



## Cambodia Market Opportunity

By Huot Sovann, Member

Cambodia Chamber of Commerce (CCC)

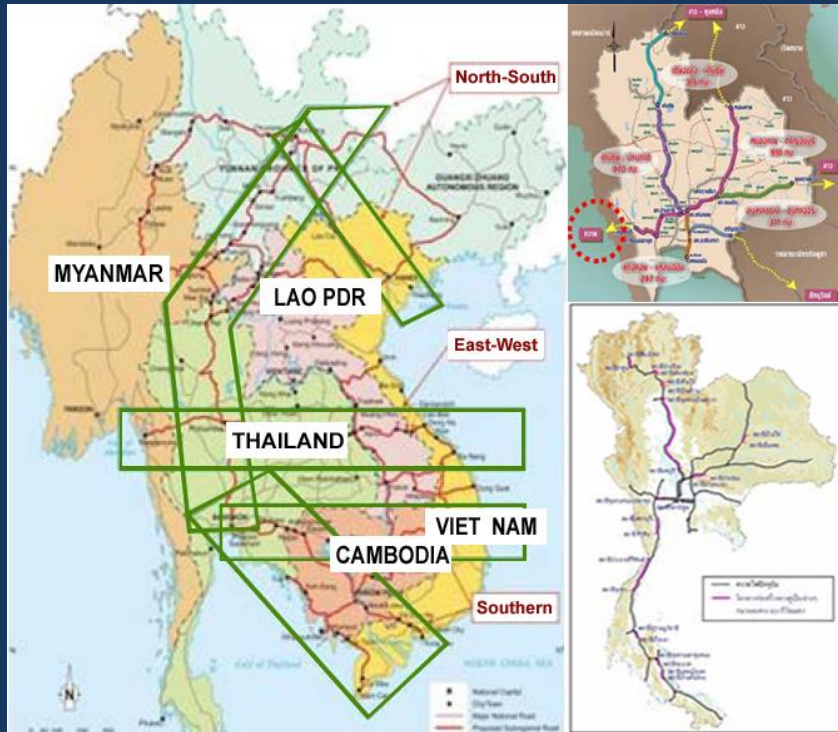
## Cambodia

- Located in the strategic location of South East Asia
- Strong growth over last two decades
- Average growth of 7% per year
- A high middle income country by 2030
- Open policy for FDI
- Benefit from GSP: from all major markets (e.g. EU, US, Japan)
- Dollarized economy
- Young population and low labor cost

STRATEGIC LOCATION  
IN SOUTH-EAST ASIA



# Regional Connectivity



## GMS Economic Corridors

### I. North-South Economic Corridor – NSEC

Connect major population and economic centers in the northern and central parts of the region, *China, Lao PDR and Thailand.*

