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Baseline Study Findings
SustainCoffee Project

ESG Readiness

of coffee value chain actors in Dak Lak and Son La

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Project Launch Event · Buon Ma Thuot, 6 Nov 2026

INTRODUCTION

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INTRODUCTION

Data sources and how to read the results

Survey sample

Dak Lak: 90 (34 companies, 16 cooperatives, 40 households); Son La: 60 (1 company, 9 cooperatives, 50 households). 37 respondents hold certification; 36 sell to export markets.

In-depth interviews

Dak Lak (10 interviews): associations, agricultural extension, trading and roasting companies. Son La (6): the coffee association, three processing factories, two cooperatives.

ESG Readiness Index

Respondents self-assessed 22 practices on a 0–5 scale (0 = not in place; 5 = fully implemented and documented). A score of 2.5 means many practices are in place, but most are undocumented.

How to read the data

Results describe the participating actors and are not representative of either province. Figures are self-assessed and were cross-checked against in-depth interviews for 8 respondents. Secondary sources are cited on each slide.

PART 1

GENERAL CONTEXT

The coffee market and prices in 2026; requirements from the EU market and international coffee buyers

Prices are falling while costs are rising



USD 8.9 billion
2025 exports; USD 5,661/tonne

USD 6.57 billion
Jan–Sep 2026; prices down ~20%

41%
EU share of export value, 2025

1.45 million tonnes
exported Jan–Sep 2026; volume up 16.3%

+30% and +33%
increase in fertiliser and labour costs, Mar 2025–Oct 2026

600,000 households
produce 95% of output; 61% farm under 1 ha

Purchasing is fragmented across 2,000–3,000 collectors, while the ten largest exporters handle about 60% of export volume.

Sources: Vietnam Customs via VietnamBiz (2026); Nông nghiệp và Môi trường newspaper (2026); USDA FAS, Vietnam Coffee Annual (Jun 2026); Solidaridad (2024); VICOFA via Giacaphe (2026).

Domestic prices down a third from the peak



5,821 → 3,228

Robusta, ICE London (USD/tonne): peak 12 Feb 2025 → 24 Oct 2026, down 45%

135.5 → 89

FAQ green coffee, Dak Lak (VND '000/kg): peak 27 Mar 2025 → 25 Oct 2026, down 34%

430 → 307

Arabica, ICE New York (US cents/lb): peak Feb 2025 → 24 Oct 2026, down 29%

Between early 2024 and Oct 2026, the farm-gate price of FAQ green coffee rose from VND 70,000 to 135,000/kg before falling to 89,000/kg; for a 100-tonne lot, the timing of sale alone can make a difference of up to VND 6.5 billion.

Sources: ICE London and New York via Barchart, Reuters (Oct 2026); domestic prices compiled from Báo Công Thương and Tuổi Trẻ (2024–2026); ICO Coffee Market Report (Sep 2026). Early-2024 level is the typical level for the period, rounded.

