



K S SEED CO., LTD

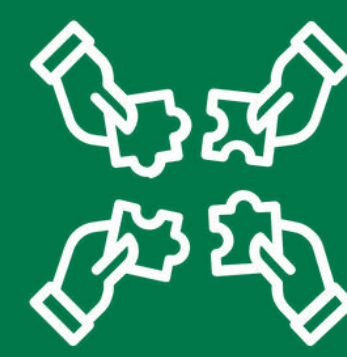
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K S SEED produces and distributes a diverse range of seeds, including vegetables and upcoming crops. As an up-and-coming commercial seed producer in Cambodia, they focus on climate-resilient and nutritious varieties, with plans for local and international expansion.



Location

PHNOM PENH



Year of establishment

2019 (established) **2022** (registered)



of staff

25 (full time)

THEIR SOLUTIONS

Import and produce vegetable seeds, test self-packaging and distribute to agricultural depot in Cambodia



Make seed production contract with selected farmers



Self-test seed production and plant to compare result

"Through the program, we have realized the critical role our business plays in maintaining environmental sustainability. By engaging with experts from SmartAgro and the Sustainable Soil for Life Association, we have learned different farming techniques such as cover cropping, producing organic fertilizers, and efficient water and soil management. These insights have enabled us to go beyond seed distribution; we are now empowering our farmers with various CRA practices that boost their yields and income and enhance their resilience to climate change."

MR. LOK KEANSRY, FOUNDER OF KSSEED





LAEY BAITONG CO., LTD

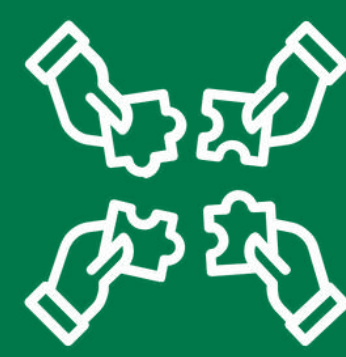
ល្អីបៃតង ឯក

Leay Baitong is a marketplace that supports local farmers and ensures safe food for people inside Battambang. They source organic food from farmers, with a focus on helping elderly farmers access markets, serving households, quality-conscious hotels, restaurants, and potential retail and wholesale partners.



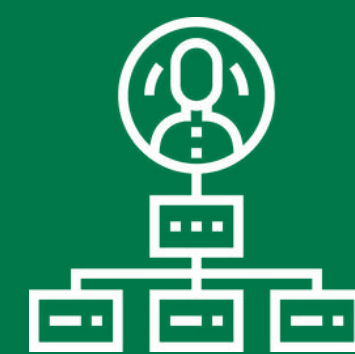
Location

BATTAMBANG



Year of establishment

2019 (established) **2021** (registered)



of staff

3 (full time)

CORE VALUES

LOCAL

Produced by contract farmers with proper traceability

FRESH

Harvest daily and weekly by local producers in Battambang and nearby provinces

SAFE

Organic products with no harmful substances



Now working with

251

farmers through contract farming compared to only 80 farmers pre-program

“Being there in person to learn during the adoption activity was really helpful for practical experience since we had the full attention of the mentors, who went into detail about our challenges and identified the right solutions.”

MR. RIN DY, GENERAL MANAGER OF LAEY BAITONG





AGRO NATURE

អាហ្វ្រូណេតឈ័រ

Agro Nature is a wholesaler and retailer of agricultural products. Its focus is on cost reduction and supporting farmers in various provinces across Cambodia. It prioritizes onion cultivation and plans to expand while sharing agricultural knowledge.



Location
PHNOM PENH



Year of establishment
2019
(established)



of staff
4 (full time) **6** (part time)

285.7%

Growth in revenue during program

Baseline: **\$7,289** | Endline: **\$28,120**



The IHPP mentors were friendly, thoughtful and attentive to all the teams. Unlike mentors in other programs, who often seemed disengaged and unavailable, the IHPP mentors were always genuine and made themselves accessible all the time. They always followed up with us to check our progress and answer our questions, even those that might not be relevant to the business.

