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Sustainable Aquaculture for a Secure Future

Title: Value Chain of Cultured Snakehead fish in the Mekong Delta of Vietnam

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Abstract: Snakehead fish is the fish species which is mostly preferred by consumers in the Mekong Delta of Vietnam. However, it is difficult to develop this industry due to a number of reasons. This study was carried out with the aims to describe the value chain of cultured snakeheads and to analyze the distribution of cost-benefit among the chain actors in the delta. Among 10 common market channels, two most important ones in term of total production were Channel 3 (Fish farmers – Wholesalers – Retailers – End consumers in the Mekong Delta), and Channel 9 (Fish farmers – Wholesalers – Wholesalers in Ho Chi Minh City). Profit was unbalanced distributed among the chain actors, mainly for the wholesalers (87.9-93.4% of total profit of the whole chain). In order to have an appropriate development of snakehead industry, to improve profit of the whole chain and to have a better competition power, the followings should be given more consideration: (i) more proper planning of cultured area and technological supports, and marketing of fish products; (ii) to encourage the application of pelleted feed in order to reduce the pressure on fresh water wild fish stocks; and (iii) to have incentive policies / regulations that help to encourage the processors to export, especially processed products for a long-term market expansion in terms of higher production, more export value, and stable price of snakehead products.

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