

Impact of PVP:
High quality seeds increase
output of Crop production

PVP AT VINASEED



Forbes
Best under a billion

FAST500™
Top 500 Fastest Growing Enterprises

50 TOP



TOP 10 Best Vietnam
Listed Company

PART I.

SEED INDUSTRY IN VIETNAM



PART II.

INTRODUCTION OF VINASEED



PART III.

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PRODUCTION LINKAGE MODEL



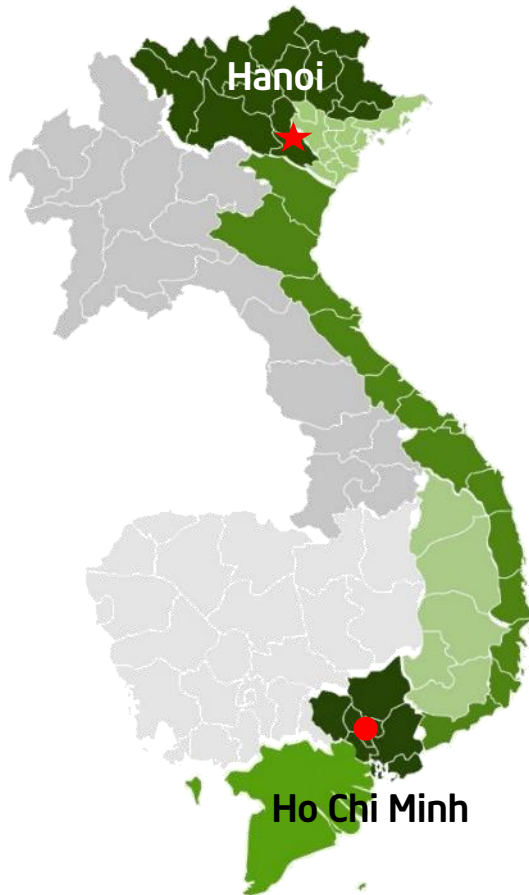


PART I.

I

VINASEED GROUP

SEED INDUSTRY IN VIETNAM



32,8% **Labor Force**
(79,7% labor force in rural area)

14.8% Total GDP

2.55% GDP Growth rate

41.25 Bill. USD export



Vegetable:
3.27 Bill. USD ↓ 12.7%



Coffee:
2.74 Bill. USD ↓ 4.2 %
(1.57 Mill. Tons)



Rubber:
2.38 Bill. USD ↑ 3.6 %
(1.75 Mill. Tons)



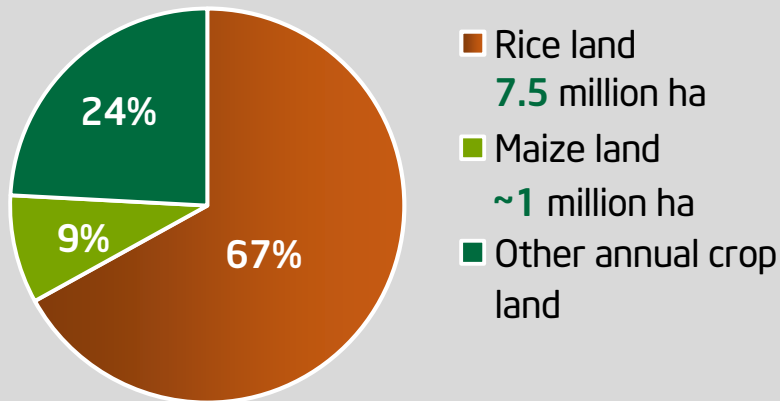
Rice:
3.12 Bill. USD ↑ 11.2 %
(6.2 Mill. Tons)

Source: GSO, MARD, 2020

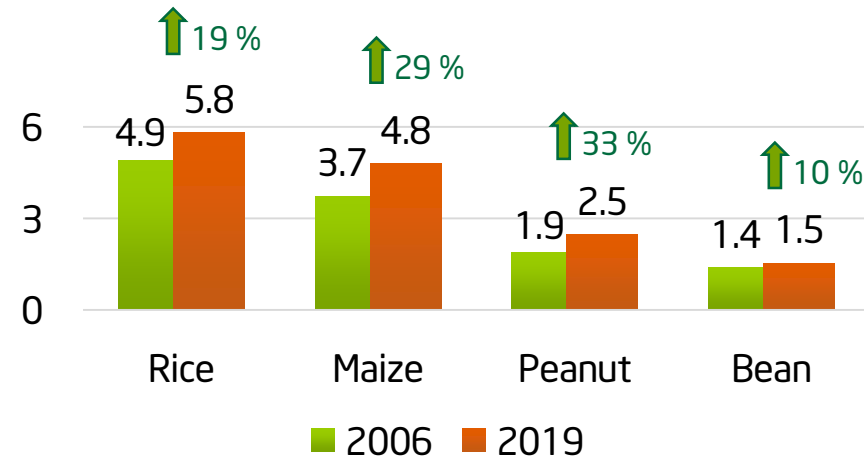
- Agriculture accounts for **14.8%** GDP (2020), **2.55 %** GDP Growth rate (2020) and **41.25** Bill. USD export value in 2020.
- **32,8%** workforce at agriculture industry
- The proportion of value-added product is low, Lack of premium quality products, Weak competitiveness

11.2 million ha land for annual crop production

AGRICULTURAL PRODUCTION LAND

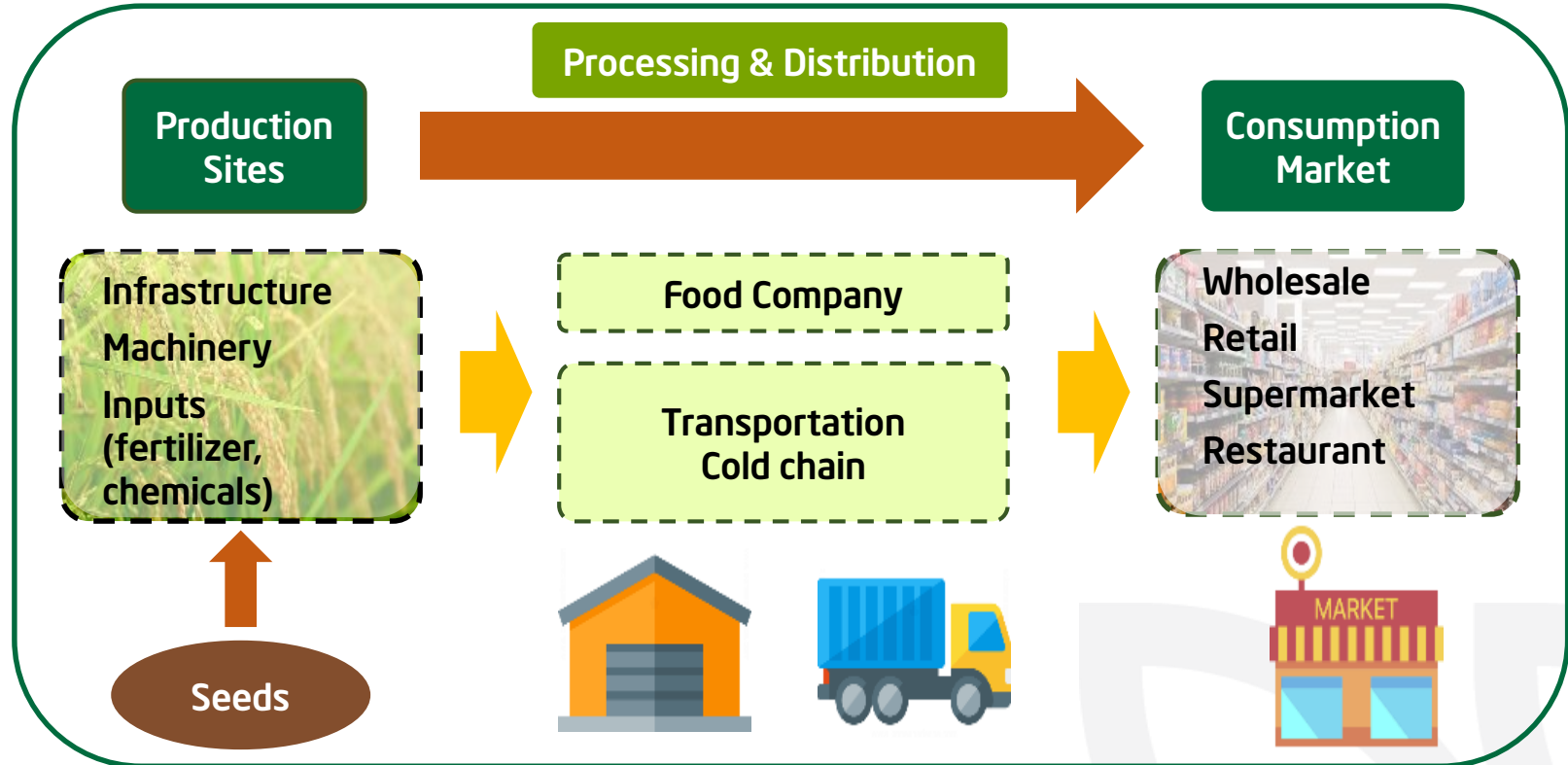


Average Yield (ton/ ha)



