

# Sourcing from Cambodia

## PRODUCT & SUPPLIER BROCHURE

### SPECIAL EDITION

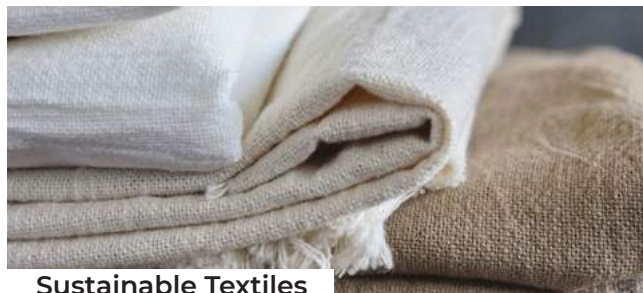
24 November 2021 | Phnom Penh, Cambodia



**1<sup>st</sup> Asia Europe**  
Economic and Business Forum



Pepper



Sustainable Textiles



Light Manufacturing



Palm Sugar



Handicrafts



Mango



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# 1<sup>st</sup> Asia-Europe Economic and Business Forum

**Transitioning to a New Normal: Leveraging Global Value Chains,  
Multilateralism and the 4IR**

**24 November 2021, Virtual Format**  
Phnom Penh, Cambodia

**Message of H.E. Mr. PAN Sorasak**

Minister of Commerce, Royal Government of Cambodia

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## **H.E. PAN Sorasak**

**Minister of Commerce  
Royal Government of Cambodia**

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For the past two decades and prior to the COVID-19 outbreak, Cambodia has been hailed as one of the fastest-growing economies in the world. The country's exceptional economic growth, averaging around 7.2% per annum, is attributable to outstanding opportunities to increase public investment, human resource development, social protection, and gradual but steady poverty reduction toward further narrowing social inequality.

It is undeniable that trade has formed the backbone of these pivotal endeavors of the Kingdom, and will, in the future, continue to constitute a driving force. "Economic diversification" through trade is amongst the main priorities of the Royal Government of Cambodia's "Rectangular Strategy Phase IV (2019-2023)". Against this backdrop, the Royal Government of Cambodia, through the Ministry of Commerce, has prioritized its focus areas toward regional integration, potential FTAs in bilateral, multilateral, and regional frameworks amongst others. These timely developments clearly outline the right paths, which Cambodia is moving toward to reach its development aspirations, despite the disruptive implications of the global pandemic which have overtaken the world. Cambodia, however, still needs to work to deliver full utilization of these potential trade agreements. Particularly, Cambodia needs to leverage and better develop its agricultural and manufacturing products to ensure that it can

exploit new market access to its full extent.

In line with the above needs, the European Chamber of Commerce in Cambodia and its national chapter, German Business Cambodia, supported by the Ministry of Commerce, have developed and produced the publication series "Sourcing from Cambodia" in collaboration with Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ). These brochures address foreign importers and buyers who are interested in the Cambodian market and contain detailed information on six local Cambodian products including mango, pepper, palm sugar, sustainable textiles, handicrafts & home accessories, and light manufacturing. On the occasion of the AEEBF1, they have been combined into this special edition which I am delighted to endorse. It offers up-to-date market information and valuable insights into Cambodian products and their export-ready local producers who are eager to bridge the gap to international markets.

I am confident that this publication will make great contributions to further promote Cambodian products and help Cambodia to realize long-term visions in its trade endeavors. Therefore, I would like to express my gratitude to everyone involved in making this possible. Special appreciation is extended also to Mr. Tassilo Brinzer, Chairman of the EuroCham Cambodia, and his dedicated teams for their grateful efforts put into this publication.





## Mr. Tassilo Brinzer

**Chairman of the European Chamber  
of Commerce in Cambodia**

It is my great pleasure to congratulate Cambodia on its success in hosting the 13th Asia-Europe Summit (ASEM13), providing an opportunity for the country to present itself as a fast modernizing economy in ASEAN as it exits the Covid-19 pandemic, and leaves its devastating economic impact behind.

As a major side event of ASEM 13, the 1st Asia-Europe Economic and Business Forum (1st AEEBF) aims to further promote and facilitate foreign investment and cultural relations between European and Asian countries. Discussions will focus on ways to boost trade between the regions, as well as increase sustainable trade in the context of the 4th Industrial Revolution (4IR).

The Forum is held digitally in Phnom Penh and is hosted by the Ministry of Commerce (MOC) of the Kingdom of Cambodia with the support of the European Chamber of Commerce (EuroCham) and other partner institutions. Our Chamber is grateful for the longstanding and fruitful partnership we share with the Ministry of Commerce and the Royal Government of Cambodia, enabling the voices of the local business community to be heard. As Chairman of EuroCham I would like to stress the eagerness of Cambodia's local European business community to intensify economic ties between the regions.

We regard the Forum as an important opportunity to further promote the country's attractiveness to European investors.

On behalf of EuroCham I am delighted to present this updated and consolidated 1st AEEBF special edition of the six Product & Supplier Brochures we have recently published together with Germany's Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ). The result is a comprehensive guide on sourcing from Cambodia for some of the Kingdom's key products and services, directed at European and international buyers and importers, combining the previous publication series into one digital handbook. It is a work in progress that will be regularly updated as more and more Cambodian businesses reach the point of export readiness. So far it covers Pepper, Mangoes, Palm Sugar, Sustainable Textiles, Handicrafts and Home Accessories, as well as Light Manufacturing. I would like to encourage you to make use of the detailed information it provides, to make use of the contact information of local producers who are eager to export to new markets – and to begin importing Cambodian products soon!



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## **1<sup>st</sup> ASIA-EUROPE ECONOMIC AND BUSINESS FORUM**

### **Transitioning to a New Normal: Leveraging Global Value Chains, Multilateralism and the 4IR**

**24 November 2021, Virtual Format**  
Phnom Penh, Cambodia

1. ASEM member countries account for 65% of the global economy, conduct 55% of global trade, and are responsible for 75% of global tourism-related activities according to the Asia-Europe Foundation (2021). This notable trade volume between Asia and Europe is indicative of the importance of the roles of both blocs in the world's economy, especially as it transitions into the 4th Industrial Revolution (4IR).

2. The commitments affirmed by Asia and Europe to lasting peace, security and stability, sustained economic growth, shared prosperity, and social development are conducive to strong and resilient regions. The resilience shown by both blocs, which had been benefitting from the technological paradigm shift into the 4IR, is apparent in their abilities to cope with the constant technological advancements and innovation as well as the rapidly expanding global value and supply chain. However, despite the highly lucrative trade volume between

both blocs, the world is currently enduring the looming effects of the post-COVID-19 recovery with economic disruptions seemingly persistent.

3. The global economy is forecasted to accelerate by 3.8% in 2022 (World Bank, 2021); nevertheless, countries have gravely experienced self-inflicted damages to their economies, which only contributed to making the matter worse, after having seen an alarming shrink at one of the fastest paces in decades. It is apparent, therefore, that countries will need to surmount many new challenges from 2021 onwards. The global value and supply chain are heavily disrupted and a new normal for conducting trades is beginning to surface with contactless delivery, nearshoring, intra-regional transactions, localization, inter alia, becoming common suggestions for the post-COVID-19 world – what Asia and Europe shall look forward to in order to ensure growth in this new shift in the dynamics of the world trades.



4. Despite the effects of the COVID-19 pandemic, the trade will continue, and along with the 4IR, multilateralism has also been proven to be essential to both regions, especially its important role in further promoting economic growth and social development through the establishment of various modern and comprehensive free trade agreements whether bilateral and/or regional, which have risen from only 70 in 1990 to more than 300 in the recent years, according to the World Trade Report of the World Trade Organization (2011). Trade and tourism sectors, highly expected to be revived as the world cast its glimpse toward a post-COVID-19 era, will serve to regain their roles as important sources of employment and incomes as well as women's purchasing power. This will act as a stimulus to social welfare and economic recovery. Nonetheless, all aspects of trade now have to factor in the ramification of the effects of the COVID-19.

5. It is important to recognize that while the rapid change in technology brings both regions many new and exciting opportunities; due to the different levels of development across the regions, many developing countries have not been able to adapt and maximize the potentials of these benefits. Moreover, many existing challenges remain in terms of the development and discrepancies of the laws and regulations between both regions, which need to be acknowledged and heeded – specifically when participating in the establishment of free trade agreements.

6. The world now must make real and extensive adjustments to the way trade is handled across regions due to the economic downturn in the aftermath of the COVID-19-pandemic. In this context, it is indispensable to both blocs to inclusively expedite the economic recovery through necessary mechanisms, including but not limited to safe and effective COVID-19 vaccine distribution, trade liberalization, red tape reduction for export growth, the fostering of electronic commerce via digitalization, and the provision of preferential treatment to developing countries.

7. In order to address the above dynamics as well as the effects of the COVID-19 pandemic on trade and investment, the Ministry of Commerce of the Kingdom of Cambodia is excited to host the 1st Asia-Europe Economic and Business Forum, with supports from the Council for the Development of Cambodia (CDC), the Asia-Europe Foundation (ASEF) and other partners, under the theme **“Transitioning to a New Normal: Leveraging Global Value Chains, Multilateralism and the 4IR”**, in order to bring forth policymakers, academics, industry experts, well versed in the operations, logistics, and economics of the 4IR value/supply chain to discuss and reflect on the relevance of best practices.

The event will be held virtually on **24 November 2021** as one of the major side events of the ASEM13. This forum will be participated by world leaders, policymakers, academics, businessmen, and other development partners from

both Asia and Europe to engage in-depth discussions among all stakeholders on a variety of topics. The AEEDBF1 comprises 2 presentations and 3 panel discussions, one of which will be prepared and hosted in partnership with Bruegel, a Brussels-based economic think-tank, in honour of the rich tradition of the Asia-Europe Economic Forum (AEEF), a significant flagship program organized by Bruegel, which has been one amongst instrumental inspirations toward the establishment of the AEEDBF1.

Topics that will be addressed include:

- a. the advancement of the digitalization fostering global value chains and its consequences;
- b. impacts of the COVID-19 pandemic on trade, investment and economy, and the post-pandemic economic recovery;
- c. the significant roles of the multilateral trading system and free trade agreements in the 4IR and the New Normal;
- d. new growth opportunities for global trades and businesses, particularly start-ups and MSMEs, in light of new technology and digitalization in the 4IR, with the governments' on-going adjustments and reforms, including the provision of policy and financial supports and the investment in human capital development for inclusive growth, particularly women empowerment; and
- e. investment in green infrastructure and green businesses to adapt to climate change and disaster management, thus building resilience to crises and ensuring sustainability and socio-economic development.

8. Thanks to peace and stability, which for the past few decades have strongly contributed to the Kingdom's sustained prosperity, Cambodia is honored to welcome the presences of all distinguished national and international guests to the AEEDBF1 as well as to showcase Cambodia's development and its attractiveness as an economic partner and investment destination on this world stage.

The First Asia-Europe Economic and Business Forum, held as the side event and in alignment with the theme "Strengthening Multilateralism for Shared Growth" of the ASEM13, will serve as a new milestone to reinvigorate the inclusive growth of Asia and Europe as the world shifts into the new context of 4IR and adapts to the New Normal Transition of the post-COVID-19 recovery via leveraging the interconnected global value chain and multilateralism. It also aims at engaging business and political leaders from Asia and Europe in sharing experiences, knowledge, and best practices, to spearhead the crucial objectives of the forum into full realization.



## TENTATIVE PROGRAMME

### Cambodia Time (GMT+7)

8:00 - 9:00	Registration
9:00 - 10:00	<p><b>Opening Session</b></p> <ul style="list-style-type: none"> <li>• Welcome Remarks by <b>H.E. Mr. PAN Sorasak</b>, Minister of Commerce of Cambodia (5mn)</li> <li>• Remarks by <ul style="list-style-type: none"> <li>- <b>Hon. FDr. Ar. Siti Rozaimeriyanty DSLJ Haji Abdul Rahman</b>, ASEAN Business Advisory Council Chair 2021, Brunei; (5 mn)</li> <li>- <b>Neak Oknha KITH Meng</b>, Chairman of Cambodia Chamber of Commerce; (5mn)</li> <li>- Representative from Private Sector of Europe;</li> </ul> </li> <li>• Remarks by H.E. Mr. <b>ORBAN Viktor</b>, Prime Minister of Hungary</li> <li>• Opening Remarks by <b>Samdech Akka Moha Sena Padei Techo HUN Sen</b>, Prime Minister of the Kingdom of Cambodia</li> </ul>
10:00 - 10:15	Health Break
10:15 - 11:00	<p><b>Presentation 1: WTO's multilateralism: Asia and Europe's contribution</b></p> <ul style="list-style-type: none"> <li>• Connecting Asia and Europe under the framework of a multilateral agreement to promote economic partnership</li> <li>• Fostering sustainable trade and investment between the two regions</li> <li>• Supporting WTO Institutional efficiency practices</li> <li>• Managing economic risk through rising external issues</li> </ul> <p><b>Proposed Presenter:</b></p> <ul style="list-style-type: none"> <li>- <b>H.E. Mrs. Ngozi Okonjo-Iweala</b>, Director-General of WTO;</li> </ul>
11:00 - 11:30	<p><b>Presentation 2: Connecting Europe and Asia to work inclusively on innovation and invention to promote growth</b></p> <p>Proposed Presenter:</p> <ul style="list-style-type: none"> <li>- <b>H.E. Mr. SOK Chenda Sophea</b>, Minister attached to the Prime Minister and Secretary General of the Council for the Development of Cambodia (CDC);</li> </ul>

**11:30 - 11:45**

Presentation Session by Youth Representative  
Topic: TBC

**Proposed Presenter:**

- Youth Representative from the 4th ASEF Young Leaders Summit (ASEFYLS4);

**11:45 - 12:45  
(Q&A 15mn)**

**Panel Discussion 1:  
The Resilient 4th IR for Asian and European Trade Synchronicity amidst Global Pandemic**

In the post-COVID-19 epoch, which presents new growth opportunities as well as strong challenges alike for global trade and investment, promoting trade environment synchronicity between Asia and Europe via optimization of the 4th Industrial Revolution (4IR) would be placed among the top priorities for policymakers and business executives. What should businesses and policymakers, therefore, prioritize as the new industrial revolution continues to take shape? How can start-up businesses and MSMEs take advantage of the 4th Industrial Revolution (4IR) now that the New Normal has pushed online connectivity into the forefront of communication?

- a) Increasing need for web-based connectivity due to COVID-19
- b) Internet of Things (IOT) and Artificial Intelligence (AI) becoming essential as the new trend for development

**Proposed Moderator (1):**

1. **H.E. Mr. PENN Sovicheat**, Undersecretary of State of Ministry of Commerce;

**Proposed speakers (5):**

- 1. **H.E. Dr. CHEA Vandeth**, Minister of Posts and Telecommunications of Cambodia;
- 2. **H.E. Mr. Oleg NERETIN**, Director of the Federal Institute of Industrial Property of the Russian Federation;
- 3. **Prof. Hidetoshi Nishimura**, President of the Economic Research Institute for ASEAN and East Asia;
- 4. Representative of Tech Industry/MSMEs from Private Sector of Europe;
- 5. **Ms. Tuuli Pärenson**, Chief Executive Officer, Gofore Estonia Digital Industries;



**12:45 – 13:30**

Health Break

**14:00 - 15:00**

**(Q&A 15mn)**

**Panel Discussion 2**

**Expediting Economic Recovery in the New Normal and 4IR:  
Inclusive Multilateralism and Digitalization**

Why Multilateralism and Free Trade Agreements are still relevant in the 4th Industrial Revolution (4IR)? How can multilateralism and FTAs improve trades relations in the post-COVID-19?

1. Trade liberalization (Tariff and Non-tariff)
2. Business environment and openness to FDI
3. Trade support institutions
4. Enhance the connectivity of MSMEs in the digital market
5. MSMEs and Free Trade Agreements

**Proposed Moderator (1):**

1. **Mr. BRINZER Tassilo**, Chairman of EuroCham, Cambodia;

**Proposed speakers (5):**

1. **H.E. Mr. LUTFI Muhammad**, Minister of Trade of Indonesia & RCEP Country Coordinator;
2. **Mr. CORBIN Francois**, General Delegate to the President for International Affairs of the MICHELIN Group,
3. **H.E. Mr. Yu Benlin**, Director General of Department of International Trade and Economic Affairs, Ministry of Commerce of the People's Republic of China;
4. **Dr. Deborah Elms**, Executive Director, Asian Trade Centre, Singapore;
5. **Mr. Donald Kanak**, Chairman of the EU-ASEAN Business Council;

**15:00 - 16:00**

**(Q&A 15mn)**

**Suggested**

**Theme by**

**Bruegel**

**Panel Discussion 3, with Bruegel, a Brussels-based economics think-tank**

**Advancing Global Value and Supply Chain to Mitigate the Challenges Arising from the Current Pandemic**

The future of global value chains is key for Asia: What to expect? There are a number of reasons why global value chains are being reshuffled.

From increasing labor costs to environmental shocks, technological progress but also geopolitics, all seem to be good reasons to rethink the location and functioning of global value chains. One key issue is China's central role in the global but, especially, Asia value chain.

Efforts to reshuffle away from China for critical components of the value chain, whether it is the US, the EU, or Japan, could have a negative impact on Asia if such efforts account to re-shoring back to their home economies, but perhaps investors may prefer to nearshore in other geographies in Asia either to reduce costs and/or to better control the supply chain and avoid geopolitical risk. Technological progress is also very important when determining the future geographical composition of the global value chain as well as the degree of vertical integration, the more so in countries pursuing more self-reliance as is clearly the case of China but also India.

1. Has the Covid pandemic changed the geographical patterns of supply chains in Asia
2. How much more is expected and what are the main drivers?
3. How can Asia ensure that a regional supply chain continues to develop and how to foster its resilience?
4. How to minimize geopolitical risks?

#### **Proposed Moderator (1):**

1. **André Sapir**, Senior Fellow at Bruegel;

#### **Proposed Speakers (5):**

1. **Ms. Carmen Cano**, Deputy Director General for South and East Asia, Ministry of Foreign Affairs, Government of Spain, former Head of the European Union Office to Hong Kong and Macao;
2. **Ms. Alicia Garcia Herrero**, Senior Fellow at Bruegel, Chief Economist for Asia Pacific at Natixis and non-resident Research Fellow at Real Instituto Elcano;
3. **Mr. Luca Silipo**, Corporate Sustainability Transitions, Sustainable Investment, EU Taxonomy at GEODIS, logistics and supply chain company;
4. **Mr. Jong Woo Kang**, Principal Economist, Economic Research and Regional Cooperation Department, ADB;
5. **Mr. Tetsuya Watanabe**, Vice President of RIETI and Visiting Professor at the University of Tokyo;



**16:15 - 17:00**

**Closing Session**

- Remarks by **Ms. Luisa Santos**, Deputy Director General at BusinessEurope;
- Remarks by **H.E. Mr. Mikhail Myasnikovich**, Chairman of the Board of the Eurasian Economic Commission (EEC);
- Closing Remarks by **H.E. Dr. AUN Pornmoniroth**, Deputy Prime Minister, Minister of Economy and Finance of Cambodia.

\*Lists of Moderators and Panelists are subject to further modification upon their confirmed availability



Source: Rawpixel





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# Cambodia at a Glance

# 01

Cambodia has enjoyed over two decades of economic development and political stability, consistently ranking among the top 10 fastest growing economies in the world. From 2010 to 2019 the annual rate of Gross Domestic Product (GDP) growth averaged 7%. Since 2020, the global COVID pandemic has also affected the economy, causing a contraction of GDP and strong repercussions on the services sector, especially in tourism and hospitality. However, it is estimated that GDP growth will return to almost 6% in 2022 (IMF, ADB).

