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GLOBAL QUALITY  
AND STANDARDS PROGRAMME

# Annual report – 2024

## GQSP Vietnam

## Project Overview

|                                                                    |                                                                                                                                                                                                          |
|--------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Final Report covering:</b>                                      | Jan - Dec 2024                                                                                                                                                                                           |
| <b>Project number:</b>                                             | 230131                                                                                                                                                                                                   |
| <b>Date of report:</b>                                             | Dec. 2024                                                                                                                                                                                                |
| <b>Title of Project / Programme Component:</b>                     | Global Quality and Standards Programme – Vietnam (GQSP Viet Nam) Increasing quality and standards compliance capacity of Tropical fruit value chains Phase II                                            |
| <b>Total UNIDO Budget</b><br>(latest revised; excl. spc):          | € 1,300,000                                                                                                                                                                                              |
| <b>Completion date as per original project document:</b>           | December 2026                                                                                                                                                                                            |
| <b>Completion date:</b>                                            | December 2026                                                                                                                                                                                            |
| <b>Objective of the project:</b>                                   | Enhanced competitiveness and sustainability of Vietnamese tropical fruit exports through innovation, diversification, quality improvement, and standards compliance that meet modern market requirements |
| <b>Overall progress in achievement of the project's objective:</b> |                                                                                                                                                                                                          |

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## Acronyms

|             |                                                                        |
|-------------|------------------------------------------------------------------------|
| CDC         | Community Development Center                                           |
| CRM         | Certified Reference Material                                           |
| DARD        | Department of Agriculture and Rural Development                        |
| DOVETEC     | Dong Thap Verification and Testing Center                              |
| DTS         | Center for Statistics and Digital Transformation                       |
| EGM         | Expert Group Meeting                                                   |
| ESMP        | Environmental and Social Management Plan                               |
| EU          | European Union                                                         |
| GAP         | Good Agricultural Practice                                             |
| GIS         | Geographic Information Systems                                         |
| GQSP        | Global Quality and Standards Programme                                 |
| GSP         | Good Standardization Practices                                         |
| IPSARD      | Institute of Policy and Strategy for Agriculture and Rural Development |
| ISO         | International Organization for Standardization                         |
| KPI         | Key Performance Indicator                                              |
| LIMS        | Laboratory Information Management System                               |
| M&E         | Monitoring and Evaluation                                              |
| MARD        | Ministry of Agriculture and Rural Development                          |
| NSB         | National Standards Bodies                                              |
| PHC         | Packing House Code                                                     |
| PPD         | Plant Protection Department                                            |
| PPD         | Public Private Dialogue                                                |
| PSAV        | Partnership for Sustainable Agriculture in Vietnam                     |
| PT          | Proficiency Testing                                                    |
| PUC         | Production unit codes                                                  |
| QA          | Quality Assurance                                                      |
| QI          | Quality Infrastructure                                                 |
| QP          | Quality Policy                                                         |
| QS4ID index | Quality Infrastructure for Sustainable Development Index               |
| R&D         | Research and Development                                               |
| SCA         | Standards Compliance Analytics                                         |
| SECO        | State Secretariat for Economic Affairs                                 |
| SIPPO       | Swiss Import Promotion Programme                                       |
| SME         | Small and Medium Enterprises                                           |
| SOFRI       | Southern Horticultural Research Institute                              |

|        |                                                                           |
|--------|---------------------------------------------------------------------------|
| SOP    | Standard Operating Procedures                                             |
| SPCC   | Southern Pesticide Control and Testing Centre                             |
| STAMEQ | Commission for the Standards, Metrology and Quality of Viet Nam           |
| TCVN   | Vietnam national standard system                                          |
| TMA    | Trade Market Access                                                       |
| UNIDO  | United Nations Industrial Development Organization                        |
| US     | United States                                                             |
| USD    | United States dollar                                                      |
| USP    | Unique Selling Point                                                      |
| VC     | Value chain                                                               |
| VIAEP  | Vietnam Institute of Agricultural Engineering and Post-Harvest Technology |
| VMA    | Vietnam Mango Association                                                 |
| VSQI   | Viet Nam Standards and Quality Institute                                  |
| WHO    | World Health Organization                                                 |



*Long Hue's passion fruit orchard*

## Executive Summary

The Global Quality and Standards Programme (GQSP) is a SECO- UNIDO-initiative which has a systematic approach to strengthen the quality and standards compliance capacity to facilitate market access for SMEs in developing and transitional economies. In Vietnam, the phase 1 of the project “Increasing quality and standards compliance capacity of Mango value chain in the Mekong River Delta”, made significant inroads into improving market access of mango exports to selected target export markets. Phase 2 of the project “Increasing quality and standards compliance capacity of Tropical fruit value chains in Vietnam” aims to build upon these successes and expand across the tropical fruit sector to include Durian, Passion fruit and Pomelo in addition to Mango. The project also has a greater focus on value addition.

- OUTCOME 1: Technical competence and sustainability of the Quality Infrastructure System and conformity assessment services related to tropical fruit export industry enhanced.
- OUTCOME 2: Enhanced ability of the tropical fruit export value chain to meet the markets requirement and compete in target markets (national and export) through compliance with technical regulations and other quality requirements, adaptation to change, innovation and new technology.
- OUTCOME 3: Improved culture of quality through conducive policy, market innovation and organizational structure enabling effective export development.

The GQSP Viet Nam- phase 2 started its inception phase from November 2023 to April 2024. During the inception phase, UNIDO engaged VIAEP as the national project owners and other related partners, organizations and recruited some national and international experts to facilitate the process. The project has prepared a number of reports on value chain analysis which have surveyed the practices in the selected tropical fruit value chains including fruit processors, conducted within the project's designated provinces including Mekong River Delta (Ben Tre, Dong Thap, Tien Giang) and Central Highlands (Dak Lak and Dak Nong) with the

view of establishing baselines, identifying critical issues and area for interventions. A market situational analysis has been conducted to determine where the current markets exist for both fresh and processed products, and where future opportunities exist. A climate impact of the four fruit sectors has been assessed on how it will impact and what mitigation practices can be implemented to help mitigate the impact of climate change and how some of these can be addressed through standard operating procedures (SOP). As well as a gender analysis study was done to understand women's roles in the value chains, what factors are hindering and enabling empowerment. A series of focused group discussions and consultations was carried out firstly among stakeholders from the Ministry of Agriculture and Rural Development (MARD) and the Commission for the Standards, Metrology and Quality of Viet Nam (STAMEQ), followed by engagement with the local Departments of Agriculture and Rural Development (DARDs) and relevant parties, including associations, regional research institutes, universities, other donors and partners etc. A number of potential synergies were identified and collaborative activities could occur notably the New Zealand's Development of high-quality fruit varieties (passion fruit, avocado), Swiss Import Promotion Program (SIPPO), Croplife-IPSARD Stewardship program.

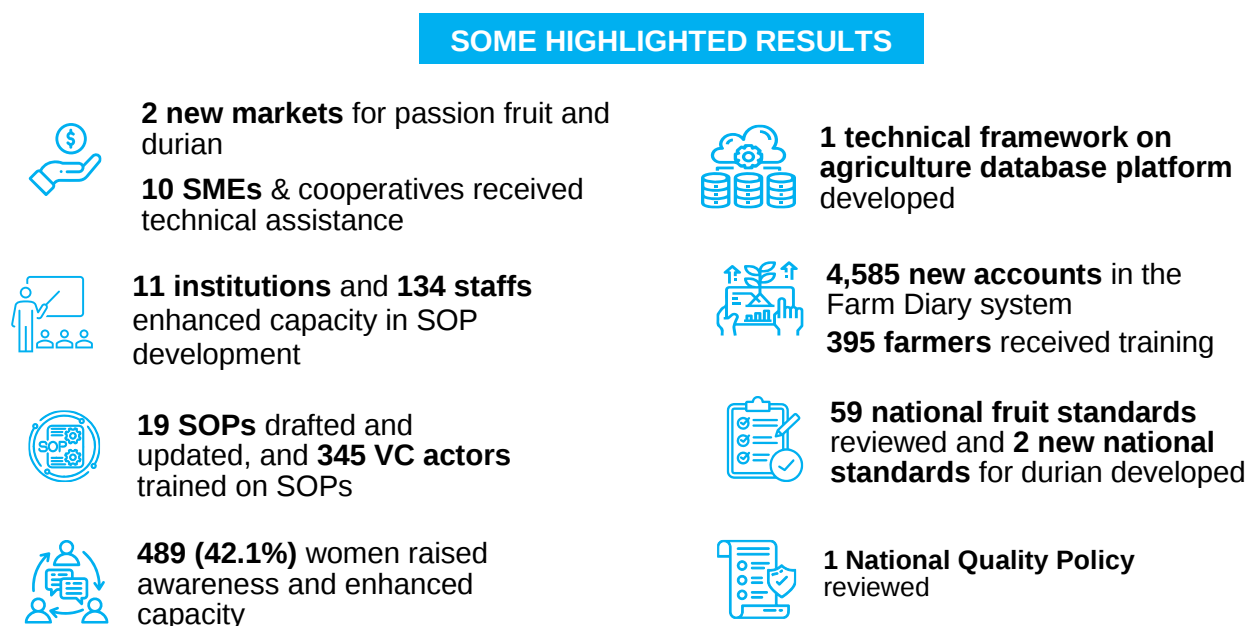
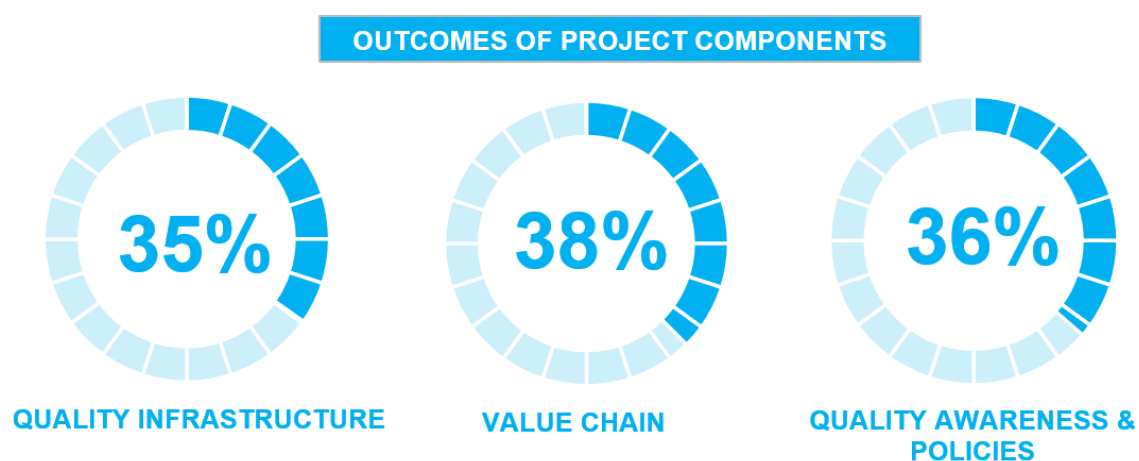
The project started the implementation phase from May 2024 according to the revised workplan which was endorsed at the inception workshop.

**Outcome 1.** The project has been strengthening Vietnam's quality infrastructure across multiple systems. To support laboratory capacities, technical assistance has been provided to testing centers like DOVETEC and SPCC, advancing skills in ISO 17025 and business management, while a government investment of \$160,000 is bolstering lab infrastructure. For the National Agriculture Database, a framework and extensive training have helped harmonize fragmented data, with 17 institutions and 102 stakeholders trained in data integration and will use the tropical fruit sector as a model. The Farm Diary system is also being expanded, with 4,585 new accounts registered, 395 farmers trained, and work underway to integrate packing house systems for seamless tracking from farm to export. Finally, to strengthen local Certified Reference Material (CRM) production, the project is working with STAMEQ to assess Vietnam's capacity, focusing on high-priority CRMs and identifying production gaps to reduce reliance on imports. These actions collectively aim to improve food safety, traceability, and export potential.

**Outcome 2.** The project has made substantial strides in developing and upscaling Standard Operating Procedures (SOPs) across Vietnam's tropical fruit value chains to support sustainable export growth. Initially, SOPs were created for the mango export chain, setting a model for other fruits such as pomelo, durian, and passionfruit. Training programs on SOP development have engaged 134 participants from 11 institutions, enhancing stakeholder capacity in quality management. Collaborative efforts with experts from VIAEP and SOFRI are underway to draft SOPs for Durian, Pomelo and Passion fruits, while mango SOPs have been updated to reflect current best practices. Training on pomelo SOPs was continued for 116 participants. In parallel, the project is helping business partners tackle export challenges, including logistics, compliance with international standards, and packing efficiency. Engagements with key exporters like Chanh Thu, DT Pro, Hoang Phat, Green Pomelo Cooperative, Long Hue, Blue Ocean, HSC, Hao Hanh, Hoa Loc and Thanh Binh etc. focus on improving quality and expanding market access, leading to significant achievements, such as the successful entry of Vietnamese passion fruit to Australia and frozen durian to China.

**Outcome 3** has focused on promoting culture for quality. A market assessment has been conducted to identify opportunities and requirements for exporting fresh and processed tropical fruits to high-demand regions, highlighting improvements in shelf life, packaging, and compliance standards needed for premium market segments. Support for fruit sector associations, such as VinaFruit and the Vietnam Mango Association, has fostered collaboration, provided training on international market intelligence, and showcased Vietnamese fruits in trade events like Durian Festival in Central Highland, Vietnamese Fruit Festival in Beijing. Efforts to enhance Vietnam's national standards include reviewing existing fruit standards and developing new standards for frozen durian. Additionally, the project supported the Ministry of Science and Technology in developing a comprehensive Quality Policy, integrating emerging themes such as digitalization and sustainability. The project also supports MARD working groups on food safety, food system, PSAV, innovation hub and promotes public-private dialogues to address sector challenges, like post-harvest treatment and logistics, by involving diverse stakeholders in collaborative problem-solving.

**Monitoring indicators** have been developed for the detailed activities and some relatively minor adjustments have been made to the output indicators to account for the fine-tuning of project activities which is captured in the updated Logical Framework table.



## 1. Introduction

The UNIDO-SECO Global Quality and Standards Program (GQSP) is a systematic approach to strengthen the quality and standards compliance capacity to facilitate market access for SMEs. The GQSP Viet Nam Phase 1 (2020-2023) focused on “Increasing quality and standards compliance capacity of Mango value chain in Mekong River Delta” and achieved significant outcomes. To build on the achievements of GQSP Phase 1 (2020-2023), GQSP Viet Nam Phase 2 expands the learnings to a wider tropical fruit industry following logical progression. The objective of the second phase is *enhanced competitiveness and sustainability of Vietnamese tropical fruit exports through innovation, diversification, quality improvement, and standards compliance that meet modern market requirements*.

Following the above general outline of the GQSP program, the GQSP Vietnam Phase 2 incorporates the identified opportunities for:

- Upscaling the developed models for adoption whilst adapting the learnings to other tropical fruit enterprises.
- Integrate new technology (*post-harvest, digitalization, processing*), adaptive change and innovations into the models improving the diversification, efficiency, effectiveness and the ability of chains to meet modern market requirements.
- Increase sustainability and adoption of phase 1 by building capacity through education and institutionalization of knowledge.
- Capitalize on the synergies between the tropical fruit industries and upscaling cross cutting issues, sustainability, climate change, value addition digitalization and capacity building to effectively reach wider audience with greater impact.

To meet the needs and goals of the Vietnamese tropical fruit industry development, the project outcomes aligned with global program are:

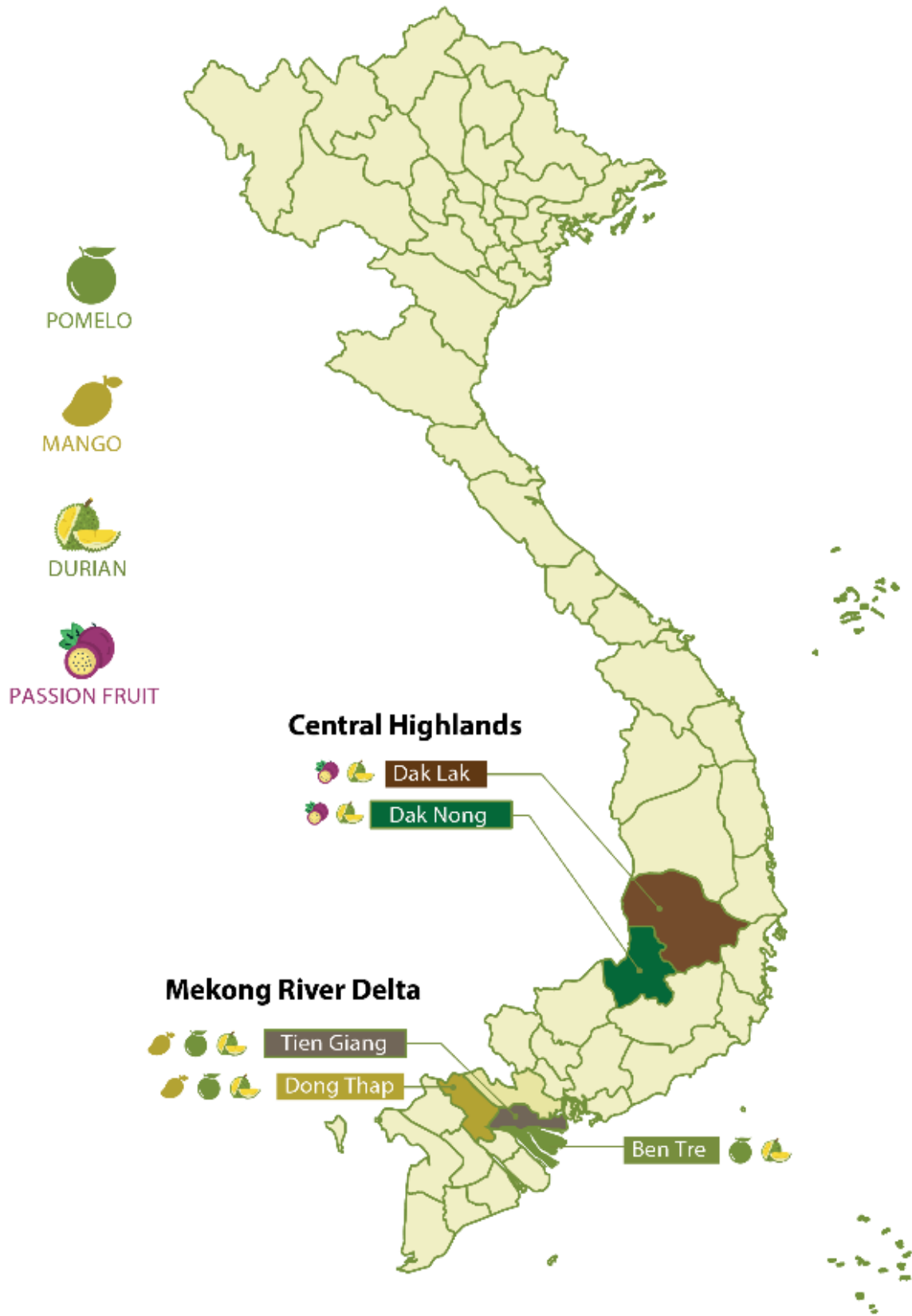
Outcome 1: Technical competence and sustainability of the Quality Infrastructure System and conformity assessment services related to tropical fruit export industry enhanced.

Outcome 2: Enhanced ability of the tropical fruit export value chain to meet the markets requirement and compete in target markets (national and export) through compliance with technical regulations and other quality requirements, adaptation to change, innovation and new technology.

Outcome 3: Improved culture for quality through conducive policy, market innovation and organizational structure enabling effective export development.



The project provinces include Mekong River Delta (Ben Tre, Dong Thap, Tien Giang) and Central Highlands (Dak Lak and Dak Nong)



## Country Context

Vietnam's tropical fruit sector continues to grow rapidly, with projected 2024 exports expected to reach a record \$7 billion. This increase is primarily driven by the strong demand in China, the U.S., Japan, and European markets, particularly for key exports like durians, coconuts, bananas, and mangoes. China is the largest buyer, where durian, banana, and mango imports from Vietnam are notably high. Vietnam now supplies nearly half of China's total banana imports and over half of its mango imports, underscoring the country's strong export capacity in these categories.

According to data from the Ministry of Agriculture and Rural Development, in the first 8 months of 2024, fruit and vegetable exports are estimated to reach 4.63 billion USD, an increase of more than 30% over the same period last year. Notably, durian continued to break the record for export turnover when it reached 1.82 billion USD, an increase of 45% same period last year, contributing 40% to the total fruit and vegetable export turnover.

In the past 8 months, China continued to be the largest import market for Vietnam's fruit industry, with a turnover of 2.93 billion USD, accounting for 64% of Vietnam's total fruit and vegetable export market share. Next are the United States and South Korea with export turnover reaching 223.5 million USD and 223 million USD, respectively, up 31% and 51% over the same period last year, accounting for 4.88% and 4.87% of market share, respectively.

The total fruit tree growing area in Vietnam as of July 30, 2024 reached about 1.29 million hectares with total annual fruit productivity of 12-14 million tons, an increase of about 20,000 hectares compared to 2023.

The growth of the Vietnamese fruit sector in 2024 reflects both improved export policies and strategic agreements. Vietnam has enhanced its export protocols with China, expanding access for fruits like coconuts and durians under new standards for quality and food safety. The Ministry of Agriculture and Rural Development of Vietnam and the United States Department of Agriculture have completed technical negotiations and moved on to legal procedures to allow the import of Vietnamese passion fruit. Thus, passion fruit will be the ninth fresh fruit exported to the US market, along with dragon fruit, mango, longan, lychee, rambutan, star apple, pomelo and coconut. In addition, Vietnam also signed the protocols with Australia to enable the export of Vietnamese passion fruit in September.

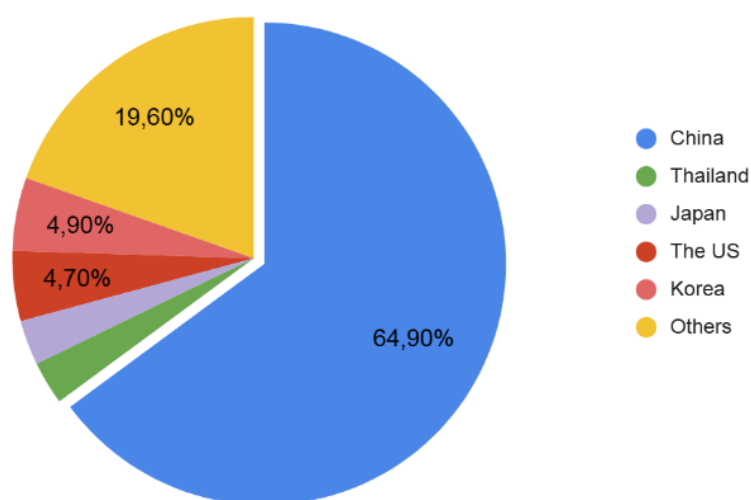
The expanding demand for Vietnamese tropical fruits, both fresh and processed, highlights the potential for continued growth and diversification. This momentum, along with a strategic focus on compliance with export regulations and quality improvement, positions Vietnam's tropical fruit industry well for further expansion and increased revenue.

