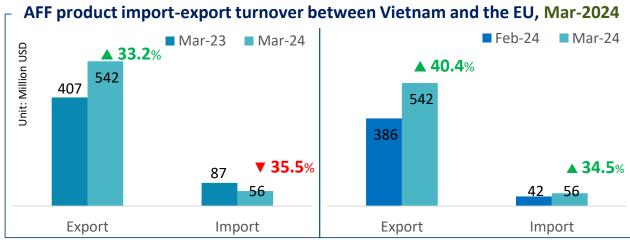
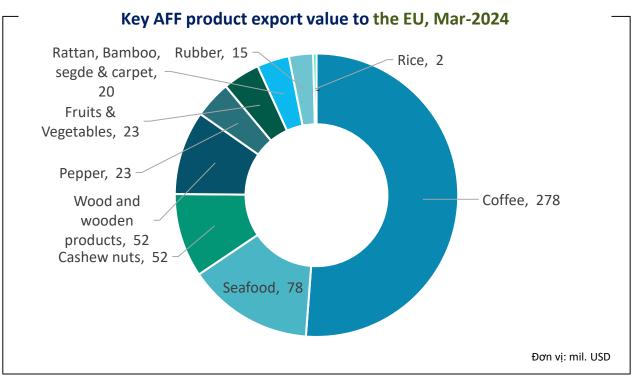
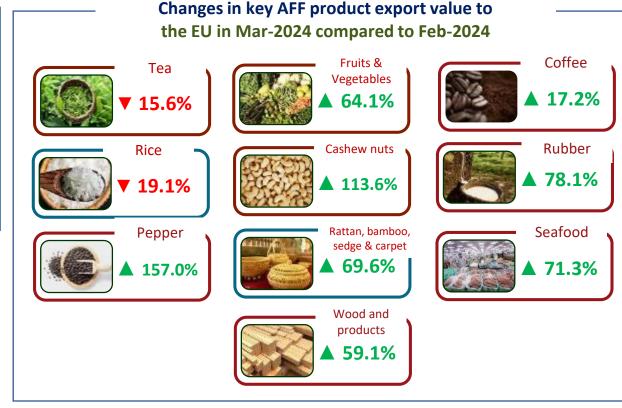
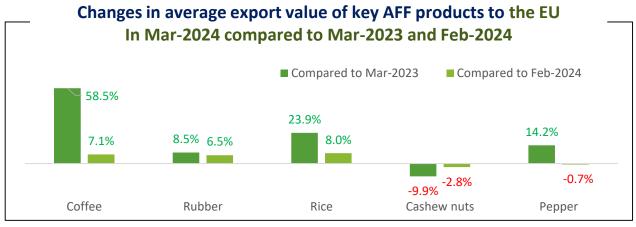


#### THE SITUATION OF AGRO-FORESTRY-FISHERY (AFF) PRODUCT EXPORT FROM VIETNAM TO THE EU IN MARCH 2024









### The EU increases tariffs on some imported agricultural products from Russia and Belarus

European Union (EU) leaders, convening at an Extraordinary Summit in Brussels, urged swift endorsement of tax hikes on select agricultural goods imported from Russia and Belarus into the EU.

This initiative, put forth by the European Commission (EC), garnered approval from heads of EU member states, who called upon the EU Council and the EC to persist in their endeavors to impose supplementary tariffs on specific agricultural products from Russia and Belarus, notably cereals, oilseeds, and their derivatives.

The magnitude of the tax increase will vary according to the product, set at either \$102 per ton of imported goods or 50% of the import price. Additionally, the EC proposed the exclusion of the Russian Federation and Belarus from EU quotas within the World Trade Organization (WTO) to secure more favorable tariff arrangements.

Source: Tinnhanhchungkhoan.vn



#### **European economy prospers**

The euro area economy grew by 0,3% in the first quarter compared to the last quarter of last year thanks to reduced inflation and a positive German economy. This is the strongest quarter of performance for the euro area economy since the third quarter of 2022, according to data from the European Union Statistical Agency (Eurostat). In the second half of 2023, the eurozone economy will shrink by 0,1% per quarter.

Compared to the same period in 2023, eurozone GDP increased by 0,4% and the entire EU increased by 0,5%. The European economy prospered thanks to falling energy prices and inflation cooling to 2,4% in April. Inflation is currently not far from the 4% target set by the European Central Bank (ECB), leading to the possibility of the ECB cutting interest rates in June.

Additionally, Germany - the eurozone economic leader - grew by 0,2% in the first three months of the year, after a decline of 0,5% in the last quarter of 2023. France, the second largest economy in the region, reached growth of 0,2%. Meanwhile, Spain also grew by 0,7%.

However, the European economy does not have many prospects for significant takeoff. The ECB's current record-high interest rate of 4% is still an obstacle to growth because it increases credit costs for businesses and consumers..

Source: Vnexpress.vn



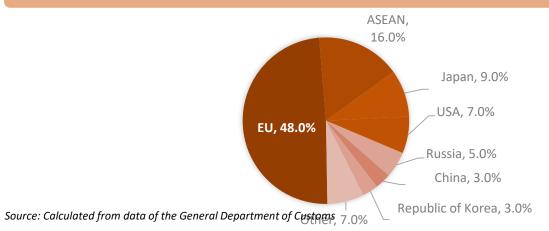




#### Export volume and value to the EU, Mar-2024



#### Percentage of export value to the EU, Mar-2024



#### **Export results to the EU, Mar-2024**

**VALUE** 

278.2<sub>mil. USD</sub>

- Increase 17.2% compared to Feb-2024
- **↗** Increase **60.7**% compared to Mar-2023
- **7 101.3** mil. USD more than the monthly average rate in 2023
- Accumulated 3 months of 2024 reaches 778.9 mil. USD, 18.8% of total 2023

