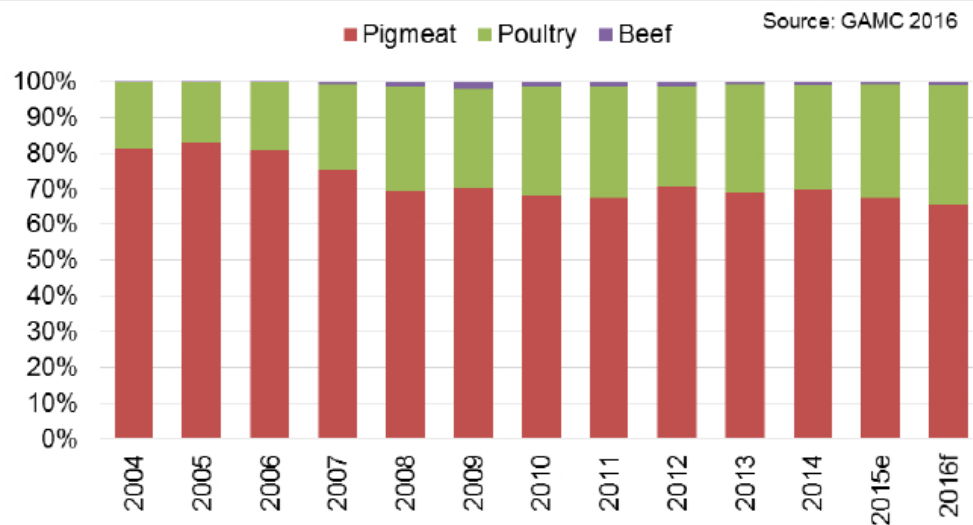
**90% of Vietnam live pig
export, through sub-border
gates to China, suddenly
stop any time.**

