

SBA TradeLens Alert

Southeast Asia Trade Agreements Update

Under President Trump’s reciprocal trade initiative, the U.S. reached key agreements with Malaysia, Cambodia, Thailand, and Vietnam to deepen economic and regulatory ties.

Malaysia pledged \$70 billion in U.S. investments and major purchases of Boeing aircraft, LNG, semiconductors, and security equipment while adopting U.S. product standards and banning forced-labour imports. Cambodia committed to greenfield investments, buying up to 20 Boeing planes, and eliminating conformity assessment barriers. Thailand agreed to expand U.S. agricultural and energy imports worth \$8 billion annually and purchase 80 Boeing jets, alongside labour and environmental reforms. Vietnam’s framework featured \$8 billion in Boeing aircraft orders and \$2.9 billion in agricultural imports, coupled with pledges to align standards and improve labour and environmental protections.

Together, these deals underscore growing U.S.–Southeast Asian integration through reciprocal trade and regulatory alignment.

Below is a chart outlining the key components of each agreement based on our preliminary review. We will follow up with a more detailed analysis once we have had sufficient time to carefully review each agreement.

	Malaysia	Cambodia	Thailand	Vietnam
Agreement Type	Reciprocal Trade Agreement	Reciprocal Trade Agreement	Negotiating Framework	Negotiating Framework
US Tariff Commitments	US to maintain 19% reciprocal rate; 0% reciprocal tariff applied to products identified in Schedule 2 of Annex I. Link No reductions on any existing Section 232 tariff rates for covered products.	US to maintain 19% reciprocal rate; 0% reciprocal tariff applied to products identified in Schedule 2 of Annex I. Link No reductions on any existing Section 232 tariff rates for covered products.	US to maintain 19% reciprocal rate and will identify products found in the Potential Tariff Adjustments for Aligned Partners list (Annex III of EO 14346) to receive a 0% tariff. No reductions on any existing Section 232 tariff rates for covered products.	US to maintain 20% reciprocal rate and will identify products found in the Potential Tariff Adjustments for Aligned Partners list (Annex III of EO 14346) to receive a 0% tariff. No reductions on any existing Section 232 tariff rates for covered products.

<p>Partner Country Purchasing and Investment Commitments</p>	<p>Malaysia will invest \$70 billion in U.S. greenfield and job-creating projects over the next decade across sectors like critical minerals, energy, power, telecom, transport, and infrastructure, and will purchase U.S. goods including Boeing aircraft, LNG, semiconductors, security and telecom equipment, and aerospace components.</p>	<p>Cambodia will promote U.S. greenfield and job-creating investments, open its economy to U.S. projects in critical minerals, energy, telecom, transport, and infrastructure, and purchase 10 Boeing aircraft with rights for 10 more by October 31, 2025.</p>	<p>The U.S.–Thailand framework includes upcoming deals worth \$2.6 billion annually in agricultural imports (feed corn, soybean meal, dried grains), \$5.4 billion per year in U.S. energy products (LNG, crude oil, ethane), and \$18.8 billion for 80 U.S. aircraft</p>	<p>Vietnam’s framework includes Vietnam Airlines’ \$8 billion purchase of 50 Boeing aircraft and 20 MOUs for \$2.9 billion in U.S. agricultural imports across agriculture, aerospace, and energy sectors</p>
<p>Partner Country Non-Tariff Commitments</p>	<p>Malaysia will recognize U.S. standards in key sectors, grant preferential access for U.S. farm goods, ban forced-labor imports, strengthen IP protection, and enforce environmental laws.</p>	<p>Cambodia will remove redundant conformity requirements, ensure fair access for U.S. farm goods, strengthen IP protection, ban forced-labor imports, and enforce environmental laws.</p>	<p>Thailand will accept U.S.-standard goods in key sectors, allow U.S. ethanol and FSIS-certified meat imports, strengthen labor and environmental laws, and improve IP enforcement.</p>	<p>Vietnam will accept U.S. auto, medical, and pharma standards, ease import and regulatory barriers, strengthen IP protection, and enhance labor and environmental safeguards.</p>
<p>Export Controls</p>	<p>Malaysia will align with U.S. export controls, restrict dealings with sanctioned entities, and consider creating an inbound investment review</p>	<p>Cambodia will align with U.S. export controls on a case-by-case basis, restrict transactions with sanctioned entities, and share</p>	<p>Thailand and the US committed to cooperating on export controls and investment security.</p>	<p>Vietnam and the US committed to cooperating on export controls.</p>
	<p>system to regulate national security-sensitive technologies</p>	<p>information on investment activities in the country.</p>		

Transshipment	Malaysia committed to enforcing measures to combat transshipment and other duty-evading practices.	Cambodia committed to enforcing measures to combat transshipment and other duty-evading practices.	Thailand and the US committed to cooperating on combatting duty evasion.	Vietnam and the US committed to cooperate on addressing duty evasion.
Critical Minerals Cooperation	The parties entered into a non-binding MOU to strengthen cooperation on critical minerals supply chains development and expansion.	N/A	The parties entered into a non-binding MOU to strengthen cooperation on critical minerals supply chains development and expansion.	N/A
Entry in force	The agreement will enter into force 60 days after the date on which the Parties have exchanged written notifications certifying completion of their applicable legal procedures or on such other date as the Parties may agree.	The agreement will enter into force after each party has notified the other party that their internal procedures required for entry into force of the agreement have been completed.	N/A – the framework provides that the US and Thailand will negotiate and finalize an Agreement on Reciprocal Trade in the coming weeks.	N/A – the framework provides that the US and Vietnam will negotiate and finalize an Agreement on Reciprocal Trade in the coming weeks.

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