However, Vietnam's tropical fruit industry faces several key challenges, despite its strong growth potential and expanding market access. First, stringent quality and safety requirements in major export markets, particularly in the U.S., Japan, and the EU, necessitate strict compliance with pesticide regulations, traceability, and residue standards. The need for improved post-harvest handling is critical, as inconsistent quality control can lead to higher rejection rates and limit access to these markets.

Another challenge is the vulnerability of fruit production to climate-related risks. Frequent weather events like typhoons, droughts, and excessive rainfall impact fruit yields, quality, and harvest predictability. For instance, fluctuating temperatures and humidity can cause pests and diseases to proliferate, which in turn requires careful management to meet both productivity and export standards. Addressing these risks involves implementing more robust agricultural practices and climate-resilient cultivation methods.

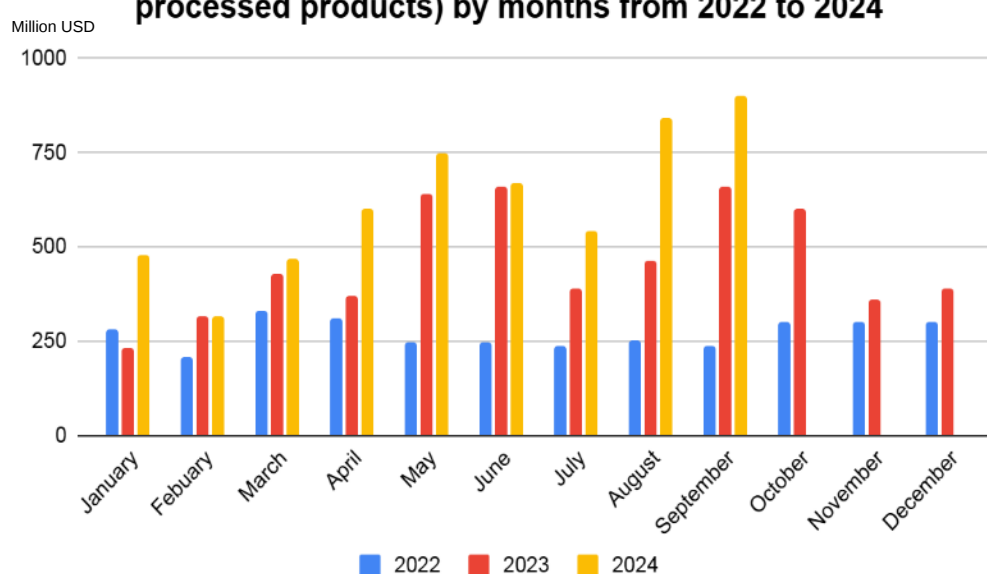
Additionally, the sector's logistics infrastructure is under strain as demand increases. High transportation costs and limited cold chain logistics hinder the efficient export of perishable fruits, which affects quality and competitiveness in distant markets. This is especially relevant as Vietnam's export strategy moves toward higher-value fresh produce rather than processed fruit. Lastly, while agreements with markets like China have streamlined some export protocols, regulatory shifts and sudden market closures due to political or economic factors can disrupt trade. To mitigate these risks, Vietnam's industry stakeholders are increasingly investing in diversified market access and promoting Vietnamese fruit brands internationally, yet these efforts require substantial funding and coordination.

**Market structure of Vietnam's fruit and vegetable export market in the first 8 months of 2024**



Source: General Department of Vietnam Customs

**Vietnam's fruit and vegetable export turnover (including processed products) by months from 2022 to 2024**



Source: General Department of Vietnam Customs

## 2. Project Implementation

### 2.1. Inception activities

The Inception Phase of GQSP Viet Nam- Phase 2 was kicked off immediately since the approval date and concluded in April 2024. During this period, various activities were planned and executed to achieve three specific milestones: (1) Needs assessment and fine-tuning project interventions, (2) Securing cooperation with beneficiaries and partners, and (3) Final Inception Validation Workshop organized on 15<sup>th</sup> April 2024.

The below table summarizes the inception activities.

**Table 1. Inception Activities**

| Activity                                                                 | Outcome                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Performance Indicator                                                                                                                                                                                                                                                                                                                                                                                                             |
|--------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Milestone 1: Needs Assessment and Project Intervention Refinement</b> | <ul style="list-style-type: none"> <li>• Conduct baseline assessments on processing waste, existing capacities, and improvement options.</li> <li>• Develop a comprehensive upscaling plan featuring demonstration chains, SOPs, and a training needs analysis.</li> <li>• Evaluate climate change impacts on selected tropical fruit sectors.</li> <li>• Review studies on consumer perceptions and preferences, focusing on Vietnamese tropical fruits.</li> </ul>                                                                                     | <ul style="list-style-type: none"> <li>• Completed 114 baseline surveys and 9 detailed assessments.</li> <li>• Established workplans with key stakeholders for Phase 1 upscaling.</li> <li>• Generated a climate change analysis document to guide activities.</li> <li>• Conducted market analysis for fresh and processed products, leading to a report with actionable recommendations.</li> </ul>                             |
| <b>Milestone 2: Securing Cooperation with Beneficiaries and Partners</b> | <ul style="list-style-type: none"> <li>• Identify potential beneficiaries for project support in collaboration with local partners and industry. Target beneficiaries with potential for export growth or domestic market expansion; ensure beneficiaries contribute to costs and analyze absorption capacity and geographical distribution.</li> <li>• Engage and build awareness among stakeholders to secure active participation; formalize cooperation agreements.</li> <li>• Establish collaborations with other donor-funded programs.</li> </ul> | <ul style="list-style-type: none"> <li>• Developed a list of potential beneficiaries after conducting 54 expert group meetings.</li> <li>• Conducted preliminary assessments, identifying 43 potential businesses.</li> <li>• Held 53 meetings with key stakeholders, resulting in the identification of 32 potential partners.</li> <li>• Conducted 12 meetings with donor organizations for potential collaboration.</li> </ul> |
| <b>Milestone 3: Inception Validation Workshop</b>                        | <ul style="list-style-type: none"> <li>• Update and confirm the logical framework, establishing a baseline for key indicators.</li> <li>• Set up a monitoring system in alignment with the GQSP's M&amp;E framework.</li> <li>• Create a detailed work plan for the first year of project implementation.</li> <li>• Validate and finalize the project budget.</li> </ul>                                                                                                                                                                                | <ul style="list-style-type: none"> <li>• Logical framework updated to reflect new activities.</li> <li>• Developed a comprehensive master workplan.</li> <li>• Revised and confirmed project budget.</li> </ul>                                                                                                                                                                                                                   |

## Key Achievements

**Market Assessment Report:** Analysis of market potential, priority market requirements, competitor landscape, and export strategy.

**Value Chain Assessment Report:** Mapping and profiling of value chain actors, evaluation of compliance and export capacity, identification of key upgrading needs, and formulation of an intervention plan with a baseline scenario.

**Climate Change Assessment Report:** Analysis of environmental, physiological, commercial, and social impacts on selected tropical fruit sectors, along with potential emerging opportunities.

**Gender Analysis Report:** Evaluation of gender-specific roles, opportunities, and project actions.

**Processing Waste Assessment Report:** Analysis of waste volumes, processing capacity, and potential value-added options.

**Upscaling Plan:** Strategic plan for expanding demonstration chains and adopting SOPs.

**Detailed Work Plan:** Finalized project locations, identified beneficiaries and partners, updated logical framework with gender-disaggregated KPIs, and refined M&E framework.

**Synergies Matrix:** Identification of potential collaborative opportunities with other donor-funded projects.



GOSP Vietnam 2 Inception workshop

## 2.2. Implementation activities

### 2.2.1. Outcome 1: Strengthening Quality Infrastructure



**A training program on ISO 17025 for 12 analysts**  
**02 testing centres upgraded and annual 17025 accredited**



**A technical framework for national database for agriculture sector**  
**Training for 17 institutions and 102 participants**



**4,585 new accounts in the Farm Diary system**  
**395 farmers received training**

This outcome is designed to enhance the technical competence and sustainability of the Quality Infrastructure System and conformity assessment services related to tropical fruit export industry. This objective is pursued through several key interventions: Strengthening the laboratory support system; improving the analytical capacities for planning and management of compliance through developing a tropical fruit model within the national database and implementing a traceability tool in commercial value chains.

#### a. Laboratory Support System

##### Problems to be addressed:

In the inception phase, an analysis was undertaken of the beneficial laboratories including Dong Thap Verification and Testing centre (DOVETEC) and Southern Pesticide Control and Testing Centre (SPCC) and additional testing centers in Dak Lak and Gia Lai provinces to provide continued support. They have certificates of ISO 17025 and have the capability to measure pesticide residue in food. These laboratories have enough equipment and machinery to analyze pesticides in agricultural products, but **they are struggling with the realities of running the labs as commercial business and are lacking sound business plans and skills**. In addition, none of the labs have electronic documentation or LIMS systems, which creates **significant inefficiencies in the lab system** particularly when needing to retrieve data.

##### Progress to date:

The project has provided continued technical assistance to upgrade two testing centers including DOVETEC and SPCC. This not only strengthens the testing capacity of the labs but also plays a strategic role in supporting the country's broader goals for food safety, quality assurance, and export competitiveness:

- **Enhanced Analysis and Testing Skills:** continuing the **training program on ISO 17025 for 12 analysts** to improve the technical capabilities of lab personnel to conduct more accurate and sophisticated analyses, critical for assessing product quality, safety, and compliance with international market requirements. This is also to ensure they acquired the skills and help the Labs uphold this standard in the annual ISO 17025 accreditation.

- **Business Management Improvements:** Alongside technical training, the assistance extended to business management practices, electronic documentation helping the centers to operate more efficiently, increase service quality, and ultimately better meet client needs in both the domestic and export markets.
- **Government Investment in Lab Infrastructure:** providing technical assistance to the government's **investment of \$160,000** in upgrading the center's physical and technical infrastructure. This investment contributed to acquiring modern testing equipment and improving laboratory facilities, which are essential for maintaining testing accuracy, efficiency, and consistency.



*DOVETEC center was upgraded*

#### ***b. The National Agriculture Database***

##### **Problems to be addressed:**

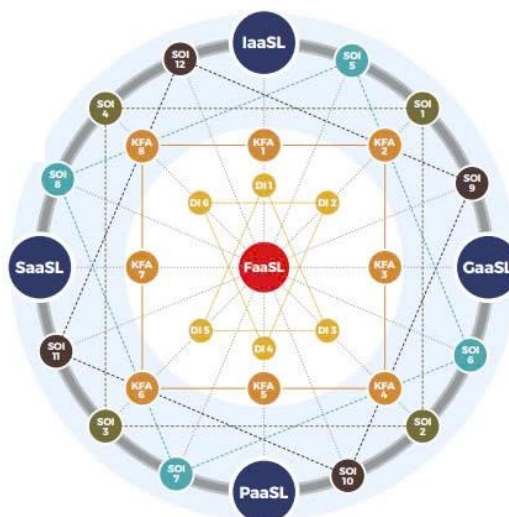
The Ministry of Agriculture and Rural Development (MARD) has a plan to **establish an integrated national database for Vietnam's agriculture sector**, with the Center for Statistics and Digital Transformation (DTS) as the lead agency overseeing its development. A primary issue is **the fragmentation of existing data sources**, as relevant agricultural data is currently housed in multiple, often siloed, databases managed by different departments and agencies. This segmentation leads to inconsistencies in data standards, formats, and collection methods, making integration complex and prone to errors. Additionally, discrepancies in data quality, accuracy, and timeliness across these databases can hinder the reliability of an integrated system. **There is also a need for improved digital infrastructure and enhanced data management capabilities** within MARD and associated institutions to facilitate smooth data transfer and real-time updates.

### Progress to date:

The project has supported DTS to make the **establishment of a comprehensive technical framework**. This framework lays the foundation for harmonizing data from various sources, ensuring consistency in data input, management, analysis, sharing, and structural design across the sector. A technical framework was established to guide this integration, setting standards for data harmonization, input requirements, and structure design, which were further reinforced through extensive training. **A total of 17 institutions and 102 individuals have received training** on crucial areas such as data harmonization, data management, analysis, sharing, and structural organization, building sector-wide capacity to support and maintain the integrated database. These training sessions have equipped key stakeholders with the skills needed to manage and utilize data effectively, fostering a collaborative approach to data integration. The project is also looking at using tropical fruit as a model sector to design and implement this database.

#### DATA ARCHITECTURE PLATFORM

ALLOWS THE MINISTRY OF  
AGRICULTURE AND RURAL  
DEVELOPMENT TO OPERATE  
SYSTEMATICALLY



### *c. Strengthening the Farm diary system*

#### Problems to be addressed:

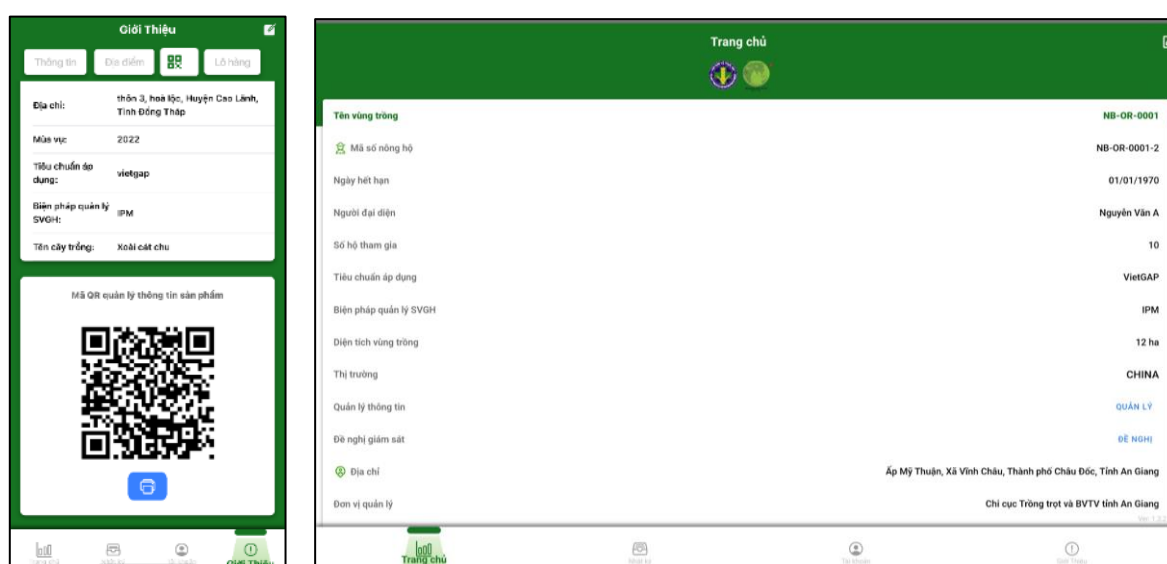
The Farm Diary aims to serve as a real-time central hub for managing the entire agricultural chain—from farm production through packing and export. It enables farmers, packing houses, and border inspection authorities to digitally record activities at every stage, eliminating reliance on paper records. This centralized electronic platform captures data that can be cross-checked by the national Plant Protection Department and local authorities, who oversee production unit codes (PUC) and packing house codes (PHC) which is conditions for exporting to some major markets such as China, EU, Japan, Korea, US etc. The farm diary developed in phase 1 to capture and document farm-based activities necessary for the effective issuing of production unit codes (PUC) was implemented in a pilot phase. This has proven successful and PPD now wants it to be implemented industry wide with expansion into a greater number of crops. Problems to be addressed include:

- **Enhancing the Farm Diary System:** Further refinement is needed to integrate the packing house system and PHC database, creating a seamless, comprehensive tool.

- **Ensuring Operational Sustainability:** Establishing a framework to maintain and expand the system for national adoption and application to other crops.
- **Integrating Quarantine and Customs Requirements:** Embedding traceability protocols for compliance with quarantine and customs processes.
- **Developing Mobile Apps for Field Use:** Enabling inspectors to input and retrieve data on-site, improving efficiency and accuracy in real-time monitoring.

#### Progress to date:

To date, with joint effort of PPD and GQSP, significant progress has been made in strengthening the Farm Diary system and expanding its reach. **A total of 4,585 new Farm Diary accounts** have been registered for farmers with Production Unit Codes (PUCs), greatly enhancing the system's coverage and data tracking capabilities. Additionally, **395 farmers** have received training on effectively using the Farm Diary system to record and manage their production activities, improving data accuracy and ease of use. Up to now, **7868 PUCs and 1468 PHCs** have been registered. Meanwhile, a national expert is working on **integrating the packing house system with the Farm Diary system**, aiming to create a seamless, comprehensive tool that streamlines across the entire agricultural chain.



*Farmdiary application interface on laptop and mobile devices*

#### **d. Assessment of Certified Reference Material local production capacity**

##### Problems to be addressed:

Certified Reference Materials (CRMs) play a vital role in ensuring accuracy, consistency, and traceability in measurements across industries. CRMs provide a benchmark for calibrating measurement instruments, validating analytical methods, and supporting quality control in processes. However, **Vietnam currently depends heavily on imported Certified Reference Materials (CRMs)** to meet its measurement and quality assurance needs. This reliance on foreign standards presents challenges, such as increased costs, extended lead times, **and limited accessibility for domestic businesses and laboratories**. Without a sufficient local supply of CRMs, industries face difficulties in consistently meeting regulatory and quality requirements, which can hinder competitiveness and innovation. The government has laid out strategic plans, such as Decision No. 1361/QĐ-TTg (2013), which maps out the development of reference materials (RMs) as an essential direction for the country, Decision No. 82/QĐ-

BKHCN (2019), approving the project “Strengthening and Innovating Measurement Activities to Support Vietnamese Enterprises,” which prioritizes national measurement standards to boost competitiveness and global integration, and helping domestic businesses improve the quality and consistency of products for both domestic and export markets. In order to support the government’s effort to strengthen the local CRM production capacity, **there’s a need to do assessment of local production and needs.**



*Imported Certified Reference Materials (CRM)*

#### **Progress to date:**

GQSP Vietnam has been engaging in discussions with the Commission for the Standards, Metrology and Quality of Viet Nam (STAMEQ), along with beneficiary laboratories and businesses, to **identify targeted interventions for enhancing local CRM production**. The project is also in the process of **recruiting both a national expert and an international expert** to conduct a comprehensive assessment of Vietnam's CRM production capacity in the food industry. This assessment will focus on identifying prioritized CRMs, potential CRM producers, and examining the gaps, challenges, and opportunities surrounding CRM production in the country.



*Signing cooperation agreement with STAMEQ*

## Monitoring activity indicators

| Outcome/output/activity                                                                                                                                                                                                                                                              | Indicator                                                              | Achieved 2024                 | Target by 2026                |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------|-------------------------------|-------------------------------|
| <b>OUTCOME 1: Technical competence and sustainability of the Quality Infrastructure System and conformity assessment services related to tropical fruit export industry enhanced.</b>                                                                                                |                                                                        |                               |                               |
| <b>Output 1.1: Laboratory support system strengthened</b>                                                                                                                                                                                                                            |                                                                        |                               |                               |
| 1.1.1 Identification of pesticide residue requirements for the selected products in different markets and recommend updates for PPD's Trade Market Access (TMA) dossiers                                                                                                             | Number of factsheets produced,<br>Number of VC actors raised awareness | 2 factsheets<br>229 VC actors | 4 factsheets<br>500 VC actors |
| 1.1.2 Identify and plan cross-cutting training topics (e.g. good laboratory practices, lab management, etc.) to improve the analyst/testing skills, business management, and to increase the accuracy of the testing results; plan for training program                              | Number of training activities                                          | 2                             | 5                             |
| 1.1.3 Improving efficiency of laboratory documentation systems.                                                                                                                                                                                                                      | Number of labs adopting new systems                                    | 2                             | 2                             |
| 1.1.4 Feasibility study on national/regional PT schemes and production of CRM                                                                                                                                                                                                        | Number of report and recommendations                                   |                               | 2                             |
| <b>Output 1.2: Analytical capacities for planning and management of compliance improved through developing a tropical fruit model within the national database</b>                                                                                                                   |                                                                        |                               |                               |
| 1.2.1 Support conceptualization and development of an integrated database on national agriculture sector, integrating various information and data from existing but separate databases                                                                                              | Technical framework of the data platform architecture                  | 1                             | 1                             |
| 1.2.2 Advice on technical data harmonization and data input requirements (e.g. on GIS mapping data, certificate management (VietGAP, GlobalGAP), fertilizer and pesticide management, seasonality and production data, market information, etc.)                                     | Data Technical Manual                                                  |                               | 1                             |
| 1.2.3 Support the development of analytical capacity/mechanism to provide analytical outputs on tropical fruits (policy brief, industry briefs, etc.) as evidence in support of policy decisions and private sector investment in collaboration with MARD and research institutions` | SCA country report                                                     |                               | 1                             |

|                                                                                                                                                                          |                                                                                   |                                         |                                            |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-----------------------------------------|--------------------------------------------|
| 1.2.4 Workshop demonstrations of case study capacity and potential to end users in areas such as predictive modelling, policy support tool and/or certificate management | No. of workshops                                                                  | 2                                       | 3                                          |
| Output 1.3 Traceability tool implemented into commercial value chains                                                                                                    |                                                                                   |                                         |                                            |
| 1.3.1 Modification of farm diary so it is applicable for vertical integration through the tropical fruits value chain                                                    | Integrated system and number of register accounts, number of actors trained       | 1 system<br>4585 accounts<br>395 actors | 1 system<br>7000 accounts<br>500 actors    |
| 1.3.2 Integration and field applications of internal traceability system with farm diary                                                                                 | Number of apps and models produced. Number of institutions and inspectors trained |                                         | 1 app<br>15 DARDs<br>75 inspectors trained |

## 2.2.2. Outcome 2: Enhancing SME compliance



**11 institutions and 134 staffs** enhanced capacity in SOP development



**19 SOPs** drafted and updated  
**345 VC actors** trained on SOP and market requirements



**10 SMEs** received technical assistance



**02 new markets** for passion fruit and durian

This outcome is designed to enhance the ability of the tropical fruit export value chain to meet the markets requirement and compete in target markets through compliance with technical regulations and other quality requirements, adaptation to change, innovation and new technology. This objective is pursued through several key interventions: developing and promoting SOP for selected tropical fruits VCs for adoption by the industry; establishing competitive and compliant export value chains; facilitating investment for competitiveness and climate change adaptation and facilitating value addition and adaptation through innovation and technology.

