

ARTEMISININ CONFERENCE 2011

Aligning Artemisinin and ACT Supplies

Vietnam Production Report 2011

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Production Summary 2011



- Cultivation area: 1500ha
- Dried leaves: 4000 tons
- Leaves price: \$1000 - \$2000/ton
- Artemisinin production: 12-13 tons
- Extraction cost: \$380-\$420/ton
- Yield: 4kgs/ton of dried leaf
- Efficiency: about 50% recovery
- Number of extractor: 7
- Trading prices: \$560-\$700/kg



Cultivation/leaves



- Cultivation area is increased
- Spontaneous farming
- No good seeds selection for cultivation
- No investment/commitment between farmers/Extractors
- Collecting agencies marked-up prices
- Competitions between extractors/China's agencies
- Price reached \$2000/ton at the end of season



Production



- No changes on equipments/technologies
- Low efficiency
- No working standards / safety procedures
- High production cost
- High bank rate: 22%-24%/year put pressure on extractors
- Recovering ratio: 50%
- Total production: 12-13 tons*

Trading



- No market promotion
- Extractors are hard to approach Buyers due to lack information and communication
- Middle-man (traders) and China's agencies made the non-transparency market
- Trading prices from \$560 to \$700/kg
- Most of quantity already contracted



Future Development



- Cultivation area will be increased
- Preparing for extend of production
- Needs help on technologies /management/ trading
- Chance to get better loan via A2S2 or local bank



Future Development (Con't)



- CAT KHANH CO., LTD wants to act as HUB for Artemisinin in Vietnam
- Collaborate with experts to renovate the factory, focus on safety, working standards and environment
- Put target to get certificates in next 2 years (GMP/GLP)
- Help other extractors on management and trading, getting better loan.





Presenter contact

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