



SNV Vietnam  
Impact at Scale









# About SNV

**SNV Netherlands Development Organisation is a not-for-profit international development organisation. Founded in the Netherlands in 1965, we have built a long-term country presence in over 30 countries in Asia, Africa and Latin America.**

Our global team of local and international advisors works with local partners to equip communities, businesses and organizations with the tools, knowledge and connections they need to increase their incomes and gain access to basic services – empowering them to break the cycle of poverty and guide their own development.

SNV has been working in Vietnam since 1995, and currently has over 80 national and international staff. SNV Vietnam's team works hand-in-hand with communities, government agencies and businesses in more than 50 provinces, including the remotest and poorest areas of the country, to strengthen their capacity to effectively reduce poverty.





# Our Sectors



## Agriculture

- Sustainable markets
  - Food nutrition and security
  - Gender and youth in agriculture
  - Climate-smart agriculture
- 



## Energy

- Energy poverty and rural electrification
  - Women-powered businesses and youth empowerment
  - Climate-smart energy and low carbon growth
  - Resilient value chains and technological innovation
- 



## Water, Sanitation and Hygiene

- Rural sanitation and hygiene for all
  - Urban sanitation and hygiene for all
  - Functionality of rural water supply services
  - Sustainable water supply services in small towns and peri-urban areas
  - WASH in schools
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# Cross-Cutting Themes

## Inclusive Business

SNV's Inclusive Business approach seeks to increase the income, production, employment opportunities and well-being of low-income groups, while at the same time, generating benefits for participating companies. By involving low-income groups in the value chain of a medium or large company as producers, distributors or consumers, SNV helps companies improve their supply chains, strengthen their human resources and access new markets. Low-income participants benefit by gaining reliable buyers and fair prices for their products, from new jobs and access to affordable, quality goods and services. SNV has developed more than 200 Inclusive Business initiatives globally. In Vietnam, SNV has been supporting around 50 inclusive business ventures by connecting them with funding opportunities and providing technical assistance.

## Climate Change Mitigation & Adaptation

At SNV, mitigation and adaptation to climate change increasingly garners focus for our interventions in agriculture and energy. SNV's energy products such as biogas and improved cook stoves offer solutions for clean cooking and lighting, while decreasing carbon emissions. We stimulate the production and harvesting of wood for fuel, without degrading forests. SNV supports energy producers, companies and public agencies to tap into climate and carbon finance opportunities, and stimulates private sector investment in sustainable energy solutions. Moreover, SNV's Climate Smart Landscapes approach finds common solutions across our core sectors of agriculture, forestry, energy and water, supporting food and nutrition security, ecosystem conservation and poverty reduction. We collaborate with farmers and the public

and private sector to develop and implement programmes and strategies for low emission, climate resilient landscape development.

## Gender Mainstreaming

Gender mainstreaming is essential to achieve sustainable results in SNV's work. We work to ensure women's economic and social rights are taken into account and enforced in all spheres of activity (policymaking, programming, planning, implementation and monitoring/evaluation), at all levels (local, national, regional) and that appropriate financial and human resources are allocated for this purpose. SNV has recently consolidated and refined our gender approaches into three strategies:

### Markets by Women

Improving women's accesses to agro-inputs, technologies, finance, services, and sales markets; promoting "women-to-women" value chain interactions; supporting women's productivity and business development skills; and enhancing women's leadership, mentorship and support; and strengthening associations of business women.

### Balancing Benefits in Agriculture

Transforming gender norms and relations through household awareness raising and dialogue; promoting women's institutional leadership; and identifying and analysing strengths, weaknesses, good practices, gaps and challenges in the institutional environment and making recommendations to promote gender equitable policies, strategies and legislation.

### Health and Wealth from Clean Energy

Promoting women's access to clean energy; women-friendly distribution channels; end-user demand creation; women as drivers of energy value chains; increasing women's share of energy business; increasing women's access to capital; transforming norms and power imbalances in the energy sector.