### a. SOPs development and upscaling

#### Problems to be addressed:

For the long-term success of developing new and sustainable export markets, there is a need to enter the modern market system. The key to achieve this is consistency in product quality, logistics and compliance. One of the best ways to do this is to **have sets of Standard Operating Procedures (SOPs) to ensure tasks, applications and practices** along the chain are consistent and able to produce the desired outcome of meeting modern market requirements.

In Phase 1, a comprehensive set of Standard Operating Procedures (SOPs) was developed for the mango export value chain, encompassing essential aspects such as production, transportation, disease management, cool chain management, packhouse operations, and traceability. These SOPs effectively address the core practices needed to meet export market requirements. However, **the inception phase of Phase 2 has highlighted the need for standardization of practices across all selected tropical fruit sectors** including pomelo, durian, passionfruit. The mango modules can serve as a template to develop industry-specific SOPs, ensuring that best practices are tailored to each sector's unique requirements.

To achieve this, consultations with key value chain actors, extension officers, industry leaders, and both national and international experts will be conducted. This collaborative approach ensures that the SOPs are relevant, practical, and incorporate the latest technological advancements. Additionally, this formulation process presents an opportunity to identify practices aimed at mitigating the negative impacts of climate change.

Another challenge identified is **the varying understanding of SOPs among stakeholders and a general lack of skills in SOP development**. Consequently, there is a pressing need to build capacity among involved stakeholders to enhance their ability to develop effective SOPs. This capacity-building initiative will empower stakeholders to create standardized practices that improve efficiency and compliance across the tropical fruit value chain

### Progress to date:

Significant progress has been made in the development and upscaling of Standard Operating Procedures (SOPs) for tropical fruit value chains. **A training program focused on SOP development has been designed and delivered to 11 institutions, engaging a total of 134 trainees from various stakeholders.** During the trainings, all participants actively engaged in generating a list of quality attributes essential for the various tropical fruits, identifying the causes of quality loss, and proposing improvements in practices along the value chain. This will help to outline the necessary steps to enhance knowledge and practices for managing fruit quality, reducing losses throughout the supply chain.

Additionally, **a group of experts from the Vietnam Institute of Agricultural Engineering and Post-Harvest Technology (VIAEP) and the Southern Horticultural Research Institute (SOFRI) has been established to develop SOPs in collaboration with VC actors and other related stakeholders. To date 13 SOPs are being drafted for the passion fruit, durian and pomelo value chains.** This collaborative effort aims to standardize practices across these industries, ensuring that they meet market requirements and enhance overall quality. Furthermore, the **existing 6 mango SOPs have been reviewed and updated** to reflect the latest practices and technologies, bolstering their relevance and effectiveness in the export value chain. These initiatives collectively contribute to a more standardized and efficient approach within the tropical fruit sector.



*Training courses on SOP development at VSQI, VIAEP, SOFRI and CDC Dak Lak*

## ***b. Supporting business partners to adopt good practices and access new markets***

### Problems to be addressed:

The inception assessment of the four targeted value chains has identified several key bottlenecks that businesses face when exporting fruits. Firstly, **logistics and transportation challenges** are a significant hurdle, particularly due to Vietnam's limited and costly airfreight options, which reduce the competitiveness of Vietnamese exports in international markets. This is compounded by **limitations in post-harvest handling and cool chain infrastructure**, where inadequate cooling systems and poor handling practices compromise fruit quality and reduce shelf life, especially during extended transportation.

Furthermore, **limitations in quality standards and compliance** present another barrier. Many businesses struggle to meet the stringent quality and safety requirements demanded by international markets, restricting access to high-value retail channels and modern trade systems. Finally, **inefficient packing houses** contribute to these challenges by increasing costs and reducing product consistency.

### Quality issues of fruits- more efforts to solve....



Low ratio of high grade for export (20%)



Inefficient packing house



Poor preservation, packing, transportation



Waste, low grade (25-30% lost)



Uneven ripening (50%)



Fungi



*VIAEP expert taking sample for disease management in Chanh Thu's durian factory*

#### Progress to date:

To date, the project has made substantial progress in laying the foundation for effective technical support to beneficiaries. **Criteria for selecting beneficiaries** were established, ensuring that assistance is provided to businesses best positioned to benefit from export-focused interventions. As a result, the project identified a targeted list of 27 beneficiaries, including prominent businesses.

Over the reporting period, project experts have engaged closely with 10 partners including **Chanh Thu, DT Pro, Hoang Phat, Green Pomelo Cooperative, Long Hue, Blue Ocean, HSC, Hao Hanh, Hoa Loc and Thanh Binh** to strengthen their capacities and export. This support included **advising on quality factors** within each enterprise's supply chain, helping them pinpoint critical issues that may impact product quality during export. Experts provided targeted recommendations to align practices with the stringent requirements of international import markets, with a specific focus on **enhancing packing house efficiency**. By streamlining packing processes and addressing potential bottlenecks, these businesses are better positioned to maintain consistent quality standards and reduce costs.



*UNIDO expert providing guidance to prepare pomelo export to EU at the Green Pomelo Cooperative*

Furthermore, **2 trainings on market requirements** for frozen durian, fresh pomelo and passion fruits were provided for **229 participants**. The project also provided **2 trainings for 116 participants on standard operating procedures (SOPs) for handling pomelo for export**. These trainings ensures that the value chain actors are equipped to meet international standards and maintain consistency in product quality. The project also assisted 2 businesses in preparing **application documents for EU market access**, guiding them through complex regulatory requirements and supporting their goal of expanding into new, high-value markets. These efforts collectively aim to improve the operational efficiency and export potential of each beneficiary, paving the way for broader market access and increased competitiveness.



*Two trainings on market requirements and pomelo SOPs jointly organized by GQSP and PPD in Bac Giang and Can Tho*

The project also contributed to the joint effort of the country **to successfully open two high-potential markets: Australia for Vietnamese passion fruit** with the first export batch at the Blue Ocean company **and China for frozen durian**. Entry into Australia, the project assisted the exporter in pest management, disease control, and supply chain improvements to meet Australian requirements. For China, the project focused on optimizing the freezing and preservation of durian to maintain quality, alongside guidance on branding and cold chain logistics to cater to the growing Chinese demand for premium durian.



*Signing ceremony of opening Australia market for Vietnam's passion fruit*

### **c. R&D and Value addition**

#### **Problems to be addressed**

Vietnam's fruit processing and value addition sector has lagged behind due to a traditional focus on fresh produce. However, with the fresh market nearing saturation, there's growing potential to capitalize on increasing demand for value-added products like fruit powders, essential oils, purees, and pulp. The industry can pursue both large-scale processing for globally traded commodities and small-scale niche production, targeting high-value markets such as nutraceuticals and cosmetics. **Key challenges include efficiency, food safety compliance, access to testing services, and waste management, highlighting the need for improved standards and technology adoption.**

In addition, **over 50% of the weight of processed fruits like durian, passionfruit, pomelo, and mango is often discarded as waste, posing a cost burden for processors.** Typically repurposed into low-value products like compost or fertilizers, this waste has untapped potential for higher-value applications. The economic viability of waste processing depends on factors like raw material availability, economies of scale, and market strategies. High-margin opportunities exist for small-scale producers in cosmetics and pharmaceuticals, while global competitiveness in products like oils and pectin requires a strong focus on cost efficiency.

#### **Progress to date**

Following a detailed assessment of value addition options and waste management during the Inception phase, the project has actively engaged stakeholders **by presenting a wide range of potential products** that can be derived from durian, pomelo, passionfruit, and mango. This process has been instrumental in helping businesses **identify new opportunities, assess economic viability, and evaluate the cost-effectiveness of potential investments** for enhanced profitability.

In addition, the project provided support to the Vietnam Institute of Agricultural Engineering and Post-Harvest Technology (VIAEP) to carry out **two R&D initiatives focused on innovations in storage, transportation, and value addition**. These R&D efforts aimed to integrate new technologies into Standard Operating Procedures (SOPs), improving product quality, reducing post-harvest losses, and enhancing efficiency. Furthermore, the research explored strategies for **processing waste into high-value products**, thus contributing to better marketing, increased efficiency, and sustainable waste management solutions.



*VIAEP experts researching on preservation technologies for durian and passion fruit*

## Monitoring Activity Indicator

| Outcome/output/activity                                                                                                                                                                                                                                                                                         | Indicator                                                                                            | Achieved 2024                                                                                                                 | Target by 2026                                                                                           |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|
| <b>OUTCOME 2: Enhanced ability of the tropical fruit export value chain to meet the markets requirement and compete in target markets (national and export) through compliance with technical regulations and other quality requirements, adaptation to change, innovation and new technology</b>               |                                                                                                      |                                                                                                                               |                                                                                                          |
| Output 2.1. SOP for selected tropical fruits VCs developed and promoted for adoption by the industry                                                                                                                                                                                                            |                                                                                                      |                                                                                                                               |                                                                                                          |
| 2.1.1 Modification of existing mango and development of new tropical fruit SOPs and modules incorporate learnings from GQSP 1 demonstration trials and additional practice for management changing conditions                                                                                                   | Number of SOP documents and training packages produced, Number of VC actors raised awareness         | 11 SOPs for passion fruit, durian and pomelo drafted<br>6 SOPs for mango updated<br>250 actors trained<br>2 training packages | 8 SOPs for passion, durian, 2 SOPs for pomelo<br>10 training packages<br>1200 VC actors raised awareness |
| 2.1.2 Facilitate the development of communication, awareness and promotional plan on SOPs with key institutions and industry representatives                                                                                                                                                                    | Number of promotion plans developed                                                                  |                                                                                                                               | 2                                                                                                        |
| 2.1.3 Institutionalization of SOPs through extension services and learning institutions (i.e. University) and adoption into their curriculum.                                                                                                                                                                   | Number of institutions access to SOPs                                                                | 1 DARD<br>3 institutions                                                                                                      | 5 DARDs, 10 institutions and 5 universities                                                              |
| 2.1.4 Address some key impediments to adoption via targeted training courses amongst some of the value chain actors                                                                                                                                                                                             | Number of training workshops conducted                                                               | 3                                                                                                                             | 12                                                                                                       |
| Output 2.2. Competitive and compliant export value chains established                                                                                                                                                                                                                                           |                                                                                                      |                                                                                                                               |                                                                                                          |
| 2.2.1 Address identified issues by modifying chains                                                                                                                                                                                                                                                             | Number of demonstration chains implementing modifications                                            | 5                                                                                                                             | 12                                                                                                       |
| 2.2.2 Introduction of new technology in storage and transportation (e.g. controlled atmosphere)                                                                                                                                                                                                                 | Number of new technologies introduced; Number of Chains adopting improved technology                 | 2 preservation technologies are being R&D                                                                                     | 1 new technology<br>2 chains adopting new technology                                                     |
| 2.2.3 Support local institutions to develop/modify and apply cold chain parameters for selected Vietnamese's tropical fruits (e.g. mango cultivars and pomelo. Development of accessible (digital, publication) quality reference material for value chain maturity standards, quality/grading, cool chain etc. | Number of guide charts produced                                                                      |                                                                                                                               | 4                                                                                                        |
| 2.2.4 Development and implementation of a Quality Assurance (QA) system into the demonstration chains that provides practical tools for the management of quality from the diverse sources.                                                                                                                     | Number of chains adopting a QA systems; number of training conducted, number of participants trained |                                                                                                                               | 12 chains<br>12 training courses<br>100 participants trained                                             |
| 2.2.5 Work with chains to ascertain what level of certifications are required for their expansion into new                                                                                                                                                                                                      | Number of chain partners attaining high certification.                                               |                                                                                                                               | 4                                                                                                        |

| Outcome/output/activity                                                                                                                                                                                         | Indicator                                                                      | Achieved 2024 | Target by 2026                             |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|---------------|--------------------------------------------|
| market segments and provide support for higher levels of certification needed to meet market requirements.                                                                                                      |                                                                                |               |                                            |
| 2.2.6 Develop and conduct a series of training modules that are targeted at producers, service providers and policy makers on sustainability in export systems.                                                 | Number of training events organized, number of participants trained.           |               | 25 training courses<br>40 trainers trained |
| Output 2.3. Investment for competitiveness and climate change adaptation facilitated                                                                                                                            |                                                                                |               |                                            |
| 2.3.1 Support businesses in identifying and analysing investment opportunities, investment planning and facilitating investment into value chain technical expertise.                                           | Number of businesses received advice, number of investment plans               | 10 businesses | 30 businesses<br>12 investment plans       |
| 2.3.2 Advocate and support to access to financial products for VC actors to facilitate investments in adoption of SOPs and technologies, as well as to create financial cushion during farm maintenance periods | Number of financial products introduced                                        |               | 2                                          |
| 2.3.3 Conduct a climate change impact assessment on selected tropical fruit industries                                                                                                                          | Assessment report                                                              | 1             | 1                                          |
| 2.3.4 Facilitate a roundtable dialogue on national strategies and necessary investments for adaptation of tropical fruits to climate change impacts                                                             | Number of events                                                               | 1             | 3                                          |
| Output 2.4. Value addition and adaptation through innovation and technology facilitated                                                                                                                         |                                                                                |               |                                            |
| 2.4.1 Analysis current losses and potential for value adding in areas such as (improvement in quality, presentation, reduced losses, efficiency gains, marketing and processing, waste-to-product)              | Report and recommendations (Number of new innovations/technologies introduced) | 1             | 1                                          |
| 2.4.2 Develop a business model for value addition within tropical fruit sector.                                                                                                                                 | Number of businesses adopting new model                                        |               | 2                                          |
| 2.4.3 Provide Technical assistance for implementation, evaluation and improvement of new and existing value additional practices.                                                                               | Number of business implementing value added activities.                        | 10            | 19                                         |
| 2.4.4 Organize a series of workshops targeting the processing value/ additon sector on innovation, business management, value addition options, food safety and compliance.                                     | Number of workshops conducted.                                                 | 2             | 4                                          |

### 2.2.3. Outcome 3: Creating a culture for quality



**01 market assessment report**



**02 trainings for 33 trainees** on market intelligence and sale skills



**01 draft National Quality Policy** reviewed and improved  
**59 national fruit standards** reviewed and **2 new national standards** for durian developed



**15 training sessions, 6 workshops/ seminars, and 94 regular meetings** organized

This outcome is designed to improve culture for quality through conducive policy, market innovation and organizational structure enabling effective export development. This objective is pursued through several key interventions: strengthening collective capacity of tropical fruit sector, especially women and youth; developing innovative market development and promotional plan of the Tropical Fruit sector and developing National Quality/Laboratory Policy.

#### *a. Potential Market assessment*

##### Problems to be addressed:

Conducting a potential market assessment is essential to fully unlock Vietnam's tropical fruit export opportunities, both for fresh and processed products. **This assessment would provide critical insights into demand trends, consumer preferences, and regulatory requirements** in target markets such as the EU, North America, Australia, and high-growth areas in Asia. It would also **identify the specific quality, safety, and certification standards necessary to enter premium segments**. By pinpointing logistical and cold chain needs, as well as packaging and branding expectations, this assessment could guide Vietnamese exporters in aligning their products to market demands and addressing gaps in post-harvest handling, quality compliance, and transport efficiency. A comprehensive market assessment will enable a strategic approach, helping Vietnamese producers tailor their offerings and establish a competitive foothold in lucrative, high-potential markets.

##### Progress to date:

The project **has conducted a market assessment report**. The project's market assessment report outlines **essential investment areas** to enhance Vietnam's fruit industry competitiveness, positioning it to leverage growth opportunities in both fresh and processed sectors. **The fresh fruit market offers substantial potential**, with prospects for mango exports to developed regions (requiring improvements in shelf life and compliance), durian expansion into China and non-traditional markets, passion fruit entry into high-value markets like Australia, and pomelo as a unique citrus option beyond Southeast Asia, etc. **In processed products, demand is high but depends on production efficiency and economies of scale**, particularly for large commodity lines. Smaller processors can find high-value opportunities in nutraceuticals, pharmaceuticals, and cosmetics, where quality is crucial. This assessment also analyses market trends, consumer preferences, and regulatory requirements in high-demand areas like the EU, North America, Australia, and Asia, guiding Vietnamese exporters in aligning with specific quality, logistics, and packaging needs, and helping establish a competitive foothold in premium segments.

## ***b. Strengthening Fruit Associations***

### Problems to be addressed

Strengthening the fruit sector association is crucial for fostering collaboration, enhancing competitiveness, and addressing common challenges within the industry. By uniting stakeholders—including growers, exporters, processors, and researchers—the association can serve as a pivotal platform for knowledge sharing and collective advocacy. It can facilitate training programs that promote best practices in cultivation, post-harvest handling, and marketing, ensuring that members stay updated on market trends and compliance requirements. Additionally, the association can play a vital role in lobbying for favourable policies and funding opportunities that support infrastructure development and innovation within the sector. By enhancing communication channels and building a robust network, the association can empower its members to better navigate the complexities of both domestic and international markets, ultimately driving growth and sustainability in Vietnam's fruit industry.

### Progress to date:

The project has supported sector associations such as VinaFruit, the Durian Association, and the Mango Association, facilitating initiatives that strengthen the fruit industry in Vietnam. One of the key efforts was contribution to the organization of **the Durian Festival in Central Highland**, which showcased the potential of Vietnamese durian, engaged stakeholders and connected producers with consumers and buyers. Additionally, the project supported the promotion of tropical fruit at the **Vietnamese Fruit Festival in China**, enhancing visibility and demand for Vietnamese fruits in a key export market.





*Vietnamese Fruit Festival in China*

The project cooperated with SIPPO to **deliver training on market intelligence for 11 members** of the Vietnam Mango Association (VMA) and VinaFruit equipping exporters with valuable insights to navigate international markets effectively.

GQSP also in collaboration with SIPPO facilitated the participation of **10 beneficial businesses with 22 trainees** in a training course on Fair Working Skills which is a side event of Food Expo 2024. The course focuses on improving sales pitch skills at fairs, helping businesses introduce their company and products to customers, identify unique selling points (USP), and build the most effective customer approach. SIPPO's expert also provided on-site guidance to GQSP's businesses who had exhibition booths at the Food Expo 2024.

### ***c. National Fruit Standards***

#### **Problems to be addressed:**

The Vietnam national standard system (TCVN) for fruits and fruit products currently includes 59 standards, with around **80% focused on fresh fruit, leaving a significant gap in standards for processed fruit products**. This limited coverage hinders the Vietnamese government's efforts to increase the production of high-value, deeply processed fruit products within the industry value chain. There is a pressing need to review existing national fruit standards, analyzing their compatibility and alignment with international practices to ensure they meet global trade and quality benchmarks. Furthermore, **strengthening local capacity for developing national standards is essential**, allowing Vietnam to produce robust, internationally aligned standards that will enhance product quality, productivity, and export competitiveness.

### Progress to date:

The project has supported the Vietnam Institute of Quality Standards in **reviewing 59 existing national fruit standards** to assess their compatibility and alignment with international practices. This review resulted in a report offering a comprehensive overview of the standardization landscape within the fruit industry, proposing technical criteria and requirements for both fresh and processed fruits, and providing recommendations for developing new national standards for Vietnamese fruits.

Additionally, the project introduced **an eLearning course on ISO Good Standardization Practices (GSP)**, developed by ISO and UNIDO, available at <https://hub.unido.org/node/12050>. This course equips participants with knowledge on effectively developing, publishing, and sharing information about national standards. It emphasizes best practices and procedures for National Standards Bodies (NSBs) to create and publish standards efficiently, thereby enhancing international trade and fostering technological cooperation.

Furthermore, GQSP Vietnam, in collaboration with VSQI, is working on developing **two new national standards: (1) a Code of Practice for frozen durian processing and (2) Specifications for frozen durian**. These standards also integrate considerations for climate change adaptation and mitigation, as well as gender-responsive factors.

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**TRAINING ACADEMY**

# Good Standardization Practices (GSP)

This eLearning course was developed by the International Organization for Standardization (ISO) and the United Nations Industrial Development Organization (UNIDO), with contributions from the Swedish International Development Cooperation Agency (Sida) and the Swiss Confederation's State Secretariat for Economic Affairs (SECO).

## ISO Good Standardization Practices (GSP) eLearning



[learning.iso.org](https://learning.iso.org)  
[hub.unido.org](https://hub.unido.org)

*E-Learning course on ISO Good Standardization Practices (GSP)*

#### **d. Quality Policy Development**

##### Problems to be addressed:

The Ministry of Science and Technology has presided over and coordinated with ministries, sectors and localities to develop a draft Quality Policy named Proposal "Development of national quality infrastructure in the direction of central, unified, synchronous and international integration to 2030, with orientation to 2035" (hereinafter referred to as the Proposal). Commission for Standards, Metrology and Quality of Viet Nam is the focal agency of this process. The proposal is now in the process of consultation and reviewing. There's **need to support the review process and provide comments/advice for improvement towards sustainable development**, taken into account of integration of emerging themes such as digitalization, climate change, CO2 emission reduction, renewable energies, and technological innovation into Quality Policies, ensuring they remain adaptable and responsive to global shifts.

##### Progress to date:

To date, the project has provided **the Quality Policy Trilogy tool for STAMEQ** and supported its translation into Vietnamese. This tool comprises guiding principles for policy, a technical guide, and a practical quality policy tool to help stakeholders develop a strong Quality Infrastructure (QI) system.

The project also facilitated **the participation of a STAMEQ representative in the Expert Group Meeting** in Vienna on "**Rethinking Quality Policy: Preparing Quality Infrastructure for a Sustainable Future.**" This meeting examined key trends and considerations for developing forward-looking Quality Policies, ensuring that Quality Infrastructure systems are prepared to meet current and future demands. It explored how emerging themes—such as digitalization, climate change, renewable energy, and technological innovation—can be integrated into Quality Policies, enhancing their adaptability and responsiveness to global changes.

Lastly, the project has **engaged an international expert to support STAMEQ in reviewing and improving the draft proposal** Development of National Quality Infrastructure by 2030 with Orientation to 2035.



*STAMEQ's representative at the EGM on Rethinking Quality Infrastructure:  
Quality Policies for a sustainable future*

#### ***e. Support the working groups of MARD including PSAV, Food System, Innovation Hub and One Health Partnership***

The project supports the Ministry of Agriculture and Rural Development (MARD) in **enhancing key working groups and platforms**. In particular, it supports the Food Safety Working Group under the One Health Partnership, which aims to improve food quality and safety standards across Vietnam. Additionally, the project is involved with the Food System Working Groups, which seeks sustainable solutions for the nation's food production and supply chains. GQSP Vietnam's support extends to the Fruit and Vegetable Working Group under the Partnership for Sustainable Agriculture in Vietnam (PSAV), where it contributes to the development of practices and standards that enhance the quality, competitiveness, and market access of Vietnam's fresh produce.