Cambodia's high growth is due to favourable internal and external factors. The country has a young, growing population and an increasing middle class, which will fuel future consumption and investment. The Royal Government has embraced free market principles and sees the opening of the country to foreign investment as a priority. For example, selected investment projects – called Qualified Investment Projects (QIPs) – are offered several benefits, including tax holidays.

Cambodia also benefits from its strategic location, at the crossroads between major trading partners. Special Economic Zones (SEZs) have been established on Cambodia's borders with manufacturing hubs in Thailand and Vietnam, with local manufacturers acting as cross-border suppliers. Another

SEZ in Sihanoukville, close to Cambodia's main trading port, hosts a proliferation of Chinese firms. Moreover, through the signing of free trade agreements (FTAs), the country is poised to take advantage of greater investment and trade opportunities and a closer integration into international markets. Examples of such agreements include the Regional Comprehensive Economic Partnership and the China-Cambodia FTA, with the latter being expected to boost bilateral trade to 10 USD billion by 2023.

Volumes of international trade have been increasing, in part thanks to ballooning garment and footwear exports to major international suppliers mainly targeting the EU and US market. While these exports have seen a decline by approx. 10% in 2020 due to the COVID pandemic and shifting tariff regulations, total exports have continued to steadily grow, increasing by 17% between 2018-2019 and by 20% between 2019-2020, amounting to 17.7 USD billion in 2020. Imports also increased by 17% between 2018-2019, but have slightly declined by 5% between 2019-2020, totalling 19.3 USD billion in 2020.

Cambodia seeks to diversify its exports to the EU and US beyond garments, whilst also boosting the competitiveness of its light manufacturing and agro-processing sectors. Bicycle exports have proven especially resilient, with

a continued growth of 25% in the first three quarters of 2021 compared to the same period in 2020. Furniture exports continue their steady growth, reaching an export value of 638 USD million in 2020, as well as cereals – mostly rice, but also maize – with an export value of 471 USD million for the same year. Exports in fresh or dried fruit and nuts (including bananas, mangoes, cashews) show large

potential, with annual growth rates between 100-500% in the past five years, albeit from a much lower base line (131 USD million in 2020).





# Cambodia

## Factsheet

**Currency**

Riel (KHR): 1USD ≈ 4,100 KHR. Dollarised economy between 82 to 84%

**GDP**

27.08 USD billion (2019), 25.29 USD billion (2020)

**GDP growth rate**

7.1% (2019)

**GDP per capita**

1,643 USD (2019)

**Official language**

Khmer, English widely used

**Capital city**

Phnom Penh

**Major cities**

Phnom Penh, Siem Reap, Sihanoukville, Battambang

**Government type**

Constitutional Monarchy

**Head of State**

His Majesty King Norodom Sihamoni

**Population**

16.49 million (2019), annual growth 1.4 %, <25 years old: 47%

**Economy**

Garments, Tourism, Construction, Agriculture

**Climate**

Wet season: May to October

Dry season: November to April, average temperature: 27°C

**Major religion**

Buddhism (95%)









# Sourcing from Cambodia

## PEPPER

Product & Supplier Brochure



Source: AdobeStock



Source: Unsplash

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# Pepper

Due to a favourable climate and soil, Cambodia is considered to be one of the best regions in the world to grow high-quality pepper.

Its production in the country has a long history, even preceding the great civilisations of Angkor a millennium ago. Chinese sources provide a detailed account of local pepper farms from the 13th century. In more modern times, the real “pepper fever” started with the arrival of French colonists at the end of the 19th century. The colonists were particularly interested in the coastal region of Kampot, in the southern part of Cambodia. Seeing the area ideal for pepper cultivation due to unique soil hydrology and weather conditions, they set up the production of a distinct type of pepper, called “poivre Indochine”, or Kampot pepper. The product was exported to be served in high-end French restaurants, where it became extremely popular with haute cuisine enthusiasts. This proved to be Cambodian pepper’s first successful entry onto the European market. Sadly,

the disasters of the Khmer Rouge regime almost interrupted pepper production entirely across the country. Luckily, however, this was offset by a revival at the end of the 20th century, as producer families returned to their ancestral lands and resumed production.

Cambodian pepper is a high-quality product, and is cultivated mainly in the Southwest and Northeast of the country, across Tbong Khmum, Kampot, Kampong Cham, Ratanakiri and Monduliri provinces. Due to its unique flavour and aroma, Kampot pepper became officially recognised by the Cambodian government and the European Union as a protected Geographical Indication (GI) in 2010, due to its higher quality and production standards.

The harvesting period is from January 1 to May 31. Most of the pepper production is done on small-scale farms, with limited infrastructure and labour-intensive processes. These farms are organised into around 18 cooperatives and producer associations. Some of the most relevant



ones have their contact details listed below. On these premises, the pepper is first grown and harvested. Sprawled over wooden sheets, it is then sun-dried and washed through various cycles. It is hand sorted (a laborious process) and then either sold to middlemen or packaged and sold directly. Resorting to middlemen, who usually bring the pepper across the border informally to Vietnam and sell it on as a local product, is usually a poor choice for the Cambodian farmers who opt to do so, due to the extremely low profit margins and deep price fluctuations. After a steep rise in international prices (with a peak of 9/10 USD per kg in 2016), the value of pepper went down in following years, due to global oversupply, being only around 2 USD per kg as of 2020. Some larger companies in the meantime have invested in in-house processing facilities, such as Sela Pepper. They meet international export standards by offering local cleaning, steam-sterilising and lab-testing services. But, in any case, they are among the exceptions in the Cambodian pepper industry.

Despite these shortcomings, Cambodian pepper has seen increasing influxes of Western investment, particularly in the cultivation areas of Kampot, Kep and Tbong Khmom. In Kampot and neighbouring Kep, the presence of a considerable expatriate community has helped set up several farms which combine Western know-how and capital with ancient Khmer traditions.

Compared to other agricultural products in Cambodia, the volume of pepper production and export is quite small. Most of the demand comes from abroad, with only 2-3% of it estimated to being consumed domestically. Its value for the local economy and prospective importers lies in its quality as a niche product with a rich history. Still, as of 2019, 16,586 tonnes of pepper were produced, over an area of 7,471 hectares. Out of a total of 1,760 tonnes of exported pepper, almost all of it was of the conventional type (1,600 tonnes), followed by organic (80 tonnes), GI Kampot (50 tonnes) and organic GI Kampot pepper (30 tonnes). Most of

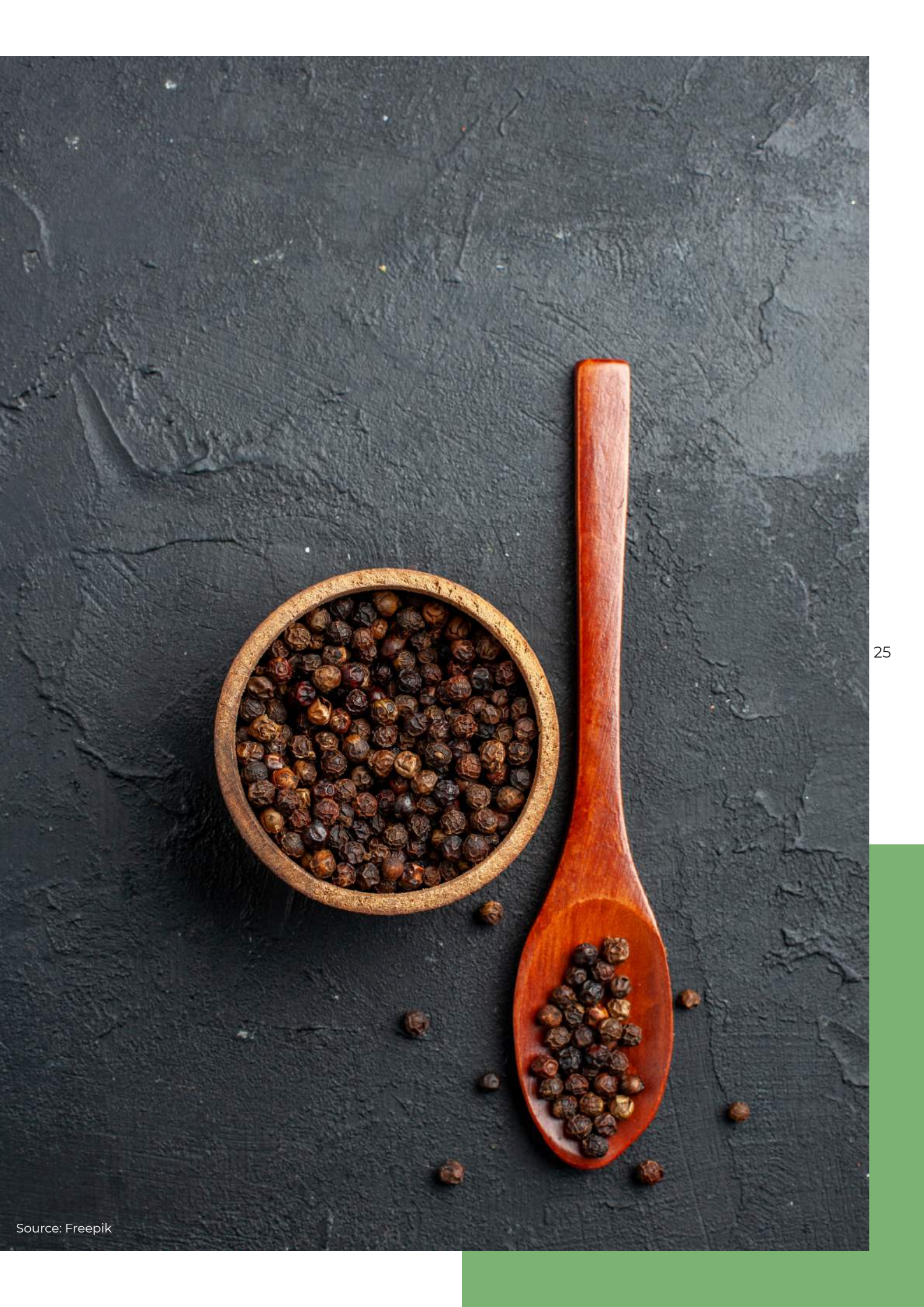


Cambodian pepper takes on different forms, depending on the time of harvesting and preparation. The KPPA explains the typical types of Kampot pepper and their ideal use in food preparation.

**Legend**

- Non pepper production districts
- Pepper production districts
- Provinces boundaries





# Types of Pepper



## **GREEN PEPPER**

Green pepper is harvested while still young on the vine. Its mild pepperiness is ideal to use it with a grilled squid, shrimp or crab dish.



## **BLACK PEPPER**

Black pepper is obtained by picking the green berries and letting them dry in the sun. This type has a strong aroma. It can range from intensely spicy to mildly sweet, revealing hints of flower, eucalyptus and mint. Black pepper is eclectic and suitable with all kinds of dishes but is particularly good with grilled fish.





### **RED PEPPER**

This type can go with a wide range of food items, from meat seasonings to vanilla desserts. It is harvested when the berry is fully mature on the pepper vine. The aroma is powerful and fruity, with a hint of sweetness. This type is quite rare and more expensive than the others.



### **WHITE PEPPER**

White peppers are extremely rare due to the difficulty of harvesting fully mature pepper berries. They are similar to red berries, with the difference that their skins have been removed, which is a laborious process. The berries are soaked in water for a few days, where they develop an intense and delicate aroma. The strong taste carries a hint of fresh grass and lime.

# Company Profiles

The following section features selected Cambodian pepper-producing companies.

## Legend for Certifications

**O** Organic

**PGI** Protected Geographical Indication

**KPPA** Kampot Pepper Promotion Association

**HACCP** Hazard Analysis and Critical Control Point

**FFL** Fair For Life



Source: AdobeStock





## LA PLANTATION

Created in 2013, La Plantation, a family-owned project, produces, selects, processes, and exports the best quality spices and herbs from Cambodia.

To preserve the original taste of each spice, century-old traditions are followed at their farm in Kampot. New blends and recipes are developed every year, bringing the unique Kampot terroir to tables around the world.

La Plantation's production model respects fair trade principles and preserves the product quality and the aromas through on-site processing facilities as well as a short supply chain with trusted partners.

La Plantation's premium products and unique blends are currently exported to Europe, North America, and Asia.



## MAIN PRODUCTS

### Kampot Pepper

Recognized as one of the best peppers in the world, Kampot Pepper is grown traditionally and organically.

🌿 Yearly production 10 tons.

🌱 Fair Trade, Organic, PGI

### Turmeric

Highly concentrated in curcumin, La Plantation turmeric develops a uniquely scented, peppery, and warm flavor with a sweet aroma close to orange and ginger.

🌿 Yearly production 3 tons.

🌱 Fair Trade, Organic

### Cardamom

A wild species from Cambodia's tropical forest, Cardamom is harvested as a ripe fruit before being air-dried, the seeds extracted from their husk, and the best pieces selected by hand.

🌿 Yearly production >1 ton.

🌱 Fair Trade

## CONTACT

<https://kampotpepper.com/en/> | +855 178 42 505 | [info@kampotpepper.com](mailto:info@kampotpepper.com)

Overlooking Secret Lake – Pepper Road Bosjheng Village – Kampot, Cambodia



## CONFIREL

Confirel was founded in 2001 with the mission to revive and promote natural Cambodian heritage and major natural resources while improving the living conditions of rural citizens.

Engaged in sustainable rural development, Confirel has developed numerous brands and product lines including palm sugar, Kampot pepper, herbal teas, mango (dried, puree, chips, and more), as well as vinegar, palm wines and spirits, candy, and more.

Through their broad product line which is available in many Asian countries, Europe, and North America, Confirel promotes authentic Khmer products and Khmer values.



## MAIN PRODUCTS

### Thnot Palm Sugar

Gained from the sap of the palm tree, palm sugar has a distinctive sweet flavor with caramel undertones.

- 🌿 Yearly production 300 tons.
- ✅ **Organic, PGI, HACCP, Halal, FFL (fair for life)**

### Kampot Pepper

Known as one of the best peppers in the world, Kampot Pepper is grown in the south of Cambodia.

- 🌿 Yearly production 40 tons.
- ✅ **Organic, PGI, HACCP, Halal**

### Mango Puree

Fresh frozen mango puree made out of 100% natural mango fruit cleared from the fiber.

- 🌿 Yearly production 70 tons.
- ✅ **Organic (on demand), PGI, HACCP, Halal**

## CONTACT

<https://www.confirel.com/en> | +855 23 890 093 | [export@confirel.com](mailto:export@confirel.com)

No. 138 Bis, Prey Chisak, Chom Chao, Por Sen Chey, Phnom Penh, Cambodia



## SELA PEPPER Co., Ltd

Sela Pepper Co., Ltd specializes in both organic and conventional pepper products. It operates a pepper processing plant in the Cambodian province of Tbong Khmum, equipped with high-end facilities and an in house laboratory and Sela Pepper has certified with BRC, ISO 22000:2015, ISO 14001:2015, Organic (EU, USDA, and JAS), Halal and OU Kosher. The company works closely with 600 farmers who follow with Good Agricultural Practices (GAP) and organic standard.

Sela Pepper is a well-established brand that can be found not only in most Cambodian supermarkets, but is also being exported to Europe, the USA, New Zealand, Japan, Korea, Taiwan, Hong Kong, India, and Thailand.

The Company aims to promote organic farming in a sustainable manner and to explore domestic and global markets for the organic products they produce. Major emphasis is placed upon improved living standards for small and marginal farmers through fair trade practices.



## MAIN PRODUCTS

### Cambodian Pepper

Black, red, and white dried pepper corns, both organic and conventional, including ground pepper.

🌿 Daily production capacity 10 tons of pepper.

🏆 BRC (Bureau Veritas), ISO 22000:2015, ISO 14001:2015, Organic (EU, USDA, and JAS by Control Union), Halal, and OU Kosher

### Marinated Pepper

🌿 marinated pepper 30tons  
Fresh Green Pepper and Salt

🏆 BRC, ISO 22000:2015, ISO 14001:2015, Organic (EU, USDA, and JAS), Halal and OU Kosher

### Sauces & Spreads

Variety of Pepper-based sauces and spreads to accompany meals. Mayo Pepper, Black Magic, Black Honey, Double shot (Sriracha)

### Kampot Natural Sea Salt

Sea salt gained in adjustable grinders.

## CONTACT

www.selapepper.com | sales@selapepper.com | T: + 855 23 986 101 | F: +855 23 986 103

No.23, Corner St.55 & St.254, Sangkat Chaktomuk, Khan Daun Penh, Phnom Penh





## MAU - CAMBODIAN SPICES AND FRUITS CO., LTD. THE PEPPER HILL

MAU Cambodian Spices and Fruits, the mother company to The Pepper Hill farm produces and supplies certified-organic Kampot Pepper and collaborates with Kampot Pepper farms where quality enhancement, climate-smart agriculture techniques, and risk reduction through diversification is promoted.

Environmentally sound production, socially responsible employment, and business partnerships through contract farming activities are at the core of MAU's activities. In recent years, MAU has diversified and included durian, long pepper, sacha inchi, and chilis into their product range.



## MAIN PRODUCTS

### Kampot Pepper

GI-certified and organic certified gourmet dried Black, Red, White Kampot Pepper. Worldwide renowned for its high quality and unique aroma.

- 🌿 Black, red, and white 6 tons
- 🌿 Green Kampot Pepper 2 tons
- 🏆 EU, USDA, JAS certified organic; GI-certified

### Fermented Pepper

Developed and introduced in Cambodia by Kamya, Fermented Pepper is preserved, salted, green (Kampot) pepper with a mild taste.

- 🌿 Fermented Pepper 2 tons
- 🏆 EU, USDA, JAS certified-organic

### Long Pepper

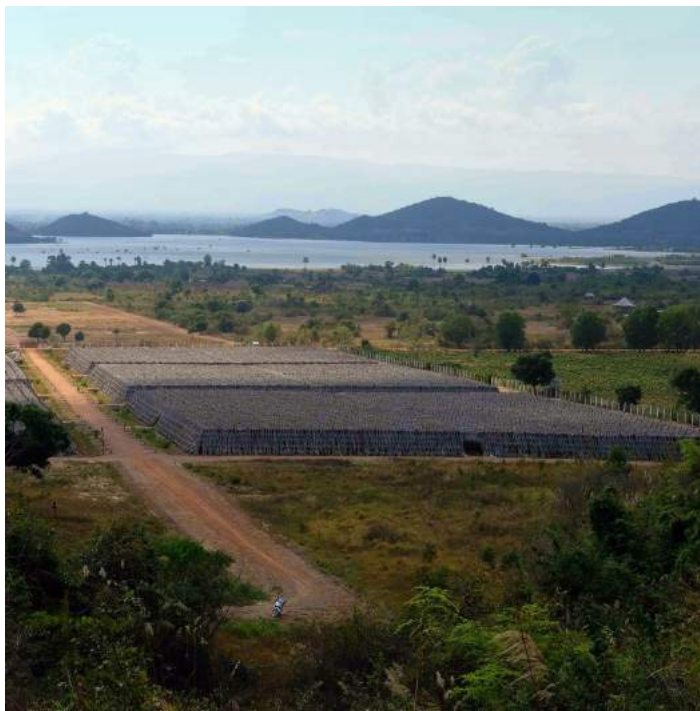
- 🌿 Long Pepper 2 tons
- 🏆 EU, USDA, JAS certified-organic

## CONTACT

<https://www.facebook.com/thepepperhill> | +855.95.970.144 | [andreas@groetschel.de](mailto:andreas@groetschel.de)

O'thom Village, Kaunsat Commune, Teuk Chhou District, Kampot Province, Cambodia

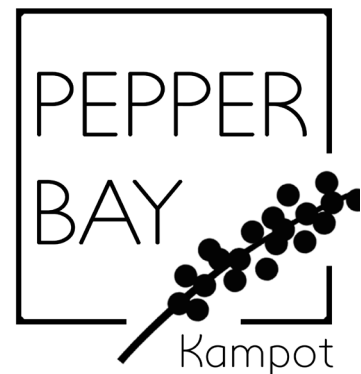




## PEPPER BAY

Pepper Bay is a Kampot pepper and spice producer merging traditional cultivation methods and ancestral know-how with modern quality standards. To prevent damage to the peppercorns and to ensure unrivaled flavor, a significant part of the production process is done by hand. Kampot pepper is therefore not only the rarest, but it is also the most controlled pepper in the world.