# Corporate Impact

We are a solid partner to almost

**70**  
donors



In 2015, we spent

**€138**  
million  
in support of  
fighting poverty

The majority of  
**our staff in the field is local**

We have  
a global team of

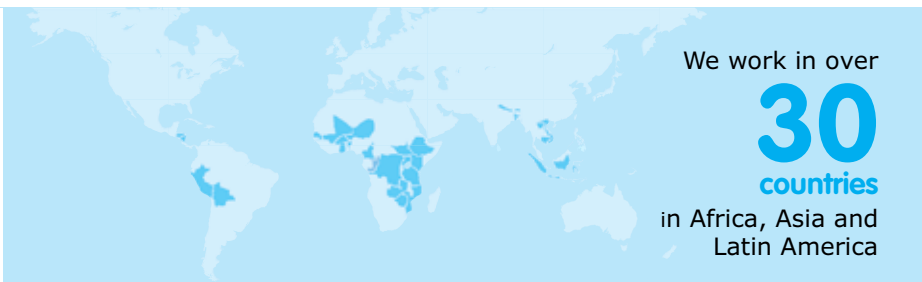
**1300**  
experts



We work in over

**30**  
countries

in Africa, Asia and  
Latin America



**8.2** Million  
People Worldwide

benefitted from  
our work in 2015



## SNV Vietnam Impact 2015

Impact Indicator	Number of People	Women (%)	Men (%)
Income Increase	207,844	48	52
Job Creation	9,314	41	59
Increased Resilience to Climate Change	9,000	67	33
Access to Clean Energy	55,000	57	43
Energy Efficiency	2,941,277	55	45
Access to Sanitation	9,320	60	40

# SNV Vietnam's Active and Recent Projects

## ***Women's Economic Empowerment through Agricultural Value Chain Enhancement (WEAVE)***

**Donor:**

Department for Foreign Affairs and Trade (DFAT)

**Period:** 04/2016-08/2019

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## ***Promoting Ecosystem-based Adaptation (EBA) through Mangrove Restoration and Sustainable Use in Vietnam***

**Donor:**

German Ministry for Environment, Nature Conservation, Building and Nuclear Safety (BMUB)

**Period:** 04/2016-02/2020

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## ***AgResults Vietnam Emissions Reductions Pilot (AVERP)***

**Donor:**

AgResults

**Period:** 07/2016-05/2021

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## ***Vietnam Ethnic Minority Economic Empowerment Project***

**Donor:**

New Zealand Ministry of Foreign Affairs and Trade

**Period:** 06/2015-05/2020

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## ***Ensuring operationalisation of safeguard requirements to obtain RBF from sustainable national REDD+ policies***

**Donor:**

German Ministry for Environment, Nature Conservation, Building and Nuclear Safety (BMUB)

**Period:** 12/2015-11/2018

## ***Three Spice Value Chains in Northern Vietnam***

**Donor:**

Swiss Agency for Development and Cooperation (SDC)

**Period:** 08/2013-05/2016

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## ***National Coordinator for Sustainable Coffee***

**Donor:**

IDH, the Sustainable Trade Initiative

**Period:** 09/2012-12/2016

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## ***Delivering Environmental and Social Multiple Benefits from REDD+ in South East Asia***

**Donor:**

German Ministry for Environment, Nature Conservation, Building and Nuclear Safety (BMUB)

**Period:** 01/2010-05/2016

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## ***FORCES - Forest Certification for Ecosystem Services***

**Donor:**

Ministry for Foreign Affairs of Finland

**Period:** 07/2011-12/2016

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## ***Promoting Ecosystem-based Adaptation through Mangrove Restoration and Sustainable Use (Mangroves and Markets)***

**Donor:**

German Ministry for Environment, Nature Conservation, Building and Nuclear Safety (BMUB)

**Period:** 09/2012-02/2017



### ***Vietnam Forests and Deltas Programme***

**Donor:**

United States Agency for International Development (USAID)

**Period:** 10/2012-07/2017

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### ***Inclusive Business Accelerator***

