


**EXPORT OF SOME KEY AGRICULTURAL PRODUCTS OF VIETNAM**

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ARTICLE INFO	ABSTRACT
<p><b>Article history:</b></p> <p><b>Received</b> 07 November 2022</p> <p><b>Accepted</b> 11 January 2023</p>	<p><b>Purpose:</b> The article is made to analyze the current situation of export activities of some key agricultural products of Vietnam, especially in the context of the world economy being heavily affected by the Covid-19 pandemic. Economies including Vietnam’s agricultural exports. Stemming from that practical requirement, the author proposes a number of solutions to overcome supply chain disruptions, to cope with the new context that creates momentum for the recovery and growth of Vietnam’s agricultural economy by 2025.</p>
<p><b>Keywords:</b></p> <p>Agricultural Products; Export of Agricultural Products; Covid-19; Main Agricultural Products of Vietnam; Vietnam’s Economic Development; Vietnam.</p>	<p><b>Design/methodology/approach:</b> Research using the export approach of key agricultural products in a dynamic state, considering the impact of many factors, in which the influence of the Covid-19 pandemic is emphasized. disruption of supply chains from production to consumption of Vietnamese agricultural products. The study uses the research method to synthesize documents from reliable data and information sources of the economy such as MBS, CEIC, GSO of Vietnam, Ministry of Agriculture and Rural Development of Vietnam.</p>
	<p><b>Findings:</b> The research results achieved the following contents: theoretical overview of key agricultural exports, agricultural development in a new context. The article analyzes the current status of the role of agriculture and the export of key agricultural products in economic development in Vietnam; Impact of the Covid-19 epidemic on the production of key agricultural products of Vietnam; Impact of the Covid-19 pandemic on Vietnam’s key agricultural exports. The article proposes some solutions to export Vietnam’s key agricultural products in the new context from the perspective of the state to actors in the value chain of Vietnam’s key agricultural exports in the new context until 2025.</p>
	<p><b>Research, Practical &amp; Social implications:</b> Research results are references for scholars interested in the field of agricultural economics, business and commerce; policy makers of agricultural economics in Vietnam. The Vietnamese government seeks and expands new markets in the direction of official channels to avoid price pressure. To do this, businesses need to pay attention to product quality, traceability, and packaging to comply with regulations and standards of key importing countries of Vietnam’s agricultural products by 2025.</p>
	<p><b>Originality/value:</b> On the basis of a theoretical overview of the export of key agricultural products, agricultural development in a new context. The author analyzes the current status of the role of agriculture and the export of key agricultural products in economic development in Vietnam; Impact of the Covid-19 epidemic on the production of key agricultural products of Vietnam; Impact of the Covid-19 pandemic on Vietnam’s key agricultural exports. On that basis, the author proposes some solutions to export Vietnam’s key agricultural products in the new context from the perspective of the state to actors in the value chain of Vietnam’s key agricultural exports.</p>
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## EXPORTAÇÃO DE ALGUNS PRODUTOS AGRÍCOLAS CHAVE DO VIETNÃ

### RESUMO

**Objetivo:** O artigo é feito para analisar a situação atual das atividades de exportação de alguns dos principais produtos agrícolas do Vietnã, especialmente no contexto da economia mundial ser fortemente afetada pela pandemia de Covid-19. Economias incluindo as exportações agrícolas do Vietnã. A partir desse requisito prático, o autor propõe uma série de soluções para superar as interrupções na cadeia de suprimentos, para lidar com o novo contexto que cria impulso para a recuperação e o crescimento da economia agrícola do Vietnã até 2025.

**Design/metodologia/abordagem:** Pesquisa com abordagem de exportação de produtos agrícolas-chave em estado dinâmico, considerando o impacto de muitos fatores, nos quais se destaca a influência da pandemia de Covid-19. interrupção das cadeias de abastecimento da produção ao consumo de produtos agrícolas vietnamitas. O estudo utiliza o método de pesquisa para sintetizar documentos a partir de dados confiáveis e fontes de informação da economia como MBS, CEIC, GSO do Vietnã, Ministério da Agricultura e Desenvolvimento Rural do Vietnã

**Conclusões:** Os resultados da pesquisa alcançaram os seguintes conteúdos: panorama teórico das principais exportações agrícolas, desenvolvimento agrícola em um novo contexto. O artigo analisa a situação atual do papel da agricultura e da exportação de produtos agrícolas essenciais no desenvolvimento econômico do Vietnã; Impacto da epidemia de Covid-19 na produção dos principais produtos agrícolas do Vietnã; Impacto da pandemia de Covid-19 nas principais exportações agrícolas do Vietnã. O artigo propõe algumas soluções para exportar os principais produtos agrícolas do Vietnã no novo contexto da perspectiva do Estado para os atores da cadeia de valor das principais exportações agrícolas do Vietnã no novo contexto até 2025.

**Pesquisa, implicações práticas e sociais:** Os resultados da pesquisa são referências para estudiosos interessados no campo da economia agrícola, negócios e comércio; políticos da economia agrícola no Vietnã. O governo vietnamita busca e amplia novos mercados na direção dos canais oficiais para evitar pressões de preços. Para fazer isso, as empresas precisam prestar atenção à qualidade do produto, rastreabilidade e embalagem para cumprir os regulamentos e padrões dos principais países importadores de produtos agrícolas do Vietnã até 2025.