Protein consumption in VN

**Protein Consumption Per Capita, 2014
(kg/hd)**

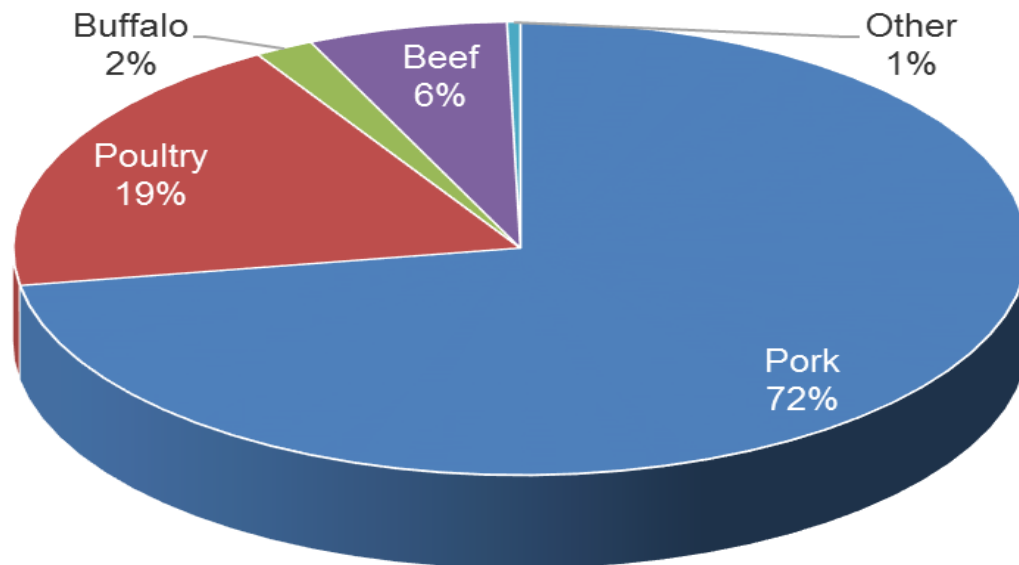


Relative Shares Of Meat Consumption, 2004-2016f



Pork dominates, it is 72.4% animal meat

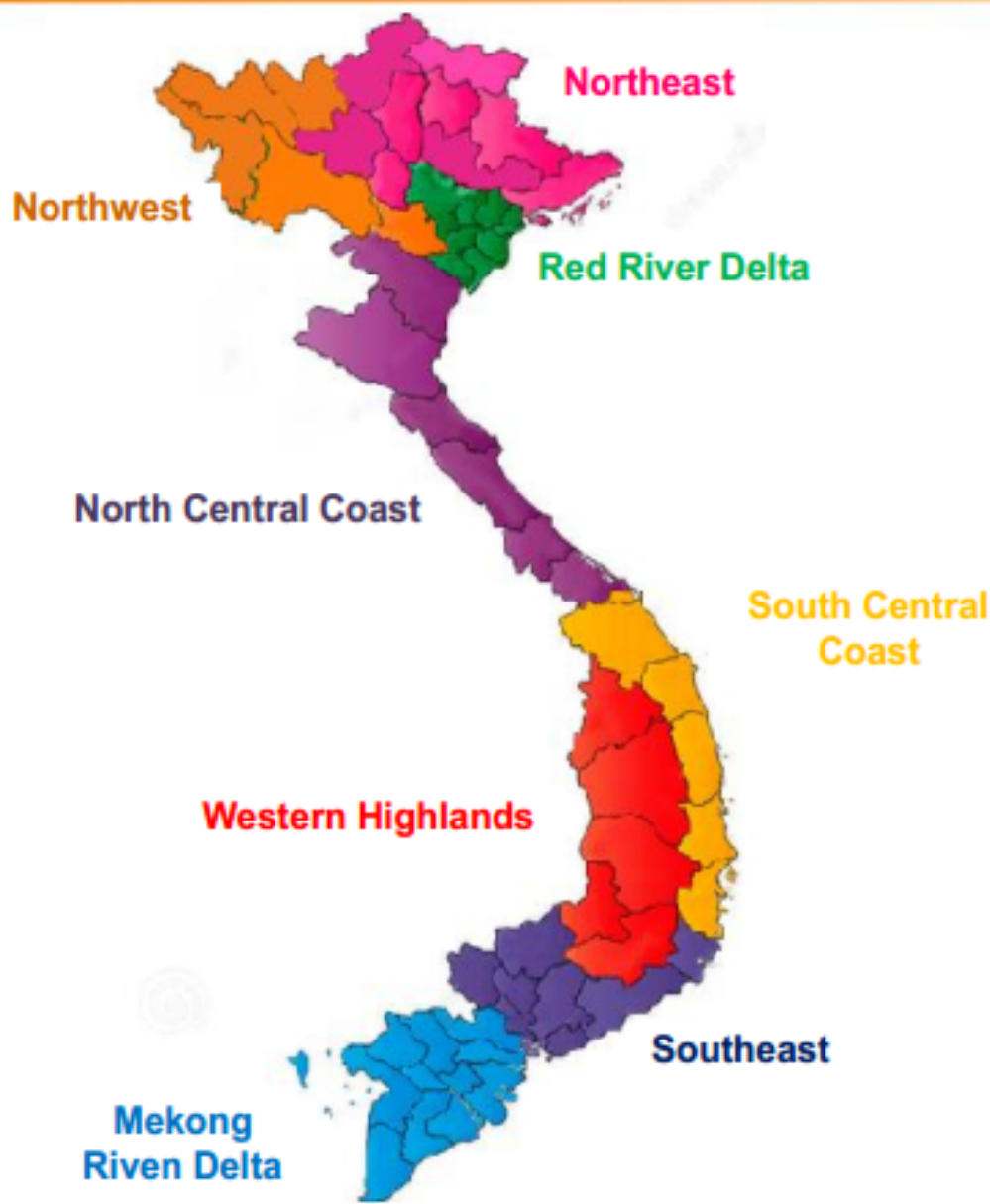
Meat consumption in VN



Sow on Prod =4.13 Mil

'000 ton	2010	2011	2012	2013	2014	Contribution (%)
Pork	3,027	3,098	3,229	3,225	3,331	72.4%
Poultry	616	696	729	762	873	19.0%
Buffalo	84	88	88	89	87	1.9%
Beef	279	287	294	285	293	6.4%
Other					20	0.4%

This indicates that pig production plays an important role in the livestock production as pork production now occupies **72.4%** of the total meat production consumed in Vietnam.