Pepper Bay, puts a strong emphasis on producing the best quality products and chefs and amateurs around the world alike recognize their products for their exceptional quality. Pepper Bay's farm is certified organic and the fair trade accreditation process has been initiated. Respect for people, for the environment, and sustainability are driving factors in their business model.



## MAIN PRODUCTS

### Kampot Pepper

Black, red, and white dried Kampot Pepper.

🌿 Yearly production 5-10 tons.

🏆 PGI, Organic EU & USA

### Long pepper

Best quality, flavor conservation, and aspect of dried long red pepper (whole, pearls, flowers).

🏆 Organic EU & USA

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## CONTACT

<https://www.facebook.com/pepperbaykampot> | +855 12 760 323 | [pepperbaykampot@gmail.com](mailto:pepperbaykampot@gmail.com)

Bosnhehn Village, Konsat commune, Toekchhu District, Kampot Province, Cambodia



## SOTHY'S PEPPER FARM

For a century considered a unique product and since 2010 recognized by WTO with the Protected Geographical Indication seal due to its unique climatic conditions and territory.

As a member of the Kampot Pepper Promotion Association, Sothy's Pepper Farm vouches for a chemical-free production and processing process of pepper as well as the natural soil the pepper is grown on.

Sustainable, eco-friendly production of the renowned Kampot Pepper is achieved by means of solar electricity for the farm, as well as solar hot water and a solar cooker.



## MAIN PRODUCTS

### Kampot Pepper

Black, Red, and White Kampot Pepper, and salt-preserved Green Pepper.

🌿 Own production 1 ton plus 2 tons added from the Kampot Pepper Promotion Association

🌱 **Ecocert, PGI**

### Fruits

Supplementing the pepper production by growing fruit trees: bananas, durian, jackfruit, mangoes, rambutan. Produce sold to visiting tourists.

## CONTACT

<http://mykampotpepper.asia/> | +855 88 9513 015 | [sothy@mykampotpepper.asia](mailto:sothy@mykampotpepper.asia)

Sothy's Pepper Farm, Road # 1333, Phnom Voar Region, Kep Province, Cambodia



## SINDORA GARDEN OF PEPPER

Sindora was launched in 2015 with the mission to restore the ecosystem and create a forest conservatory on 10ha of degraded land in Kampot that was a previously dense forest.

The main objective through reforestation is to gather as many local forest trees as possible, ultimately providing a place where a wide variety of seeds will be available for possible other reforestation projects.

To date, about eighty species are growing in Sindora's garden. 100% natural agriculture practices are employed staying true to the objective of bringing life back to soils.

The sale of Sindora's premium pepper is meant to fund the ecosystem restoration project, all sales are therefore at the service of the project.



## MAIN PRODUCTS

### Kampot Pepper

Premium Kampot Pepper – Black, Red, and White.

The Pepper is the fruit of Piper Nigrum, a forest climbing vine native to Kerala – India – introduced in Cambodia centuries ago. Cultivated, it grows on posts 3.5 m high under shade. Black, Red, and White peppers are fruits of the same plant harvested at different stages of maturity and processed specifically.

🌿 Yearly production +/- 1 ton.

🏆 PGI, Ecocert, KPPA

## CONTACT

<https://www.sindora-kampotpepper.net/> | +855.12.846.251 | [stephanearchi@hotmail.com](mailto:stephanearchi@hotmail.com)

Othom Village, Konsat commune, Tekchou district, Kampot province, Cambodia





## KCCV PLANTATION CO., LTD

KCCV is one of Cambodia's main fruit, vegetable, and spice producer, servicing many national supermarket chains and exporters to Asian markets.

Committed to the improvement of sustainable food systems through respectful environmental practices and the promotion of eco-friendly farming, the aim of improving the quality of life of farmers and stakeholders is one of KCCV's key missions.

KCCV refrains from using any chemical or toxic substances on their farms to maintain the soil as organic as possible, and opt for natural pepper production methods to minimize their carbon footprint.



## MAIN PRODUCTS

### Pepper

Natural Dried Black Pepper (seeds or powder)

🌿 Yearly production 200,000 tons.

### Cashew Nuts

Natural Harvested Cashew Nuts. Roasted and salted.

### Dried Mango

Naturally delicious, sweet, and tangy dried mango.

### Dried Longan

Dried longan ideal for cooking purposes or as a healthy snack.

## CONTACT

<https://bit.ly/3b20S2x> | +855.23.632.3666 | sothavuthchheng@gmail.com

Phom Pray Klar, Khom Krang Mnak, Srok Ang Snoul, Khandal Province, Cambodia

# Other Contacts

## SECTOR STAKEHOLDERS

**Cambodian Federation of Employers and Business Associations**

<https://www.camfeba.com/>

**Cambodia Chamber of Commerce**

<https://www.ccc.org.kh/>

**Cambodia Development Resource Institute**

<https://cdri.org.kh/>

**Cambodia Partnership for Sustainable Agriculture**

<https://cpsa-growasia.org/en/>

**Cambodia Pepper and Spice Federation**

<http://cpsfnet.org/home>

**European Chamber of Commerce in Cambodia (EuroCham)**

<https://www.eurocham-cambodia.org/>

**GRET – Professionals for Fair Development**

<https://www.gret.org/>

**HEKS/EPER**

<https://en.heks.ch/>

**Kampot Pepper Promotion Association**

<http://www.kampotpepper.biz/>

**Cambodian Ministry of Agriculture Forestry and Fisheries, Department of Agro-Industry**

<https://web.maff.gov.kh/?lang=en>

**Cambodian Ministry of Commerce**

<http://www.moc.gov.kh/en-us/>

**Deutscher Genossenschafts- und Raiffeisenverband**

<https://www.dgrv.de/en/>





# Sourcing from Cambodia

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## MANGO

Product & Supplier Brochure



Source: Freepik



Source: Unsplash

# Mango

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Mango has been cultivated in Cambodia for thousands of years. The mango tree is well-suited to grow in the rich, fertile soil of the Mekong plain. The hot, subtropical climate in most of the country is another enabling factor.

Mangoes are popular food items for many Cambodians, and are consumed in a variety of ways. They can be served unripe and ripe. Western audiences usually associate the fruit's tastiness with its ripe, orange-golden colour. However, across South-East Asia, it is also consumed widely in its unripe form, when the fruit still has a green colour and hard texture. In this case, the fruit is usually cut into slices and dipped into spice condiments. When ripe on the other hand, mango can be eaten fresh off the tree, cut, or squashed.

Its taste makes it a flexible combination for sweet and salty dishes, from salads to ice cream. Whilst the pulp is the most popular part of the fruit, other parts can be useful too. Its leaves are used by Cambodians to make the famous

Prohok, the iconic fish paste.

There are allegedly up to 18 different types of mango grown in Cambodia. It is hard to find information on most of them, however. This brochure will focus on the two most popular variants, the Keo Romeat and Keo Ktis mango. The word keo, or glass in Khmer, is derived from the milky white colour of the flesh of an unripe mango that is still hanging from its tree.

The Keo Romeat is by far the most renowned Cambodian mango and the one most popular for export. It grows mostly in Kampong Speu province, which is famous for its sandy, fertile soil along the Mekong river. It is eaten for most of the year, but it is harvested in two seasons, in April and November. The fruit has a golden-yellow colour on the outside and is bright orange on the inside. It has a balanced, sweet flavour, which makes it the general go-to choice for most locals. This mango can be consumed ripe or unripe.

The other type is called Keo Chen,



or Chinese Glass. The name Chen is supposed to reflect the introduction of the fruit in the country by Chinese traders around a thousand years ago. It is also known as Keo Ktis. This type is much rarer and more expensive than the Keo Romeat mango. Its taste is also considered more aromatic and suitable for haute cuisine. Keo Chen has been endorsed by famous Cambodian chef Luu Meng as having one of the most unique tastes in the world. The Keo Chen mango grows in Kandal province. It ripens around April and May. Unlike the Keo Romeat, Keo Chen is only consumed ripe. Although on the outside it differs little from its counterparts, its pulp is the colour of egg yolk, and it is said to have a slight coconut flavour.

As of the end of 2020, Cambodia featured almost 125,000 hectares of mango plantations, producing around 1.75 million tonnes of the fruit, according to figures from the Cambodian Ministry of Agriculture, the MAFF. Mango production has long been dominated by small-scale farmers, who organise

themselves into local cooperatives, such as the Keo Romeat Mango Association from Kampong Speu province. However, with rising foreign investment and the prospects of exponentially-increasing sales to East Asian markets, a number of agribusiness corporations have started to operate large plantations in the country. Similarly to other agricultural products, the pricing of Cambodian mangoes suffers from deep fluctuations due to harvesting changes and limited processing facilities. Mango prices on the Cambodian domestic market slumped in 2021 due to Covid-19 and oversupply, being as low as 0.17 USD per kg for export-ready mangoes, and as low as 0.04 USD per kg for unpackaged ones. Cambodian farmers, especially small-scale communities, have limited planning abilities and tend to switch crops often, hoping to capitalise on higher demand for a specific product on a given harvest period. These communities have difficulty accessing the large domestic and export markets, and often resort to selling their mangoes to middlemen, who take advantage of their isolation to



20 Chinese companies engage in dry mango processing in Cambodia. Khmer Organic Cooperative appears to sell organic mangoes certified by the USDA and EU.

Recently, with the signing of the free trade deal with China that includes an arrangement to export 500,000 tonnes of mangoes annually, 48 companies and farming communities in Cambodia have applied to be part of it. The growth of exports is encouraging larger fruit-processing companies, such as Hun Ty, to enter supply contracts with local farming communities, a promising trend. It is also spurring investment by these companies into processing facilities. As of November 2020, four companies were building packaging facilities equipped with phytosanitary equipment, with others interested in industrial steaming/hot water equipment and storage warehouses. Other companies, such as Long Wo Fruit, which is based in Kampong Speu, have been exporting dried mango to China since 2017, possessing their own drying facilities. Reportedly, around

The international HS code for mangoes is 08045020. Fellow Asian countries dominate Cambodia's export market. In 2020, the total value of exports was 3.5 million USD (5,739 tonnes), rising from 827,000 USD (331 tonnes) in 2016. The top destination is Vietnam (1.4 million USD; 4,918 tonnes), followed by the Philippines (1.2 million; 249 tonnes), Korea (329,000 USD; 87 tonnes), Singapore (221,000 USD; 209 tonnes) and Thailand (127,000 USD; 177 tonnes). The first European countries to be ranked are the United Kingdom (70,000 USD; 10 tonnes) and France (62,000 USD; 36 tonnes), in sixth and seventh position respectively. Cambodia's recent signing of bilateral free trade agreements with Korea and China is expected to dramatically increase exports to these countries and boost domestic production.

**Legend**

- > 90,000
- 30,000 – 60,000
- 20,000 – 30,000
- 5,000 – 20,000
- < 5,000

Province	Population
Battambang	42,738
Oddar Meanchey	26,111
Siem Reap	7,196
Preah Vihear	2,921
Stung Treng	598
Ratanakiri	n.a
Kampong Thom	13,223
Kratie	498
Monduliri	n.a
Pursat	5,737
Kampong Chhnang	4,180
Kampong Cham	61,731
Tboung Khmum	108
Kampong Speu	6,549
Koh Kong	238
Prey Veng	6,474
Phnom Penh	1,133,133
Kandal	94,937
Svay Rieng	2,445
Takeo	8,945
Kampot	38,468
Preah Sihanouk	482
Kap	8,746
Pailin	18,737
Banteay Meanchey	3,525



Source: Freepik







# Company Profiles

The following section features selected Cambodian mango-producing companies.

## Legend for Certifications

**Cam GAP** Cambodia Good Agricultural Practice

**PGI** Protected Geographical Indication

**HACCP** Hazard Analysis and Critical Control Point

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Source: Freepik





## ANGKOR HARVEST CO.,LTD

Angkor Harvest Co., Ltd is a fruit processing company providing the infrastructure necessary for an efficient supply chain for Cambodian mango farmers to reach the global market. At the Angkor Harvest facility located in Kampong Speu, all grades of mangos are cleaned, packed, and processed. The finished products are made available to regional and global markets with a focus on China, ASEAN, and Europe.

The company follows sustainability principles including improving the agricultural ecosystem and techniques used in farming, investing in technology with independent agricultural partners, providing a consistent outlet, paying fair rates for mangos, and decreasing the waste by ensuring that every mango is used.



## MAIN PRODUCTS

### Fresh Mango, Keo Romeat

Golden in color when mature, with a fresh aroma, excellent nutritional content, and a sweet flavor.

Mango farms are Cambodia GAP Certified.

🌿 Yearly production 70 tons.

🌿 **Cam GAP**

### Dried Mango

A tasty and nutritious snack is rich in antioxidants and contains numerous vitamins.

### Mango Puree

A Healthy food mixture with a wide variety of nutrients and an excellent taste, which is well suited for beverages.

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## CONTACT

<https://angkor-harvest.com/> | +855.17.999.230 | [sales@angkor-harvest.com](mailto:sales@angkor-harvest.com)

No.17, Corner of Pasteur, Street 62, Sangkat Chaktomuk, Phnom Penh, Cambodia





## HESED AGRICULTURE TRADING CO., LTD.

As a social enterprise and provisional member of the World Fair Trade Organization, Hased conducts inclusive business by producing, processing, trading, and exporting agricultural products such as additive-free dried fruit snacks, cashew nuts, palm sugar, eggs, and antibiotic-free meats.

Following their mission to develop sustainable business practices and to empower local communities, Hased is serving the Cambodian market and exports to several countries, with the USA and Korea standing out as primary trading nations.

Hased has received several awards including for its inclusive business and sustainability among others.



## MAIN PRODUCTS

### Palmyra Palm Sugar

Natural sugar concentrate from flower sap of the Palmyra Palmtree, a Cambodian national tree.

100% natural. Low GI (Glycemic Index). Nutrient-rich.

🌿 Yearly production: 60 tons

🌱 **Fair Trade Certificate, Low GI Certification (AUS), HACCP/GMP**

### Dried Mango

Fresh and fragrant flavour of aged mango 100% additive-free hesed dried mango.

🌿 Yearly production: 45 tons

### Cashew Nut

Roasted cashew nuts purchased from social minority groups. A Cambodian speciality.

🌿 Yearly production: 3 tons

## CONTACT

<https://www.hesedcambodia.com/> | +855.17.86.82.73 | [sales@hesedcambodia.com](mailto:sales@hesedcambodia.com)

No. 288, St. 10m, Phum Bayab, Khan Sen Sok, Phnom Penh, Cambodia



## សហគ្រាសកម្រិតខ្ពស់នៃផលិតផលឈើស្រស់ណាវីតា NAVITA FOOD PRODUCTION

100% natural snacks with no added sugar, nor preservatives. Navita is a 2020 start-up created out of the love for fruits and with the mission to promote healthy fruit snacks in Cambodia and abroad.

Following a strict and standardized production and packaging process, Navita aims to create sustainable jobs in one of Cambodia's biggest industries: the agricultural sector.



### MAIN PRODUCTS

#### Natural Dried Dragon-fruit

Healthy, natural snack.  
High in fiber. No sugar added.  
No preservatives.

🌿 Production: 500Kg/day

#### Natural Dried Pineapple

Healthy, natural snack.  
High in fiber. No sugar added.  
No preservatives.

🌿 Production: 600Pineapples/day or about 500Kg/day

#### Natural Dried Mango

Healthy, natural snack.  
High in fiber. No sugar added.  
No preservatives.

🌿 Production: 500Kg/day

#### Dried Tomato

Healthy, natural snack.  
High in fiber. No sugar added.  
No preservatives.

🌿 Production: 350Kg/day

### CONTACT

<https://navitafood.com/> | +855.89.930.957 | [info@navitafood.com](mailto:info@navitafood.com)

Sala Balat Village, Ou Mal Commune, Battambang, Cambodia



## CSL ENTERPRISE

CSL Enterprise is a Cambodian enterprise producing and supplying quality snacks, nuts, spices, and grains.

CSL's natural snack selection includes dried fruits, roasted nuts, and chips from Cambodia's favorite fruits; the spices and grain selection comprises mung beans, soybeans, red beans, chili powder, and pepper among others.

CSL products are available at many local supermarkets.



## MAIN PRODUCTS

### Dried Longan

100% natural snack.

🌿 Yearly production: 36 tons

🏆 HACCP

### Dried Mango

100% natural snack.

🌿 Yearly production: 36 tons

🏆 HACCP

### Salted Roasted Cashew Nut

100% natural roasted and salted cashew nut.

🌿 Yearly production 60 tons

🏆 HACCP

### Chilly Powder

100% natural spice from dried Cambodian chilis.

🌿 Yearly production 3 tons

🏆 HACCP

## CONTACT

<https://www.facebook.com/CSL-Enterprise> | +855.12.663.899 | [khcsenterprise@gmail.com](mailto:khcsenterprise@gmail.com)

#50, Plauv Lorm, Sangkat Thoeuk Thlar, Kan Sensok, Phnom Penh, Cambodia





## VML CO., LTD

VML cultivates, supplies, and exports fresh Keo Romeat mango which main characteristics are its balanced sweet flavour, smooth texture, and low fibers.

To continuously improve their agricultural methods, VML works closely with consultants from the Royal University of Agriculture in Cambodia as well as international consultants and upgrades their infrastructure and facilities regularly to meet international standards.

Keo Romeat mangos are grown on 735 hectares of farmland. Currently supplying the local and Chinese market, VML aims to export to Europe and other continents in the near future.



## MAIN PRODUCTS

### Green Fresh Mango

Fresh Keo Romeat mango for salads, fruit snacks, or as dessert when ripe.

### Yellow Fresh Mango

Ripe Keo Romeat mangos.



Total mango production: 1,500 Tons per season. There are two distinct seasons – dry (October to late April) and wet (May to late September).

**Total yearly production: 3,000 tons**

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## CONTACT

<https://vmlcompany.com/> | +855.77.730.956 | [vimolchhorn@yahoo.com](mailto:vimolchhorn@yahoo.com)

#8, St. 41, Sangkat Tonle Bassac, Khan Chamkar Morn, Phnom Penh, Cambodia



## INDOCHINA AGRICULTURE PROCESSING LTD

Indochina Agriculture Processing (IAP) grows, processes, and sells organic tropical fruits, organic livestock, and emerging crops with the mission to improve and sustain the livelihoods of Cambodian farmers. IAP also sells areca (betel) nuts, processed coconut products, essential oils, and hydrosols.

IAP adheres to the ASEAN Guidelines for Responsible Investment in Food & Agriculture and contributes to food security, food safety, and nutrition while promoting sustainable, equitable, and inclusive economic development and poverty eradication.

The company actively practices conservation and sustainable management of natural resources and practices women empowerment within the organization.

## MAIN PRODUCTS

### Dried Mango

Harvested fresh from the fields, mango chips are a healthy snack dried in solar drying houses.

### Essential Oils

Premium quality natural essential oils including lemongrass, orange, and tangerine.

### Jackfruit Chips

Harvested fresh from the fields, jackfruit chips are a healthy snack dried in solar drying houses.

