

— VIETBIZ —
VIETNAM TEA
— 2017 —



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Nowadays, Vietnam is considered one of the cradles of the world's tea plants. Scientists all over the world have conducted research on tea plants and have come to the conclusion that tea's homeland was on the banks of Yangtze River (China), Red River (Vietnam), all of which rise in the east of the Plateau of Tibet.

Ha Giang, Vietnam's northernmost province, where the oldest Shan tea plants have naturally existed at the height of 1500-1600m, is said to be unique natural tea garden in the world with more than 4,000 ancient tea trees. Once you have been to Suoi Giang - Yen Bai, you will be fascinated by the splendid beauty of an ancient tea garden in the entrance of the tropical forest with the beautiful green tea buds, tasty flavor, tender bitterness, pleasant sweet at last. It is an evidence for Vietnamese potential advantages to

develop tea industry.

Suitable areas for tea cultivation include Moc Chau - Son La province, Lao Cai province, and Cau Dat - Lam Dong province. The Government's agricultural zoning plans until the year 2020 reveal a commitment to further expanding Vietnam's tea industry. These favorable conditions create opportunities for the tea industry to expand its planting area; improve output and quality; attract foreign partners; and invest in tea processing and sales.

Over 60 years ago, when Vietnam was recovering from the war, the "first child" of the nation's tea industry was born. The Phu Tho Tea Factory marked the beginning of the industrialization of Vietnam's tea industry.

By 2016, the planted area of the whole country had reached 134,000 hectare and the dried tea output was





185,000 tons, of which 145,000 tons exported and 35,000 tons consumed domestically. In Vietnam, tea plants are an important contributor poverty reduction and tea growers in the mountainous midland areas have managed to escape from hunger to lead a comfortable life. Tea plants also help to cover bare land and hills as well as to protect the environment. At present there are 100 large and medium-scaled tea production units all over the country and 400,000 tea making households. Black tea makes up 50%, green tea 45%, oolong and other teas 5%.

In terms of agriculture, Vietnam's tea research institutes have generated a genetic fund of 150 local varieties which includes precious varieties such as Big Shan leave, Oolong, Kim Tuyen, Ngoc Thuy, Bat Tien, Midland, LDPI, LDP2, PT95, C1, C5, TP14, LD97, etc. Thanks to the favourable climate and land

conditions, tea products have high productivity and quality. Tea research institutes and research stations located in tea areas, universities, schools, and vocational centers are all focused on training cadres and staffs for the tea industry.

Many countries, such as Taiwan, India, Iraq, and the UK, have invested in Vietnam under the form of co-operative plantation, processing or enterprises with 100% foreign owned capital (about 20 companies). The target of Vietnam's tea industry is producing black tea, green tea, scented tea, fruit tea, extracting tea for medicine and food making, and helping people become healthy, intelligent and free of diseases. In short this is, "Tea for human health".

Tea is big business in Vietnam. Output is up, exports are high and profits are growing.





VIETNAM TEA CULTURE

Not being as particular as the complicated rites of the Japanese tea ceremony, or as meticulous as the Chinese is, the Vietnamese enjoy tea in a more conventional way. It is simple, natural but still elegant and each cup of tea is an experience. Briefly, a cup of Vietnamese tea is an integral part of the culture.

What distinguishes pure Vietnamese tea from various Japanese, Chinese, Indian and Western European teas is the bitter sensation on the tip of tongue with the first sip. At first, such taste can easily let strangers down, especially the impatient ones. In other words, Vietnamese tea is somehow similar to local people. At the beginning, they are reserved, timid, and even distant when communicating with strangers but later on, these “initial reactions” are

replaced by sincere emotions and a close relationship is easily formed.

The Vietnamese often comfort each other with an expression: After raining, it will be bright; after difficulty there will be happiness. Drinking Vietnamese tea is the same. The bitterness exists in the first taste but it will be followed by a light sweet impression and pleasant flavor. It takes time to feel this later sweet character and to understand that good Vietnamese tea must begin with this bitter essence. Seeing Vietnamese tea from the angle of culture, one will find that typical Vietnamese folk legends have “happy endings”. The wicked are always defeated and those who have to face challenges at first are fully compensated with happiness in the end. The same is true for Vietnamese tea. Thus, when drinking





Vietnamese tea, people do not care about the first astringent impression but concentrate on the after-taste, which sums up the whole drinking experience. Good tea must have a sweet savory finish.

When first hearing about tea-drinking one may find it a fastidious and a selective pleasure compared with the dead drinking of “native tears” that all people experience at least once in their life. On the contrary, enjoying Vietnamese tea is a diverse experience, which expresses one more valuable feature of the Vietnamese. This comes from the rich men of old days who were addicted to sitting by a set of cups patterned with Apricot blossom. Crane patterns were formed by one cup, a general and three soldier cups with two poetry lines scribed on each that many stylist Vietnamese drinkers learned by heart: “Singing and enjoying a peaceful country – Apricot blossom is an old friend while the crane is an acquaintance”. It is essential that tea served in these precious cup sets must be derived from a good varietal and must be made by intricate processes, usually from scented tea with the lotus flower for tea flavoring, catching early dew drops from lotus leaves for boiling water to many other ways of drinking tea. Each scholar or poet has their own style of enjoyment from scenting tea with jasmine, daisy or lotus flowers to enjoy tea “alone”, “with someone else”, sharing all aspects of life with best friends, or even to drink tea “in groups” with people



from many places. It is really the great pleasure of the Vietnamese at all times.

Vietnamese tea is familiar to people because it does not follow any specific rules or ceremony. It is also frugal, natural, popular and easy to enter people's lives from rural areas to cities. Water shopkeepers in many places in the North of Vietnam supply a pinch of tea with boiled water. Keeping a hot cup of tea in hand and sitting on an A-shaped chair, drinkers can garner access a wide range of interesting information (from weather, rumors in the hamlets and villages to even economic or political news of the country and the world). Talkative shopkeepers who have luckily collected or overheard it from their customers always deliver this information.

Southern people usually drink iced tea, which draws attention to their easy-going qualities. Iced tea is found everywhere from luxurious restaurants to common street shops. Iced tea, being popular, natural and simple, performs exactly that function. Iced tea has been gaining in popularity worldwide and to people from all occupations. People drink ice tea not necessarily for the quality but to quench their thirst.

Honestly, when enjoying a Vietnamese cup of tea in any form and in any place, it is easy to learn the emotions of the Vietnamese people. Just to drink a cup of Vietnamese tea feels like you are tapping into all the senses. It seems like you are opening your heart and soul to a world of culture.





VIETNAM'S TEA AREAS

I. GENERAL CHARACTERISTICS

Vietnam is located in the tropical monsoon belt of the northern hemisphere, between 80 and 23.50 latitude. The region from 200 latitude is called the subtropical zone. It is characterized by a humid and cool climate, which is very suitable for the growth and production of high-quality tea.

In the South, tea is grown mainly in the Central Highlands, which is typified by mountainous areas and relatively even and flat highlands with smooth slopes favorable for production mechanization. This region is situated at an altitude of 500m – 1,500m. It is windy and cool all year round. The temperature decreases as the height increases. The highest point of the tea area is Cau Dat, which has the lowest temperature of 50C. This area produces Oolong tea, which has recently

been very famous in Vietnam. It includes Shan tea hills with much snow nap. In recent years, it has imported new kinds of scented tea such as Thanh Tam Oolong, Kim Tuyen tea with the productivity of 20-25 tons of green leaf per hectare. The leaf itself is an attractive light green. Vietnam's tea areas are located mostly in humid and cool region suitable for the sustainable development of tea. The purity and coolness of the air increases with height, which helps to improve the taste and fragrance of tea.

II. ECOLOGICAL CONDITIONS OF TEA PLANTS

1. Climate

Tea plants have high adaptability; however, for sustainable development, they require “a limited suitable ecosystem”. The climate and land conditions of Vietnam are very favorable for tea plants, which is





a more convincing proof for Vietnam's potential of becoming a key tea-producer.