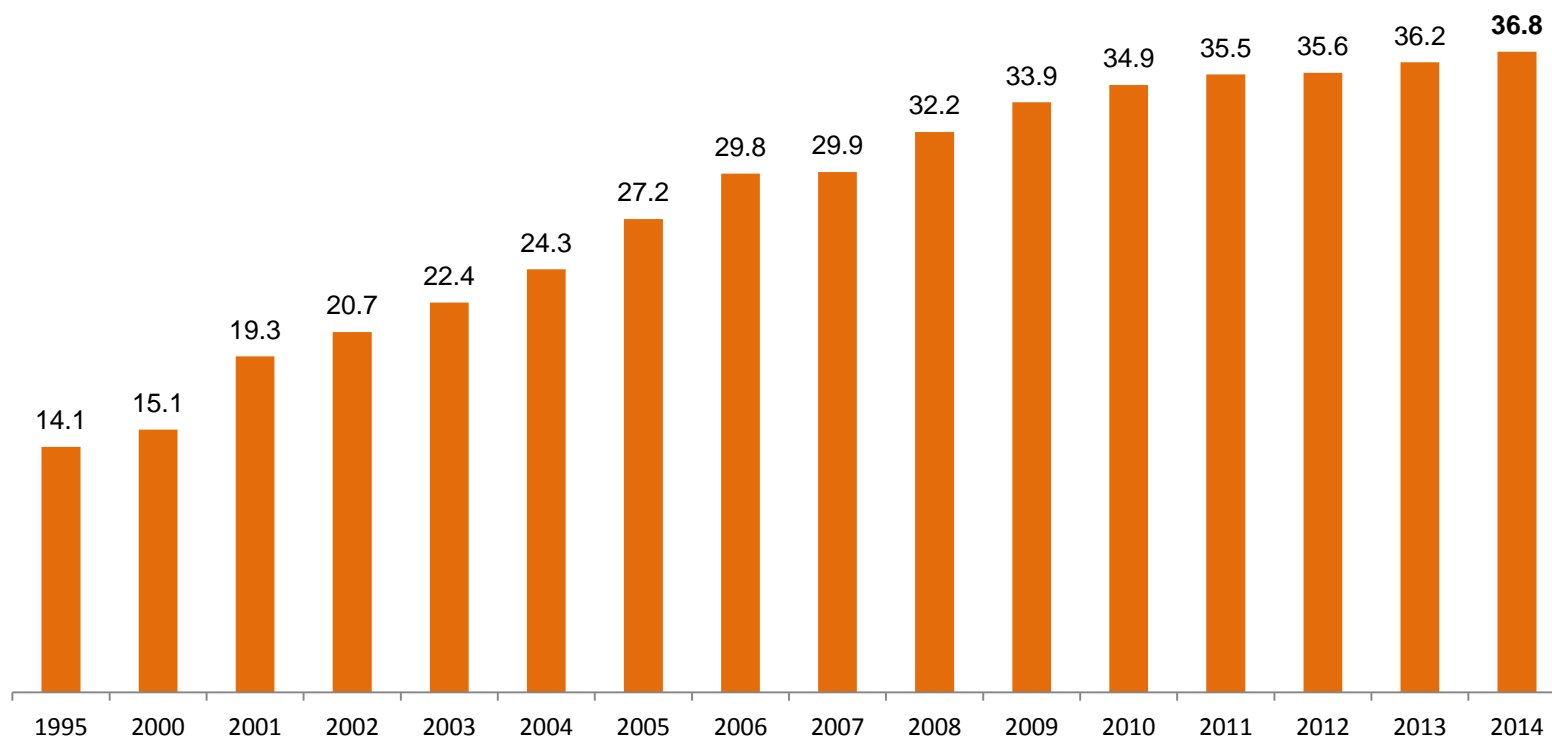


Areas	Provinces	Populations
NorthEast	11	9.8
NorthWest	4	2.8
Red River Delta	10	20.1
North Central Coast	6	10.4
SouthEast	6	15.6
Mekong Delta	13	17.7
Western Highlands	5	5.3
South Central Coast	8	9.0

	Provinces	Populations
North Vietnam	27	40.1
South Vietnam	36	50.6
Vietnam	63	90.7

