

## EURASTIP BROKERAGE EVENT: MAXIMISING BUSINESS OPPORTUNITIES BETWEEN SOUTH-EAST ASIAN AND EUROPEAN AQUACULTURE STAKEHOLDERS

**Ho Chi Minh City, Vietnam**

Venue: Sunflower Room of SECC, Nguyễn Văn Linh, Tân Phú, Quận 7, Ho Chi Minh City, Vietnam

**30 August 2019**

### Agenda

Master of Ceremonies: David Bassett, EURASTiP Project Manager

<b>08:15–08:45</b>	<i>Registration</i>	
<b>08:45–09:00</b>	<i>Welcome speeches</i>	<p><b>Matthieu Penot</b>, EU delegation to Vietnam</p> <p><b>Tran Dinh Luan</b>, General Directorate of Fisheries</p>
<b>09:00–10:15</b>	<p><i>Participants' introductions and a selection of EU companies' pitches</i></p> <ul style="list-style-type: none"> <li>• Vietnamese participants introduction (10 min) and 5' pitch presentation on VINATiP</li> <li>• Bangladeshi participants introduction (10 min) and 5' pitch presentation on BATiP</li> <li>• European participants short introduction (5') and 5' presentations of EU companies' pitches: <ul style="list-style-type: none"> <li>- <b>Kamahu</b>: Cloud services dedicated to aquafarms and to the aquaculture industry</li> <li>- <b>Hottlet Frozen Foods</b>: Importer and distributor of seafood in Europe</li> <li>- <b>Vitafort Agro Asia</b>: exclusive implementer of Hungarian Tied Aid Loan programmes in Laos</li> <li>- <b>Älvdalslax AB</b>: Swedish fish farm</li> </ul> </li> </ul>	<p><b>Nguyen Nhu Tri</b>, Chairman, VINATiP</p> <p><b>Dinh The Nhan</b>, Secretary, VINATiP</p> <p><b>Muhammad Meezanur Rahman</b>, Secretary, BATiP</p> <p><b>Patrick Sorgeloos</b>, Professor emeritus Ghent University, Belgium</p> <p><b>Killian Delorme</b>, Kamahu, France</p> <p><b>Olivier Hottlet</b>, Hottlet, Belgium</p> <p><b>János Szakali</b>, Vitafort Agro Asia</p> <p><b>Anders &amp; Marit Beronius</b>, Älvdalslax AB</p> <p style="text-align: right;">/ continued</p>

	<ul style="list-style-type: none"> <li>- <b>Aquacircle</b></li> <li>- <b>LSAqua:</b> Aquafeed innovators</li> <li>- <b>Evonik:</b> Effects of peroxygen chemistry in pond water applications</li> <li>- <b>Landing Aquaculture</b></li> </ul>	<p><b>Jesper Heldbo</b>, Aquacircle, Denmark</p> <p><b>Paula Sole-Jimenez</b>, LSAqua, Belgium</p> <p><b>Stephan Neumayer</b>, Evonik</p> <p><b>Rob van de Ven</b>, Landing Aquaculture</p>
<b>10:15-10:55</b>	<p><b>PLENARY 1:</b> 10' presentations on EU's aquaculture trading status / potentials and expectation (including Q&amp;A)</p> <ol style="list-style-type: none"> <li>1. The Vietnamese position in the EU market, status and development and consumers' confidence in Vietnamese aquaculture products</li> <li>2. The sustainability of the Vietnam aquaculture sector and the role of the private sector</li> <li>3. Experience of a European company doing business in Vietnam</li> <li>4. Reflection and outcomes of the first EURASTiP Brokerage Event in Brussels 2018</li> </ol>	<p><i>Plenary chairs</i> <b>Patrick Sorgeloos</b> <b>Nguyen Nhu Tri</b></p> <p><b>Jean-Jacques Boufflet</b>, European Chamber of Commerce, Vietnam</p> <p><b>Flavio Corsin</b>, IDH, The Sustainable Trade Initiative</p> <p><b>Nicolas Mace</b>, INVE</p> <p><b>Dave Little</b>, Stirling University, UK and <b>Simon Bush</b>, Wageningen University, the Netherlands</p>
<b>10:55-11:10</b>	<i>Coffee break &amp; networking opportunity</i>	
<b>11:10-11:40</b>	<p><b>PLENARY 2:</b> 10' presentations on Vietnamese aquaculture, current status and future prospects (including Q&amp;A)</p> <ol style="list-style-type: none"> <li>1. Vietnamese aquaculture status &amp; future prospects including the added value sector</li> <li>2. Current status, challenges and opportunities of EU/VN trade in aquaculture products and how to make the industry more sustainable, attractive for investors and markets?</li> <li>3. SUSV status report: Promoting Sustainable Shrimp Farming Practices through Value Chain Partnership</li> </ol>	<p><i>Plenary chairs</i> <b>Patrick Sorgeloos</b> <b>Nguyen Nhu Tri</b></p> <p><b>Tran Dinh Luan</b>, Director of General Directorate of Fisheries (DOF)</p> <p><b>Truong Dinh Hoe</b>, General Secretary of Vietnam Association of Seafood Exporters and Producers (VASEP)</p> <p><b>Dinh Xuan Lap</b>, Vice Director of International Collaborating Centre for Aquaculture and Fisheries Sustainability (ICAFIS)</p>
<b>11:40-11:45</b>	<p><b>BREAK OUT SESSION 1</b> <i>General Introduction</i></p>	<p><i>Session chair</i> <b>Nguyen Nhu Tri</b></p>