**VOLUME** 

80.5 thousand tons

- **↗** Increase **9.3**% compared to Feb-2024
- Increase 1.4% compared to Mar-2023
- **7 15.6** thousand tons more than the monthly average rate in 2023
- Accumulated 3 months of 2024 reaches241.9 thousand tons, 13.4% of total 2023

#### Changes in percentage of export value to the EU, Mar-2024

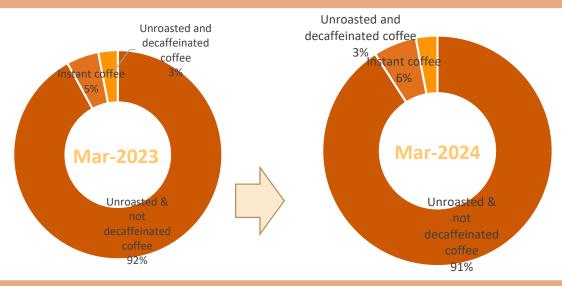




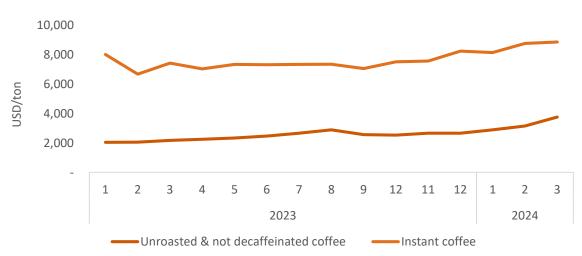
48% Export value of Mar-2024



#### Structure of exports by products to the EU, Mar-2024



#### Average export price to the EU, Mar-2024



#### Export results to the EU, Mar-2024







#### **Unroasted & not** decaffeinated coffee

Value: 272.8 mil. USD

Increase **26.1**% compared to

Feb-2024

Increase **61.8**% compared to Mar-2023

#### Instant coffee

Value: 17.3 mil. USD

Increase 49% compared to

Feb-2024

Increase 96.9% compared to Increase 108% compared to

Mar-2023

#### Unroasted and decaffeinated coffee

Value: 9.7 mil. USD

Increase **86.2**% compared to

Feb-2024

Mar-2023

#### Instant coffee

The average export price in Mar-2024 is **8.853** USD/ton; increases **1.2**% compared the previous month; and increases 19.4% compared to the same month of 2023.

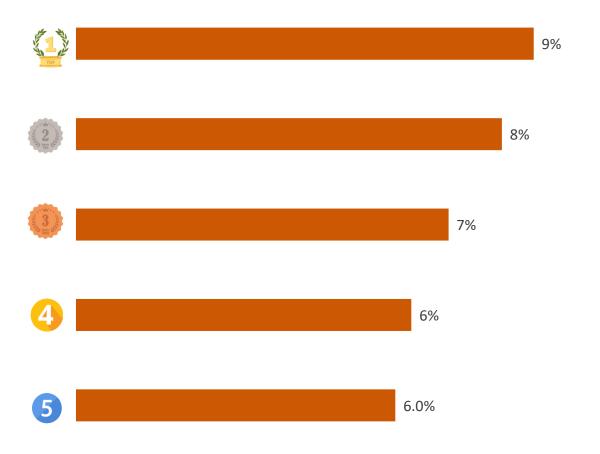
#### Unroasted & not decaffeinated coffee

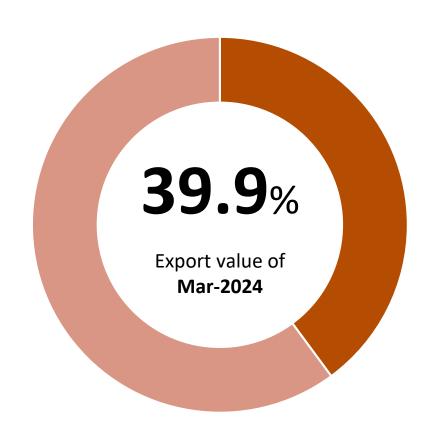
The average export price in Mar-2024 is **3.761** USD/ton; increases **19.4**% compared the previous month; and increases **73.4**% compared to the same month of 2023.



TOP 5 export enterprises by value to the EU, Mar-2024

Value ratio of TOP 5 export enterprises to the EU, Mar-2024







### **SPOTLIGHTS**



According to the European Coffee Federation, the EU has the highest per capita coffee consumption in the world. The size of the European coffee market is expected to reach 47.88 billion USD in 2024 and is forecast to reach 58.14 billion USD in 2029, an average growth of 3.96% in the period 2024 - 2029.

Source: nongnghiep.vn (4/2024)

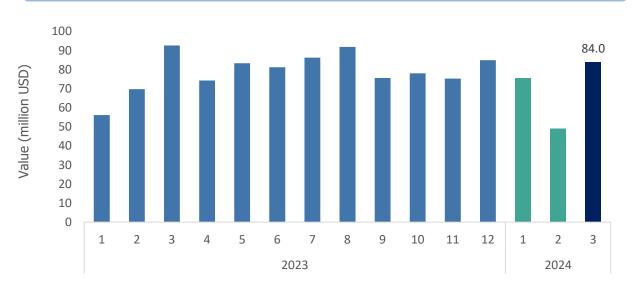
The European Coffee Federation, E.C.F. have reported that the port warehouse coffee stocks held within reporting warehouses in Belgium, Germany, France, Italy and Spain, to have registered a 2.47% decrease during the month of February 2024 to total 6,696,450 bags at the end of the month. The stocks are reported as 1,901,950 bags robusta coffee, 2,102,500 bags natural arabica coffee Including Brazil semi-washed and 2,692,000 bags washed arabica coffee.

