INFORMATION OF THE THESIS

**Name of thesis** : "Develop the linkage chain to enhance export value of fresh vegetables and fruits in the Southern Key Economic Region"

**Specialization:** Economics

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**SUMMARY OF THE THESIS**

**"Develop the linkage chain to enhance export value of fresh vegetables and fruits in the Southern Key Economic Region"**

**Key word**: linkage chain, of fresh vegetables and fruits in the Southern Key Economic Region (SKER), fresh vegetables and fruits chain to export.

The thesis “Develop the linkage chain to enhance export value of fresh vegetables and fruits in the Southern Key Economic Region” consists of 163 pages with a structure of five chapters (09 pages of chapter 1 for a review of the research, 50 pages of chapter 2 for the theoretical basis of the linking chain for agriculture commodities exporting, 17 pages of chapter 3 is a presentation on research methods and data for research, 77 pages of chapter 4 on analyzing the linking chain to export fresh fruits and vegetables in the SKER, 10 pages of Chapter 5 with the results of analysis and discussion and chapter 6 with 12 pages of conclusions and policy implications), 40 tables, 19 pictures and 6 appendices. The thesis uses a number of different qualitative and quantitative research methods. Qualitative research methods are used to understand the nature of the exported linkage chain of fresh fruit and vegetables, the process of movement, the interaction between cause factors, and between the linkage chain and the impact policy system on it.

During the data collection phase, the qualitative analysis techniques used include: descriptive statistics, expert interview (individual depth interview) used in chapter 4, case study analysis on the lessons learned from the linkage chain of Thailand, Malaysia as well as the analysis of the linkage chain diagram of dragon fruit exported to the EU and observed in Chapter 4. For the quantitative method group, the thesis applies statistical survey tools, cost-benefit analysis, value-added analysis for each stage and the whole linkage chain by exported product channel in chapter 4 .

The overall objective of the thesis is to determine the criteria for evaluating the development of the export chain of fresh vegetables and fruits, on that basis, to measure and evaluate the development status of fresh fruit and vegetable linkages chain exported from the Southern Key Economic Region (SKER). Since then, suggest policies and solution to promote the development of export linkage chain of fresh vegetables and fruits from SKER in particular and from Vietnam in general.

The thesis also concretizes 4 objectives, including: (1) Systematizing the concepts of the linkage chain, classification, implementation conditions, advantages and disadvantages of the linkage chains (2) Description of the linkage chains situation of fresh export fruits and vegetables in the SKER, (3) Measuring the impact of internal factors on the efficiency of the export chain of fresh fruit and vegetables in the SKER, (4) Policy implications for distribution developing a chain of export fresh vegetables and fruits in the SKER

The thesis aims to answer research questions as follows: (1) What is the nature of the link chain and barriers to exporting fresh vegetables and fruits from SKER? (2) What are the characteristics, nature, roles and correlations of participants in the fresh fruit and vegetable export chain? (3) What are the factors affecting the formation and operation of the export chain of fresh vegetables and fruits in SKER? (4) What is the impact of internal factors on the efficiency of the export chain of fresh fruit and vegetables? (5) Scientific base, implementation conditions and proposed policy implications for developing a chain of export fresh vegetables in SKER to ensure stable and sustainable development including?

Subjects of the study: focus on studying the chain of fresh fruit and vegetables export in SKER in relation to improving the export value of Vietnamese agricultural products.

The survey subjects are the main components in the chain of export fresh vegetables and fruits, including farmer households / cooperatives / cooperative production groups - fresh fruit and vegetable business, production companies and collectors. purchasing, transporting, pre-processing, packaging and exporting companies, concentrating on the Southern key economic region including 8 provinces / cities: Ho Chi Minh City, Ba Ria - Vung Tau, Binh Duong and Binh Phuoc , Dong Nai, Tay Ninh, Long An, Tien Giang.

The thesis presented and analyzed concepts, roles, factors affecting the nature of the value chain, supply chain, linkage chain, three forms of linkage chain; three basic principles of the linkage chain; 5 main activities in the chain of agricultural products; three criteria for evaluating linkage chain.

