### DEVELOPMENT OF FOOD SUPPLY IN LAOS WITH THE HELP OF HUNGARIAN KNOWLEDGE AND TECHNOLOGY TRANSFER 2008-2023







# The development of food supply in Laos with the help of Hungarian knowledge and technology transfer

#### Agriculture in Laos: transition from subsistence farming to market production

Laos is the only landlocked country in Southeast Asia, with an area of 236,000 km that is mainly covered by mountains. Most of the population (approximately 7.5 million people live in the countryside, in more than 10,000 scattered villages. The share of those engaged in agriculture is more than 73%. Agriculture is characterized by the operation of small family farms, which were primarily organized for self-sufficiency and serving local markets. The average area of agriculture farms is 1.6 ha. The main product of the agricultural economy in Laos is rice, which accounts for more than 50% of the total agricultural production. Other major crops are corn, cassava, bananas and coffee. Animal husbandry accounts for about 20% of the total production value of agriculture. The main animal species are buffalo, cattle, poultry and pigs. The number of animals has increased significantly in recent years, but production is still based on the use of extensive technologies. Fisheries and aquaculture in Laos play an important role in protein supply and employment. The main farmed species is tilapia that are produced in cage farms in larger rivers. The fish consumption in Laos is more than 25 kg/year/person, which puts Laos at the forefront of the world.

The contribution of agriculture to the country's GDP is about 28%. The sector plays an important role in the economic and social development of the country. The main export products are bananas, rubber, cassava, sugar cane, cattle and buffalo, of which China is the largest importer. However, there is a fundamental need in agricultural to shift from subsistence farming to market production, which is the priority goal of the Lao agricultural strategy. The modernization of agriculture is an important element of the government's strategy in increasing domestic food production, reducing imports, contributing to the balance of foreign exchange reserves and stabilizing the national currency, the kip. The agricultural development strategy considers the development of the infrastructural supply of agricultural areas used for food production as a priority task, with particular regard to irrigation and product processing. Of course, human resources management, governance and legal regulation, as well as the development of the institutional system, are also important.

Important donor organizations (e.g. FAO, IFAD, WFP, ADB, WB, OECD) and developed countries, as well as the European Union, support the development of agriculture in Laos, primarily aimed at improving the food supply of the poorest regions, with regard to the livelihood of the rural population, and improving child nutrition. Despite domestic agricultural development efforts and donor support, the food supply of 1.1 million people living in rural areas is insufficient, and more than a third of children are malnourished. A significant part of the demand for quality food especially by customers living in cities is met by imported products.

#### Agricultural cooperation based on decades of tradition

Hungary's participation in the development of agriculture and food production in Laos is not tied to a single project, as is the case with many donor projects, but a process that has lasted nearly five decades. Education was a priority area of Hungarian aid to Laos in the 1980s, within which the proportion of graduates from agricultural and veterinary universities was the highest. The specialists who graduated in Hungary and worked in agricultural management in Laos were the founders of the later agricultural cooperation. In addition, since the 1980s, several Hungarian experts have participated in FAO's agricultural development projects in Laos, especially in the field of aquaculture development. In addition to the official programs and projects, contact and information exchange between agricultural professionals and agricultural institutions have been continuous. A new chapter opened in the Hungarian-Lao agricultural cooperation after Hungary's accession to the EU, when Hungary primarily supported the quality development of the Lao agricultural economy, initially in the framework of the Hungarian International Development Cooperation (NEFE) program and then in the framework of tied aid loan programs following the OECD rules. Agricultural cooperation between the two countries has stable foundations, which can be summarized as follows:

- Supportive political and social environment: strategic agreement between two countries, regular high-level government and parliamentary mutual meetings, active diplomatic relations, cooperation between the capital cities, active friendship societies.
- Applicability of the crop cultivation, animal husbandry, feed production and processing technologies developed in Hungary, as well as the experience of the transition from centrally planned economy to market economy.
- The similarities between the agriculture sectors of the two small landlocked countries.
- Knowledge-based agriculture, the importance of producing products with high added value, the importance of competitiveness and resilience.
- Cooperation between Lao agricultural professionals who graduated in Hungary and Hungarian experts participating in the agricultural development projects of international donors in Laos, as well as bilateral agreements between institutions.

