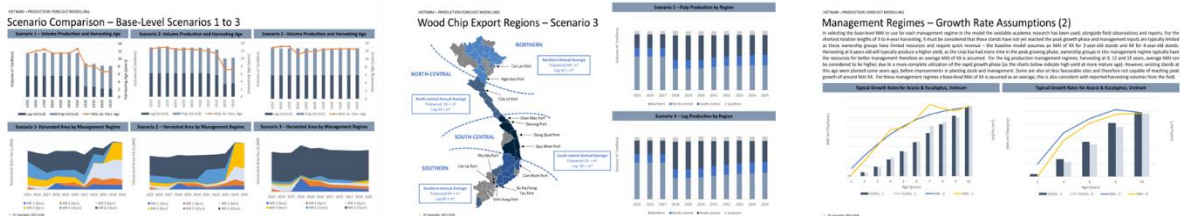


Case Study Summary: Vietnam Wood Fibre Supply Forecasting for Strategic Investment Planning

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Client Challenge: Vietnam’s rapidly growing wood products sector faced uncertainty around long-term fibre availability from acacia plantations. The client needed a 10-year supply forecast to assess future investment risk and resource sustainability.



Our Approach:

- Built a multi-scenario production forecast model
- Analysed forest inventory, growth rates, logistics, and market demand
- Conducted field visits and stakeholder interviews
- Modelled 9 future demand and management scenarios

Key Findings:

- Current harvest levels are unlikely to be sustainable over the next decade
- Age-class imbalance creates significant future supply volatility
- Remote plantation dependence may materially increase delivered fibre costs
- Improved silviculture and management practices could significantly increase long-term value

Business Impact: The analysis helped stakeholders understand long-term resource constraints, evaluate investment risk, and identify management strategies required to maintain future fibre supply.

The challenge: Using existing forest inventory data and detailed analysis of forest management practice, costs, productivity, growth rates, product assortment and market demand; create a production forecasting model to compare the impact of various future market demand scenarios.



Result: Scenario modelling revealed substantial long-term supply volatility driven by plantation age imbalance, changing market demand, and management practices. The impact of growth variations and product assortment (quality) in the sensitivity modelling, also indicated the potential for improved future growth and value with the necessary inputs.