

# Overview of intermediary actors on agroecological products in Lao PDR

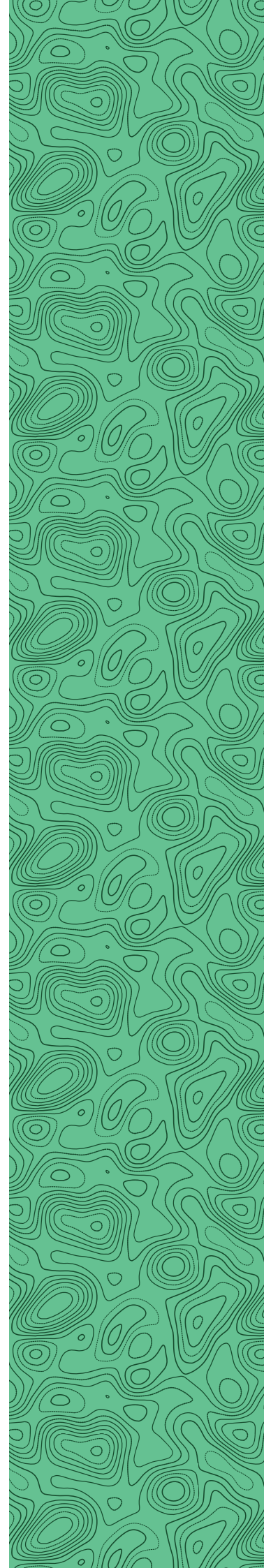
December 2025



Credit: Phichong OU/WorldFish

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## Cover photo

Phichong Ou/WorldFish.

# Executive summary

This report provides an overview of the market intermediary landscape, value chains related to agroecological products in Lao PDR, based on a desk review, consultations, a validation workshop.

Agroecological and organic agriculture in Laos has been supported since 2004 through the PROFIL project led by Helvetas and the Ministry of Agriculture and Forestry, which established national organic standards and the Lao Certification Body (LCB). Organic products primarily coffee, rice, tea, and vegetables are marketed both domestically and internationally (e.g., Thailand, Europe, United States). Many farmers practice organic methods by necessity due to the high cost of chemical inputs but still face challenges meeting formal certification requirements.

Rice farmers are supported by NGOs and cooperatives but face barriers to certification due to high cost and lengthy processes.

Tea farmers link cooperatives and wholesalers, certification varies by destination markets.

Vegetables sold directly to local organic markets, often without certification but relying on trust-based relationships with consumers. Provincial Agriculture and Forestry Office (PAFO) and training institutions play a quality assurance role.

Coffee cooperatives such as CPC facilitate technical training, certification, and market access; however, low yields and profitability push some farmers back to conventional farming.

Intermediary actors fall into two groups: Direct intermediaries include traders, wholesalers (large and small enterprises), processors, and cooperatives. Whilst Indirect intermediaries include NGOs, research institutions, knowledge platforms (ALiSEA, AINS, ECHO, Pha Khao Lao), and certification bodies (LCB, ACT).

These actors provide critical services: aggregation, training, certification support, financing, knowledge sharing, and market linkage. Cooperatives (over 22 formal ones) are particularly important, offering credit, technical assistance, and access to buyers.

# 1. Introduction

The Multifunctional Landscape (MFL) initiative aims to improve healthy landscapes that provide longlasting livelihoods, support sustainable biodiversity, enhance production, and ensure the consumption of safe and nutritious food, while maintaining a healthy and sustainable planet.

Under Area of Markets and Business Models (AoW3), MFL engages market actors to co-create knowledge, develop inclusive business models, and design financing mechanisms. This supports solutions and innovations in landscape planning, governance, institutions, and policies through improved incentives and innovative financing.

AoW3 co-promotes territorial markets as key outlets for healthy diets and fosters green business opportunities by monetizing ecosystem services. The key activities include the following:

- Analyzing markets strategies,
- Understand consumer preferences on agroecological products, and
- Identify business model opportunities for scaling

As part of this year's plan and in synergy with the ASEAN CGIAR Innovate for Food and Nutrition Security Regional Programme IP1+, WorldFish conducted a desk review of the existing market intermediary actors promoting and adopting agroecological products in Laos.

Thereafter, to validate the findings and better understand how products from agroecological farming move from production to consumption, and to inform the design of future programs, a validation meeting was held on 28 November 2025 with partners from the International Water Management Institute, Alliance Bioversity CIAT, National University of Agriculture Laos, Lao Farmer Association, Luang Prabang Agricultural College, and World Vision.

The results presented in this report are included in the ASEAN CGIAR Innovate for Food Regional Program IP1+ Market Intermediary Study, which will be available by March 2026 in collaboration with the Alliance Bioversity-CIAT and partners.



*Illustrated by: Ei Ei Phy, WorldFish*

**Figure 1.** Map of the Study Area – Lao PDR.

## 2. Methodology

Data on existing market intermediaries were collected through a review of peer-reviewed literature, websites, brochures, standards, policy documents and reports. In addition, CGIAR colleagues and partners were consulted to address identified knowledge gaps.

Due to budget constraints, the research team was unable to conduct direct community-level interviews with farmers and instead relied on consultations with NGO partners working closely with them.

Despite these limitations, the study provides a useful overview of the different types of market intermediaries, the services they provide and the main agroecological products supplied to domestic and export markets.