Pork consumption in VN

Kg/Capita/year 1995 – 2014



Year 2014

- Sow on Hand = 4.13 Mil
- Sow on Prod = 3.717 Mil
- 30% Exotic = $3.717 \times 0.3 = 1.115$ Mil
 - P/S/Y at market = **20** X 1.115 = 22.302 Mil
 - Pork meat = $22.302 \times 75 = 1.672$ Mil ton
- 70% Local = $3.717 \times 0.7 = 2.60$ Mil
 - P/S/Y at market = **13** X 2.60 = 33.8 Mil
 - Pork meat = $33.8 \times 65 \times .75 = 1.647$ Mil ton
- Total Pork meat = 3.319 Mil ton
- Or consumption = 36.87 kg /capita/year

Slaughterhouses in HCM and near provinces

No	Slaughter House in HCMC	Full Capacity (head/day)
1	Vissan	2,500
2	An Ha	6,000
3	Xuan Thoi Son	300
4	Hoc Mon	3,000
5	Binh Tan	1,200
Total		13,000

No	Slaughterhouse in Long An	Full Capacity (head/day)
1	Le Huu Binh (Long An)	1,000
2	Nghia Hung (Long An)	600
3	Long Hiep (Long An)	800
4	Chi Dan (Long An)	800
Total		3,200

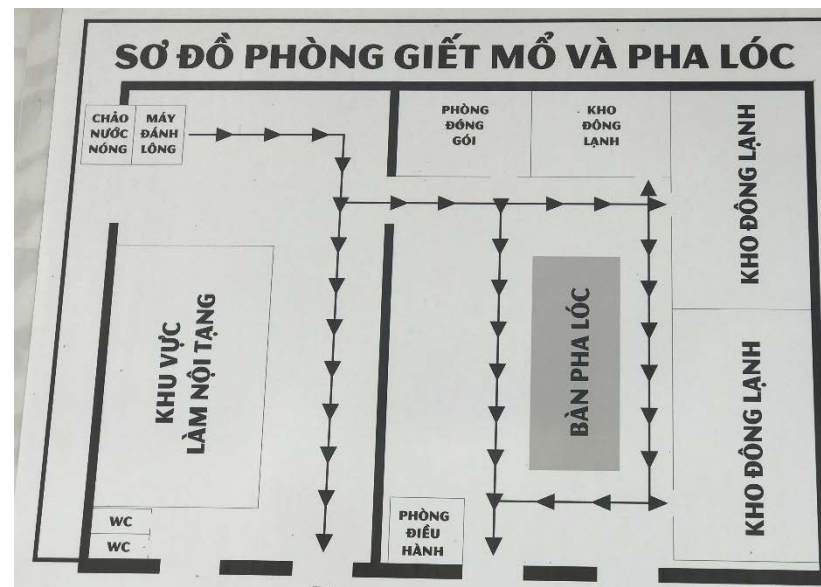
AN HA

- Location: Cu Chi District, HCM City
- Capacity: 1,000 Heads/day
- Cost: 120,000 VND/head
(187 `Baht/head)



ANH HAO PHAT

- Location: Trang Bom District, Dong Nai province. 45km from HCM City
- Capacity: 200 Heads/day
- Cost: 120,000 VND/head



New modern Slaughterhouses in Plan

No	Name	Full Capacity (head/day)	Investor
1	Hoc Mon (HCM)	15,000	Government
2	Ben Luc (Long An)	4,000	Vissan
Total		19,000	

Wholesales Market in HCM

No	Market Name	Capacity
1	Tan Xuan	6,000
2	Binh Dien	4,000
Total		10,000

30%









Sạp 7
KIM NGÂN
09-0502080001
LÔN

Sạp XUYEN 2
CHỖ BẾP HỒN LẠI THỰC PHẨM HẾT NGÀY
BT (BẮN) (BẮN) (BẮN)

Sạp 7 (Tân)
Sạp THỊ HẾT NGÀY

Local (Native pig X exotic) ~70%



1



3



2



4



NATIVE PIGS

Pigs production

Pigs collection / auction



Pork distribution

Pork selling in wet market



X

Forecast pig market situation 2017-2020

- In 2015 & 2016, fattening pigs export to China so much (about 5 - 6 mil pig/year) with high price, so pig population in VN increase (about 10-15%)
- But at the end 2016 the export fast down, so fattening pig's price low down (from 50.000 VND/kg down to 35.000 VND/kg). This situation, in 2017 quantity of pig in VN will reduce (15 – 20%).