The average annual rainfall of 1,500 to 2,000 mm is suitable for tea plants. Too much rain, however, can have an adverse impact on the quality of tea plants and the plucking of tea leaves. The main point is that the humidity should remain at between 80 and 85% while temperature of the top canopy of the tea plants is 22°C – 28°C. Light should be of a neutral character. Light dispersion and low temperature on high foggy mountains provide favorable conditions for the production of high-quality tea.

2. Land

Suitable soil for tea cultivation in Vietnam include:

- Red brown soil on limestone (in northern

mountainous areas)

- Yellow soil in clay schist (in the mid-land)
- Yellow brown soil on basalt (in the Central Highlands)

Suitable soil has the following characteristics:

“The soil has the deep cultivation layer (60 – 100cm) and acid reaction at 4.5 – 5.5 pH. It is rich in humus and nutrients. It has a loose structure, which is good for moisture preservation, and a smooth slope of 5°C – 25°C.”

3. Topography and altitude

The higher the altitude is above the sea level, the better the quality of tea will be. The areas with smooth slope are very suitable for the cultivation of tea plants, soil fertility preservation and flood protection.



4. There are 7 tea areas in Vietnam:

❖ **Tay Bac Tea Area:** The area of Tay Bac is 6,887 ha
Climate:

In mountainous areas of more than 500 metres height, the winter is very chilly with hoarfrost high can be experienced at the highest points. The summer comes one month earlier (in April) and ends one month earlier (September). At the beginning of the summer, there is a westerly wind (from Laos), which is very hot and dry.

Average temperature is from 13°C to 23°C, with the lowest at 2°C and highest at 38°C.

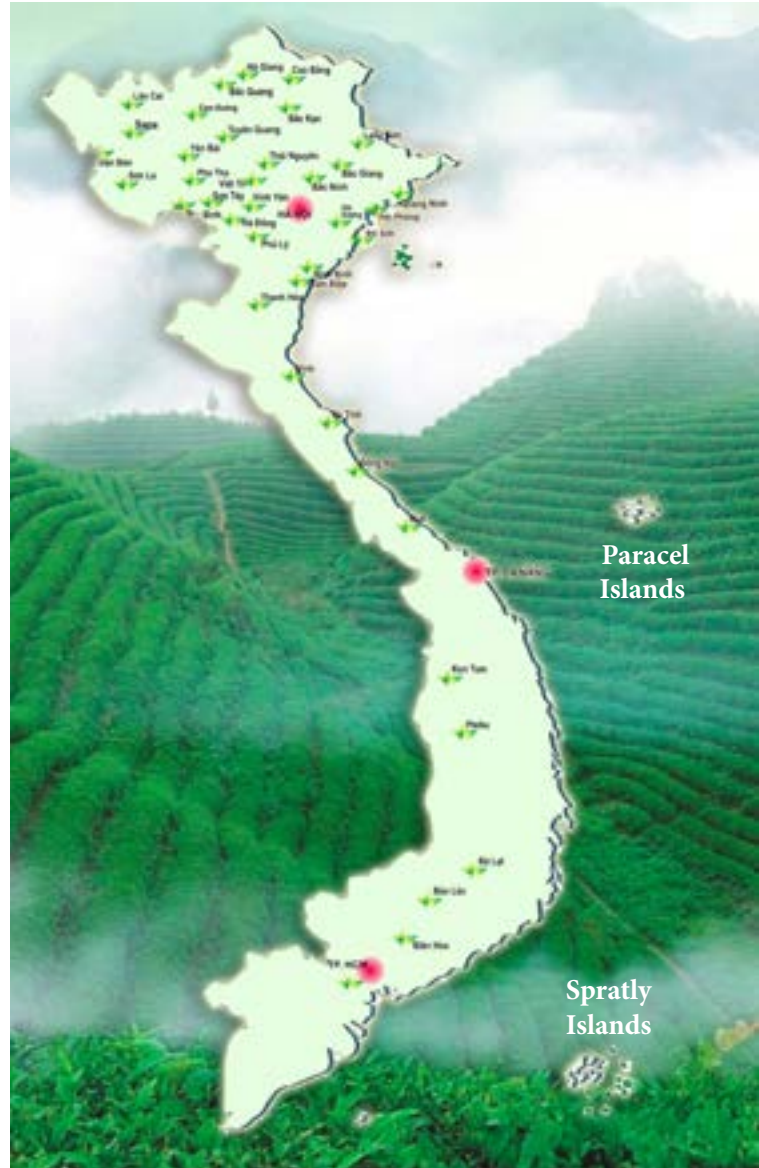
Annual average rainfall is from 1,500mm – 2,000mm with the number of rainy days from 130 to 154 days/year.

Humidity is from 75% to 85%.

❖ **Hoang Lien Son Tea Area:** Size: 41,405 ha
Climate:

Viet Bac and Hoang Lien Son area have a very complicated terrain with extremely high humidity and rainfall all year round. Especially, there is drizzle at the end of winter and the beginning of spring over about 40 – 50 days/year. These characteristics are very suitable for the growth of tea plants.

This is the area has the highest average rainfall in the country (1,800 – 2,200mm). The annual average temperature is 22°C – 23.5°C. The temperature decreases with increasing altitude, the highest being 38°C and the lowest 5°C. The difference between day



and night time temperatures averages from 8 – 10°C.

❖ **Dong Bac tea area:** Dong Bac tea area embraces Quang Ninh, Lang Son and Bac Giang provinces with the area of 2,378 ha.

Climate



As the area is the first to receive the North-East monsoon its winter is often 2 – 3°C colder than other areas. The average temperature is 18°C – 22°C, the highest being 39°C and the lowest 0°C. The difference between day and night time temperatures reaches the record high of 13 – 14°C.

❖ **North Midland Tea Area:** The north midland tea area is 35,651 ha.

Climate

The north midland area is characterized by tropical monsoon climate with a cold winter which begins with very dry weather and ends with much humidity. The drizzly and moist weather is typical at the end of the winter. In summer, it is hot and wet.

The area has a transitional climate between mountainous areas and the low land. The temperature variation between days and nights is higher than the low land. There is fog and sometimes little hoar at the outset of winter. The rain is heavier than in the low land, leading to frequent floods.

❖ **North Central Coast Tea Area:** This is the oldest area producing fresh tea of Vietnam. Total area is 10,544 ha

Climate

The winter is warmer than other areas though temperatures can drop to under 5°C when north east monsoon comes. Especially, there are heavy rains at the end of summer, from September to November, focusing mainly in September and October and

accounting for 50% of the whole year's rainfall.

❖ **Central Coast Tea Area:** This tea area is located on Truong Son versant along the Central Coast. This area is small and scattered and the production is mainly for domestic consumption.

Climate

There are two sub-kinds of regional climate, which are generally unsuitable for the growth of tea plants. At present, local people are processing green tea manually for domestic consumption. Fresh tea is sometimes used as a daily drink.

❖ **Tay Nguyen Tea Area:** This area is located in the South of Truong Son range. It has the area of 26,879 ha.

Climate

- There are two distinguished seasons: rainy season and dry season.

- The rainy season lasts from October to April the year after, accounting for 90% of the whole year's rainfall (from 1,800mm to 2,800mm), dropping to only 10% from November to March.

- The temperature decreases with increasing altitude.

- The difference in temperature between days and nights is very high, averaging 10°C – 11°C and 15°C – 16°C in the dry season.







TEA
PRODUCTS





TEA COMMODITIES

From one ingredient – 2-3 leaves and 1 tea bud, with change of temperature, fermentation and different processing technique, we could produce a wide range of unique products such as black tea, green tea, yellow tea, red tea (oolong tea), scented tea, flowered tea etc.

