



## TWO UPCOMING TRADE EVENTS: BUSINESS OPPORTUNITIES IN AGRICULTURE

**VIENTIANE, LAOS**  
**FEBRUARY 4**

**PHNOM PENH, CAMBODIA**  
**FEBRUARY 6-7**





## EXPLORE ASEAN'S FASTEST-GROWING ECONOMIES

The U.S. Embassies in Vientiane and Phnom Penh, in partnership with USAID, the U.S. Department of Agriculture, AmCham Cambodia, and the U.S. Commercial Service, are delighted to support two upcoming trade events to Laos and Cambodia: *Business Opportunities in Agriculture*.

These events will provide participants opportunities to:

- ▶ Connect with key government decision-makers
- ▶ Meet face-to-face with business leaders from each country
- ▶ Have up to 5 personalized, pre-arranged B2B meetings
- ▶ Gain a greater understanding of these markets' challenges and opportunities

Participants may opt to join one or both events.





## CAMBODIA

Cambodia has developed rapidly over the past two decades with GDP averaging 7% growth per year. Agriculture still plays a major role in the economy, generating one-third of GDP and employing 40 percent of the workforce. Cambodia is one of the world's largest rice exporters and also exports fruits and vegetables, pepper, cassava and almonds among others. A major government focus today is helping farmers move up the agricultural value chain as most agricultural exports are unprocessed.

## LAOS

Over the past five years, Laos has averaged 7.2% GDP growth, placing it as the world's sixth fastest growing economy. The agricultural sector is a government priority and the sector attractive. Land is underutilized. Low population density, combined with large markets for agricultural goods and livestock in neighboring markets, have brought many new investors looking for new opportunities, including raising livestock, building dairies, and investing in agribusiness.

## BEST PROSPECTS FOR U.S. COMPANIES

- ▶ High quality inputs (seeds, nutrients, fertilizer and pesticides)
- ▶ Agro-processing equipment
- ▶ Animal and aquaculture feed
- ▶ Veterinary medicine
- ▶ Irrigation systems
- ▶ Transport and logistics including cold storage
- ▶ Food safety solutions
- ▶ Packaging solutions
- ▶ Imported food products
- ▶ Education

# Event Programs for Both Events

## LAOS

### February 4 - Vientiane

0800 Registration and networking  
0900 Plenary and keynote speech  
1000 Interactive panels  
1200 Lunch with business leaders  
1300 B2B tailored meetings  
1500 Government meetings  
1800 U.S. Embassy-hosted  
networking reception

## CAMBODIA

### February 6 - Phnom Penh

0700 Breakfast with Commerce Ministry  
0815 Registration and networking  
0900 Plenary and keynotes  
1000 Interactive panels  
1200 Lunch  
1300 B2B tailored meetings  
1500 Ministry of Agriculture meeting  
1800 U.S. Embassy hosted networking  
reception

### February 7 - Phnom Penh (Optional)

0830 Registration and networking  
0900 Seminar on sustainable agriculture  
investing



# Pricing and Application Process

## ELIGIBILITY AND PARTICIPATION FEE

**Participation:** Participation is limited to those in the agriculture sector including:

- U.S. companies
- Non-U.S. companies distributing/representing U.S. products

**Cost:** \$395 for one event or \$600 for both.

**What's included:**

- Up to 5 pre-arranged B2B meetings
- Attendance at all sessions
- Meals during event
- Transportation during event
- Embassy hosted reception
- Participation in government meetings

## HOW TO APPLY

Due to both events' size constraints for government and one-on-one meetings, space will be limited. Those interested in participating should apply using the following link:

## APPLICATION LINK

Note: If you cannot click on the link above, please copy/paste this link into your browser.

<https://www.surveymonkey.com/r/AgDel2020>

All applicants that meet the requirements above will be notified by event organizers and provided with additional details, including for hotels and relevant visas.

## ADDITIONAL QUESTIONS?

Should you have additional questions, please contact event organizers at [AGDEL2020@state.gov](mailto:AGDEL2020@state.gov) or AmCham Cambodia at [ed@amchamcambodia.net](mailto:ed@amchamcambodia.net)