## 3. Findings

### 3.1. Institutionalization and market for agroecological products

In Laos, the institutionalization of organic agriculture began in 2004 through the Promotion of Organic Farming and Marketing in the Lao PDR (PROFIL) project, implemented by the Swiss NGO Helvetas and the Ministry of Agriculture and Forestry, and funded by the Swedish Association for International Cooperation (Kousonsavath et al., n.d.). The project developed the first national organic standards, organized organic farmers' markets, and established the Lao Certification Body (LCB) under the Department of Agriculture, with the Clean Agriculture Development Center (CADC) serving as the implementing agency.

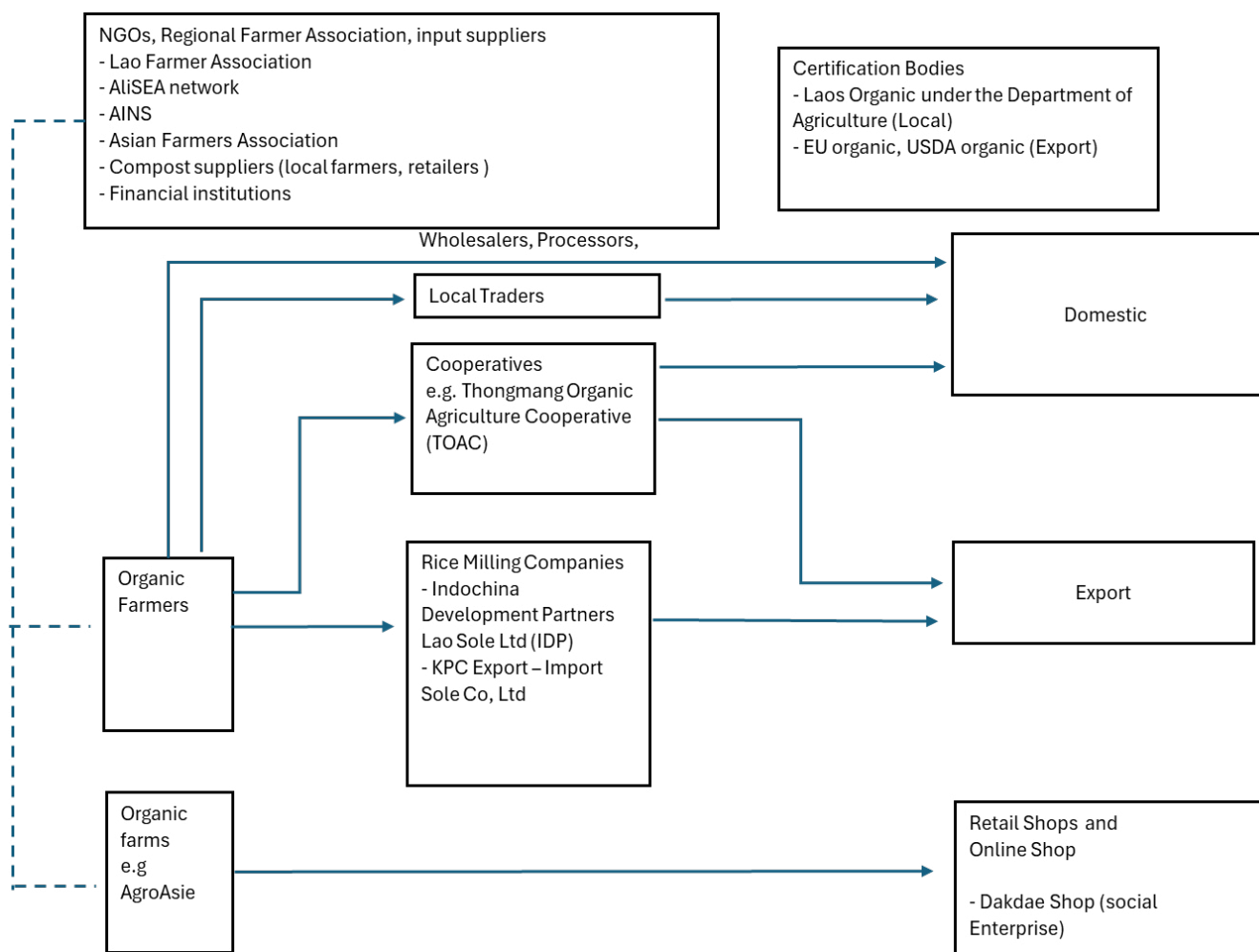
Many farmers are unable to afford chemical fertilizers, resulting in production practices that are organic by default. However, compliance with formal organic standards is still required to ensure product quality and integrity as mandated by the government.

Organic products such as coffee, tea, rice, and vegetables are distributed in both domestic and export markets including Thailand, China, the United States, and Europe. LCB certifies products with the Laos Organic seal for domestic consumption, while exported products obtain additional certifications (e.g., Fair Trade, USDA Organic), depending on destination market requirements. Companies such as Mai Savanh Lao, Keothavykhoun Pheumphounsub Exports-Imports Co., Ltd., and Indochina Development Partners Lao serve as wholesalers and processors for these products, and provide quality seeds, training, and financing, which farmers repay over a defined period. More information on the different types of intermediaries in Laos is discussed in section 3.3.

## 3.2. Commodities and value chains

Due to time and resource limitations, the research team focused only on organic products that are widely reported online, such as rice, tea, coffee, and vegetables. The value chains for each commodity are shown below.