1. Black tea

Main ingredient to produce black tea is 1 bud and 2-3 tea leaves. During processing procedure, the total oxidative fermentation of tea leaves changes most of the Catechin inside the tea into new substances. The raw pungent taste of fresh tea leaf is also eliminated, instead the aroma of tannin, catechin, catechins, amino acids, dissolved glucitol, chlorophyll ascorbic acid ... takes over

Black tea products:

OP: Orange pekoe

P: Pekoe

FBOP: Flower broken orange pekoe

OF: Orange Fannings

PF: Pekoe Fannings

F: Fannings

D: Dust

BOP: Broken orange pekoe

BP: Broken pekoe

BPS: Broken pekoe souchong

OPA: OPA special, OPA1, OPA2, OPA3.

PD: Pekoe Dust

FD: Fine Dust

PS: Pekoe souchong

2. Green tea

Similar to Black tea, Green tea is also made from 1 bud 2-3 leaves kind of tea. Right from the very first stage, under the effect of high temperature which suspended the activity of yeast, the raw pungent taste of tea leaves is eliminated and a new aroma is created

Green Tea Product:

OP: Orange pekoe

P: Pekoe

BP: Broken pekoe

BPS: Broken pekoe souchong

F: Fannings

Tea Gunpowder

Tea Pouchong

Green Tea with thin leaves

3. Yellow tea

Like Black tea and Green tea, Yellow tea is also



made from 1 bud and 2-3 leaves kind of tea, in some case, they even use 4-leaves kind (Snow Shan tea) to produce Yellow tea.

The technique to process Yellow tea first requires the preliminary development of oxidation yeast, which converts tannin – catechin during the withering stage. After that, yeast is deactivated under the effect of high temperature this make Yellow tea liquor appear to have a darker yellow shade comparing to green tea or a metallic gold shade.

Yellow tea is an intermediate product between green tea and black tea under the preliminary effect of oxidation yeast during the withering stage, tannin – catechin was elevated in terms of quality and quantity, creating a special aroma and taste for this tea. In terms of sensory and chemical indicators as well as tannin – catechin transformation, yellow tea is more similar to green tea but with a light taste and darker yellow liquor.



4. Oolong Tea

Oolong tea is a unique product made from fresh tea leaves (China and Taiwan kind) such as: Oolong Thanh Tam, Thuy Ngoc, Kim Tuyen, Tu Quy Xuan is favored by consumers thanks to its amazing aroma and the light bitter taste.

Oolong tea is categorized in 3 main type: Fragrant, Camber and Champagne.

Oolong tea is a kind of semi-fermented tea, requiring sophisticated processing techniques with modern equipment. From 1 tea kind, 3 different types of Oolong products could be produced based on the rule of fermentation adjustment during withering stage.

Color of Oolong liquor depends on the oxidation of tannin- catechin by yeast at different level.

Being a semi-fermented kind of tea, Oolong owns a unique aroma just like the smell of jasmine or ripe fruits. This aroma appears 2-3 hours after withering stage (depending on different tea kind). During heating and shaping process, the fragrance created is more durable and absorbed well into tea.

5. Scented tea and Flowered tea

Scented tea and Flower tea are the kind of tea that absorbs the aroma of spice or fresh flower. Scenting and flowering process is very sophisticating

a. Scented Tea:



To produce scented tea, people use finely grounded spice such as: All kinds of flowers, daisies, seeds, smells, salmon, cauliflower, cinnamon, burdock, liquorice. After grounding, these spices need to be blended with a certain ration for a perfect combination of aroma.

Vietnam is famous for Scented Tea Than tam, Thanh Huong, Ba Dinh, Ngoc Son, Hong Dao, Lien Hoa, Dai Dong.

b. Flowered tea

To produce flower tea, fresh flowers such as Lotus, Jasmine, Daisy and Rose, orchid are used. Different from Scented Tea, which is only made by green tea, Flower tea is made with green tea, black tea, yellow tea etc. Vietnamese usually name flowered tea after the flower they used to produce it such as Lotus tea, Jasmine Tea, Daisy tea etc.

6. Tea Bag

Every kind of tea above could be used to make tea bag, catering better the modern taste. There is a wide variety of Tea Bag: Black tea bag, lotus tea bag, jasmine tea bag, oolong Tea bag. When producing tea bag, herbal could also be used such as: Black tea with herb, having both cooling

and healing effects.

On the appearance, tea leave of tea bag should be evenly small. Liquor and taste is specific, presenting the product.



7. Puerh Tea

Technique of producing Puerh Tea is different from Green tea or Black tea. Tea with light yellow is used to produce Puerh Tea

The first stage is similar to Yellow tea, which includes light withering, yeast killing, rotating, and drying. Second stage is called mounding which is the most important stage of the whole process. Tea is moistened and heaped. Under the effect of temperature and humidity itself, tannin-catechin is self-oxidized for a long time until liquor turned yellow brown (4-5 weeks). When water content is only 12%, mounding process would be stopped. During this stage, Puerh Tea would create some beneficial microorganism such as *Aspergillum Niger*, which is dominant.

There are 2 types of Puerh Tea: normal Puerh Tea and Pressed Puerh Tea with different size and could be preserved for a long time. Liquor of Puerh tea is brown or red brown. Rustic aroma and light bitter taste, reddish



brown tea leaves

8. Bottled Tea

This is the product for new generation. Technology is imported from America, German and Japan. Tea used to produce this kind of product is green tea, black tea and spices such as fruits.

VIETNAM SPECIALTY TEA

There is a wide range variety of tea. From freshly picked young tea leaves, with different technique, each land could create their own unique tea products having the featured aroma, taste, liquor colors, shape, and size representing the special characteristic of each region.

Ha Giang Snow Shan Tea

Harvested from the most well-know tea region of Tay Con Linh Peak, located in 1000 – 2247m above sea level, mainly limestone mountain and rugged rocks. With such harsh habitat environment, Snow Shan Tea Tree in Tay Con Linh has to grab tightly into the rocky soil, befriend with harsh cloudy weather and snowfall. The age of Snow Shan Tea Trees in here ranges from 100 to 300 years.



Among other ancient tea regions, Tay Con Linh - Ha Giang is considered as one of the region which produce the best Snow Shan Tea. Besides, there is other special tea products made from Ha Giang Snow Shan tea leaves such as Yellow tea, Puerh tea, Red tea, White tea, Pai Hao which has won a lot of international competition for tea and got Organic certificate.

Suoi Giang Snow Shan Tea

In Nghia Lo, Yen Bai, there are many tea forests of hundred of years old. Especially, in Suoi Giang, Van Chan district. There is a concentration of thousands of old tea plants. They have exploited by local people to produce a very famous snow green tea called Suoi Giang Snow Shan Tea.

Moc Chau Snow Shan Tea

Moc Chau in Son La province is the only high-land area of the North which is over 800 meters. The local climate and land conditions are very favorable for the development of Snow Shan tea plants and, in this area, Snow Shan is domesticated and cultivated intensively, realising very high quality. The tea plants are manured with organic fertilizers and are cared



for and harvested with suitable techniques. Moc Chau Snow Shan Tea has a certified origin and has become one of tea specialties well-known to many domestic and foreign consumers.

Tan Cuong Green tea

Tan Cuong is a commune adjacent to Thai Nguyen city. For a long time, it has been famous nationwide for a delicious product named after the commune. Particularly, local people have very good processing skills. All the techniques and stages are implemented strictly in spite of being manual. It can be said that teamakers in Tan Cuong have become craftsmen and thus the green tea products are always of a consistently high quality.

Oolong Tea

There are 4 oolong tea regions in Vietnam which are: Moc Chau, Sapa, Bao Loc, Lai Chau. Each region has its own characteristic and develop specialty products. In Vietnam, there are 4 types of Oolong: Thuy Ngoc, Tu Quy, Kim Tuyen, Dong Phuong My Nhan.