Source: iandmsmith.com (4/2024)

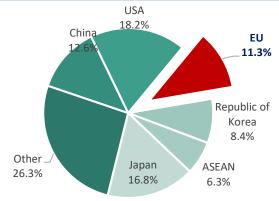


# **SEAFOOD**

#### **Export value to the EU, Mar-2024**



#### Percentage of export value to the EU, Mar-2024



#### Export results to the EU, Mar-2024

**VALUE** 

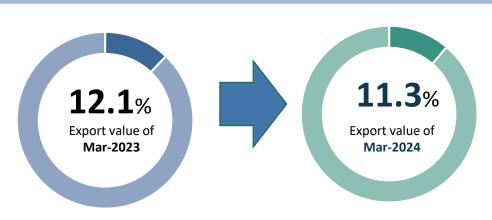
84.0 mil. USD

**71.3**% compared to Feb-2024



- ↑ 4.8 mil. USD more than the monthly average rate in 2023
- Accumulated 3 months of 2024 reaches 208.5 mil. USD, 22% of total 2023

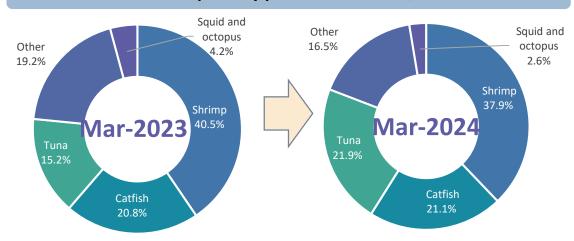
#### Changes in percentage of export value to the EU, Mar-2024



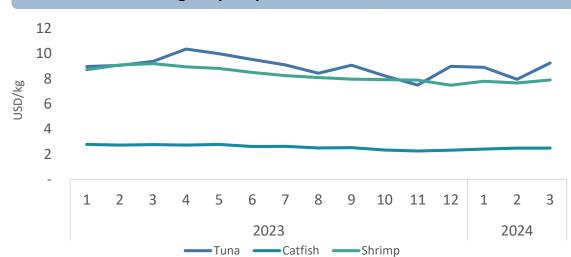


# **SEAFOOD**

#### Structure of exports by products to the EU, Mar-2024



#### Average export price to the EU, Mar-2024



#### Export results to the EU, Apr-2023



#### **Shrimp**

Value: 31.8 mil. USD

Increase **68.0**% compared to Feb-2024

Decrease **15.2**% compared to Mar-2023



#### Catfish

Value: 17.7 mil. USD

Increase **125.8**% compared to Feb-2024

Decrease **8.1**% compared to Mar-2023



#### Tuna

Value: 11.1 mil. USD

Increase **66.3**% compared to

Feb-2024

Increase **31.2**% compared to Mar-2023

#### Tuna

The average export price in Mar-2024 is **9.2** USD/kg; increases **16.3%** compared the previous month; and decreases **1.3%** compared to the same month of 2023.

#### Catfish

The average export price in Mar-2024 is **2.5** USD/kg; increases **0.1%** compared the previous month; and decreases **9.9%** compared to the same month of 2023.

#### Shrimp

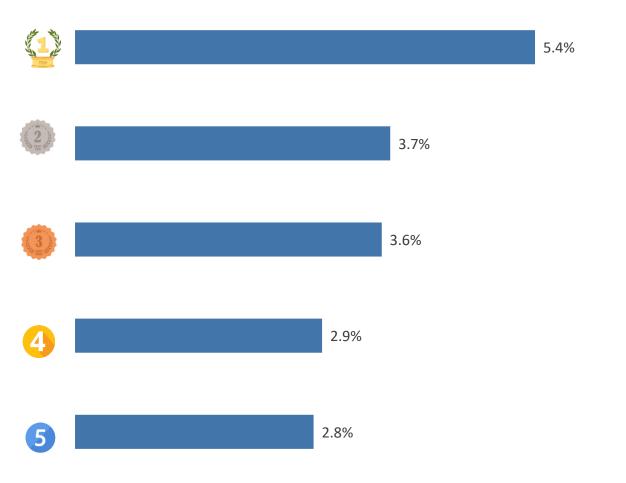
The average export price in Mar-2024 is **7.9** USD/kg; increases **3.3%** compared the previous month; and decreases **14.0%** compared to the same month of 2023.

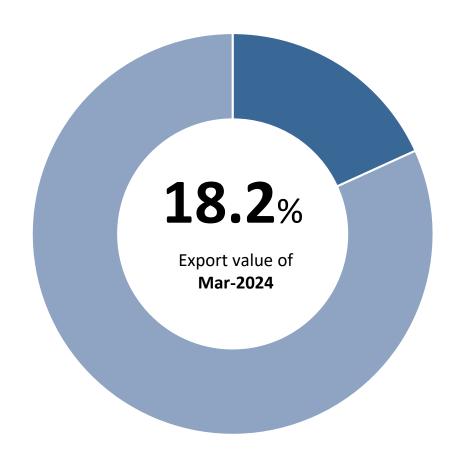


# **SEAFOOD**

TOP 5 export enterprises by value to the EU, Mar-2024

Value ratio of TOP 5 export enterprises to the EU, Mar-2024







### **SPOTLIGHTS**

01

# EU announces commitments worth 3.8 billion USD to protect oceans and promote sustainability

At the Our Ocean Conference held in Greece on Tuesday, April 16, the EU pledged 40 actions for the year 2024, backed by a substantial funding of 3.8 billion USD from various EU funds, marking the largest amount ever pledged by the EU since the inception of the Our Ocean Conferences. The Our Ocean Conference, initiated in 2014 and hosted annually by different governments, aims to bolster global ocean governance and advocate for marine conservation and sustainable development. This year's conference rallied for collective efforts worldwide to ensure a safe, secure, clean, healthy, and sustainably managed ocean. The EU's commitments spanned across various themes of the conference, including sustainable fisheries, marine protected areas, ocean and climate change, sustainable blue economies, marine pollution, maritime security, and more.