**Originalidade/valor:** Com base em um panorama teórico da exportação dos principais produtos agrícolas, o desenvolvimento agrícola em um novo contexto. O autor analisa a situação atual do papel da agricultura e da exportação de produtos agrícolas essenciais no desenvolvimento econômico do Vietnã; Impacto da epidemia de Covid-19 na produção dos principais produtos agrícolas do Vietnã; Impacto da pandemia de Covid-19 nas principais exportações agrícolas do Vietnã. Com base nisso, o autor propõe algumas soluções para exportar os principais produtos agrícolas do Vietnã no novo contexto da perspectiva do Estado para os atores da cadeia de valor das principais exportações agrícolas do Vietnã.

**Palavras-chave:** Produtos Agrícolas, Exportação de Produtos Agrícolas, Covid19, Principais Produtos Agrícolas do Vietnã, O desenvolvimento econômico do Vietnã, Vietnã.

## EXPORTACIÓN DE ALGUNOS PRODUCTOS AGRÍCOLAS CLAVE DE VIETNAM

### RESUMEN

**Propósito:** El artículo está hecho para analizar la situación actual de las actividades de exportación de algunos productos agrícolas clave de Vietnam, especialmente en el contexto de la economía mundial fuertemente afectada por la pandemia de Covid-19. Economías que incluyen las exportaciones agrícolas de Vietnam. Partiendo de ese requisito práctico, el autor propone una serie de soluciones para superar las interrupciones de la cadena de suministro, para hacer frente al nuevo contexto que genera impulso para la recuperación y el crecimiento de la economía agrícola de Vietnam para 2025.

**Diseño/metodología/enfoque:** Investigación con enfoque exportador de productos agrícolas clave en estado dinámico, considerando el impacto de múltiples factores, en los que se enfatiza la influencia de la pandemia del Covid-19. interrupción de las cadenas de suministro desde la producción hasta el consumo de productos agrícolas vietnamitas. El estudio utiliza el método de investigación para sintetizar documentos a partir de datos confiables y fuentes de información de la economía como MBS, CEIC, GSO de Vietnam, Ministerio de Agricultura y Desarrollo Rural de Vietnam.

**Conclusiones:** Los resultados de la investigación lograron los siguientes contenidos: panorama teórico de las principales exportaciones agrícolas, desarrollo agrícola en un nuevo contexto. El artículo analiza el estado actual del papel de la agricultura y la exportación de productos agrícolas clave en el desarrollo económico de Vietnam; Impacto de la epidemia de Covid-19 en la producción de productos agrícolas clave de Vietnam; Impacto de la pandemia de Covid-19 en las principales exportaciones agrícolas de Vietnam. El artículo propone algunas soluciones para exportar los productos agrícolas clave de Vietnam en el nuevo contexto desde la perspectiva del Estado a los actores de la cadena de valor de las exportaciones agrícolas clave de Vietnam en el nuevo contexto hasta 2025.

**Implicaciones de investigación, prácticas y sociales:** Los resultados de la investigación son referencias para los estudiosos interesados en el campo de la economía agrícola, los negocios y el comercio; formuladores de políticas de economía agrícola en Vietnam. El gobierno vietnamita busca y expande nuevos mercados en la dirección de los canales oficiales para evitar la presión de los precios. Para hacer esto, las empresas deben prestar atención a la calidad del producto, la trazabilidad y el empaque para cumplir con las regulaciones y estándares de los principales países importadores de productos agrícolas de Vietnam para 2025.

**Originalidad/valor:** Sobre la base de una visión general teórica de la exportación de productos agrícolas clave, el desarrollo agrícola en un nuevo contexto. El autor analiza el estado actual del papel de la agricultura y la exportación de productos agrícolas clave en el desarrollo económico de Vietnam; Impacto de la epidemia de Covid-19 en la producción de productos agrícolas clave de Vietnam; Impacto de la pandemia de Covid-19 en las principales exportaciones agrícolas de Vietnam. Sobre esa base, el autor propone algunas soluciones para exportar los productos agrícolas clave de Vietnam en el nuevo contexto desde la perspectiva del Estado a los actores de la cadena de valor de las exportaciones agrícolas clave de Vietnam.

**Palabras clave:** Productos Agrícolas, Exportación de Productos Agrícolas, COVID-19, Principales Productos Agrícolas de Vietnam, el Desarrollo Económico de Vietnam, Vietnam.

## INTRODUCTION

In the period of 2019 - 2021, the Covid-19 pandemic affects a series of major export markets of our country. Because many countries closed their borders and restricted imports, the amount of agricultural exports in 2020 decreased slightly, reaching 18.5 billion USD (down 0.8 % compared to 2019). Seafood exports reached 8.4 billion USD (down 0.9% compared to 2019). However, thanks to a sharp increase in the export of forest products and wooden furniture (reaching over 13.1 billion USD, up 13.4% compared to 2019), the total export turnover of agro-forestry-fishery products in 2020 still increased compared to previous 2019 (reaching 41.2 billion USD, up 2.6% compared to 2019) to 2021 is considered an important milestone when fruits, such as litchi, fresh longan, are directly exported to Western European countries, such as the Netherlands, Belgium, France, Germany, England by Vietnamese companies, after being supported to connect, introduce to import companies. Even the distribution of fresh lychees is not only in the Asian supermarket/store system but has officially penetrated into the food supermarket chains in Europe (GSO, 2022).

Vietnam is still basically an agricultural country, so the export of agricultural products plays a special role, creating social stability and improving the quality of life for farmers, contributing to the country's economic development. With the existing agricultural products,

with the potential in terms of natural and social conditions, Vietnam is aiming for the top 15 largest exporters of agricultural products in the world. However, since the outbreak of the pandemic, some countries have started or are considering customs clearance restrictions at border gates, import and export restrictions, which seriously affect the export of goods. of Vietnam in general and export of agricultural products in particular. The study clearly assesses the impact of Covid-19 on the production and export of Vietnamese agricultural products.