Lotus Flower tea (usually called Lotus tea)

Lotus Flower tea is a special product which is popular with many consumers. Among others, West Lake Lotus tea is the most well known for being expensive due to the level of sophistication during production process as well as materials. To make 1 kg of Lotus Tea, approximately 1,700 lotuses are required for 5-7 scenting periods for the famous

pure and elegant fragrance of West Lake Lotus Tea in Hanoi.

Jasmine tea

The scenting with jasmine flowers has increased the value of tea a great deal. It is a precious product because people only use a natural floral scent which is not only cool and soft but also totally naturally non-toxic, safe for health. It takes careful and painstaking techniques to produce jasmine tea.

Flavored tea

The scent of the tea is intensified by the natural aroma of vegetative origin. Aromatic spices include Chrysanthemum, Coriandrum sativum seeds, fennel seeds, star anise, cinamon, liquorice, etc.. These spices are dried in the sun or baked, then ground into powder. Depending on the quality and type of tea, people mix in these spices to their own recipe.

Vietnamese premium tea products are achieving the broader awareness and appreciation in the world. Recently, “Dinh Vuong Pham” (Ding Ding tea) manufactured by Tan Cuong Hoang Binh Tea JSC has won Overall Award in the International Tea Competition in North America held in the US from August 2017. Earlier in 2016, Jasmin Green “COZY” branded by Phu Ho Farm won the Gold medal and Green Tea, Blooming Bud (Ding Ding) branded by Ha Thai Tea Company won the Silver award in the competition.



VALUE CHAIN, MARKET

A. TEA VALUE CHAIN

The tea value chain includes activities that create value for tea products from fresh tea leaves. At present, in Vietnam, there are many actors involved in the value chain, however, the main factors include:

Actors involved in Input

- *Tea growers*: The main and traditional actor providing raw material input for processors. In some tea areas, especially in the Thai Nguyen specialty tea area, most of the households self-process by traditional manual methods and sell directly to the businesses.

- *Tea factory workers*: Processing companies are reducing the reliance on external inputs through ownership, investment and construction of their own raw material areas. Factory workers are responsible to

manage a certain area of tea and provide sustainable quality and quantity of inputs.

Actors involved in Production of raw materials

- *Small collectors*: The intermediary between farmers and the factory, responsible for buying tea from farmers and selling to other factories and processors.

- *Small-scale processing units*: Households invest in single, rudimentary machinery and equipment for production and processing. Products quality is not guaranteed with low price.

- *Processing enterprises*: Huge investment in modern machinery and equipment. Raw materials are purchased mainly from farmers, traders and partly from small processing units.



Actors involved in Distribution

- *Retail shop, supermarkets:* Main domestic consumption channels. Most of the products of small processors are sold at retail stores. Retail shops which can be found at anywhere in the country has been a great effective distribution channel.

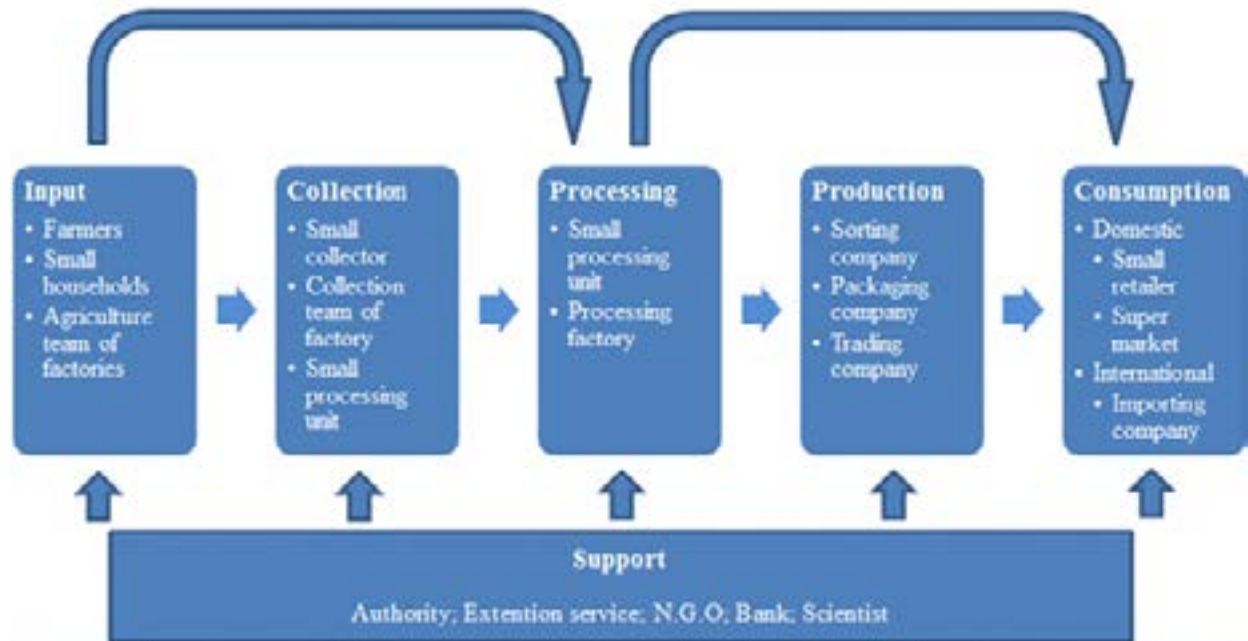
- *Domestic trading enterprises:* The bridge between the processing enterprises and foreign importers.

Domestic trading enterprises purchase tea from processing enterprises and sell them to foreign companies.

- *Foreign importers:* At present, most of Vietnamese tea products are exported in raw form, without any brand. Foreign companies import Vietnamese tea, mix and package under their own brand, creating great added value.

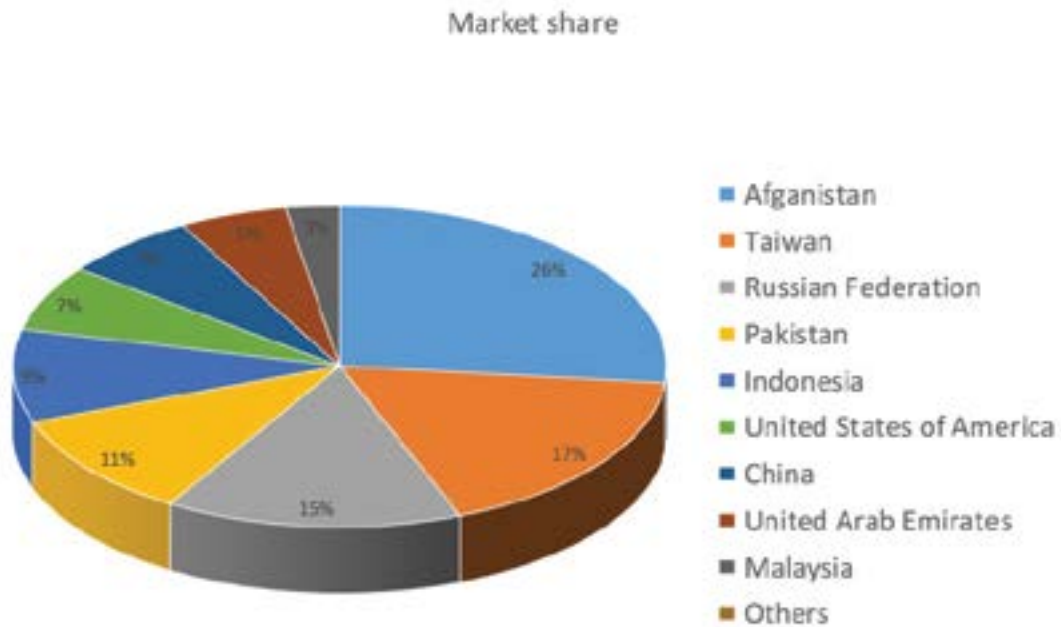
1. Tea value chain

The tea value chain includes activities that create value for tea products from fresh tea leaves:

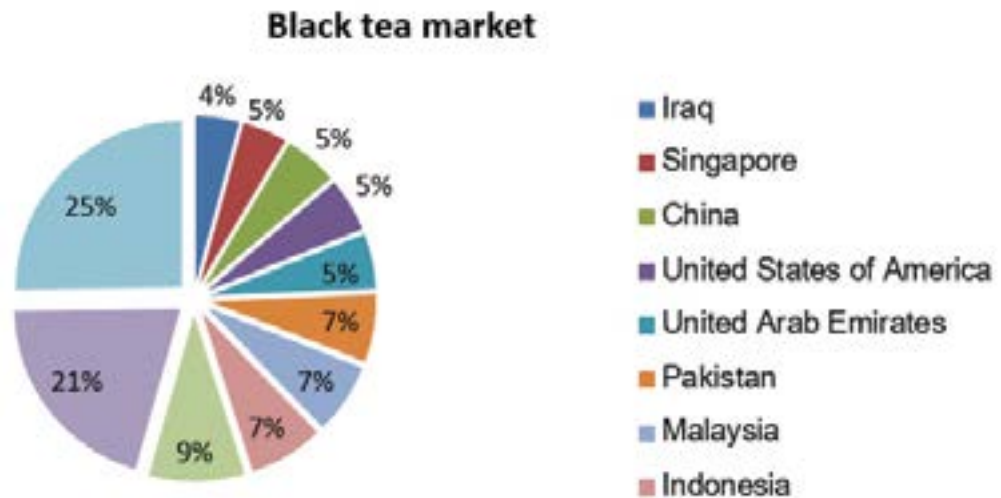


2. Main export market

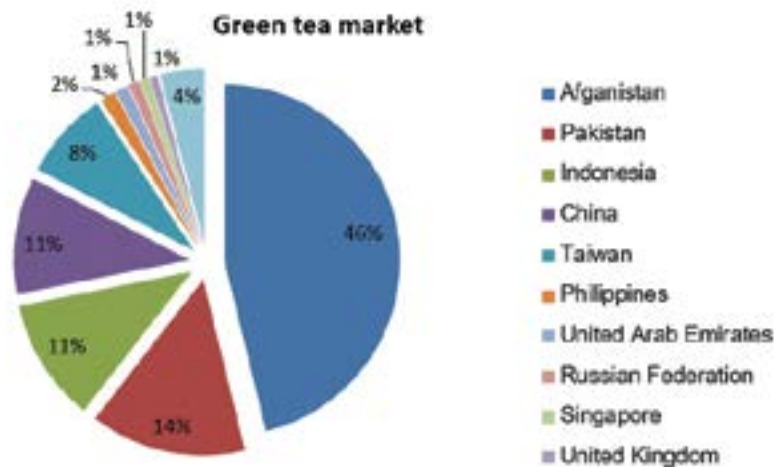
(2016 - Source: General Department of Vietnam Customs)



a. Main black tea market:



b. Main green tea market:



3. Application of biotechnology in tea growing

Vietnam is one of the major tea exporters in the world. Although it is still behind advanced countries in research and application of biotechnology in cultivation and production, the Vietnamese tea industry has also achieved encouraging achievements in this field.

Vietnam's tea industry is facing the problem of climate change, population growth and land shrinking, transformed by urbanization leading to a decline in output and quality. Therefore, the Vietnamese tea industry has been applying biotechnology solutions to timely handle these problems.

Varieties hybridization and clonal to increase the ability to withstand drought and disease, improve yield and quality.

Growing shading tree to cover seedling and soil, increase moisture retention, replenish organic for soil and protect seedling during basic construction period.

Plant watershed forests, windbreakers belt, shading trees to retain water and wind, to create a natural ecological environment, to reduce the impacts of climate change.

Improve the nutritional approach to soil harmonically by reducing chemical fertilizers and increasing organic and biorganic fertilizers.

4. Organic tea trend:

Organic food is a trend, which is taking up the

attention of wise consumers.

Organic tea is the tea that has been cultivated by organic process. This process does not use chemicals such as chemical fertilizers, chemical pesticides or herbicides. Farmers use natural wastes such as compost to create soil abundance and use natural methods to control pests and weeds such as plant extracts or hand-to-catch or pruning the branches with pests..

Consequently, Vietnamese consumers tend to change their shopping habits, starting to pay attention to product healthy and quality and than before. In addition, Vietnam's per capita income rising steadily over the years has been leverage for consumers to spend more on high quality and safety food. Taking the advantage of the increasing demand to use clean, origin products of community, organic tea production promises an open future for investors to expand their scale and scope of production.

Currently, organic tea is mostly develop in Cao Bo, Finho (Ha giang province), Ban Lien (Lao Cai province), Bao Loc (Lam Dong province), and Lai Chau.

5. New tea trends:

Consumers are becoming more modern. They are no longer satisfied with traditional tea products or tea bags. In the world, lots of drinks and food made from tea have arised. Vietnam, one of the cradles of tea, is





also quite influenced and being diversified products according to market demand. Some interesting tea trends can be summed up as follows:

a. Cold brew tea: Unlike ordinary tea brewing, cold tea uses water at normal temperatures to extract flavor, and reduce bitterness. Instead of using cold ice which make the water diluted, cold tea is bottled and stored in the refrigerator for long periods of time.

b. Matcha: The use of matcha has been around for a long time, and is becoming more and more popular. Nowadays, matcha is not only use as cosmetic and food matcha but also in milk tea, in bar cocktails...

c. Buble tea: Derived from Taiwan and develop fast. It's a mix between tea, milk, jelly and fruits. The diversity taste makes bubble tea more attractive for young generations.

CALLS FOR INVESTMENT

Investment in agriculture in general and tea industry in particular have different characteristics from investment in other production sectors. It is the direct and indirect impact of natural conditions on the investment factors themselves.

Investment in the tea industry often have a longer return on investment than other industries, since tea is a long-term industrial crop with a long growing cycle, resulting in a prolonged economic cycle. Normally, the investment in tea has to go through stages of development of 3 years before harvesting and 30 to 50 years for the business. Therefore, the investment capital must be allocated over a long time and take into account the seasonal period of tea. In addition, the efficiency of harvesting tea in the early years of

business is very low, the efficiency is only increased gradually in the late time. Therefore, the time to recover the capital construction investment is quite long.

Investment in cultivation, seedling, careness, growing ... takes place in an extensive area, in the midland and mountainous hills. These increases the complexity of managing and administrating the work to exploit effective investments.

Tea development investment requires basic infrastructure such as research institutes, testing centers, irrigation systems, transport networks, compatible electrical systems... These conditions are inadequately attended in tea areas. Meanwhile, industrial zones with more developed infrastructure are far from raw material areas, causing costly



transportation and lower the quality of tea products, as the fresh tea buds must be processed immediately, the longer time it takes, the greater reduce of the quality of tea materials. Therefore, development investment in tea industry requires careful study and research, ensuring consistency, systematic and uninterrupted production chain.

Development investment in tea field, most of which are allocated to small households for management. The growing process requires huge capital investment, but normally small household do not have enough capital, so the investor often have to invest this type of capital, provide technical and material supplies to growers in advance; and the possibility to recover this type of capital is very low.

In the field of tea development investment, attention should be paid to investment in quality improvement and market development investment, including domestic and foreign markets. Most of Vietnamese tea production (70-80%) is for export - a very competitive market. To develop the market, marketing must be focused in order to understand the market direction, meet the tastes of domestic and international consumers.

Tea development investment, as well as any other investment, requires attention to the human resource, “human is the decisive factor of all”. It always plays an important role, the center of all relationships, the core of all investment. Hence, the strategy for

human resources is extremely important to create a knowledgeable labor force with experience in production, business and management.

Development strategy

Currently, there is no particular development strategy for Vietnam tea. However, most of tea gardens and factories are located in remoted and mountainous areas. These areas have special development strategies, which bring lots of benefit for poor and ethnic minorities to invest in tea, such as:

Cash payback for farmers when buying varieties, fertilizers.