### 3.2.1. Organic rice



**Figure 2.** Organic rice value chain.

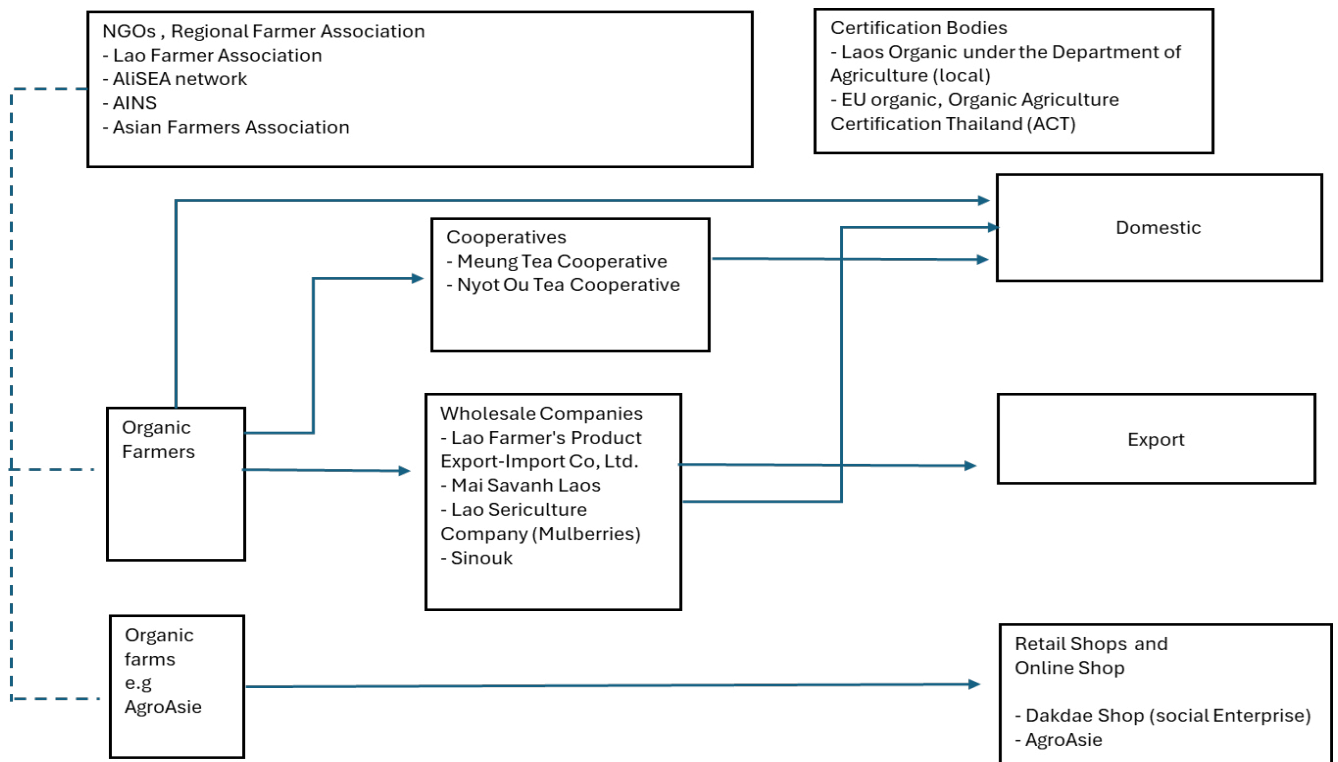
The above illustrates the linkages between organic farmers, cooperatives, rice milling companies and local traders before products reach domestic and export markets.

Farmers are supported by a range of organisations, including NGOs such as the Lao Farmer Association and the Asian Farmers Association, among others. These organisations collectively provide resources, training and funding to promote sustainable farming practices.

Based on consultations held in Vientiane, many farmers reported using organic production techniques despite not being formally certified. Barriers such as the high cost of certification and the lengthy certification process discourage farmers from pursuing formal organic certification.

Although not often highlighted, input suppliers are also key intermediary actors in the organic rice value chain. Farmers primarily use locally produced organic compost, often with support from LFA, which enables them to produce compost for their own use and sell it within their farmer groups. Imported organic compost is also available but costly, limiting its uptake among farmers.