Source: GSO, 2019

- Climate change leads to key issues of agriculture and crop seed industry such as: extremely cold weather in the Northern provinces; drought, heavy rain and flood in the central provinces; especially drought-parched in the Central Highlands, and severe saline intrusion in Mekong River Delta. It is required to improve seeds adapting with climate change.
- Agriculture restructure and work force shipment causes the decrease of agricultural production land faster and faster than in the past. Increase the demand of high yield and high quality crop seed in order to ensure food safety.



- To solve problems in terms of low value of agricultural production and improving quality of seeds, putting seed production in a food value chain become a strategic and necessary solution in Vietnam.
- Seeds are essential at the upstream of the Food Value Chain.
- High quality seeds are crucial to start target production, decide quality of commercial products.
- Without qualified seeds, effective and efficient food value chain cannot be implemented.

PART II.

II

VINASEED GROUP

INTRODUCTION OF VINASEED GROUP

1. VINASEED GROUP INTRODUCTION



HEAD OFFICE

No. 1 Luong Dinh Cua Street,
Phuong Mai Ward, Dong Da District,
Hanoi, Vietnam



1968
Established



2016
Leading Group in
Seed Business

2011
Science and
Technology
Enterprise



2020
VINASEED GROUP



ACHIEVEMENTS

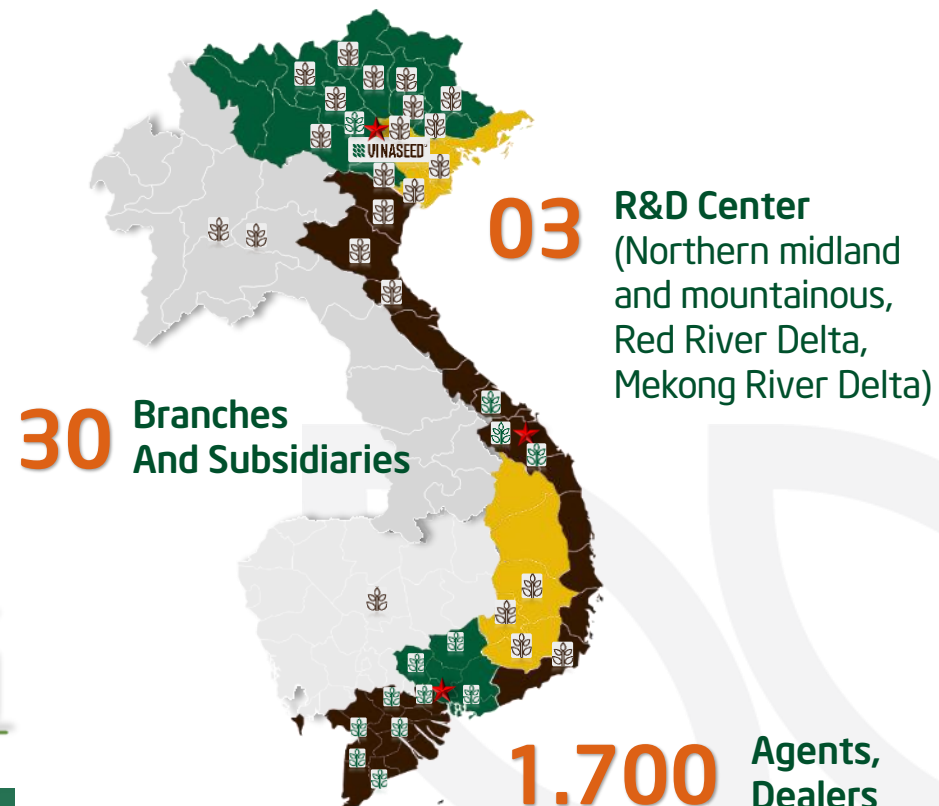
Forbes
Best under a billion

TOP 10 Best Vietnam
Listed Company

50 TOP



FAST500
Top 500 Fastest Growing Enterprises



1,000 Employees
(95% Graduate and
Post-Graduate level)