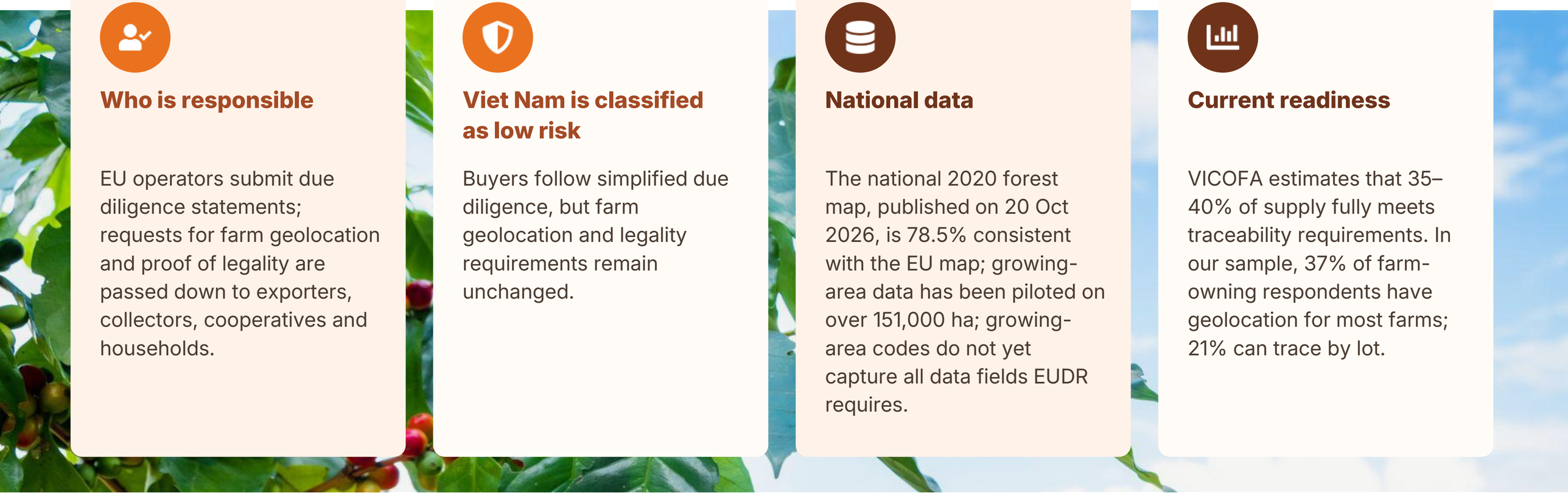
Regulatory milestones to 2029

Effective date	Regulation and scope
1 Nov 2026	Decision 46/2026/QĐ-TTg on green project criteria and the ESG framework takes effect
30 Dec 2026	EUDR applies to large and medium-sized operators; Viet Nam is classified as low risk
31 Dec 2026	Deadline for provinces to complete forest boundary maps (reference date 31 Dec 2020)
30 Jun 2027	EUDR applies to micro and small operators; this is not a grace period for Vietnamese suppliers
14 Dec 2027	Regulation (EU) 2024/3015 on prohibiting products made with forced labour applies
26 Jul 2029	CSDDD applies to in-scope large companies (Directive (EU) 2026/470)

Sources: Regulation (EU) 2025/2650; Implementing Regulation (EU) 2025/1093; Directive (EU) 2026/470; Regulation (EU) 2024/3015; Decision 46/2026/QĐ-TTg; VTV (11 Feb 2026) on the forest database.



EUDR in Viet Nam: clear requirements, data still catching up



Who is responsible

EU operators submit due diligence statements; requests for farm geolocation and proof of legality are passed down to exporters, collectors, cooperatives and households.

Viet Nam is classified as low risk

Buyers follow simplified due diligence, but farm geolocation and legality requirements remain unchanged.

National data

The national 2020 forest map, published on 20 Oct 2026, is 78.5% consistent with the EU map; growing-area data has been piloted on over 151,000 ha; growing-area codes do not yet capture all data fields EUDR requires.

Current readiness

VICOFA estimates that 35–40% of supply fully meets traceability requirements. In our sample, 37% of farm-owning respondents have geolocation for most farms; 21% can trace by lot.

Sources: Regulation (EU) 2023/1115 and 2025/2650; Implementing Regulation (EU) 2025/1093; Decree 38/2026/NĐ-CP; Nông nghiệp và Môi trường newspaper (2026); VnEconomy (2026); SustainCoffee survey (2026).

EUDR and ESG overlap on legality and farm data

ESG pillar	EUDR requires	Buyers and certification schemes also ask about
E · Environment	Farms not located on forest land converted after 31 Dec 2020; compliance with environmental protection law	Fertilisers, pesticides, processing wastewater, emissions per tonne
S · Social	Legal production, including labour law, human rights and third-party rights	Occupational safety, seasonal and child labour, insurance, grievance handling
G · Governance	Land use rights, tax, anti-corruption; farm geolocation linked to shipments	Supply chain transparency, business ethics, certification

Documentation prepared for EUDR already covers part of each ESG pillar and can be reused to answer buyer questionnaires

Sources: Regulation (EU) 2023/1115, Article 2(40) on relevant legislation; MCG, Baseline Study Report (17 Oct 2026), sections 2.1 and 3.1.



Major coffee buyers have set 2030 targets

Nestlé · Nescafé Plan 2030

2030 targets: 100% responsibly sourced, 50% from regenerative agriculture, 50% emissions reduction. 2025 progress: 53% regenerative, 94.3% responsibly sourced, emissions down 18.3%; over 23,000 households in Viet Nam.

JDE Peet’s · Common Grounds

2025: 88.8% of coffee met the new definition of responsibly sourced (HREDD due diligence). Co-funds SNV’s SCE programme in Lam Dong and Son La, 2026–2029.

Certification in Viet Nam

Rainforest Alliance 2025: about 91,000 certified farms, up 69% from 2024. About 40% of robusta area is certified under RA, Fairtrade or 4C (USDA).

What the programmes have in common

Buyers need household-level data on plots, fertiliser, water, labour and yields for their own reporting.



Sources: Nestlé, Nescafé Plan 2030 Progress Report (Jun 2026); JDE Peet’s, Responsible Sourcing Report 2025; Rainforest Alliance (2026); USDA FAS (Jun 2026).

Different names, same underlying records

Type of record	Used by	Used for
Farm geolocation, land documents	Buyers; certification bodies; green project assessors	Farm not on forest land converted after 31 Dec 2020; legal cultivation
Lot-based purchase records	Buyers; cooperatives; collectors	Link shipments to households and farms
Farm management records	Certification bodies; buyers; green project assessors	Fertiliser and pesticide use in line with regulations and standards
Labour records	Corporate buyers	Answer labour due diligence questionnaires
Accounting books	Banks	Part of the loan application, together with cash flow and offtake contracts



Actors that already hold farm geolocation, land documents and farm records can reuse most of this information with buyers and banks

Source: MCG research team, compiled from EUDR, Decisions 21/2025 and 46/2026, and in-depth interviews.