The study clearly assesses the impact of Covid-19 on the production and export of Vietnamese agricultural products. The issue is urgent to orient the research for the article: Export of some key Agricultural products of Vietnam, in order to analyze the current status of export activities of some key agricultural products of Vietnam, especially in the context of the economic background. The world economy has been heavily affected by the Covid-19 pandemic, affecting the activities of economies, including Vietnam's agricultural exports. Stemming from that theory and practice, the author proposes a number of solutions to overcome supply chain disruptions and cope with the new context that creates momentum for the recovery and growth of Vietnam's agricultural economy.

## **LITERATURE REVIEW**

### **Export of key agricultural products**

Export is a foreign trade activity between countries in the world to exploit its advantages with other countries. For many years, export still occupies an important position in foreign trade activities of each country. Export is understood as the act of bringing goods and services from one country to another for profit. According to Article 28 of the Vietnam Commercial Law 2015, the export of goods means that goods are taken out of the Vietnamese territory or into a special area located in the territory of Vietnam which is considered a separate customs area according to the provisions of this Law provisions of law (National Assembly, 2015).

For agricultural countries, the export of agricultural products brings a lot of benefits to the country and the economy. Therefore, there are many domestic and foreign scholars who have done a lot of research on this topic, including the work of some scholars such as Itthipong Mahathanaseth and Loren W. Tauer (2014) conducted. measures the degree of market power that Thailand has in its main rice export markets. The elasticity of excess demand for Thai rice for its important export markets of China, Indonesia, the US and South Africa is estimated and used as an indicator of competitiveness or strength. market strength in each respective market. Research results also show the effect in other market penetration policies of Thailand.

Anup Adhikari et al (2016) conducted a review of growth performance and identified

determinants of rice exports from India with special reference to basmati rice for the period 1980 - 1981 to 2012 - 2013. Factors such as composite growth rate, volatility index and Markov chain analysis are applied to estimate trends and instability and export projects to different countries. The results of the study have shown that rice has contributed significantly to the national income of India.

For Vietnam, Tran Tien Khai (2010) and Pham Ngoc Trung (2014) have pointed out the current situation as well as outstanding problems in rice export activities of Vietnam; At the same time, the authors also give suggestions on the adjustment of policies in Vietnam's rice exports as well as forecasts about the world's rice consumption demand, and then offer solutions to improve efficiency. Vietnam's rice exports.

In addition, in the context of deepening international integration, Vietnam's export of agricultural products is also more or less affected. In that context, Ha Van Hoi (2015) studied the negotiation contents in the TPP on rice exports of Vietnam. At the same time, the article also overviews the situation of rice production and export of Vietnam. Not only that, the author also analyzes opportunities and challenges for participating in TPP for Vietnam's rice exports and proposes some solutions to the research problem.

Thus, agricultural export is the exchange of agricultural products between one country and another. Export of agricultural products can also be understood as agricultural products produced in the country are sold abroad. Exporting is the least risky and lowest cost form of entering foreign markets. For developing countries like Vietnam, exports play a huge role for the economy and for businesses.

Under the impact of the Covid-19 pandemic on the development of the world economy in general and Vietnam in particular, there are many articles that have mentioned this issue with many different aspects. Agricultural products are Vietnam's export strength and are also mentioned by many articles. However, the current articles mostly just stop at the statistics of Vietnam's agricultural exports from 2019 to now and under the impact of the Covid-19 pandemic, but have not gone into specific analysis. in any market.

The author uses the theoretical framework of export capacity of Bui Ngoc Son et al (2005, 2009) which has been applied in the research on the export capacity of organic agricultural products of Vietnamese enterprises by the author. et al (2020) to make an analytical model to assess the capacity of a number of enterprises exporting organic agricultural products after the post-Covid-19 period and the EVFTA comes into effect. Regarding export capacity of enterprises, according to Bui Ngoc Son et al. (2005, 2009), there are 05 component competencies as follows: (1) capacity to research, analyze and forecast domestic and foreign markets; (2)

capacity for marketing and searching for customers; (3) capacity to organize the production of export products that are competitive in the domestic and international markets; (4) the export organization capacity of the enterprise; (5) the ability to dominate and expand the market.

### **Agricultural development in a new context**

The Covid-19 pandemic has been taking place on a global scale and has had a great impact on all economic activities in almost all countries, including Vietnam. This issue is becoming the focus of research of many domestic and foreign scientists. Workie et al in 2020 with the results of a study assessing the impact of Covid-19 on food security and agriculture. Research also shows that measures and restrictions applied by different countries increase food insecurity, especially for developing countries, and food insecurity. Global food supplies and food prices have also been affected since the pandemic began to spread through different countries. The large global economic impact of Covid-19 could have an impact on agriculture and food production (Somner et al., 2020). Along with that, Henry (2020) pointed out the impact of the pandemic on food demand, food supply and impact on agricultural research. On that basis, innovative solutions in agriculture have been put forward to respond to the Covid-19 epidemic, including production automation, deployment of advanced plant varieties, increased investment in research and development agricultural development will support food security.

Research by Pham Hong Chuong (2020) on the impact of the Covid-19 pandemic on the Vietnamese economy. On the basis of provisioning for a number of scenarios of the impact of the pandemic on the Vietnamese economy, the research has shown that the impact of the COVID-19 epidemic not only on growth but also on all sectors of the economy is reduced. but also seriously affected businesses in the region including production and business results were seriously affected; The number and size of enterprises decreased along with the loss of jobs and increased unemployment. In addition, businesses appreciate the role of supportive policies to overcome the difficult period due to the impact of the pandemic.