FMD in Vietnam

effective from 16 February 2007

Website:

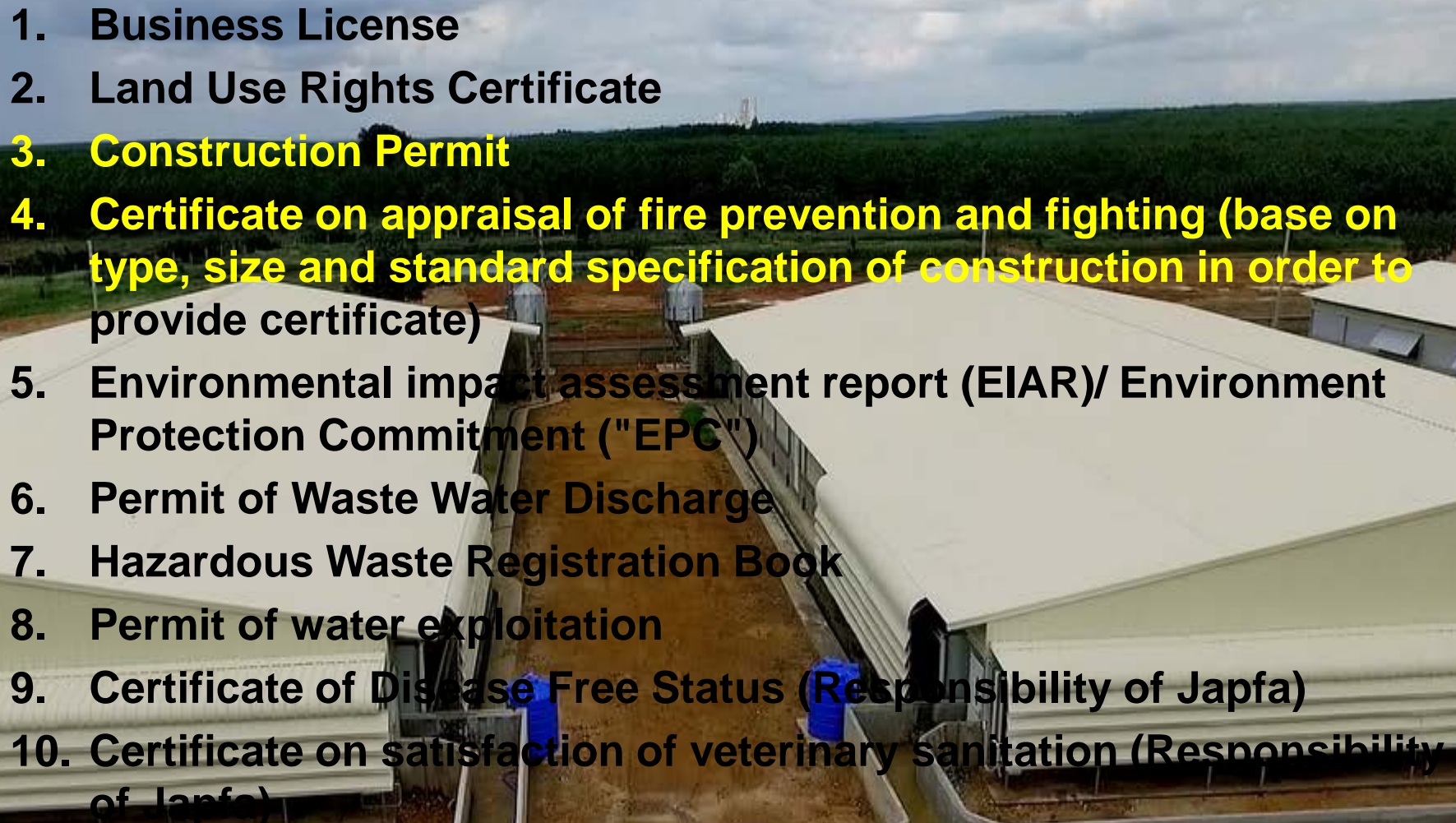
<http://congbao.chinhphu.vn>

Prevention FMD

- Standard Farm (10 Licenses)
- Practice Rule regulation law
- Program Vac FMD at least 2 times/year
- Quarantine 21 days (local) 45 days (import)
(no docs → destroy)
- Only Vet is able to inject
- Transfer Ear tag