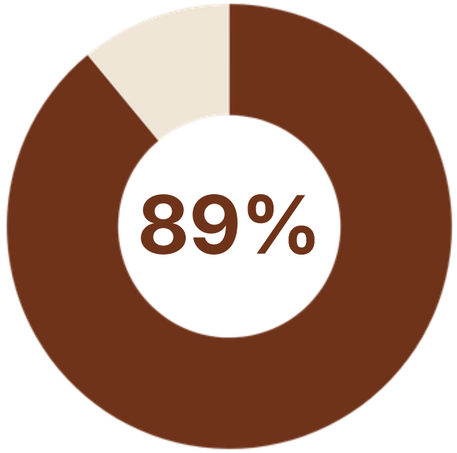
PART 2

ESG READINESS

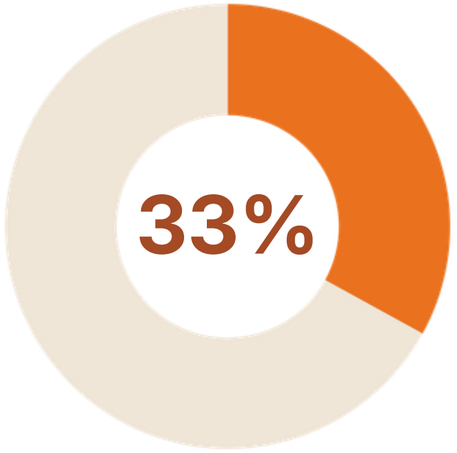
by type of actor and value chain stage



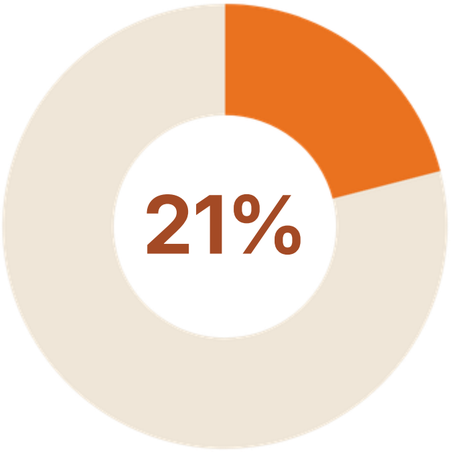
Many actors already apply good practices but have not documented them



of farm-owning respondents report intercropping or shade trees



of farm-owning respondents keep complete records of fertiliser and pesticide use



of farm-owning respondents can trace by shipment lot

Good practices are driven mainly by economic benefits such as price and cost, not yet by buyers' documentation requirements.

Sources: SustainCoffee survey of 150 respondents and 16 in-depth interviews, Jul–Sep 2026; MCG, Baseline Study Report (17 Oct 2026). Based on 116 farm-owning respondents.

Readiness varies more by value chain stage than by location



Overall sample score: 2.50

0–5 scale, self-assessed. Social 2.85; Traceability 2.53; Environment 2.51; Governance 2.12.

By main value chain stage

Stage generating most revenue: exporting 3.99; trading 3.44; processing without export 2.63; farming only 1.72.

By type of actor and location

Companies and cooperatives score similarly in both provinces (3.4–3.6); households score 2.39 in Dak Lak and 1.37 in Son La.

By certification status

Certified 3.74 vs. non-certified 2.10; yet 18 of 37 certified respondents lack geolocation for most of their farms.

Sources: SustainCoffee survey of 150 respondents, Jul–Sep 2026; MCG, Baseline Study Report (17 Oct 2026).

Governance scores lowest

Pillar (score 0–5)	What is in place	What is missing
Environment · 2.51	Intercropping/shade trees 89%; limited herbicide use 82%; factories have wastewater treatment systems	Complete fertiliser and pesticide records 33%; 9/9 Son La households that process on-farm do not treat wastewater; no respondent measures emissions
Social · 2.85	Many companies and cooperatives have written labour contracts and commitments not to use child labour; grievance channels at 53/90 respondents in Dak Lak	Grievance channels at only 5/60 respondents in Son La; 0/31 Son La employers pay full social insurance; guidance needed on seasonal labour and occupational safety
Governance · 2.12	Many companies and cooperatives have written responsible business commitments; Son La factories have rules for handling violations by households	Accounting and sales rules at small cooperatives; agreement on who holds farm data; rules for households registered with multiple companies
Traceability · 2.53	Geolocation for most farms at 37% of farm-owning respondents; exporters and factories hold farm lists	Lot-level traceability at 21% of farm-owning respondents; farm data is lost at the collector stage

Sources: SustainCoffee survey of 150 respondents and 16 in-depth interviews, Jul–Sep 2026; MCG, Baseline Study Report (17 Oct 2026), sections 4.1–4.4; MCG, ESG Sector Insight Report (draft).

Only about one-third document their practices

Practice	Share of farm-owning respondents	Note
Intercropping, shade trees	89%	Farming practice, self-reported
Limited herbicide use	82%	Farming practice, self-reported
GPS coordinates for most farms	37%	Documented practice, level 4–5 on a 0–5 scale
Complete pesticide and fertiliser records	33%	Documented practice, level 4–5 on a 0–5 scale
Lot-level traceability	21%	Documented practice, level 4–5 on a 0–5 scale

Sources: SustainCoffee survey of 150 respondents and 16 in-depth interviews, Jul–Sep 2026; MCG, Baseline Study Report (17 Oct 2026). Based on 116 farm-owning respondents, self-assessed; documented practices counted at level 4–5 on a 0–5 scale.