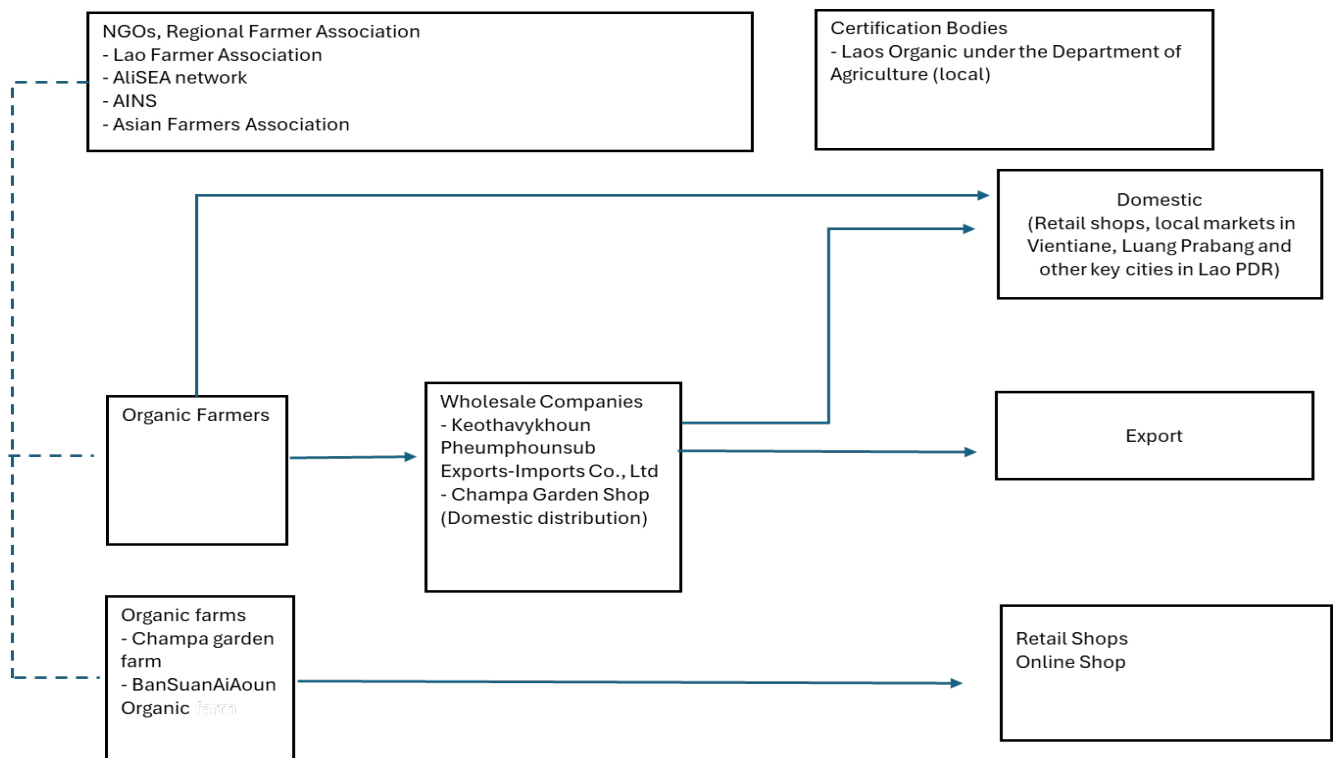
### 3.2.2. Organic tea



**Figure 3.** Organic tea value chain.

Similar to the organic rice value chain, organic tea farmers are linked to cooperatives and wholesale companies before their products are distributed to domestic and international markets. To obtain organic certification, farmers must comply with the requirements of the markets they intend to supply. For example, domestic certification can be obtained through the Laos Organic Certification Body under the Department of Agriculture, while certification for the US and EU markets can be obtained through Organic Agriculture Certification Thailand (ACT), an accredited Asian certification body that is internationally recognised.

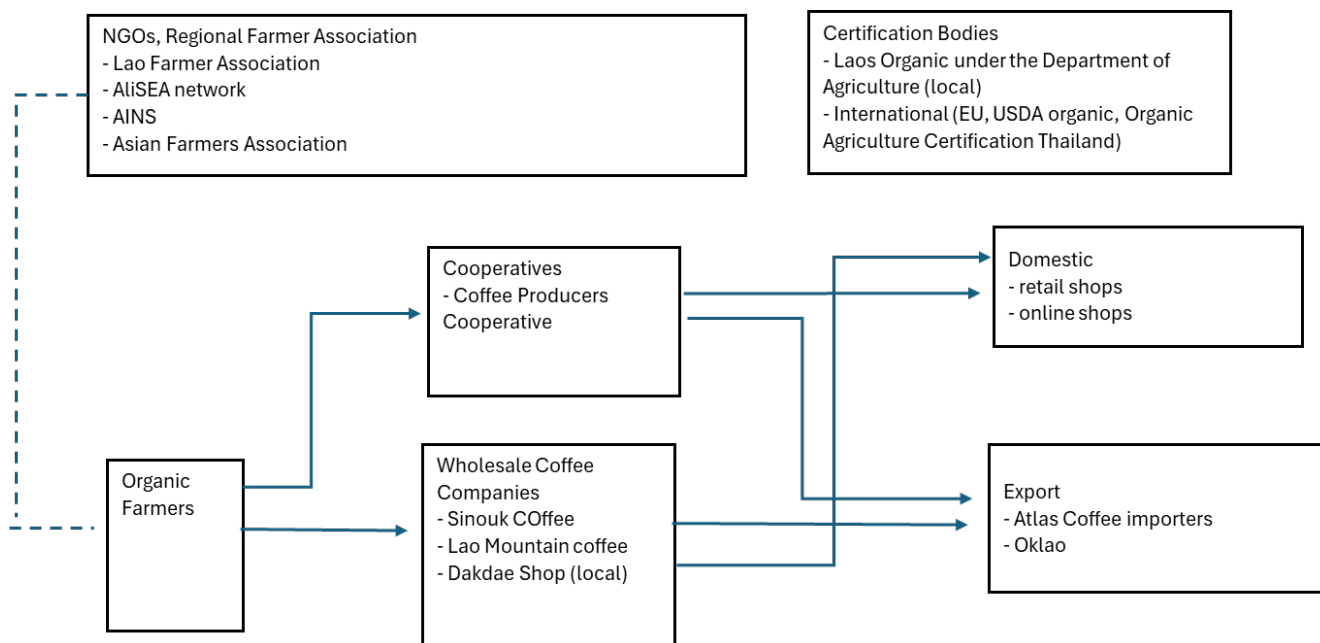
### 3.2.3. Organic vegetables



**Figure 4.** Organic vegetables value chain.

Based on the consultation meeting, within the organic vegetable value chain, farmers often sell their produce directly to local organic markets, particularly in major cities such as Vientiane, Luang Prabang, Pakse, and Xiangkhouang. Although some farmers are not formally certified, they still sell their vegetables as organic, with consumer trust largely built on long-standing relationships with farmers and vendors. In Luang Prabang, the Provincial Agriculture and Forestry Office (PAFO) plays an intermediary role by providing recognition to farmers after they receive technical support and training from the National Agroforestry Technical College.