Standard Farm

- 
- The background of the slide is a photograph of a large, modern farm facility. It features several long, white, corrugated metal buildings with gabled roofs. In the foreground, there are concrete basins or pens, some of which contain blue water. The farm is situated in a rural area with green fields and trees in the background under a cloudy sky.
1. Business License
 2. Land Use Rights Certificate
 3. **Construction Permit**
 4. **Certificate on appraisal of fire prevention and fighting (base on type, size and standard specification of construction in order to provide certificate)**
 5. Environmental impact assessment report (EIAR)/ Environment Protection Commitment ("EPC")
 6. Permit of Waste Water Discharge
 7. Hazardous Waste Registration Book
 8. Permit of water exploitation
 9. Certificate of Disease Free Status (Responsibility of Japfa)
 10. Certificate on satisfaction of veterinary sanitation (Responsibility of Japfa)

OB-FMD

- 
- Notified Vet. Officer , separated sick pigs
 - Vet officer collect data , the sample
 - Confirmed → FMD → Destroy by burn , bury
 - Announcement , Limited transportation
 - Booster Vac
 - Disinfectant
 - 5 don't (hide , sell , buy , transport , discard)

Modern farm 20% → 60%
In 2020



Pig Genetic Centre Vietnam

VDL Agrotech has recently completed a pig project in Vietnam for the Dutch company de Heus.



The people of de Heus.



Inside view.

The boars from Topigs-Norsvin are imported from France and are already in production.

Besides high quality feed de Heus can also supply now high quality genetics to the Vietnamese market.

It is the most modern pig genetics centre in south east Asia and contains 120 boars, a semen collection area and a laboratory for analysing and packing.



The Hi Tech laboratory.

The centre is located in Binh Duong and isolated from other pig farms. It has an extremely high biosecurity level with an overpressure ventilation system and anti-virus filters for incoming air. The active airco-system guarantees always a comfortable 20 Celsius temperature inside with a low humidity.



De Heus farm

Air Condition System 20 degree

1

Antibiotic growth promoters

Antimicrobial resistance is a global concern



Vietnam may have to stop using antibiotics in livestock by 2018.

2

Vietnam's integration

- ASEAN Economic Community
 - From 2018, the livestock sector of Viet Nam would face fierce competition from Asian producers when the tariffs and Non-tariff barriers to trade are reduced and removed thanks to FTAs: 3-5%
 - Viet Nam's livestock sector's difficult conditions:
 - **size of production is small,**
 - slaughter hygiene and food safety remain limited, causing food poisoning,
 - **disease-stricken problem is common though still under control ...**

2

Vietnam's integration

- Free trade agreement with EU (EVFTA)
 - While Vietnam struggles with scandals about banned substances and high antibiotic residue, Meat imports from Europe, Australia, America have begun dominating the domestic market in high segment.
 - At present, the tariff on meat imports from the EU is **14-30%**. But it will be applied **EVFTA from 2018** with scheduled:

Vietnam's tariff scheduled with EU

1	Frozen pork	Remove tariff within 7 years
2	Cattle meat	Remove tariff within 3 years
3	Chicken meat	Remove tariff within 10 years
4	Dairy product	Remove maximum tariff within 5 years
5	Processed foods	Remove maximum tariff within 7 years

3

Diseases

– 3 King Virus (PED ,PRRS , PCV-2)



VIETGAP CERTIFICATES



GIẤY CHỨNG NHẬN VIETGAP

CÔNG TY TNHH CÔNG NGHỆ NHONHO

Mã số: VietGAP-CN-13-03

CHỨNG NHẬN

Cơ sở chăn nuôi: **CÔNG TY TNHH JAPFA COMFEED LONG AN**
 Địa chỉ: **Xã Nhựt Chánh, huyện Bến Lức, tỉnh Long An**
 Mã số chứng nhận VietGAP: **VietGAP-CN-13-03-70-0004**
 Địa điểm chăn nuôi: **Trại RF Lộc Thành - Ấp Cần Dục, xã Lộc Thành, huyện Lộc Ninh, tỉnh Bình Phước**
Trại RF Lộc Thịnh - Ấp Đồng Tâm, xã Lộc Thịnh, huyện Lộc Ninh, tỉnh Bình Phước
 Tên sản phẩm/nhóm sản phẩm: **Heo thịt**
 Diện tích chăn nuôi: **20 ha**
 Sản lượng dự kiến: **4.800 tấn/năm**