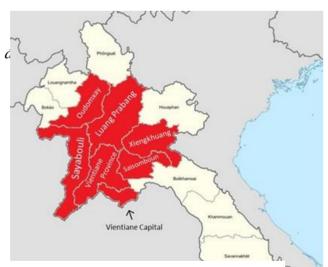
The solid bilateral foundations provide good conditions for agricultural cooperation, however, to launch and implement targeted and effective development programs, a competent, group of competent Hungarian experts and the existence of financial resources are essential. The professional background of the Lao agricultural development program was formed by Vitafort Zrt. and its traditional institutional partners that are familiar with Lao conditions, especially HAKI (Research Institute for Fisheries, Aquaculture and Irrigation and ÁTK (Research Institute for Animal Breeding and Nutrition). As the complexity of the programs grew, the circle of partners of the collaborators naturally expanded, as will be described later. We consider it necessary to emphasize that the agricultural cooperation between the two countries is the result of an organic process that began with the education of Lao students in Hungary and the consultancies of Hungarian experts in Laos, continued with R&D projects (e.g. bilateral S&T, i.e. Science and Technology cooperation programs) and smaller aid programs (e.g. NEFE), then based on experiences and results of these collaboration economic cooperation started with the use of targeted financial instruments (e.g. tied aid loan).

#### Tied aid loan programs as catalysts of agricultural cooperation

Hungarian-Lao agricultural cooperation was given a big impetus by the tied aid loan scheme, the application of which became possible after the accession of Hungary to the EU. The principles of tied aid loans established by the OECD (Organization for Economic Cooperation and Development) were aligned with Hungarian foreign policy priorities, and Laos was one of the first countries where a Hungarian tied aid loan program was launched in 2008, not coincidentally in the field of agricultural development. The tied aid loan (TAL) is a very favourable loan scheme that serves the development of least developed countries of the world in such a way that, in addition to the target country, the donor country is also a beneficiary by providing at least 50% of the products and services to the small and medium-sized enterprises of the donor country. The Hungarian agriculture TAL programs operated under the supervision of MOFAT (Ministry of Foreign Affairs and Trade) and the financial management of Eximbank, their main contractor was Vitafort Zrt., and its affiliate company Vitafort Agro Ázsia Zrt.

The basic principles of the TAL programs for the development of the Lao agriculture and food sector were as follows:

- Utilization of valuable "green resources" in Laos;
- Development along the "value chain" ("from field to table");
- Improving the local supply of high-quality and safe food and exploring export opportunities;
- Establishment and operation of model systems in cooperation with the private sector, supporting the Lao "agriculture commercialization policy";
- Contribution to improving the livelihood of the rural population in the 7 target regions of the project;
- Development of human resources with assistance of Hungarian institutions;
- Development of R+D+I cooperation between Hungarian and Lao institutions;
- Strengthening the business opportunities of Hungarian SMEs in the region.



The target provinces of the 3rd agricultural aid loan program in Laos.

The complex program for the development of Laos' agricultural sector, primarily aimed at promoting the production of meat and fish products for the market, was implemented in of three framework consecutive interlinked tied aid loan programs between 2008 and 2023. The Lao partner of the Hungarian main contractor, Vitafort Agro Ázsia Zrt. (VAA), was the Livestock and Fisheries Department (DLF) of the Ministry of Agriculture and Forestry (MAF). The Hungarian enterprise and the Lao state organization managed the projects jointly within the framework of a commercial contract.

## The 1st TAL program: Development of the supply of high-quality breeding material (poultry, pig, cattle and fish) and feed

The 1st TAL program was implemented between 2009-2011 with a total budget of USD 8.6 million. The program had 3 main pillars, as follows:

- 1. Construction of feed factories for the production of high-quality feed for fish, pig and poultry (Nongteng, Naluang és Nambak locations);
- 2. Development of experimental and demonstration farms for fish seed production, (Nongteng, Namhoum and Naluang locations);
- 3. Modernization of livestock farms (pigs, poultry) and improvement of animal product processing by building slaughterhouses (at Nongteng, Namxuang and Namtouan locations)

The 1st Hungarian TAL program was basically built on the the results of the previous Hungarian-Lao R&D cooperation. The previous institutional cooperation between the Hungarian HAKI at Szarvas and ÁTK at Herceghalom and their Lao partners was focusing on livestock and fish breeding programs and the improvement of rearing technologies. The feed production development component of the 1st TAL program was carried out by Vitafort Zrt., which had previously implemented several R&D development programs with Hungarian institutional partners, so the complex development work was supported by a familiar team. Numerous Hungarian and some Lao SMEs have also been involved in the implementation of the work program of the 1st TAL project.