### 3.2.4. Organic coffee



**Figure 5.** Organic coffee value chain.

Within the organic coffee value chain, Coffee Producers Cooperative (CPC) play a key intermediary role by facilitating market access for farmers and linking producers with buyers. Rather than imposing a price markup, CPC deducts transaction-related costs, including processing, logistics, and administrative fees, at the end of the year. In addition to cooperatives, development partners and regional farmer associations provide technical support and facilitate information sharing among farmer groups.

Based on CPC's experience, despite these forms of supports, many organic coffee farmers revert to conventional farming practices when organic yields and profits are low, as they are unable to sustain production costs. Previously, CPC worked with approximately 1000 farmers but at present, this number has decreased to around 500.

### 3.3. Overview of identified market intermediaries

A wide range of intermediary actors support the growth of organic agriculture in Laos, performing roles from certification, technical assistance, aggregation, financing, logistics and knowledge exchange. Large companies often perform multiple functions acting as wholesalers, processors, and distributors serving both domestic and export markets. While development partners and government institutions (e.g. National University of Laos (NUoL) and the National Agriculture and Forestry Research Institute (NAFRI)) also play a key role in knowledge sharing and in building farmers capacity in agroecological practices. *A list of identified intermediary actors is provided in Appendix 2.* Additionally, the ALiSEA and AINS websites provide listing of the market actors including those not exclusively focused on organic products at both national and regional levels.

## 3.4. Typology of market intermediaries and how they facilitate upgrading

Market intermediaries can be categorized into two groups, direct and indirect actors. Direct actors are organizations that handle or own the product as it moves through the value chains, including traders, wholesalers, processors and cooperatives. Indirect actors support, regulate, or influence the chain through services, policies, or resources such as non-governmental and research organisations and certification bodies.

In the section below, we classify these actors and describe the functions and services they provide, highlighting how they facilitate upgrading mechanisms within the value chain

### 3.4.1. Traders

In the case of Sancha Inchi products, traders act as collectors, sourcing goods directly from farmers within communities. They subsequently sell these products to larger companies for processing and distribution, targeting both domestic and export markets.

### 3.4.2. Wholesalers

Wholesalers can be grouped into two categories: large-scale and small-scale companies. Large-scale firms are primarily export-oriented and provide farmers with inputs such as seeds, training, quality control, and financial support that can be repaid over time. They often perform multiple functions, acting as processors and distributors. Examples include Indochina Development Partners Lao Sole Ltd (IDP), Mai Savanh Lao, and KPC Export – Import Sole Co, Ltd.

Small-scale companies, some of which are social enterprises, work with several organic farmers. In addition to providing technical support, they facilitate market access by collecting farmers' products such as vegetables and fruits processing them and selling them through their own retail stores and online shops in Vientiane. Examples include Agro Asie Organic farm and Dakdae shop.

In addition, these small companies operate their own farms and serve as aggregators of organic products, which are sold through their retail and online shops in Vientiane. Demand is primarily driven by middle-income and individuals with higher educational backgrounds, who perceive organic products are safer and fresher (Vagneron & Kousonsavath, 2015).

### 3.4.3. Processors

Processors, carry out either simple or complex forms of processing, depending on their capacity. In coffee production, for example, processors dry, roast, mill and sort coffee beans before distribution. Examples include Sinouk coffee and Lao Mountain coffee. Other processors, such as Mai Savanh Lao, produce protein powder, textured vegan protein and oil from Sacha Inchi.

### 3.4.4. Cooperatives

There are currently 22 formal cooperatives, over 4,000 farmer groups, and over 500 agricultural production groups in Laos (Arya, 2025). Depending on the commodity, cooperatives provide key services such as credit, input supply, marketing, training, and extension. Groups such as CPC and other commodity-specific cooperatives also deliver technical support and facilitate certification.

These cooperatives are linked to broader structures such as the LFA which has at least 200 members in the form of farmer groups or cooperatives, reaching over 50,000 farmers. To become a member, groups must pay membership fees. The LFA provides training to farmers, promotes farmer-to-farmer learning exchanges and offer financial services through a revolving fund up to USD200,000, aimed at improving farmers' production systems (Mr. Phouthasin, LFA, pers. comm.).

Many farmers participate in a cooperative, depending on the commodity they grow. For example, coffee growers in the Bolaven Plateau are members of the CPC which comprises 536 member families across 30 villages. CPC has operated for over 18 years, with a management team and regular staff reporting to a board of directors elected by farmers during annual General Assembly. CPC provides technical support on coffee cultivation, processing, certification and accounting, as well as linking farmers to both domestic and export buyers. Apart from CPC, which accounts for only 1-2% of the market share, there are 3-4 other major coffee cooperatives in Laos (Mr. Sayakone, CPC, pers comm.).

### 3.4.5. Non-governmental and research organizations

International and local organizations, including Helvetas, GRET, IWMI, CIAT, and CDE, play a key role in promoting agroecological practices through donor-funded projects (e.g. European Union, ACIAR-DFAT, FCDO). Their activities include providing training, organising farmers and facilitating access to markets and financial services to improve livelihoods, nutrition and food security among farming households. Some of these organisations also establish and manage knowledge platforms or association, such as Asian Farmers Associations for Sustainable Rural Development (AFA), ALiSEA, AINS, ECHO, and Pha Khao Lao, that promote information exchange, agroecological learning and market connectivity across organizations and countries.

In addition, farmer groups and cooperatives are members of the Agroecology Learning Alliance in Southeast Asia (ALiSEA), managed by GRET, a French NGO operating in multiple countries in the region (<https://ali-sea.org/about-alisea/>). ALiSEA provides technical support and serves as a regional platform for information exchange among members in Cambodia, Laos, Vietnam, and Myanmar. Beyond farmer groups and cooperatives, other members are international NGOs (Helvetas, GRET) and local NGOs and research institutions (IWMI, CIAT) engaged in agroecological practices.