Low interest rate

Free training through Extension Service

Free infrastructure development (road, electricity, irrigation system).

INVESTMENT CAPITAL

1. Funds from the State Budget

This capital is important in the strategy of turning tea into a edge industrial plant. This capital is often used for tea infrastructure projects, support for poverty reduction projects

2. Capital from private sector

Private capital is mobilized mainly from households that make hand-made tea, tea cooperatives and private tea producers. In general, this source of capital does not met the demand for investment of the tea





industry, especially in difficult areas such as remote and isolated areas, tea trees are abandoned due to lack of investment.

3. Foreign capital

The capital of foreign enterprises, individuals investing in Vietnam tea industry and implementing in the following major forms:

- Business cooperation contract
- Joint Venture Enterprise
- Enterprises with 100% foreign capital

4. Indirect investment capital

The capital of governments, international organizations, non-governmental organizations which are implemented in the forms of non-refundable aid, refundable, preferential loans with long term, low interest rates for Vietnam. An important form of this capital is ODA.

TEA TRADING IN VIETNAM:

In addition to the business rules and regulations required by the Laws of Vietnam, tea businesses in Vietnam should pay attention to the following issues:

1. Understand the product

Origin: Find and understand that product is the first basic premise to start business. At present, Vietnam's tea products are quite diversified in terms

of type, quality and output. Choosing a branded tea product, known to many customers, will save cost and time for advertisement.

2. Supply

Supply source is very important. At present, the demand for use of safety, quality products are increasing. Vietnamese tea manufacturers are focusing on improvement of quality and application of international quality standards such as Rainforest Alliance, Organic, Fairtrade. The number manufacturer acquiring international standard is increasing, the purchase of quality tea is also easier.

3. Competitors and markets

Although Vietnam is large tea producer, most of Vietnam's tea (70-80%) is exported. The domestic market has many potentials but is left open. Most of the products consumed domestically are still in the traditional style. Vietnamese tea is one of the few products which has less competitive with foreign products

4. Purchasing products

Because the Vietnamese tea market is quite free, the producers and traders directly contact and bargain the price. This makes the price of tea products unstable and unclear, depending on the negotiation of buyers and sellers.

SUSTAINABLE DEVELOPMENT PROJECTS

SUSTAINABLE PROJECTS ON TEA

Nowadays, the orientation for tea industry development in Vietnam is Sustainability where both human, environment could all benefits in harmony and in the long run. However, government and other stakeholders all realize that to achieve this goal, Vietnam Tea Industry has to go through a long and difficult journey on account of our current situation relating to competitive international markets, strict MRLs in exporting countries especially in EU, difficulties in changing the mind-set of tea farmers and weak commitment from tea companies. Therefore, a lot of effort has been made to improve such situation. Private

Public Partnership Task Force was established since 2015 to ensure and enforce the effective cooperation among government, donors, NGOs and private sectors (tea companies, tea farmers), related organizations such as Vietnam Tea Association - VITAS have been implementing projects within tea plantation areas to addressing the most critical issues related to Agro-chemical usages or support tea companies to get international certificate. Some of on-going and promising projects are listed below.

1. Quality and Sustainability of Tea industry in Vietnam





With the purpose of overcoming the current biggest obstacle of Vietnam tea sector – MRL (Maximum Residue Level) exceeding as well as supporting Vietnam Tea producers in terms of latest updates about MRL regulation and other technical barriers in major exporting markets, Vietnam Tea Association, sponsored by IDH organization, associating with Croplife and CBI, have been implementing a project called “Quality and Sustainability of tea industry in Vietnam” (Tea IDH project for short)

IDH project started from September 2015 with the commitment of 13 tea producers from 6 different provinces all over this country with the scale of 3,900 farmers, 3,900 target ha of tea plantation and 30,000 tons of fresh tea leaves equivalent to 6,000 tons of dried products.

Overall project objectives are to make the Vietnam tea production to be compatible to the international standards, through improving the whole value chain that will deliver a high quality tea at a cost effective price, which results in improved benefits for

all actors in the chain.

Main activity to support these 13 producers including:

- Apply Agri-team model to help tea producers gain better control of chemicals sprayed in their tea plantation.

- Establishment of 13 Agri-teams for 13 factories which have collaboration with farmers

- Training course about proper usage of Agro-chemicals for 13 Agri-teams who are going to be in charge of all spraying activity

- Updates and experts’ advices for tea producers about MRL regulation from international markets, alternatives to banned chemicals and other related agricultural technique

- Provide support for tea producers in terms of PPE, sample testing in global labs and alternative pesticides for trial spraying

- Promoting tea producers to gain access to international market, and participating in international events and national festivals etc.

With non-stop effort, IDH project management board and all participants of this project hopes to achieve these below outcomes:

- **Outcome 1:** Solve successfully the MRL issue of 13 companies with the scale of 3,900 farmers, 3,900 ha and 30,000 tons of volume equivalent to 6,000 tons of dried products.

- **Outcome 2:** Agri-team’s skill about proper usage





of Agro-chemicals as well as farmers' knowledge of other practices such as: production, farm management, harvesting and post-harvest (incl. storage and pre-processing) is improved and as a consequence, yields and quality would be improved.

- **Outcome 3:** Global perception of Vietnam tea quality is improved and Vietnam tea producers' competitiveness in major market is increased

This project is also on in extension phase – to develop an application for tea farmers to look up information of pesticides in chemicals stores.

The latest updates up to the first half of 2017:

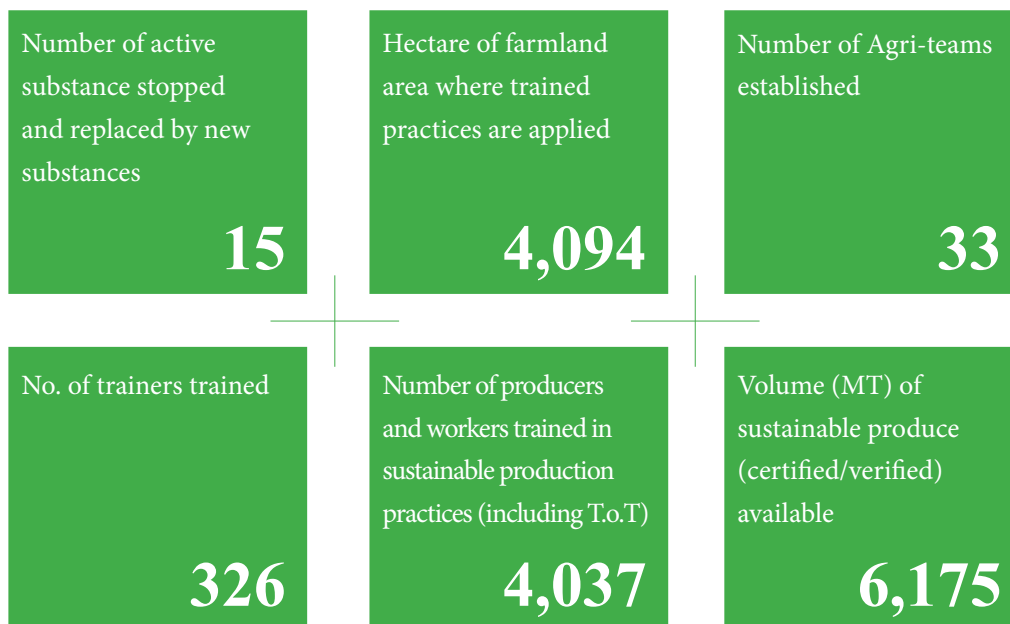
Some feedbacks from tea farmers joining this project:

Le Thuy Chung (Tienphong village, Son Kim 2,

Huong Son District, Ha Tinh):