In the framework of infrastructure development based on R&D work, three modern feed production plants, a fish seed rearing farm and a modern slaughterhouse and meat processing plant were built, and experimental farms were also modernized. Education was an important element of the project, given the needs of operating modern facilities and the shortage of skilled labour in Laos.

The experiences gained during the implementation of the 1st TAL program confirmed that, in addition to the labour shortage, a serious obstacle to agricultural development is the lack of entrepreneurial culture and management skills. Taking this into account, two Hungarian-Laos joint venture companies were also established, partly to operate the facilities created within the framework of the program, and partly to demonstrate the possibilities of business cooperation. Agro Processing Development Co. (APD) in feed production, the "Aquatic Development Company (ADC)" in fish seed production started their operations.

The "flagship" facility of the investments of the 1st agricultural tied aid loan program is the modern animal feed production plant in Nongteng



#### The 2nd TAL program: Development of the food chain safety system

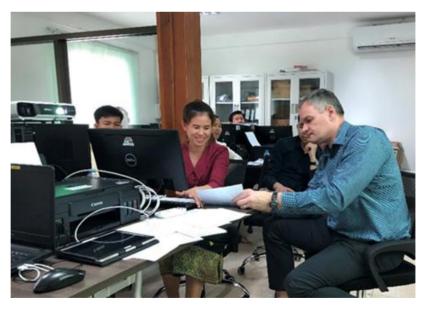
The program implemented from 2016 to 2020 with a budget of USD 30 million had three pillars as follows:

- 1. Development of the institutional, legal and IT background of the food chain safety system;
- 2. Development of the laboratory background of the food chain safety system;
- 3. Establishment of model farms to demonstrate the applicability and benefits of the application of food chain safety system.

During the preparation of the 2nd TAL program, the growing need for a safe food supply was recognised, which need was closely linked to the need for improved food security. Thus, during the development of the work plan of the program, we already took into account the fact that the utilization of the results of the 1st TAL program should serve the achievement of longer-term goals and should be integrated into the complex food system of Laos.

Considering the specificities of the 2nd TAL program, experts from the Hungarian National Food Chain Safety Office (NÉBiH) also played an important role in the implementation of the program, in addition to experts in agricultural technologies, especially animal husbandry and aquaculture. The involvement of Hungarian and Lao SMEs was also an important feature of the program.

The development of documents that help to lay the foundation for the creation of the food chain safety system in Laos was a very important element of the program. The documents contain strategies, monitoring, control and implementation plans, registration and certification concepts, operational, educational and communication plans. As a model of the IT background of the food chain safety system, an IT system was built in the target areas of the project, which contains the data of farms and facilities (e.g. feed plants, slaughterhouses, farmed animals) in electronic form. The system's 55 workstations are connected online to the central server of the Department of Livestock and Fisheries (DLF) of MAF.



The Hungarian 2nd agricultural TAL program contributes to the development of computerized data collection and data processing systems, which are increasingly indispensable for the modernization of the agriculture sector in Laos.

In the frame of the laboratory development component of the TAL program, among the national reference laboratories, selected soil-, water-, plant protection-, feed testing-, and animal health laboratories were also modernized, 13 provincial test laboratories and 10 border crossing stations underwent comprehensive development. Several laboratories of the National University of Laos were also modernized. As a prominent element of the development, the complete reconstruction of the Lao Animal Vaccine Production Plant and the farm for raising test animals also took place.



The renovated animal vaccine production complex in Nongteng.

Since the practical application of the achieved results was a priority during the implementation of the Hungarian agricultural TAL programs, the development of model farms and plants played an important role in the work plan of the 2nd TAL program. This work included the upgrading of facilities and production farms established within the framework of the 1st TAL program, as well as the modernization of new enterprises and government pilot farms. In addition to infrastructure development, an important goal of the establishment and modernization of the model facilities was to demonstrate the new systems and technologies that meet the criteria of food safety standards, as well as to improve the conditions for professional training.

### The 3rd TAL program: System and technology development along the meat and fish value chain

The 3rd Hungarian agricultural TAL program was implemented between 2020 and 2023. The total budget of the program was 35 million USD. The implementation of the program took place under very difficult conditions due to the restrictions caused by the COVID epidemic. The experts could only get to Laos with special flights of the World Food Program, where they had to fulfil quarantine obligations, and their movement was also limited. However, with the cooperation and willingness to compromise of the Hungarian and Lao partners, the objectives of the program were met, albeit with some delay. As another important background factor for the successful conclusion of the program, we mention that – in contrast to several other international programs – the permanent representatives of Vitafort Agro Ázsia Zrt. delegated to Laos continued their activities even during the COVID epidemic, thus ensuring the continuity of the program.