In addition, Pham Thi Thanh Binh (2020) pointed out the impact of Covid-19 on Vietnam's economy in which many sectors are affected. The impact of the pandemic disrupted supply chains and trade flows, and production and business stalled; revenue tax decline; investment activities are interrupted; the stock market dropped sharply, financial and monetary activities also declined; tourism industry is difficult.

### **RESEARCH METHODS**

The study mainly uses secondary data collected from the reports of the General Statistics

Office of Vietnam, Ministry of Agriculture and Rural Development of Vietnam; Departments; published studies, articles, journals and topics related to the impact of the Covid-19 epidemic. After collecting secondary data, the author uses descriptive statistics, synthesis, analysis, comparison and inference to assess the impact of the covid-19 pandemic on the export of major agricultural products. force of Vietnam.

The study uses the export approach of key agricultural products in a dynamic state, considering the impact of many factors, in which the impact of the Covid-19 pandemic has disrupted supply chains. from production to consumption of Vietnamese agricultural products. The study uses the research method to synthesize documents from reliable data and information sources of the economy such as MBS, CEIC, GSO of Vietnam, Ministry of Agriculture and Rural Development of Vietnam.

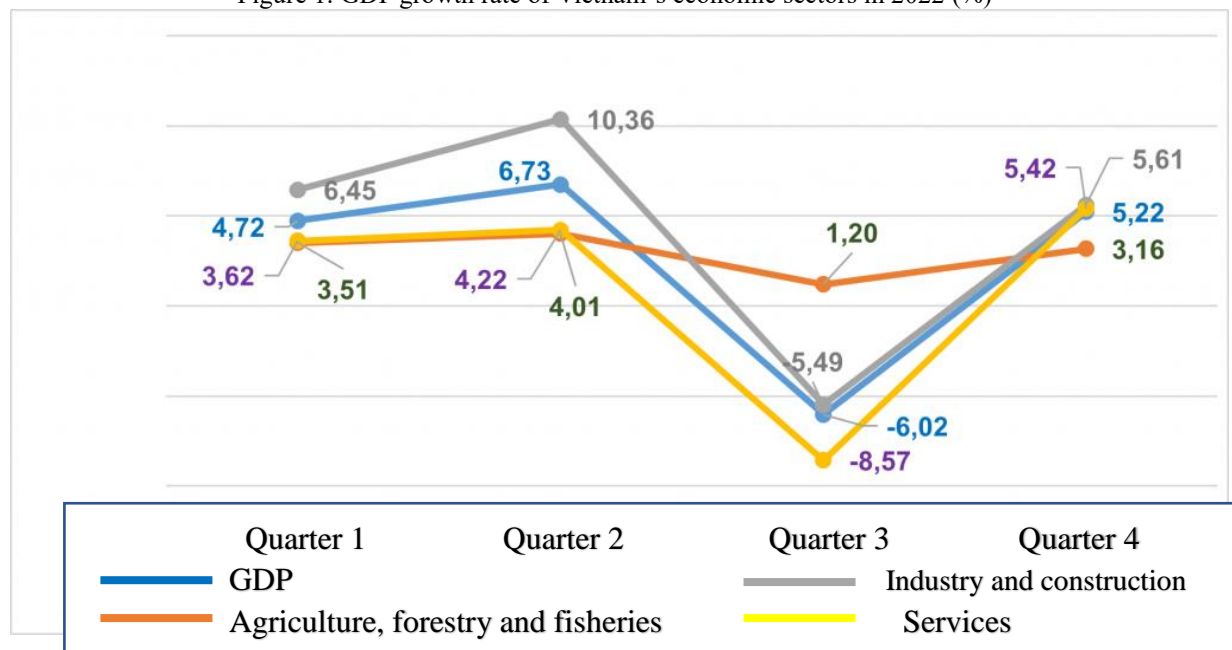
## RESEARCH RESULTS

### **The role of agriculture and agricultural exports in economic development in Vietnam**

Agriculture plays an extremely important role in Vietnam's economy and society. Agriculture includes crop production, animal husbandry, fisheries and forestry. Tropical climate, fertile soil, abundant water resources and rich biodiversity are important conditions so that after 40 years of "Renew" economic reform, Vietnam's agricultural industry has developed. in the direction of diversified trade, meeting domestic and international needs. Currently, the Government is promoting a comprehensive restructuring program of the agricultural sector in the context that Vietnam's agriculture is facing the crossroads of both opportunities and challenges (World Bank, 2016).

*Economically*, agricultural GDP accounts for about 13.96% of total GDP in 2019. However, this figure reflects a steady decline from 38.06% in 1986, showing the profound transformation of Vietnam's economy. In the period 2001-2013, the growth rate of the agricultural sector was 3.57%/year, higher and less volatile than other Asian countries. From a country threatened by famine, Vietnam now ranks 2nd in Southeast Asia and 15th globally in terms of agricultural exports. Export turnover of agricultural products skyrocketed from 4.2 billion USD in 2004 to 41.3 billion USD in 2019, accounting for 15.68% of total national exports (GSO, 2020). Vietnam's top agricultural exports are rice, coffee, pepper, tea, cashews, rubber, cassava, seafood, and furniture. The main export markets of Vietnam's agricultural products are China, Europe, the US, ASEAN, Japan and South Korea.

Figure 1. GDP growth rate of Vietnam's economic sectors in 2022 (%)



*Socially*, the agricultural sector helps ensure national food security, providing enough food for a population of 96.48 million people, through rice - the main food of Vietnam. Food availability per capita in Vietnam is high among middle-income countries (World bank, 2016).