*The 2nd annual meeting of Food Safety Technical Working Group*

#### ***f. Public-Private dialogues***

The GQSP Vietnam project is actively working to **strengthen public-private dialogues** to address pressing issues within Vietnam's fruit industry. Recognizing the diverse challenges that impact quality, market access, and competitiveness, the project brings together stakeholders from government bodies, industry leaders, farmers, and research institutions to foster **open communication and collaborative problem-solving**. Key topics include **post-harvest treatment chemicals**, where stakeholders are exploring safer and more sustainable alternatives to improve product quality and meet export standards. Discussions also address quality control standards, **focusing on consistency and compliance** with international benchmarks to enhance market access. Additionally, the dialogues tackle challenges related **to packaging and logistics, aiming to reduce post-harvest losses and extend the shelf life of fresh produce**.

Through 15 training sessions, 6 workshops/ seminars, and 94 regular meetings, GQSP Vietnam enhances stakeholders' capacity to contribute meaningfully to these dialogues, ensuring that both public and private interests are represented.

#### ***g. Tropical Fruit Innovation Network***

Vietnam is a global leader in the production of tropical fruits, with an extensive range of fruits. Despite favourable conditions, Vietnam's tropical fruit industry faces key challenges: inconsistent quality standards, limited access to advanced agricultural practices, insufficient value-added processing, and market access barriers. To address these issues, a more coordinated effort is required to drive innovation, research, and market integration. GQSP has

conceptualized the **Vietnam Tropical Fruit Innovation Network (VTFIN)** which aims to be a platform that brings together stakeholders, including farmers, researchers, government agencies, private sector companies, and international partners. This platform will foster knowledge sharing, promote sustainable practices, and improve the overall competitiveness of Vietnam's tropical fruit industry.

The VTFIN is aimed at increasing innovation within sector with regards to:

- Product innovation (waste-to-product, new value-added products, etc.)
- Process innovation (productivity, efficiency, digital technologies, shortened supply chains, etc.)
- Market innovation (new markets e.g. organic, and expansion in existing markets, organic fertilizer, etc. )
- Organizational innovation (optimizing relations between actors, business models to reduce coordination and transaction costs, etc.)

Early 2025, GQSP Vietnam will start the first step of mapping the key actors within the innovation system to understand “who’s who.” This comprehensive mapping focuses on various stakeholders, including: government institutions, public and private R&D institutions, academia, financial institutions, associations, private sector. Once the actors are identified, there will be assessment of the **relationships** between them and analysing the **capacities** of each stakeholder (relationship between actors, and capacity of each actor with regards to innovation outputs/areas) and identifying needs for capacity building (two levels: network and actors). This mapping process provides a clear picture of the innovation ecosystem and ensures that all relevant actors are included, laying the groundwork for the establishment of VTFIN.

# Monitoring indicators tables

| Outcome/output/activity                                                                                                                                                                                                                                                 | Indicator                                                                                                                            | Achieved 2024                                               | Target by 2026                                                   |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------|------------------------------------------------------------------|
| <b>OUTCOME 3: Improved culture of quality through conducive policy, market innovation and organizational structure enabling effective export development</b>                                                                                                            |                                                                                                                                      |                                                             |                                                                  |
| <b>Output 3.1 Collective capacity of tropical fruit sector, especially women and youth strengthened</b>                                                                                                                                                                 |                                                                                                                                      |                                                             |                                                                  |
| 3.1.1 Support establishment and capacity building of representative organizations at farmer, processing/exporter levels.                                                                                                                                                | Number of new organisations established; number of organisations strengthened                                                        | 2 new sub mango associations<br>3 associations strengthened | 5 new organizations<br>5 associations strengthened               |
| 3.1.2 Facilitate and ensure representation of key stakeholder groups and representative bodies on national and local public-private dialogue platforms, to contribute to the analysis of current policy roles, constraints, benefits that impact on export development. | Number of PPD dialogues organized                                                                                                    | 2                                                           | 5                                                                |
| 3.1.3 Conduct feasibility study on the impact and sustainability of PPD E-training platform for market access                                                                                                                                                           | Report produced.                                                                                                                     | 1 report drafting                                           | 1                                                                |
| 3.1.4 Support MARD to implement action plan on food system.                                                                                                                                                                                                             | Number of inputs provided; Number of working group meetings.                                                                         | input provided, 3 working groups participated               | input provided, 3 working groups participated                    |
| 3.1.5 Organize workshop for key stakeholders involved packaging industry to review and develop standards for export packaging.                                                                                                                                          | Report and recommendations                                                                                                           |                                                             | 1                                                                |
| <b>Output 3.2. Innovative market development and promotional plan of the Tropical Fruit sector developed</b>                                                                                                                                                            |                                                                                                                                      |                                                             |                                                                  |
| 3.2.1 Support formulation of a tropical fruit sector promotional/awareness strategy, domestic, tourist and internationally.                                                                                                                                             | Number of promotional/awareness strategy supported, number of promotion event supported                                              | 1 strategy<br>2 fruit festivals supported                   | 1 strategy<br>4 events                                           |
| 3.2.2 Technical assistance for development of sector strategy and action plan for export development                                                                                                                                                                    | Number of export development strategies and action plans                                                                             |                                                             | 2                                                                |
| <b>Output 3.3 National Quality/Laboratory Policy developed</b>                                                                                                                                                                                                          |                                                                                                                                      |                                                             |                                                                  |
| 3.3.1 Support implementation of National quality Policy                                                                                                                                                                                                                 | Number of Quality Policy                                                                                                             | Reviewing the draft NQP                                     | 1                                                                |
| 3.3.2 Review national fruit standards in line with international practice                                                                                                                                                                                               | Number of report conducted                                                                                                           | 1                                                           | 1                                                                |
| 3.3.3 Support development of standards frozen durian, maturity standards for fresh mango, durian, pomelo and passionfruit.                                                                                                                                              | Number of standards/ guidelines/ Reference material developed, number of technical meeting organized, number of participants trained | 2 standards for durian<br>7 technical meetings              | 4 standards<br>20 technical meetings<br>160 participants trained |

### 3. Synergies

#### 3.1. Synergies with GQSP Global Program

The project continues to systematically use the developed global tools. The GQSP Phase 1 utilized the Standards Compliance Analytics which sets a good baseline for assessment of Vietnam's progress towards meeting market requirements. During phase 1, the Standards Compliance Analytics report for Vietnam was produced widely at series of events and received strong interests from both industry and policy makers. IPSARD of MARD is interested in collaboration with the project to develop the next annual country report. In addition, STAMEQ also sent its staff to participate in the expert group meeting on QI4SD index and Quality Policy.

The project continued supporting STAMEQ to promote QI4SD index as well mainstream QI in the national policies as well as develop and implement the national Quality/Laboratory Policy. Added, GQSP also facilitated active participation of Vietnam in the annual ISO meetings and the side event "Partnership for Sustainable development: Fostering Trust through Standards and Quality"



*Vietnam's delegation at the ISO annual meeting*

#### 3.2. Synergies with other country projects

During the inception phase, a number of potential donor organizations were identified where synergies and potential collaboration opportunities may exist. A number of meetings were held with these potential collaborations to help understand where the commonalities may occur. Whilst there are many organizations and projects operating in Vietnam in the agricultural sectors it is necessary to focus on those that are undertaking similar activities to avoid duplication and those that could enhance the proposed activities. Table 2 has summarized those where clear collaboration across activities can occur during the implementation phase.

**Table 2. List of programs, projects and partners for cooperation/synergies and collaboration**

| Partners                                                      | Project title                                                        | Areas of cooperation/synergies                     | Collaboration/synergies activity                                                                                                                                                                                                                                                                                                                                                                                 |
|---------------------------------------------------------------|----------------------------------------------------------------------|----------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>SIPPO</b>                                                  | Swiss Import Promotion Programme                                     | Market promotion                                   | <ol style="list-style-type: none"> <li>1. SIPPO provides training on Market Intelligence and Sales Pitch for VMA/Vinafruit members and beneficiaries of GQSP.</li> <li>2. SIPPO support to connect the buyers from EU market with VMA/Vinafruit or GQSP partners</li> </ol>                                                                                                                                      |
| <b>Partnership for Sustainable Agriculture Vietnam (PSAV)</b> | Fruit and Vegetable Working Group                                    | Public Private dialogue/forum                      | <ol style="list-style-type: none"> <li>1. GQSP identifies the constraints/impediments of fruit value chains for the inputs of PSAV's dialogues.</li> <li>2. GQSP introduces the technical innovation and improvement solutions, share information on market requirements to the PSAV's members.</li> <li>3. GQSP provide policy recommendations for PSAV's to support the tropical fruit value chain.</li> </ol> |
| <b>Syngenta</b>                                               | Registration of new post-harvest treatment chemicals                 | Demonstration export trial                         | <ol style="list-style-type: none"> <li>1. Syngenta provides chemicals to be adopted in the GQSP's demonstration export models to treat/control plant diseases and fungal diseases on fruits.</li> <li>2. GQSP supports the registration process of Syngenta</li> </ol>                                                                                                                                           |
| <b>New Zealand</b>                                            | Development of high quality fruit varieties (passion fruit, avocado) | Passion fruit value chain                          | <ol style="list-style-type: none"> <li>1. Both projects share the findings from survey/assessments on passion fruit value chains</li> <li>2. Linkage of demonstration models of both projects (New Zealand's project sites are Son La and Gia Lai provinces)</li> <li>3. Cooperation in developing SOPs</li> </ol>                                                                                               |
| <b>Croplife, IPSARD</b>                                       | Stewardship program                                                  | Responsible use of pesticides at farming           | <ol style="list-style-type: none"> <li>1. Cooperation in developing SOP on farm practice and integrating in the training program of both projects</li> <li>2. Joint demonstration models at farm level</li> </ol>                                                                                                                                                                                                |
| <b>IFC</b>                                                    | IFC advisory project on                                              | Open markets for fresh fruit in high-value markets | <ol style="list-style-type: none"> <li>1. Supports to PPD to prepare the Technical Market Access</li> </ol>                                                                                                                                                                                                                                                                                                      |

|  |                              |  |                                                                                                                                      |
|--|------------------------------|--|--------------------------------------------------------------------------------------------------------------------------------------|
|  | Agribusiness Competitiveness |  | (TMA) documents to selected commodities markets.<br><br>2. Collaboration in developing SOPs for fruit export and providing trainings |
|--|------------------------------|--|--------------------------------------------------------------------------------------------------------------------------------------|

## 4. Main challenges encountered and measures taken

**Table 3. Challenges encountered**

| Challenges encountered                                                                                                                | Measures taken                                                                                                                           |
|---------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------|
| Engaging different agencies at both national and provincial levels which delay the implementation and require more coordination work. | Participating agencies appoint focal staff to collaborate during the implementation                                                      |
| Some surveys/some field works did not coincide with fruit seasons so visual verification was not always possible.                     | Reliance on survey information cross referenced with local and institutional knowledge.                                                  |
| Changes of senior staffs between Phase 1 and Phase 2 loss of corporate knowledge.                                                     | Additional time resources were applied to fully brief and familiarise with Phase 1 and Proposed activities for phase 2                   |
| Restructuring of the government leading to the critical changes in the partners                                                       | Adaptive workplan and implementation reflecting to the new restructure, especially the changed focal points if any or merged departments |

## 5. Lessons learned

- The project has quite a broad scope, which has required engagement with larger number of institutions and potential collaborators than would usually be encountered for a project of this size. This does create a large and sometimes cumbersome consultation process and has the potential for scope creep. This can be addressed in a number of ways either greater resource allocation, a prioritized ranking of activities, a narrower scope, core staff dedicated to the project from the collaborating institutions or a combination of these.
- Managing expectations of potential collaborators is a lesson from phase 1 that applies to phase 2. It is important for collaborators to understand their role in the project activities and what the project realistically can and cannot do for their business. These upfront frank discussions need to be held with the collaborators at the beginning of engagement. This will help ensure strong industry support of activities.

## 6. Gender equality and women empowerment

In all target value chains, both men and women participate in farm businesses. Traditionally, men tend to handle most of the physically demanding tasks, while women are involved in nursery activities and lighter production duties. The inception study found that over 70% of employees in fruit processing are women. The gender segregation in the tropical fruit industry stems from

cultural and attitudinal factors, confining women to lighter duties like sorting, grading, washing, and packing, while men are typically assigned to tasks such as machinery operation and loading. There are notable women-led cooperatives and enterprises in the tropical fruit industry, such as Buoi Da Xanh Ben Tre Cooperative, Chanh Thu, and Hoang Phat etc.

To ensure that women and men can access, participate and benefit from the projects' interventions on an equal footing, **it is anticipated two-fold gender strategies:**

- (1) Gender mainstreaming throughout the project cycle across all the activities.
- (2) Empowering women-led cooperatives, companies and women processors through investments support and business development services.

### **Actions of gender mainstreaming and women empowerment**

- **Conducted gender analysis** and gender mainstreaming in the project activities.
- Supported networking/market connection/certification for women-led producer groups/cooperatives/companies.
- **Supported 7 women led producer groups and enterprises** to apply good practices by along the value chain.
- Developed **gender-sensitive SOPs**, national standards and training modules.
- **42.1% of participants** participated in project's capacity building activities is women
- Facilitated and ensure representation of women led groups, entrepreneurs, and representative bodies on national and local public-private dialogues and turn into gender responsive policy recommendations to support the industry's export.



## 7. Environmental protection and climate action

Vietnam, highly vulnerable to climate change, faces rising temperatures, sea levels, cyclones, and shifting rainfall patterns, which threaten agricultural productivity and the economy, especially in regions like the Mekong River Delta and Central Highlands. Farmers must understand these site-specific changes to adopt effective adaptation practices, particularly for long-term crops like mango, durian, and pomelo. **Key strategies include raising awareness, implementing monitoring and modelling, and refining Standard Operating Procedures (SOPs) to support informed decision-making.**

In mango, durian, passion fruit, and pomelo production, pesticide use is widespread, often based on farmers' experience or sellers' advice rather than pest thresholds. For mangoes, pyrethroid insecticides are most popular (57%), followed by organophosphates (25%) and carbamates (15%), and 20% of insecticides belong to WHO Toxicity Class I. This extensive use of pyrethroids hampers integrated pest management (IPM). In durian cultivation, 57.5% of pesticides are insecticides and 45% are fungicides, with 30.3% classified as very mildly toxic (WHO Class IV). Passion fruit and pomelo production also suffer from poor awareness of correct pesticide types and usage, with misuse exacerbated by conflicting or inadequate advice and availability of counterfeit products. Addressing these practices is crucial for improving safe and effective pest control in the fruit sector.

Despite efforts to promote safe pesticide use and environmental awareness, misuse and poor safety practices remain widespread in Vietnam's tropical fruit industry. Issues like improper pesticide disposal, with packaging often discarded on farms or in waterways, ineffective spray techniques causing drift, and insufficient protective equipment expose farmers and their families to health risks. A recent survey revealed that only 20% of farmers were aware of pesticide toxicity, and residues were found in 81% of samples collected at harvest. Strengthening on-farm chemical management, including safety training and better chemical disposal practices, is essential for reducing health risks, environmental contamination, and improving fruit quality and cost efficiency.



*Heat stress due to high temperature on mango trees*



*Passion fruit dropped due to rainfall changing*



*Drought effects durian orchards*



*Impact of saltwater flooding on pomelo flower*

To address environmental protection and climate resilience in Vietnam's tropical fruit sectors, **the project has initiated a series of targeted actions** designed to build awareness, improve practices, and foster sustainable growth.

1. **Environmental and Social Management Plan (ESMP):** The preparation of an ESMP report provides a comprehensive framework for managing environmental and social impacts across the project lifecycle. This plan outlines measures to mitigate adverse effects on ecosystems, reduce pollution, and ensure that project activities align with local and national environmental standards.
2. **Climate Change Impact Assessment:** By conducting a detailed climate change impact assessment on selected tropical fruit sectors, the project has identified key vulnerabilities and potential opportunities stemming from environmental, physiological, commercial, and social impacts. This assessment empowers stakeholders with critical insights into the risks posed by rising temperatures, changing rainfall patterns, and other climate factors, enabling informed adaptation strategies that help safeguard the productivity and quality of tropical fruit crops.
3. **Processing Waste Products Assessment:** The project's assessment of processing waste volumes, capacity, and value-added options is a strategic step toward reducing environmental waste and unlocking new economic opportunities. By evaluating waste generation and exploring innovative uses for by-products, the project supports a circular economy approach, which minimizes waste and transforms processing by-products into valuable resources—such as compost, biofuel, or natural fertilizers—that benefit the environment and create additional income streams for farmers.
4. **Development of Climate-Integrated SOPs:** Standard Operating Procedures (SOPs) that incorporate climate action measures are being developed to guide farmers and stakeholders in adopting climate-resilient practices. These SOPs cover adaptive techniques, including water management, pest control, soil health maintenance, and post-harvest handling, with a focus on reducing environmental impacts.

## 8. Sustainability

The project works closely with the private sector to ensure that interventions and activities are practical, relevant and commercially sustainable thus providing strong incentive for industry investment. Continued improvements in areas such as the supporting quality infrastructure, traceability and compliance will not only underpin the industry's ability to meet international market requirements but enable it to adapt to changing market conditions. Strong industry representation will enable a greater strategic approach to export development and provide a conduit to the government for greater input into effective policy and regulation supporting the industry.

## 9. Communication

- Social media: Twitter @GqspVietnam; Facebook, LinkedIn, Youtube: GQSP Vietnam Project
- 32 articles, 65 media posts, 5 newsletters, 2 videos about the project activities published on GQSP Vietnam website; UN in Vietnam website, UNIDO Website, SECO's Facebook, counterparts' websites and local media.
- Project factsheet, newsletter on global fruit production and exports.
- Video clip on Vietnamese tropical fruit: <https://nongnghiep.vn/video/trai-cay-viet-nam--bon-mua-thom-ngon-tv401592.html>

**GQSP Vietnam** @GqspVietnam · Oct 3

Exciting progress! Our UNIDO\_VIAEP experts are training on using MLR check software & determining harvest maturity for **#passion\_fruit** while providing crucial technical support for EU exports. A major leap in elevating the quality of 🇻🇳 passion fruit!  
[@UNIDOVietnam](#) [@SwissAmbVietnam](#)



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**News #5 2024**

**Xuất khẩu nông sản của Việt Nam sang Hàn Quốc tăng trong nửa đầu năm 2024/ Vietnam's agri-exports to South Korea see uptick in first half of 2024**

Xuất khẩu nông sản của Việt Nam sang Hàn Quốc đã tăng 55% trong nửa đầu năm 2024, đạt tổng cộng 164 triệu USD. Sự tăng trưởng này đến từ nhu cầu ngày càng tăng của người tiêu dùng Hàn Quốc đối với các sản phẩm nông nghiệp của Việt Nam.

Jong Joon Kyu, Tổng giám đốc Cơ quan xúc tiến thương mại và đầu tư Hàn Quốc tại TP.HCM, đã nhấn mạnh sức hấp dẫn của các sản phẩm Việt Nam tại Hàn Quốc, lưu ý rằng "Nhiều sản phẩm nông nghiệp của Việt Nam được người tiêu dùng Hàn Quốc ưa chuộng do chất lượng và giá cả cạnh tranh". Tuyên bố này được đưa ra trong Tuần lễ Đối tác Việt Nam - Hàn Quốc Plus năm 2024.

Cụ thể, xuất khẩu cà phê và hạt tiêu từ Việt Nam sang Hàn Quốc đã tăng đáng kể, trong đó cà phê tăng 39% lên 75,6 triệu USD và hạt tiêu tăng 147% lên 19,8 triệu USD. Theo ông Đặng Phúc Nguyên, Tổng thư ký Hiệp hội Rau quả Việt Nam, Hàn Quốc đã trở thành thị trường lớn thứ hai của trái cây và rau quả Việt Nam, với xoài, nhãn, thanh long, chuối, dưa và sầu riêng dẫn đầu về xuất khẩu.

For the original English article on FreshPlaza, read here:  
<https://www.freshplaza.com/asia/article/9645752/vietnam-s-agri-exports-to-south-korea-see-uptick-in-first-half-of-2024/>



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## Adopting standards and good practices



The Global Quality and Standards Programme (GQSP) is a large-scale programme, which was designed to encourage systematic trade development along specific value chains by strengthening quality infrastructure institutions and service providers, enhancing the compliance capacity of private sector actors, particularly SMEs, and creating a culture of quality among all stakeholders. GQSP is funded by the Swiss Confederation, through the Swiss State Secretariat for Economic Affairs (SECO) and implemented by the United Nations Industrial Development Organization (UNIDO).