2. BUSINESS AREA



Research, select, produce
and trade crop seed



Transfer high-tech agricultural
technical services



Produce and trade agri-products
followed by value chains

71.1 Mill. Revenue
(31/12/2020)

100.000 Tons of Seed

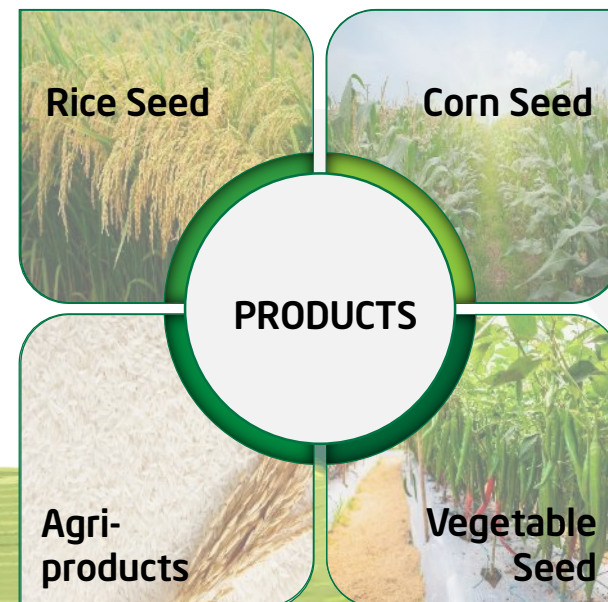
80% Revenue from
copyright products

04 In TOP 10 Popular
Crop seed in Vietnam

02 Rice varieties for
Rice export

- Inbred seed
- Hybrid seed

- Rice
- Melon



- Edible corn seed
- Animal feed corn

- Tropical Vegetable

3. PRODUCTS

RICE SEED

INBRED SEED



HYBRID



CORN SEED

EDIBLE SEED



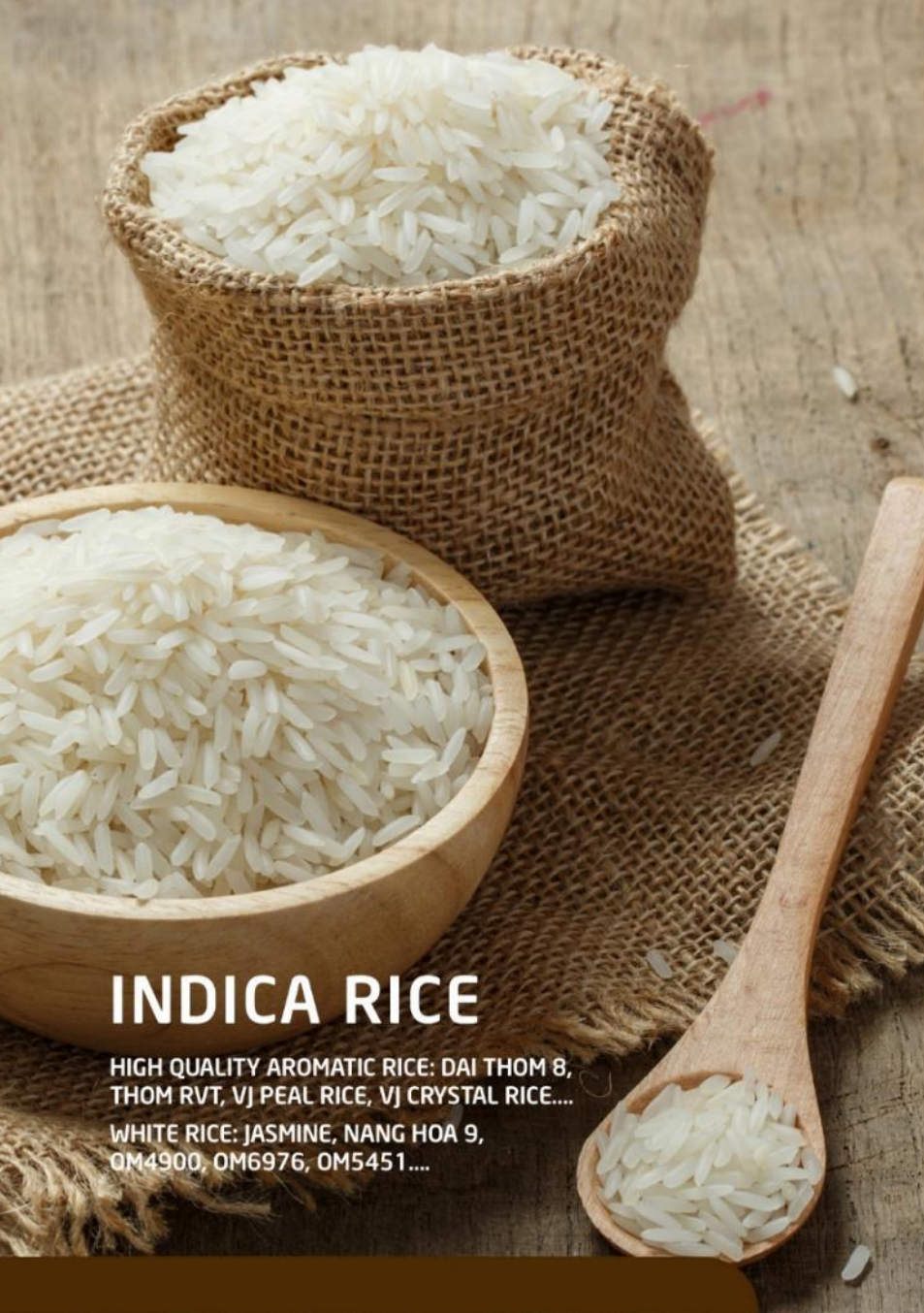
ANIMAL-FEED SEED



VEGETABLE SEED

TROPICAL SEED





INDICA RICE

HIGH QUALITY AROMATIC RICE: DAI THOM 8,
THOM RVT, VJ PEAL RICE, VJ CRYSTAL RICE....

WHITE RICE: JASMINE, NANG HOA 9,
OM4900, OM6976, OM5451....

JAPONICA RICE

KOSHI HIKARI, DS1, J01, PD9...





NUTRITIONAL RICE

PHUC THO BLACK RICE

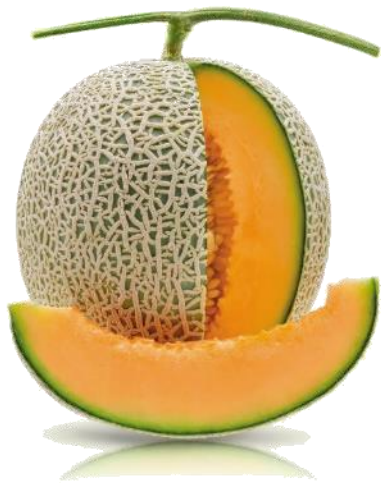
PHUC THO RED RICE



GLUTINOUS RICE

AN GIANG GLUTINOUS RICE

CAI HOA VANG GLUTINOUS RICE



JAPAN MELON



PART III.

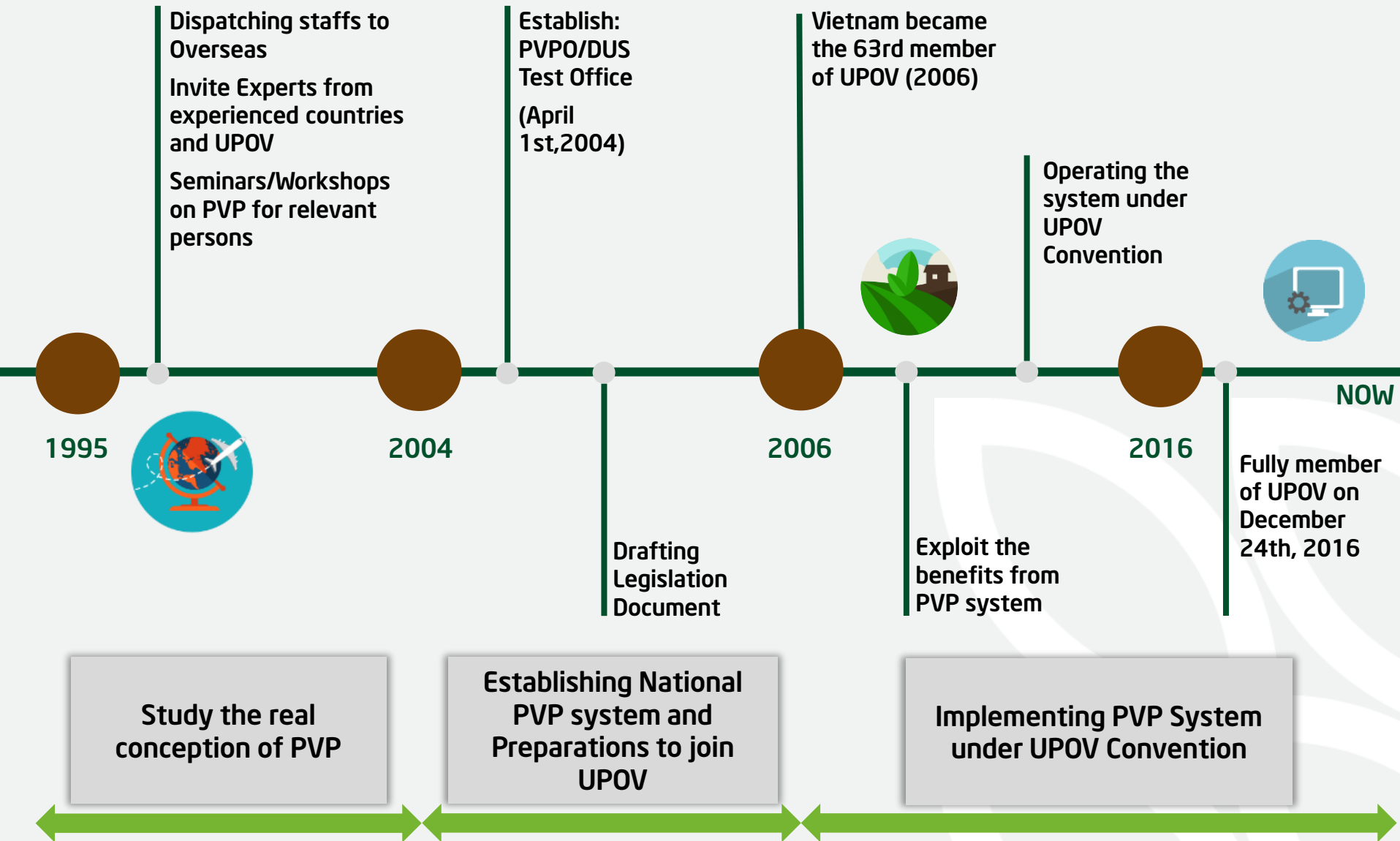
III

VINASEED GROUP

PLANT VARIETY PROTECTION



1. PVP SYSTEM IN VIETNAM



1. Legislation on PVP:

- Law on Intellectual Property (IP) No 50 (2005)
- Law on revising of some Articles of IP No 50 (2009)
- Decree No 105/2006/NĐ-CP dated 22/09/2006
- Decree No 88/2010/NĐ-CP dated 16/08/2010
- Circular 16/2013/TT-BNNPTNT dated 28/02/2013
- Law Crop Production No. 31/2018/QH14 dated 19/11/2018