Other knowledge platforms also exist, such as the Agriculture Information Network Service (AINS), an ADB-funded knowledge platform in the Greater Sub-Mekong Subregion, connects public and private stakeholders and hosts an online marketplace listing micro, small, and medium enterprises, farmers, cooperatives, associations, civil society organizations, NGOs, private sector actors, and government institutions engaged in Safe Environment-Friendly Agriculture Products (SEAP).

Complementing these platforms, the ECHO Community provides a global online space for sharing agroecology knowledge among members in Asia, Africa and Latin America. In Laos, the Pha Khao Lao Agrobiodiversity Resource Platform, established under the Swiss-funded Agrobiodiversity Initiative (TABI), supports the conservation and management of the country's agricultural biodiversity, with the aim of enhancing the livelihoods of upland farming communities.

### 3.4.6. Certification bodies

The Lao Certification Body (LCB), under the Department of Agriculture, functions as a third-party entity that assures producers and consumers that organic products meet the required quality standards. LCB provides farmers with a set period to comply with national organic standards. Examples of products certified by LCB include rice, coffee, vegetables, and oranges. Other certification bodies, such as ACT, an independent inspection and certification body based in Thailand that works with various farmers and companies operating in Asian regions.

### 3.4.7. Associations

At the regional level, the LFA is a member of the Asian Farmers' Association for Sustainable Rural Development (AFA), an alliance of national farmer organisations representing small-scale women and men farmers, fishers, indigenous peoples, forest users, herders, and pastoralists. AFA works to strengthen national farmer organizations and cooperatives through membership, collaboration, and capacity building (AFA, 2026).



Figure 6. Laos organic seal.

## 4. Conclusions

This report provides an overview of the different types of market intermediaries and the services they offer to farmers adopting agroecological and regenerative farming practices. It is worth noting that additional list of intermediary actors are available through existing platforms and databases, such as the ALiSEA network and AINS. The government has established a relatively strong foundation for agroecological agriculture by setting national standards, establishing a local certification body and providing an enabling environment for cooperatives, NGOs, research institutions and private-sector intermediaries, including traders, wholesalers, and processors. These actors facilitate market access, technical assistance, aggregation and financing across key value chains, supporting farmers to increase both income and production.

Trust-based relationships play a critical role in connecting producers to consumers, particularly in organic vegetable and rice markets, even in the absence of formal certification. While certification helps ensure product quality and integrity, it can also exclude farmers adopting regenerative practices who lack the resources to meet compliance requirements, limiting their access to broader markets and income opportunities.

In addition, as observed in coffee production systems, yield instability and market risks contribute to farmer attrition. Although intermediaries provide valuable services, coordination across actors remains fragmented and access to affordable inputs, tailored finance and long-term market security remains uneven. Overall, the agroecological market system in Laos demonstrates strong potential but requires targeted institutional, financial and market innovations to scale inclusively and sustainably, not only for export-oriented markets but, importantly, for domestic markets, so that local consumers can benefit from healthier and more sustainable products.

## 5. Recommendations

- **Reduce Certification Barriers and Promote Local Guarantee Systems** Support cost-sharing mechanisms, simplified procedures, and promote local farmer led standard guarantee systems (e.g. Participatory Guarantee System) that are recognized by local consumers and producers to enable smallholders to access organic markets while maintaining product credibility and consumer trust.
- **Strengthen Cooperative and Intermediary Business Models** Invest in the organizational and financial capacities of cooperatives and small enterprises to improve aggregation, processing, risk management, and contract stability, not only in coffee and rice value chains but also on commodities that are widely consumed by local consumers such as vegetables and fruits.
- **Improve Access to Affordable Inputs and Finance**, expand support for local compost production, organic inputs, revolving funds, and tailored credit schemes for small holder farmers that reflect agroecological production cycles and reduce farmers' dependency on costly imported inputs.
- **Enhance Market Incentives for Agroecological Products**. Promote territorial markets, public procurement (e.g., schools meal programme), and consumer awareness campaigns to strengthen demand for certified and uncertified agroecological products among local consumers.
- **Support Knowledge Brokerage and Actor Coordination** by strengthening platforms such as ALiSEA, AINS, and farmer including fishers and small-scale aquaculture farmer associations to improve coordination among government agencies, NGOs, research institutions, and private sector actors, enabling more.
- Due to the scope of the study and the limited time available, the assessment of market intermediaries focused only on large- and medium-scale actors. As a result, many small-scale holders within producer groups, associations, and networks, as well as their unregistered or uncertified products and locally supplied services were not included. This also excludes several key intermediary actors and sectors such as those involved in financial institutions and community-based Participatory Guarantee Systems (PGS), as well as fisheries actors across the value chain. Therefore, it is recommended that future studies expand the scope to include these missing components, particularly targeting smallholders, when additional time and resources are available.

Together, these measures can enhance the inclusiveness, resilience and scalability of agroecological markets in Laos, while strengthening the role of intermediary actors as knowledge brokers, service providers, and catalysts for the transformation towards a sustainable and healthier food system in the country.