Source: the fishing daily (4/2024)

#### Vietnam needs to put in more effort to remove the IUU yellow card.

On April 4, Minister of Agriculture and Rural Development Le Minh Hoan convened a meeting with Ambassador Julien Guerrier, who heads the European Union (EU) Delegation to Vietnam. During discussions on the Illegal, Unreported, and Unregulated (IUU) fishing issue, the Ambassador acknowledged Vietnam's substantial efforts and political commitment to implementing measures against IUU fishing. However, he emphasized the need for further progress from Vietnam in the near future to prompt the EU to lift the yellow card. The Ambassador anticipated a comprehensive progress report from the Ministry of Agriculture and Rural Development during Deputy Minister Phung Duc Tien's upcoming visit to Belgium for discussions with the European Commission (EC) in preparation for the next EC inspection trip. Vietnam is urged to enhance its legal framework at the provincial level and provide the necessary equipment for managing fishing vessels. Although the stage is set for the removal of the IUU yellow card, the responsibility rests with Vietnam to demonstrate its transparent and lawful control of aquatic resources to the international community.

Source: MARD (4/2024)





# **WOOD AND WOODEN PRODUCTS**



#### **Export results to the EU, Mar-2024**



Increase **59.1**% compared to Feb-2024

■ Increase 29.7% compared to Mar-2023

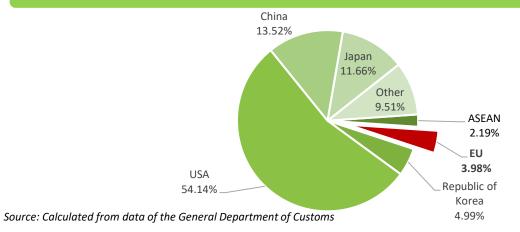
**32** 

mil. USD

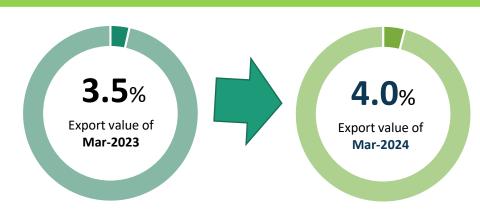
↑ 16 mil. USD more than the monthly average rate in 2023

Accumulated 3 months of 2024 reaches **151.5** mil. USD, **35.6**% of total 2023

#### Percentage of export value to the EU, Mar-2024



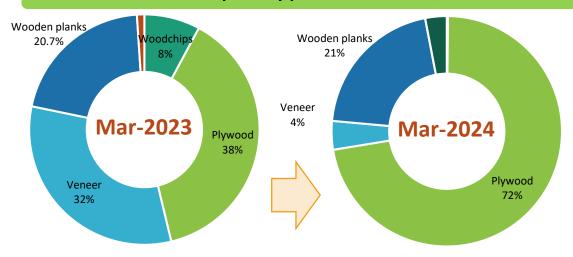
#### Changes in percentage of export value to the EU, Mar-2024



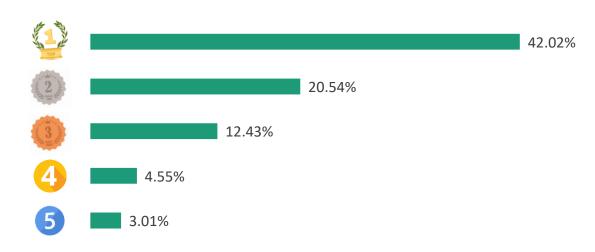


# **WOOD AND WOODEN PRODUCTS**

#### Structure of exports by products to the EU, Mar-2024



#### TOP 5 export enterprises by value to the EU, Mar-2024



#### **Export results to the EU, Mar-2024**



#### Plywood

Value: 1.3 mil. USD

Increase 80% compared to Feb-2024

Increase 139% compared to Mar-2023



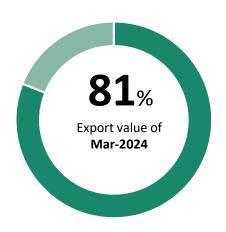
#### **Wooden planks**

Value: 0.4 mil. USD

Increase 276% compared to Feb-2024

Increase 26% compared to Mar-2023

#### Value ratio of TOP 5 export enterprises to the EU, Mar-2024





#### **SPOTLIGHTS**

In 2023, EU27+UK imports of wood furniture from tropical countries fell 23% last year to 430,000 tonnes. Imports from all tropical countries supplying wood furniture to the EU27+UK declined very sharply last year including Vietnam (-28% to 148,900 tonnes), India (-20% to 73,400 tonnes), Indonesia (-23% to 73,400 tonnes), Malaysia (-15% to 72,800 tonnes), Brazil (-15% to 48,300 tonnes), Thailand (-19% to 5,400 tonnes)

According to the Italy-based furniture industry research organization CSIL, prospects for the European wood furniture sector are slowly improving this year. The major challenges that have recently impacted the European furniture industry, such as price increases and supply chain disruptions, appear to be easing. Furniture demand is expected to gradually improve in the second quarter of 2024 and recover in 2025.