2. Effectiveness of Certificate

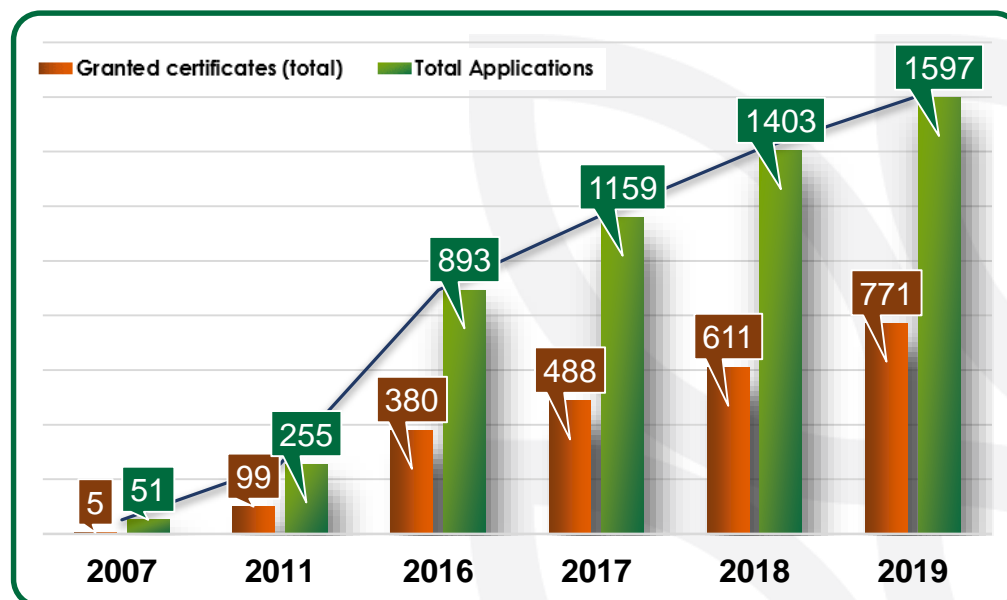
20 Year/Variety
In the crop field

3. Maintain fee of Certificates

No	Contents	Unit	Amount (VND)
1	- From Y1 to Y3	01 variety/y	3.000.000
2	- From Y4 to Y6	01 variety/y	5.000.000
3	- From Y7 to Y9	01 variety/y	7.000.000
4	- From Y10 to Y15	01 variety/y	10.000.000
5	- From Y16 to Y20	01 variety/y	20.000.000

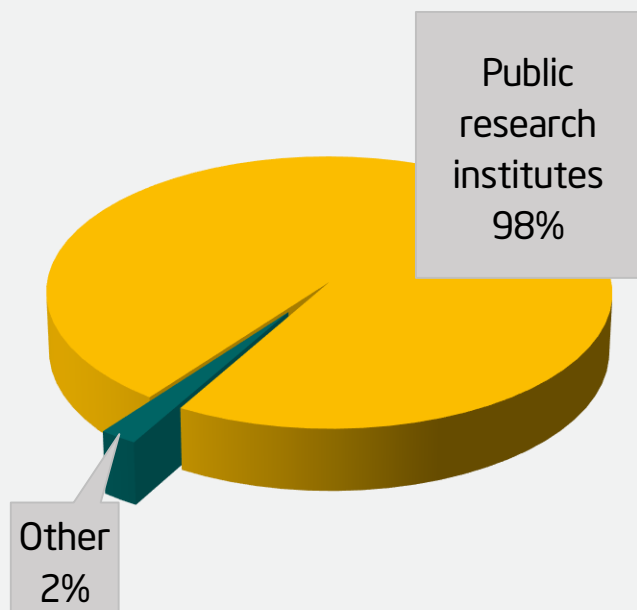
Circular 207/2016/TT-BTC dated 09/11/2016