The agricultural sector is currently facing new opportunities and challenges. While international integration and changing consumption trends have opened up domestic, regional and international markets, there are increasing concerns about ethical issues in food production, food safety and origin. (Cameron A. et al, 2019). However, there is still momentum to continue promoting the development of commodity agriculture and technological innovation is considered the most effective means to overcome limitations in natural resources, increasing labor and investment costs. low capital. Climate change and its environmental consequences remain a challenge, as adverse effects on production require appropriate adjustments and adaptations (World Bank, 2016). Well aware of this situation, the Ministry of Agriculture and Rural Development has integrated climate change mitigation and adaptation into all its plans and strategies, including the Adaptation Program Framework with climate change for the period 2008-2020, Action plan on climate change for agriculture and rural development period 2016-2020, Green growth action plan for agriculture and rural development to 2020 and most recently the Action Plan for the Implementation of the Paris Agreement on Climate Change for the period 2021-2030.

The Government of Vietnam has implemented the Agricultural Sector Restructuring Program in 2013,35 and the update plan for 2017, to promote sustainable economic, social and environmental development. The agricultural restructuring program accelerates the transformation



from quantity-oriented production to agribusiness on the basis of market demand and enhances added value at low environmental costs. In other words, this program has the goal of helping the agricultural sector “add value, reduce input” (World Bank, 2016). Achieve economic value with less resources in terms of resources and human resources. To do this will require more efficient use of land and water, a shift to more knowledge and skills-based agricultural practices, and better use of economies of scale and scope. vi in the value chain, and fundamental changes in government function and performance. This transformation requires larger-scale economic reforms, including changes in macro and sectoral policies on land use and changes in the operating institutions of state-owned enterprises. banks and organizations related to science and technology, the coordination of stakeholders along with the decentralization and coordination of the Government (TTg, 2017).

### **Impact of the Covid-19 epidemic on Vietnam’s key agricultural product production**

Specifically, in the first eight months of 2021, the export turnover of agricultural products reached 12.4 billion USD, up 14.2%, of which six items with increased export value were: Vegetables and fruits with 2.5 billion USD, up 11.8%; cashew nuts reached 2.3 billion USD, up 15.1%, volume increased 19.2%; coffee reached 2 billion USD, increased by 1.1%, the volume decreased by 6.9%, but due to the increase in export prices, the export value increased; rubber reached 1.9 billion USD, increased by 61.4%, the volume increased by 23.3%; cassava and cassava products reached 776 million USD, up 28.4%, the volume increased by 13.4%; pepper reached USD 666 million, up 50.2% (although the volume decreased by 0.8%, the export value still increased due to the increase in export price. Only 2 items with a decrease in export value were: Rice reached 21.1 billion USD, a decrease of 6.8% in volume, a decrease of 14.8%; tea reached 133 million USD, a decrease of 1.6% in volume, a decrease of 6% (GSO, 2022).

If compared with the increase of 13.9% in the first 6 months, the increase in export value of 8 months over the same period increased by 0.3 percentage points. In which: Pepper increased by 9.7 percentage points; coffee increased by 5.6 percentage points; cashews increased by 4 percentage points. In addition, there were a number of decreased items: Rice decreased by 2.1 percentage points; cassava and cassava products decreased by 2.1 percentage points; vegetables and fruits decreased by 5.9 percentage points; tea decreased by 6 percentage points; rubber decreased by 18.5 percentage points (GSO, 2022). That shows that although the 4th wave of Covid-19 epidemic has affected many aspects of the economy, the export of agricultural products still maintained a good increase.

Despite being affected by the Covid-19 epidemic, the export value of fruit and vegetable products in the first eight months of 2021 still reached the highest with 2.5 billion USD, up

11.8% over the same period last year. With this momentum, this year's vegetable and fruit exports will have a strong recovery, expected to reach from 3.6 billion USD to 4 billion USD. Some products with high export volume are: Rubber by 23.3%; cashew nuts up 19.2%; cassava and cassava products increased by 13.4%. Some other items with high export value are: Rubber is the commodity with the highest increase in export value, up 61.4%; followed by pepper with an increase of 50.2%; cassava and cassava products increased by 28.4%; cashew nuts increased by 15.1%. The export value of many agricultural products in the first eight months of 2021 increased over the same period last year not only due to the increase in volume but also due to the increase in export prices (GSO, 2022).

In terms of market, the export value of Vietnam's agricultural products kept increasing because the main export markets were still maintained. By country, in the first eight months of 2021, China is the largest importer of Vietnam's agricultural products with 4.3 billion USD in the same period in 2020 reaching 3.3 billion USD); followed by the United States with 1.2 billion USD, the same period in 2020 reached 1.1 billion USD; The Philippines ranked third with 914 million USD, the same period in 2020 was 928 million USD; Germany reached 458 million USD (the same period in 2020 reached 404 million USD; the Netherlands reached 363 million USD, equivalent to 362 million USD in the same period in 2020. By continent, Asia leads with total export value. reached 7.1 billion USD, the same period in 2020 reached 6 billion USD, followed by the European market reached 2 billion USD, the same period in 2020 reached 1.8 billion USD); America ranked third with 1.4 billion USD, the same period in 2020 reached 1.2 billion USD; Africa reached 544 million USD, the same period in 2020 reached 524 million USD; Australia reached 165 million USD, the same period in 2020 reached 158 million USD. Particularly, exports to ASEAN reached nearly 1.5 billion USD (lower than the same period in 2020 reached 1.6 billion USD; to the EU market, 27 countries, excluding the UK) reached 1.5 billion USD, the same period by 2020 to reach 1.4 billion USD (GSO, 2022).