The gap lies in record-keeping and investment

Practices among farm-owning respondents	Dak Lak (n = 57)	Son La (n = 59)
Intercropping, shade trees	88%	90%
Organic fertiliser use	81%	83%
Water-saving irrigation	53%	10%
Complete pesticide and fertiliser records (level 4–5)	58%	10%
Geolocation for most farms (level 4–5)	49%	25%
Lot-level traceability (level 4–5)	39%	5%



Sources: SustainCoffee survey of 150 respondents and 16 in-depth interviews, Jul–Sep 2026; MCG, Baseline Study Report (17 Oct 2026). Farm-owning respondents, self-assessed.

EUDR reaches producers via buyers

Awareness of EUDR

66/143 respondents (46%) had not heard of EUDR or did not know its specific requirements, mostly where buyers have not yet set requirements. Information arrives via buyers, commune officials and village heads.

Motivation

126/150 respondents invest for higher prices; **39/150** because buyers require it. **146/150** are willing to join support activities; their top need is practical, on-site guidance.

> ***Most buyers see EUDR documentation as a must-have, and they don't pay extra for it.***
>
> *— Representative of a multi-sector business association, Dak Lak (in-depth interview, 2026)*

Sources: SustainCoffee survey of 150 respondents and 16 in-depth interviews, Jul–Sep 2026; MCG, Baseline Study Report (17 Oct 2026).

Farm data is lost when coffee passes through collectors

62% sell via collectors

Exporters collect data from their linked households; the rest of the volume flows through collectors.

13/51 traders

have received origin requirements; collectors are typically asked only for invoices and quality.

6/11 vs. 1/15

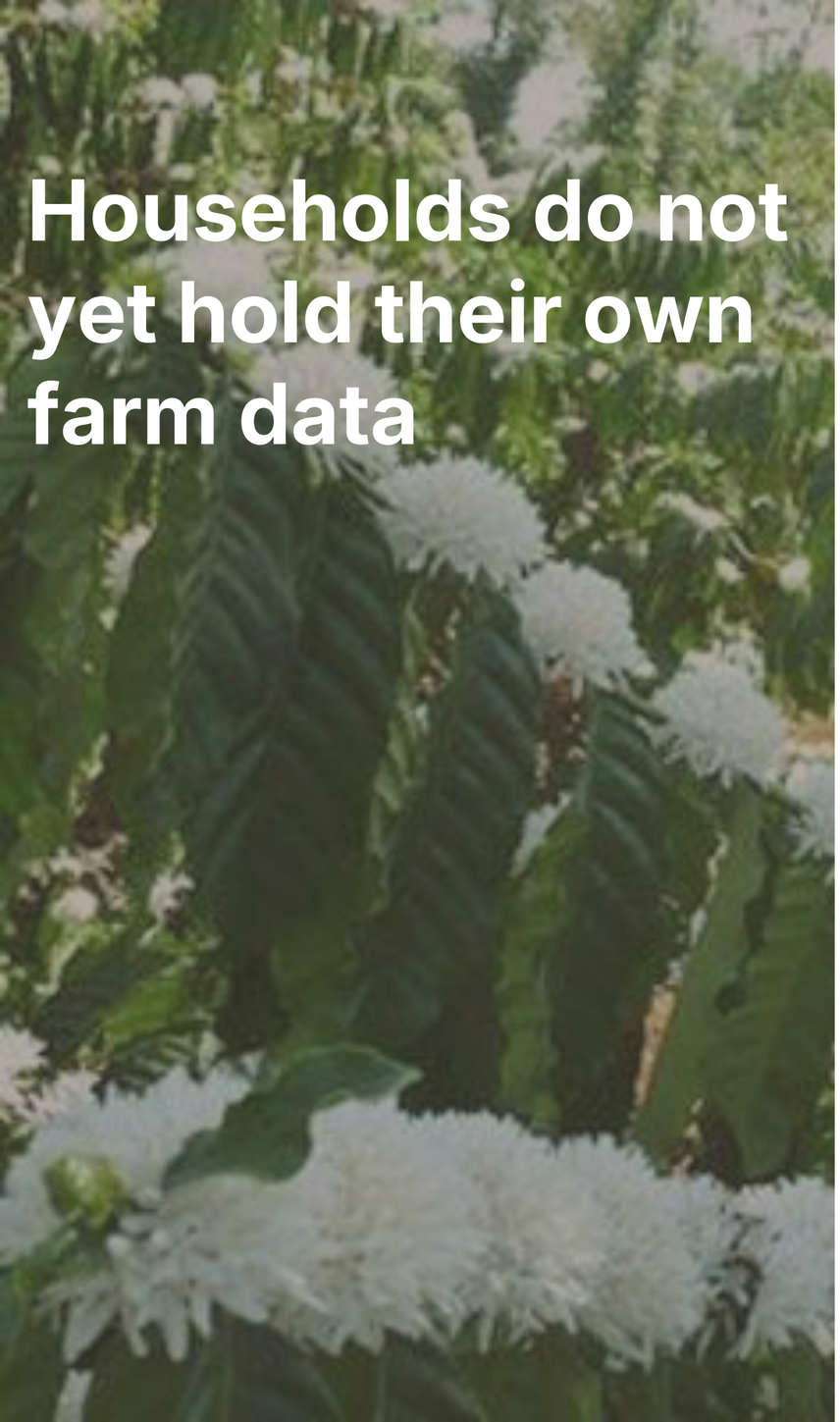
households prepared for EUDR: selling directly to exporters vs. via collectors.