No. of PVP Certificates per total applications

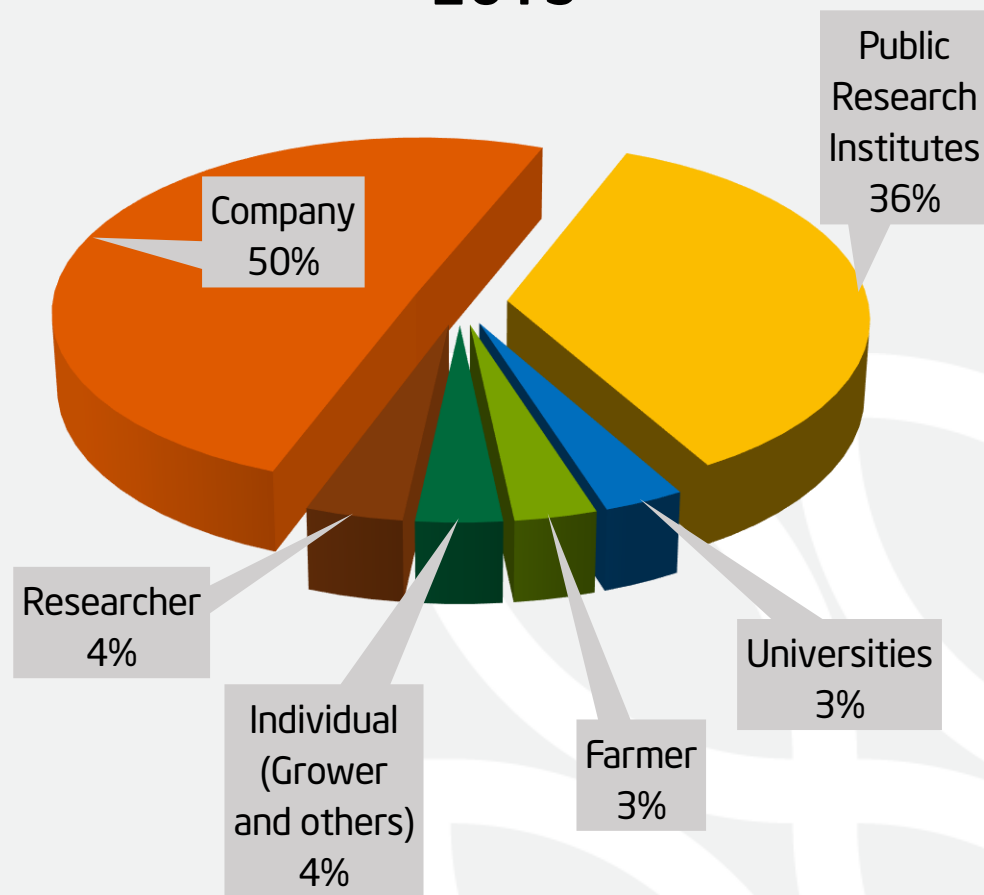


SUBJECTS APPLYING FOR PVP CERTIFICATES IN VIETNAM

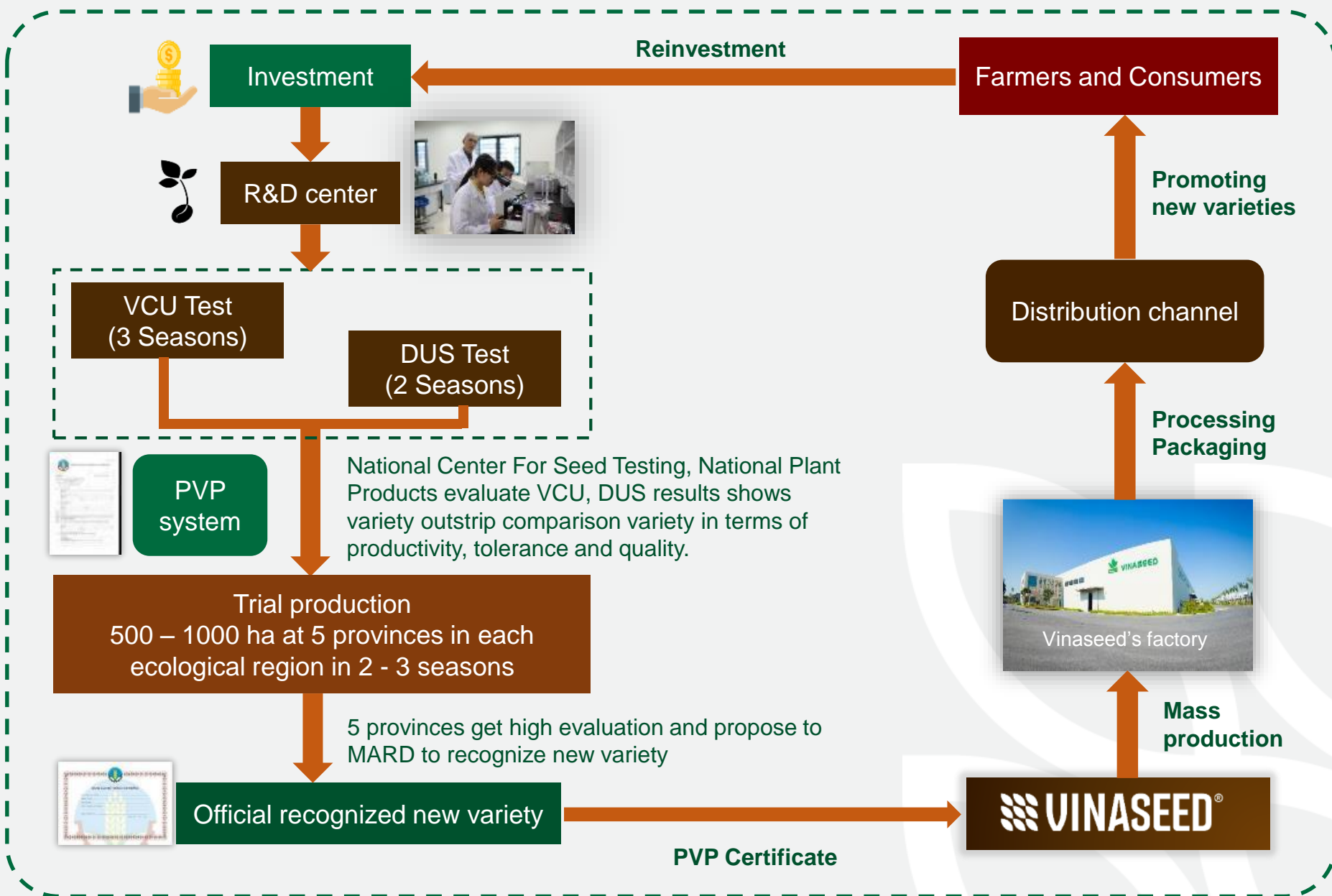
2006



2019



2. PVP IN VINASEED GROUP

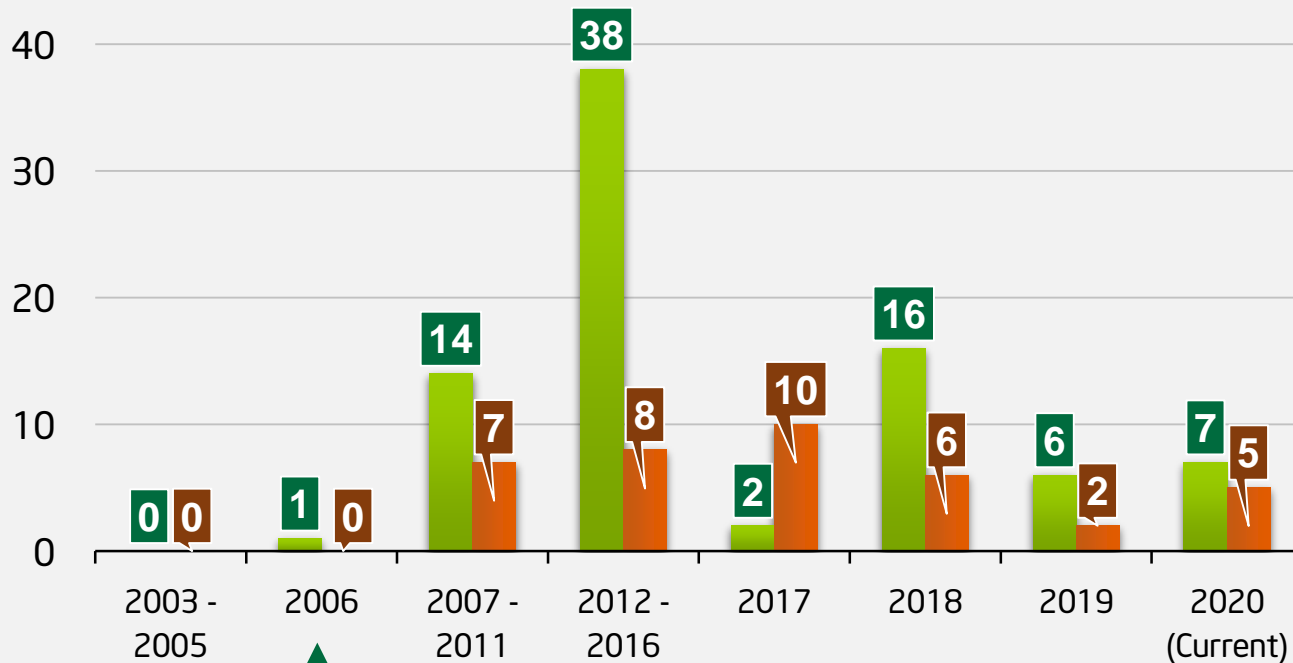


3. THE IMPACT OF UPOV AT VINASEED

1. Increase number of PVP certificates and R&D investment

**APPLICATIONS AND PVP CERTIFICATES FROM
VINASEED GROUP**

■ Applications ■ PVP Certificates



No. of PVP certificates of Vinaseed have increased dramatically from 0 to **48**

84 Applications in total

48 Certificates in total (including transferred seeds)

04 In TOP 10 Popular Crop seed in Vietnam

02 Rice varieties for Rice export

Vietnam join UPOV

**TOTAL INVEST FOR
R&D ACTIVITIES AND FACILITIES**



12.8 Mill. USD (2006 – Current)





Breeding areas

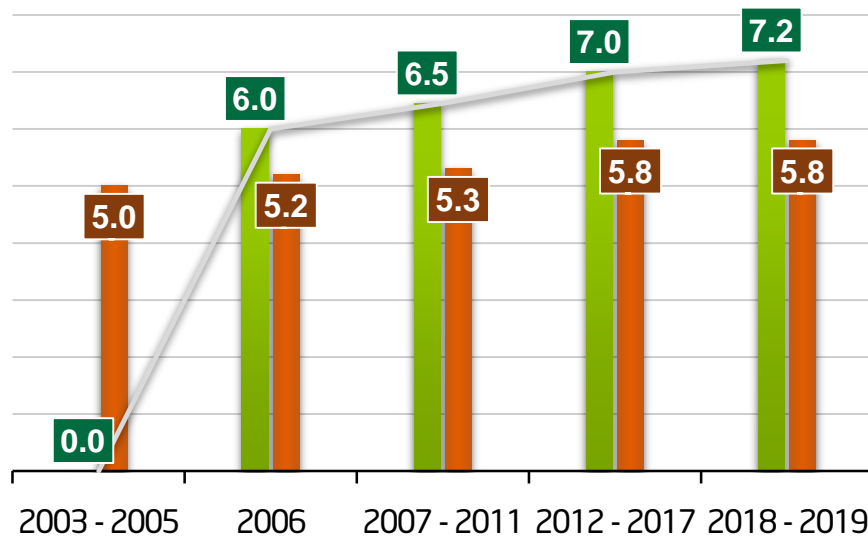


Research and Testing areas

2. Increase yield and value by higher quality seeds

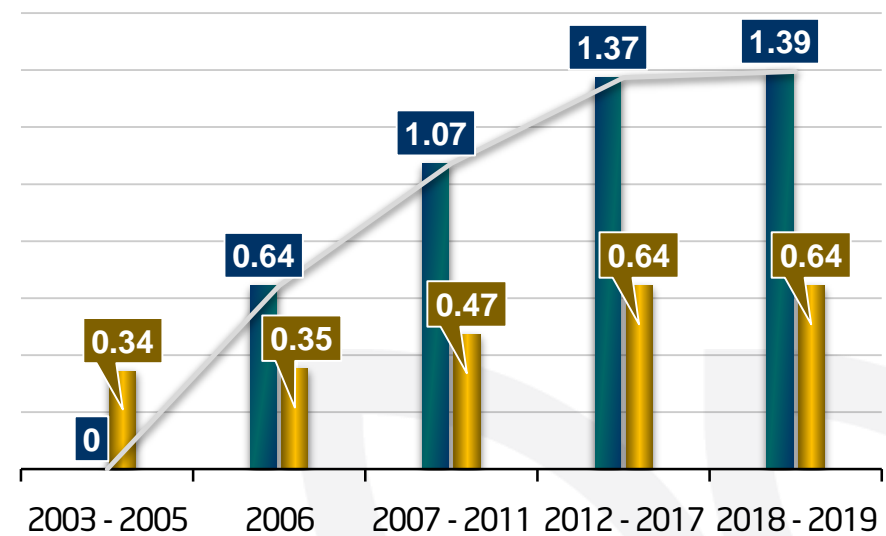
AVERAGE YIELD (ton/ ha)