Although still achieving good growth in the first eight months of 2021, Vietnam's agricultural exports still face many difficulties and challenges. It is forecasted that from now until the end of the year, the Covid-19 epidemic will continue to affect trade, transportation, goods and directly affect the production and processing of agricultural products for export. Implementing social distancing, many businesses have to increase costs to carry out "3-on-the-spot" production. Besides the shortage of containers, the freight for export goods is constantly increasing. Shipping costs to markets such as the USA and Europe have increased 2 to 3 times in the past year and are continuing to increase sharply. In the context of the complicated developments of the Covid-19 epidemic in the world, along with drought and saltwater intrusion affecting production and export and import activities of agricultural products, the agricultural industry has had many timely solutions, so the results of agricultural production as

of September 2020 have achieved remarkable achievements.

Table 1: Export turnover of key agricultural products in 2021 and the first 6 months of 2021

TT	Main agricultural products	2021		First 6 months of 2022	
		Exports (million dollars)	Increase and decrease compared to 2020 (%)	Exports (million dollars)	Increase and decrease over the same period in 2020 (%)
1	Rice	3.120	11.2	1.479	0.07
2	The coffee	2.741	-4.2	1.303	5
3	Rubber	2.384	3.6	923	93.9
4	Thing	3.211	-2.3	1.288	4.9
5	Pepper	661	-7.5	387	25.2
6	Tea	218	-7.8	78	9.9
7	Vegetables	3.269	-12.7	1,770	18
8	Cassava and cassava products	1.012	4.7	533	27.5
9	Catfish	1,490	-25.5	577	7.9
10	Shrimp	3,700	11	1.229	4.9
11	Wood and wood products	12,372	16.2	6.598	61.2

(Source: General Statistics Office in 2022)

The structure of the export industry has shifted to meet market demand and improve the country's competitive advantage

The structure of exported agricultural products has changed in the direction of increasing the proportion of wood and wood products, vegetables, and cashew nut and decreasing the proportion of rice, coffee, rubber, and tea. . The items with an increased share are wood and wood products (up from 2.6 billion USD, accounting for 16.6% in 2009 to 12,372 billion USD, accounting for 30.03% in 2020), vegetables (up from 438.9 million USD, accounting for 2.8% in 2009 to 3.269 billion USD, accounting for 7.93% in 2020), cashew nuts (up from 846.9 million USD, accounting for 5.4% in 2009 to 3.211 billion USD, accounting for 7.79% in 2020).

The export market of agricultural products expands and changes positively.

In the first 5 months of 2021, Asia still holds the largest export market share of Vietnam with 46.5% of total turnover. Followed by markets: USA (27%), Europe (10.1%), Africa (1.7%) and Oceania (1.3%). The four main export markets of Vietnamese agricultural products are: the US (24.6%), China (22.6%), Japan (6.6%), and South Korea (4.9%).

Particularly for the Chinese market, in the first 5 months of 2021, the amount of fresh fruit exports was 2.5 million tons, equaling 76.2% of the whole 2020. In which, dragon fruit is a fruit had the largest export volume with 1.2 million tons, up 138% over the same period in 2020.

In order to meet import requirements from China, the Ministry of Agriculture and Rural Development has issued 1,703 planting area codes with an area of 178,697 hectares and 1,776 codes of packing facilities for fruit products. Currently, China is considering an import option for sweet potatoes and chili peppers, in addition to nine fruits that have been officially exported,

including: mango, dragon fruit, banana, longan, lychee, watermelon, rambutan, jackfruit and fruit. Mangosteen.

Besides the results obtained from rice production, as of mid-September, the whole country planted 909.4 thousand hectares of maize, equaling 97% of the same period last year; 101.6 thousand hectares of sweet potatoes, equaling 92.2%; 163.4 thousand hectares of peanuts, equaling 95.2%; 41 thousand hectares of soybeans, equaling 90.1%; 992.4 thousand hectares of vegetables and beans, equal to 100.4%.

Regarding production of perennial plants, the total area of perennial plants in 9 months was estimated at 3,580,4 thousand ha, up 1.4 % over the same period last year, of which industrial plants reached 2,193.3 thousand ha, an increase 0.1%; group of fruit trees reached 1,097.6 thousand ha, up 4.2%; the group of oil-bearing fruit trees reached 179.2 thousand hectares, up 0.9%; group of spices and medicinal plants reached 49.3 thousand ha, up 1.2%. Output of some perennial industrial plants increased over the same period last year: cashew output was estimated at 333.8 thousand tons, up 17.8%; rubber reached 840.8 thousand tons, up 5.7%; pepper reached 268.3 thousand tons, up 1.8%; coconut reached 1,355.2 thousand tons, up 1.6%; bud tea reached 859.1 thousand tons, up 3.6%. Harvested output of some major fruit trees in the first 9 months of this year mostly increased over the same period last year: mango reached 798.5 thousand tons, up 5.5%; dragon fruit reached 799.2 thousand tons, up 8.4%; oranges reached 526.5 thousand tons, up 4.4%; pomelo reached 523.1 thousand tons, up 7%; rambutan reached 309.6 thousand tons, up 0.5%; bananas reached 1,859.9 thousand tons, up 5.6%; longan reached 501.9 thousand tons, up 12.4%; litchi reached 309.7 thousand tons, up 15%.