I heard from the trading company that they won’t take coffee grown on encroached forest land.

— A commune-level trading company, Dak Lak (in-depth interview, 2026)

Sources: SustainCoffee survey of 150 respondents and 16 in-depth interviews, Jul–Sep 2026; MCG, Baseline Study Report (17 Oct 2026). Small comparison groups, indicative of magnitude only; needs further verification at the collector level; consistent with the SAFE survey in Uganda (2025).



Households do not yet hold their own farm data

97% sell via collectors

Households sell fresh cherry to factories in the province; factories manage households through registered farm lists.

33/56 households were asked

to prove deforestation-free production, even though they sell domestically and have never exported.

29/50 have no geolocation

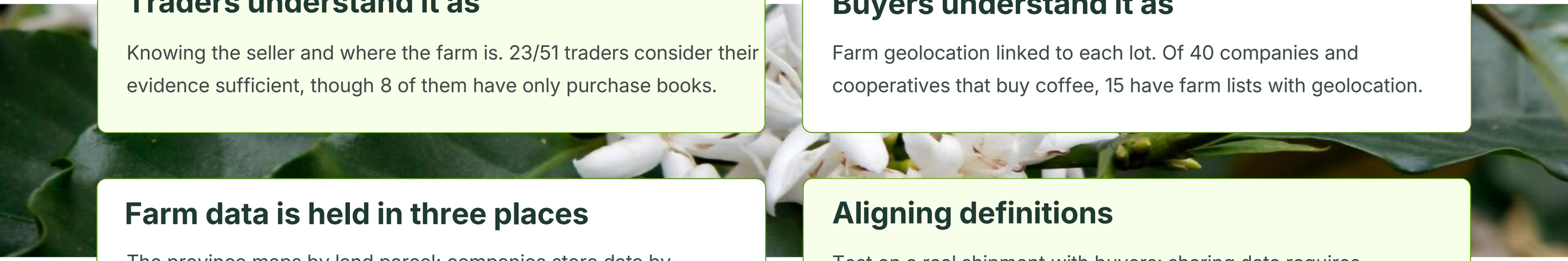
according to households. The data exists, but is held by the factory.

The Son La factory model

Factories sign multi-season commitments with households, assign farm codes, map geolocation and store the data at the factory.
Next step: give households a copy of their farm data; agree rules for households registered with more than one company.

Sources: SustainCoffee survey of 150 respondents and 16 in-depth interviews, Jul–Sep 2026; MCG, Baseline Study Report (17 Oct 2026).

“Proof of origin” is understood differently



Traders understand it as

Knowing the seller and where the farm is. 23/51 traders consider their evidence sufficient, though 8 of them have only purchase books.

Buyers understand it as

Farm geolocation linked to each lot. Of 40 companies and cooperatives that buy coffee, 15 have farm lists with geolocation.

Farm data is held in three places

The province maps by land parcel; companies store data by registered household; households keep data by farm. There is no provincial guidance on data sharing yet.

Aligning definitions

Test on a real shipment with buyers; sharing data requires household consent (Decree 13/2023/NĐ-CP).

Source: SustainCoffee survey and in-depth interviews (2026).

Women often keep household records, but are rarely named on documents

118/150

of respondents have women managing money and records; women are named on legal documents at only 40/150

14/15

female owners in Son La do not know the specifics of EUDR, vs. 17/44 male owners

47/60

of Son La owners are from ethnic minorities; their readiness is similar to that of Kinh households



ESG readiness does not differ by the owner’s gender. Invite the person who actually keeps household records to training, with illustrated materials in Thai and Hmong.

Sources: SustainCoffee survey of 150 respondents and 16 in-depth interviews, Jul–Sep 2026; MCG, Baseline Study Report (17 Oct 2026).