■ PVP Products ■ Non-PVP Products



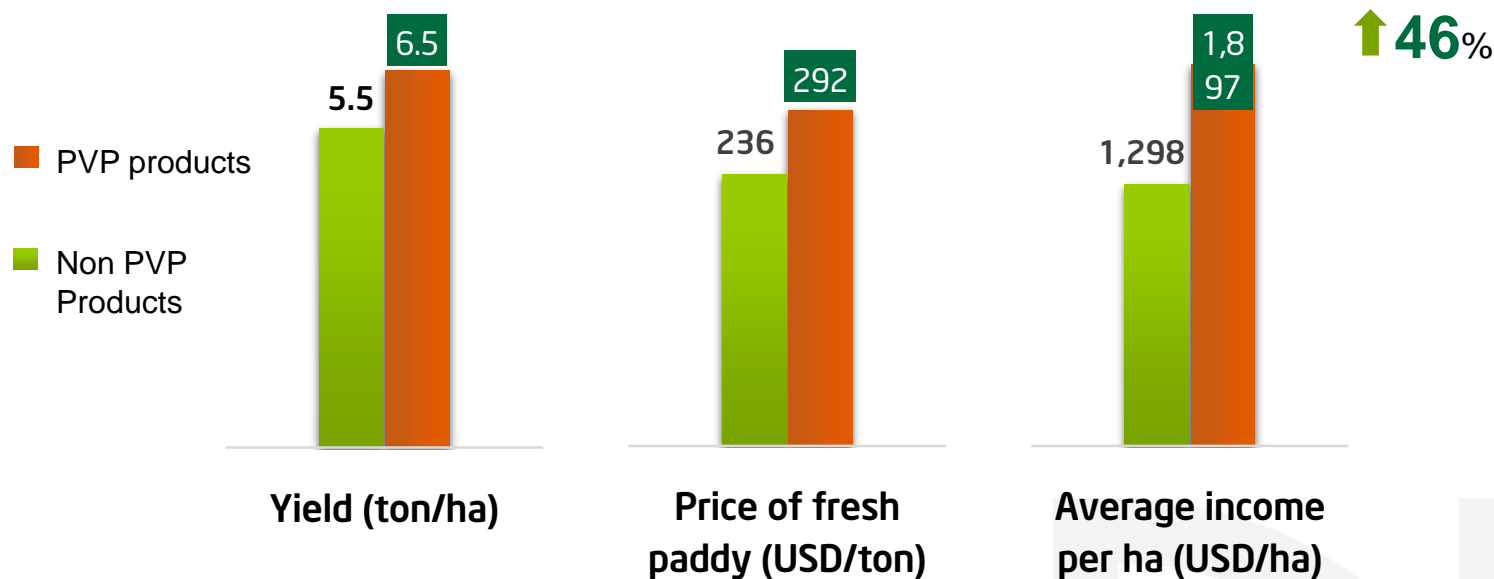
AVERAGE SELLING PRICE (USD/kg)

■ PVP Products ■ Non-PVP Products



- Increasing investment on R&D, Vinaseed Group achieves economic and productive effects: From 2006 to 2019, the revenue of PVP products increased significantly from **25,700 USD** to **52.2 Million USD** which was accounted for **80%** of total revenue in 2019
- The average selling price of PVP products have gone up by **115%** compared to the public one. In addition, the PVP products have an increase in average yield by **21%**. These are strong evidences to prove positive impacts of UPOV in Vietnam seed industry.

3. Increase farmers' benefit



- Farmers are able to increase their income by using PVP products whose productivity, quality and value are higher than non-PVP product's.
- Reducing the cost of pesticides and chemicals is also one of benefits that farmers get from PVP program.
- Saving electric and water power by using clean energies and environmentally-friendly materials



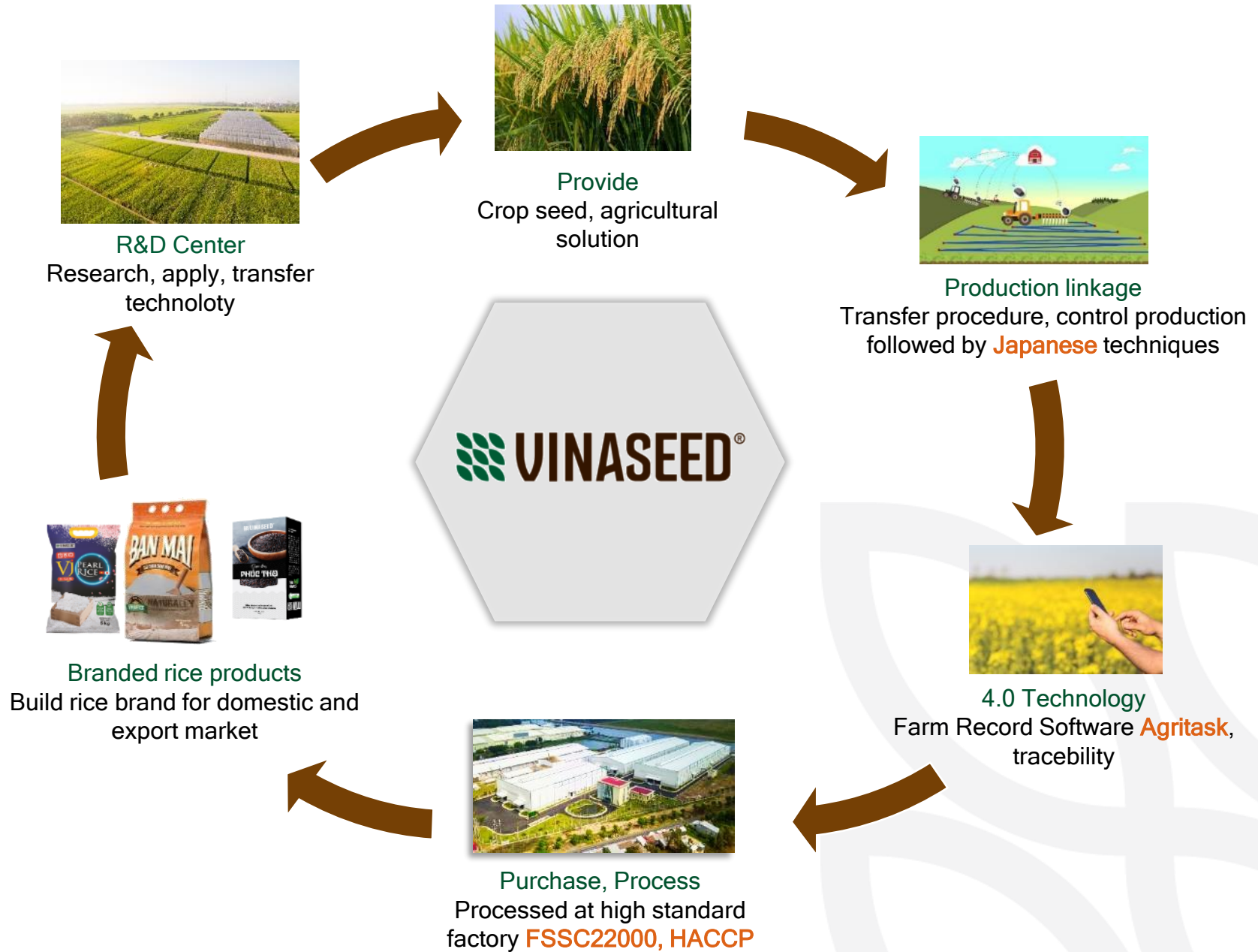
PART IV.