Table 2: The largest export market for agricultural products of Vietnam in the first 6 months of 2022

TT	Export market	Export value (million dollars)	Market share (%)
1	USA	5,620	24.6
2	China	5.155	22.6
3	Japan	1,501	6.6
4	Korea	1.115	4.9
5	Other	9.439	41.3

(Source: General Department of Vietnam Customs in 2022 )

### Impact of the Covid-19 pandemic on Vietnam's key agricultural exports

In the past time, the Covid-19 pandemic has severely affected most industries and fields of the economy, the business and production situation of enterprises has faced many difficulties; Many enterprises had to suspend operations, reduce production scale or produce in moderation, foreign trade exchange activities between Vietnam and other countries were interrupted. According to statistics of the General Department of Customs, by the end of August 2020, Vietnamese agricultural products were present in more than 180 countries, of which China is

still the largest market for importing Vietnamese agricultural products. in the past 8 months with 3.39 billion USD, down 11.9% over the same period in 2020; followed by the EU market (28 countries) with USD 1.68 billion, down 2.4%; to ASEAN reached 1.65 billion USD, up 10%; to the United States with 1.1 billion USD, a slight decrease of 0.6%.

According to the statistical results of Vietnam's agricultural exports over the three quarters of 2021 (Table 2), it shows the fluctuation of agricultural exports under the Covid-19 pandemic. In the first quarter of 2021, many agricultural products faced difficulties because of the Covid-19 pandemic, at first the Chinese market, then the Korean and Japanese markets, and from the beginning of March the US and EU markets. and ASEAN. Vietnam's agricultural products exported to many markets are very diverse, but the most direct and obvious influence is vegetables and fruits because these are fresh products, difficult to preserve for a long time. During the peak period of the epidemic, export activities to these major markets took place very slowly and fell sharply, mainly due to blockade orders and restrictions on travel and trade, leading to the cancellation of a series of contracts. export; on the other hand, due to the lack of human resources and lengthy procedures due to compliance with regulations on disease control. Therefore, export turnover of agricultural and forestry products decreased by 4.5%; in which many items fell sharply such as rubber (down 26.4%), tea (down 16.9%), vegetables and fruits (down 6.2%). On the other hand, businesses in the agricultural sector are often not strong, sustainable businesses. Therefore, when difficulties occurred such as epidemics, along with the effects of drought and saltwater intrusion, 274 businesses had to suspend operations in the first quarter of 2021, an increase of 18.6% over the same period last year 2020.

Table 3: Export results of some key agricultural products of Vietnam in the first 6 months of 2022

TT	Products Products	Conclude fruit export password (1000 USD)		So compare together period five before (%)	
		3 month	6 month	3 month	6 month
1	Seed thing	666,904	1,486,437	104.1	99.8
2	Tomato get high	835.223	1,590,064	98.3	101.4
3	Tea	38,797	90,972	83.1	91.9
4	Tall su	33.1253	638,418	73.6	75.8
5	Pepper	17.6294	355,919	93.0	78.7
6	Rice	700809	1,717,071	114.9	118.5
7	Cassava and the product Products are from cassava	258,796	471.557	100.9	102.1
8	Row vegetable fruit	889,638	1.757.156	93.8	86.2

(Source: General Department of Vietnam Customs in 2022)

Generally for the agriculture, forestry and fishery sectors, the growth in the second quarter was improved compared to the first quarter (up 1.19% compared to an increase of only 0.08% in the first quarter). Besides, the export of agricultural products also recovered somewhat, down only 4.3% over the same period while the decline in the first quarter was 8%.

In the 2 quarters of 2022, the export of agricultural products reached 8.1 billion USD, down 282 million USD compared to the same period last year. In the two quarters of 2022, there were 5/8 export items in the group of agricultural products with a decrease in value compared to the same period last year, of which the largest decrease was 278 million USD in vegetables and fruits (down 13.8%) and an increase. the strongest was rice with an increase of 18.5%. In which, exports to the main market, China, still fell sharply over the same period, reaching 2.43 billion USD, down 17.1%; to the USA reached 841 million USD, up 5%; to the Philippines reached 737 million USD, a sharp increase of 21.1%. Along with the continuation of the Covid-19 epidemic, which had a profound impact through the second quarter of 2022, businesses had to suspend operations with an increase of 23.9% over the same period in 2020.

In the 2 quarters of 2022, the export value of agricultural products reached 12.16 billion USD, down 3% over the same period last year. Continuing to be affected by the Covid-19 epidemic and the effects of pests and diseases, many agricultural exports decreased, including pepper (down 17.5%), vegetables (down 11.6%), coffee (down 8%), rubber (down 6%), tea (down 5%), cashew (down 3.8%) but rice, cassava still maintained export value increased over the same period. Specifically: rice export value reached 2.5 billion USD (up 12.0%); cassava and cassava products reached 678 million USD (maintained 100.4%). China is still the largest import market of Vietnam's agricultural products in the past 3 quarters with 3.89 billion USD, down 9.4% over the same period in 2021; followed by the EU market (28 countries) with USD 1.86 billion, down 2.1%; to ASEAN reached 1.8 billion USD, up 9.3%; to the United States with 1.24 billion USD, a slight increase of 0.7%.

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In general, due to the impact of the Covid-19 epidemic, many orders were canceled or delayed, greatly affecting production, business and commercial activities of enterprises. On the

other hand, subjectively, besides the results achieved in the past time, Vietnam's agricultural products still have a number of problems: mainly raw products are exported, there are many small quota exports; export turnover to the high-end market is still small; the cultivation and harvesting process is not up to standard, etc.. Therefore, in order to achieve the export target of 2022, the State and Vietnamese enterprises must have specific solutions to make a breakthrough in the coming time.