Communication products

## 10. Deliveries

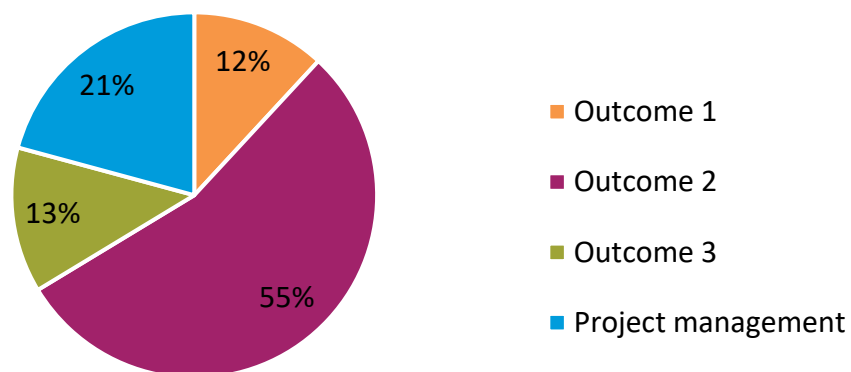
(Enclosed detail documents)

| Outcome/Name of deliveries                                                                                                 | Remarks |
|----------------------------------------------------------------------------------------------------------------------------|---------|
| <b>Outcome 1</b>                                                                                                           |         |
| 1. Draft report on agriculture database structure                                                                          |         |
| 2. Farmdairy - packinghouse platform                                                                                       |         |
| <b>Outcome 2</b>                                                                                                           |         |
| 1. Mango value chain report                                                                                                |         |
| 2. Durian value chain report                                                                                               |         |
| 3. Passion fruit value chain report                                                                                        |         |
| 4. Pomelo value chain report                                                                                               |         |
| 5. Value addition assessment                                                                                               |         |
| 6. Matrix of value chain interventions                                                                                     |         |
| 7. Climate Change assessment                                                                                               |         |
| 8. Gender analysis                                                                                                         |         |
| 9. Partners selection criteria                                                                                             |         |
| 10. List of identified institutional partners                                                                              |         |
| 11. List of identified business partners                                                                                   |         |
| 12. Cooperation Programme with partners                                                                                    |         |
| 13. SOP training programme                                                                                                 |         |
| 14. Draft SOPs                                                                                                             |         |
| <b>Outcome 3</b>                                                                                                           |         |
| 1. Review of fruit national standards                                                                                      |         |
| 2. Market assessment                                                                                                       |         |
| 3. Video clip on introduction of Vietnamese fruits within the framework of the Vietnamese Fruit Festival in Beijing, China |         |
| 4. Guideline on QP - guiding principle - Vietnamese                                                                        |         |
| 5. Guideline on QP - practical tool - Vietnamese                                                                           |         |
| 6. Guideline on QP - technical guide - Vietnamese                                                                          |         |

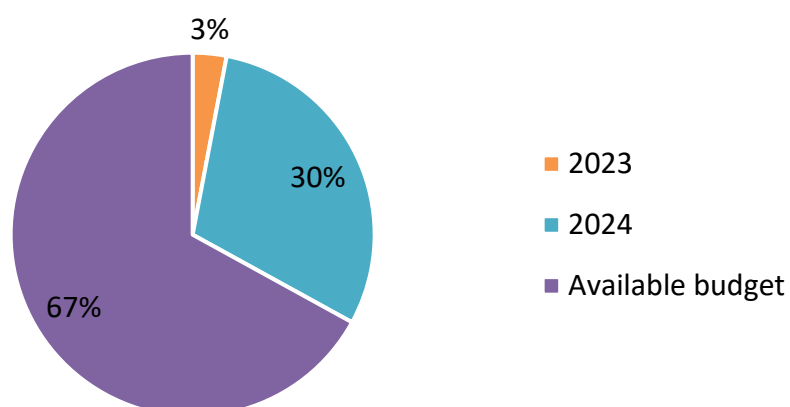
## 11. Financial Implementation (EUR)

| Budget and Project Disbursement Overview of GQSP Vietnam ID 230131 |                      |                            |                                                                  |                                                                           |                                     |                                                               |  |  |  |  |  |  |  |
|--------------------------------------------------------------------|----------------------|----------------------------|------------------------------------------------------------------|---------------------------------------------------------------------------|-------------------------------------|---------------------------------------------------------------|--|--|--|--|--|--|--|
| Sponsored Program                                                  | Sponsored Class / BL | Description                | Grant 2000005056 budget plan as per prodoc (excl. support costs) | Grant 2000005056 budget plan approved in April 2024 at Inception workshop | Total expenditures 31 December 2024 | Funds implemented (Latest budget plan vs. total expenditures) |  |  |  |  |  |  |  |
| 230131-1-01-01 Strengthening Quality Infrastructure                | 1100                 | Staff & Intern Consultants | 44,000                                                           | 44,000                                                                    | 10,375                              |                                                               |  |  |  |  |  |  |  |
|                                                                    | 1500                 | Local travel               | 7,000                                                            | 7,000                                                                     | 9,167                               |                                                               |  |  |  |  |  |  |  |
|                                                                    | 1700                 | Nat.Consult./Staff         | 48,000                                                           | 48,000                                                                    | 28,946                              |                                                               |  |  |  |  |  |  |  |
|                                                                    | 2100                 | Contractual Services       | 45,000                                                           | 45,000                                                                    | 4,577                               |                                                               |  |  |  |  |  |  |  |
|                                                                    | 3000                 | Train/Fellow ship/Study    | 60,000                                                           | 60,000                                                                    | 1,611                               |                                                               |  |  |  |  |  |  |  |
|                                                                    | 5100                 | Other Direct Costs         | 4,000                                                            | 4,000                                                                     | 0                                   |                                                               |  |  |  |  |  |  |  |
|                                                                    | Total 230131-1-01-01 |                            | 208,000                                                          | 208,000                                                                   | 54,676                              |                                                               |  |  |  |  |  |  |  |
| 230131-1-02-01 Enhancing SME compliance                            | 1100                 | Staff & Intern Consultants | 85,000                                                           | 85,000                                                                    | 51,588                              |                                                               |  |  |  |  |  |  |  |
|                                                                    | 1500                 | Local travel               | 16,000                                                           | 16,000                                                                    | 13,245                              |                                                               |  |  |  |  |  |  |  |
|                                                                    | 1700                 | Nat.Consult./Staff         | 170,000                                                          | 170,000                                                                   | 42,272                              |                                                               |  |  |  |  |  |  |  |
|                                                                    | 2100                 | Contractual Services       | 120,000                                                          | 120,000                                                                   | 106,873                             |                                                               |  |  |  |  |  |  |  |
|                                                                    | 3000                 | Train/Fellow ship/Study    | 140,000                                                          | 140,000                                                                   | 6,931                               |                                                               |  |  |  |  |  |  |  |
|                                                                    | 4500                 | Equipment                  | 30,000                                                           | 30,000                                                                    | 0                                   |                                                               |  |  |  |  |  |  |  |
|                                                                    | 5100                 | Other Direct Costs         | 4,000                                                            | 4,000                                                                     | 2,323                               |                                                               |  |  |  |  |  |  |  |
| Total 230131-1-02-01                                               |                      | 565,000                    | 565,000                                                          | 223,232                                                                   |                                     |                                                               |  |  |  |  |  |  |  |
| 230131-1-03-01 Creating a culture for quality                      | 1100                 | Staff & Intern Consultants | 45,000                                                           | 45,000                                                                    | 5,779                               |                                                               |  |  |  |  |  |  |  |
|                                                                    | 1500                 | Local travel               | 13,000                                                           | 13,000                                                                    | 4,865                               |                                                               |  |  |  |  |  |  |  |
|                                                                    | 1700                 | Nat.Consult./Staff         | 33,000                                                           | 33,000                                                                    | 16,110                              |                                                               |  |  |  |  |  |  |  |
|                                                                    | 2100                 | Contractual Services       | 45,000                                                           | 45,000                                                                    | 22,522                              |                                                               |  |  |  |  |  |  |  |
|                                                                    | 3000                 | Train/Fellow ship/Study    | 63,000                                                           | 63,000                                                                    | 0                                   |                                                               |  |  |  |  |  |  |  |
|                                                                    | 5100                 | Other Direct Costs         | 4,000                                                            | 4,000                                                                     | 1,084                               |                                                               |  |  |  |  |  |  |  |
|                                                                    | Total 230131-1-03-01 |                            | 203,000                                                          | 203,000                                                                   | 50,361                              |                                                               |  |  |  |  |  |  |  |
| 230131-1-51-01 Programme Management (Coordination and Monitoring)  | 1100                 | Staff & Intern Consultants | 97,500                                                           | 97,500                                                                    | 4,105                               |                                                               |  |  |  |  |  |  |  |
|                                                                    | 1500                 | Local travel               | 7,000                                                            | 7,000                                                                     | 4,840                               |                                                               |  |  |  |  |  |  |  |
|                                                                    | 1600                 | Staff Travel               | 16,000                                                           | 16,000                                                                    | 0                                   |                                                               |  |  |  |  |  |  |  |
|                                                                    | 1700                 | Nat.Consult./Staff         | 170,000                                                          | 170,000                                                                   | 89,951                              |                                                               |  |  |  |  |  |  |  |
|                                                                    | 3000                 | Train/Fellow ship/Study    | 20,000                                                           | 10,000                                                                    | 371                                 |                                                               |  |  |  |  |  |  |  |
|                                                                    | 4500                 | Equipment                  | 6,000                                                            | 6,000                                                                     | 0                                   |                                                               |  |  |  |  |  |  |  |
|                                                                    | 5100                 | Other Direct Costs         | 7,500                                                            | 17,500                                                                    | 6,740                               |                                                               |  |  |  |  |  |  |  |
| Total 230131-1-51-01                                               |                      | 324,000                    | 324,000                                                          | 106,007                                                                   |                                     |                                                               |  |  |  |  |  |  |  |
| Total (excl. support costs)                                        |                      |                            | 1,300,000                                                        | 1,300,000                                                                 | 434,276                             |                                                               |  |  |  |  |  |  |  |

### 2024 Budget expenditure



### Overall budget



## 12. Activities in the next reporting period

| Outcome   | Activity       |                                                                                                                                                                                                                                                                                                           | Key Partners                                                |
|-----------|----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------|
| Outcome 1 | Activity 1.1.4 | Feasibility study on production of Certified reference materials (CRM)                                                                                                                                                                                                                                    | STAMEQ                                                      |
|           | Activity 1.2.2 | Advice on technical data harmonization and data input requirements (e.g. on GIS mapping data, certificate management (VietGAP, GlobalGAP), fertilizer and pesticide management, seasonality and production data, market information, etc.)                                                                | DTS                                                         |
|           | Activity 1.2.3 | Support the development of analytical capacity/mechanism to provide analytical outputs on tropical fruits (policy brief, industry briefs, etc.) as evidence in support of policy decisions and private sector investment in collaboration with MARD and research institutions                             | DTS, IPSARD                                                 |
|           | Activity 1.2.4 | Workshop demonstrations of case study capacity and potential to end users in areas such as predictive modelling, policy support tool and/or certificate management                                                                                                                                        | DTS, IPSARD                                                 |
|           | Activity 1.3.1 | Modification of farm diary system, linking with packing house system so it is applicable for vertical integration through the tropical fruits value chain                                                                                                                                                 | PPD                                                         |
|           | Activity 1.3.2 | Integration and field applications of internal traceability system with farm diary                                                                                                                                                                                                                        | PPD                                                         |
| Outcome 2 | Activity 2.1.2 | Facilitate the development of communication, awareness and promotional plan on SOPs with key institutions and industry representatives.                                                                                                                                                                   | VIEAP, SOFRI, DCP, PPD Extension services centre, VC actors |
|           | Activity 2.1.3 | Institutionalization of SOPs through extension services and learning institutions (i.e. University) and adoption into their curriculum.                                                                                                                                                                   |                                                             |
|           | Activity 2.1.4 | Address some key impediments to adoption via targeted training courses amongst some of the value chain actors.                                                                                                                                                                                            |                                                             |
|           | Activity 2.2.2 | Introduction of new technology in storage and transportation (e.g. controlled atmosphere)                                                                                                                                                                                                                 | VIAEP, VC actors                                            |
|           | Activity 2.2.3 | Support local institutions to develop/modify and apply cold chain parameters for selected Vietnamese's tropical fruits (e.g. mango cultivars and pomelo. Development of accessible (digital, publication) quality reference material for value chain maturity standards, quality/grading, cool chain etc. | VIAEP, VC actors                                            |
|           | Activity 2.2.4 | Development and implementation of a Quality Assurance (QA) system into the demonstration chains that provides practical tools for the management of quality from the diverse sources.                                                                                                                     | VIAEP, VC actors                                            |
|           | Activity 2.2.5 | Work with chains to ascertain what level of certifications are required for their expansion into new market segments and provide support for higher levels of certification needed to meet market requirements.                                                                                           | VC actors                                                   |
|           | Activity 2.2.6 | Develop and conduct a series of training modules that are targeted at producers, service providers and policy makers on sustainability in export systems.                                                                                                                                                 | MARD, VC actors, associations                               |

|                  |                |                                                                                                                                                                                                                                                                   |                               |
|------------------|----------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------|
|                  | Activity 2.4.2 | Develop a business model for value addition within tropical fruit sector.                                                                                                                                                                                         | VIAEP, VC actors              |
|                  | Activity 2.4.3 | Provide Technical assistance for implementation, evaluation and improvement of new and existing value additional practices.                                                                                                                                       | VIAEP, SOFRI, VC actors       |
|                  | Activity 2.4.4 | Organize a series of workshops targeting the processing value/ addition sector on (innovation, business management, value addition options, food safety and compliance.)                                                                                          | MARD, VC actors, associations |
| <b>Outcome 3</b> | Activity 3.1.1 | Support establishment and capacity building of representative organizations at farmer, processing/exporter levels.                                                                                                                                                | Vinafruit,                    |
|                  | Activity 3.1.2 | Facilitate and ensure representation of key stakeholder groups and representative bodies on national and local public-private dialogue platforms, to contribute to the analysis of current policy roles, constraints, benefits that impact on export development. | Vinafruit, VC actors, MARD    |
|                  | Activity 3.1.4 | Support MARD to implement action plan on food system.                                                                                                                                                                                                             | MARD                          |
|                  | Activity 3.1.5 | Organize workshop for key stakeholders involved packaging industry to review and develop standards for export packaging.                                                                                                                                          | NAFIQPM                       |
|                  | Activity 3.2.1 | Support formulation of a tropical fruit sector promotional/awareness strategy, domestic, tourist and internationally.                                                                                                                                             | MARD, Vinafruit, provinces    |
|                  | Activity 3.3.1 | Support implementation of the National Quality Policy                                                                                                                                                                                                             | STAMEQ                        |
|                  | Activity 3.3.3 | Support development of standards for frozen durian, maturity standards for fresh mango, durian, pomelo and passionfruit.                                                                                                                                          | VSQI                          |

## Annex 1: List of partners

**Table 4. Institutional partners**

| <b>I. MARD</b>                       |                                                                                               |
|--------------------------------------|-----------------------------------------------------------------------------------------------|
| <b>1</b>                             | National Agro-Forestry-Fishery Quality, Processing and Market Development Authority (NAFIQPM) |
| <b>2</b>                             | Department of Crop Plantation (DCP)                                                           |
| <b>3</b>                             | Department of Plant Protection (PPD)                                                          |
| <b>4</b>                             | National Agricultural Extension Centre (NAEC)                                                 |
| <b>5</b>                             | Digital Transformation and Statistics Centre (DTS)                                            |
| <b>6</b>                             | Viet Nam SPS Office                                                                           |
| <b>II. Provinces</b>                 |                                                                                               |
| <b>1</b>                             | Ben Tre Department of Agriculture and Rural Development                                       |
| <b>2</b>                             | Tien Giang Department of Agriculture and Rural Development                                    |
| <b>3</b>                             | Dong Thap Department of Agriculture and Rural Development                                     |
| <b>4</b>                             | Dak Lak Department of Agriculture and Rural Development                                       |
| <b>5</b>                             | Dak Nong Department of Agriculture and Rural Development                                      |
| <b>III. Institutes &amp; Centers</b> |                                                                                               |
| <b>1</b>                             | Vietnam Institute of Agriculture Engineering and Post Harvest Technology (VIAEP)              |
| <b>2</b>                             | Sub-Institute of Agriculture Engineering and Post Harvest Technology (SIAEP)                  |
| <b>3</b>                             | Southern Horticulture Research Institute (SOFRI)                                              |
| <b>4</b>                             | Western Highlands Agriculture and Forestry Science Institute (WASI)                           |
| <b>6</b>                             | Institute of Metrology (STAMEQ)                                                               |
| <b>7</b>                             | Viet Nam Standards and Quality Institute (VSQI)                                               |
| <b>8</b>                             | Dong Thap Verification and Testing Centre (DOVETEC)                                           |
| <b>9</b>                             | Southern Pesticide Control and Testing Centre (SPCC)                                          |
| <b>IV. University &amp; college</b>  |                                                                                               |
| <b>1</b>                             | Nong Lam University                                                                           |
| <b>2</b>                             | Dong Thap Community Colleague                                                                 |
| <b>V. Associations</b>               |                                                                                               |
| <b>1</b>                             | Dak Lak Durian Association                                                                    |
| <b>2</b>                             | Viet Nam Mango Association                                                                    |
| <b>3</b>                             | Tien Giang Mango Sub-Association                                                              |
| <b>4</b>                             | Dong Thap Mango Sub- Association                                                              |
| <b>5</b>                             | Vietnam Fruit & Vegetable Association (VINAFRUIT)                                             |

|          |                                                          |
|----------|----------------------------------------------------------|
| <b>6</b> | Ben Tre Green Pomelo Association                         |
| <b>7</b> | General Association of Agriculture and Rural Development |
| <b>8</b> | Viet Nam Pesticide Association                           |
| <b>9</b> | Viet Nam Logistic Association                            |

**Table 5. List of business partners**

| <b>Name of company</b>                      | <b>Value chain</b>                              | <b>Province</b>  |
|---------------------------------------------|-------------------------------------------------|------------------|
| <b>Ben Tre green pomelo cooperative</b>     | Pomelo                                          | Ben Tre          |
| <b>VINA T&amp;T group</b>                   | Mango, passion fruit, pomelo, mango             | Ben Tre          |
| <b>Quới Sơn Company</b>                     | Pomelo                                          | Ben Tre          |
| <b>Hương Miền Tây Company</b>               | Pomelo                                          | Ben Tre          |
| <b>Green Power Company</b>                  | Pomelo, mango, passion fruit                    | Ben Tre          |
| <b>Ban Mê Green Farm (Buôn Ma Thuật)</b>    | Passion fruit, Durian, Durian Husk              | Dak Lak          |
| <b>Thien Tam Ltd. Company</b>               | Durian                                          | Dak Lak          |
| <b>Dak Lak Durian Association</b>           | Durian                                          | Dak Lak          |
| <b>Chánh Thu Company</b>                    | Mango, passion fruit, pomelo, mango             | Dak Lak, Ben Tre |
| <b>Vạn Xuân Company</b>                     | Durian, Passion fruit                           | Dak Nong         |
| <b>Long Hue Company</b>                     | Passion fruit                                   | Dak Nong         |
| <b>Thien Phu Durian Club</b>                | Durian                                          | Dak Nong         |
| <b>Tia Sang Company</b>                     | Passion fruit, Durian                           | Dak Nong         |
| <b>Ha Do Green Company</b>                  | Durian                                          | Dak Nong         |
| <b>Nghiep Xuan Company</b>                  | Durian, Passion fruit, mango                    | Dak Nong         |
| <b>Thanh Bình (Hùng Lộc Branch) Company</b> | Mango, Pomelo, Mango Puree                      | Dong Thap        |
| <b>DT-PRO Company</b>                       | Mango                                           | Dong Thap        |
| <b>Blue Ocean Company</b>                   | Mango, Passion fruit                            | Dong Thap        |
| <b>Phú Hộ Durian Cooperative</b>            | Durain                                          | Dong Thap        |
| <b>Hùng Hậu Company</b>                     | Frozen mango, mango puree, frozen passion fruit | Dong Thap        |
| <b>Trangroup Company</b>                    | Processed mango                                 | Dong Thap        |
| <b>Việt Phúc Company</b>                    | Durian, mango                                   | Ha Noi           |
| <b>HSC Company</b>                          | Fresh and processed mango                       | HCM city         |
| <b>Hào Hành Company</b>                     | Fresh and processed mango                       | HCM city         |
| <b>CMU Logistic Company</b>                 | Fresh mango, pomelo, passion fruit, durian      | HCM city         |
| <b>Hoàng Phát Fruit Company</b>             | Mango, Pomelo, Mango Puree                      | Long An          |
| <b>Hòa Lộc RR Company</b>                   | Passion fruit, Durian, Mango                    | Tien Giang       |
| <b>Hoà Loc Cooperative</b>                  | Mango                                           | Tien Giang       |

## Annex 2: Work Plan

| Outcomes, Outputs and Activities                                                                                                                                                      |                                                                                                                                                                                                                                                   | Sub Activities                                                                                                                                               | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs*                                                                                |                                             |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|--------------------------------------------------------------------------------------|---------------------------------------------|
|                                                                                                                                                                                       |                                                                                                                                                                                                                                                   |                                                                                                                                                              | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |                                                                                      |                                             |
| Inception Phase                                                                                                                                                                       |                                                                                                                                                                                                                                                   |                                                                                                                                                              |      |    |     |    |      |    |     |    |      |    |     |    |                                                                                      |                                             |
| <b>OUTCOME 1: Technical competence and sustainability of the Quality Infrastructure System and conformity assessment services related to tropical fruit export industry enhanced.</b> |                                                                                                                                                                                                                                                   |                                                                                                                                                              |      |    |     |    |      |    |     |    |      |    |     |    |                                                                                      |                                             |
| <b>Output 1.1: Laboratory support system strengthened</b>                                                                                                                             |                                                                                                                                                                                                                                                   |                                                                                                                                                              |      |    |     |    |      |    |     |    |      |    |     |    |                                                                                      |                                             |
| Activity 1.1.1                                                                                                                                                                        | Identification of pesticide residue requirements for the selected products in different markets and recommend updates for PPD's Trade Market Access (TMA) dossiers                                                                                | <b>Sub Activities</b>                                                                                                                                        |      |    |     |    |      |    |     |    |      |    |     |    | # of factsheets produced, # of VC actors raised awareness                            | 4 factsheets                                |
|                                                                                                                                                                                       |                                                                                                                                                                                                                                                   | Update the report                                                                                                                                            |      | x  |     |    |      |    |     |    |      |    |     |    |                                                                                      |                                             |
|                                                                                                                                                                                       |                                                                                                                                                                                                                                                   | Develop the factsheet                                                                                                                                        |      | x  |     |    |      |    |     |    |      |    |     |    |                                                                                      |                                             |
|                                                                                                                                                                                       |                                                                                                                                                                                                                                                   | Promote the materials for awareness raising                                                                                                                  |      |    | x   | x  |      |    |     |    |      |    |     |    |                                                                                      |                                             |
| Activity 1.1.2                                                                                                                                                                        | Identify and plan cross-cutting training topics (e.g. good laboratory practices, lab management, etc.) to improve the analyst/testing skills, business management, and to increase the accuracy of the testing results; plan for training program | <b>Sub Activities</b>                                                                                                                                        |      |    |     |    |      |    |     |    |      |    |     |    | # of training activities<br># of participants trained<br>reduced turning around time | 5 training activities<br>30 analyst trained |
|                                                                                                                                                                                       |                                                                                                                                                                                                                                                   | Conduct laboratory needs analysis                                                                                                                            |      | x  |     |    |      |    |     |    |      |    |     |    |                                                                                      |                                             |
|                                                                                                                                                                                       |                                                                                                                                                                                                                                                   | Develop and implement training programs based on identified needs (improve capacity in pesticide, heavy metals, aflatoxin analysis in agricultural products) |      |    | x   |    |      |    |     |    |      |    |     |    |                                                                                      |                                             |
|                                                                                                                                                                                       |                                                                                                                                                                                                                                                   | Training in laboratory business management and planning                                                                                                      |      |    | x   | x  |      |    |     |    |      |    |     |    |                                                                                      |                                             |
|                                                                                                                                                                                       |                                                                                                                                                                                                                                                   | Continues consulting and training ISO/IEC 17025:2017                                                                                                         |      |    | x   | x  |      |    |     |    |      |    |     |    |                                                                                      |                                             |
| Activity 1.1.3                                                                                                                                                                        | Improving efficiency of laboratory documentation systems.                                                                                                                                                                                         | <b>Sub Activities</b>                                                                                                                                        |      |    |     |    |      |    |     |    |      |    |     |    | # of labs adopting new systems<br># electronic tools introduced                      | 2 labs                                      |
|                                                                                                                                                                                       |                                                                                                                                                                                                                                                   | Identify opportunities for digitalization in the lab's activities                                                                                            |      | x  |     |    |      |    |     |    |      |    |     |    |                                                                                      |                                             |
|                                                                                                                                                                                       |                                                                                                                                                                                                                                                   | Introduce the electric documents to improve the effectiveness of the                                                                                         |      |    | x   |    |      |    |     |    |      |    |     |    |                                                                                      |                                             |