Capacity gaps and support needs

	Capacity area	Current status and gaps	Support needs identified
	Data and documentation	Good practices are in place but need to be recorded using templates. Farm data is often already held at factories	Minimum documentation package; self-assessment tool that generates an action list; on-site support
	Internal governance and accounting	Small cooperatives need to standardise accounting and sales rules with members	Accounting, sales rules, certification procedures, loan applications
	Practices requiring investment	Factories have wastewater treatment systems; household-scale processing needs suitable solutions	Cluster-based wastewater treatment model; guidance on seasonal labour and insurance
	Access to information and training	Regulations have been circulated to members; short Vietnamese summaries are needed, and the actual record-keepers should be invited	Short, illustrated materials; guidance in ethnic minority languages; training outside the harvest season
	Finance for investment	Collateral-free lending is available; green credit for coffee is at an early stage	Support with loan applications; links to banks; cost-sharing by buyers
	Association capacity	Member networks and dialogue channels in place; an ESG focal point is needed	Train ESG focal points; regular member surveys to provide evidence for policy recommendations

Sources: SustainCoffee survey of 150 respondents and 16 in-depth interviews, Jul–Sep 2026; MCG, Baseline Study Report (17 Oct 2026). Table 7, Baseline Study Report.

PART 3

RISKS OF NOT ACTING ON ESG

Priority ESG topics and the financial impact of each risk group

Priority ESG topics for coffee in both provinces



E

Environment

- No deforestation or forest conversion
- Pesticides and fertilisers
- Processing wastewater and waste
- Energy and emissions

S

Social

- Occupational health and safety
- Seasonal labour and child labour during harvest

To monitor: wages, social security, gender equality, ethnic minority inclusion, grievance mechanisms

G

Governance & Supply Chain

- Legal land use rights
- Traceability and geolocation data
- Supply chain transparency and due diligence
- Certification and buyer standards
- Business ethics and anti-corruption

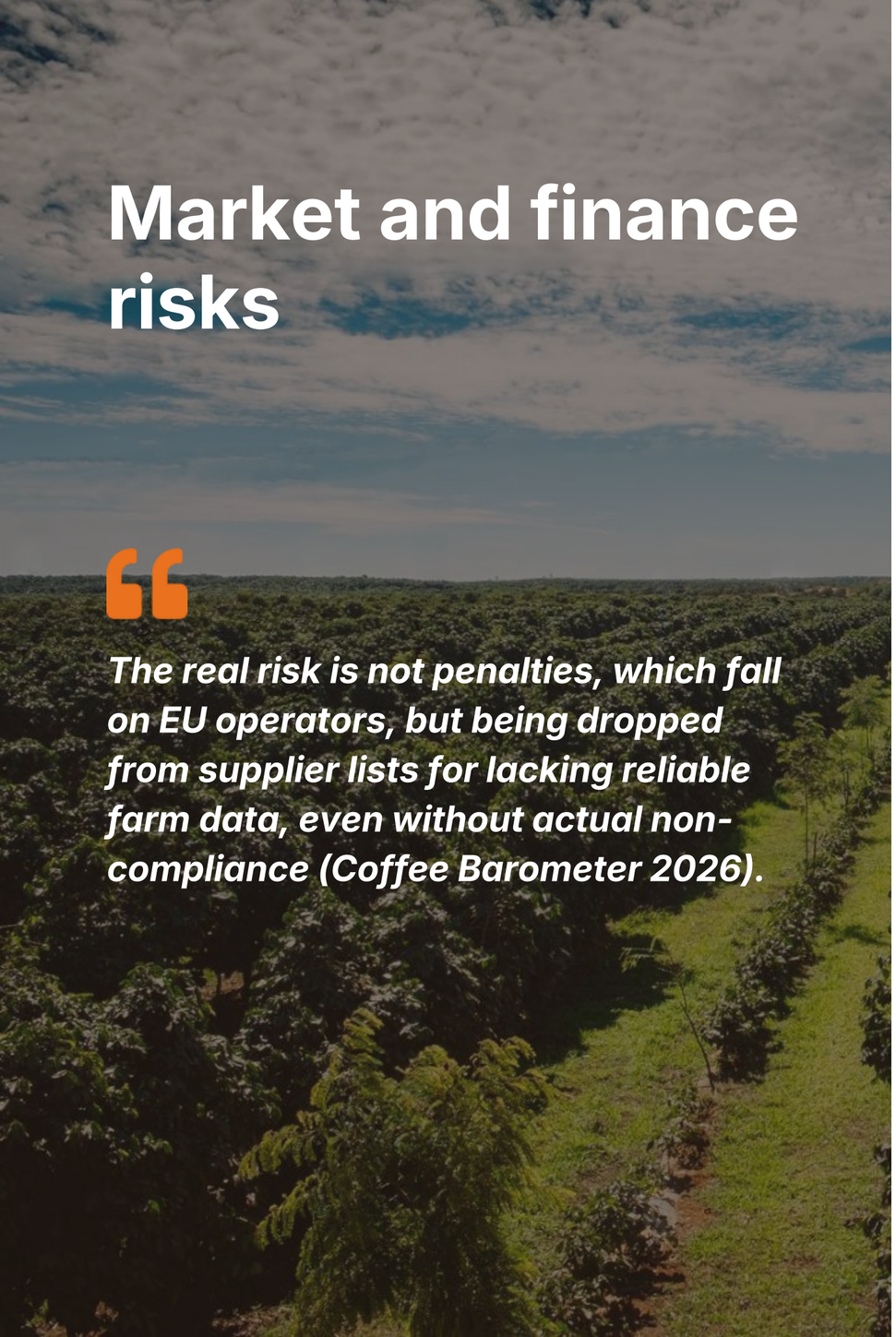
Sources: SustainCoffee survey (127 responses), in-depth interviews and document review based on GRI 13: Agriculture, Aquaculture and Fishing Sectors 2022; MCG, Baseline Study Report (17 Oct 2026), Table 6.