## CONTACT

<https://indochina-agriculture.com/> | +855.86.777.478 | [office@indochina-agriculture.com](mailto:office@indochina-agriculture.com)  
C-02 Oak Ave., Borey Sunway, Bouengkak 2, Toul Kork



## MISOTA

MISOTA is a specialized tropical fruit processing and distribution company founded in 2017 and based in Battambang, a region renowned for top-quality rice and natural fresh fruits.

MISOTA's product range includes delicious and nutritious food and drink products made from local agricultural products such as mango, pineapple, Pursat orange, Mandarin orange, banana. For its production, the company adheres to international food safety and quality standards.

MISOTA products are GMP, HACCP, ISO and Halal certified. MISOTA is working with local farmers, as the purpose of the company is to create value and job opportunities for Cambodian people through their aim for the recognition of Khmer products on the international scene.



## MAIN PRODUCTS

### Dried Natural Mango

Made from natural Cambodian mangos (Keo Romeat), it boosts energy and is a great source of Vitamin C, B, fiber and minerals.

### Dried Natural Pineapple

Made from natural Cambodian pineapples, it helps digestion, and is a great source of Vitamin C, fiber and minerals.

### Dried Natural Pursat Orange

Made from natural Cambodian Pursat oranges, it boosts energy and the immune system, and is a great source of Vitamin C, fiber and minerals.

Applicable for all products:

- ✓ GMP, HACCP and Halal, ISO 9001: 2015
- ISO 22000: 2018
- 🌿 30 tons/month/variety

## CONTACT

<https://misotagroup.com/> | +855 12 494 456 | [info@misotagroup.com](mailto:info@misotagroup.com)

Group 5, Phum Prey Konsek, Sangkat O'Char, Battambang City, 02359, Cambodia





## JUNE KRUOCH TRADING CO., LTD

In business since 2017, June Kruoch Trading is engaged in the production, trade, and export of Cambodian agricultural products such as cassava, mango, cashew nut, pepper, rice, corn, mung bean, and raw rubber.

Currently supplying the Cambodian, Thai, and Vietnamese markets, June Kruoch Trading aims to export to the EU and the United States soon.

## MAIN PRODUCTS

### Fresh Mango

Healthy, natural snack.  
High in fiber. No sugar added.  
No preservatives.

🌿 Production: 500Kg/day

## CONTACT

<http://www.junekruochtrading.com/> | +855.92.447.985 | [chanthonakruoch@gmail.com](mailto:chanthonakruoch@gmail.com)

Kok Prasat Village, Pha'ong Commune, Samroang District, Oddar Meanchey Province, Cambodia



## UCDL DEVELOPMENT CO., LTD.

Proud holder of Good Agricultural Practices (GAP) certification issued by FAO, UCDL ensures environmental, economic, and social sustainability for on-farm processes, intending to improve the quality of agricultural products.

UCDL's yearly production of 1,500-2,000 tons of premium mango is sold in Cambodia, Thailand, and Vietnam. Export objectives include Europe, China, Japan, and the United States, addressing the above-market mango need in Cambodia to find new markets for Keo Romeat mangos.



## MAIN PRODUCTS

### Premium Fresh Mango

Cambodian grown Keo Romeat mango.

🌿 Production volume: 500-1,000 tonnes per year

### Processed Fresh Mango

55

Cambodian grown Keo Romeat mango.

🌿 Production volume: 500-1,000 tonnes per year

## CONTACT

<http://www.ucdldevelop.com/> | +855.972.966.807 | [chhadachhorn@hotmail.com](mailto:chhadachhorn@hotmail.com)

#283, National road 6, Chombok meas village, Phnom Penh capital, Cambodia



## VEHA JUICE CO., LTD

Veha Juice offers a wide range of quality fruit juices from Cambodian fruits including mango, pineapple, longan, and papaya.

Bottled in trendy cans, Veha Juice products can be stored for a longer period before being supplied to supermarkets, stores, and schools.



## MAIN PRODUCTS

### Fresh Fruit Juices

Quality fruit juices from Cambodian mangos, pineapples, longan, and papaya.

### Dried Fruits

100% naturally dried Cambodian fruits from longan and mango.

## CONTACT

<https://www.facebook.com/vehajoice> | +855.89.799.434 | [vehajoice.cambodia@gmail.com](mailto:vehajoice.cambodia@gmail.com)

Nimit 1 Village, Nimit Commune, Poi Pet City, Banteay Meanchey Province, Cambodia





## CAMBODIAN HARVEST DRIED FRUIT

Cambodian Harvest Dried Fruit is a shop in Phnom Penh selling processed fruit products, including mango. According to their website they use Australian processing techniques, and adhere to international food safety requirements. They already export to Singapore, Korea, Japan and Australia.

The company's social commitments are exemplified by its employment of land mine accident survivors. These accidents are a remnant of Cambodia's past tragic conflicts and continue to hinder farmers in some areas. By being employed, survivors are provided with training, job security, opportunities for advancement and generally, a chance to restore their self-esteem and contribute to their families and society. The CEO apparently is an Australian volunteer who chose to forfeit his salary to help employ more land mine survivors.



## MAIN PRODUCTS

### Dried Fruits

Wide selection of quality dried fruit products from Cambodian mangos, pineapples, longan, and papaya, among others.

## CONTACT

<https://cambodianharvestv3.webnode.com/> | +855.23.220.910 | [sales@cambodianharvest.com](mailto:sales@cambodianharvest.com)

Prek Doung Village, Kampong Svay Commune, Kien Svay District, Kandal Province, Cambodia.

# Other Contacts

## SECTOR STAKEHOLDERS

**Cambodian Federation of Employers and Business Associations**

<https://www.camfeba.com/>

**Cambodia Chamber of Commerce**

<https://www.ccc.org.kh/>

**Cambodian Center for Study and Development in Agriculture**

<https://cedac.org.kh>

**Cambodia Development Resource Institute**

<https://cdri.org.kh/>

**Cambodian Institute for Research and Rural Development**

<https://cird.org.kh/>

**Cambodia Partnership for Sustainable Agriculture (CPSA)**

<https://cpsa-growasia.org/en/>

**European Chamber of Commerce in Cambodia (EuroCham)**

<https://www.eurocham-cambodia.org/>

**Cambodian Ministry of Agriculture Forestry and Fisheries, Department of Agro-Industry**

<https://web.maff.gov.kh/?lang=en>

**Cambodian Ministry of Commerce**

<http://www.moc.gov.kh/en-us/>

**Kampong Speu Mangoes Association**

<https://www.facebook.com/Kampong-Speu-Mangoes-Association-879436295456482/>

**Kirirom Keo Romeat Mango Agricultural Community**

<https://www.facebook.com/Kirirom-Keo-Romiet-Mango-Agricultural-Community-Cambodia-420351178129955/>







Source: Freepik



# Sourcing from Cambodia

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## PALM SUGAR

Product & Supplier Brochure



Source: Freepik



Source: 123rf

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# Palm Sugar

Cambodian palm sugar is made from the sap of the palm sugar tree flower, the *borassus flabellifer*. It is not to be confused with its distant cousin, the palm oil tree – the *elaeis guineensis* – which is popular in other South East Asian countries like Indonesia or Malaysia.

Its most famous variant, “Skor Thnot Kampong Speu” or Kampong Speu palm sugar in the local language, is an internationally-renowned, organic product. It was officially granted the status of Geographical Indication (GI) status in 2010 by the Cambodian government, followed by a similar recognition from the EU in 2019. The certification indicates that the sugar can only originate from Kampong Speu and Kandal provinces. With Kampong Speu being the largest producer (estimated in 2015 at 102 tonnes), it is followed by Kampong Thom (37 tonnes), Kampong Chhnang (21 tonnes) and Svay Rieng (18 tonnes).

The palm from which sugar is extracted is more than a plant, it is a national

symbol of Khmer culture. There are more than 3 million estimated palm trees in Cambodia. The tree plays an integral part in the lives of many Cambodians, providing a source of income for rural folk. Its usefulness is not limited to being a food source. The wood is used for construction, to heat homes, cooking and making tools. Its branches are used to build fences. The leaves can be squeezed into fresh juice. Buying palm sugar means tapping deep into traditional Cambodian culture and livelihood.

Palm sugar is usually produced during the dry season, from December till May, when palm trees produce the sap. Farmers climb to the top of trees, cut into the stem and tie a bamboo container, which will collect the oozing sap overnight. The next day, the sap is collected and taken to large pans, where it is cooked until it becomes thicker. It is then kneaded with wooden sticks until it is solid. Then, it is made into bricks or little cakes, or granulated and sold as powder.





The production phases are summarised below, taken from a 2019 study.

Usually, the paste is consumed domestically, while the powder is exported. The actors of the value chain are distributed between the villages, provincial markets, and retail markets in the big cities.

Palm sugar has a light brown colour and possesses a rich aroma. Unlike other more common sugars (including white and brown sugar), it does not need to be refined, meaning it retains its original minerals and other nutritional elements. Its glycaemic index (value of 30) is lower than white or brown sugar. It does not contain glucose nor gluten. It is a greatly versatile product that can be used to enhance the taste of cakes, desserts, coffees, yogurt and drinks. These characteristics alone make palm sugar an ideal product for health-conscious customers in Europe, who are looking for alternative, more natural sweeteners. Similarly, to other niche Cambodian

agricultural products, producers of palm sugar mainly operate on a small scale, often as subsistence farmers. They have limited capital investment and are not capable of producing the product year-round, due to a lack of storing and processing facilities, and the use of traditional production methods (such as conventional cooking stoves that use firewood). It is estimated that around 20,000 families produce palm sugar. To help coordinate sale prices (estimated in 2016 to be 1.5 USD per kg of conventional palm sugar and 2.7 USD per kg of organic palm sugar) and production amounts, cooperatives and sector associations have been set up. The most important of these is the Kampong Speu Palm Sugar Association (KSPSPA), which represents producers of the flagship, organic variant of the palm sugar. The KSPSPA was last reported to have 280 farmers and around 10 member companies in 2020. From an initial research, most of the producing companies (selected case studies below) double as social projects aimed at promoting fair trade and improving

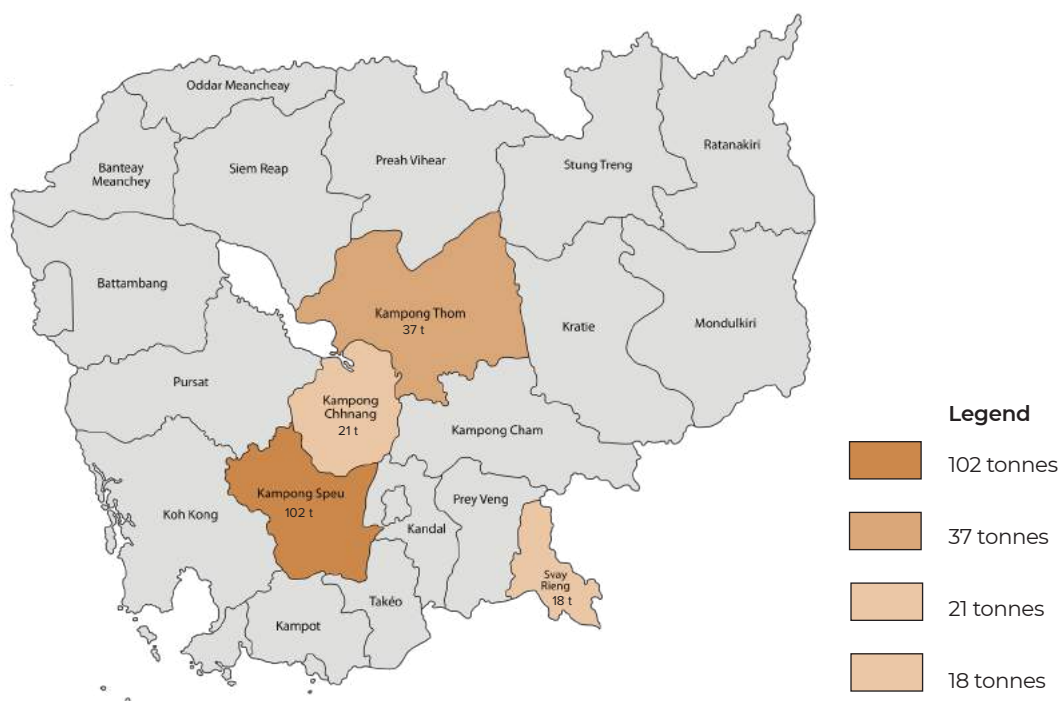
the condition of local farmers. This social aspect of production complements palm sugar's health benefits to make it an attractive product for European audiences. Some companies, like Confirel, have seen larger investments in facilities and are therefore able to process palm sugar before they export it.

As it is a new commodity, statistics on total production of palm sugar in Cambodia are unclear, but it was estimated at around 14,000 tonnes in paste form in 2019, which can produce approximately 9,100 tonnes of sugar powder. As for exports, data is available by consulting the HS code 1702.90, "sugars not elsewhere specified". Unfortunately, there is no specific code for palm sugar. Under these numbers, we speculate that palm sugar has become an established export commodity, being sold to several Asian and European countries. The total value of exports went up from virtually zero in 2014 to 332,000 USD (107 tonnes) in 2020, a big amount for a relatively

small sector. In recent years, exports to European countries have also picked up, with this region becoming the largest importer of the product. In 2020, 3 of the top 4 export destinations were European countries, with Spain claiming the top spot (97,000 USD; 34 tonnes), followed by Korea (88,000 USD; 21 tonnes), France (42,000 USD; 24 tonnes) and Italy (37,000 USD; 15 tonnes).

Certifications for palm sugar are similar to those for other Cambodian agricultural products, such as pepper. Exporting companies often work with similar batches of products. For Kampong Speu palm sugar, the most important ones are the GI seals provided by the Cambodian government and the EU, ECOCERT France, and COAA (Cambodian Organic Agriculture Association), which promotes organic agriculture.

**Palm Sugar Production (tonnes), 2013 - 2015**











Source: Freepik







# Company Profiles

**The following section features selected palm sugar companies.**

## **Legend for Certifications**

**O** Organic

**PGI** Protected Geographical Indication

**HACCP** Hazard Analysis and Critical Control Point

**FFL** Fair For Life

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Source: 123rf





## HESED AGRICULTURE TRADING CO., LTD.

As a social enterprise and provisional member of the World Fair Trade Organization, Hased conducts inclusive business by producing, processing, trading, and exporting agricultural products such as palm sugar, additive-free dried fruit snacks, cashew nuts, eggs, and antibiotic-free meats.

Following their mission to develop sustainable business practices and to empower local communities, Hased is serving the Cambodian market and exports to several countries, with the USA and Korea standing out as primary trading nations.

Hased has received several awards including for its inclusive business and sustainability among others.



## MAIN PRODUCTS

### Palmyra Palm Sugar

Natural sugar concentrate from flower sap of the Palmyra Palmtree, a Cambodian national tree.

100% natural. Low GI (Glycemic Index). Nutrient-rich.

- 🌿 Yearly production: 60 tons
- 🏆 **Fair Trade Certificate, Low GI Certification (AUS), HACCP/ GMP**

### Dried Mango

Fresh and fragrant flavor of aged mango 100% additive-free hased dried mango.

- 🌿 Yearly production: 45 tons

### Cashew Nut

Roasted cashew nuts purchased from social minority groups. A Cambodian speciality.

- 🌿 Yearly production: 3 tons

## CONTACT

<https://www.hasedcambodia.com/> | +855.17.86.82.73 | [sales@hasedcambodia.com](mailto:sales@hasedcambodia.com)

No. 288, St. 10m, Phum Bayab, Khan Sen Sok, Phnom Penh, Cambodia



## CONFIREL

Founded in 2001, Confirel is a company selling organic traditional Khmer products, including Kampot pepper and Kampong Speu palm sugar. The vision of the founder, Dr. Hay Ly Eang, was to empower the conditions of rural farmers who sell these products in the provinces.

Driven by a commitment to deliver the best quality of products, Confirel palm sugar was nominated in 2005 “Palme d’Or” at the Natexpo Salon. The company has been recognised by the Asian Development Bank and World Bank as a model for sustainable rural development. All products are certified GIs and organic, according to European (ECOCERT), Japanese (ECOCERT JAS) and American (USDA Organic) standards. Some of the products are also halal.



## MAIN PRODUCTS

### Thnot Palm Sugar

Gained from the sap of the palm tree, palm sugar has a distinctive sweet flavor with caramel undertones.

- 🌿 Yearly production 300 tons.
- 🌱 **Organic, PGI, HACCP, Halal, FFL**

### Kampot Pepper

Known as one of the best peppers in the world, Kampot Pepper is grown in the south of Cambodia.

- 🌿 Yearly production 40 tons.
- 🌱 **Organic, PGI, HACCP, Halal**

### Mango Puree

Fresh frozen mango puree made out of 100% natural mango fruit cleared from the fiber.

- 🌿 Yearly production 70 tons.
- 🌱 **Organic (on demand), PGI, HACCP, Halal**

## CONTACT

<https://www.confirel.com/en> | +855.23.890.093 | [export@confirel.com](mailto:export@confirel.com)

No. 138 Bis, Prey Chisak, Chom Chao, Por Sen Chey, Phnom Penh, Cambodia



## MAIN PRODUCTS

### Granulated Palm Sugar

Natural sugar gained from the local Palmyra Palmtree.  
Delicious. Nutricious. Sustainable.

## SOMÉRA

Somera is an inspiring story of social commitment, tradition, and environmental sustainability. It started as a social project by GERES, a French NGO. To help combat illegal deforestation, GERES was looking into designing innovative methods to improve cooking stoves for palm sugar producers.

In 2009 GERES came up with a new stove that required 30% less wood fuel, helping the environment and reduce the cost for producers. To help create awareness among producers and consumers, the brand “Sovannak Palm Sugar” was created. Being successfully received by local customers (supermarkets, restaurants, tourist shops), the brand was transferred to a local entrepreneur, making the company is fully Cambodian. Sovannak palm sugar is produced organically, without chemical additives, on fuel-efficient cooking stoves.

Sovannak has recently been rebranded as Somera.

## CONTACT

<http://www.kmpsyche.com> | +855.69.955.155 | [somera-sales@kmpsyche.com](mailto:somera-sales@kmpsyche.com)

#34N, Street 45BT, Sangkat Boeung Tompun 2, Khan Meanchey, Phnom Penh





## FARMLINK

Farmlink is a social project, established by European expatriates living in Kampot in 2006. Their goal is to promote the development of local agricultural value chains and maintain ancient production techniques, by linking local farmers to international markets. Their business project consists in the production and sales of typical Cambodian agricultural products, including Kampong Speu palm sugar. They are marketed under the brand KADODE, which means “gift from earth” in Khmer, the local language. The sugar is collected and processed using natural, traditional methods.

Farmlink is in partnership with over 120 local farmers and employs around 40 workers. Farmlink has its products certified as ECOCERT.

## FARMLINK

### MAIN PRODUCTS

#### Palm Sugar

100% natural palm sugar gained employing traditional processing methods.



#### Kampot Pepper

Premium grade, handsorted black, red, and white Kampot pepper.



## CONTACT

<https://www.farmlink-cambodia.com/> | +855.33.690.2354 | [contact@farmlink-cambodia.com](mailto:contact@farmlink-cambodia.com)

Tvi khangchoeung, Sangkat Andong Khmer, Krong Kampot, Kampot Province, Cambodia



Source: 123rf

# Company Contacts

Contact details of additional palm sugar companies.