“Ever since my tea garden applied the Agri-team model, all pesticides or agro-chemical used on it have been under control of the spraying-team which I find very convenient for me. My only job is to report if there is any sign of pests or disease in my garden then the spraying team with their equipment and proper agro-chemical would take care the rest. Lucky for us, salary for the Agri-team is paid by tea company, chemicals are purchase in bulk to distribute for every tea garden within the model, and this has saved us a lot of plant protection cost. Our family also revenue from tea garden has increased by 12% comparing to 2016 thanks to the increase in tea bud quality”





Ha Thi Ngoc Lan (Group 13, Bai Tan Village, Thanh Son District, PhuTho):

“Our tea harvesting volume in the first half of 2017 is 163 kg which is 10% increased comparing to last year. Our family know that this happened because our plant protection model is much better than 2016 with the establishment of Agri-team. We have also been trained a lot on how to distinguish some common pests and disease on tea to report to the Agri-team and how it is important not to use banned chemical sneakily. We really love this sustainable model because as being old tea farmers, it will be very toxic for us to do the spraying work by ourselves. This work really

needs professionally trained workers like Agri-team. Environment could also benefit from that”

2. Integrating Smallholders into Quality and Sustainable Tea Supply Chains in Vietnam - Phase 2

The project “Integrating Smallholders into Quality and Sustainable Tea Supply Chains in Vietnam - Phase 2” will be a joint effort of MARD, Unilever, IDH, VITAS and tea producers of Vietnam.

Starting from the 2017 and has the duration of 18 months, this project including 9 participating tea companies from Son La, Phu Tho, Lai Chau, Ha Tinh, Lam Dong and is still open for new registration.



Number of
participating
companies

11

Volume of
sustainably
produced
production (tons)

24,750

Ha of farmland
area where training
practice are applied
(including RA
certified)

5,700

Main Goal: To promote the sustainable development of Vietnam tea industry as a whole by building Vietnamese tea's high-quality position and improving global perception of Vietnamese tea quality using Public Private Partnership (PPP) approach.

Objectives: Solving key issues of the tea sector in Vietnam by

- Enhancing legislations on agrochemicals control and developing a National Sustainability Curriculum (NSC)
- Building capacity for tea farmers on Rainforest Alliance/SAN and proper usage of agro-chemicals
- Providing the incentives for A-listed factories via improving the factories assessment systems in Vietnam
- Increasing yields and improving quality via improved practices in production, farm management, harvesting and post-harvest (incl. storage and pre-processing) as well as proper agrochemical usage by establishing Agri-team models

Companies joining in this project could choose to either receive the training package on Rainforest Alliance/SAN standards and other support to register for RA certificate or the training package on Agri-team establishment and proper Agro-chemical usage. It is completely up to their demand.

So far, the NSC draft has been finalized, 2 participating companies have finished their official auditing by RA experts with positive results and the rest are still in the process of T.o.T training.

Expected outcome of the project:

- Having 11 companies participating, in which 8 companies getting RA certified, making the total number of RA certified companies in Vietnam to 18, and 7 companies establishing Agri-team model.
- The National Sustainability Curriculum of NSC could be finished the official version with the help from tea experts and related departments from the government and applied in training courses for agriculture practices in tea on a national scale.





TEA
COMPANIES



PROVINCE	NO	COMPANY	ADDRESS
Bac Giang	1	Than Truong Cooperative	Che village, Phon Xuong commune, Yen The district.
Binh Duong	2	Casa Co., Ltd	No.16 Doc Lap avenue, Song Than industrial zone I, Di An district
	3	Representative of Harris Freeman Asia Ltd in Binh Duong	No. 31, Road No.2, Vietnam - Singapore industrial zone 2, Hoa Phu ward, Thu Dau Mot town
Dien Bien	4	Phan Nhat Tea Co., Ltd	Group No.16, Thanh Binh ward, Dien Bien Phu city
Gia Lai	5	Che Bien Ho Co., Ltd	Village 6, Nghia Hung town, Chu Pah district
Ha Giang	6	Ha Giang Bash Tea Joint Stock Company	No. 29, An Cu road, Ha Giang city
	7	Hung Cuong Trade Co., Ltd	Km 17 - Dao Duc commune, Vi Xuyen district
	8	Phin Ho Tea Processing Cooperative	Lang Giang Village, Thong Nguyen Commune, Hoang Su Phi District, Ha Giang Province
Ha Noi	9	The Vietnam National Tea Joint Stock Corporation	92 Vo Thi Sau street, Hai Ba Trung district
	10	Thang Long Tea Manufacturing and Trading Co., Ltd	104 D - Block 2, Phu Lo commune, Soc Son district
	11	Future Generation Co., Ltd	R6 - L2B - 06 Royal City, 72A Nguyen Trai street, Thanh Xuan district
	12	Hoang Long Tra Co., Ltd	Phu Lo commune, Soc Son district
	13	Hiep Thanh Co., Ltd	No. 8, A32, Nghia Tan, (347 Hoang Quoc Viet street), Cau Giay district
	14	SongLam Pack Trade and Packing Production Co., Ltd	Quang Minh Industrial Park, Chi Dong town, Me Linh district
	15	Vietnam General of Agricultural Materials Corporation Limited	164 Tran Quang Khai street, Hoan Kiem district



16	Ton Vinh Technology and Trade Development Company Limited (Tovi Tech - Trade Co., Ltd)	No. 6, Lane 575/10, Ba Dinh district
17	Nam Anh Exporting and Importing Joint Stock Company	Room 214, F4 building, Yen Hoa New Urban Area, Trung Hoa, Cau Giay district
18	Dai Loc Co., Ltd	No. 205, Nguyen Khoai street, Thanh Luong ward, Hai Ba Trung district
19	Asia Tea Co., Ltd	Room 1806, 24T1, Hoang Dao Thuy, Cau Giay district Room 1603, 17T1, Trung Hoa Nhan Chinh, Cau Giay district
20	Hiep Khanh Tea Joint Stock Company	2B /33/64 Vu Trong Phung, Thanh Xuan district
21	Dai Gia Trading and Service Co., Ltd	105 Truong Chinh street, Phuong Liet ward, Thanh Xuan district
22	An An Joinstock Company	P901, 3C, Resco, Co Nhue, Xuan Dinh, Tay Ho district
23	Kien and Kien Co., Ltd	B7, Trung Ha - Nhan Chinh new urban area, Thanh Xuan district
24	D&A Vietnam Joinstock Company	No. 18, Ly Thuong Kiet St., Hoan Kiem district
25	Ntea Vietnam Joinstock Company	2nd Floor, Trung Yen Building, Trung Yen urban area, Trung Hoa ward, Cau Giay district
26	Duyen Anh Trading Co., Ltd	73 Nguyen Khoai Street, Hai Ba Trung district
27	Binh Hung Investment Joinstock Company	10th Floor - 53 Quang Trung - Nguyen Du, Hai Ba Trung district
28	ANH SON INVESTMENT TRADING COMPANY LIMITED	No.6, Lane 185 Dang Tien Dong, Trung Liet ward, Dong Da district
29	Vigro Joinstock Company	Floor 6, Tower 1, Song Da Building, Pham Hung street, Cau Giay district
30	Representative Office of Vanres B.V in Hanoi	1st Floor, 15th Floor building, 381 Doi Can street, Ba Dinh district
31	Finlay Vietnam Co., Ltd	8th floor, Vietnamese building, No. 1, Thai Ha street Trung Liet ward, Dong Da district