In the framework of the program, based on the results of the previous two agricultural TAL projects, a complex development program was implemented, which laid the foundation for the production and market sale of certified meat and fish products. The eight pillars of value chain-based development have been defined as follows:

- 1. Soil management;
- 2. Plant production for feed ingredients;
- 3. Agricultural water management;
- 4. Cattle breeding;
- 5. Aquaculture and fisheries development;
- 6. Development of post-harvest technologies;
- 7. Development of the food chain safety system;
- 8. Human resources development.

The activities aimed at developing **soil management, crop production, agricultural water management and irrigation** enabled the development and demonstration of efficient, resource-and environment-friendly technologies for the cultivation of fodder crops, vegetables and fruits on selected pilot farms at 11 locations in the 7 target regions. The application of new technologies contributes to increase the efficiency and safety of arable crop production and horticultural fruit and vegetable growing, with special regard to the use of the possibilities of irrigation during the dry season. In the frame of joint programs between Hungarian and Lao research institutions new technologies have been developed, and within the framework of the program, a Hungarian-Lao Soil Information Center and an Hungarian-Lao Education Center were built at the Lao Institute of Plant Protection.



Sprinkler irrigation at Arth Farm helps ensure a safe feed supply for livestock during the dry season. With the development of soil management and crop production technologies, the quality of feeds is improving.

The development of **cattle breeding** is a key component of Laos' agricultural strategy, considering not only the growth of domestic consumption, but also the exploitation of the opportunities offered by exports, especially to Chinese market. A key element of the cattle breeding component of the 3rd Hungarian agricultural TAL programme was genetic improvement and the development of artificial insemination conditions in cooperation with the National Agriculture and Forestry Research Institute (NAFRI) and the Department of Livestock and Fisheries (DLF) of the Ministry of Agriculture and Forestry. Under the programme, the project imported 286 red Brahma heifers and 10 bulls from Thailand and set up an artificial insemination station. The development of the cattle value chain was served by the development programs of irrigated crop production, feeding and processing technologies carried out within the framework of other project components. In cooperation with local livestock producing organisations of the target provinces, several demonstration farms were technically modernised and professional training programs were organized.



The Hungarian TAL project contributed to the more efficient operation of the model farms through technical development and genetic improvement of breeding stocks.

**Aquaculture and fisheries** development is one of the traditional areas of Lao Hungarian agricultural cooperation, so this programme component was aimed at developing the entire fish value chain. Within the framework of the traditional juvenile fish supply development programme, fish hatcheries in four provinces were upgraded and a modular fish hatchery was established.



The demand for tilapia seed produced on ADC farm is growing steadily

In the 3rd TAL project, market size fish production, fish processing and marketing, as well as the development of the supporting institutional background and international cooperations were also given special importance. The outstanding result of the programme is the market launch of certified fish products produced in the first modern fish processing plant in Laos. aquaculture development programme has further strengthened the infrastructure and also extension and training activities of the ADC fish seed rearing farm that operates as a Lao-Hungarian joint venture. ADC has developed into the most important centre for quality seed supply in the Vientiane region.

The Aquaculture Development Programme has included workshops, study visits and professional development programs, including those at international level.

**Post-harvest technologies** include post-harvest storage, transportation and processing technologies. This is a very critical element of Lao food value chains, given the underdevelopment of related infrastructures. Thus, one of the most important elements of the Hungarian TAL program aimed at improving food supply was the development of "post-harvest" technologies. Under this programme component, three slaughterhouses for cattle and pigs, the first modern fish processing plant in Laos and a modern orange processing plant were established. Although not specifically post-harvest infrastructure, two feed production plants have also been modernised under this project component. The facilities built are relatively small in capacity and serve primarily demonstration, professional training, technology and product development purposes. Government programs, subsidies and/or incentives to promote quality food supply can help ensure that these facilities, in particular processing plants, which are an important element of the meat and fish value chains, operate without loss and serve as models for quality food improvement programs.





Within the framework of the TAL program, Laos' first orange and fish processing plants were built. The orange drink is made from indigenous varieties (left). Modern products of the fish processing plant are competitive with imported products (right).