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## Starling Farm

<http://www.starling-farm.com/>

+855 69 338 555

No. 19, Ly Yoat Lay Street 172, Phnom Penh,  
Cambodia



## Khmer Psyche

<http://www.kmpsyché.com/>

+855 77 398 939

No.34N, 45BT, Boeung Tompun, Phnom Penh  
Cambodia



## Senteurs d'Angkor

<https://senteursdangkor.com/>

+855 23 992 512

Street 178, in front of National Museum, Phnom Penh  
Cambodia



## Damune

<https://damune.com/en/palm-sugar-cambodia/>

+34 933606027

Provença 257, Entlo C, Barcelona  
Spain





**Signatures of Asia**

<http://signaturesasia.com/>

[info@signaturesasia.com](mailto:info@signaturesasia.com)

+855 23 997 178

No. A-21, Boeung Kak Street, Village 1, Khan Daun Penh, Phnom Penh, Cambodia



Source: Unsplash



# Other Contacts

## SECTOR STAKEHOLDERS

**Cambodian Federation of Employers and Business Associations**

<https://www.camfeba.com/>

**Cambodia Chamber of Commerce**

<https://www.ccc.org.kh/>

**Cambodia Development Resource Institute**

<https://cdri.org.kh/>

**Cambodia Partnership for Sustainable Agriculture**

<https://cpsa-growasia.org/en/>

**European Chamber of Commerce in Cambodia (EuroCham)**

<https://www.eurocham-cambodia.org/>

**Group for the Environment, Renewable Energy and Solidarity (GERES)**

<https://www.geres.eu/en/>

**GRET – Professionals for Fair Development**

<https://www.gret.org/countries/south-east-asia/cambodia/?lang=en>

**Kampong Speu Palm Sugar Promotion Association**

<https://www.facebook.com/Kampong-Speu-Palm-Sugar-Promotion-Association-KSPA-204741633268449/about/>

**Kampong Speu Palm Tree Agricultural Cooperative (Kampatraco)**

[kampatraco@gmail.com](mailto:kampatraco@gmail.com)

**Cambodian Ministry of Agriculture Forestry and Fisheries, Department of Agro-Industry**

<https://web.maff.gov.kh/?lang=en>

**Cambodian Ministry of Commerce**

<http://www.moc.gov.kh/en-us/>



Source: Rawpixel





Source: Unsplash



# Sourcing from Cambodia

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## SUSTAINABLE TEXTILES

Product & Supplier Brochure



Source: Unsplash



Source: Unsplash

# Sustainable Textiles

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The garment and footwear industries play a pivotal role for the Cambodian economy. The sectors employ around 800,000 workers, distributed across approximately 1,000 factories and making up 86% of the country's total factory workforce. Export-oriented factories – located mostly on the outskirts of Phnom Penh and in Kandal province – produce clothing and footwear items for international brands such as Levi's, H&M, adidas and Gap. The garment and footwear industries have increased significantly in the past three decades, becoming the main engine of national economic growth. After a slight dip due to Covid-19, they remain strong as of late 2020, representing 54% of total export revenue (22.1 USD billion) and around 80% of the national GDP. The rising number of factories has seen rural workers, especially women, flock to the cities seeking better pay. The creation of new jobs has significantly reduced poverty and facilitated Cambodia's rise to a lower-middle income country.

Despite these positive achievements, however, the textile industry has begun to pose major problems to the country's environment and social fabric. Almost all factories fail to comply with international carbon emission and toxic waste requirements, as they heavily pollute surrounding air, land and water resources. A study cited by the Global Green Growth Institute points to textile factories as the single largest polluting source in the Phnom Penh area. Large amounts of raw fabrics – up to 15% of the total according to some estimates – are discarded as unfit to use in production and are either dumped in landfills or disposed of freely into the environment. Some of this textile waste is then used to fuel the infamous "blood brick kilns" on the outskirts of Phnom Penh. Here, textiles are burnt to provide temperatures hot enough to produce bricks for the nation's burgeoning construction sector, in blatant disregard of workers' safety and the environment. In 2020, the European Union partly withdrew Cambodia's preferential trade





access status, citing a worsening of the country's political situation and a turn towards authoritarianism. This left the future of Cambodia's garment industry in disarray. As the sector attempts to recover from its downturn due to a combination of trade status withdrawal and Covid-induced order cancellations, this might be the right time to set the textile industry on a more sustainable track. Change and new models are needed, especially as global consumers are increasingly aware of the need to make value chains "greener" in resource-heavy industries such as textiles.

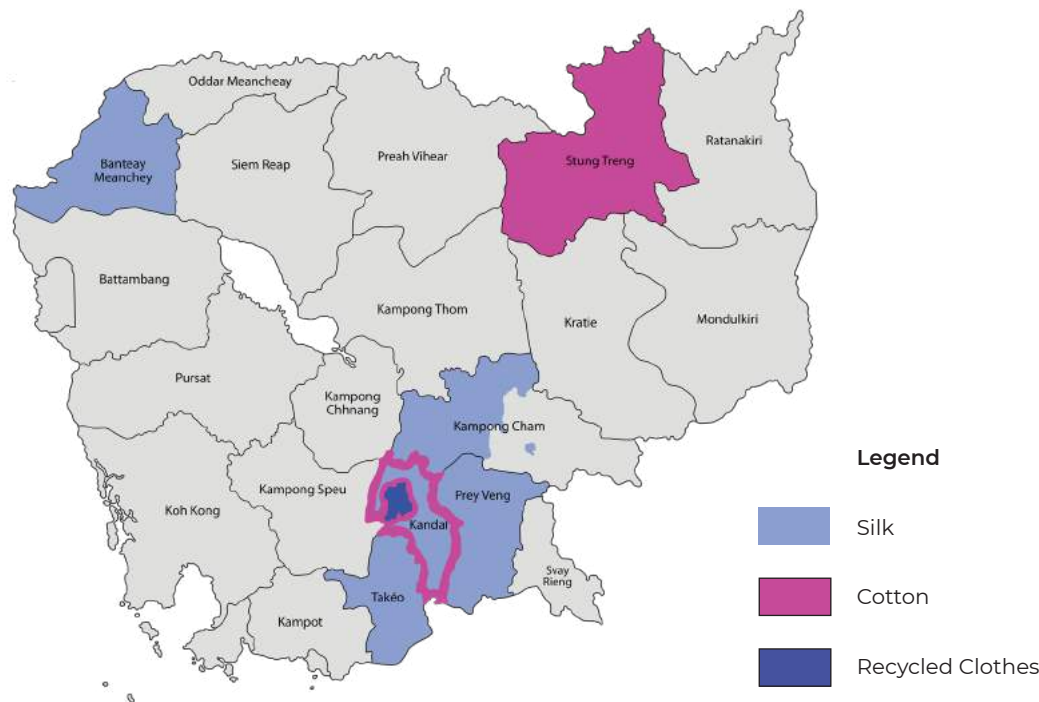
Global brands are gradually committing to "greening up" their value chains, removing local suppliers that fail to comply with international environmental requirements. In Cambodia, major brands have already announced a switch away from traditional suppliers. Coupled with reduced export volumes to Europe, this transition risks closing factories down, rendering many workers jobless and threatening to reverse past

gains in poverty reduction. Promoting more sustainable textiles is essential to maintain the momentum in economic development. A key way to do so is by promoting upcycling and circular economy principles. Upcycling means processing a recycled product so that its final form has a higher value than what it was before. The concept of a circular economy implies that product components never cease to be useful but are instead re-used constantly in cycles of production and recycling. According to insiders, up to 95% of textiles and garments can be recycled.

The concept of sustainable textiles apart from mass market described above is gaining ground in Cambodia. Production methods that are alternative to "fast fashion" are being promoted by international development organisations and NGOs. Eco-friendly and/or upcycled textile products are being produced and sold by an increasing number of small boutique studios, by processing silk, cotton, and industrial waste (not just

fabric but also plastics). Items include clothes, scarves, as well as accessories. Most of these small enterprises employ women, have an eye for traditional weaving techniques, and embrace social responsibility principles.

Cambodia's Production of Sustainable Textiles









# Silk

The silk industry is part of Cambodia's culture, history and heritage. Production dates back at least to the 13th century, when Chinese diplomats reported the presence of local silkworm farms, which grew mulberry plants (the worms' favourite food), bred silk moths and wove silk. In the late 19th century, during the French colonial period, sericulture developed to encompass large plantations, each covering 5-6,000 hectares, and national production reached 15 tonnes per year by the end of World War 2. The art of silk breeding and weaving was passed down through generations, particularly through female family members in rural areas. The silk industry was interrupted by the ravages of the civil war and the Khmer Rouge, and almost all knowledge

transmission stopped. Today, albeit on a smaller scale, silk production has seen a revival, though virtually all the raw material is imported from abroad. There are between 18,000 and 20,000 weavers in Cambodia, mostly living in Takeo, Kandal, Kampong Cham, Prey Veng and the Northwest. Locals still like to wear traditional silk clothes and accessories – such as wedding dresses and scarves – on formal occasions. Golden silk, which is cultivated in Prey Veng and Kampot, is particularly renowned for its strength and lustrous fibre.

The government has recognised the importance of the silk industry for rural economic development, creating the National Silk Strategy 2016-2020. The document appears

yet to be updated for a new cycle. Projects by international development organisations and donors aim to boost local silk production and value chains. NGO projects promote eco-friendly and sustainable silk products, including hand-woven masks to be worn during the Covid pandemic. Silk production itself is in the hands mostly of small companies and social projects, which use traditional production methods, such as hand-dyeing and the use of natural dyes. NGOs operate through museums and workshops, to educate visitors about the ancient craft of silk weaving. Social projects empower local communities by reinvesting the revenue from silk

products to ensure fair pay to workers. The volume of silk processing reaches 400 tonnes per year, of which only 1% comes from locally-sourced materials, with the rest being imported. This imbalance is a consequence of the Khmer Rouge, which devastated local silkworm production and ensured future activities would rely on foreign imports. Concerning exports, under the umbrella HS code 50, which covers most of it not all silk products, we see that the market is small, with a total exported value of 15,000 USD (1 tonne) in 2020, all of it being to China. In the last decade, past exporting destinations included Germany, Japan and Thailand.



Source: Unsplash



# Cotton

In Cambodia, cotton producers are mostly small scale, partly because the bulk of the raw materials is not produced locally but imported. Most of the producers seem to embrace corporate social responsibility and fair-trade principles and are keen to promote sustainable products. Examples include businesses that reconvert former minefields into sustainable plantations and rehabilitate disabled Cambodians. Workshops train disabled women to grow cotton using traditional yarning techniques. Products include scarves, towels, pyjamas, and shawls. Cotton and industrial leftovers are also remade into canvas bags.

Compared to silk, the Cambodian cotton export market is larger. Under the umbrella HS code 52, which covers cotton products, we see that the total export value in 2020 was 9.3 million USD (5,061 tonnes), a seven-fold increase in value since 2016. Top export destinations in 2020 were China (3.9 million USD), Singapore (1.6 million), and South Africa (1.5 million).



# Industrial Waste

Textile factories, as we have seen, produce lots of fabric waste, which is called deadstock. This is a big problem in Cambodia, where the waste from the factories has no system in place to be processed. It is instead taken to landfills or simply dumped into the environment.

However, there is a big opportunity to change this trend. Research states that the adoption of circular economy principles in Asia would bring additional economic growth of 324 billion USD and create 1.5 million more jobs over the next 25 years. International best

practices are leading the way for upcycling. Reverse Resources is a global platform that tries to unlock future circular business opportunities within the textile industry. In China, a single company managed to recycle 40,000 tonnes of used clothing in 2018. Cambodia is starting to set virtuous examples too. Good Krama is an ethical clothing brand that uses garment industry excesses. Nomi, a research institute, employs survivors of human trafficking in Cambodia to produce upcycled goods and trains them with new job skills.

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Source: AdobeStock





# Company Profiles

**The following section features selected sustainable textiles companies.**

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Source: Freepik



## TONLE

Tonlé Studio is a zero-waste clothing line based in Phnom Penh and the USA. It was started in 2008 by an expat, who was aware of the huge fabric wastes in the garment and fashion industry. Tonlé reuses garment waste from factories to make ethical clothing items, helping lighten the fashion's environmental footprint. Tonlé partners with Weaves of Cambodia - a social collective of weavers from Preah Vihear - to make their products, which include hand-knitted sweaters, scarves, bags, and home accessories, sourcing deadstock fabrics from mainstream factories in Cambodia. The fabrics are then dyed naturally. 80% of their dyes come from edible ingredients, such as soy milk and lemon. Packaging is eco-friendly, as 100% of the material is recyclable.

The business has been increasingly successful and has clients in Japan, Canada, Australia, and the USA.

# tonlé

## MAIN PRODUCTS

### Zero-waste Clothing and Accessories

Ethical zero-waste fashion and accessories for the conscious consumer.

## CONTACT

<http://www.tonle.com/> | +1.415.510.9405 | [hello@tonle.com](mailto:hello@tonle.com)

Toul Tompong, Phnom Penh, Cambodia



## STUDIO DORSU MULTIVERSAL GARMENTS CO LTD

Operating since 2012 and since 2020 by local owner, Dorsu is committed to transparency and social responsibility with regard to environmental impact and labor practices, at least 30% above minimum wage for garment industry, 5-day work week, etc.

Dorsu offers custom manufacturing of high-quality items made from remnant and deadstock fabric left over from the larger garment industry in Cambodia. The brand is known as a CMT partner (Cut, Make, Trim) in the garment sector which serves as the main hub for all production activities needed to fulfil custom manufacturing orders.

Dorsu aims to help create a world where fashion means fairness, and all workers are treated fairly and respected for their skilled labor and craftsmanship.



## MAIN PRODUCTS

### Cotton Jersey Garment

Custom manufacturing and export of cotton jersey garments that are ethically and sustainably sourced in Cambodia.

T-Shirts, dresses, and other cotton essentials.

✂ Volume: 1,500/month

## CONTACT

<https://dorsu.org/> | +855.16.674 680 | [vanna@dorsu.org](mailto:vanna@dorsu.org)

Road 33, Junction of Street 736 and Road 33, Kampot, Cambodia





## PACTICS CAMBODIA CO. LTD

Pactics is an environmentally and socially responsible manufacturing company of high-quality and sustainable lifestyle products such as eyewear accessories, travel, and luggage accessories, as well as sports- and face wear.

Pactic's manufacturing facility in Cambodia allows the company to minimize its environmental impact by combining sustainable supply chain and workshop practices with architecturally cutting-edge workspaces. The brand implements a people-first policy putting their team at the core of their business and providing them services such as free on-site childcare, insurance, and healthy lunches.

Pactics provides a one-stop shop for brands that hold sustainability and responsible manufacturing at heart.



## MAIN PRODUCTS

### Backpack

High-end custom build backpack from repurposed local materials. Screen printed or in-house dye sublimation of fabrics. Fully supported supply chain.

- ✂ Volume: 370,000 (2020)
- ✓ REACH (Substances)

### Facewear

EU Certified reusable facemasks with/without a filter. Material customizable by the customer. Short lead-time.

- ✂ Volume: 2,100,000 (2020)
- ✓ NBN COVID-19, REACH (Substances)

### Eyewear Pouch

Pouch to store eyewear glasses with lens-cleaning features. Fully customizable design, SMI supported stocks in US/EU/CN.

- ✂ Volume: 9,600,000 (2020)
- ✓ REACH (Substances)

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## CONTACT

<https://pactics.com/> | +855.69.677.700 | [sales@pactics.com](mailto:sales@pactics.com)

Pactics Road, Krong Siem Reap, Cambodia



## COLORBLIND ASIA CO., LTD

As a premium garment manufacturer, ateliers colorblind is situated in the heart of Phnom Penh, the iconic capital of Cambodia, the 9th largest garment producer in the world. Founded by Jean-Benoît Lasselin in 2019, ateliers colorblind carries on the tradition of legendary French fashion know-how. colorblind brings to life collections for leading companies as well as luxury experiences, the skilled team opens the doors to French haute and prêt-à-porter couture.

From casual polos to tailor-made suits, ateliers colorblind has been created to make high-end garment manufacturing in Cambodia easy and accessible.

# colorblind

## MAIN PRODUCTS

### Tailor-made Suit

Tailor-made 2-piece suit for men and women including trousers and jacket. colorblind design made by Jean-Benoît Lasselin.

### Tailor-made Shirt

colorblind shirts available in six unique designs which can be paired with the desired color and fabric.

### Reusable Face Protection Masks

Crafted out of leftover materials, colorblind masks are high-quality and can be individualized with embroidered company logos.

### Tailor-made Dress

colorblind dresses for stylish occasions.

## CONTACT

<https://www.colorblind.asia/> | +855.81.588.738 | [sales@colorblind.asia](mailto:sales@colorblind.asia)

No. 195E1, street 63, Sangkat Boeng Keng Kang 1, Phnom Penh, Cambodia



## KHEMARAK SILK

Established in 2005, Khemarak Silk is Cambodia's top local raw material manufacturer of silk fabrics, supplying everything from nationwide distributors, to tailors, and dressmakers.

Addressing diverse market and fashion requirements, Khemarak produces a range of different raw silk fabrics including smooth silk, rough silk, and organza.

Handmade, silk is one of the eco-friendliest materials available since its production process involves no electric energy nor fuel. Leftover pieces are sold to local handicraft makers ensuring as little waste as possible and unusable pieces biodegrade quickly due to their natural fabrication by silkworms.



## MAIN PRODUCTS

### Smooth Silk

Made out of 100% silk, smooth silk is glossy and lustrous on both sides.

### Raw Silk

100% silk with a rough, gummy texture, popular for shirts, suits, blouses, pajamas, and jackets.

### Organza

Organza is a soft, light, and semi-transparent fabric, popular for female garments and curtains.

### Houl

Made out of pure silk, Houl features eye-catching patterns and designs.

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## CONTACT

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49D Street Sothearos, Sangkat Tonle Bassac, Khan Chamkarmon, Phnom Penh, Cambodia





## SAMATOA LOTUS TEXTILES

Samatoa is a Cambodian social business manufacturing innovative textiles made out of lotus stems. Experiments and researches conducted in remote villages enabled Samatoa to bring back to life almost forgotten weaving skills, using Khmer traditional spinning and weaving techniques for the production of lotus fabric. Taking it one step further, Samatoa created an innovative ecological textile made entirely from lotus stem and agro-waste.

In 2021, Samatoa aims to break the ground for Lotus Leather, an innovative vegan leather made out of 100% natural and biodegradable materials and vegetal waste. Vegan leather is a fabric alternative that could revolutionize the entire textile industry while meeting market demand. Top brands such as H&M, Burberry, and Puma have shown interest in this revolutionary material.



## MAIN PRODUCTS

### Lotus Textiles

Known as "The most spiritual fabric in the world" it is the first natural microfiber featuring anti-bacterial properties alongside its naturally soft and light texture.

✓ Cambodian Fairtrade Project (AAC)

### Lotus Vegan Leather

Made out of natural lotus microfiber, lotus leather is 100% organic, biodegradable, and plant-based.

### Natural Fibres Clothing and Accessories

Custom-made garments and accessories made out of homemade yarns (lotus, kapok, banana, silk) or imported yarns (organic cotton, silk, cashmere).

## CONTACT

<https://samatoa.lotus-flower-fabric.com/> | +855.92.529.001 | [gm@samatoa.com](mailto:gm@samatoa.com)

9, Road 63, Phnom Krom Siem Reap, Cambodia



## LOTUS SILK

Lotus Silk was founded in 2003 as a project to support local silk production, connect communities and promote sustainable development. In particular, it aims to connect the fashion industry with hand-crafted, ethical and traditional silk. It specialises in making the famous golden silk. Starting from only one sewing machine and tailor, the business grew to a workforce of 10 tailors. Coming from disadvantaged communities, the employees are provided with job training, skills development and employment. Their work preserves ancient traditions and promotes ethical and eco-friendly silk. The products comply with international ethical and environmental standards. Lotus Silk promotes fair trade by ensuring decent living conditions, providing decent pay (on average, twice that of the common garment worker) and ensuring a safe working environment.