# FRUITS AND VEGETABLES (EXPORT)

#### Export volume and value to the EU, Mar-2024



#### Export results to the EU, Mar-2024



**29.9** 

mil. USD

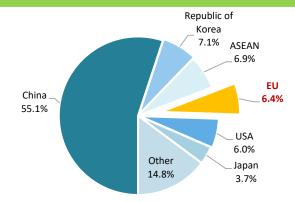
Increase **64.1**% compared to Feb-2024

Increase **28.9**% compared to Mar-2023

**5.3 mil. USD** more than the monthly average rate in 2023

Accumulated 3 months of 2024 reaches 72.1 mil. USD, 24.3% of total 2023

#### Percentage of export value to the EU, Mar-2024



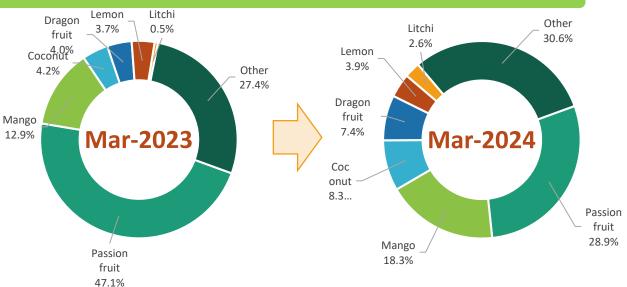
#### Changes in percentage of export value to the EU, Mar-2024





# FRUITS AND VEGETABLES (EXPORT)

#### Structure of exports by products to the EU, Mar-2024



#### Export results of some main products to the EU, Mar-2024



#### **Passion fruit**

Value: 8.6 mil. USD

Increase 40.0% compared to Feb-2024

Decrease 20.9% compared to Mar-2023



#### Mango

Value: 5.5 mil. USD

Increase **72.6**% compared to Feb-2024

Increase **82.0**% compared to Mar-2023



#### Coconut

Value: 2.5 mil. USD

Increase **66.8**% compared to Feb-2024

Increase **152.0**% compared to Mar-2023



#### **Dragon fruit**

Value: 2.2 mil. USD

Increase **63.8**% compared to Feb-2024

Increase **137.4**% compared to Mar-2023



#### Lemon

Value: 1.2 mil. USD

Increase **33.1**% compared to Feb-2024

Increase **34.7**% compared to Mar-2023



#### Litchi

Value: 0.77 mil. USD

Increase 452.2% compared to Feb-2024

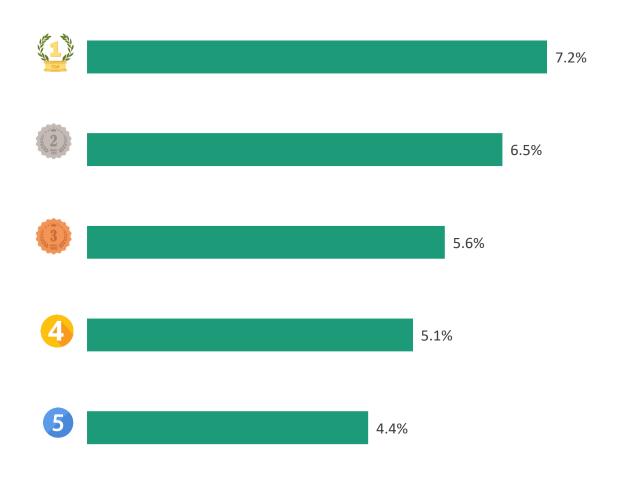
Increase **515.0**% compared to Mar-2023

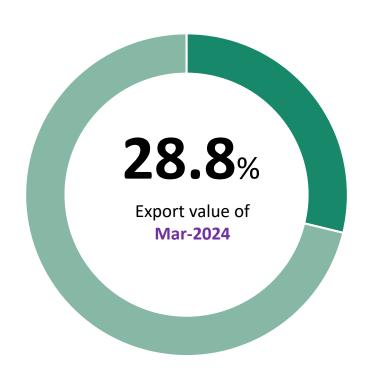


# FRUITS AND VEGETABLES (EXPORT)

TOP 5 export enterprises by value to the EU, Mar-2024

Value ratio of TOP 5 export enterprises to the EU, Mar-2024





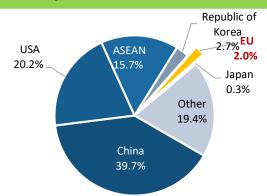


# FRUITS AND VEGETABLES (IMPORT)

#### Import volume and value from the EU, Mar-2024



#### Percentage of import value from the EU, Mar-2024



#### Import results from the EU, Mar-2024

**VALUE** 

3.2

mil. USD



Decrease **18.3**% compared to Feb-2024

Decrease **42.0**% compared to Mar-2023

**1.4 mil. USD** less than the monthly average rate in 2023

Accumulated 3 months of 2024 reaches 13.1 mil. USD, 23.7% of total 2023

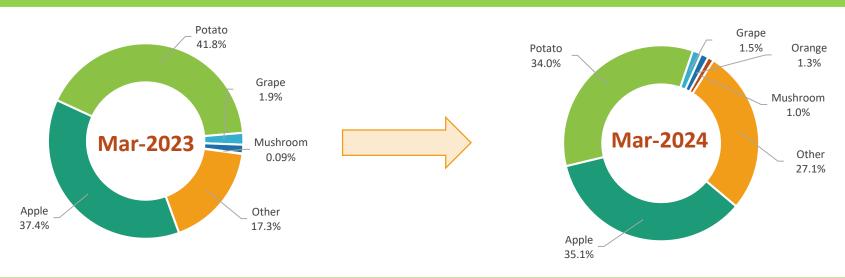
#### Changes in percentage of import value from the EU, Mar-2024





# FRUITS AND VEGETABLES (IMPORT)

#### Structure of imports by products from the EU, Mar-2024



#### Import results of some main products from the EU, Mar-2024



#### **Apple**

Value: 1.1 mil. USD

Decrease **36.4**% compared to Feb-2024

Decrease 45.6% so compared to Mar-2023



#### **Potato**

Value: 1.1 mil. USD

Decrease 25.9% compared to Feb-2024

Decrease **52.8**% compared to Mar-2023



#### Grape

Value: 46.5 thousand USD

Decrease 47.5% compared to Feb-2024

Decrease 56.3% compared to Mar-2023

#### **SPOTLIGHTS**



The European Commission is considering making cold treatment mandatory for all imported citrus fruits that pose a pest risk. This requirement, originally implemented for South African oranges in 2022 due to pressure from European producers following interceptions of false moth in orange shipments, may now be expanded to include mandarins and grapefruits, as well as imports from other regions with pest alerts such as Israel, Zimbabwe, and Morocco.

