

**Good morning
Ladies and Gentlemen**



In Vietnam, when grown in Lang Son, the yield and quality of oil is higher. Lang Son can harvest thousands of tons per year and become the largest production and harvesting area in the country. Vietnamese herbs have been classified GRAS 2009, essential oils against flu, it is also a major component in the drug Taminflu a special medicine for influenza virus H5N1, H1N1, H7N9 has been medical organization (Shikimic acid) is the intermediate in the biosynthesis of many layers in plants. Studies show that the amount of shikimic acid is about 5-10% in the berry.

The acid reflux from the fruit has been used to ion exchange chromatography, then solved with acetic acid solution. However, this method of refining encountered many difficulties when deploying on a large scale. Currently only the southern provinces of China and some northern provinces of Vietnam are cultivated for the production of essential oils. Therefore, the raw material sources concentrate mainly in these areas.

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In addition, shikimic acid is still the principal raw material for the synthesis of oseltamivir phosphate as a raw material for the preparation of the drug Tamiflu used to fight the H5N1 avian influenza virus. In recent years, the avian influenza has spread more and more throughout. In the world, the demand for Tamiflu is very large. Demand for shikimic acid material for oseltamivir phosphate is increasing. Therefore, scientists always want to find out how to make shikimic acid



The method of purifying acid from plants, nowadays is still using the traditional method of using ion exchange chromatography. However, the limitations of this approach are difficult to implement in large scale, time consuming and not economical. In China, the technology of producing shikimic acid has been constantly developed. However, gifts in countries with different soil and climate conditions show that the amount of shikimic acid and impurities is not exactly the same. On the other hand, shikimic acid is very slightly soluble in ethanol at normal temperature. Therefore, finding the technology of extracting shikimic acid from the eucalyptus of Vietnam to achieve high efficiency and purity is very necessary. Our company is striving to achieve this.



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AFOREX Lang Son is one of leading star anis and oil exporting companies in Lang Son province and Vietnam. The company was established in 2010. The products are well exported to many countries like France, India, Germany, China, etc. Star Anise is one of two certified geographical Indication (GI) products in Lang Son (the other is Bao Lam Custard Apples).

With a lots of practical experience on import and export activities, and as deputy director in charge of import export activities, I am very proud to be invited and share the views and opinions with all GMS participants on this subject.

We also share experience on cross-border trading of star anise and other agro products like cinnamon, essential oil, providing logistic and customs clearance issues. Vietnamese enterprises exporting agricultural products through the Chinese market have the following advantages: The system of many warehouses, convenient delivery, quick customs clearance, fast payment, fast payment.

However, the export to China is still as difficult as the fruits: dragon fruit, mango, watermelon, at least one year is jammed in the mouth 2 or 3 times due to policy changes. In China, some businesses are affected economically.

Lang Son has a lot of clean agricultural products such as: dragon fruit, na, ginger, lime, lime ,, However, the quantity is not really so every export through the Chinese market encountered more difficult such as: missing documents of origin, quarantine certificate

Therefore, at this conference, we are very hopeful of the countries, especially the Chinese, who are interested in and help create the best conditions for our business in the import and export of agricultural products between the two countries jointly developed lasting.

Thank you for your listening !

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