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# Appendices

## Appendix 1. List of Participants Consultation Meeting in Laos at Crowne Plaza, Vientiane on 28 November 2025

	Name	Position	Organization	Contact
1	Quoc Nguyen	Senior Research Associate	Alliance Bioversity CIAT	Q.M.Nguyen@cgiar.org
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3	Souphalack Inthanapong	Policy Officer	International Water Management Institute (IWMI)	S.Inphonephong@cgiar.org
4	Phonekeo Vangna	Business Development Specialist	Laos Farmer Association (LFA)	nokkeoya@gmail.com
5	Chitpasong Kousonsavath	Senior Lecturer, Faculty of Agriculture	National University of Laos (NUoL)	Kousonsavath.chit@gmail.com
6	Somphong Khammalavong	Coordinator	Northern Agriculture Forestry College in Luang Prabang	somphong.kv@gmail.com
7	Somphit Norlaseng	Inclusive Market System Development Specialist	World Vision International	somphit_norlaseng@wvi.org
8	Ou Phichong	Project Manager	WorldFish	P.Ou@cgiar.org
9	Quennie Vi Rizaldo	Human Nutrition Specialist	WorldFish	q.rizaldo@cgiar.org

## Appendix 2. Name of Intermediaries

Name of intermediaries	Market destination	Type/Form	Products (Organic)	Location/ Website
Agriculture Information Network Service (AINS)	NA	Knowledge platform in the Greater Submekong region funded by ADB	NA	GMS-EOC, 23rd Floor The Offices at Central World 999/9 Rama 1 Road, Pathumwan Bangkok 10330 Thailand. Email: ainsv3@gmail.com
Organic Agriculture Certification Thailand (ACT)	NA	Certification body	NA	2, Ngamwongwan 23 Lane 2/5 Street, Ngamwongwan Road, Bangkhen Subdistrict, Muang District, Nonthaburi Province 11000, Thailand. info@actorganic-cert.or.th
Agroasie Organic Farm	Local	Producer, wholesale, processor and distributor (retail and online shop in Vientiane)	Black Beans, Black Rice, Brown Rice, Cane Sugar, Moringa Tea, Red Beans, Rosella Syrup, Turmeric Capsules, White Rice	Agroasie; 101 Chao Anou Road, Vientiane, Laos PDR (next to Common Grounds Café) Email: agroasie@gmail.com
Agroecology Learning alliance in Southeast Asia (ALiSEA) Network (Cambodia, Laos, Myanmar, Vietnam)	NA	A knowledge platform of network members working on Agroecology in Cambodia, Laos, Myanmar and Vietnam	NA	<a href="https://ali-sea.org/">https://ali-sea.org/</a>
Agronomes et Vétérinaires sans Frontières (AVSF)	NA	INGO	NA	<b>Dr. Veronique RENAULT</b> , Head of Prospecting and Partnerships Asia Email: v.renault@avsf.org In Laos: Karine BOTTREAU, Country Representative Email: s.intavong@avsf.org
ARTE-FACT Development & Agri-Food Consulting Co., Ltd.	NA	Social enterprise	NA	<b>Mr. Jean-Marie Brun</b> , Manager and Agricultural Sector Development Consultant Email: jm.brun@artefactdev.com Address: Phnom Penh, Cambodia Email: info@artefactdev.com
BanSuanAiAoun Organic farm	Local	Social enterprise	Fruits and vegetables	<b>Mr. Anouthikone Sipasird</b> , farm owner Email: Top_jaidee@hotmail.com Addresses: Luangprabang Capital, Luangprabang Province, Laos
Champa garden shop	Local	Distributors (retail and online shops)	Fruits and vegetables	Ban Saphangmore, Vientiane Capital, Lao PDR
Comité de Coopération avec Laos	NA	INGO	NA	ASEAN Road, House n° 123, Unit 7 Sidamdouane Village, Chanthabouly District BP 4791, Vientiane, Lao PDR Email: vientiane@ccl-laos.org
Coffee Producers Cooperative (CDC)	Export/local	Cooperative union, wholesaler and processor	Coffee	<b>Mr. Chansamone Lomany</b> , General Manager, Coffee Producers Cooperative- CPC <a href="https://www.cpc-laos.org/">https://www.cpc-laos.org/</a>
Dakdae Shop	Local	Wholesaler and processor with online and retail shop in Vientiane	Rice, tea, coffee, brown sugar, sesame, black pepper,	Khouvieng Road, Vientiane, Laos
ECHO Community	NA	INGO	NA	<a href="https://www.echocommunity.org/">https://www.echocommunity.org/</a>
Groupe de Recherches et d'Echanges Technologiques (GRET)	NA	INGO	NA	<a href="https://gret.org/en/pays/laos/">https://gret.org/en/pays/laos/</a> Email: gret@gret.org
Helvetas Laos	NA	INGO	NA	<b>Mr. Jesper Lauridsen</b> , Country Director Jesper. Lauridsen@helvetas.org Address: House No 143, Ban Phonthan Neua, Unit 15 Phonthan Road, Saysettha District, Vientiane Capital, Lao PDR Email: laos@helvetas.org