**Donor:**

Netherlands Ministry of Foreign Affairs (DGIS)

**Period:** 01/2014-12/2016

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### ***Advancing Understanding of Forest Carbon Stock Enhancement at Landscape level as part of REDD+ (ENRICH)***

**Donor:**

German Ministry for Environment, Nature Conservation, Building and Nuclear Safety (BMUB)

**Period:** 11/2011-02/2015

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### ***Harnessing REDD+ for Forest Landscape Restoration – ENRICH II***

**Donor:**

German Ministry for Environment, Nature Conservation, Building and Nuclear Safety (BMUB)

**Period:** 04/2015-04/2018

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### ***Enhancing Opportunities for Women's Enterprises (EOWE) programme***

**Donor:**

Netherlands Ministry of Foreign Affairs (DGIS)

**Period:** 01/2016-12/2020

### ***Support to Public-Private-Producers Partnerships (4Ps) in value chain development***

**Donor:**

International Fund for Agriculture Development (IFAD)

**Period:** 11/2014-10/2017

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### ***Sowing the Seeds of Change: Community-based Climate Change Mitigation through Sustainable Rice Production***

**Donor:**

Department for Foreign Affairs and Trade (DFAT)

**Period:** 05/2012-12/2015

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### ***Vietnam Business Challenge Fund (VBCF)***

**Donor:**

Department for International Development (DFID)

**Period:** 09/2012-12/2015

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### ***Lowering Emissions in Asia's Forests (LEAF) Vietnam***

**Donor:**

United States Agency for International Development (USAID)

**Period:** 02/2011-12/2015

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### ***Inclusive Business Models to Promote Sustainable Cassava Production***

**Donor:**

International Fund for Agriculture Development (IFAD)

**Period:** 01/2013-06/2015

## ***Asia Biogas Programme – Vietnam***

**Donor:**

DGIS/Blue Moon Fund/Ashden Awards

**Period:** 10/2003-02/2014

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## ***Towards a Market Driven Biogas Sector***

**Donor:**

Energising Development

**Period:** 06/2013-07/2017

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## ***Market Acceleration of Advanced Clean Cookstoves in the Greater Mekong Sub-region***

**Donor:**

Blue Moon Fund

**Period:** 07/2015-12/2016

**Donor:**

Energising Development

**Period:** 03/2015-03/2019

## ***Bio-waste minimization and valorisation for low carbon production in rice sector***

**Donor:**

United Nations Industrial Development Organisation (UNIDO)

**Period:** 06/2016-07/2017

## ***Increasing the Utilisation of Bio-slurry from Domestic biogas digesters***

**Donor:**

Food and Agriculture Organisation (FAO)

**Period:** 03/2015-06/2016

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## ***Harnessing Climate Change Mitigation Initiatives to Benefit Women***

**Donor:**

Asian Development Bank (ADB)

**Period:** 06/2014-12/2016



## ***Supply chains development and Capacity building on Sanitation***

**Donor:**

The World Bank

**Period:** 06/2016-12/2017

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## ***Rural Sanitation Demand Creation and Supply Chain Development***

**Donor:**

The World Bank

**Period:** 10/2013-03/2016





# Flagship Projects

## Vietnam Business Challenge Fund (2012-2015)

**Funded by the UK's Department for International Development (DFID), the SNV-managed Vietnam Business Challenge Fund (VBCF) supported private sector inclusive business models in Vietnam that create jobs, improve incomes and provide access to affordable goods and services for low-income people, while increasing competitiveness, market share, profits and sustainability for business.**

The VBCF invested GBP 4.9 million across 21 small to medium-sized companies. The fund focused on three areas that are key to pro-poor growth and the sustainable development of Vietnam: agriculture, low-carbon growth, infrastructure and basic services. The VBCF not only supported these companies financially, but also with specialised technical assistance during application to the fund and when implementing their inclusive business model. SNV also helped them to find further funding and business partner opportunities, by promoting the product and the business model among the business and investor community.