Chứng nhận sản phẩm được chăn nuôi phù hợp Quy trình thực hành chăn nuôi tốt cho chăn nuôi lợn tại Việt Nam theo quyết định số: 4653/QĐ-BNN-CN ngày 10 tháng 11 năm 2015 của Bộ trưởng Bộ Nông nghiệp và Phát triển nông thôn.

Giấy chứng nhận có giá trị đến ngày: **16/05/2018**

NHO - VIET NAM
 Hà Nội main office: Km09, Hồ Tùng Mậu street, Cầu Giấy district, Hà Nội city, Vietnam
 Hà Chí Minh office: 99 Võ Văn Tần street, ward 4, district 3, Hồ Chí Minh city, Vietnam
 Cần Thơ 1 office: 32-17 Võ Nguyên Giáp street, Cái Rang district, Cần Thơ city, Vietnam
 Cần Thơ 2 office: 80 Phan Đình Phùng street, Ninh Kiều district, Cần Thơ city, Vietnam
 Cần Thơ 3 office: 09, street 29, Hưng Thạnh ward, Cái Răng dist., Cần Thơ city, Vietnam
 CTU-Mekong office: C. gate, Cần Thơ university, 3/2 street, Ninh Kiều, Cần Thơ city, Vietnam
 Email: info@nhonho.com
 Tel: +84 710 3819 689
 020.09.0102.06.2014

Cần Thơ, ngày 17 tháng 05 năm 2016

ĐẠI DIỆN TỔ CHỨC CHỨNG NHẬN

GIÀM ĐỐC
 (Chữ tên và đóng dấu)



Phạm Thị Hồng Trang

4 Golden rules

Vac +Med

Feed

Management

Genetic

Herd Health Control

5 correct : diagnosis , medicine , dose , time , route

Sensitivity test

Food safety and residual

Good nutrition

AI → semen quality

Mating → heat check , heat stimulation , BF thickness

Farrowing → Colostrum management , NO MMA → Gut health

Nursery → Gut health

Fattening → O2 , density ,

Farm system: one site, two site, three site , AI/AO

Housing: Open/ close house, Temp, ventilation → less stress

Pigflow : one way ticket (limit pig - to - pig contact)

Water : quantity , quality , pressure , temp.

Bio-security : Good hygiene

Genetic → correct market , resistant

4 Golden rules

Vac + Med

Feed

Management

Genetic

4 Golden rules

Vac + Med

Feed

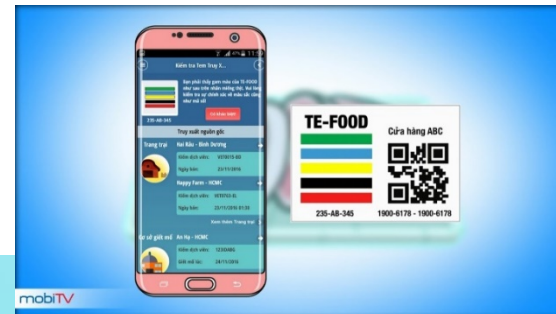
Management

Genetic

TE-FOOD SYSTEM TRACEABILITY

TE - FOOD

A TRACEABILITY SYSTEM



FARMS



BUYERS



Inspector
(Vet)



SLAUGHTER HOUSE



COMSUMERS



RETAIL MARKET/
SUPER MARKET



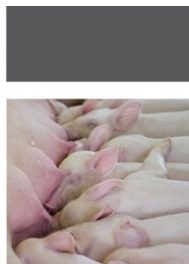
WHOLE MARKET



VET

TE - FOOD A TRACEABILITY SYSTEM





GROWING TOWARDS MUTUAL PROSPERITY



TERIMA KASIH
CHÂN THÀNH CẢM ƠN
THANK YOU