| Outcomes, Outputs and Activities                                                                                                                            |                                                                                                                                                                                   | Sub Activities                                                                                                                                                          | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs*                                                 |             |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|-------------------------------------------------------|-------------|
|                                                                                                                                                             |                                                                                                                                                                                   |                                                                                                                                                                         | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |                                                       |             |
|                                                                                                                                                             |                                                                                                                                                                                   | lab's performance and reduce the turnaround time.                                                                                                                       |      |    |     |    |      |    |     |    |      |    |     |    |                                                       |             |
|                                                                                                                                                             |                                                                                                                                                                                   | Evaluate the feasibility of introducing of LIMS systems                                                                                                                 |      |    | X   |    |      |    |     |    |      |    |     |    |                                                       |             |
| Activity 1.1.4                                                                                                                                              | Feasibility study on national/regional PT schemes and production of CRM                                                                                                           | Sub Activities                                                                                                                                                          |      |    |     |    |      |    |     |    |      |    |     |    | Report and recommendations                            | 2 reports   |
|                                                                                                                                                             |                                                                                                                                                                                   | Engage experts for assessment of the food industry needs for CRMs                                                                                                       |      | X  | X   |    |      |    |     |    |      |    |     |    |                                                       |             |
|                                                                                                                                                             |                                                                                                                                                                                   | Identify priority CRMs and identify potential producers for upgrading, technical advice and accreditation support.                                                      |      |    | X   |    | X    |    |     |    |      |    |     |    |                                                       |             |
|                                                                                                                                                             |                                                                                                                                                                                   | Cost benefit analysis of developing local capacity to produce CRMs (*)                                                                                                  |      |    | X   |    |      |    |     |    |      |    |     |    |                                                       |             |
| Output 1.2: Analytical capacities for planning and management of compliance improved through developing a tropical fruit model within the national database |                                                                                                                                                                                   |                                                                                                                                                                         |      |    |     |    |      |    |     |    |      |    |     |    |                                                       |             |
| Activity 1.2.1                                                                                                                                              | Support conceptualization and development of an integrated database on national agriculture sector, integrating various information and data from existing but separate databases | Sub Activities                                                                                                                                                          |      |    |     |    |      |    |     |    |      |    |     |    | Technical framework of the data platform architecture | 1 framework |
|                                                                                                                                                             |                                                                                                                                                                                   | Build the basic foundations, basic concepts                                                                                                                             | X    |    |     |    |      |    |     |    |      |    |     |    |                                                       |             |
|                                                                                                                                                             |                                                                                                                                                                                   | Regulations on data sources, Regulations on data coordination                                                                                                           |      | X  |     |    |      |    |     |    |      |    |     |    |                                                       |             |
|                                                                                                                                                             |                                                                                                                                                                                   | Data mechanisms and processes, regulations on data structure, regulations and processes on data processing, assessment, measurement, analysis and reporting frameworks. |      | X  | X   |    |      |    |     |    |      |    |     |    |                                                       |             |
|                                                                                                                                                             |                                                                                                                                                                                   | Standards and guidelines, data-driven decision-making mechanisms, data standard conditions, regulations on data contribution, use, and sharing                          |      | X  | X   | X  |      |    |     |    |      |    |     |    |                                                       |             |
| Activity 1.2.2                                                                                                                                              | Advice on technical data harmonization and data input                                                                                                                             | Sub Activities                                                                                                                                                          |      |    |     |    |      |    |     |    |      |    |     |    | Data Technical Manual                                 | 1 manual    |
|                                                                                                                                                             |                                                                                                                                                                                   | Technical training on data harmonization                                                                                                                                |      | X  |     |    | X    |    |     |    |      |    |     |    |                                                       |             |

| Outcomes, Outputs and Activities |                                                                                                                                                                                                                                                                               | Sub Activities                                                                       | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs*              |             |
|----------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|--------------------|-------------|
|                                  |                                                                                                                                                                                                                                                                               |                                                                                      | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |                    |             |
|                                  | requirements (e.g. on GIS mapping data, certificate management (VietGAP, GlobalGAP), fertilizer and pesticide management, seasonality and production data, market information, etc.)                                                                                          | Technical support for testing and modifications                                      |      | X  | X   | X  |      |    |     |    |      |    |     |    |                    |             |
|                                  |                                                                                                                                                                                                                                                                               | Support the evaluation phase of pilot including feasibility and corrective solutions |      |    | X   |    |      |    |     |    |      |    |     |    |                    |             |
| Activity 1.2.3                   | Support the development of analytical capacity/mechanism to provide analytical outputs on tropical fruits (policy brief, industry briefs, etc.) as evidence in support of policy decisions and private sector investment in collaboration with MARD and research institutions | <b>Sub Activities</b>                                                                |      |    |     |    |      |    |     |    |      |    |     |    | SCA country report | 1 report    |
|                                  |                                                                                                                                                                                                                                                                               | Collaborate with IPSARD to develop the country SCA report                            |      |    |     | X  |      |    | X   |    |      |    |     |    |                    |             |
|                                  |                                                                                                                                                                                                                                                                               | Support to build IPSARD's analytical capacity                                        |      |    |     | X  |      |    |     |    |      |    |     |    |                    |             |
|                                  |                                                                                                                                                                                                                                                                               | Presentations on the SCA and develop policy recommendations factsheets               |      |    |     |    | X    |    | X   |    |      |    |     |    |                    |             |
| Activity 1.2.4                   | Workshop demonstrations of case study capacity and potential to end users in areas such as predictive modelling, policy                                                                                                                                                       | <b>Sub Activities</b>                                                                |      |    |     |    |      |    |     |    |      |    |     |    | # of workshops     | 3 workshops |
|                                  |                                                                                                                                                                                                                                                                               | Model demonstration                                                                  |      |    |     |    | X    |    |     |    |      |    |     |    |                    |             |
|                                  |                                                                                                                                                                                                                                                                               | Implement and apply models and tools within the framework                            |      |    |     |    | X    |    |     |    |      |    |     |    |                    |             |
|                                  |                                                                                                                                                                                                                                                                               | Analyze problems that arise in practice                                              |      |    |     |    |      |    |     |    |      |    |     |    |                    |             |

| Outcomes, Outputs and Activities                                                                                                                                                                                                                                                            |                                                                                                                 | Sub Activities                                                                                                                                                                     | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs*                                                                       |                                                |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|-----------------------------------------------------------------------------|------------------------------------------------|
|                                                                                                                                                                                                                                                                                             |                                                                                                                 |                                                                                                                                                                                    | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |                                                                             |                                                |
|                                                                                                                                                                                                                                                                                             | support tool and/or certificate management                                                                      | Propose solutions for management and certification                                                                                                                                 |      |    |     | X  |      |    |     |    |      |    |     |    |                                                                             |                                                |
| Output 1.3 Traceability tool implemented into commercial value chains                                                                                                                                                                                                                       |                                                                                                                 |                                                                                                                                                                                    |      |    |     |    |      |    |     |    |      |    |     |    |                                                                             |                                                |
| Activity 1.3.1                                                                                                                                                                                                                                                                              | Modification of farm diary so it is applicable for vertical integration through the tropical fruits value chain | Sub Activities                                                                                                                                                                     |      |    |     |    |      |    |     |    |      |    |     |    | integrated system and number of register accounts, number of actors trained | 1 system<br>7000 accounts<br>500 actors        |
|                                                                                                                                                                                                                                                                                             |                                                                                                                 | Develop improvements in current farm diary software to allow expansion for other tropical fruit crops                                                                              |      | X  | X   |    | X    |    | X   |    |      |    |     |    |                                                                             |                                                |
|                                                                                                                                                                                                                                                                                             |                                                                                                                 | Develop integration model for inclusion of Packhouses and issuance of PHC                                                                                                          |      |    | X   | X  | X    |    |     |    |      |    |     |    |                                                                             |                                                |
|                                                                                                                                                                                                                                                                                             |                                                                                                                 | Develop plan with relevant organization for the institutionalization of system.                                                                                                    |      | X  |     | X  | X    |    |     |    |      |    |     |    |                                                                             |                                                |
|                                                                                                                                                                                                                                                                                             |                                                                                                                 | Training of relevant stakeholders with new integrated systems.                                                                                                                     |      |    |     | X  | X    |    | X   |    |      |    |     |    |                                                                             |                                                |
| Activity 1.3.2                                                                                                                                                                                                                                                                              | Integration and field applications of internal traceability system with farm diary                              | Sub Activities                                                                                                                                                                     |      |    |     |    |      |    |     |    |      |    |     |    | # of apps and models produced.<br># of institutions and inspectors trained  | 1 app<br>15 DARDs<br>75 inspectors trained and |
|                                                                                                                                                                                                                                                                                             |                                                                                                                 | Develop model for the integration of internal traceability system meeting PPD requirements linked to Farm diary including ability to generate QR code assessable for external use. |      |    |     | X  |      |    |     |    |      |    |     |    |                                                                             |                                                |
|                                                                                                                                                                                                                                                                                             |                                                                                                                 | Develop apps for infield use by PPD BIPs and Provincial DARD inspectors                                                                                                            |      |    |     | X  |      |    |     |    |      |    |     |    |                                                                             |                                                |
|                                                                                                                                                                                                                                                                                             |                                                                                                                 | Pilot testing of integrated system                                                                                                                                                 |      |    |     | X  |      |    |     |    |      |    |     |    |                                                                             |                                                |
|                                                                                                                                                                                                                                                                                             |                                                                                                                 | Training of relevant institutions and operators on application                                                                                                                     |      |    |     | X  | X    |    | X   |    |      |    |     |    |                                                                             |                                                |
| OUTCOME 2: Enhanced ability of the tropical fruit export value chain to meet the markets requirement and compete in target markets (national and export) through compliance with technical regulations and other quality requirements, adaptation to change, innovation and new technology. |                                                                                                                 |                                                                                                                                                                                    |      |    |     |    |      |    |     |    |      |    |     |    |                                                                             |                                                |

| Outcomes, Outputs and Activities                                                                     |                                                                                                                                                                                                         | Sub Activities                                                                                                                                                                   | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |                                  | KPIs*                                                                              |                                                                                                          |
|------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----------------------------------|------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------|
|                                                                                                      |                                                                                                                                                                                                         |                                                                                                                                                                                  | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV                               |                                                                                    |                                                                                                          |
| Output 2.1. SOP for selected tropical fruits VCs developed and promoted for adoption by the industry |                                                                                                                                                                                                         |                                                                                                                                                                                  |      |    |     |    |      |    |     |    |      |    |     |                                  |                                                                                    |                                                                                                          |
| Activity 2.1.1                                                                                       | Modification of existing mango and development of new tropical fruit SOPs and modules incorporate learnings from GQSP 1 demonstration trials and additional practice for management changing conditions | Sub Activities                                                                                                                                                                   |      |    |     |    |      |    |     |    |      |    |     |                                  | # of SOP documents and training packages produced, # of VC actors raised awareness | 8 SOPs for passion, durian, 2 SOPs for pomelo<br>10 training packages<br>1200 VC actors raised awareness |
|                                                                                                      |                                                                                                                                                                                                         | Review Phase I outcomes and SOP practices implemented/not implanted and chain practices material on pomelo, passionfruit and durian.                                             | x    |    |     |    |      |    |     |    |      |    |     |                                  |                                                                                    |                                                                                                          |
|                                                                                                      |                                                                                                                                                                                                         | Recommend and apply changes to Mango SOP develop new SOP for other tropical fruits incorporating practices necessary for mitigating climate change influences where appropriate. |      | x  | x   |    |      |    |     |    |      |    |     |                                  |                                                                                    |                                                                                                          |
|                                                                                                      |                                                                                                                                                                                                         | Develop SOP practice documents where identified needs are using the Mango SOP model as a working base.                                                                           |      |    | x   | x  |      |    |     |    |      |    |     |                                  |                                                                                    |                                                                                                          |
|                                                                                                      |                                                                                                                                                                                                         | Develop training packages associated with SOPs                                                                                                                                   |      |    |     | x  |      |    |     |    |      |    |     |                                  |                                                                                    |                                                                                                          |
| Activity 2.1.2                                                                                       | Facilitate the development of communication, awareness and promotional plan on SOPs with key institutions and industry representatives.                                                                 | Sub Activities                                                                                                                                                                   |      |    |     |    |      |    |     |    |      |    |     | # of promotion plans developed   | 2 plans                                                                            |                                                                                                          |
|                                                                                                      |                                                                                                                                                                                                         | Identification of key institutions and industry representatives                                                                                                                  |      |    | x   | x  |      |    |     |    |      |    |     |                                  |                                                                                    |                                                                                                          |
|                                                                                                      |                                                                                                                                                                                                         | Develop and support communications interface between key stakeholders,                                                                                                           |      |    |     |    | x    |    | x   |    |      | x  |     |                                  |                                                                                    |                                                                                                          |
| Activity 2.1.3                                                                                       | Institutionalization of SOPs through extension services and learning institutions (i.e. University) and                                                                                                 | Sub Activities                                                                                                                                                                   |      |    |     |    |      |    |     |    |      |    |     | # of institutions access to SOPs | 5 DARDs, 10 institutions and 5 universities                                        |                                                                                                          |
|                                                                                                      |                                                                                                                                                                                                         | Identification of relevant institutions, facilitate meetings for developing formal arrangements.                                                                                 |      |    |     | x  |      |    |     |    |      |    |     |                                  |                                                                                    |                                                                                                          |
|                                                                                                      |                                                                                                                                                                                                         | Develop process with collaborators for institutionalization                                                                                                                      |      |    |     |    | x    |    |     |    |      |    |     |                                  |                                                                                    |                                                                                                          |

| Outcomes, Outputs and Activities                                      |                                                                                                                | Sub Activities                                                                                                                                                                             | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs*                                                  |                                       |
|-----------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|--------------------------------------------------------|---------------------------------------|
|                                                                       |                                                                                                                |                                                                                                                                                                                            | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |                                                        |                                       |
|                                                                       | adoption into their curriculum.                                                                                | Implement process with SOPs                                                                                                                                                                |      |    |     |    |      | X  |     | X  |      | X  |     |    |                                                        |                                       |
| Activity 2.1.4                                                        | Address some key impediments to adoption via targeted training courses amongst some of the value chain actors. | Sub Activities                                                                                                                                                                             |      |    |     |    |      |    |     |    |      |    |     |    | # of training workshops conducted                      | 12 focused trainings                  |
|                                                                       |                                                                                                                | Identify through value chain assessment process, deficiencies, opportunities and required areas where structured training programs will be helpful                                         |      |    |     | X  |      |    |     |    |      |    |     |    |                                                        |                                       |
|                                                                       |                                                                                                                | Develop training programs that target the identified needs for example limited business management and economic evaluation Cost/benefits, investment for expansion, access to finance etc. |      |    |     |    | X    |    |     |    |      |    |     |    |                                                        |                                       |
|                                                                       |                                                                                                                | Deliver programs through train the trainer model for upscaling                                                                                                                             |      |    |     |    |      | X  | X   | X  |      |    |     |    |                                                        |                                       |
| Output 2.2. Competitive and compliant export value chains established |                                                                                                                |                                                                                                                                                                                            |      |    |     |    |      |    |     |    |      |    |     |    |                                                        |                                       |
| Activity 2.2.1                                                        | Address identified issues by modifying chains                                                                  | Sub Activities                                                                                                                                                                             |      |    |     |    |      |    |     |    |      |    |     |    | # of demonstration chains implementing modifications   | 12 modified chains                    |
|                                                                       |                                                                                                                | Review existing chain and demonstration chains current operations identifying key issues and impediments                                                                                   |      |    |     | X  |      |    |     |    |      |    |     |    |                                                        |                                       |
|                                                                       |                                                                                                                | Develop solutions and strategies for interventions targeted at identified issues.                                                                                                          |      |    |     | X  | X    |    |     |    |      |    |     |    |                                                        |                                       |
|                                                                       |                                                                                                                | Implement changes in demonstration models.                                                                                                                                                 |      |    |     |    | X    | X  | X   | X  |      |    |     |    |                                                        |                                       |
|                                                                       |                                                                                                                | Review effectiveness of changes and potential for adoption.                                                                                                                                |      |    |     |    |      | X  | X   | X  |      |    |     |    |                                                        |                                       |
| Activity 2.2.2                                                        | Introduction of new technology in storage and transportation (e.g.                                             | Sub Activities                                                                                                                                                                             |      |    |     |    |      |    |     |    |      |    |     |    | # of new technologies introduced; # of chains adopting | 1 new technology<br>2 chains adopting |
|                                                                       |                                                                                                                | Evaluation of current export system to see where it would benefit from new technological intervention                                                                                      |      |    |     | X  |      |    |     |    |      |    |     |    |                                                        |                                       |

| Outcomes, Outputs and Activities |                                                                                                                                                                                                                                                                                                           | Sub Activities                                                                                                                | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs*                                                                                      |                                                              |
|----------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|--------------------------------------------------------------------------------------------|--------------------------------------------------------------|
|                                  |                                                                                                                                                                                                                                                                                                           |                                                                                                                               | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |                                                                                            |                                                              |
|                                  | controlled atmosphere)                                                                                                                                                                                                                                                                                    | Development of system within demonstration chain that can be commercially evaluated                                           |      |    |     |    | x    | x  | x   |    |      |    |     |    | improved technology                                                                        | new technology                                               |
|                                  |                                                                                                                                                                                                                                                                                                           | Trial in demonstration chains                                                                                                 |      |    |     |    | x    | x  | x   | x  | x    | x  |     |    |                                                                                            |                                                              |
|                                  |                                                                                                                                                                                                                                                                                                           | Review and extend results to wider industry,                                                                                  |      |    |     |    |      |    | x   |    | x    |    | x   |    |                                                                                            |                                                              |
|                                  |                                                                                                                                                                                                                                                                                                           |                                                                                                                               |      |    |     |    |      |    |     |    |      |    |     |    |                                                                                            |                                                              |
| Activity 2.2.3                   | Support local institutions to develop/modify and apply cold chain parameters for selected Vietnamese's tropical fruits (e.g. mango cultivars and pomelo. Development of accessible (digital, publication) quality reference material for value chain maturity standards, quality/grading, cool chain etc. | <b>Sub Activities</b>                                                                                                         |      |    |     |    |      |    |     |    |      |    |     |    | # of guide charts produced                                                                 | 4 guide charts                                               |
|                                  |                                                                                                                                                                                                                                                                                                           | Review current literature available on Vietnamese tropical fruit varieties temperature parameters. Identify gaps in knowledge |      |    | x   |    |      |    |     |    |      |    |     |    |                                                                                            |                                                              |
|                                  |                                                                                                                                                                                                                                                                                                           | Undertake post-harvest trial to determine temperature parameters where there is no information                                |      |    |     | x  |      |    |     |    |      |    |     |    |                                                                                            |                                                              |
|                                  |                                                                                                                                                                                                                                                                                                           | Analyze results and make recommendations for varieties                                                                        |      |    |     | x  |      | x  |     | x  |      |    |     |    |                                                                                            |                                                              |
|                                  |                                                                                                                                                                                                                                                                                                           | Develop guidelines and suitable information charts for use in the cool chains.                                                |      |    |     |    |      | x  | x   | x  |      |    |     |    |                                                                                            |                                                              |
| Activity 2.2.4                   | Development and implementation of a Quality Assurance (QA) system into the demonstration chains that provides practical tools for the management of quality from the diverse sources.                                                                                                                     | <b>Sub Activities</b>                                                                                                         |      |    |     |    |      |    |     |    |      |    |     |    | # of chains adopting a QA systems; # of training conducted, number of participants trained | 12 chains<br>12 training courses<br>100 participants trained |
|                                  |                                                                                                                                                                                                                                                                                                           | Form a working group, Identify and review practically applied QA systems.                                                     |      |    |     |    |      |    |     |    |      |    |     |    |                                                                                            |                                                              |
|                                  |                                                                                                                                                                                                                                                                                                           | Modify system to meet the needs of the various packhouses and commodities. Develop training material                          |      |    |     |    |      |    |     |    |      |    |     |    |                                                                                            |                                                              |
|                                  |                                                                                                                                                                                                                                                                                                           | In partnership industry pilot test in a demonstration export packhouse.                                                       |      |    |     |    |      |    |     |    |      |    |     |    |                                                                                            |                                                              |

| Outcomes, Outputs and Activities                                        |                                                                                                                                                                                                                 | Sub Activities                                                                                                                             | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs*                                                      |                                            |
|-------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|------------------------------------------------------------|--------------------------------------------|
|                                                                         |                                                                                                                                                                                                                 |                                                                                                                                            | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |                                                            |                                            |
|                                                                         |                                                                                                                                                                                                                 | Review and disseminate results to industry, Train additional export packhouses for implementation.                                         |      |    |     |    |      |    |     |    |      |    |     |    |                                                            |                                            |
| Activity 2.2.5                                                          | Work with chains to ascertain what level of certifications are required for their expansion into new market segments and provide support for higher levels of certification needed to meet market requirements. | <b>Sub Activities</b>                                                                                                                      |      |    |     |    |      |    |     |    |      |    |     |    | # of chain partners attaining high certification.          | 4 enterprises                              |
|                                                                         |                                                                                                                                                                                                                 | Identify in the chains what their current customers are requiring as certifications.                                                       |      |    |     |    | x    |    |     |    |      |    |     |    |                                                            |                                            |
|                                                                         |                                                                                                                                                                                                                 | Provide assistance in planning certification requirements for industry partners who are seeking to expand into the modern retail segments. |      |    |     |    |      | x  | x   | x  | x    | x  |     |    |                                                            |                                            |
|                                                                         |                                                                                                                                                                                                                 | Provide technical support for business that are implementing higher levels of certification                                                |      |    |     |    |      |    | x   | x  | x    | X  |     |    |                                                            |                                            |
| Activity 2.2.6                                                          | Develop and conduct a series of training modules that are targeted at producers, service providers and policy makers on sustainability in export systems.                                                       | <b>Sub Activities</b>                                                                                                                      |      |    |     |    |      |    |     |    |      |    |     |    | # of training events organized, # of participants trained. | 25 training courses<br>40 trainers trained |
|                                                                         |                                                                                                                                                                                                                 | Identify areas in the chains where training opportunities exist and evaluate importance and impact.                                        |      |    |     |    |      |    | x   | x  |      |    |     |    |                                                            |                                            |
|                                                                         |                                                                                                                                                                                                                 | Development of training modules                                                                                                            |      |    |     |    |      |    | x   | x  |      |    |     |    |                                                            |                                            |
|                                                                         |                                                                                                                                                                                                                 | Testing and evaluation                                                                                                                     |      |    |     |    |      |    | x   | x  |      |    |     |    |                                                            |                                            |
|                                                                         |                                                                                                                                                                                                                 | Train the trainer                                                                                                                          |      |    |     |    |      |    |     | x  | x    | x  |     |    |                                                            |                                            |
| <b>Output 2.3. Investment for climate change adaptation facilitated</b> |                                                                                                                                                                                                                 |                                                                                                                                            |      |    |     |    |      |    |     |    |      |    |     |    |                                                            |                                            |
| Activity 2.3.1                                                          | Support businesses in identifying and analysing investment opportunities, investment planning                                                                                                                   | <b>Sub Activities</b>                                                                                                                      |      |    |     |    |      |    |     |    |      |    |     |    | # of businesses received advice, # of investment plans     | 30 businesses<br>12 investment plans       |
|                                                                         |                                                                                                                                                                                                                 | Facilitate workshop with key stakeholders on future VC opportunities and investment to meet changing conditions                            |      |    |     | x  |      |    |     |    |      |    |     |    |                                                            |                                            |

