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Vietnam Fishing Industry CURRENT STATUS AND SOLUTION

Presented by **Dr Nguyen Huu Dzung**

Vice President

Vietnam Association of Seafood Exporters and Producers

(VASEP)



VASEP

- ❖ Vietnam Association of Seafood Exporters and Producers (**VASEP**) is a non-governmental, not-for-profit organization, established on **June 12th 1998**, based on the principles of volunteer, autonomy and equality.
- ❖ **VASEP** members: **291 companies**, include leading Vietnamese seafood processors, exporters and suppliers services to the seafood sector.
- ❖ Exports value of **VASEP** members represent 80% of the total seafood exports turnover of Vietnam.
- ❖ **VASEP** has signed Official Cooperation Agreement with the Ministry of Agriculture & Rural Development (24 August 2007)
- ❖ **VASEP** is **Chairman of the ASEAN Seafood Federation (ASF)**.



VASEP

1. To **develop** national strategies for the seafood industry;
2. To **promote** the growth of Vietnam's seafood industry;
3. To **help** members better determine its orientation for development;
4. To **support** members to improve productivity, quality and proficiencies in production and business
5. To **build up** raw material resource, expand markets and improve the competitive power of members and their products.
6. To **facilitate** the smooth import - export of VN seafood products internationally.



VASEP

7. To be a **bridge** that connects VN seafood producers to customers all over the world;
8. To **provide** updated & essential seafood market information and database;
9. To **organizes and implements** trade-promotion and training activities;
10. To **assists** its members in seeking raw materials. financial and technical assistance from various sources to upgrade quality standards and add value to their seafood products.
11. To **represent and protect** its members' legitimate rights and interests in regards to governmental authorities and third-party bodies etc...



VIETNAM SEAFOOD INDUSTRY (2011)

- ❖ 776 Marine products exporters (while total seafood exporters of Vietnam is 918; Shrimp exporters: 325; Pangasius exporters: 235).
- ❖ 123 imported markets of Vietnam marine products (while total Vietnam seafood imported market: 153; Shrimp: 91; Pangasius: 136).
- ❖ Export value: US\$2.05 billion (*make up 34% of Vietnam seafood export value (US\$6.1 billion)*). up 19% compared to 2010.