Source: Freshplaza.com



Europe's apple stocks decreased by 2.2% to reach 623,621 tons, while pear stocks increased by 1.7% to reach 85,840 tons by 1 March 2024, according to the World Apple and Pear Association. The reduction in EU apple stocks was mainly due to a decrease in the following varieties: Idared by 26.1%, Jonagold by 11.5%, Fuji by 8.1%, Granny Smith by 23%, and Red Jonaprince by 24.2%. Pear stocks in the EU increased, with Conference pears up by 7% and Rocha up by 23%.

Source: Freshplaza.com



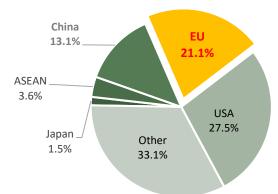


### **CASHEW NUTS**

#### Export volume and value to the EU, Mar-2024



#### Percentage of export value to the EU, Mar-2024



#### **Export results to the EU, Mar-2024**

**VALUE** 

2024

66.55 mil. USD

7 Increase 113.6% compared to Feb-

**7** Increase **6.8**% compared to Mar-2023

↑ 2.4 mil. USD more than the monthly average rate in 2023

❖ Accumulated 3 months of 2024 reaches 164 mil. USD, 21% of total 2023

**VOLUME** 

12.42

thousand tons

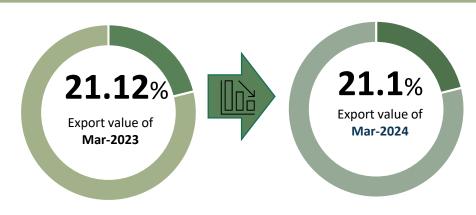
**7** Increase **117.4**% compared to Feb-2024

Increase 17.4% compared to Mar-2023

↑ 933 ton more than the monthly average rate in 2023

Accumulated 3 months of 2024 reaches 12.3 thousand tons, 22% of total 2023

#### Changes in percentage of export value to the EU, Mar-2024



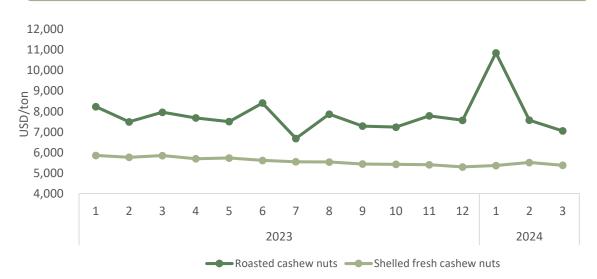


### **CASHEW NUTS**

#### Structure of exports by products to the EU, Mar-2024



#### Average export price to the EU, Mar-2024



#### Export results to the EU, Mar-2024



#### Shelled fresh cashew nuts

Value: 64.2 mil. USD

Increase 114.3% compared to Feb-2024

Increase **5.7**% compared to Mar-2023



#### Roasted cashew nuts

Value: 2.4 mil. USD

Increase 96% compared to Feb-2024

Increase **46.4**% compared to Mar-2023

#### Shelled fresh cashew nuts

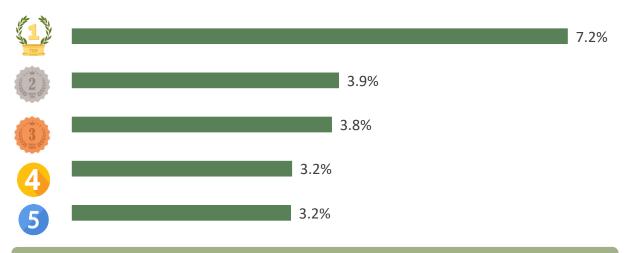
The average export price in Mar-2024 is **5.377** USD/ton; decreases **2.4**% compared the previous month; and decreases **8.0**% compared to the same month of 2023.

#### Roasted cashew nuts

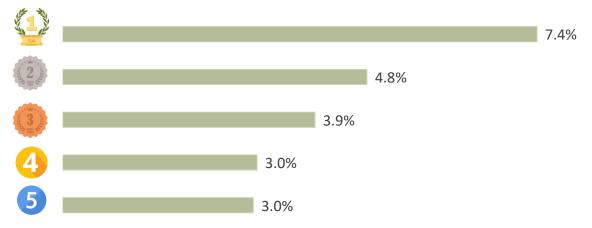
The average export price in Mar-2024 is **7.050** USD/ton; decreases **6.9**% compared the previous month; and decreases **11.4**% compared to the same month of 2023.



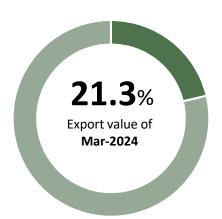
TOP 5 export enterprises by value to the EU, Mar-2024



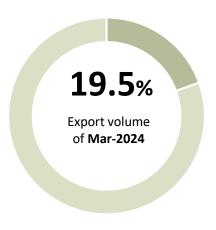
TOP 5 export enterprises by volume to the EU, Mar-2024



Value ratio of TOP 5 export enterprises to the EU, Mar-2024



Volume ratio of TOP 5 export enterprises to the EU, Mar-2024



# **CASHEW NUTS**

#### **SPOTLIGHTS**



According to data from the European Statistics Agency (Eurostat), in the first 2 months of 2024, the Netherlands imported cashew nuts from non-EU markets reaching over 9.97 thousand tons, worth 52.52 million EUR (equivalent to over 56 million USD), an increase of 6.0% in volume, but a decrease of 8.2% in value compared to the same period last year. The Netherlands increased imports of cashew nuts from Vietnam, Ivory Coast, and Tanzania, but decreased imports from India and Burkina Faso.

