

ANALYSIS OF LOTUS VALUE CHAIN IN DONG THAP PROVINCE

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Summary

The study aims to analyze the value chain of lotus products in Dong Thap province using data from 44 farmers, 5 processing facilities, 5 small businesses, 5 processing companies and 6 experts. The method of value chain analysis of Kaplinsky & Morris (2001) and cost-profit analysis method were used to evaluate these objectives. The results showed that in 2018, total lotus production in Dong Thap province was 2,115 tons, total revenue was 243.87 billion VND and total profit was 31.23 billion VND. In particular, the profit of all lotus farmers accounted for highest proportion (47.1% of the total profit of the whole chain), but the average profit/household/year is the lowest, about 105 million VND because the average selling quantity/household/year is small (5.1 tons/household/year). Meanwhile, the total profit of lotus wine processing enterprises made up only 11.6% of the whole chain but the average profit is nearly 903 million VND/enterprise/year. Lotus consumption is unstable in price and output due to lack of market information, no linking between farmers and primary processing and processing enterprises, lack of production and processing technology are problems in lotus value chain in Dong Thap. The potential market for domestic and export of lotus products is still very high. In order to ensure the stability and sustainable development of Dong Thap lotus industry in the future, Dong Thap province should focus on developing raw material areas, researching and developing technologies of cultivation, preliminary processing and steping promotion and close linkages between actors in the lotus value chain and towards export markets.

Keywords: *Value chain, added value and lotus in Dong Thap.*