| Outcomes, Outputs and Activities                                                        |                                                                                                                                                                                                           | Sub Activities                                                                                                               | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs* |          |
|-----------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|-------|----------|
|                                                                                         |                                                                                                                                                                                                           |                                                                                                                              | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |       |          |
|                                                                                         | and facilitating investment into value chain technical expertise.                                                                                                                                         | Provide advice on business skills to make better decisions on adaptive change                                                |      |    |     | X  |      | X  |     |    |      |    |     |    |       |          |
|                                                                                         |                                                                                                                                                                                                           | Support the development of investment plans for scaling-up existing structural climate-resilient measures                    |      |    |     |    | X    | X  |     |    |      |    |     |    |       |          |
|                                                                                         |                                                                                                                                                                                                           | <b>Sub Activities</b>                                                                                                        |      |    |     |    |      |    |     |    |      |    |     |    |       |          |
| Activity 2.3.2                                                                          | Advocate and support to access to financial products for VC actors to facilitate investments in adoption of SOPs and technologies, as well as to create financial cushion during farm maintenance periods | Training in SOP adaptive practices (changes, investment requirements and evaluation)                                         |      |    |     |    | X    |    | X   |    |      |    |     |    |       |          |
|                                                                                         |                                                                                                                                                                                                           | Facilitate the identification and linking of financial products currently accessible that are able to meet investment needs. |      |    |     |    |      | X  |     | X  |      |    |     |    |       |          |
|                                                                                         |                                                                                                                                                                                                           | Support the development of an awareness campaign for industry stakeholders ( <i>inc extension officers</i> )                 |      |    |     |    |      | X  |     | X  |      |    |     |    |       |          |
|                                                                                         |                                                                                                                                                                                                           | <b>Sub Activities</b>                                                                                                        |      |    |     |    |      |    |     |    |      |    |     |    |       |          |
| Activity 2.3.3                                                                          | Conduct a climate change impact assessment on selected tropical fruit industries                                                                                                                          | Undertake assessment                                                                                                         | X    |    |     |    |      |    |     |    |      |    |     |    |       |          |
|                                                                                         |                                                                                                                                                                                                           | Develop and report recommendations.                                                                                          | X    | X  |     |    |      |    |     |    |      |    |     |    |       |          |
|                                                                                         |                                                                                                                                                                                                           | <b>Sub Activities</b>                                                                                                        |      |    |     |    |      |    |     |    |      |    |     |    |       |          |
| Activity 2.3.4                                                                          | Facilitate a roundtable dialogue on national strategies and necessary investments for adaptation of tropical fruits to climate change impacts                                                             | Establish core working group                                                                                                 |      |    |     | X  | X    |    |     |    |      |    |     |    |       |          |
|                                                                                         |                                                                                                                                                                                                           | <b>Sub Activities</b>                                                                                                        |      |    |     |    |      |    |     |    |      |    |     |    |       |          |
|                                                                                         |                                                                                                                                                                                                           | Facilitate a series of roundtable dialogue                                                                                   |      |    |     |    | X    |    | X   |    | X    |    |     |    |       |          |
| Output 2.4. Value addition and adaptation through innovation and technology facilitated |                                                                                                                                                                                                           |                                                                                                                              |      |    |     |    |      |    |     |    |      |    |     |    |       |          |
|                                                                                         |                                                                                                                                                                                                           | <b>Sub Activities</b>                                                                                                        |      |    |     |    |      |    |     |    |      |    |     |    |       | 1 report |

| Outcomes, Outputs and Activities |                                                                                                                                                                                              | Sub Activities                                                                                                             | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs*                                                                     |               |
|----------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|---------------------------------------------------------------------------|---------------|
|                                  |                                                                                                                                                                                              |                                                                                                                            | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |                                                                           |               |
| Activity 2.4.1                   | Analysis current losses and potential for value adding in areas such as (improvement in quality, presentation, reduced losses, efficiency gains, marketing and processing, waste-to-product) | Identify value chains and conduct data collection.                                                                         | x    | x  |     |    |      |    |     |    |      |    |     |    | Report and recommendations (# of new innovations/technologies introduced) |               |
|                                  |                                                                                                                                                                                              | Conduct analysis                                                                                                           | x    |    |     |    |      |    |     |    |      |    |     |    |                                                                           |               |
|                                  |                                                                                                                                                                                              | Report findings and recommendations                                                                                        |      | x  |     |    |      |    |     |    |      |    |     |    |                                                                           |               |
| Activity 2.4.2                   | Develop a business model for value addition within tropical fruit sector.                                                                                                                    | <b>Sub Activities</b>                                                                                                      |      |    |     |    |      |    |     |    |      |    |     |    | # of businesses adopting new model                                        | 2 businesses  |
|                                  |                                                                                                                                                                                              | Identify practices for value addition and incorporation into SOP.                                                          |      |    | x   |    |      |    |     |    |      |    |     |    |                                                                           |               |
|                                  |                                                                                                                                                                                              | Develop business model                                                                                                     |      |    |     | x  |      |    |     |    |      |    |     |    |                                                                           |               |
|                                  |                                                                                                                                                                                              | Evaluate model thru the establishment of value addition demonstration sites introducing new innovations and/or technology. |      |    |     | x  | x    |    |     |    |      |    |     |    |                                                                           |               |
|                                  |                                                                                                                                                                                              | Facilitate dissemination of information for upscaling of models.                                                           |      |    |     |    | x    | x  |     | x  |      | x  |     |    |                                                                           |               |
| Activity 2.4.3                   | Provide Technical assistance for implementation, evaluation and improvement of new and existing value additional practices.                                                                  | <b>Sub Activities</b>                                                                                                      |      |    |     |    |      |    |     |    |      |    |     |    | # of businesses implementing value added activities.                      | 19 businesses |
|                                  |                                                                                                                                                                                              | Develop an improvement plan with collaborating businesses                                                                  |      |    |     |    | x    |    |     |    |      |    |     |    |                                                                           |               |
|                                  |                                                                                                                                                                                              | Provide technical support for new and existing developments                                                                |      |    |     |    |      | x  | x   |    | x    |    |     |    |                                                                           |               |
|                                  |                                                                                                                                                                                              | Provide support for upscaling and technical market access.                                                                 |      |    |     |    |      |    | x   | x  | x    | x  |     |    |                                                                           |               |
| Activity 2.4.4                   | Organize a series of workshops targeting the processing value/ addition sector on                                                                                                            | <b>Sub Activities</b>                                                                                                      |      |    |     |    |      |    |     |    |      |    |     |    | # of workshops conducted.                                                 | 4 workshops   |
|                                  |                                                                                                                                                                                              | Form a working group, to coordinate with industry, develop topics and source expertise                                     |      |    |     |    | x    |    |     |    |      |    |     |    |                                                                           |               |

| Outcomes, Outputs and Activities                                                                                                                      |                                                                                                                                                                                                                                                                   | Sub Activities                                                                                                   | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs*                                                                  |                                                     |
|-------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|------------------------------------------------------------------------|-----------------------------------------------------|
|                                                                                                                                                       |                                                                                                                                                                                                                                                                   |                                                                                                                  | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |                                                                        |                                                     |
|                                                                                                                                                       | (innovation, business management, value addition options, food safety and compliance.)                                                                                                                                                                            | Conduct workshop series covering essential topics                                                                |      |    |     |    |      | X  | X   |    | X    |    | X   |    |                                                                        |                                                     |
|                                                                                                                                                       |                                                                                                                                                                                                                                                                   | Evaluate workshop process and recommend improvements.                                                            |      |    |     |    |      |    |     | X  |      | X  | X   |    |                                                                        |                                                     |
| OUTCOME 3: Improved culture of quality through conducive policy, market innovation and organizational structure enabling effective export development |                                                                                                                                                                                                                                                                   |                                                                                                                  |      |    |     |    |      |    |     |    |      |    |     |    |                                                                        |                                                     |
| Output 3.1 Collective capacity of tropical fruit sector, especially women and youth strengthened                                                      |                                                                                                                                                                                                                                                                   |                                                                                                                  |      |    |     |    |      |    |     |    |      |    |     |    |                                                                        |                                                     |
| Activity 3.1.1                                                                                                                                        | Support establishment and capacity building of representative organizations at farmer, processing/exporter levels.                                                                                                                                                | Sub Activities                                                                                                   |      |    |     |    |      |    |     |    |      |    |     |    | # of new organisations established;<br># of organisations strengthened | 5 new organizations;<br>5 associations strengthened |
|                                                                                                                                                       |                                                                                                                                                                                                                                                                   | Consultation with existing industry representative organisations on roles, needs and future strategic directions |      | X  | X   |    |      |    |     |    |      |    |     |    |                                                                        |                                                     |
|                                                                                                                                                       |                                                                                                                                                                                                                                                                   | Facilitate the development of capacity building exercises with representative organisations.                     |      | X  |     | X  |      | X  |     | X  |      |    |     |    |                                                                        |                                                     |
|                                                                                                                                                       |                                                                                                                                                                                                                                                                   | Support establish new industry representative organizations where wide spread industry support exists.           |      |    |     | X  |      |    | X   |    |      | X  |     |    |                                                                        |                                                     |
| Activity 3.1.2                                                                                                                                        | Facilitate and ensure representation of key stakeholder groups and representative bodies on national and local public-private dialogue platforms, to contribute to the analysis of current policy roles, constraints, benefits that impact on export development. | Sub Activities                                                                                                   |      |    |     |    |      |    |     |    |      |    |     |    | # of P-PD dialogues organized                                          | 5 dialogues                                         |
|                                                                                                                                                       |                                                                                                                                                                                                                                                                   | Consolidate key issues facing tropical fruit export industries. Formulate into program suitable for PPD platform |      |    |     | X  |      | X  |     |    |      |    |     |    |                                                                        |                                                     |
|                                                                                                                                                       |                                                                                                                                                                                                                                                                   | Recommend action plan                                                                                            |      |    |     | X  |      |    |     |    |      |    |     |    |                                                                        |                                                     |
|                                                                                                                                                       |                                                                                                                                                                                                                                                                   | Facilitate PPD process with key stakeholder groups.                                                              |      |    |     |    |      | X  | X   | X  | X    | X  | X   | X  |                                                                        |                                                     |
|                                                                                                                                                       |                                                                                                                                                                                                                                                                   | Sub Activities                                                                                                   |      |    |     |    |      |    |     |    |      |    |     |    | Report produced.                                                       | 1 report                                            |

| Outcomes, Outputs and Activities                                                                      |                                                                                                                                                                 | Sub Activities                                                                                                                            | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs*                                              |                                               |
|-------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|----------------------------------------------------|-----------------------------------------------|
|                                                                                                       |                                                                                                                                                                 |                                                                                                                                           | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |                                                    |                                               |
| Activity 3.1.3                                                                                        | Conduct feasibility study on the impact and sustainability of PPD E-training platform for market access, in view of further investment and technical assistance | Undertake feasibility study                                                                                                               |      |    | X   | X  |      |    |     |    |      |    |     |    |                                                    |                                               |
|                                                                                                       |                                                                                                                                                                 | Develop report and recommendations                                                                                                        |      |    |     |    | X    | X  |     |    |      |    |     |    |                                                    |                                               |
| Activity 3.1.4                                                                                        | Support MARD to implement action plan on food system.                                                                                                           | Sub Activities                                                                                                                            |      |    |     |    |      |    |     |    |      |    |     |    | # of inputs provided; # of working group meetings. | input provided, 3 working groups participated |
|                                                                                                       |                                                                                                                                                                 | Provide inputs into MARD national action plans initiative for establishment of working groups Food loss/Food Waste and Policy/Institution |      | X  |     | X  | X    |    | X   |    |      |    |     |    |                                                    |                                               |
|                                                                                                       |                                                                                                                                                                 | Provide a particularity role in the newly formed working group, including PSAV's working group on fruit and vegetable                     |      | X  | X   | X  | X    | X  | X   | X  |      |    |     |    |                                                    |                                               |
| Activity 3.1.5                                                                                        | Organize workshop for key stakeholders involved packaging industry to review and develop standards for export packaging.                                        | Sub Activities                                                                                                                            |      |    |     |    |      |    |     |    |      |    |     |    | Report and recommendations,                        | 1 report                                      |
|                                                                                                       |                                                                                                                                                                 | Review current export packaging standards Consult with key industry stakeholders                                                          |      |    |     |    | X    | X  |     |    |      |    |     |    |                                                    |                                               |
|                                                                                                       |                                                                                                                                                                 | Facilitate workshop to review findings, issues and solutions                                                                              |      |    |     |    |      | X  |     | X  |      | X  |     |    |                                                    |                                               |
|                                                                                                       |                                                                                                                                                                 | Develop recommendations for export packaging standards                                                                                    |      |    |     |    |      | X  |     | X  |      | X  |     |    |                                                    |                                               |
| Output 3.2. Innovative market development and promotional plan of the Tropical Fruit sector developed |                                                                                                                                                                 |                                                                                                                                           |      |    |     |    |      |    |     |    |      |    |     |    |                                                    |                                               |
| Activity 3.2.1                                                                                        | Support formulation of a tropical fruit sector promotional/awareness strategy,                                                                                  | Sub Activities                                                                                                                            |      |    |     |    |      |    |     |    |      |    |     |    | Report                                             | 1 report                                      |
|                                                                                                       |                                                                                                                                                                 | Review and evaluate existing effective tropical fruit promotional/awareness strategy, develop recommendations for                         |      |    |     | X  |      |    |     |    |      |    |     |    |                                                    |                                               |

| Outcomes, Outputs and Activities |                                                                                                | Sub Activities                                                                                                                                                                                                                    | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs* |                                                     |                    |
|----------------------------------|------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|-------|-----------------------------------------------------|--------------------|
|                                  |                                                                                                |                                                                                                                                                                                                                                   | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |       |                                                     |                    |
|                                  | domestic, tourist and internationally.                                                         | Vietnamese tropical fruit sector based on effectiveness and impact.                                                                                                                                                               |      |    |     |    |      |    |     |    |      |    |     |    |       |                                                     |                    |
|                                  |                                                                                                | Support MARD and Industry on developing a promotional/awareness strategy                                                                                                                                                          |      |    |     |    | x    |    | x   |    |      |    |     |    |       |                                                     |                    |
|                                  |                                                                                                | Support to organize regional, international promotion events (fruit festival, trade fairs, etc.)                                                                                                                                  |      | x  |     | x  |      | x  |     |    | x    |    |     |    |       |                                                     |                    |
| Activity 3.2.2                   | Technical assistance for development of sector strategy and action plan for export development | Sub Activities                                                                                                                                                                                                                    |      |    |     |    |      |    |     |    |      |    |     |    |       | # of export development strategies and action plans | 2 strategies/plans |
|                                  |                                                                                                | Consultation and analysis with existing industry representative organisations on roles, needs and future strategic directions including constraints on export development, infrastructure, logistics technology, and post-harvest |      |    |     |    |      |    |     |    |      |    |     |    |       |                                                     |                    |
|                                  |                                                                                                | Technical assistance for the development of sector strategy and action plan for export development                                                                                                                                |      |    |     |    | x    | x  | x   | x  |      |    |     |    |       |                                                     |                    |
|                                  |                                                                                                | Review plan with key industry, government, service providers and customer stakeholders. Provide functional support for implementation.                                                                                            |      |    |     |    |      |    | x   | x  | x    | x  |     |    |       |                                                     |                    |
|                                  |                                                                                                | Output 3.3 National Quality/Laboratory Policy developed                                                                                                                                                                           |      |    |     |    |      |    |     |    |      |    |     |    |       |                                                     |                    |
| Activity 3.3.1                   | Support implementation of National quality Policy                                              | Sub Activities                                                                                                                                                                                                                    |      |    |     |    |      |    |     |    |      |    |     |    |       | # of workshops organized                            | 1 workshop         |
|                                  |                                                                                                | Provide technical support for STAMEQ in implementing the national quality policy                                                                                                                                                  |      |    |     | x  |      | x  |     | x  |      |    |     |    |       |                                                     |                    |
|                                  |                                                                                                | Conduct workshops/forum for raising awareness on Quality policy and its implications for the tropical fruit industries.                                                                                                           |      |    |     |    |      | x  |     |    |      |    |     |    |       |                                                     |                    |
|                                  |                                                                                                | Sub Activities                                                                                                                                                                                                                    |      |    |     |    |      |    |     |    |      |    |     |    |       |                                                     | 1 report           |

| Outcomes, Outputs and Activities |                                                                                                                      | Sub Activities                                                                                                    | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs*                                                                                                                           |                                                                  |
|----------------------------------|----------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|---------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------|
|                                  |                                                                                                                      |                                                                                                                   | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |                                                                                                                                 |                                                                  |
| Activity 3.3.2                   | Review national fruit standards in line with international practice                                                  | Review current national fruit standards analyzing their compatibility and alignment with international standards. |      |    | x   | x  |      |    |     |    |      |    |     |    | # of report conducted                                                                                                           |                                                                  |
|                                  |                                                                                                                      | Report and develop recommendations for development/improvement of national standards.                             |      |    |     | x  |      |    |     |    |      |    |     |    |                                                                                                                                 |                                                                  |
| Activity 3.3.3                   | Support development of standards frozen durian, maturity standards for fresh mango, durian, pomelo and passionfruit. | Sub Activities                                                                                                    |      |    |     |    |      |    |     |    |      |    |     |    | # of standards/ guidelines/ Reference material developed, number of technical meeting organized, number of participants trained | 4 standards<br>20 technical meetings<br>160 participants trained |
|                                  |                                                                                                                      | Review existing fruit maturity standards national and international                                               |      |    | x   | x  |      |    |     |    |      |    |     |    |                                                                                                                                 |                                                                  |
|                                  |                                                                                                                      | Develop measurable maturity standards for Vietnamese varieties of mango, durian, pomelo and passionfruit.         |      |    |     | x  | x    |    | x   | x  | x    |    |     |    |                                                                                                                                 |                                                                  |
|                                  |                                                                                                                      | Produce guidelines and reference material that is useable withing the chain                                       |      |    |     | x  | x    |    |     |    |      |    |     |    |                                                                                                                                 |                                                                  |
|                                  |                                                                                                                      | Develop and implement training programs on applying maturity standards                                            |      |    |     |    |      |    | x   | x  | x    | x  |     |    |                                                                                                                                 |                                                                  |
| OUTCOME 4 : Project Management   |                                                                                                                      |                                                                                                                   |      |    |     |    |      |    |     |    |      |    |     |    |                                                                                                                                 |                                                                  |
| Activity 4.1                     | Organize regular coordination meeting                                                                                | Prepare TOR for Steering Committee                                                                                | x    |    |     |    |      |    |     |    |      |    |     |    |                                                                                                                                 |                                                                  |
|                                  |                                                                                                                      | Organize Steering Committee Meetings                                                                              |      |    |     | x  |      |    |     | x  |      |    |     | x  |                                                                                                                                 |                                                                  |
|                                  |                                                                                                                      | Organize regular coordination meetings (expert group meetings, provincial meetings, stakeholders meetings, ...)   | x    | x  | x   | x  | x    | x  | x   | x  | x    | x  | x   | x  |                                                                                                                                 |                                                                  |
| Activity 4.2                     | Monitoring and evaluation                                                                                            | Set up the M&E system                                                                                             | x    | x  |     |    |      |    |     |    |      |    |     |    |                                                                                                                                 |                                                                  |
|                                  |                                                                                                                      | Implement M&E                                                                                                     |      |    |     | x  |      |    | x   |    |      | x  |     | x  |                                                                                                                                 |                                                                  |
|                                  | Visibility                                                                                                           | Develop website, templates                                                                                        | x    |    |     |    |      |    |     |    |      |    |     |    |                                                                                                                                 |                                                                  |

| Outcomes, Outputs and Activities |                      | Sub Activities                                     | 2024 |    |     |    | 2025 |    |     |    | 2026 |    |     |    | KPIs* |  |
|----------------------------------|----------------------|----------------------------------------------------|------|----|-----|----|------|----|-----|----|------|----|-----|----|-------|--|
|                                  |                      |                                                    | I    | II | III | IV | I    | II | III | IV | I    | II | III | IV |       |  |
| Activity 4.3                     |                      | Prepare newsletters, twitter                       | X    | X  | X   | X  | X    | X  | X   | X  | X    | X  | X   | X  |       |  |
|                                  |                      | Prepare promotion materials                        |      |    |     | X  |      | X  |     | X  |      | X  |     |    |       |  |
| Activity 4.4                     | Knowledge Management | Disseminate tools of Knowledge Hub                 |      |    |     | X  |      | X  |     | X  |      | X  |     |    |       |  |
| Activity 4.5                     | Recruitment          | Prepare TORs                                       | X    | X  | X   | X  |      |    |     |    |      |    |     |    |       |  |
|                                  |                      | Recruit National experts and international experts | X    | X  |     |    |      | X  | X   |    |      |    |     |    |       |  |
|                                  |                      | Process subcontracts                               |      |    |     |    |      |    |     |    |      |    |     |    |       |  |
| Activity 4.6.                    | Office operational   | Set-up and maintain the project office             | X    | X  | X   | X  | X    | X  | X   | X  | X    | X  | X   | X  |       |  |