## MAIN PRODUCTS

### Scarves

Silk scarves made out of ethical and eco-friendly Cambodian silk or blended natural textiles.

100% handmade, sustainable and ethical fashion.

Production volume: 3,000 pcs/ month 97

### Garments

Female and male garments and home decor items made out of ethical and eco-friendly Cambodian silk or blended natural textiles. 100% handmade, sustainable and ethical fashion.

Production volume: 2,000 pcs/ month

### Handcrafted Jewellery

Silver, recycled brass, upcycled threads, and silk tassel jewellery, handmade by home based Cambodian artists.

## CONTACT

<http://lotus-silk.com/> | +855.10.556.226 | [vannary@lotus-silk.com](mailto:vannary@lotus-silk.com) | [vannarysan@gmail.com](mailto:vannarysan@gmail.com)

House 116, street 371, Chak Angre Leu, Meanchey, Phnom Penh, Cambodia



## KEIMEAS

Keimeas is a community organization founded by Mrs. Tex Simheang in 2015 to provide employment opportunities to women and to improve their livelihoods through fair employment fostering Cambodian textile culture.

Keimeas employs traditional weaving techniques such as handloom weaving and traditional as well as modern fabrics for their innovative and unique creations. Tailored out of sustainable raw materials such as silk and lotus kapok cotton, 100% natural fibers and dye are the baseline for a sustainable production chain.

In 2020 Keimeas won the MEDC Top design award, obtained the Australian certificate of the Women Global Trading program, and became a council member of the International Silk Union.



## MAIN PRODUCTS

### Silk garments and accessories

Keimeas silk garments and accessories include a diversity of garments, dresses, robes, scarfs, ties, and home accessories. For its production, 100% natural fibres and natural dye are employed.

### Kroneav suits and accessories

Kroneav suits and accessories are handmade by skilled female tailors.

## CONTACT

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#4EO, St. Lum, Porprok Khangtboung Village, Kakab 1 Commune, Phnom Penh, Cambodia





## KHMER ANGKOR

KHMER ANGKOR was established in 2012 by Mr. Bun Sela with the aim to design and produce high-quality fashion accessories such as bags, masks, purses, and wallets made out of cotton and silk.

The brand bets on the use of sustainable raw materials (silk and cotton) in the production process and has expanded its product line to fishing net accessories where recycled nets are upcycled to trendy bags, wallets, and purses.



## MAIN PRODUCTS

### Silk Accessories

Bags, masks, wallets, and purses crafted out of 100% silk or cotton.

### Fishing Net Accessories

Bags, wallets, and purses made out of recycled fishing nets.

✂ Production volume:

Bags: 2,000pcs

Masks: 20,000pcs

99

## CONTACT

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#4, Phlaur Lum Takhmao, Kandal Province, Cambodia



## KHMER GOLDEN SILK

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Khmer Golden Silk (KGS) started in 2003 as a small family business working with 10 weavers. The business has ever since expanded to employing 200 weavers to meet the demand.

KGS takes a creative approach to its designs by merging tradition and modernity employing typical Khmer weaving styles on modern accessories such as scarves, blankets, and fabric.

With the aim to keep traditional weaving alive, KGS works directly with local weaving communities and sources 100% natural raw materials such as silk and cotton for their products. Socially sustainable practices are rooted just as environmental ones, giving back to the community rewarding their work with fair wages to improve their livelihoods.



## MAIN PRODUCTS

### Silk & Cotton Scarves

Scarves for him and her in different designs and weave techniques such as plain and twill.

100% natural products in traditional or modern designs.

✂ Production volume: 300/month

### Cotton Blanket, Bed and Sofa Covers

Available in 3 different sizes and traditional as well as modern design. Custom size blankets and covers made to order.

✂ Production volume: 250/month

### Fabric

Available in plain or twill weave, cotton or silk, and modern or traditional style.

✂ Production volume: 200m/month

## CONTACT

<https://www.facebook.com/khmergoldensilk> | +855.17.440.925 | [khmergoldensilk@gmail.com](mailto:khmergoldensilk@gmail.com)

Teaksen Tboung Village, Sangkat Kok Chak, Siem Reap, Cambodia



## VILLAGeworks CAMBODIA CO.,LTD

Established as a social enterprise in 2001, Villageworks, now a certified member of the World Fair Trade Organisation (WFTO), has become a role model for fair trade principles and provides their workers with fair wages, a safe working environment, and gender-equal treatment.

Their large selection of quality products includes bags, scarves, accessories, and interior decoration items made from a range of different materials, including recycled, organic, and natural materials.

Once set up hiring individual rural artists, Villageworks was soon able to open their artisan facility producing hand-made products for the local as well as international market.



## MAIN PRODUCTS

### From Trash to Treasure (Recycle Cement Bag)

Recycled cement bags star Villageworks' fashionable bag collection and provide an environmentally friendly solution for the mindful consumer.

- ✓ WFTO guaranteed label
- ✓ PSI Sustainability Awards 2017
- ✓ Good Design Award 2004.

### Sustainable Drinking Straws

Fully biodegradable, bamboo straws are sustainably produced from all-natural plant materials, don't pollute, and are safer for wildlife than regular straws.

- ✓ Science Technology and innovation national laboratory of Cambodia

## CONTACT

<http://www.villageworks.biz/> | +855.15.995.944 | [anak@villageworks.biz](mailto:anak@villageworks.biz)

#151, Sambour Village, Sangkat Dongkor, Khan Dongkor, Cambodia



# Other Contacts

## SECTOR STAKEHOLDERS

### **Artisans Association of Cambodia (AAC)**

<https://www.facebook.com/artisansassociationofcambodia/>

### **Cambodian Federation of Employers and Business Associations**

<https://www.camfeba.com/>

### **Cambodia Chamber of Commerce**

<https://www.ccc.org.kh/>

### **Cambodian Ministry of Commerce**

<http://www.moc.gov.kh/en-us/>

### **Cambodian Ministry of Labor and Vocational Training**

<http://www.mlvt.gov.kh/index.php?lang=en>

### **Cambodia Development Resource Institute**

<https://cdri.org.kh/>

### **Cambodian Women Entrepreneurs Association (CWEA)**

<http://www.cweacambodia.org/>

### **Coalition of Cambodian Apparel Workers Democratic Union (C.CAWDU)**

<https://ccawdu.typepad.com/>

### **Emerging Market Multinationals Network for Sustainability**

<https://www.emm-network.org/>

### **European Chamber of Commerce in Cambodia (EuroCham)**

<https://www.eurocham-cambodia.org/>

### **Global Green Growth Institute**

<https://ggi.org/country/cambodia/>

### **Garment Manufacturers Association in Cambodia**

<https://www.gmac-cambodia.org/>

**International Labour Organisation (ILO)**

<https://www.ilo.org/asia/countries/cambodia/lang--en/index.htm>

**Institute of Khmer Traditional Textiles**

<https://www.ikttearth.org/>

**Partnership for Sustainable Textiles (SiegelKlarheit.de)**

<https://www.textilbuendnis.com/en/>

**Reverse Resources**

<https://reverseresources.net/>

**United Nations Industrial Development Organisation (UNIDO)**

<https://www.unido.org/who-we-are-unido-worldwide-asia-and-pacific-offices/cambodia>

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Source: Unsplash





Source: Unsplash



# Sourcing from Cambodia

## HANDICRAFTS AND HOME ACCESSORIES

Product & Supplier Brochure



Source: Unsplash







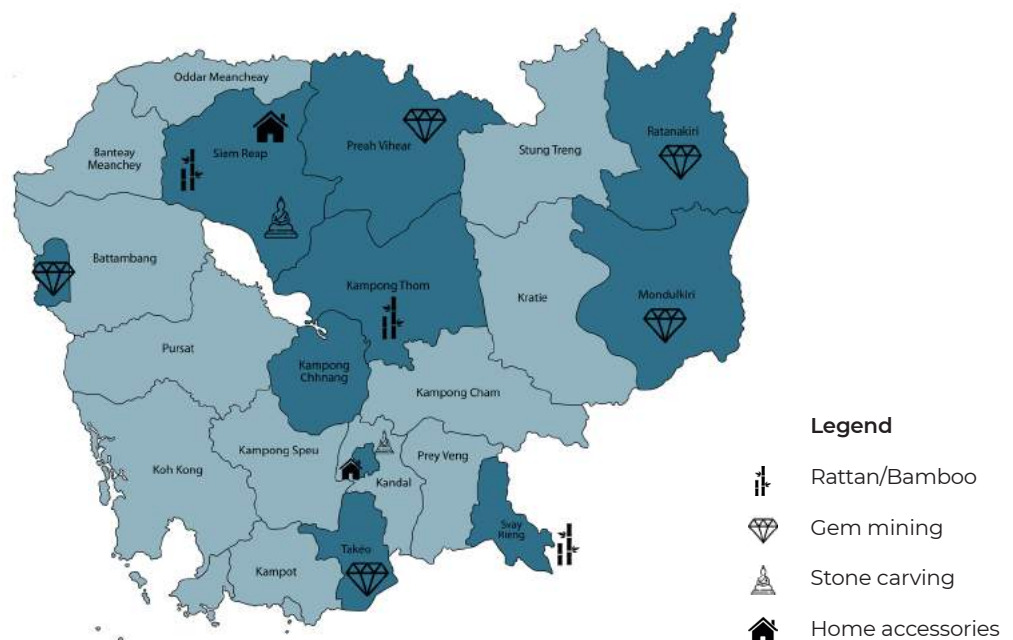
# Handicrafts & Home Accessories

Cambodian handicraft-making dates back centuries, reflecting the nation's rich cultural and historical heritage. Activities include, among others, stone carving, basket weaving, and pottery. The height of Khmer art and handicraft-making came during the Angkor period, around the 12th century. The city of Siem Reap, being the location of the great Angkor complex and the royal residence, became the epicentre of the movement. Arts and crafts

were produced either by rural non-specialists or by skilled artists working at the royal palace. Throughout the centuries, Siem Reap has retained its pivotal role in the safeguarding and production of traditional Khmer art and culture. It still is today the main place to buy traditional handicrafts, and has been recognised by the Cambodian government as a strategic destination for the development of the nation's cultural tourism industry. Alongside government institutions and development partners, several NGOs – both local and foreign – operate to protect and promote this cultural heritage.

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## Handicraft Production and Sale







Source: Unsplash

# Rattan & Bamboo

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Rattan and bamboo are important sources of NTFP (non-timber forest products). Both plants are native to Cambodia, whose climate is favourable to their growth. They have been recognised by the International Bamboo and Rattan Organisation (INBAR) – a multilateral organisation that promotes environmentally-sustainable development using bamboo and rattan - as unique opportunities to tackle poverty, counter natural resource challenges, and provide a livelihood to local rural communities. The Cambodian government has recently made available about 40,000 hectares of land for the production of rattan, and has planned to promote its products on international markets. Government officials have stated that the initiative will help curb deforestation – which is a serious problem in the country – and empower rural communities. The WWF and European Union are also providing support, through the Sustainable Rattan Project and the Switch Asia programme,

respectively. The main organisation operating in the field is the Rattan and Bamboo Association of Cambodia (RAC), a seeming hybrid between an NGO and producer association. The RAC is working with 12 rural communities (each including from 3,000 to 8,000 families) in Koh Kong, Sihanoukville, and Kampot provinces, providing training on how to plant and create bamboo and rattan products.

In Cambodia, there are 21 species of rattan, 5 of which are suitable for commercial use. The plant plays an important role in the country's rural economy, as it can provide up to 50% of a village's cash income in some cases. It is used mostly to make furniture items – such as beds, chairs, sofas – weave baskets, and provide building material for rural homes. Products such as baskets are made almost entirely by women, who thus gain an independent source of income and a degree of emancipation. Rattan is an environment-friendly



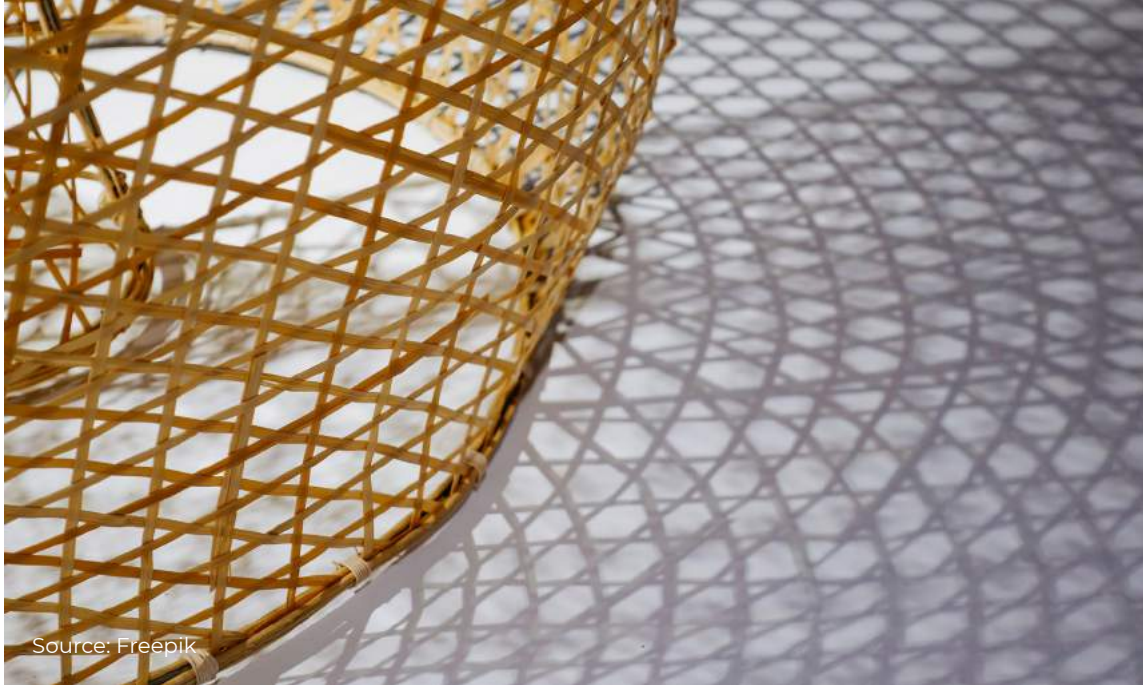
product with great market potential. Its shoots grow easily and quickly. Once mature enough, they are cut off, cut into strips, and left to dry. Once dried, the shoots can be bent and crafted into products.

The country also features five species of commercially-viable bamboo, two of which are the Russek Sroy Chin (meaning “Chinese bamboo” in Khmer) and the so-called “ping-pong” type. Bamboo is used by many rural communities in Cambodia, especially in the north. It is a versatile, sturdy and light plant, providing food, medicine, household equipment, building material, handicrafts and more. It can be also processed into pulp, fibre or bio-oil. Bamboo has been recognised as a valuable resource to promote sustainable rural development and fight climate change. In countries that suffer immensely from deforestation like Cambodia, it is a great alternative to timber, since it grows incredibly fast, can live up to 80 years, does not require much human care and has no problems

adapting to degraded lands. As such, its cultivation does not compete with agricultural areas, thus it does not threaten food security. Moreover, each hectare of bamboo plantation has been shown to capture up to 60 tonnes of CO<sub>2</sub>, offering a valuable carbon sink.

Cambodian rattan and bamboo are still mostly sold locally. In particular, rattan furniture are valuable items sought by local hotels, restaurants and guesthouses. Anecdotal data points to Thailand, Vietnam and China as being increasingly-sought export destinations for these products. Until now, export markets for these products have been mostly limited to Cambodia’s neighbours, Thailand and Vietnam. This is because producers face several difficulties in accessing broader international markets: they are mostly small-scale with limited technical and financial capacity, they often face hardships in registering formally as businesses or for export licenses with local authorities (meaning they prefer to sell informally to transnational





middlemen), and a considerable bulk of rattan is processed in Siem Reap, not far from the Thai border. Finally, it is simply a question of scale: Vietnamese producers of bamboo and rattan are more numerous, more organised, and have easier access to international trade fairs (such as LIFESTYLE Vietnam), meaning they can strike better deals with international buyers (for example, IKEA is a major buyer of Vietnamese rattan baskets). Under International Trade Center export data rattan and bamboo products do not have their own HS codes,

but are distributed across several entries, making exact calculations of the market difficult. Nevertheless, a useful proxy is the size of furniture exports, which is after all the main end-product. Furniture items are covered under HS code 94. The total value of exports amounted to 638.3 million USD in 2020. The top destination was by far the USA, with 611.9 million USD, followed by Thailand (9.4 million) and Canada (6.3 million).











# Stone Carving & Jewellery

Cambodian stone carving has a rich history dating back thousands of years. From small, handcrafted statues to the majestic carvings at Angkor Wat, they are an essential expression of Khmer art.

Even before the Angkor period, almost 2000 years ago, stone carving was carried out in the Funan and Chenla kingdoms. The material came mostly from the 400-million-year-old limestone from Pursat, Banteay Meanchey, and Kampong Thom provinces. As Cambodia opened up to international trade routes with India, its artistic style became profoundly

influenced by Hindu and Buddhist influences.

During the Angkor period, Cambodian stone carving fully matured as an art form. Elaborate statues of the Buddha were created, often displaying a princely disposition and a benevolent attitude. Elaborate carvings in the temples pictured instances of Khmer mythology and daily life. Beautiful motifs – *kbach* in Khmer – established themselves as central features of artistic carving, including lotus flowers, snail shells, flowers in the shape of diamonds, goose tails, and fish eggs. After the fall of Angkor

in the 14th century and the ensuing decline of Khmer civilisation, stone carving retreated to focus on smaller, less grandiose handicraft projects. During the Khmer Rouge civil war and genocide, the art was almost lost entirely, as the country's artists and artisans either perished or fled abroad. More recently, however, Cambodian stone carving – together with arts in general – is making a comeback. A new generation of local sculptors has emerged, many of which trained abroad, in East Europe's former Communist countries. Several NGOs and art organisations have also been set up to preserve the tradition. Today, handicrafts such as Khmer statues are greatly appreciated by tourists.

Cambodia also features rich gemstone deposits, including amethyst, ruby, sapphire, zircons, aquamarines and topaz. The mines in Pailin, near the Thai border, are famous for providing a large number of gemstones, which are then processed and sold across

shops in Phnom Penh, especially in the Russian Market district. On a related note, Cambodian jewellery is a sector that often works to promote traditional art motifs and social projects. Notable Cambodian jewellers, some of which are showcased below, employ members of disadvantaged communities, women, and, in general, help revive the nation's artistic heritage.

Similarly to rattan and bamboo, stone carving and jewellery products are hard to categorise under HS codes. However, the export data for HS code 71 – precious stones, pearls, precious metals and jewellery – provides a rough estimate of the overall market. The total export value in 2020 was notable, at 3 billion USD, with the top destination being by far Singapore (2.4 billion USD), followed by Thailand (0.3 billion USD) and Hong Kong (0.2 billion USD).

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Source: Freepik





# Home Accessories

Home accessories include a wide range of products, such as handmade toys, non-textile fashion, home décor and nursery items. Historically, Cambodians excelled at the production of ceramics, kites, and lacquerware. The supply of Cambodian home accessories is notable because many of the producers use sustainable materials and processes, and are keen promoters of social responsibility principles. These producers are mainly artisan boutiques and NGOs. They provide compelling stories of fine craftsmanship, women empowerment, and preservation of ancient traditions.

The origin of Khmer ceramics dates back millennia, to around 5000 BCE.

At its peak between the 11th and 13th centuries, many of them were shaped as animals, including birds, rabbits, and elephants. Centred around rural villages in Kampong Chhnang, the traditional production technique involved using a pottery wheel and shaping tools (paddles and anvils) to shape the clay. The clay was then hardened by being fired in kilns, which could be as hot as 1,200 degrees Celsius.