The thesis has presented an overview of socio-economic and of fresh fruit and vegetable linkage chain characteristics in SKER; analyzed the factors affecting the stages in the linkage chain.

Analysis of relationships between farmers and traders, between traders and wholesalers, between cooperatives and farmers, between cooperatives and intermediary companies, between farmers and companies.

The thesis has developed a research process, identified 4 internal factors that affect the business performance of the linkage chain and based on the results of the initial regression analysis, building a econometric model as below:

**ln\_LNi = 1,7462 - 0,0255 TDi + 0,0013 TD\_HVi + 0,0383 KNi + 0,2382 ln\_ LDi + 0,2178 ln\_ DT\_CTi + 0,0533 ln\_Vi - 0,0031 TL\_UDi - 1,5178 PT\_THi + 0,0024 TL\_TCi + 0,0133 KN\_CDi - 0,0005 TGDUi + -0,0005 ln\_ DTi + 0,0150 TL\_RQXKi - 0,6655 HTLi + εi**

with dependent variable is production profit. Independent variables include: Age; Academic level; Manufacturing experience; Labor size; Cultivated land area; Investment capital for production; Proportion of concessional loans over total capital; Methods of harvesting products; The area ratio meets the standards of good produce practice; Ability to proactively supply raw materials for export orders; Average time to respond to orders; Annual revenue; Rate of export of fresh fruits and vegetables / whole agricultural products; Return of export goods due to unsatisfactory requirements

The author has also used group differential tests and made judgments in the relationship between age and cultivated area, between the ratio of standard land and profitability, between the size of labor and the area of ​​cultivation, between the size of labor and profit, between the form of production and the area of ​​cultivation, between production facilities and revenue, between production facilities and profits.

The results of the estimated model after adjustment show that the factors that have a statistically significant effect on Profit before tax (LN) include 4 groups: (i) Characteristics of household head / enterprise / cooperative ( Age of household head / manufacturing and trading enterprises, Production experience) (ii) Input characteristics (Labor scale, Cultivated land area, Preferential loan ratio on total capital); (iii) Production characteristics (Ability to proactively supply raw materials for export orders) and (iv) Output characteristics (Annual turnover, export rate of fresh fruits and vegetables / all agricultural products) .

Based on the analyzes in chapters 3 and 4, the author has proposed policy implications, including: (1) Facilitating export of fresh fruit and vegetable products, (2) Promoting research and application on post-harvest preservation and processing technologies for exporting fresh vegetables and fruits, (3) Promoting ICT applications in the chain of export fresh fruits and vegetables, (4) Encouraging and supporting formation and developing the form of Agricultural Joint Stock Company and Cooperatives, (5) Developing a strategy of "clearly identifying centralized markets and key products", (6) Enhancing the ability to mobilize investment capital into exported chain of fresh vegetables and fruits.

**2. NEW RESULTS OF THE THESIS:**

(1) Studying the export chain of fresh fruit and vegetables on the Region scale. Thereby, learn deeply about the nature of the linkage chain, clearly see the barriers in exporting fresh vegetables and fruits.

(2) Develop an empirical model of the factors affecting the performance of the fresh fruit and vegetable chain in SKER. Measuring the impact of internal factors on business performance of entities through profit targets.

(3) Identify the relationships in the chain, the impact of factors on the efficiency of the export chain of fresh vegetables and fruits of SKER

**3. APPLICATIONS / APPLICABILITY IN PRACTICE OR PROBLEMS TO REMOVE THAT NEEDS TO CONTINUE TO STUDY**

- The proposed policies are highly practical based on the analysis of the actual situation compared with the theory and experience of many countries.

- The issue of additional research is the business practice of Vietnamese entrepreneurs in general as well as businessmen operating in the agricultural sector in particular.

**GUIDANCES**  **CANDIDATE**

**CONFIRMATION OF TRAINING INSTITUTION**

**PRINCIPAL**