MR. CHANRETH, NHOEURN, FOUNDER OF AGRO NATURE



Impact of Promotional Video

40K organic viewership

\$30K investment secured from an investor who discovered Agro Nature via the video we published



WATER FUEL

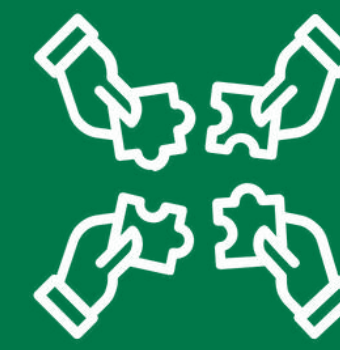
ហ្វូសទឹក

Water Fuel is a startup that researches, manufactures, and sells water-gas equipment. This equipment is a pure hydrogen generator that aims to help the engine accelerate, reduce fuel consumption, and prevent carbon dioxide emissions (CO2) into the atmosphere.



Location

PHNOM PENH



Year of establishment

2022
(established)



of staff

3 (full time)

BENEFITS

**40-²
60%**

Reduce carbon emission from the engine by up to 60%

**15-
25%**

Can save up to 25% of gasoline required to fire any engines



Can power up the engine faster and maintaining a consistent temperature



Use water purely to generate hydrogen and work with engines powered by diesel, fuel and LPG

68.5%

Growth in revenue during program

Baseline: ~\$15,000 (in 12 months - 2023)
Endline: \$12,641 (in 6 months - 2024)

181%

Growth in customer during program

Baseline: **80 customers** (pre-program)
Endline: **225 customers** (post-program)

“The biggest win I got from the program is that it helped boost our name in the ecosystem and solidify the technology as a whole. We experienced many pushbacks from the public before we joined, but now people are more receptive to us, having seen the work we have done through the program. We now have more customers, and the program helped us connect with other stakeholders who are interested in supporting us in receiving more funding to expand our business.”

MR. THEANY VY, FOUNDER OF WATER FUEL



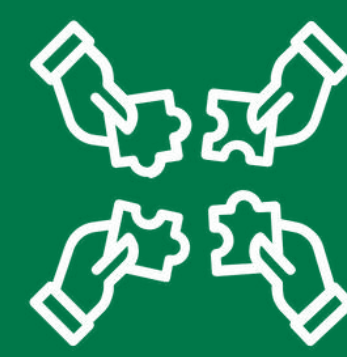
ODDAR MEANCHEY AGRICULTURAL COOPERATIVE DEVELOPMENT UNION

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Location

ODDAR MEANCHEY



Year of establishment

2019 (established) **2020** (registered)



of staff

4 (full time)

Oddar Meanchey Agricultural Cooperative Development Union is the leading union in Oddar Meanchey, which empowers local farmers by connecting them to markets, offering agricultural credit, and supplying essential inputs. They are committed to reducing labor migration and strengthening the livelihoods of farmers across 17 agriculture cooperatives in the area.

156%

Growth in revenue during program

Baseline: **\$19,792.00** | Endline: **\$50,707.00**

These are the techniques that the union is teaching to the ACs:



Using rubber cover



Using suction device



Using drip irrigation

CRA COMPONENT

“Since joining the program, our union has increased profits through better promotion and negotiation. It feels like our luck has turned around. Last year, we suffered a loss, but this year we have regained a lot. As the union leader, I feel stronger and more confident managing our members.”

MRS. VONG SOPHEAP, PRESIDENT OF ODDAR MEANCHEY DEVELOPMENT UNION





CHOAM KSANT CHEAYDEN MEANCHEY AGRICULTURAL COOPERATIVE

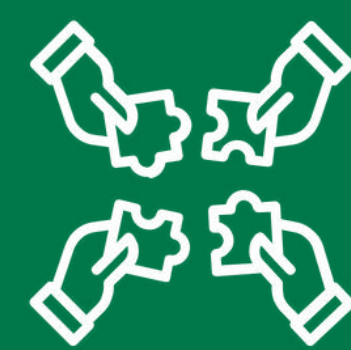
សហគមន៍ជាំក្សាន្ត ជាយដែនមានជ័យ

Choam Ksant Cheayden Meanchey Agricultural Cooperative has been a cornerstone in organic rice, cassava, and cashew production in Preah Vihear. Collaborating with 250 local farmers across multiple villages, they work closely with processing companies, ensuring timely acquisitions and quality assessments for organic produce while offering vital tractor services and occasional farmer workshops.