	32	Swiss Vietnam International company Ltd	Room 12A02, Floor 12A, Oriental Tower Building, 324 Tay Son street, Dong Da district
Ha Tinh	33	Ha Tinh Tea Joinstock Company	160 Ha Huy Tap Street, Ha Tinh city
Hai Duong	34	Hoang Ha Tea Exporting and Importing Co., Ltd	Thuy Lam Village, Thanh Son Commune, Thanh Ha district
Lai Chau	35	Than Uyen Tea Joinstock Compay	Tan Uyen town, Tan Uyen district
	36	Lai Chau Tea Joinstock Company	Tan Phong Ward, Lai Chau town
Lang Son	37	Thai Binh Tea Joinstock Company	Thai Binh town, Dinh Lap district
Lam Dong	38	Lam Dong Tea Jointstock Company	01 Quang Trung Street, Ward 2, District 1, Bao Loc city
	39	Acient Tea Cau Dat Da Lat Jointstock Company	Hanh station, Da Lat city
	40	Di Linh Tea - Coffee Jointstock Company	205 Hung Vuong, Di Linh town
	41	Minh Rong Tea Jointstock Company	Area 1B Loc Thang, Bao Lam district
	42	Vina Suzuki Co., Ltd	No. 1 Hung Vuong, District 11, Di Linh town
	43	Ngoc Bao Tea Co., Ltd	No. 1 Hung Vuong, District 11, Di Linh, Ha Giang, Loc Son, Bao Loc city
	44	Tea Master- Coffee- Lan Huong Bakery	14 Tran Phu Street, Loc Son Ward, Bao Loc city
	45	Tran Nam Viet Tea Co., Ltd	Hamlet 1, Loc Thanh Commune, Bao Lam district
	46	Phuong Nam Private Compnay	895 Nguyen Van Cu - Loc Phat Ward, Bao Loc city
	47	Hong Duc Tea & Coffee Exporting and Importing Co., LTd	Village 9, Dai Lao Commune, Bao Loc city



Nghe An	48	Nghe An tea development investment company limited	376 Nguyen Trai street, Vinh city
Phu Tho	49	Phu Thu tea JSC	Nguyen Tat Thanh street, Chuong Vuong commune, Viet Tri city
	50	Phu Ben tea company limited	Thanh Ba district
	51	Phu Da tea JSC	Thanh Son district
	52	Northern mountainous Agriculture and Forestry Science Institute - Centre for tea research and development	Phu Tho town
	53	Dai Dong tea processing and exporting Ltd. Co.	Quarter 6, Thanh Ba Town
	54	Bao Long tea export Ltd. Co.	SN 73, Cau Dat street, Thanh Son ward, Thanh Son town
	55	Hung Ha tea Ltd., Co.	Thanh Ba town, Thanh Ba district
	56	Nam Long Ltd., Co.	Group 13, Doan Ket Street, Bach Hac Ward, Viet Tri City
	57	Bac Thanh trading Ltd., Co.	Minh Phuong Ward, Viet Tri city
	58	Tea Paris Viet Nam Ltd., Co.	Minh Thanh village, Minh Dai commune, Tan Son district
	59	Branch of Truong Hai manufacture and trading Ltd., Co.	Area 8, Xuan Loc Commune, Thanh Thuy District, Phu Tho Province
	60	Duc Ty Ltd., Co.	Tay Coc, Doan Hung, Phu Tho
	61	SSOE Phu Tho Tea Ltd., Co.	Xom Dep village, Van Luong commune, Tan Son district Office in Hanoi: Suite 12A02, Floor 12A, Oriental Tower Building, 324 Tay Son street, Dong Da district, Hanoi
Son La	62	Co Do Moc Chau Tea JSC.	Moc Chau District
	63	Chieng Ve JSC.	Chieng Son, Moc Chau District



Thai Nguyen	64	Tan Huang tea Cooperative	Cay Thi Commune, Phuc Xuan Commune, Ho Chi Minh City
	65	Thai Nguyen import-export JSC	No. 25, Hoang Van Thu, Thai Nguyen City
	66	Tan Cuong Group Hoang Binh	Quyet Thang, Thai Nguyen City
	67	Ha Thai Tea Joint Stock Company - Thai Nguyen	Ha Thuong, Dai Tu, Thai Nguyen City
Ho Chi Minh	68	CJ Cau Tre Food JSC	125/208 Luong The Vinh, Tan Thoi Hoa, Tan Phu district
	69	Cat Nghi tea manufacture and trading Ltd., Co.	82/2/26 Dinh Bo Linh St., Ward 26, Binh Thanh dist
	70	Unilever International Viet Nam Ltd., Co.	156 Nguyen Luong Bang, District 7
	71	South Viet Nam tea JSC	69/41 D2 Street, Ward 25, Binh Thanh district
	72	PETEC trading investment and technology company	194 Nam Ky Khoi Nghia Street, Ward 6, District 3
	73	Nam San JSC	Room No.6, E.Town Commercial Center, 364 Cong Hoa Street, Ward 13, Tan Binh district
	74	Tra Viet Trading - Service - Production JSC	278C Nam Ky Khoi Nghia, Ward 8, District 3
	75	7P JSC	491 D3 No Trang Long, Ward 13. Binh Thach district
	76	Buhler Viet Nam Ltd., Co.	235-241 Mekong Building, Cong Hoa street, Ward 3, Tan Binh district
	77	My Lam Tea JSC	Yen Son district
Vinh Phuc	78	Future Generation Vinh Phuc Ltd., Co.	Hung Thinh, Hop Thinh, Tam Duong district
	79	Son Tra Trading Ltd., Co.	Tho Town, Vinh Tuong district
	80	Ho Zong Ltd., Co.	Trai Hamlet, Mo Dao Village, Dao Duc commune, Binh Xuyen district
Yen Bai	81	Tran Phu tea JSC	Van Chan district
	82	Nghia Lo tea JSC	Nong Truong Market, Nghia Lo town, Van Chan district
	83	Van Hung tea JSC	Thinh Hung Commune, Yen Binh district
	84	Huu Hao tea processing Ltd., Co.	Hop Minh commune, Tran Yen district



FOR TEA
BUSINESS



VINATEA INTRODUCTION

Vietnam inherits a long tradition of tea, while absorbs tea cultural quintessence from many countries around the world. Recognizing the rising demand for taste from the Vietnamese, VINATEA focused on developing high-quality tea, serving tea lovers nationwide while introducing Vietnamese tea products to the world.

VINATEA introduces to tea lovers nationwide the snow tea, a special product which was only shared between experienced master and tea lovers. VINATEA snow tea promises to bring new traits into Vietnamese tea tasting culture.

Since 1958, with more than 60 years of experience in tea production and processing, VINATEA is proud to possess high quality tea raw material with top modern equipments meeting international standards.

With slogan: "SAFE TEA FOR BETTER HEALTH", VINATEA wants to convey to Vietnamese tea lovers that the products not only contribute to maintain precious cultural traditions of the nation but also to bring a better health and a lift of the mood of tea drinkers.

VINATEA PRODUCTS:

Snow tea: Snow tea is processed very carefully. Through numerous processes of best tea buds selection, hand pick, appropriate degree of heat, shape frying by modern technology and traditional pan frying.

High-quality oolong tea: VINATEA owns the





largest Oolong tea plantation in Moc Chau, at an elevation of 1050m above sea level with the cool weather all year round. Moc Chau is the best natural place for tea field. The most beautiful, the most quality tea buds in Moc Chau are the raw material to make VINATEA Oolong Tea.

Compressed white tea cakes: Compressed white tea cakes are Vinatea 's Puerh tea. Vinatea compressed white tea cakes uses the raw material from century old Snow Shan trees naturally grewed in Tây Côn Lĩnh mountain chain. With its height of 2419m, Tây Côn Lĩnh is one of the top highest mountain in Việt Nam, the area with its full of obstacles and unaccess by motorized vehicles. For mountainous people, the mountain is considered as sacred mountain.

Tea for Good Sleep: Vinatea succeeded in eliminating cafein – the substance causing insomnia in tea. We combine tea with natural herbal such as lime, lotus leaf, peanut, humus, chrysanthemum, licorice, sweet grass to bring a good satisfying sleep and a fresh spirit when you wake up the next day.

Daisy tea: The elegant harmony among Daisy and Red Tea brings out a light aroma and a light sweet taste, making tea drinkers fall in love with it after just their first sip.

Ginger tea: The perfect combination of tea and ginger along with other herbals helps tea drinkers stay out of stress and tiredness while enjoying the taste of natural ginger.



VietBiz - VietnamTea

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