Lacquerware, which is the decorative coating of wood with a special resin called lacquer, was also popular in the country. Production of items reached its peak between the 12th and 16th centuries, and focused on religious imagery and symbolism,



Source: Unsplash

such as gilded Buddha images and the use of distinct paint colours to represent Khmer mythology. Black represents the underworld and is obtained by using burnt wood. Red represents the earth and is obtained by using mercury. Yellow, signifying the heavens, is made with arsenic.

Finally, kite-making and kite-flying is a long-standing Khmer tradition, also dating back centuries. After years of obscurity, it was revived the 1990s. Kleng ek (kite in Khmer) are generally flown at night during the monsoon season. A bow is attached to the kite, and a musical sound is produced as the kite drifts gracefully through the air.

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Source: Unsplash





Source: Unsplash





# Company Profiles

**The following section features selected Cambodian handicraft and home accessories companies.**

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Source: Unsplash



## MANAVA

Co-founded by a Dutch designer and a Cambodian NGO expert in 2016, MANAVA is a social enterprise created to support rural Cambodian artisanal women for a stable and sustainable future.

MANAVA works closely with the small community Krobey Riel in Siem Reap which is renowned for its exclusive weaving style. Traditional weaving is an intrinsic part of Cambodia's artistic legacy and the co-founder deploys her professional and educational design background to mentor the artisans to empower their creativity and knowledge, thus sharing this ancient craft by adapting it to the demands of the modern market.

High-quality rattan products such as baskets, bags, lamps, and soon small furniture are created and sold locally as well as internationally.



## MAIN PRODUCTS

### ZARAVA platter

The 'ZARAVA Platter' was inspired by the Cambodian Kbach Chan Flower symbol. It takes 4-5 days for one woman artisan to make one platter which makes a beautiful eye-catcher in any home interior. This unique rattan handwoven basket is ideal to serve food and drinks, as decoration on the wall or in the hallway for your keys, phone, and other small belongings.

### VANNA bag

VANNA is the chic 'boho' version of the classic fanny bag. It's big enough for just your essentials. Wear it over your shoulder, around your waist, or as a fanny bag. It is made of rattan with a vegetable-tanned leather cover in nude or black, which closes with a magnet. The bag includes a cotton lining inside.

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## CONTACT

<https://www.manava-cambodia.com/> | +855.11.6400.77 | [info@kalaichan.nl](mailto:info@kalaichan.nl)

Broyuth village, Sangkat Tukvil, Siem Reap, Cambodia





## RAJANA HOMETOWN CO.,LTD

Rajana Hometown specializes in ethically produced accessories such as unique jewellery creations made out of recycled bombshells, silk textiles, and decorative ceramics.

Rajana is committed to empower local artisan groups, reward their work with fair wages, and provide safe working conditions for a sustainable, prosperous future.

Collaborating closely with over 100 communities, Rajana's sells its designs locally, to tourists and exports to international markets.



## MAIN PRODUCTS

### Recycled Bombshell Jewellery

Handmade by local artisans, every piece is the beautiful transformation from an object of war into a statement of peace. Ethically and eco-friendly design.

### Ceramics

Beautiful, handmade ceramics deploying traditional techniques and materials.

### Cambodia Silk Textiles

Textiles with traditional weaving and dying techniques which have been passed down through generations of families throughout Cambodia.

### Traditional Silk and Cotton Scarves

The traditional Khmer Krama, which resembles an integral part of Cambodian culture and life.

## CONTACT

<http://www.rajanacrafts.org/> | +855.12.789.350 | [rajanacrafts.info@gmail.com](mailto:rajanacrafts.info@gmail.com)

#4A, St.45BT, Sangkat Beuong Tomponl, Phnom Penh, Cambodia



## AMMO DESIGNS

Founded in 2013 in Siem Reap, Ammo Jewellery is an ethical jewelry brand committed to training locals to become jewelers, and also sells handmade jewelry. Products are made using recycled ammunition, a symbol for Cambodia's transition from dark days of civil conflict into a new era of peace and prosperity. Pieces from silver, gold, and gemstones are also designed.

Ammo is committed to addressing the nation's widespread poverty issues by employing disadvantaged people and providing skills training to the young and disabled.

Sustainability and socially as well as environmentally conscious business practices are key principles, as is the mission to provide employment and future self-sufficiency for Cambodians most at risk from poverty and exploitation, in particular: women.

Ammo Jewellery is sold locally and internationally.



## MAIN PRODUCTS

### Recycled bullet earrings, necklaces, rings and bracelets

Brass and bullet casings decorate this collection of modern jewellery designs. Ethical, contemporary and eco-friendly fashion that provides meaningful support for Cambodians most in need.

### Silver and gemstone earrings, necklaces, rings and bracelets

Hand-made, high quality 925 silver jewellery, using locally sourced gemstones from South East Asia.

### Cambodian designer collections

Empowerment is the key for these collections of stylish and unique jewellery. Made from brass and silver, designed by Ammo designers – each sale brings them closer to becoming self – sufficient artisans!

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## CONTACT

<https://www.ammojewellery.com/> | +855.17.926.403 | [ammodesigns1@gmail.com](mailto:ammodesigns1@gmail.com)

Ammo Workshops, Craft Alley, Wat Bo Road, Siem Reap, Cambodia



## VILLAGeworks CAMBODIA CO.,LTD

Established as a social enterprise in 2001, Villageworks, now a certified member of the World Fair Trade Organisation (WFTO), has become a role model for fair trade principles and provides their workers with fair wages, a safe working environment, and gender-equal treatment.

Their large selection of quality products includes bags, scarves, accessories, and interior decoration items made from a range of different materials, including recycled, organic, and natural materials.

Once set up hiring individual rural artists, Villageworks was soon able to open their artisan facility producing hand-made products for the local as well as international market.



## MAIN PRODUCTS

### From Trash to Treasure (Recycle Cement Bag)

Recycled cement bags star Villagework's fashionable bag collection and provide an environmentally friendly solution for the mindful consumer.

- ✔ WFTO guaranteed label
- ✔ PSI Sustainability Awards 2017
- ✔ Good Design Award 2004.

### Sustainable Drinking Straws

Fully biodegradable, bamboo straws are sustainably produced from all-natural plant materials, don't pollute, and are safer for wildlife than regular straws.

- ✔ Science Technology and innovation national laboratory of Cambodia

## CONTACT

<http://www.villageworks.biz/> | +855.15.995.944 | [anak@villageworks.biz](mailto:anak@villageworks.biz)

#151, Sambour Village, Sangkat Dongkor, Khan Dongkor, Cambodia





## NATUREWILD CO., LTD

NatureWild is a social enterprise promoting sustainably harvested wild honey and non-timber products from conserved forests.

Selling non-timber forest products is not only a commitment to protect the forests, as it also allows forest-based communities to live without having to cut trees and plants. The initiative's focus on long-term forest management and sustainable harvesting aims to contribute to the protection of Cambodian biodiversity while enhancing the economic development of the surrounding communities.



## MAIN PRODUCTS

### Diverse Non-Timber Products

Non-timber products such as baskets, lamps, furniture, and other accessories, made out of rattan and bamboo.

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### Khmun Prey (Wild Honey)

Wild Honey from 5 Cambodian provinces.

Analysis certificate from authorised laboratory

## CONTACT

<https://www.naturewildasia.com/> | +855 61784744 | [sovan@naturewild.info](mailto:sovan@naturewild.info)

#17B, street 494, Sangkat Psa Deum Thkov, Khan Chamkarmorn, Phnom Penh, Cambodia



## DAIKU ACCESSORIES

Daiku is an ethical accessories brand based in Cambodia showcasing Indigenous artisans from the North-Eastern province of Ratanakiri and their handmade creations. The brand follows a responsible production model and advocates for slow fashion and minimal negative environmental impact.

Every sale of Daiku products contributes to the “Tampuan Girls Daiku Education Fund” that provides scholarships for high school and university to Indigenous girls.

Founded in 2019 Daiku aims to market the Indigenous weavers’ work to larger markets by means of adequate branding and marketing.



## MAIN PRODUCTS

### DAIKU Handwoven Ethnic Handbag Strap

Daiku handbag straps are interchangeable with fixed length and available in diverse traditional patterns and color combinations. Hand-woven by indigenous artisans Daiku supports a traditional Tampuan community of women weavers from the Cambodian highlands.

### DAIKU Handwoven Ethnic Camera Strap

DAIKU strap for professional photo cameras is available in diverse traditional patterns and color combinations. Featuring the traditional Tampuan design, the strap is adjustable in length and provides maximum comfort for the user.

## CONTACT

<https://daiku.asia/> | +855.12.524.781 | [daiku.asia@gmail.com](mailto:daiku.asia@gmail.com)

Phnom Village, Sil Village (Yeak Loam), Banlung, Ratanakiri, Cambodia



## REHAB CRAFT CAMBODIA

Committed to improving the living conditions of disabled Cambodians by providing vocational skills training and fair employment at their workshop, Rehab Craft Cambodia designs and produces a variety of bags, accessories, and jewelry.

Traditional Cambodian materials such as palm wood, coconut shells, silver, and copper are used in the production process, ensuring sustainability in their production process, and local supply chain.

Rehab Craft Cambodia's products are available in Cambodia, Austria, and Switzerland.

## MAIN PRODUCTS

### Shopping Bag

Round and oval shopping bags, upcycled from old tires and cement and fishfood bags.

### Jewelry

Handmade jewelry from palm wood, silver, and coconut shells.

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## CONTACT

<https://www.facebook.com/EnableCraft> | +855.12.879.314 | [rehabcraft.org@gmail.com](mailto:rehabcraft.org@gmail.com)

#855, O Bek Kaam, Khan Sen Sok, Cambodia





## SOMONEA HORN HANDCRAFT

Initially serving the purpose of recycling bones and horns leftover from the cooking process, the Cambodian family acquired the necessary skills to convert the items into useful and decorative items.

The family soon set up shop in the capital, where they purchase leftover bones and horns turning them into jewelry, accessories, and instruments, preserving and promoting Khmer traditions as well as contributing to a greener planet through waste reduction.

Through vocational skills training and employment at their workshop, Somonea helps the marginalized youth to dignified jobs away from the streets.



## MAIN PRODUCTS

### Horn Jewelry

Natural and durable jewelry, instruments, utensils, and home accessories made out of horn.

## CONTACT

<https://www.facebook.com/SomoneaHornHandcraft> | +855.95.551.386 | mrrknoy@gmail.com

Songkat Tunlea Bassac, Khan Chomkamun, Phnom Penh, Cambodia



## SMART CRAFT CAMBODIA

Smart Craft is a social enterprise founded with the mission to improve the living standards of disabled and disadvantaged Cambodians through vocational training and career opportunities.

Since 2014 the brand recycles old car tires, cement sacks, and motor seats and upcycles them into trendy bags and accessories, available in selected shops in Cambodia, fairs, and internationally.



## MAIN PRODUCTS

### Tire wallet

Made out of old inner car tires and cement sacks Smart Craft's tire wallet holds 6 cards and features a compartment for coins and notes.

### Bags

Handmade and available in various designs, Smart Craft Bags are robust, trendy, and unique.

### Accessories

Creative and useful accessories for him and her.

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## CONTACT

<https://www.facebook.com/smartcraftcambodia/> | +855.12.633.938 | Smartcraft14@yahoo.com  
#6A8, St.23BT, Sangkat Boeung Tum pun, Khan Mean Chey, Phnom Penh, Cambodia



## O.S GLOBAL COMPANY

Owned by O.S. Global, WeMall is an e-commerce that aims to promote local products made by women such as silver jewelry, bamboo accessories, silk fashion, books, garments, and accessories.

WeMall's two female founders are passionate about the promotion of women's economic empowerment, gender equality, and digital innovation and aim to showcase local, female-led brands on a global stage. Advocating for green and sustainable business models, WeMall works with over 150 vendors and strategic partners and 6500 direct producers and households throughout Cambodia producing over 5000 products ranging from silvers to bamboo.

WeMall products can be customized to fit consumer requirements in Europe, Japan, and the USA.



## MAIN PRODUCTS

### Locally made products

Silver jewelry, bamboo items, silks, books, garments, and accessories. Produced by Cambodian women.

## CONTACT

<https://www.wemall.shop/> | +855.12.671.367 | Socheata\_touch@wemall.shop

Songkat Tunlea Bassac, Khan Chomkhamun, Phnom Penh, Cambodia





## Z.O. IMPORT EXPORT CO.LTD

ZO Import Export is a digital trading company founded with the mission to shine a spotlight on sustainable Cambodian products and make them available to the world through retail and wholesale.

With a focus on handcrafted and sustainable sourcing, their product range features indoor and outdoor furniture, home accessories, food and vegetable oils, coffee, honey, clothing, accessories, and beauty products, among others.

ZO collaborates with sustainably-minded and certified companies that have been awarded for their investments in CSR activities.



## MAIN PRODUCTS

### Furniture

High-quality indoor and outdoor furniture made from 100% local materials such as bamboo, rattan, water hyacinth, and wicker.

### Fashion

Traditional loom woven products 100% cotton and or mixed with silk. Core production values: eco-friendly dye, fair-made, fair-trade, fair-paid, and high end.

### Home Accessories

Various Home decoration items and furniture of all sorts, styles, colors, and shapes for any budget.

### Various other sustainably produced products

Coffee, tea, pepper, rice, oil, honey, etc.

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## CONTACT

<https://zoventures.biz/> | <https://anne.biz/> | +855.81.485.844 | [teamit.anne@gmail.com](mailto:teamit.anne@gmail.com)

#52, Street 368, Phnom Penh, Cambodia

# Other Contacts

## SECTOR STAKEHOLDERS

### **Artisans Association of Cambodia (AAC)**

<https://www.facebook.com/artisansassociationofcambodia/>

### **Building Trust International**

<https://www.buildingtrustinternational.org/>

### **Cambodian Federation of Employers and Business Associations**

<https://www.camfeba.com/>

### **Cambodia Chamber of Commerce**

<https://www.ccc.org.kh/>

### **Cambodian Ministry of Commerce**

<http://www.moc.gov.kh/en-us/>

### **Cambodian Ministry of Industry, Science, Technology and Innovation**

[https://www.facebook.com/Ministry-of-Industry-Science-Technology-Innovation-461618250671024/?ref=page\\_internal](https://www.facebook.com/Ministry-of-Industry-Science-Technology-Innovation-461618250671024/?ref=page_internal)

### **Cambodian Ministry of Women's Affairs**

<https://www.facebook.com/mowa.gov.kh/>

### **Cambodian Ministry of Labor and Vocational Training**

<http://www.mlvt.gov.kh/index.php?lang=en>

### **Cambodian Women Entrepreneurs Association (CWEA)**

<http://www.cweacambodia.org/>

### **European Chamber of Commerce in Cambodia (EuroCham)**

<https://www.eurocham-cambodia.org/>

### **Khmer Ceramics and Fine Arts Center**

<https://www.khmerceramics.com/>

### **Gemological Institute of Cambodia**

<https://gem.agency/>

**International Network for Bamboo and Rattan (INBAR)**

<https://www.inbar.int/>

**National Museum of Cambodia**

<https://www.cambodiamuseum.info/>

**Rattan and Bamboo Association of Cambodia**

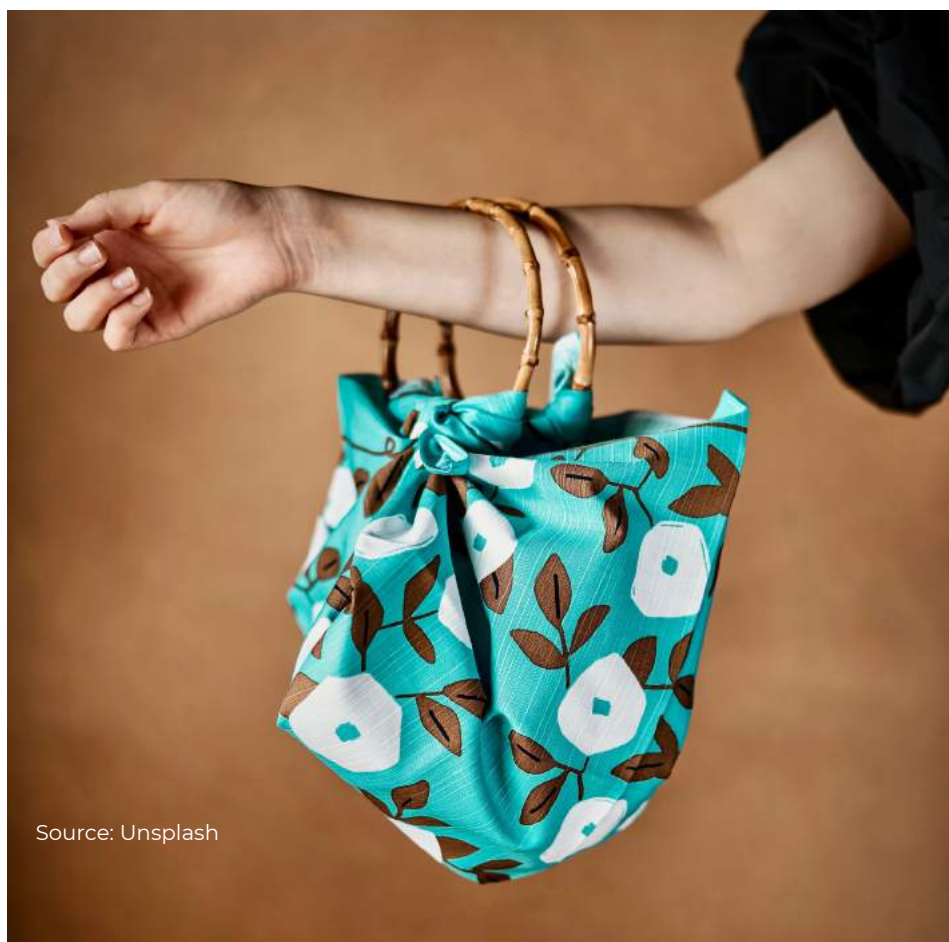
<https://www.facebook.com/Rattan-and-Bamboo-Association-of-Cambodia-293534464004728/>

**Royal University of Fine Arts**

<http://www.rufa.edu.kh/>

**World Fair Trade Organisation**

<https://wfto.com/>



Source: Unsplash





Source: Freepik



# Sourcing from Cambodia

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## LIGHT MANUFACTURING

Product & Supplier Brochure



Source: Unsplash



Source: Freepik

# Light Manufacturing

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Light manufacturing is on the rise in Cambodia. As the country seeks to diversify its exports away from low value-added garments and footwear, higher-value manufacturing offers broader and more sustainable growth opportunities, starting from light consumer goods.