IV

VINASEED GROUP

PRODUCTION LINKAGE MODEL

PRODUCTION LINKAGE MODEL



DEMONSTRATION

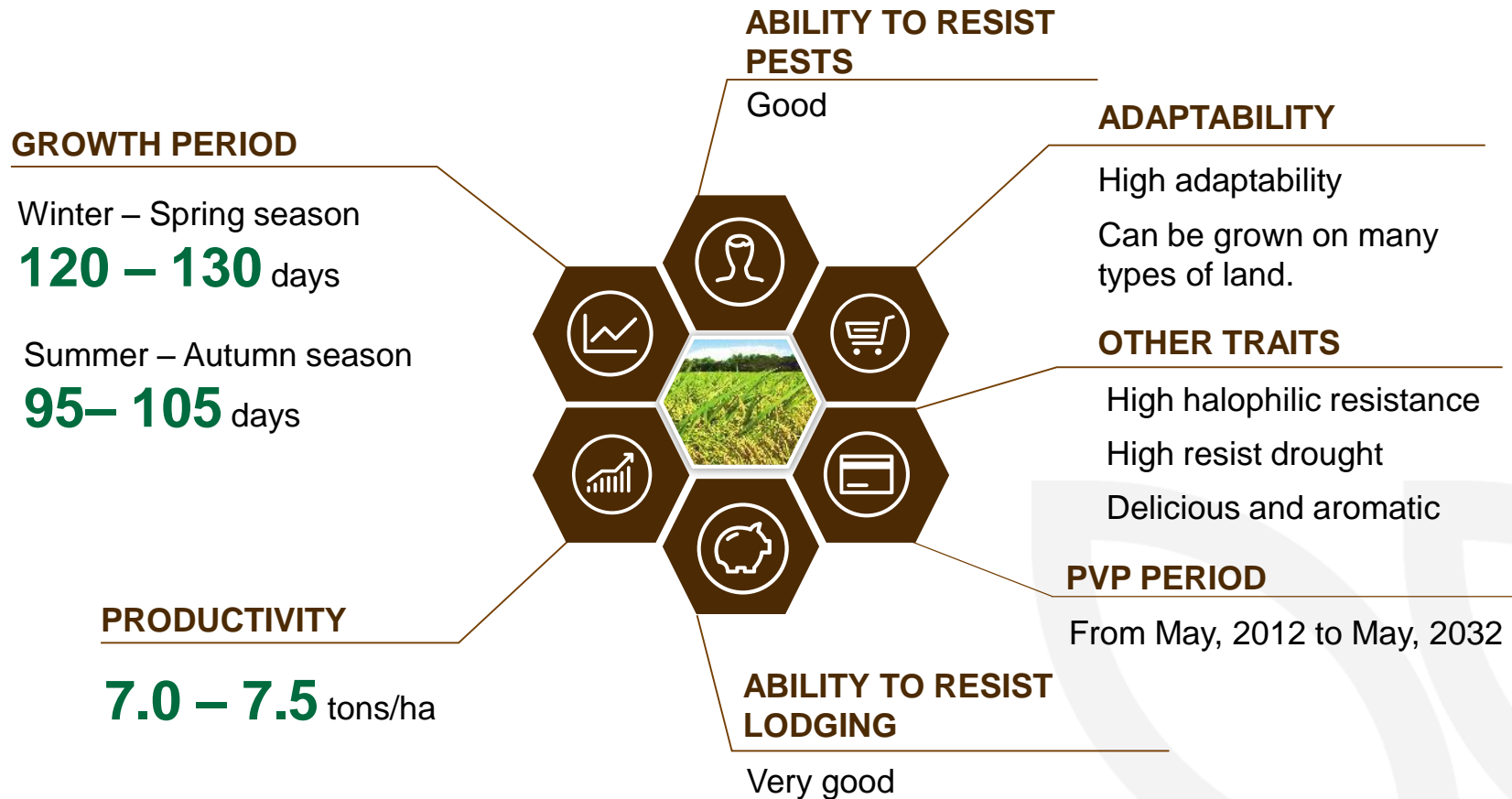


TRAINING



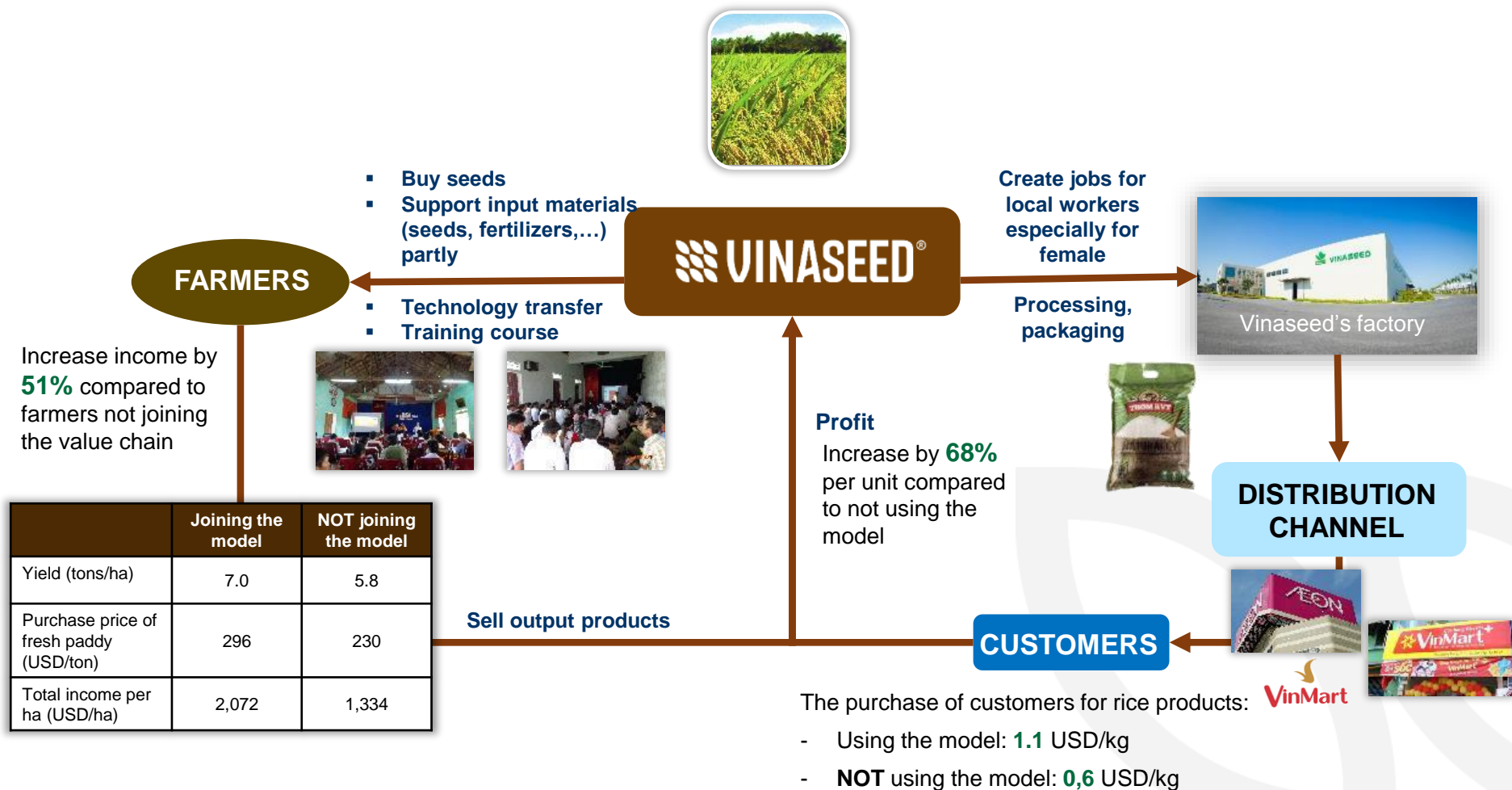
Farmers are educated about new varieties and cultivation techniques after visiting demonstration field.

