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Argentina's Pampa Unlimited strengthens commercial ties with Vietnam Agribusiness

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The US based Pampa Unlimited LLC, President, Pablo Eliseo Pizarro, recently met with representatives of the Vietnamese company Khai Anh Binh Thuan Joint Stock Company at the Vietnamese Embassy in Argentina. The meeting was intended to establish a direct link between local producers of corn, wheat, and soybeans in Argentina and a leading Vietnamese company that imports raw materials for animal feed.

The agreement between Pampa Unlimited LLC and Khai Anh Binh Thuan Joint Stock Company represents a significant step forward in Argentina-Vietnam trade relations. A direct channel for the trade of essential grains was proposed by both parties, promoting a business model based on transparency and mutual trust. Argentine producers will be connected to strategic global markets through this initiative, strengthening international trade and generating value for all parties.

This meeting marks a milestone in our mission to connect Argentine producers with strategic buyers around the world. Vietnam is a key market for grain trade, and we are committed to creating strong and sustainable business partnerships," said Pablo Eliseo Pizarro, emphasizing the importance of fostering agreements without intermediaries.

Vietnam's Khai Anh Binh Thuan Joint Stock Company is a major player in the import and distribution of raw materials for the animal feed industry. In 2023, the company reached a volume of 4.1 million tons and revenue exceeding $1.4 billion. This positioned itself as a key player in the Vietnamese and regional market. The Company has developed a logistics network

encompassing storage facilities at rivers and seaports throughout Vietnam. It has a special focus on the southern provinces, where 70% of the country's feed production is concentrated. Additionally, it is a strategic partner of international giants such as CP, CJ, De Heus, and Cargill, collaborating with them to ensure high-quality products supply.

Vietnam, with a population of over 100 million people, has a growing demand for agricultural raw materials. The country imports between 24 and 25 million tons of inputs such as corn, wheat, and soybean meal annually to meet the needs of its animal feed and protein industries. According to estimates, these figures could rise to more than 30 million tons by 2030, opening significant opportunities for Argentine exporters.

Under Pablo Eliseo Pizarro's leadership, Pampa Unlimited LLC specializes in facilitating the direct export of Argentine grains to key markets around the world. The company prioritizes eliminating intermediaries in the supply chain, optimizing costs, and ensuring product quality.

â??Our goal is to provide comprehensive logistical solutions that benefit both local producers and international buyers. This model not only improves efficiency but also ensures that products reach their destinations meeting the highest quality standards," said Pablo Eliseo Pizarro.