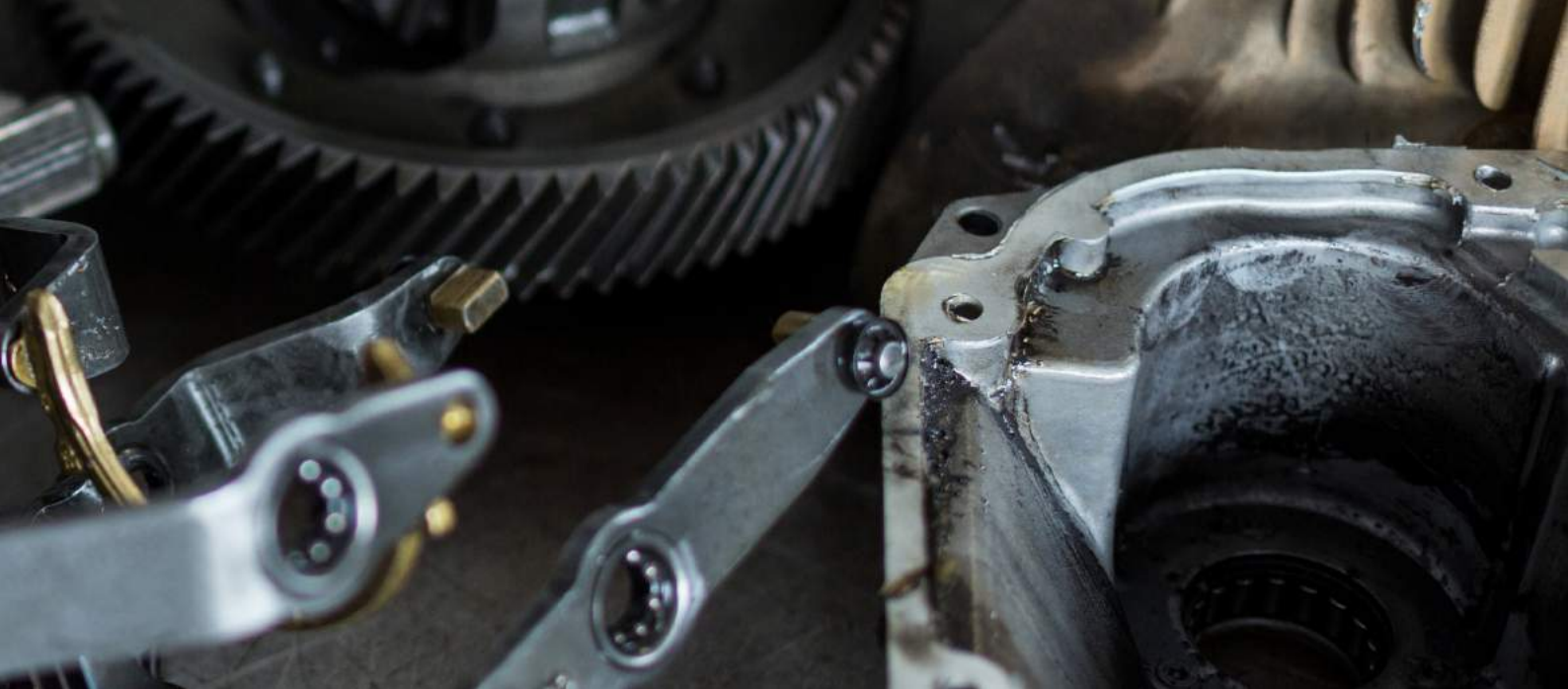
Currently, new clusters of electronics, auto parts and bicycle manufacturing are emerging, focusing on the assembly of internationally-sourced parts. They take advantage of cheaper labour costs in Cambodia compared to other manufacturing countries in the region. Most of the investing companies are Japanese, with target locations being Cambodia's Special Economic Zones (SEZ), pictured on page 5.

These companies aim to establish the country as another hub in the regional supply chain, close to major manufacturing clusters in neighbouring Thailand and Vietnam (the so-called Thailand/Vietnam-Plus-One effect).

Looking into the future, a major appeal of Cambodia's manufacturing clusters for European investors could be the country's increasing interconnectedness with China, potentially sparking a "China-Plus-One strategy". The country is also generally open to new investors, and has a history of successfully attracting European companies to the market. Newcomers will find a tightly-knit community of European entrepreneurs and business associations (for example, EuroCham Cambodia and German Business Cambodia), which can help integration into Cambodian business life.

The size of Cambodia's light manufacturing still pales in comparison to its mammoth brothers - textile and footwear exports: data from 2019 shows that garment and footwear combined constitute almost 72% of the value of the country's exports, whilst the share of light manufacturing is 2.8%. Nevertheless, Cambodian light manufacturing is destined to grow and is a promising sector.





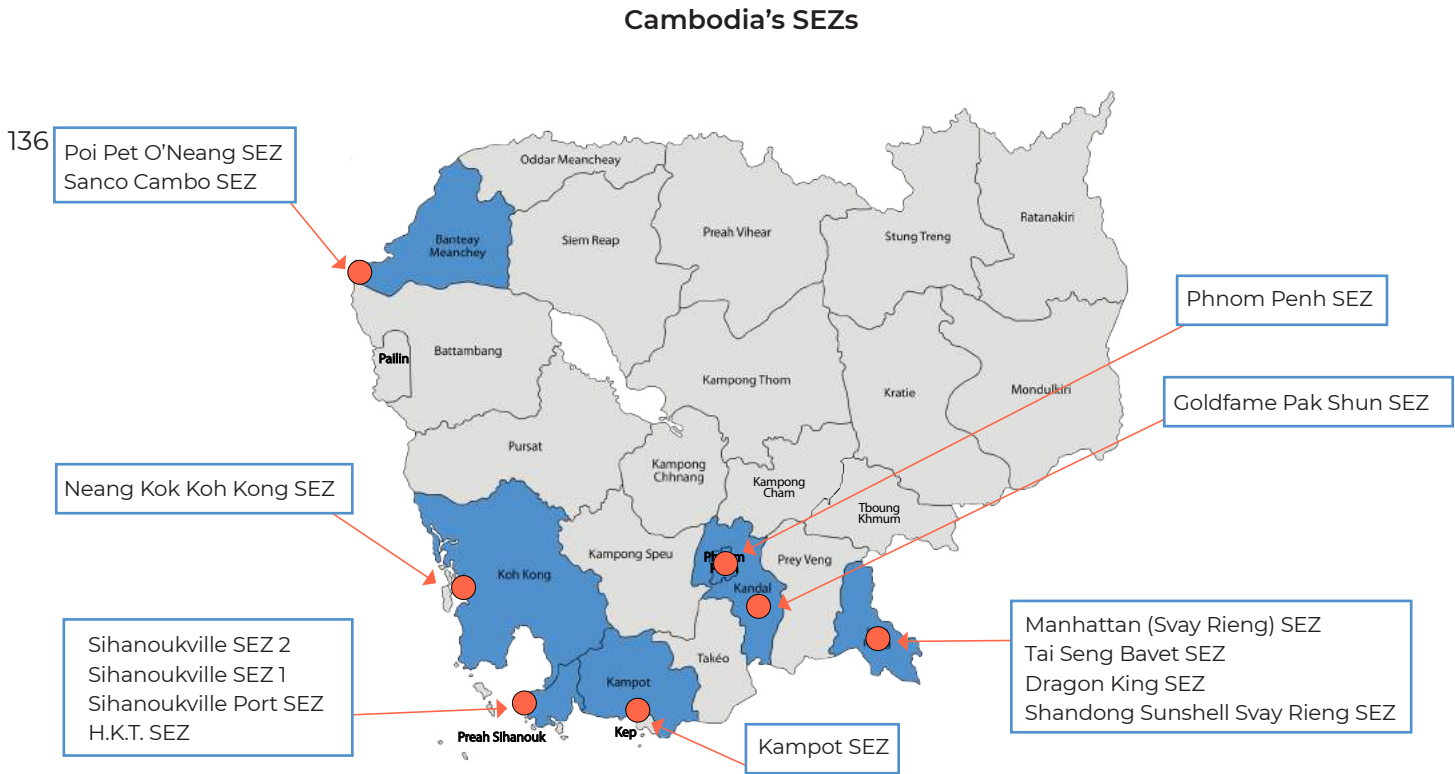
The Cambodian government and international donors are actively supporting the diversification of the country's manufacturing sector and its value chain upscaling. To help achieve the overarching goal of becoming a high-middle income country by 2050 (set out in the Rectangular Strategy – the key economic development document), the government has published the accompanying Industrial Development Policy 2015-2025 and Cambodia Trade Integration Strategy 2019-2023, which identify priority manufacturing sectors to support in the future (for example: bicycles, mechanic, electronic and electrical assembly, supporting segments of various industries' value chains) and key actors to support in the country's future trade integration, particularly young entrepreneurs and SMEs. Donors have contributed reports highlighting the current weaknesses and opportunities for digitalisation in the Cambodian manufacturing sector (ODI/CDRI/AusAid, 2020), as well those pertaining to the adoption of Industry

4.0 principles across the industry (UNDP, 2020).

One of the difficulties hampering Cambodia's economic growth and diversification is the lack of technical skills among the work force. Long cited as a primary obstacle in attracting higher value-added industries in the country, it has now caught the attention of government officials and development partners alike. The government has instituted the Skills Development Fund, a financing platform that support local firms in training their workers in relevant market skills. As of early 2021, the Japanese International Cooperation Agency had mobilised Japanese experts to provide TVET training to Cambodian workers of the manufacturing industry through its Standard Training Package (STP), using equipment built in the country's newly-emerging polytechnics, such as the National Polytechnic Institute of Cambodia.

As Cambodia is coming to terms with the partial withdrawal of its preferential trade status with the European Union (EU) market, it is worth noting that light manufacturing products have not been affected by this change, and continue to enjoy tariff-free access to the EU. Bicycle producers even enjoy a 14 percent tax relief by Cambodian authorities on exports to the EU.

The following are summaries of economic trends in three sub-sectors: automotive parts, electronics/electrics, and bicycles. Electronics and electrics have been grouped together for convenience. Export statistics were obtained from the ITC Trade Map, using 2- and 4-digit HS codes.









Source: Freepik

# Automotive Parts

New auto part manufacturing plants have been set up in recent years. Most of them are Japanese-owned and are located on the border with Thailand, in the Poipet Special Economic Zone. Here, plants can take advantage of a favourable input combination involving cheap Cambodian labour and Thai-sourced electricity supply. They mostly produce labour-intensive components (eg. engine radiators), which are then supplied to industrial complexes in Thailand and other countries for higher-value added assembling.

A few examples include major Japanese carmaker Toyota, which opened its first factory in 2016, with plans to increase investments in the future. US conglomerate Ford opened

an assembly plant in 2017. As of early 2021, Samyo Part, another Japanese manufacturer, announced the construction of the first recycled auto parts factory in the Kingdom.

With the HS code being 87-08, exports of auto parts from Cambodia amounted to 15.8 USD million in 2019, up by 19% compared to 2018 (13.2 USD million). The top three export destinations for the same year were: Thailand (6.8 million USD), Netherlands (2.1 million) and the USA (1.8 million).

# Electronics / Electrics

New plants producing electronic and electrical items (wire cables, lamps and lights, lighting poles, lighters, motors, computer parts) have been set up in Cambodia, mostly by Japanese investors. Investment flows picked up in 2011.

Examples include MinebeaMitsumi – a major Japanese electronic device manufacturer – which inaugurated a precision motor plant in Phnom Penh in December 2011. Subsequently, it opened a second and third plant to diversify into the production of dynamos and generators, bringing the firm's total investment up to 250 million USD. In December 2012,

Japanese Yazaki Corp opened a wire harness factory, whilst Sumitronics Manufacturing set up a plant in 2018. Estimates from 2017 show that around 37,000 workers were employed in this sub-sector.

Electronic and electrical items are covered under HS codes 85 (electrical machinery) and 90 (instruments, including TV displays). The combined value of exports in 2019 for these categories was 583 million USD, up by 14% compared to 2018 (518 million). The top three export destinations in the same year were: Thailand (164 million USD), Japan (84 million) and China (75 million).

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# Bicycles

A number of foreign companies have set up manufacturing plants producing bicycles, mostly located near the Vietnamese border, in the Bavet Special Economic Zone.

Five prominent examples – almost all of which are Taiwanese-owned – are A&J Cambodia, Speedtech, Smart Tech, Xds Bicycle and Evergrand. Kent International, a major US bike manufacturer, is also investing in a new plant and has pledged to move around 30% of its cycling manufacturing to Cambodia in the coming future. The sector is known to employ thousands of people, although the exact number is unavailable.

The HS code is 87-12. As a note, Cambodia became the largest supplier of bicycles to the EU in 2017, supplanting Taiwan. Total exports in 2019 amounted to 413 USD million, +10% compared to 2018 (376 million USD). Top export destinations were all in Europe: Germany (131.8 million USD), Belgium (72 million), and the UK (55.5 million).





# Company Profiles

The following section features selected light manufacturing companies.

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Source: Unsplash





## PIT&GO

Japan-standard car repair workshop powered by Team Toyota. They are also authorized distributor of the well-known brand Denso parts, oil filter, air filter and cabin air filter (air-con filter) in Cambodia.

PIT&GO opened in July 2013 under the instruction and cooperation of Team Toyota. They are engaged in many kinds of car services to care about the conditions of customers' cars: original car checks, computer scanning, diagnosis, repair and maintenance, hybrid-related repair and knocking and painting.

# PIT & GO

## MAIN PRODUCTS

### Auto and Motorcycle Parts

Pit&Go manufactures auto and motorcycle parts, including oil coolers, washer hoses, magnetos.

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## CONTACT

<https://web.facebook.com/pitandgocambodia/> | +855.23.223.456 | [tfuka@firstparts-dn.com](mailto:tfuka@firstparts-dn.com)

#277, St.163, Toul Tompong 2, Chamkarmorn, Phnom Penh





## SUMITOMO

Sumitomo Corporation is a Fortune 500 Japanese holding. It operates in 66 countries and regions worldwide, in diverse areas such as metal making, transportation, infrastructure, real estate, media, and energy resources. In 2000, they opened a Cambodian subsidiary, Sumitronics Manufacturing (Cambodia) Corporation, to produce low-cost electronic components for appliances and automotive systems. Their local investments have grown to a total of 11 USD million, culminating in the inauguration of an impressive new factory in Poipet Special Economic Zone, in late 2019.

## SUMITOMO

### MAIN PRODUCTS

#### Low-Cost Electronic Components

Sumitronics Manufacturing (Cambodia) Corporation, produces low-cost electronic components for appliances and automotive system.

## CONTACT

<https://www.sumitomocorp.com/region-selector/> | +855.23.964.162

13A Floor, Phnom Penh Tower, No. 445, Sangkat Boeung Prolit, Phnom Penh, Cambodia



## A&J

A&J is a Taiwanese bicycle manufacturer supplying many of the world's biggest and most famous international and national brands. The company has been present in Cambodia since 2006 through a local subsidiary, A&J Cambodia.

The manufacturing plant is located in the Bavet Special Economic Zone, near the Vietnamese border. A&J produces around 850,000 bikes each year, with the number of sales recently booming due to a higher, Covid-related demand. The company focuses on mid to high end level adult bikes including carbon frame bikes and E bikes. Around 70% of the bikes produced are destined for the European market and the rest are heading to the USA, Canada and the rest of the world.



## MAIN PRODUCTS

### Bicycles

Annual production volume:  
850,000 bicycles

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## CONTACT

jon@anjbike.com.tw

Tai Seng Bavet Special Economic Zone, National Road No. 1, Svay Rieng Province, Cambodia

# Other Contacts

## SECTOR STAKEHOLDERS

### **Cambodian Bicycle Coalition**

<https://www.cambodian-bicycle.org/> | [jon@anjbike.com.tw](mailto:jon@anjbike.com.tw)

### **Cambodian Federation of Employers and Business Associations**

<https://www.camfeba.com/>

### **Cambodia Chamber of Commerce**

<https://www.ccc.org.kh/>

### **Cambodian Ministry of Commerce**

<http://www.moc.gov.kh/en-us/>

### **Cambodia Development Resource Institute**

<https://cdri.org.kh/>

### **European Chamber of Commerce in Cambodia (EuroCham)**

<https://www.eurocham-cambodia.org/>

### **Japan Business Association of Cambodia**

<https://jbac.info/>

### **Cambodia-Japan Association for Business and Investment**

<https://cjbti.asia/>

### **Manhattan Special Economic Zone, Bavet**

<https://www.manhattansez.com/>

### **Phnom Penh Special Economic Zone**

<https://www.ppsez.com/en/home>

### **Sanco Poipet Special Economic Zone**

<http://www.sancosez.com/>

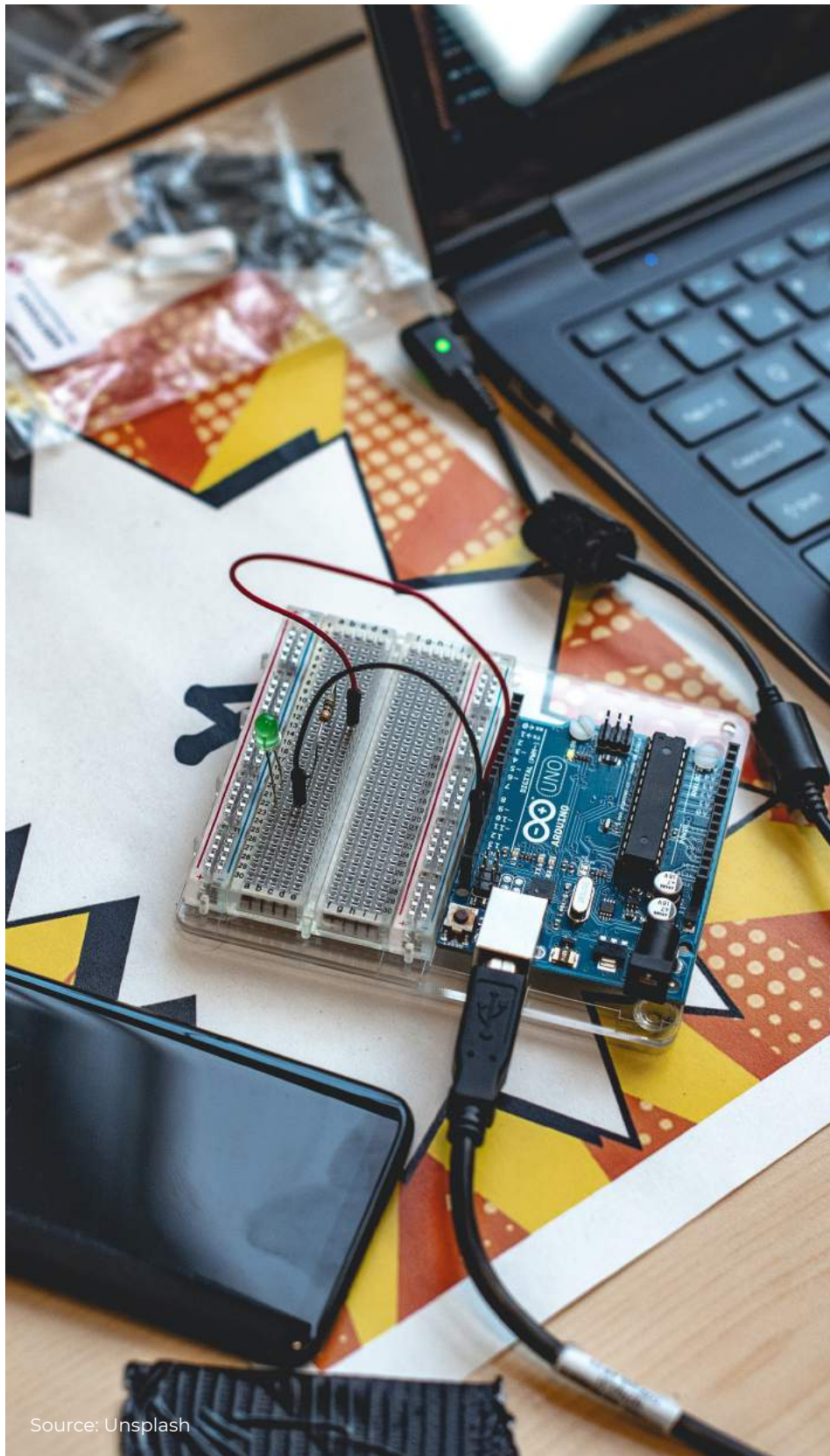
### **Thai Business Council in Cambodia**

<http://www.tbcccambodia.org/>

### **ZEG (largest European buyer of Cambodian bikes)**

<https://www.zeg.de/>





Source: Unsplash

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