TAL project, within the framework of which the work started during the 2nd TAL programme continued, i.e. the development of the institutional, legal, IT and laboratory background of the food chain safety system. Among the programs aimed at improving the legal background, the establishment of an electronic database necessary for the operation of the food chain safety system can be highlighted, which contains data on about 2000 production and processing plants and animal stocks. Hungarian addition to the elaboration of relevant food (chain) safety regulations and good management practices, the experts also actively participated in the elaboration of comprehensive laws, such as the Fisheries Act.





Compliance with the developed standard is confirmed by trademarks developed within the framework of the program.

Work to improve food safety also included the improvement of consumer information and raising awareness through the development and distribution of printed and electronic information material. An outstanding result of the Hungarian project was the development of the "Lao Quality Product" certification system and the related ministerial decree for pig, cattle and fish products.

Human resources are one of the most critical elements in the development of the Lao food production sector, and improving its quality at all levels is key to increasing food security in Laos. Within the framework of the 3rd TAL program, several practice-oriented on-site trainings (primarily for the training of local trainers), regional trainings in Thailand and Vietnam were held, but university education was also supported by the program. Within the framework of the high-level education program 132 students received MSc- and 6 PhD diplomas. In order to familiarize the professional content of the main components of the TAL program, a modern, complex online educational platform has been developed for Lao agricultural professionals. In order to improve the educational infrastructure, in addition to the procurement of educational technology tools at the National University of Laos (NUoL), a modern auditorium building was also built. The sustainability of the project results and the strengthening of agricultural cooperation between Laos and Hungary are also supported by the cooperation agreement concluded between the Hungarian University of Agriculture and Life Sciences (MATE) and the National University of Laos (NUoL). Young professionals graduated in Hungary can contribute to the utilization of the results of agricultural TAL programs, thus assisting the improvement of the supply of healthy food to the population and also the decrease the food import.



An auditorium was built within the framework of the Hungarian TAL program on the campus of National University of Laos.



Within the framework of the Hungarian Stipendium Hungaricum scholarship program, 150 Lao students can obtain diplomas, MSc and PhD degrees at Hungarian universities every year.

#### Summary of the main results of the Hungarian-tied aid loan (TAL) programs

As a result of the three Hungarian agricultural tied aid loan programs implemented between 2008 and 2023, model farms, model plants, laboratories and educational facilities were built, which primarily serve knowledge and technology transfer, with a focus on animal husbandry and aquaculture development. Modern feed mills, slaughterhouses and meat processing plants, the first fish- and orange processing plant built in Laos, integrated into local value chains, serve as a model for upscaling the results that contribute to the transition from subsistence farming to market production.

In addition to infrastructure development and the introduction of sustainable technologies, professional training was an essential element of the programs, which not only served the operation of new facilities and technologies, but also contributed to the development of an entrepreneurial attitude, the acquisition of management knowledge and the increase of the knowledge of state employees involved in professional management. The Hungarian agricultural TAL program contributed to the development of all elements of the meat and fish value chain, including significant laboratory developments and the complete reconstruction of the Lao animal vaccine production plant. The Hungarian TAL programs were launched utilising the results and experiences of previous research and development (R&D) programs. Taking into account the new challenges of agricultural development, TAL programs have also contributed to the development of Lao agricultural R&D, innovation and training resources. R&D cooperation under the programme, such as the agreement between MATE and NUoL, as well as regional cooperation, for example with Thailand and Vietnam after the project is completed, will continue to serve the development of the Lao food system in the longer term.

What we consider to be another important result of the TAL programme is the strengthening of economic cooperation. A total of nearly 100 Hungarian small and medium-sized enterprises participated in the three TAL programs. These companies have gained considerable experience working in a remote developing country, which could help Hungarian export knowledge and Two Hungarian-Lao joint ventures were established during the technology in the future. implementation of the three Hungarian agricultural TAL programs in order to utilise the results of the developments for mutual benefit. One of them, ADC, is no coincidence in the field of aquaculture development, since this specific development area, and more specifically the development of fish seed supply, has the greatest tradition in agricultural cooperation between the two countries. One of the generally useful results of Lao-Hungarian agricultural TAL programs is that the experience gained in a remote, poor, tropical country can be utilized in other regions of the world in the service of expanding Hungarian knowledge and technology exports. In recognition of the successful implementation of Lao agricultural TAL programs, the Hungarian Ministry of Foreign Affairs and Trade concluded a key export partnership agreement with Vitafort Zrt., which provided the professional background for the development program. Hungary may also include Lao experts who have been trained in the frame of Hungarian agriculture TAL programs in future international agriculture development projects.