ESG risks lead to specific financial impacts

Risk group	How it shows up	Financial impact and scale
Market: origin not traceable	Shipments rejected by EU buyers or diverted to lower-priced markets	Revenue, selling price, inventory. The EU accounts for 41% of export value; EUDR-compliant lots earn a premium of about USD 50/tonne
Access to finance: missing land documents and financial records	Insufficient loan documentation; green project criteria not met	Cost of capital, investment capacity. 13/16 Dak Lak cooperatives find it difficult or impossible to borrow
Compliance: cost of preparing and maintaining documentation	Geolocation mapping, farmer management software, certification, audits	Administrative and investment costs. The EU's May 2026 simplification package cuts costs by about 75% compared with the original design
Climate: drought, frost	Lower output, factory supply shortfalls, unfulfilled contracts	Cost of goods sold, provisions, contract penalties. The 2024 drought cut 2024/25 output by 15%
Social and legal: labour, land	Child labour or farms without land documents found in the supply chain	Removal from supplier lists, remediation costs. About 30% of farming households lack land use right certificates

The next two slides look more closely at market and finance risks, and at climate and labour risks. Compliance costs are covered in Part Four.

Sources: VICOFA (Aug 2026); European Commission, COM(2026) 191 (4 May 2026); Buon Ma Thuot Coffee Association (2024); Forest Trends and VICOFA, survey of 95 farming households (2025); StoneX (2026); SustainCoffee survey (2026).



Market and finance risks

> *The real risk is not penalties, which fall on EU operators, but being dropped from supplier lists for lacking reliable farm data, even without actual non-compliance (Coffee Barometer 2026).*

Market risk

The EU buys 41% of Viet Nam’s coffee exports by value, while VICOFA estimates only 35–40% of supply fully meets EUDR data requirements. Buyers prioritise supply that is already documented; households selling via collectors (62% in Dak Lak) risk being pushed into lower-priced channels.

Access-to-finance risk

Land documents are required both for loans and for EUDR. 13/16 Dak Lak cooperatives find it difficult or impossible to borrow; 32/50 Son La households have no budget for improvements.

Sources: VietnamBiz (2026); VICOFA (Aug 2026); Verma et al., IISD (2026); Coffee Barometer 2026 (Panhuysen and de Vries); SustainCoffee survey of 150 respondents and 16 in-depth interviews, Jul–Sep 2026; MCG, Baseline Study Report (17 Oct 2026).

Climate, emissions and seasonal labour risks

−15%

change in 2024/25 output after the 2024 drought; El Niño probability above 90% for the 2026/27 dry season

73–83%

of the carbon footprint of green coffee comes from fertiliser; buyers are starting to ask about emissions

24%

of coffee workers have social insurance (ILO, 2024); no Son La respondent pays full contributions for hired workers

In the sample: water-saving irrigation at 53% of farm-owning respondents in Dak Lak and 10% in Son La; no respondent measures emissions; many need guidance on contracts and insurance for seasonal workers.

Sources: Buon Ma Thuot Coffee Association (2024); Department of Hydro-Meteorology (21 Jul 2026); UNDP, Coffee Production Handbook (Nov 2025); ILO and VCCI-HCM (2024); SustainCoffee survey (2026).

PART 4

OPPORTUNITIES

With an accurate baseline and the right support, businesses can put ESG into practice

Documentation costs are below 1% of the export price

VND 250,000/plot

geolocation and farm boundary mapping (one factory)

VND 0.5–0.7 mn/household

geolocation and farm records; self-funded by a 150-household cooperative in Son La

over VND 1 billion

first-year mapping and software for a company sourcing from several thousand households

USD 17–20/tonne

annual system and operating costs for an exporter (GIZ)

0.4–0.7%

whole-chain cost (USD 20–30/tonne) as a share of the 2026 export price

~USD 50/tonne

premium for EUDR-compliant lots (StoneX); no premium paid domestically yet



There is no mechanism yet for sharing costs with buyers or allocating them by lot. Companies and factories pay for their own sourcing areas; cooperatives and households cover the rest; for households selling via collectors, no one covers the cost yet.

Sources: SustainCoffee in-depth interviews (2026); GIZ, EUDR compliance cost assessment (2026); StoneX (2026); USDA FAS (2025).

Link documentation to quality-based pricing



VND 1,000–2,000/kg

price gap between ripe and unripe cherry, per kg of fresh cherry, Son La

about VND 60/kg

certification premium at one Son La factory, per kg of fresh cherry

VND 200–500/kg

4C and Rainforest Alliance premium per kg of green coffee; under 1% of the FAQ price

Linking record-keeping requirements to ripeness-based purchase prices ties documentation to a benefit households already see; in Son La through factories, in Dak Lak through collectors and linked companies.