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<p><b>11:45-12:00</b></p>	<p>Short presentations (5' each) introducing the 3 topics to all attendees</p> <ul style="list-style-type: none"> <li>• Topic 1.1: Added value of by products</li> <li>• Topic 1.2: Certification</li> <li>• Topic 1.3: Good aquaculture practice</li> </ul>	<p><i>Presenters</i></p> <p><b>Michael Phan</b>, VNF</p> <p><b>Remko Oosterveld</b>, GlobalG.A.P.</p> <p><b>Patrick Sorgeloos</b></p>
<p><b>12:00-12:40</b></p>	<p><i>Break-out sessions</i> All stakeholders will be divided into 3 groups, each discussing 1 topic</p> <ul style="list-style-type: none"> <li>• Topic 1.1: Added value of by products</li> <li>• Topic 1.2: Certification: quality assurance and product safety for EU buyers</li> <li>• Topic 1.3: Good aquaculture practice: shrimp hatchery, mud crab hatchery and grow-out &amp; white fish: from maturation over hatchery to grow-out and processing</li> </ul>	<p><i>Moderators</i></p> <p><b>Dave Little</b> and <b>Loc Phan</b>, VNF</p> <p><b>Remko Oosterveld</b> and <b>Simon Bush</b></p> <p><b>Nguyen Nhu Tri</b> and <b>Patrick Sorgeloos</b></p>
<p><b>12:40-13:40</b></p>	<p><i>Lunch and networking opportunity</i></p>	
<p><b>13:40-14:10</b></p>	<p><i>Wrap up from breakout SESSION 1</i></p>	<p><i>Moderators of each topic</i></p>
<p><b>14:10-14:30</b></p>	<p><b><i>BREAK OUT SESSION 2</i></b> <i>Short presentations (5' each) introducing the 3 topics to all attendees</i></p> <ul style="list-style-type: none"> <li>• Topic 2.1: Added value of product development</li> <li>• Topic 2.2: Building trust and enhancing power of groups of small-scale farmers</li> <li>• Topic 2.3: Technology supply</li> </ul>	<p><i>Session chairs</i> <b>Le Thanh Luu</b> and <b>Simon Bush</b></p> <p><i>Presenters</i> <b>Truong Dinh Hoe</b> – VASEP</p> <p><b>Nguyen Phuong Duy</b>, WWF</p> <p><b>Nguyen Van Tu</b>, VINATIP</p> <p><i>Moderators</i></p> <p><b>Simon Bush</b> and <b>Truong Dinh Hoe</b></p> <p><b>Le Thanh Luu</b>, VICAFIS and <b>Nguyen Phuong Duy</b></p> <p><b>Nguyen Van Tu</b> and <b>Carsten Jøhnk Gjerløv</b>, Oxyguard</p>
<p><b>14:30-15:15</b></p>	<p><i>Break-out sessions:</i> <i>All stakeholders will be divided into 3 groups, each discussing 1 topic.</i></p> <ul style="list-style-type: none"> <li>• Topic 2.1: Added value of product development</li> <li>• Topic 2.2: Building trust and enhancing power of groups of small-scale farmers</li> <li>• Topic 2.3: Technology supply: challenges and opportunities for the EU/Vietnamese aquaculture business (the use/future of monitoring systems &amp; their software, additives implication &amp; limitations, developments and limitations of RAS, biosecurity of farms).</li> </ul>	<p><i>Moderators</i></p> <p><b>Simon Bush</b> and <b>Truong Dinh Hoe</b></p> <p><b>Le Thanh Luu</b>, VICAFIS and <b>Nguyen Phuong Duy</b></p> <p><b>Nguyen Van Tu</b> and <b>Carsten Jøhnk Gjerløv</b>, Oxyguard</p>

<b>15:15-15:40</b>	<i>Coffee break and networking opportunity</i>	
<b>15:40-16:10</b>	<i>Wrap up from breakout SESSION 1</i>	<b>Simon Bush</b>
<b>16:10-17:00</b>	<p><b>PANEL DISCUSSION</b></p> <p>The topics to be addressed during the panel discussion will be based on the suggestions participants have provided upon registration to the event.</p>	<p><i>Lead</i></p> <p><b>Simon Bush</b> <b>Le Thanh Luu</b></p> <p><i>Panel members</i></p> <p><b>Patrick Sorgeloos</b> <b>Dave Little</b> <b>Tran Dinh Luan</b> <b>Nguyen Nhu Tri</b> <b>Olivier Hottlet</b> <b>Truong Dinh Hoe</b> <b>Remko Oosterveld</b> <b>Dang Thi Thuong</b></p>
<b>17:00-17:15</b>	<i>Wrap up and closing</i>	<b>David Bassett, EATiP</b>



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