In the first 2 months of 2024, the average import price of cashew nuts in the Netherlands from the non-EU market reached 5,266 USD/ton, down 13.4% over the same period last year. In particular, the average import price of cashew nuts from all foreign suppliers decreased; the highest decrease of 21.2% from Ivory Coast; The lowest decrease was 6.9% from India.



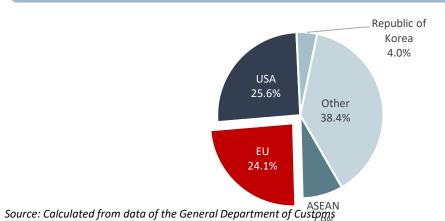
Source: Department of Import and Export (Ministry of Industry and Trade)



#### Export volume and value to the EU, Mar-2024



#### Percentage of export value to the EU, Mar-2024



#### **Export results to the EU, Mar-2024**

**VALUE** 





→ Increase 157% compared to Feb-2024

→ Increase 93% compared to Mar-2023

**14.6** mil. USD more than the monthly average rate in 2023

❖ Accumulated 3 months of 2024 reaches 51.8 mil. USD, 35% of total 2023

**VOLUME** 

✓ Increase 158% compared to Feb-2024

✓ Increase 69% compared to Mar-2023

**2.8** thousand tons more than the monthly average rate in 2023

❖ Accumulated 3 months of 2024 reaches 11.4 thousand tons, 32% of total 2023

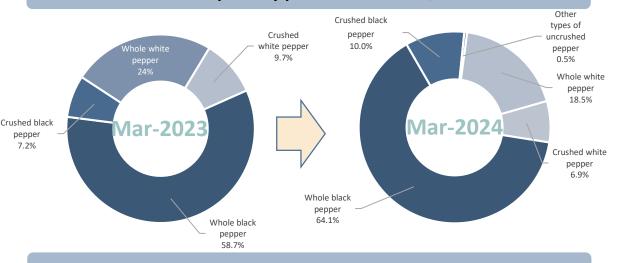
#### Changes in percentage of export value to the EU, Mar-2024



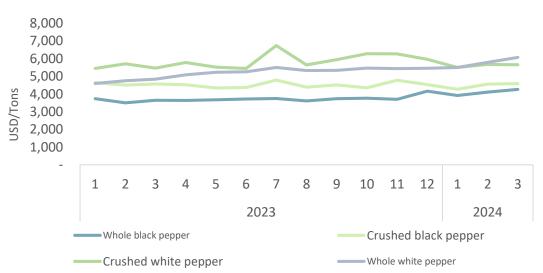


# **PEPPER**

#### Structure of exports by products to the EU, Mar-2024



#### Average export price to the EU, Mar-2024



#### Export results to the EU, Mar-2024



#### Whole black pepper

Value: 17.2 mil. USD

Increase **212**% compared to

Feb-2024

Increase **111**% compared to Mar-2023



#### **Crushed black pepper**

Value: 2.7 mil. USD

Increase **269**% compared to Feb-2024

10 1 60-2024

Increase **167**% compared to Mar-2023



#### Crushed white pepper

mil. USD Value: 1.9 mil. USD

Increase **73**% compared to

Feb-2024

Increase 38% compared to Mar-2023

#### Whole black pepper

The average export price in Mar-2024 is **4.264** USD/ton; increases **3.9**% compared the previous month; and increases **16.9**% compared to the same month of 2023.

#### Crushed black pepper

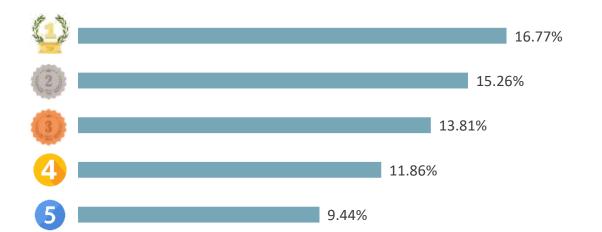
The average export price in Mar-2024 is **4.583** USD/ton; increases **0.6**% compared the previous month; and increases **0.4**% compared to the same month of 2023.

#### Crushed white pepper

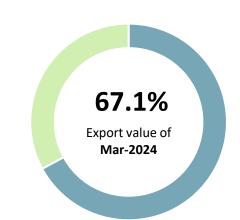
The average export price in Mar-2024 is **5.655** USD/ton; decreases **0.2**% compared the previous month; and increases **3.5**% compared to the same month of 2023.



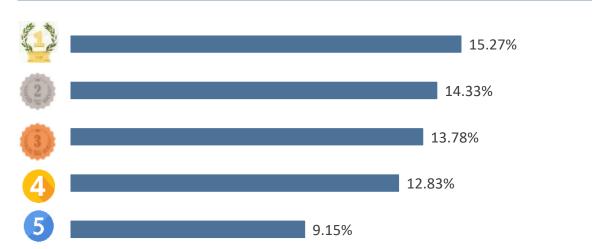
#### TOP 5 export enterprises by value to the EU, Mar-2024



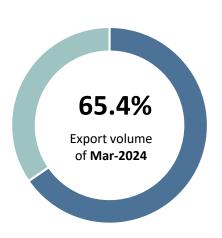
#### Value ratio of TOP 5 export enterprises to the EU, Mar-2024



#### TOP 5 export enterprises by volume to the EU, Mar-2024



#### Volume ratio of TOP 5 export enterprises to the EU, Mar-2024



### **PEPPER**





Data from the European Statistics Agency (Eurostat) shows that the EU imported a total of 13,326 tons of pepper in the first 2 months of 2024 with a value of 56.2 million EUR, an increase of nearly 1% in volume and a decrease of 17.3% in value compared to the same period last year.