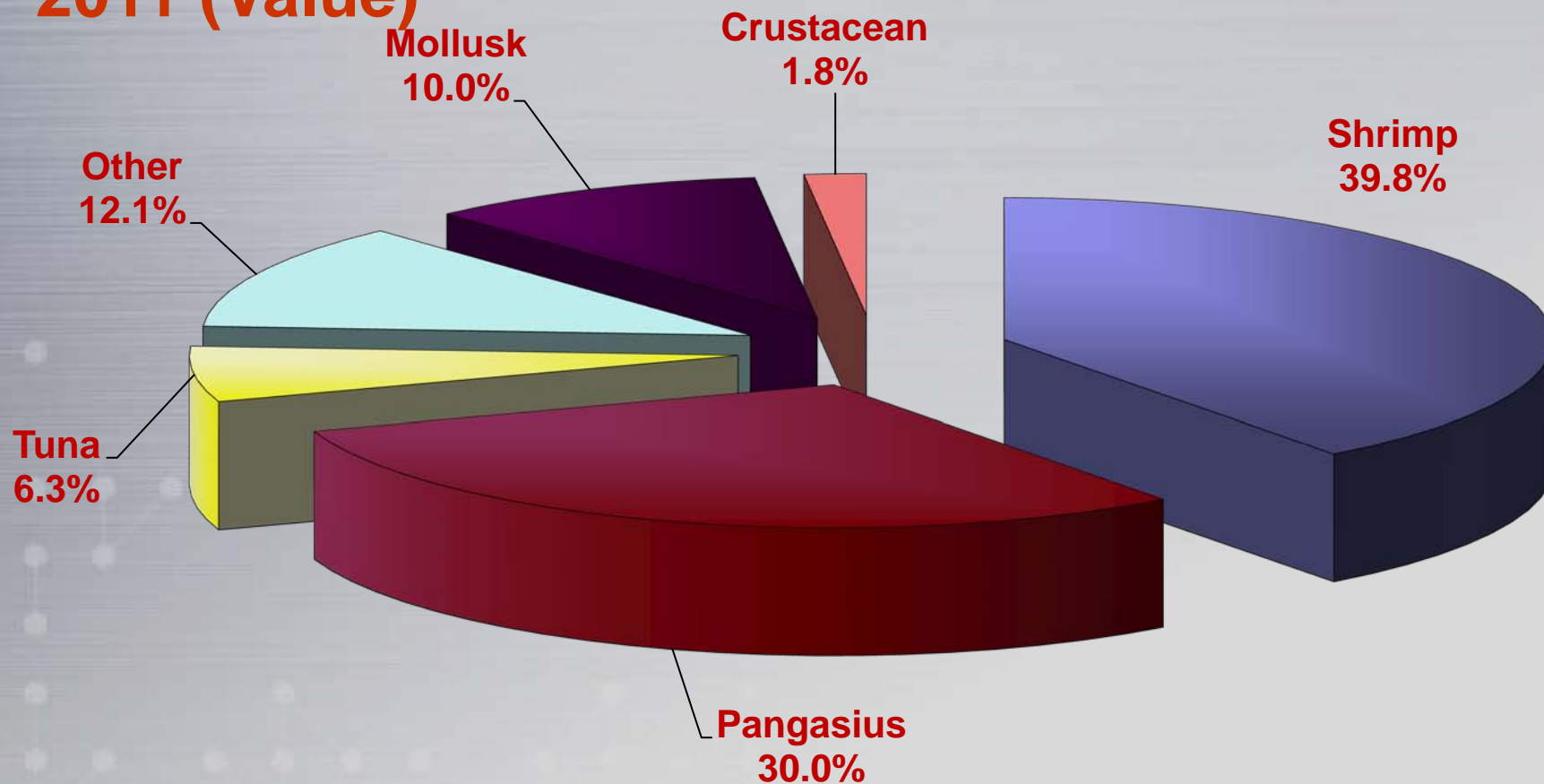


MARINE PRODUCT EXPORT OF 2011

PRODUCT	2011 (US\$ mill.)	Comparison 2010 to 2011(%)
Tuna	379.364	29.4
Others	731.937	20.9
Mollusk	602.208	23.2
Crustacean	109.731	-1.9

EXPORT PRODUCT CATEGORIES

2011 (Value)

