

AGRO VIETNAM EXPO

VIRTUAL B2B MATCHMAKING EVENT

19-22 April 2022



Connect with your BUYERS by Face-to-Face Virtual Meeting

Due to the Covid 19 pandemic, trade fairs and conferences are cancelled, companies can no longer meet face to face. In the light of recent circumstances, the B2B meetings will be 100% online. A virtual B2B meetings is a quick and easy way to meet potential cooperation partners in online talks. Therefore, we have added digital B2B matching as an online and sustainable solution.

The logo for VEAS, featuring the letters 'VEAS' in a white, stylized font on a green square background.

WHY VIETNAM?

Vietnam is an agricultural nation with Agricultural land in Viet Nam is 27.3 million ha, of which 42.2% is for agricultural production land. The average 2.84% growth rate of agriculture and average 14.5% contribution to GDP in the past 3 years (2018-2020) was done by the labor force of 25% of total labor in Viet Nam (www.chinhphu.vn 2021)

Viet Nam is divided into 7 agricultural ecological areas from the north to the south. Crop production is spreading along the country at different scale from region to region. There comes together with demand for fertilizers and plant protection chemicals.

Over the past 3 years, the number of mineral and organic fertilizers registered has increased tremendously at >500% for organic fertilizer and ~ 50% for mineral fertilizer (August 2021). The average use in Mekong river Delta is found higher than the average in the whole country.

A research showed that there is a parallel development of rice production in Viet Nam and the use of active ingredients and trade names of pesticides in the last 30 years. This is also shown by the increasing cost of agro-chemicals in rice production. Out of 48.9% of agro-chemical cost in the total rice production cost, of which around 40% is spent on pesticides and 56% is on fertilizers.

Agro-chemical import is very high (99-100%), national production capacity is limited. Pesticides chemicals are mostly imported (99% chemicals and 100% pesticides). The imported amount is enormous up to 70k to 100k tons. Most products are imported from China, around 70%.

AGROCHEMICAL VIETNAM EXPO

VIRTUAL B2B
MATCHMAKING EVENT

SOLUTION for
Agrochemical
industry

Who should join?

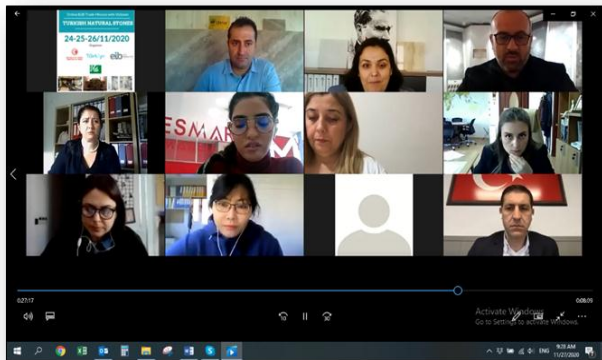
International suppliers from all sectors of the agrochemical industry, including:

Agrochemicals
-Pesticides, Herbicides, Fungicides, Plant growing regulator,
-Bio-pesticides, New fertilizer, etc.
Technical, Formulation,
Raw material,
Intermediates,
Adjuvant
...



HOW DOES IT WORK

We will schedule matching appointments using Zoom video-conferencing



OUR approaching steps To Successful Engagement

- Identification and profiling of interested buyers
- Marketing, event promotion
- Warming up of leads
- Match suppliers and buyers based on their interest
- Email Blastings, Direct phone call
- Organization of matching meetings
- Meet your potential partners virtually according to the pre-arranged schedule

Who Do you Get Matched Up With?

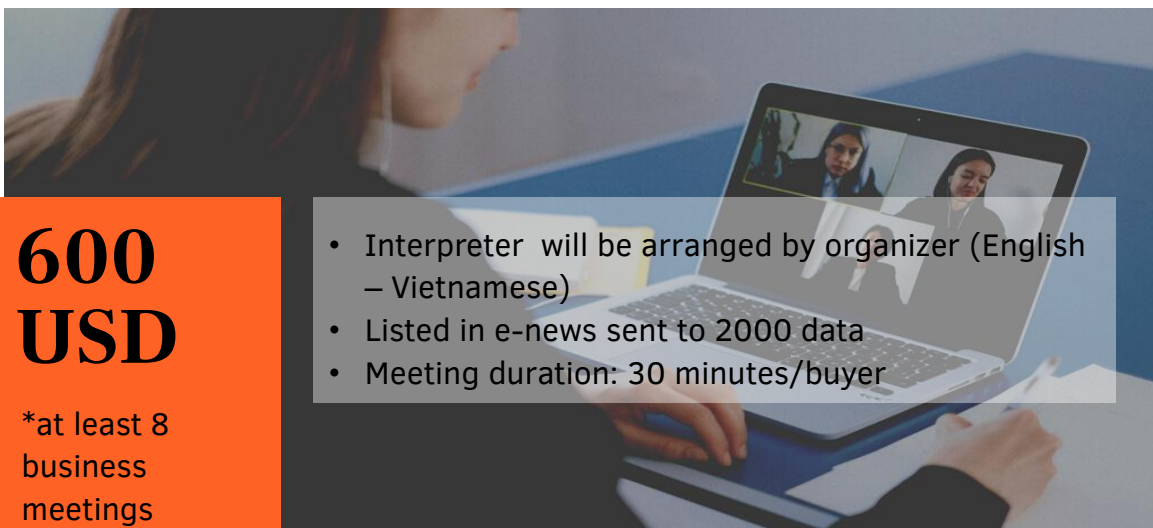
A wide range of key decision-makers, influencers and buyers in the Agrochemical industry including:

- Agrochemical Wholesalers, Retailers & Distributors.
- Chemical Products Importers and Exporters
- Mass Agrochemical Product Users
- Mass Agrochemical Technology Users
- New Agriculture Product and Technology Applied Organizations
- Farmers, Agriculturists and Agronomists
- Entrepreneurs, Farm Contractors





PARTICIPATION FEE



**600
USD**

*at least 8
business
meetings

- Interpreter will be arranged by organizer (English – Vietnamese)
- Listed in e-news sent to 2000 data
- Meeting duration: 30 minutes/buyer

Cool solution for doing international business during pandemic

When matchmaking events are now available online, searching business cooperation becomes easier than it was ever before. Why? Because you can arrange and attend meetings without leaving home or office. You save your time and money! At the same time your potential to establish cooperation is not lower than it would be if the Matching Event went on-site.

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Work with us