

## The Thematic Green Talk Report

### Event Information:

Name: **Market access of Laos's agricultural products**

Date Conducted: Aug 6, 2021

Organized by: ALiSEA Network Laos.

Total number of registered: 44 people included 21 women.

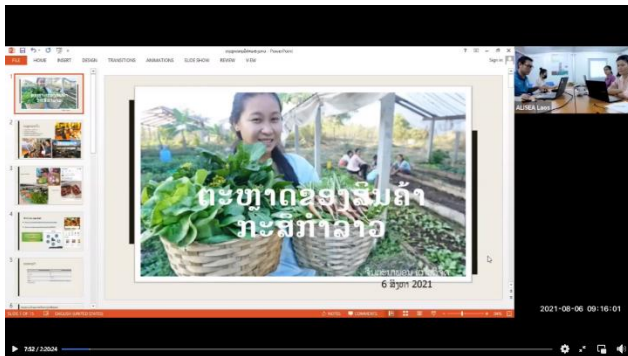
### Objective

To discuss and share among ALiSEA's members and people interested about agro-ecology to understand about the market access situation and how to access to the market of Laos's agricultural products in within Laos and Export.

The meeting gave an opening remark by Ms. Manivanh Aliyavong, Regional Small Grant Manager of ASSET Project, GRET.

The meeting presentations focused on:

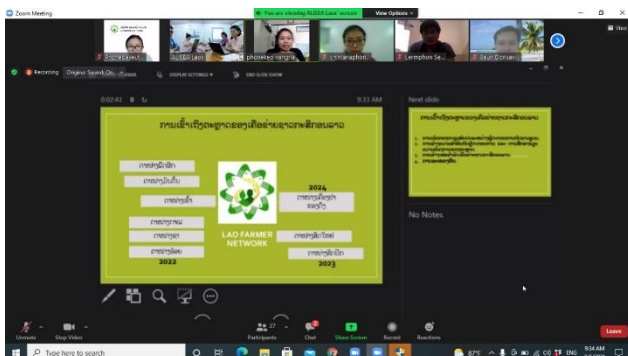
1. Presentation on Overview Agricultural Market of Laos.



Presented by Chintanaphone Keovichith, CLICK, ALiSEA National coordinator.

Download: <https://bit.ly/2W8qaHM>

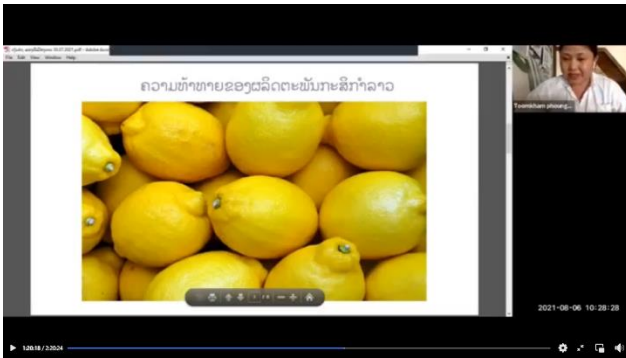
2. Lesson learnt of LFN to facilitate on market access for network's members.



Presented by: Ms. PhoneKeo Vangna. Marketing and product developer of the Lao Farmer Network

Download: <https://bit.ly/3mhJayp>

### 3. The current situation of market demanding from Agricultural producers.



Presented by: Ms. Toomkham Phoungmachan.

Business Development Consultant and Founder of Khoong Dee Meuang Lao.

Download: <https://bit.ly/3svS1xE>

### 4. Key discussion:

- **Breaking contract:** problem that private sector facing is farmers no commitment with buyer. This is an issue could not solve in many areas, for instance, Bee keeper in Xiengkhuang signed contract with one company to buy the honey with contract detail of the amount of honey and price to sell. But when the second company gives them a higher price. Then they break contract with 1<sup>st</sup> Company and sell to the 2<sup>nd</sup> company. They did not follow the contract. It creates a problem for the private sector.  
The Department of Technical Extension and Agro – Processing should develop a regulation to help solve the problem.
- **No Market opportunity information accessible:** Many market opportunities by the trade agreement between Laos and many countries such as China, Vietnam, Thailand, European countries, and USA. But there is no information transparency of the agricultural products export to abroad, for example, farmers/SMEs don't get any more detail what kind of rice and standard could produce to export!  
It should have transparent market opportunity data in the official website of the government to help small holder farmers and private sectors, SMEs could access to share the detail of quota, standard of products exported to China, Vietnam...
- **Limitation of agricultural products export:** The list of not allow products export included Honey, Mushroom, Ginseng, some NTFPs. Laos could produce honey, but lack of export system, no promotion and building trust for honey consumption in Laos, 50% of Honey consumption is coming from Thailand and China. The coffee shop in big city uses honey from abroad, one of the reasons is the quality of honey. To get certificate of natural honey for export is very difficult, the expert from the EU said it need to follow the production process for 2 years to decide and issue a certificate. Due to the lack of certificates, some foreigners and Lao business are reluctant to consume and turn to honey from other countries.
- **The good things for producers should have:** find information about buyers and market need, good understanding and knowledge of clean and organic agriculture production, production management plan, the quality control, follow the standard, and building trust.
- **The good things for a buyer/trader should do:** regular and good communication with producers/farmers to help them understand the standard and products need, fairness contract between buyer and producer.
- **How could Lao farmers/ producer/ SMEs will get benefit from Lao-China Railway?** The Railway will be launched in December 2021. There is an idea of farmers to have further

discussion and seeking a chance for small holder farmers to sell their products at the railway station showroom such as: rice, coffee, honey... and the representative from the Lao National Chamber of Commerce and Industry is interested to organize the forum on this issue.

- Currently, the government promote on the large-scale agricultural production such as cassava, maize... So, that need to re-evaluate and design the extension strategy to re-identify the strategy for suitable and sustainable way.
- The Ministry of Agriculture and Forestry collaborate with the Ministry of Industry and Commerce to have priority plan and timeframe, improve infrastructure, attractive policy, and identify the main products (priorities) of each province. The priority products list in each province should be disseminated the information to farmers, private sector and extension workers to know about the mange production plan.
- Create capacity building program for farmers on good agricultural production and packaging, online and offline marketing.
- **Propose to the Government stakeholder:** Organize the workshop or invite government staff to clarify, introduce or disseminate on rule, policy... and solve the problems that raise up in the workshop (ALiSEA member have to gather the all information and propose the topic)

## 5. Screen Shot of participants with tagline and video record

Full Video record watch here: <https://fb.watch/7iVQnQRNHyl>