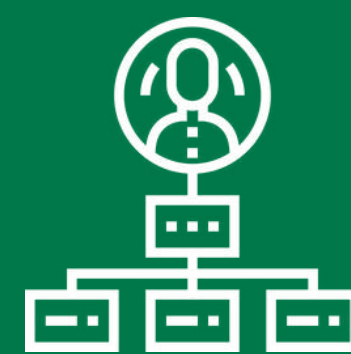
Location

PREAH VIHEAR



Year of establishment

2012 (established) **2013** (registered)



of staff

7 (all voluntary)

66.24%

Growth in revenue during program

Baseline: **30,000,000 riel**

Endline: **49,872,980 riel**

“Having been farmers, we deeply understand the existing challenges, which motivated us to form the cooperative in the first place. However, the program has broadened our vision. We realized that our mission could be more ambitious – we can do more than just secure markets for our farmers. We should help them improve the quality of their products and explore diverse income streams to benefit our members further. The program equipped us with foundational business skills, including financial management, relationship building, and effective communication of our impact. This newfound knowledge has instilled in us the confidence to become a thriving agricultural cooperative.”

MRS. KIM MARY, FINANCE LEAD OF CHOAM KSANT CHEAYDEN MEANCHEY AGRICULTURAL COOPERATIVE





TA YOM NATURE FARMING

តាយ៉ុមកសិកម្មធម្មជាតិ



Location
ODDAR MEANCHEY



Year of establishment
2022
(established)



of founders
2 (full and part time)

Ta Yom Nature Farming is a family business-turned-startup that provides seedling soil to farmers and urban gardeners to various parts of Cambodia. The seedling soil is mixed with high quality organism, makes seedlings grow well, saving time and money.

Through the program, we helped shape their business into a cohesive entity, drawing on the unique dynamics of two generations working together.

By combining their expertise, they created a product that benefits the community, giving them a real chance to realize the impact they can achieve together.

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During the program, the co-founder (Chhailin) applied to become a district official in her area. She shared that the knowledge on CRA that we provided at the start of the program was instrumental in helping her pass the exam.



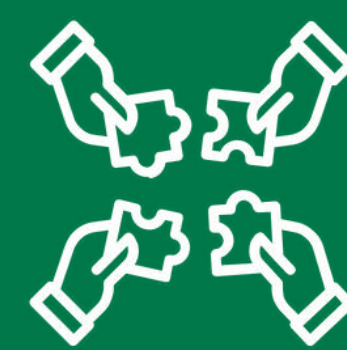


ROMDOUL TEAN KAM AGRICULTURAL COOPERATIVE សហគមន៍កសិកម្មរំដួលទានកាំ

Romdoul Tean Kam, a dedicated agricultural cooperative in Banteay Meanchey, specializes in rice seed support for around 100 families and extends its services to a customer base of 97 community members. It also provides credit loans to local farmers to support rice production and works closely with its community members to enhance agricultural practices.



Location
BANTEAY MEANCHEY



Year of establishment
2019
(established & registered)



of staff
9 (full time)

SUPPORT FOR MEMBERS

These are the benefits that the AC is providing to those purchase their rice seed to grow:

Cultivation and practical training

Teach farmers how to manage income and expenses

Consult directly at the planting site

CLIMATE RESILIENT AGRICULTURE

These are the techniques that the AC is implementing:



Choosing the right variety to grow



Preparing land properly to reduce water consumption

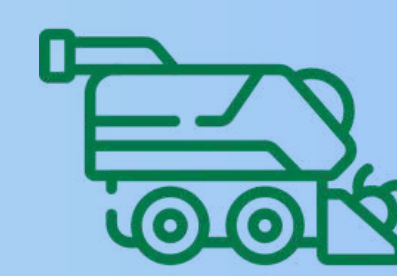


Apply pesticides/ fertilizers through correct agricultural techniques

GET INVOLVED & SUPPORT THEM IN THESE AREAS



Networking Opportunities



High-quality machinery



Access to Finance