The impact of the VBCF has far exceeded expectations. Nearly 11,000 people, including 8,000 low income people, have new jobs; 262,469 people, including 166,518 low income people, have seen increases in their incomes; over 5 million people, including 4 million low income people, have gained access to basic goods and services.



## Mangroves and Markets in Mekong Delta, Vietnam (2013-2020)

**The coastal areas of Vietnam's Mekong Delta were once lined with extensive mangrove forests. Over the past decades, more than half of the country's natural mangrove forests have been cleared, notably to accommodate shrimp ponds. The degradation and loss of mangrove forests has serious consequences. Mangroves provide protection against coastal erosion and tropical storms, they are vital fish nursery-grounds, and they provide timber, honey, and other products to local communities. Mangroves also have high carbon content compared to other forest types. Healthy mangroves thus make important contributions to both climate change adaptation and mitigation.**

The "Mangroves and Markets" (MAM) project is an initiative for mangrove protection and restoration through organic shrimp certification in the coastal areas of Ca Mau, Tra Vinh and Ben Tre provinces, Vietnam. The project is supported by International

Climate Initiative of the Federal Ministry for the Environment, Nature Conservation, Building and Nuclear Safety (BMUB), based on a decision of the German Bundestag.

Under the project, smallholder shrimp farmers receive training and technical assistance to enhance the sustainability of their production practices and meet organic certification standards. In addition, MAM works with processing companies and government authorities to develop stable market mechanisms and create an enabling policy environment.

As a result of the first phase of the project implemented in Ca Mau, 80 hectares of mangrove forest have been replanted and 12,600 hectares have been protected from conversion.

800 shrimp households obtained Naturland organic certification and received price premiums from the world's leading seafood exporter Minh Phu. Payments for Forest Ecosystem Services (PFES) have been made to more than 200 households. 2,000 households have been trained on mangrove ecosystem, international organic shrimp certification standards, and organic shrimp farming practices. In the next phase, the project aims to help 5,000 households improve their productivity and incomes through practicing sustainable integrated mangrove-shrimp farming.



## **Sowing Seeds of Change – Community Based Climate Change Mitigation through Sustainable Rice Production (2012-2015)**

**With funding from the Department for Foreign Affairs and Trade (DFAT) of Australia (through Community-based Climate Change Action Grants Programme), SNV carried out the project “Sowing the Seeds of Change: Community-based Climate Change Mitigation through Sustainable Rice Production.”**

The project aimed to support and build the capacity of smallholder rice producers and provincial agencies to reduce greenhouse gas (GHG) emissions and improve smallholder benefits from rice production in central Vietnam (Binh Dinh and Quang Binh provinces). This was done by introducing low emission production practices, utilising renewable energy generated from rice residues and promoting the value chain of “green rice”. The rice production system was improved by applying the System of Rice Intensification (SRI), an innovative, efficient and environmentally sustainable production system that increases productivity of rice cultivation while reducing requirements for water, seed, synthetic fertilisers, pesticides, herbicides and labour, especially tasks performed by women, as well as reducing greenhouse gas emissions.

The project helped reduce 16,000 tonnes CO<sub>2</sub>e (equivalent to 4 tons/ha/crop) and a total of 25% of CH<sub>4</sub> and N<sub>2</sub>O emissions through the application of SRI techniques. It also helped more than 9,000 farming households increase income by 15% as a result of reduced input cost and higher selling price of SRI rice.

## National Biogas Programme (2003 – present)

**Since 2003, SNV has been supporting Vietnam's Ministry of the Agriculture and Rural Development (MARD) with the establishment and implementation of the Biogas Programme for the Animal Husbandry Sector of Vietnam. This programme was initially funded by the Dutch Government and over the year by other donors, including Energising Development (ENDEV) and Blue Moon Fund.**

SNV's approach focuses on sector development, by stimulating the demand as well as the supply side of the market. The programme does not construct the biodigesters by itself, but acts as a facilitator. SNV's services focus on the development the private sector; providing standard, advanced and refresher trainings; quality management; financial incentive through a subsidy mechanism; promotion, marketing and sales materials for technicians and enterprises; R&D and extension.