## Annex 3: Logical Framework

| RESULTS                                                                                                                                                                                                                           | PROJECT SPECIFIC INDICATORS                                                                                                                                                                                                                                                                                                                                          | GQSP GLOBAL INDICATORS                                                                                                                                                                                                                | UNIDO IRPFIRPF INDICATORS                                                                                                                                                                                                                                                                                                                                                                                    | MEANS OF VERIFICATION                                                                                                                      | EXTERNAL FACTORS (ASSUMPTIONS / RISKS)                                                                                                                                       |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>IMPACT:</b><br><b>Enhanced competitiveness and sustainability of Vietnamese tropical fruit exports through innovation, diversification, quality improvement, and standards compliance that meet modern market requirements</b> | <ul style="list-style-type: none"> <li>- Number of modern retail markets importing Vietnamese tropical fruit products</li> <li>- Greater diversification of Vietnamese tropical fruit products</li> <li>- Improved margins for producers</li> <li>- Improvement cost competitiveness</li> <li>- Improvement in product quality</li> <li>- Improvements in</li> </ul> | <ul style="list-style-type: none"> <li>- Increase in export volumes (as a % and in million USD) of goods and services in the supported value chains/sectors</li> <li>- % reduction of rejections from the external markets</li> </ul> | <ul style="list-style-type: none"> <li>- ECO.1: Number of firms with economic gains (additional sales, savings)</li> <li>- ECO.2: Number of firms with improved labour productivity</li> <li>- ECO.3: Number of firms with an increase in exports</li> <li>- SOC.2: Number of SMEs with increased inclusion in value chains</li> <li>- ENV.2: Cumulative tons of pollutants reduced or phased out</li> </ul> | <ul style="list-style-type: none"> <li>- Access to new market segments</li> <li>- Project reports</li> <li>- Evaluation reports</li> </ul> | <ul style="list-style-type: none"> <li>- Global economic conditions favourable for expansions of exports</li> <li>- Global logistic conditions do not deteriorate</li> </ul> |

|                                                                                                                                                                                           |                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                               |                                                                                                                                         |                                                                                                                                                                                                                                                                          |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|                                                                                                                                                                                           | environmental sustainability.<br>- More efficient use of resources.<br>- Reduced wastage                                                                                                                                                                                          |                                                                                                                                                                                                                                              | - ENV.3: Cumulative improved energy efficiency<br>- ENV.4: Cumulative improved material efficiency                                                                                                                                                                                                            |                                                                                                                                         |                                                                                                                                                                                                                                                                          |
| <b>Outcome 1:<br/>Technical competence and sustainability of the Quality Infrastructure System and conformity assessment services related to tropical fruit export industry enhanced.</b> | - Lab testing services able to accurately identify and quantify pesticides within acceptable quality parameters traceability systems in place, operating and fit for purpose.<br>- Extension of traceability system beyond the pilot phase, application to tropical fruit sectors | - # of type of measures for improving institutional & professional capacity/skills (# of implementation plans, new curricula or new systems)<br>- # of actors gaining skills (# of certificates issued = trained persons), sex-disaggregated | - POL.2: Cumulative number of new standards adopted or implemented<br>- POL.3: Number of guidelines adopted by relevant actors<br>- GOV.1: Number of institutions established or strengthened<br>- INV.1: Number of investment-ready proposals elaborated<br>- INV.3: Value (\$) of new investments leveraged | - Accreditation certificates<br>- Meeting of international testing standards.<br>- Implementation into commercial demonstration chains. | - Government budget for necessary investments (equipment, buildings) available.<br>- Beneficiary laboratories benefit from financial and administrative autonomy to provide services to private sector.<br>- Private sector makes necessary investments in traceability. |

|                                                                                                    |                                                                                                                                                                                                 |                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                              |                                                                                                                                                                                                                            |                                                                                                                                                                                              |
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| <b>Output 1.1</b><br><b>Laboratory support system strengthened</b>                                 | <ul style="list-style-type: none"> <li>- #Reports</li> <li>- #Number of new systems implemented,</li> <li>- Accreditations</li> <li>- Training workshops</li> <li>- business support</li> </ul> | <ul style="list-style-type: none"> <li>- # of standard-setting processes supported (national/international)</li> <li>- # Number of Number of new systems implemented</li> <li>- Number of actors gaining skills</li> <li>- # accreditations</li> </ul> | <ul style="list-style-type: none"> <li>- TCO.1: Number of capacity building activities provided</li> <li>- TCO.3: Number of toolkits and guidelines produced</li> <li>- TCO.4: Number of business plans developed</li> </ul> | <ul style="list-style-type: none"> <li>- Number of participants undertaking and completing training, workshops.</li> <li>- Accreditations awarded.</li> <li>- Publications produced</li> <li>- Project reports.</li> </ul> | <ul style="list-style-type: none"> <li>- Necessary support from government intuitions.</li> <li>- Commitment to upgrading testing capacity, with revised recommendations adopted.</li> </ul> |
| <b>Output 1.2</b><br><b>Analytical capacities for planning and management compliance improved.</b> | <ul style="list-style-type: none"> <li>- Formation of expert groups</li> <li>- Harmonization of data</li> <li>- Technical guides developed</li> <li>- Training workshops</li> </ul>             | <ul style="list-style-type: none"> <li>- # Functioning framework for mango sector data,</li> <li>- # guide lines and procedures developed.</li> <li>- # harmonisation of data</li> </ul>                                                               | <ul style="list-style-type: none"> <li>- TCO.1: Number of capacity building activities provided</li> <li>- TCO.3: Number of toolkits and guidelines produced</li> </ul>                                                      | <ul style="list-style-type: none"> <li>- Reports on results and recommendations</li> <li>- Number of participants undertaking and completing training, workshops</li> </ul>                                                | <ul style="list-style-type: none"> <li>- Access to regional data</li> <li>- Sustain resourcing available after the project</li> </ul>                                                        |
| <b>Output 1.3</b><br><b>Traceability tool implemented into</b>                                     | <ul style="list-style-type: none"> <li>- Adaption of farm diary system to greater number</li> </ul>                                                                                             | <ul style="list-style-type: none"> <li>- # of actors gaining skills (# of certificates issued) sex-disaggregated</li> </ul>                                                                                                                            | <ul style="list-style-type: none"> <li>- TCO.1: Number of capacity building activities provided</li> </ul>                                                                                                                   | <ul style="list-style-type: none"> <li>- Number of Demonstration chains testing</li> </ul>                                                                                                                                 | <ul style="list-style-type: none"> <li>- System meets international export market</li> </ul>                                                                                                 |

|                                                                                                                                                                     |                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                   |                                                                                                                                                                                                                               |                                                                                                                                                                                                                                           |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <b>commercial value chains</b>                                                                                                                                      | <ul style="list-style-type: none"> <li>of tropical fruit industries</li> <li>- Number of apps and models produced</li> <li>- Training of key inspection staff and other stakeholders on traceability system.</li> </ul>                  | <ul style="list-style-type: none"> <li>and # of type of measures (# of implementation plans, new curricula or new systems)</li> <li>- # of accreditation schemes with international recognition, or prepared (ready) to receive the international recognition</li> <li>- # of capacity building activities provided</li> </ul> | <ul style="list-style-type: none"> <li>- TCO.3: Number of toolkits and guidelines produced</li> </ul>                                                                                             | <ul style="list-style-type: none"> <li>traceability system</li> <li>- Number of participants undertaking and completing training, workshops.</li> </ul>                                                                       | <ul style="list-style-type: none"> <li>standards</li> <li>- Demonstration chain operators' willingness to commercially test system.</li> </ul>                                                                                            |
| <b>Outcome 2:<br/>Enhanced ability of the tropical fruit export value chain to meet the markets requirement and compete in target markets (national and export)</b> | <ul style="list-style-type: none"> <li>- # of tropical fruit export business that have adopted SOP practice in their export chains.</li> <li>- # of tropical fruit businesses that have invested in upgrading infrastructure.</li> </ul> | <ul style="list-style-type: none"> <li>- # of producers gaining access to new markets, sex-disaggregated</li> <li>- # of new standards adopted or implemented by relevant actors</li> </ul>                                                                                                                                    | <ul style="list-style-type: none"> <li>- BUS.1: Cumulative/Annual number of firms with improved management practices</li> <li>- TEC.1: Number of new technologies developed or adapted</li> </ul> | <ul style="list-style-type: none"> <li>- Repeat orders from demonstration chains</li> <li>- Project quality outturn reports.</li> <li>- List of project beneficiaries</li> <li>- Number of percipients undertaking</li> </ul> | <ul style="list-style-type: none"> <li>- Tropical fruit product is able to meet market entry, quality and compliance requirements</li> <li>- External logistical conditions do not degrade.</li> <li>- Value chain actors have</li> </ul> |

|  |                                                                                                                                                                                                    |  |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |
|--|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
|  | <ul style="list-style-type: none"> <li>- # Of SME that have applied adaptive change practices</li> <li>- # SME that have invested in and operating value addition technology/practices.</li> </ul> |  | <ul style="list-style-type: none"> <li>- TEC.3: Number of new technologies adopted</li> <li>- POL.3: Number of guidelines adopted by relevant actors</li> <li>- INV.2: Number of projects or businesses financed</li> <li>- INV.3: Value (\$) of new investments leveraged</li> <li>- GOV.1: Number of institutions established or strengthened</li> <li>- GOV.2: Number of actors participating in enhanced collaboration settings (clusters, networks)</li> <li>- SCA.1: Percentage of UNIDO interventions with demonstrated results at scale</li> </ul> | <ul style="list-style-type: none"> <li>- and completing certified training courses.</li> <li>- List of SME infrastructure investments'</li> <li>- Documentation and production of value-added activities.</li> </ul> | <ul style="list-style-type: none"> <li>- the financial capacity and wiliness to invest</li> <li>- Training institute undertake accreditation process for SOP training courses.</li> <li>- Extension (and other agents of change) have incentives to further disseminate SOPs</li> <li>- Willingness and active participation of Government agencies in the promotion of SOPs</li> <li>- Adaptive change practice is commercially practical and fit for purpose in order to be</li> </ul> |
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|                                                                                                                      |                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                              |                                                                                                                                                                                                                                                                                                                                                                       |                                                                                                                                                                                                                      |                                                                                                                                                                               |
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|                                                                                                                      |                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                              | <ul style="list-style-type: none"> <li>- KASA.1: Number of actors gaining awareness/knowledge on UNIDO knowledge areas</li> <li>- REA.2: Number of actors engaged (by kind of actor)</li> </ul>                                                                                                                                                                       |                                                                                                                                                                                                                      | viably adopted.                                                                                                                                                               |
| <b>Output 2.1</b><br><b>SOP for selected tropical fruits VCs developed and promoted for adoption by the industry</b> | <ul style="list-style-type: none"> <li>- #of SOPs for meeting market requirements adapted for tropical fruit industries</li> <li>- # of trainings delivered in implementation of SOPs</li> <li>- # of training of trainers on dissemination of SOPs</li> <li>- Institutional incorporation of SOPs</li> </ul> | <ul style="list-style-type: none"> <li>- # of tools and guidelines produced (and made available online)</li> <li>- # of capacity building activities provided (online and offline)</li> <li>- # of firms with improved management practices, disaggregated by men and women-owned/-run businesses</li> </ul> | <ul style="list-style-type: none"> <li>- TCO.1: Number of capacity building activities provided</li> <li>- TCO.3: Number of toolkits and guidelines produced</li> <li>- CPO.4: Number of interventions or Joint Programmes with UN System entities</li> <li>- CPO.5: Number of interventions (projects/programmes) in partnership with non-UN institutions</li> </ul> | <ul style="list-style-type: none"> <li>- SOP manuals, mobile apps</li> <li>- Project monitoring reports</li> <li>- Evaluation of trainings by participants.</li> <li>- Acceptance by training institution</li> </ul> | <ul style="list-style-type: none"> <li>- SOPs Support by Govt institutions.</li> <li>- Training institute undertake accreditation process for SOP training courses</li> </ul> |
| <b>Output 2.2</b>                                                                                                    | <ul style="list-style-type: none"> <li>- Demonstration chains</li> </ul>                                                                                                                                                                                                                                      | <ul style="list-style-type: none"> <li>- # of capacity building activities</li> </ul>                                                                                                                                                                                                                        | <ul style="list-style-type: none"> <li>- TEC.1: Number of new technologies</li> </ul>                                                                                                                                                                                                                                                                                 | <ul style="list-style-type: none"> <li>- Quality outturn reports</li> </ul>                                                                                                                                          | <ul style="list-style-type: none"> <li>- Logistic chains either improve</li> </ul>                                                                                            |

|                                                                                            |                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                               |                                                                                                                                          |
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| <b>Competitive and compliant export value chains established</b>                           | <ul style="list-style-type: none"> <li>incorporating identified improvements including traceability.</li> <li>- # Demonstration chains use of new technology</li> <li>- Greater number of businesses/ regions up taking SOP</li> <li>- New demonstration chains with other tropical fruit industries.</li> <li>- Development of cold storage guidelines for Vietnamese tropical fruits.</li> </ul> | <ul style="list-style-type: none"> <li>- provided # of firms with improved management practices, disaggregated by men and women-owned/-run businesses</li> <li>- # actors participating in enhanced collaboration settings (clusters, networks), sex-disaggregated</li> </ul> | <ul style="list-style-type: none"> <li>developed or adapted</li> <li>- TEC.3: Number of new technologies adopted</li> <li>- TCO.1: Number of capacity building activities provided</li> <li>- TCO.3: Number of toolkits and guidelines produced</li> <li>- PAO.2: Number of analytical and statistical publications produced</li> <li>- CPO.4: Number of interventions or Joint Programmes with UN System entities</li> <li>- CPO.5: Number of interventions (projects/programmes) in partnership with non-UN</li> </ul> | <ul style="list-style-type: none"> <li>- Repeat orders from customers in demonstration chains.</li> <li>- Project surveys and evaluation report</li> </ul>    | <ul style="list-style-type: none"> <li>or do not degrade from current status.</li> <li>- Adoption of post-harvest technology.</li> </ul> |
| <b>Output 2.3 Investment for competitiveness and climate change adaptation facilitated</b> | <ul style="list-style-type: none"> <li>- # of fruit suitable tropical fruit business identified.</li> <li>- # of workshops with key industry stakeholders</li> <li>- Development of</li> </ul>                                                                                                                                                                                                     | <ul style="list-style-type: none"> <li>- # of expert groups formally established</li> <li>- # of action plans developed per value chain/sector</li> <li>- # of type of</li> </ul>                                                                                             | <ul style="list-style-type: none"> <li>- BUS.1: Cumulative/Annual number of firms with improved management practices</li> <li>- GOV.2: Number of actors participating</li> </ul>                                                                                                                                                                                                                                                                                                                                         | <ul style="list-style-type: none"> <li>- Project documentation and reports.</li> <li>- Number of percipients undertaking and completing workshops.</li> </ul> | <ul style="list-style-type: none"> <li>- Value chain actors have the financial capacity and willingness to invest</li> </ul>             |

|                                                                                                         |                                                                                                                                                                                                                                                                                                                                        |                                                                                                                                                                                                                                                                                                                                                  |                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                              |                                                                                                                              |
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|                                                                                                         | <ul style="list-style-type: none"> <li>infrastructure investment guidelines.</li> <li>- # of businesses receiving technical support.</li> <li>- # Assessment reports</li> </ul>                                                                                                                                                        | <ul style="list-style-type: none"> <li>measures for improving institutional &amp; professional capacity/skills (# of implementation plans, new curricula or new systems)</li> <li>- #of demonstration activities implemented</li> </ul>                                                                                                          | <ul style="list-style-type: none"> <li>in enhanced collaboration settings (clusters, networks)</li> <li>- SCA.1: Percentage of UNIDO interventions with demonstrated results at scale</li> <li>- KASA.1: Number of actors gaining awareness/knowledge on UNIDO knowledge areas</li> <li>- REA.2: Number of actors engaged (by kind of actor)</li> </ul> | <ul style="list-style-type: none"> <li>- Infrastructure and capital purchase by businesses.</li> </ul>                                                                                                                                                                                                       |                                                                                                                              |
| <b>Output 2.4</b><br><b>Value addition and adaptation through innovation and technology facilitated</b> | <ul style="list-style-type: none"> <li>- Business model for value addition within tropical fruit sector</li> <li>- Economic models for value addition.</li> <li>- Development of value addition demonstration sites.</li> <li>- Number of business implementing value added activities.</li> <li>- Technical assistance for</li> </ul> | <ul style="list-style-type: none"> <li>- # of type of measures for improving institutional &amp; professional capacity/skills (# of implementation plans, new curricula or new systems)</li> <li>- # of action plans developed per value chain/sector</li> <li>- # of capacity building activities provided</li> <li>- # of tools and</li> </ul> | <ul style="list-style-type: none"> <li>- TEC.1: Number of new technologies developed or adapted</li> <li>- TEC.3: Number of new technologies adopted</li> <li>- BUS.1: Cumulative/Annual number of firms with improved management practices</li> <li>- SCA.1: Percentage of UNIDO interventions with demonstrated results at scale</li> </ul>           | <ul style="list-style-type: none"> <li>- Demonstration sites established</li> <li>- Project documentation and reports.</li> <li>- Business models developed.</li> <li>- Number of percipients undertaking and completing workshops.</li> <li>- Infrastructure and capital purchase by businesses.</li> </ul> | <ul style="list-style-type: none"> <li>- Value chain actors have the financial capacity and willingness to invest</li> </ul> |

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|                                                                                                                                                                                   | <p>implementation, evaluation and improvement of new and existing value additional operations.</p> <ul style="list-style-type: none"> <li>- Workshops on innovation, value addition options, food safety and compliance.</li> </ul>                                                     | <p>guidelines produced</p>                                                                                                                                                                                 | <ul style="list-style-type: none"> <li>- KASA.1: Number of actors gaining awareness/knowledge on UNIDO knowledge areas</li> <li>- REA.2: Number of actors engaged (by kind of actor)</li> </ul>                                                                                                                                                                                                                                 |                                                                                                                                                                                                                                                                                   |                                                                                                                                                                                      |
| <p><b>Outcome 3:</b></p> <p><b>Improved culture of quality through conducive policy, market innovation and organizational structure enabling effective export development</b></p> | <ul style="list-style-type: none"> <li>- Functional industry groups formed as an interface between industry and government.</li> <li>- Uptake of innovative marketing concepts</li> <li>- A platform developed for discussion, exchange, policy and standard recommendations</li> </ul> | <ul style="list-style-type: none"> <li>- # of expert groups formally established</li> <li>- # of firms with improved management practices, disaggregated by men and women-owned/-run businesses</li> </ul> | <ul style="list-style-type: none"> <li>- POL.1: Cumulative number of new or revised policies adopted by policymakers</li> <li>- INV.1: Number of investment-ready proposals elaborated</li> <li>- GOV.2: Number of actors participating in enhanced collaboration settings (clusters, networks)</li> <li>- KASA.1: Number of actors gaining awareness/knowledge on UNIDO knowledge areas</li> <li>- REA.1: Number of</li> </ul> | <ul style="list-style-type: none"> <li>- Project reports</li> <li>- Recommendations implemented</li> <li>- Industry group meetings, strategic, marketing plans</li> <li>- National meetings</li> <li>- Workshops held</li> <li>- Market visits by key industry actors.</li> </ul> | <ul style="list-style-type: none"> <li>- Proactive support from Industry and government with industry groups.</li> <li>- Policy environment is amenable to industry input</li> </ul> |

|                                                                                                                       |                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                    | actors reached<br>(by kind of actor)                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                        |                                                                                                       |
|-----------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------|
| <b>Output 3.1</b><br><b>Collective capacity of tropical fruit sector, especially women and youth strengthened</b>     | <ul style="list-style-type: none"> <li>- Development of Sector representative industry groups.</li> <li>- Formulation of industry development plans</li> <li>- Feasibility studies.</li> <li>- Working group participation</li> <li>- Technical training workshops</li> </ul>                           | <ul style="list-style-type: none"> <li>- # actors participating in enhanced collaboration settings (clusters, networks), sex-disaggregated</li> <li>- # of public fora, workshops/EGM/ side events organized</li> <li>-</li> </ul> | <ul style="list-style-type: none"> <li>- TCO.1: Number of capacity building activities provided</li> <li>- PAO.1: Number of industrial strategies and industrial policy documents drafted / prepared</li> <li>- PAO.2: Number of analytical and statistical publications produced</li> </ul> | <ul style="list-style-type: none"> <li>- #Industry groups formed</li> <li>- # of meetings held at industry group level.</li> <li>- # of additional</li> <li>- # of #technical training workshops</li> <li>- Project reports</li> </ul> | <ul style="list-style-type: none"> <li>- Industry groups private sector active involvement</li> </ul> |
| <b>Output 3.2</b><br><b>Innovative market development and promotional plan of the Tropical Fruit sector developed</b> | <ul style="list-style-type: none"> <li>- Industry export market development plans Study tour to expose Key business fresh and processed to global markets</li> <li>- Strategic marketing workshops, identifying opportunity, innovative strategies, case studies.</li> <li>- Facilitation of</li> </ul> | <ul style="list-style-type: none"> <li>- # actors participating in enhanced collaboration settings (clusters, networks), sex-disaggregated</li> <li>- # of public fora, workshops/EGM/ side events organized</li> </ul>            | <ul style="list-style-type: none"> <li>- TCO.1: Number of capacity building activities provided</li> <li>- PAO.1: Number of industrial strategies and industrial policy documents drafted / prepared</li> <li>- PAO.2: Number of analytical and statistical publications produced</li> </ul> | <ul style="list-style-type: none"> <li>- Guideline document</li> <li>- Number of meetings held at industry group level.</li> <li>- National industry forum held</li> <li>- Project reports</li> </ul>                                  | <ul style="list-style-type: none"> <li>- Industry groups private sector active involvement</li> </ul> |

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|                                                                      | International market linkages.                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                           |                                                                                                                                                                                               |                                                                                                                               |
| <b>Output 3.3<br/>National Quality / Laboratory Policy developed</b> | <ul style="list-style-type: none"> <li>- Formation of working group,</li> <li>- Review documents</li> <li>- Standards developed; Reference material published</li> <li>- Public consultations conducted</li> </ul> | <ul style="list-style-type: none"> <li>- # of capacity building activities provided (online and offline)</li> <li>- # of global fora, workshops</li> <li>- # of public fora, workshops/EGM/ side events organized</li> <li>- # of actors gaining awareness of sex-disaggregated</li> </ul> | <ul style="list-style-type: none"> <li>- PAO.1: Number of industrial strategies and industrial policy documents drafted / prepared</li> <li>- PAO.2: Number of analytical and statistical publications produced</li> <li>- TCO.1: Number of capacity building activities provided</li> <li>- TCO.3: Number of toolkits and guidelines produced</li> </ul> | <ul style="list-style-type: none"> <li>- Working group formed and functional.</li> <li>- Draft document released</li> <li>- Consultation meetings held.</li> <li>- Project reports</li> </ul> | <ul style="list-style-type: none"> <li>- Govt support</li> <li>- Industry groups private sector active involvement</li> </ul> |