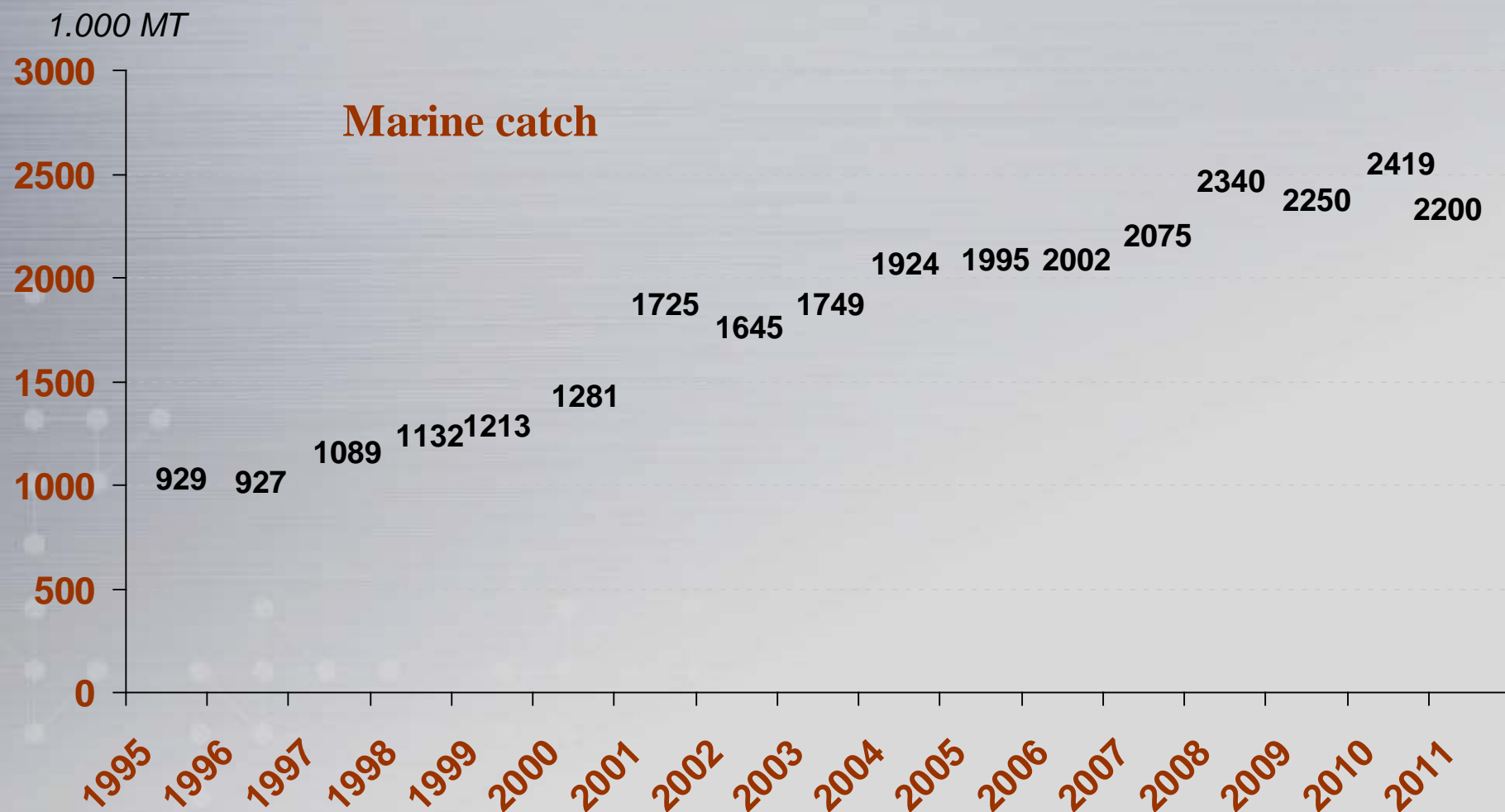




MARINE CATCH VOLUME

2010: 2.419 thousand MT

2011: 2.200 thousand MT (down 9% compared to last year).





CURRENT STATUS OF FISHING

- **28** coastal provinces and cities.
- Total number of Vietnam vessels fishing is **128,538**



NUMBER OF VESSELS BY CAPACITY

CAPACITY (CV)	NUMBER OF VESSELS	NUMBER OF LICENSED VESSELS
20 <	64,445	42,579
20- < 50	33,437	25,126
50- < 90	12,144	9,486
90- < 150	5,948	4,664
150- < 250	4,293	2,992
250- < 400	5,141	3,795
≥ 400	2,694	2,090



7 PROVINCES OWN THE LARGEST NUMBER OF FISHING VESSELS

No	PROVINCES	NUMBER OF VESSELS	NUMBER OF LICENSED VESSELS
1	Kien Giang	11,732	11,489
2	Quang Ninh	10,644	10,638
3	Binh Dinh	9,218	9,218
4	Khanh Hoa	8,941	5,353
5	Binh Thuan	8,799	2,932
6	Thanh Hoa	8,769	8,230
7	Phu Yen	7,297	2,040



7 PROVINCE OWN THE LARGEST NUMBER OF VESSELS WITH OVER 400CV

No	PROVINCES	NUMBER OF VESSELS	NUMBER OF LICENSED VESSELS
1	Kien Giang	1,458	1,453
2	Ba Ria VT	418	0
3	Ben Tre	376	300
4	Quang Ngai	122	122
5	Nghe An	69	62
6	Tien Giang	58	17
7	Ho Chi Minh City	37	18



DIFFICULTIES OF FISHING INDUSTRY

1. Offshore fishing vessels are rudimentary. mainly timber ships, leading to low catching output.
2. Structure of landing products changed from previous years due to mainly near shore fishing activities.



DIFFICULTIES OF FISHING INDUSTRY

3. Bad post-harvest method of preservation leads to low quality of the products. As the results, only 30 - 40% of catch are qualified to put into production for export.
4. Lack of capital to fishermen and processors to upgrade and install modern equipments to enhance offshore fishing activities and improve post-harvest preservation quality.



PROPOSALS

1. Royal Norwegian Embassy to cooperate with VASEP (Marine Product Committee) to seek business who needs investment on fleets;
2. Establish support programs for the construction of modern fishing vessels as the core for offshore fishing teams (technical support and finance);
3. Organise a conference within 3 next months in Ho Chi Minh city or Khanh Hoa for the companies in VASEP Marine Product Committee and the Provincial authorities on sea exploitation to implement the project.



**THANK YOU FOR
YOUR ATTENTION!**