By June 2016, this programme has facilitated the construction of 157,583 small-scale bio-digesters in 55 of Viet Nam's 63 provinces, thereby benefiting nearly 800,000 individuals. It also created more than 2 million labour days, trained over 1,000 technicians and nearly 1,700 biogas mason team leaders. Environmentally, the programme contributes to the reduction of approximately 5.9 tons of CO<sub>2</sub>/plant a year.

### International recognition

- Won Energy Globe Award 2006
- Won Ashden Award 2010
- Won 'Humanitarian Award' of World Energy Forum 2012
- Nominee, Zayed Future Energy Prize 2016











## Lowering Emission in Asia's Forests (2011-2015)

**The USAID-funded Lowering Emissions in Asia's Forests (LEAF) Programme aimed to strengthen the capacity of Vietnam, among six countries, to achieve meaningful and sustained reductions in GHG emissions from the forestry-land use sector while assisting them in benefitting from the emerging international Reducing Emissions from Deforestation and Forest Degradation (REDD+) framework.**

SNV implemented activities in Lao PDR and Vietnam and provided technical assistance to the other pilot countries. The most significant achievements included the Vietnamese Government approval of the Lam Dong Provincial REDD+ Action Plan (PRAP) – one of the few jurisdictional REDD+ plans approved in Asia; Significant investment in participatory land use planning, community forestry agreements and climate-smart agriculture has ensured an integrated and sustainable approach to emission reduction actions.

By the end of 2015, the LEAF programme contributed to the reduction of 8 million tons of GHG emissions from the forestry-land use sector; improved natural resource management of one million hectares of land; improved livelihoods for 1,000 households through climate change mitigation actions; increased capacity of 20 decision-makers to act as leaders for gender equality and women's empowerment in climate change; strengthened human and institutional capacity through 33,440 person-hours of training; strengthened REDD+ policy, planning and institutional frameworks.

## Sustainable Sanitation and Hygiene for All (2013-2016)

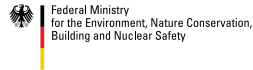
**As part of the World Bank-funded Water and Sanitation Programme (WSP), SNV implemented the "Rural Sanitation Demand Creation and Supply Chain Development for Hoa Binh province" assignment. The Water and Sanitation Programme (WSP) is a multi-donor partnership administered by the World Bank to support poor people in obtaining affordable, safe, and sustainable access to water and sanitation services. WSP provides technical assistance, facilitates knowledge exchange, and promotes evidence-based advancements in sector dialogue.**

Through this project, SNV supported the Department of Health (DOH) and Centre for Preventive Medicine (CPM) of Hoa Binh province to develop an evidence-based behaviour change communication strategy and a plan to generate demand for improved sanitation among rural, poor households of different ethnic origins. We also helped develop a supply chain strengthening strategy and implementation plan to meet those demands. SNV also develops necessary tools and materials for the implementation of the above strategy and train relevant stakeholders in its application. Based on the success of the Hoa Binh assignment, SNV was asked to transfer this approach to the Mekong Delta region.