## **SOME SOLUTIONS FOR EXPORTING SOME MAJOR AGRICULTURE PRODUCTS OF VIETNAM**

### **From the side of state management agencies**

The State needs to continue to perform the task of effective COVID-19 prevention and control in the context that the pandemic is still complicated on a global scale. Doing this well is also an important contribution to socio-economic stability and promoting economic growth in general and agricultural product exports in particular. Along with that, the State promotes international cooperation in epidemic prevention and control, effectively exploits the support resources of international organizations such as the World Bank, IMF, ADB, and bilateral donors in order to have more resources. support for the Vietnamese economy in general and the agricultural export industry in particular. Besides, it is necessary to carefully consider the appropriate time, route and method of opening the door to the outside. The State should closely monitor the export of agricultural products through border gates with China; work with your side to identify specific measures to ensure goods clearance and control the epidemic; promoting the restructuring of import and export markets in a sustainable way.

The State needs to grasp the production situation, difficulties and obstacles in the consumption of agricultural products; promptly inform and warn about new regulations of the export market, especially the Chinese market; focusing on solving technical barriers, negotiating to expand markets (expanding recognition of production areas, types of products, and exporting enterprises) to EU countries, the Eurasian Economic Union, the United States, Brazil... and exporting agricultural products to other potential markets.

At the same time, the State should focus on developing infrastructure and supporting services to boost agricultural exports: step up the construction of technical infrastructure to serve the development of export transport services; improving the investment and business environment to facilitate and support enterprises to overcome difficulties; need to expand the service market, support and enhance the access of enterprises to financial services; encourage and support vocational training and technical worker training activities for enterprises

producing goods for export; promote, propagate and raise awareness about export marketing.

### **From the side of enterprises producing and exporting agricultural products of Vietnam**

*Firstly*, each enterprise must actively build and develop a brand name for agricultural products for export. Brand building is a “survival” factor for Vietnamese agricultural products, therefore, enterprises producing, processing and exporting agricultural products must be proactive in receiving information, properly aware of the role and scope. The importance of branding through media such as the Internet, television, newspapers, Journal... from there, building and developing brands to improve the competitiveness of agricultural products in the market international School.

*Second*, proactively plan marketing and promote the business's brand to the international market. Businesses can combine with travel companies to organize eco-tours to introduce Vietnamese agricultural products to foreign tourists. Participating in promoting images and brands at fairs, exhibitions, international trade promotion events. Especially, e-commerce application in promoting brands and products.

*Third*, businesses need to take advantage of opportunities from the Vietnam - EU Free Trade Agreement (EVFTA) and increase processing technology. The EVFTA Agreement has officially taken effect from 1<sup>th</sup> August 2020 and is expected to bring many favorable opportunities for Vietnam’s economy and society, including agricultural product exports. The EU with a population of 508 million people and a GDP of 18,000 billion USD is the world's second largest import market, with an annual import expenditure of about 2,338 billion USD , while Vietnam’s export market share in the EU is about 2% and with just over 42% of Vietnam’s export turnover to the EU enjoys a tax rate of 0% under the Generalized Tariff Preferences Program (GSP). Therefore, the EVFTA Agreement comes into effect, import taxes are eliminated, which is an opportunity for Vietnamese agricultural enterprises to promote agricultural exports to this market. However, in order for agricultural products to be exported to the EU market, agricultural products must meet strict technical standards, traceability, packaging, and design, etc., which requires businesses to invest in quality. quality, food hygiene and safety and processing technology.

*Finally*, to be able to meet the quality of agricultural products of export markets, it is necessary to create a sustainable value chain link between enterprises, farmer households and cooperatives in production and consumption of products. Typically, businesses contribute capital to partner cooperatives, appoint personnel to participate in the management of agricultural product production and processing; transfer the production process to create high quality and standard products; provide agricultural machinery and equipment to build raw



material areas for stronger linkages. Improve the competitiveness of enterprises, take advantage of science, technology and modern techniques in production, processing, packaging and export. In order to do so, it is necessary to have a source of good quality goods, cheap prices, and diverse designs to be able to compete with agricultural products of the same type produced by other countries. Develop an export market information system, in which it is necessary to proactively capture information about market fluctuations in order to promptly take reasonable and quick measures to resolve. diversify export products, build brands. Export items need to be diversified to be suitable for many different markets. In addition, it is necessary to promote advertising to promote the brand of Vietnamese agricultural products to export to new markets.

## CONCLUSION AND DISCUSSION

Despite being affected by the Covid-19 pandemic, Vietnam's production and export still achieved positive results. This is an important premise for the agricultural industry in general and agricultural products in particular to overcome difficulties and fulfill the targets by 2022. On that basis, the State and agricultural product exporters need to make more efforts, focus faithfully implement important and flexible solutions to promote advantages in the production, processing and export of agricultural products in order to both prepare conditions for production, develop markets, and promote export of agricultural products of Vietnam .

Enterprises need to promote the building and promotion of business and product brands (these brand levels are linked and support each other, contributing to improving the value of their agricultural and aquatic products. businesses themselves, helping consumers around the world better recognize and choose to buy Vietnamese products); improve the rate of taking advantage of EVFTA incentives by organizing production and sourcing goods reasonably to meet the origin criteria, thereby being granted a Certificate of Origin to enjoy tariff preferences under EVFTA in particular. and international economic integration in general. In the coming time, we need to seek and expand new markets in the official direction to avoid price pressure. To do this, businesses need to pay attention to product quality, traceability, and packaging to comply with regulations and standards of key importing countries of Vietnam's agricultural products by 2025.

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