## Sustainability of TAL program results and future opportunities for Hungarian Lao agricultural cooperation

The results of the three TAL projects contribute to the production of high-quality and safe food in Laos, with a special focus on meat and fish products. However, the effective use of the results in Lao food system development programs requires further efforts primarily from the relevant actors of the Lao public and private sectors, but the continuation of agricultural cooperation between Hungary and Laos is also an important element of the sustainability of the results. In order to promote the sustainability of project results, the following main conclusions can be drawn.

- Dialogue/exchange of information between former project management actors and key Hungarian
  and Lao actors in specific fields should continue. A good framework for this system of professional
  relations can be provided by the further strengthening of Lao-Hungarian agricultural cooperation at
  ministerial level. In view of the progress made and prospects in other areas of economic cooperation
  between Hungarian and Laos, we consider it appropriate to establish an Economic Joint Committee
  for Hungarian-Laos.
- There is a need for bilateral (e.g. between University Hungarian of Agriculture and Life Sciences, MATE and Lao National University, NUoL) and multilateral (e.g. Laos-Vietnam-Hungary; Laos-Thailand-Hungary) cooperations which have developed in recent decades and strengthened during the implementation of Hungarian TAL programs. It is important to maintain and further expand these institutional cooperations.
- Although modern facilities (e.g. feed production plants and slaughterhouses) have been built and started operating within the framework of the Hungarian agricultural TAL programs, the support of the Lao government is essential for their efficient operation. It should be taken into account that facilities do not primarily serve large-scale production, but also demonstration, professional training, technology and product development.
- The priority area of agricultural cooperation between Hungary and Lao is the development of aquaculture, which has decades of tradition. The continuation of aquaculture cooperation has stable foundations on the Hungarian side, both at institutional level by the Institute of Aquaculture and Environmental Safety (AKI) of the Hungarian University of Agriculture and Life Sciences (MATE) and at economic level by Aranyponty Zrt. and its affiliate the Aquatic Development Company (ADC) in Laos. Hungarian aquaculture is also strong in the Asian region from other Hungarian organisations (e.g. Central and Eastern European Network of Aquaculture Centres (NACEE); Hungarian Aquaculture Technology and Innovation Platform (HUNATiP)).
- Donor countries and organizations may also participate in the exploitation of the results of previous Hungarian TAL projects. These collaborations can facilitate the involvement of Hungarian experts in future projects of the given donor. During the implementation of the 3rd TAL project, promising cooperation with the Lao office of the World Food Program was outlined, but such cooperation can also be facilitated by the Hungarian embassy in Vientiane that has been opened recently.

- Financial instruments to encourage economic cooperation with enterprises in developing countries may also provide opportunities for business cooperation with Lao companies. Two such joint ventures are outlined: the use of by-products of the Beer Lao brewery (e.g. brewer's spent grain and yeast) as feed additives and fish processing and marketing.
- It would help to utilise the results of the Hungarian agricultural TAL programs and their sustainability if Lao professionals trained within the framework of the Hungarian Stipendium Hungaricum scholarship programme were involved in the operation of facilities created as a result of the Hungarian development, and if within the Stipendium Hungaricum programme we could succeed in increasing the proportion of Lao students participating in agricultural courses (e.g. by expanding the relevant agricultural training offer attractive to Lao youth).
- A targeted new TAL programme with a smaller budget would facilitate the utilisation of the results
  of the previous TAL programme for business purposes serving mutual economic interests, which
  could be a catalyst for the wider application of the results involving Hungarian and Lao small and
  medium-sized enterprises.
- The results and experiences of Lao agricultural TAL programs can be put to good use in programs aimed at improving food security in other regions can be implemented with Hungarian assistance, thereby Hungary successfully participating in the implementation of the UN Millennium Development Goals. Trained Lao professional can also be involved in such programs.

As key export partner of the Hungarian Ministry of Foreign Affairs and Trade, Vitafort Zrt. is ready to share its experience in the preparation and implementation of future international agricultural development projects and is ready to cooperate as a partner in development programs supporting the agricultural economy and food supply of developing countries. The "model role" may also be advantageous for Laos through local demonstration and training programs



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