HIGH QUALITY AROMATIC RICE RVT

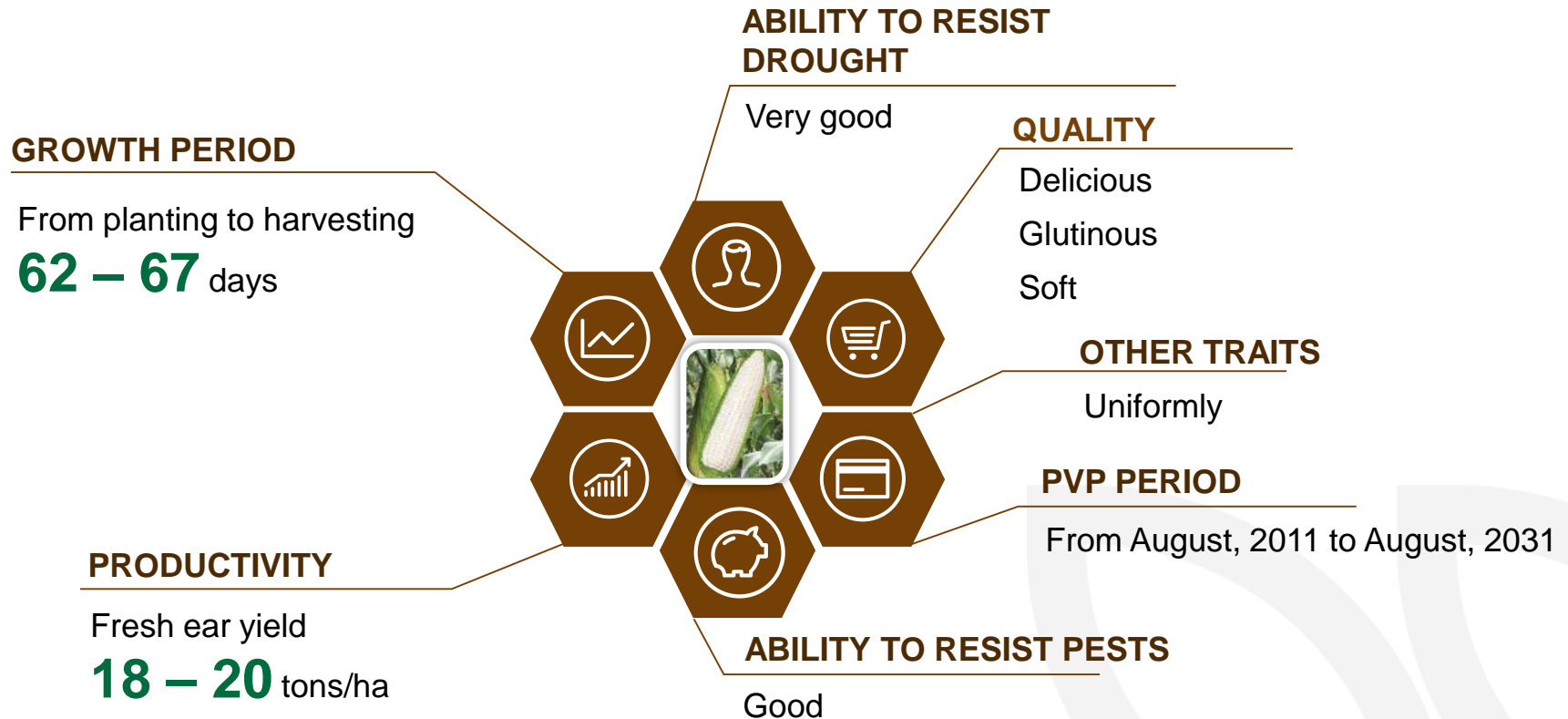


Focus on high quality rice to develop a national brand of rice for domestic and exporting market

THE VALUE CHAIN MODEL OF RICE RVT

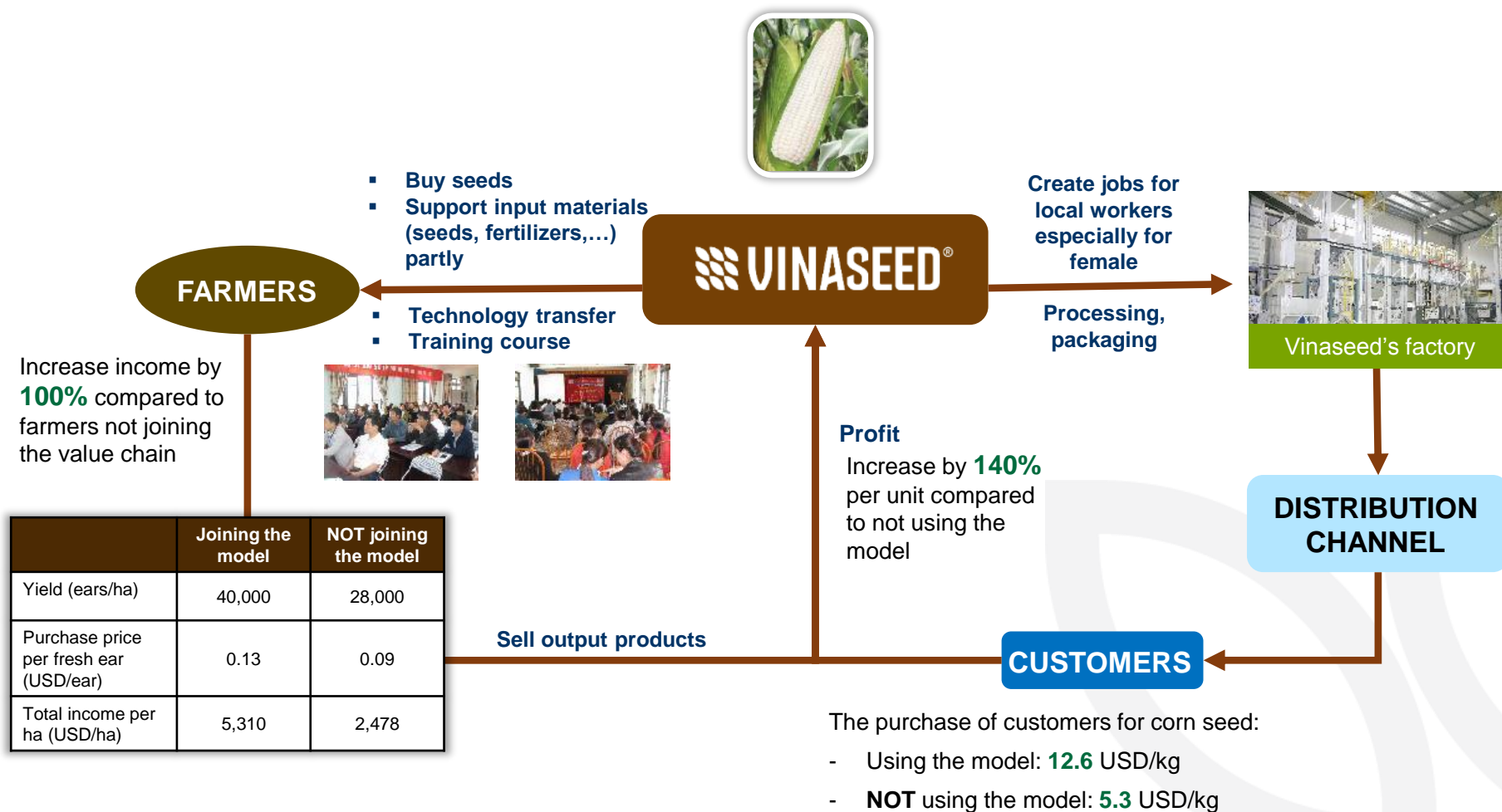


HYBRID GLUTINOUS CORN HN88



Vinaseed group has emerged a niche market – glutinous corn market in Vietnam instead of single cross-breeding corn and set the target to dominate this market

THE VALUE CHAIN MODEL OF CORN HN88



THANK YOU!



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