Sources: SustainCoffee in-depth interviews with two processing companies in Son La (2026), indicative of magnitude only; Tuổi Trẻ (2026) on 4C and Rainforest Alliance premiums; IISD Global Market Report Coffee (Aug 2026).

Buyer documentation reused for green projects

In effect from 1 Nov 2026

Decision 46/2026/QĐ-TTg: for perennial crops, eligibility is based on VietGAP, GlobalGAP or equivalent, or organic certification, verified by an independent assessor. Eligible projects may qualify for a 2% p.a. interest rate subsidy.



37/150 respondents certified

The group closest to meeting the criteria. For the 113 without certification, group certification through cooperatives is the most feasible route.

Open conditions: the interest subsidy decree has not yet been issued; meeting the criteria does not guarantee a loan; there is no reference rate for independent assessment fees; 4C and Rainforest Alliance are not named, and cooperatives are not listed in Article 2.

Sources: Decision 46/2026/QĐ-TTg (17 Sep 2026); Decision 21/2025/QĐ-TTg; Resolution 198/2025/QH15; Decree 156/2025/NĐ-CP; MSD, Oxfam and Fair Finance Vietnam (2026); SustainCoffee survey (2026). Status of documents as of 25 Oct 2026.

Coffee value chain scenarios to 2028

Reactive

Supply concentrates in linked sourcing areas that are already documented

Fewer collectors; EUDR-compliant supply grows slowly

Households selling via collectors remain in low-requirement, lower-priced channels

Proactive

- Farm data mapped once; households keep a copy
- Collectors use seller lists with farms recorded by lot
- EU buyers share costs; households selling via collectors can still access export markets

Three questions will determine which path the chain takes: who can use provincial growing-area data; whether collectors join the data system; and whether households keep a copy of their farm data.

Source: MCG, ESG Sector Insight Report (draft, 28 Oct 2026), chapter 8.



CONCLUSIONS

Evidence does not yet travel with shipments to buyers

01

Intermediaries

In Dak Lak the trail stops at collectors; in Son La it sits with factories. Reconnecting it costs little relative to the export price.

02

Dual-use documentation

Secures a place in EU supply chains under EUDR (from 30 Dec 2026) and eligibility for green projects under Decision 46/2026 (from 1 Nov 2026).

03

Before the 2027 crop

Test a minimum documentation package on one shipment with a buyer; link record-keeping to quality-based purchase prices.

Questions for the workshop

Confirm the 11 priority topics, identify pilot participants and agree a data-sharing roadmap.

PART 5

RECOMMENDATIONS

Support design by target group, pilots before the 2027 crop, and actions for each stakeholder

Priority groups for support



Sources: MCG, Baseline Study Report (17 Oct 2026), section 7.4 and Table 9; Verma et al., IISD (2026).

01

Smallholders via collectors

Farm data does not travel with shipments; no one pays for documentation.

02

Households selling to factories

Already subject to mandatory requirements but do not hold their own farm data.

03

Households near forests

Or on undocumented forestry land; farms need checking against the 2020 forest map.

04

Small cooperatives

Still improving accounting and sales rules with members.

Principles for designing support

Start from specific requirements

Begin with buyers' requirements and existing data, then select participants and forms of support.

On-site support

End with a usable output: a complete documentation package for one shipment or a tested action plan.

Invite the right people

Reach household record-keepers and decision-makers; consider language, crop calendar and payment methods.

Work through existing channels

Trading companies, cooperatives, collectors and associations, to reach scale and sustain results beyond the project.



Proposed pilots before the 2027 crop

Minimum documentation package for one real shipment

- The project works with one trading company and one cooperative to prepare documentation for one shipment. The buyer reviews it and helps define data fields, who updates them, household access rights and maintenance costs.

Link record-keeping to price

- In Son La, through one factory, link record-keeping to ripeness-based prices after consulting households. In Dak Lak, through collectors or linked companies.

➤ **Minimum documentation package:** households hold farm data, land documents, farm records and a commitment form; cooperatives and collectors keep lot-based purchase lists naming the seller and farm; companies maintain a sourcing-area database linking shipments to households.

Sources: MCG, Baseline Study Report (17 Oct 2026), Box 2 and section 7.5. The minimum documentation package is a proposal by the research team and has not yet been validated by buyers.

What can be done in 2027

	Stakeholder	Recommended actions
01	Processing and exporting companies	Bring collectors into the data system using seller lists with farms recorded by lot; households keep a copy
02	Cooperatives and collectors	Lot-based purchase records naming the seller and farm; accounting and sales rules with members
03	Banks	Loan products for water-saving irrigation, wastewater and traceability under Decision 46/2026; accept documentation already verified by buyers
04	Associations	ESG focal points; regular member surveys; bring data into dialogue with the province
05	Provincial authorities	Guidance on sharing growing-area data by selling household; approach for pre-2020 farms on forestry land
06	Projects and support organisations	On-site support linked to real shipments, prioritising households selling via collectors and small cooperatives









Contact

For more information and cooperation opportunities, please contact:

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