Name of intermediaries	Market destination	Type/Form	Products (Organic)	Location/ Website
Indochina Development Partners Lao Sole Ltd (IDP)	Export/local	Wholesalers and processors	Rice	Sanamxay Village, Pakse District, Champasak Province, LAO P.D.R,P.O. Box 339.
International Center for Tropical Agriculture (CIAT)	NA	Research Organization	NA	<b>Mr Dindo Campilan</b> , Director for Asia Email: d.campilan@cgiar.org Address: Agricultural Genetics Institute (AGI), Pham Van Dong, Tu Liem, Hanoi, Vietnam
International Water Management Institute (IWMI)	NA	Research Organization	NA	<b>Mr. Mark Dubois</b> , Country Representative Email: m.dubois@cgiar.org Address: International Water Management Institute - Southeast Asia c/o National Agriculture and Forest Research Institute (NAFRI) Vientiane, Lao PDR
Keothavykhoun Pheumphounsub Exports-Imports Co., Ltd	Export/local	Wholesalers and processors	Organic vegetables	Address: Chomphet Village, Sisattanak District Vientiane, Lao PDR Laos Email: keothavykhoun.organic@gmail.com
Khao Kai Noi (GI) Association of Xiengkhouang Province (KMA.XK)	Local	Local NGO	Khao Kai Noi (Small chicken rice)	<b>Mr. Khamphanh Sidavong</b> , Director Email: sidavongkkn@gamil.com Addresses: Ban Phongsavang, Peak District Xiengkhouang province Email: kngimaxkg@gmail.com
Khao Kai Noi Houaphanh Promotion Association	Local	Local NGO	Khao Kai Noi (Small chicken rice)	<b>Mr. Somxai Chanthalangsy</b> , Director Email: xai_etl@yahoo.com Email: khpa245@gmail.com
KPC Export – Import Sole Co, Ltd	Export/local	Not Known	White Rice, White Glutinous rice, Black glutinous rice, Red Jasmine Rice	Address: Nasiao Village, Naxaythong District, Vientiane Lao PDR Email: chengsavang@hotmail.com
Lao Farmer Network (LFN)/ Lao Farmer Association	Local and export (coffee and tea)	NGO	Coffee,vegetables, tea,	Address: Phonsinuane village, Sisattanak district, Vientiane capital.
Lao Farmers' Products Export-Import Co.,Ltd	Export/local	Not Known	Black tea, Oolong tea, Green tea	158 Mittaphap Lao-Thao Rd, Vientiane Lao P.D.R Email: lfp.direction@gmail.com <a href="http://www.laofarmersproducts.com">http://www.laofarmersproducts.com</a>
Lao Mountain coffee	Local	Wholesaler and Processor	coffee	Lao Mountain Coffee Email: hello@laomountain.com <a href="http://www.laomountaincoffee.com">www.laomountaincoffee.com</a>
Lao Sericulture Company (Mulberries)	Export/local	Wholesaler and Processor	Green Mulberry Tea, Mulberry Jam, Mulberry Juice, Mulberry Wine, Red Mulberry Tea	Address: Nokeokoummame Road, Mixai Village, Vientiane, Lao PDR Po Box 4556 Email: info@mulberries.org <a href="http://www.mulberries.org">http://www.mulberries.org</a>
Laos Certification Body (LCB) Standard Division, Department of Agriculture	Local	Certification body	All organic products	Department of Agriculture, Lao PDR <a href="http://doa.maf.gov.la/en/about/1">http://doa.maf.gov.la/en/about/1</a>
Mai Savanh Lao	Export/local	wholesalers, processors	Organic spices, Organic Sacha Ichi, Organic Hibiscus, black tea, green tea,	Address: BP 7710 Ban Salakham Neua Hatxayfong District Email: info@maisavanhlaos.com VIENTIANE - LAOS P.D.R.
Mekong Organics	NA	Socia enterprise	NA	<b>Mr. Van Kien Nguyen</b> , Director Email: organicsmekong@gmail.com
Mr. Noeun	local	Trader	Sacha inchi	Ban Nambor, Phonxay district, Luang Prabran
Mr. Vanthong Phonthachanh	local	Trader	Sacha inchi, Sesame	Ban Nongchong, Chomphet district, Luang Prabran

Name of intermediaries	Market destination	Type/Form	Products (Organic)	Location/ Website
Pha Khao Lao Platform	NA	Knowledge platform managed by NAFRI	NA	<b>Keooudone Souvannanakhoumane</b> , Manager of Platform Email: keooudone1988@gmail.com Center for Agriculture and Forestry Information and Communication, National Agriculture and Forestry Research Institute (NAFRI), Nongviengkham village, Xaythany district, Vientiane Capital, Lao PDR. Email: phakhaolao18@gmail.com <a href="https://phakhaolao.la/en/">https://phakhaolao.la/en/</a>
Phan-Thin Social Enterprise	NA	Socia enterprise	NA	<b>Mr. Kolaka Bouanedaoheuang</b> , Director Email: kolaka.kb@gmail.com
Phommalok organic farm	NA	Producer	Not Known	<b>Ms. Chanthaly Deeyangwaiy</b> , Farm owner Email: lifestylesbycd@gmail.com Address: Donexangphai village, Paknguem district, Vientiane capital
Sinouk Coffee	Export/local	Wholesaler, processors, and distributors	Coffee, Instant Coffee, \ Oolong Tea	Address: Ban Somsanouk, Hatxayphong District, Thadeua Road, Km9, Vientiane, Lao PDR Email: sinouk@laopdr.com <a href="http://www.sinouk-coffee.com">http://www.sinouk-coffee.com</a>
Somnuek Laothang Tea Factory	Export/local	Wholesaler and processor	Tea	Address: Chaphou village, Phongsaly Province, Laos
Sustainable Asa Mobilizing Development Association (SAMDA)	NA	Local NGO	NA	<b>Mr. Sonephet Hacknolath</b> , Director Email: samdabokeyo@gmail.com; hacknolathsone@gmail.com
Tanjai Laos Company	Export/local	Wholesaler and processor	Sacha inchi	Email: info@tanjailaos.com <a href="https://www.tanjailaos.com/contact">https://www.tanjailaos.com/contact</a>
Thongmang Organic Agriculture Cooperative (TOAC)	local	Wholesaler and processor	vegetables and rice	Address: Thongmang Village, Xaythany District, Vientiane Capital.



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