



## Agriculture Trade Mission to Cambodia 22<sup>nd</sup> – 23<sup>rd</sup> October 2018

On 22<sup>nd</sup> - 23<sup>rd</sup> October, The British Chamber of Commerce Cambodia, in partnership with the Department for International Trade and the UK ASEAN Business Council will be lead a UK trade mission to Cambodia focusing on Agribusiness opportunities. The event will bring together key industry players, including farm owners, processing manufacturers, distributors, consultants, project developers, investors, associations and Royal Government of Cambodia officials.

Participants will have the opportunity to:

- Gain a detailed insight into the Agribusiness opportunities in Cambodia from local experts by participating in a 'Question Time' event
- Attend an exclusive reception hosted by the British Ambassador for delegates, government officials and senior representatives of the agricultural industry
- Pitch to potential clients and partners in 1-2-1 meetings. A pool of carefully selected companies will be available to meet, including farm owners, processing manufacturers, and distributors in Cambodia who have explicitly stated interest in sourcing agricultural products and services from UK companies.

**Participation fee: 500.00 USD per company (2 delegates maximum)**

**Deadline for registration: 28<sup>th</sup> September 2018 COB.**

Please register to Ms Sorya Chan – Assistant to the Head of Business Services.

[business.officer@britchamcambodia.org](mailto:business.officer@britchamcambodia.org) and CC  
[businessservices@britchamcambodia.org](mailto:businessservices@britchamcambodia.org)



The British Chamber of Commerce Cambodia works closely with British Embassy and The Department for International Trade in Cambodia to assist UK companies in entering the local market

Market Information and Research

Partner Identification and  
Discovery

Market Visit and Meeting  
Arrangement Program

Bespoke Events Arrangement

Business Matching and Trade  
Missions

## Agriculture Industry in Cambodia

### ➤ What Cambodia has to offer?

Cambodia is one of the most open economies in the region, offering 100% foreign ownership, just 20% profit tax, and potential tax holiday arrangements for companies. It is easy to find a good local partner to support operations and Cambodian companies are keen to bring in UK brands.

Cambodia has enjoyed a sustained 7% annual growth rate for the last 10 years. Cambodia has just become a Lower-Middle Income country and its population growth includes a growing consumer class with disposable income, driving ever increasing demand for international standards and brands.

Cambodia's Industry Development Policy 2015-2025 has a vibrant and strategic approach to promote the development of the agro-processing industry aiming for integration into the regional and global production chain. The Royal Government aims to increase agricultural production to serve both export and domestic markets, while encouraging various support industries for agricultural production to form part of the global production value.

### ➤ Cambodia's opportunities



Cambodia's main crop is rice, which generates an estimated 70% of total country production during the wet season. Irrigation systems play an important role in managing water supplies, addressing weather changes, and diversifying agriculture production in Cambodia.

For all types of subsidiary and industrial crops, there is still very limited commercial value-added manufacturing or processing in Cambodia. This presents opportunities in machinery supply and maintenance in the agro-processing sector.

Cambodia's fruit and vegetable market has yet to reach its full potential. Cambodia is still a net importer and farmers want to develop to be able to produce higher value output. This presents a range of opportunities to intensify and modernize fruit and vegetable production, which in turn will increase the need for agricultural consultancy, machinery, quality seed varieties, fertilizers, pesticides, irrigation systems, marketing consultancy, packaging, agro-energy and supply chain and storage consultancy.

The livestock sector is dominated by a few commercial farms. Most households and farms that raise livestock for consumption are focused on domestic demand, although they have begun to venture into exports. The opportunities in the livestock sector include providing inputs such as feed, veterinary services and products, and breeding technologies.

Cambodia is not a dairy producing country but imports milk and dairy products to meet domestic demand. Machinery for processing milk and dairy products is a potential opportunity for exporters. Processing would also increase demand for inputs like lactic acid bacteria for fermentation and dry milk.