The top pepper-importing countries in the EU are Germany, Belgium, the Netherlands, and France. EU pepper imports from non-EU markets reached 8,601 tons, marking a 13% increase over the same period and accounting for 64.5% of the market share. Meanwhile, EU imports from EU markets reached 4,725 tons, reflecting a 15.4% decrease and accounting for 35.5% of the total market share.

Vietnam continues to be the largest pepper supplier to the EU in the first 2 months of 2024 with a volume of 4,970 tons, an increase of 12.8% over the same period in 2023. Vietnam's pepper market share in the EU has increased to 37.3% from 33.4% in the same period last year.

Source: Vietnambiz.vn

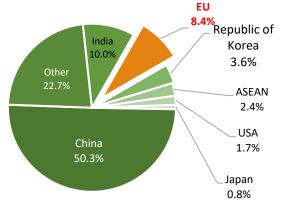


# **RUBBER**

#### Export volume and value to the EU, Mar-2024



#### Percentage of export value to the EU, Mar-2024



#### **Export results to the EU, Mar-2024**

**VALUE** 

15.15 mil. USD

**7** Increase **78.1**% compared to Feb-2024

**7** Increase 121% compared to Mar2023

**8.1** mil. USD more than the monthly average rate in 2023

❖ Accumulated 3 months of 2024 reaches29 mil. USD, 34% of total 2023

**VOLUME** 

9.13

housand tons

✓ Increase 67.3% compared to Feb2024

**7** Increase 103% compared to Mar2023

**4.2** thousand tons more than the monthly average rate in 2023

Accumulated 3 months of 2024 reaches 18 thousand tons, 31% of total 2023

#### Changes in percentage of export value to the EU, Mar-2024



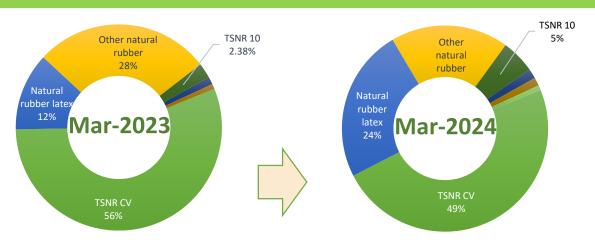


8.4% Export value of Mar-2024

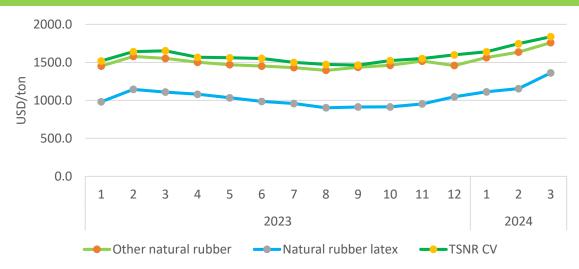


### **RUBBER**

#### Structure of exports by products to the EU, Mar-2024



#### Average export price to the EU, Mar-2024



#### **Export results to the EU, Mar-2024**







#### Other natural rubber

Value: 2.8 mil. USD

Increase **34**% compared to Feb-2024

Increase **48**% compared to Mar-2023

#### **TSNR CV**

Value: 7.36 mil. USD

Increase **87**% compared to Feb-2024

Increase **92**% compared to Mar-2023

#### Natural rubber latex

Value: 3.6 mil. USD

Increase **140**% compared to Feb-2024

Increase **335**% compared to Mar-2023

#### Other natural rubber

The average export price in Mar-2024 is **1.760** USD/ton; increases **7.6**% compared the previous month; and increases **13.1**% compared to the same month of 2023.

#### **TSNR CV**

The average export price in Mar-2024 is **1.838** USD/ton; increases **5.2**% compared the previous month; and increases **11.2**% compared to the same month of 2023.

#### Natural rubber latex

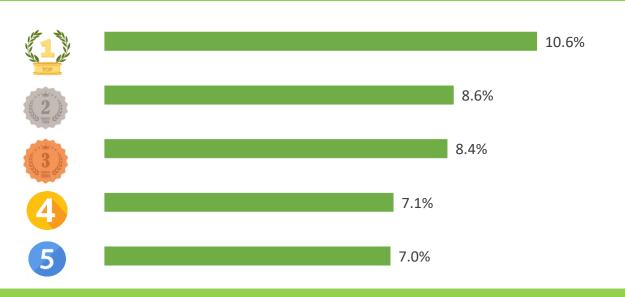
The average export price in Mar-2024 is **1.362** USD/ton; increases **18**% compared the previous month; and increases **23**% compared to the same month of 2023.



# **RUBBER**

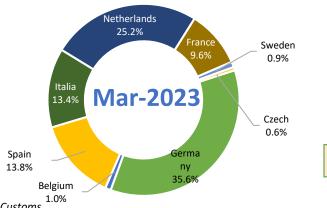
#### TOP 5 export enterprises by value to the EU, Mar-2024

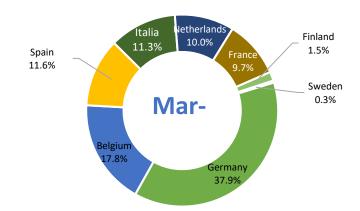
#### Value ratio of TOP 5 export enterprises to the EU, Mar-2024





#### Changes in percentage of export value by countries, Mar-2024





### **SPOTLIGHTS**

According to the European Tire and Rubber Manufacturers Association (ETRMA), replacement tire sales in Europe decreased in the first quarter of 2024. Specifically, replacement tire sales for trucks and buses reached 2.76 million units, down 8% over the same period in 2023. Replacement tire sales for two-wheeled vehicles and agricultural tires reached 3.3 million units and 212 thousand units, down 6% and 1%, respectively over the same period last year.

ETRMA Secretary General Adam McCarthy assessed that current inflation has had an impact on the demand of all tire product lines, the recovery of the tire industry starting from the end of 2023 mainly through sales of winter and all-season tires.



Any comments. please send to:

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