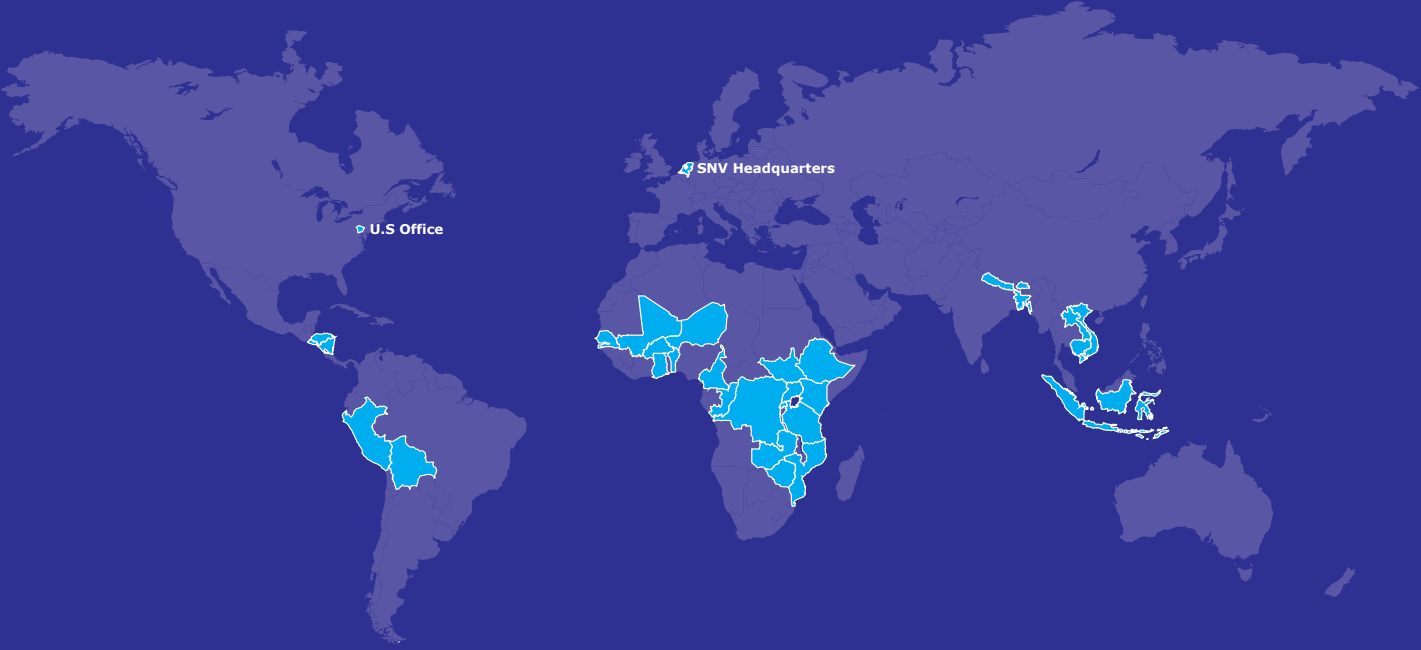


# Donors

Almost 20 different donors have been investing in our work in Vietnam.



# SNV World Map

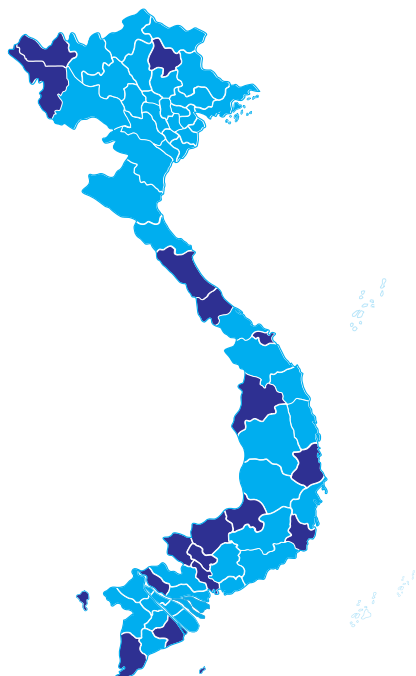


**“Thank you colleagues and friends  
at SNV, for being here in Vietnam,  
for working hard over the past  
two decades to contribute to the  
development of our country.”**

**H.E. Don Tuan Phong,**

Member of the National Assembly of Vietnam,  
Vice President cum Secretary General of the  
Vietnam Union of Friendship Organizations,  
Vice Chairman of the Committee for Foreign  
Non-Governmental Organization Affairs.

## Our Presence in Vietnam



 Project Sites

**“Since I became a biogas mason I  
can work independently from my  
husband and earn more money.  
We are thinking about building a  
new house.”**

**Ms. Uyen,**

Owner of a Biogas Mason Enterprise from  
Thuan Duc commune.  
SNV's Vietnam Biogas Programme.

**SNV** SMART  
DEVELOPMENT  
**WORKS**

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