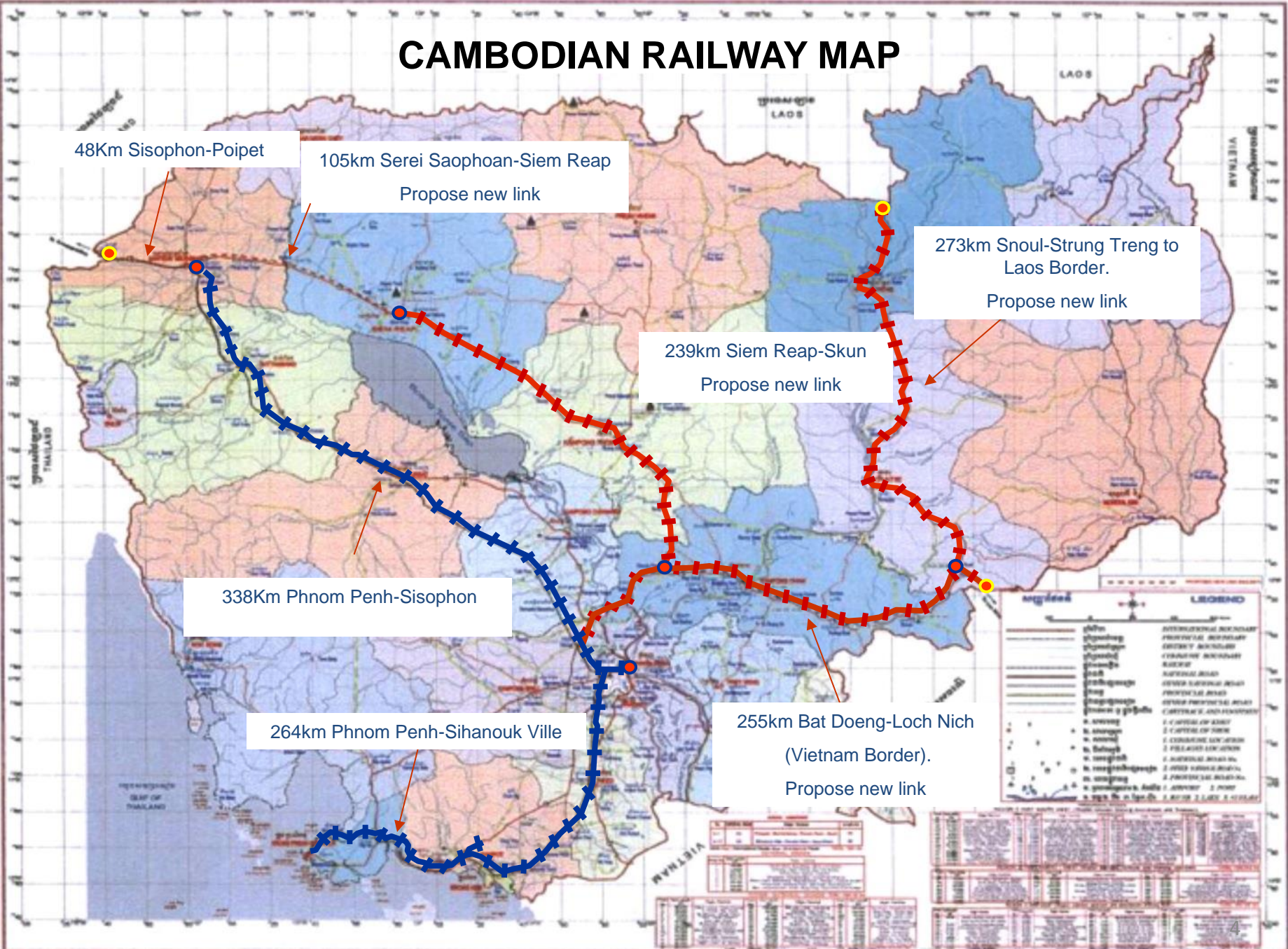
### II. East-West Economic Corridor – EWEC

Connect important commercial routes among *Myanmar, Thailand, Lao PDR, and Vietnam*

### III. Southern Economic Corridor – SEC

Connect important commercial routes among *Thailand, Cambodia, and Vietnam*

# CAMBODIAN RAILWAY MAP



48Km Sisophon-Poipet

105km Serei Saophoan-Siem Reap  
Propose new link

273km Snoul-Strung Treng to  
Laos Border.  
Propose new link

239km Siem Reap-Skun  
Propose new link

338Km Phnom Penh-Sisophon

264km Phnom Penh-Sihanouk Ville

255km Bat Doeng-Loch Nich  
(Vietnam Border).  
Propose new link

**LEGEND**

Symbol	DESCRIPTION
Symbol	INTERNATIONAL BOUNDARY
Symbol	NATIONAL BOUNDARY
Symbol	PROVINCE BOUNDARY
Symbol	CANTON BOUNDARY
Symbol	RAILROAD
Symbol	NATIONAL ROAD
Symbol	PROVINCE BOUNDARY
Symbol	CANTON BOUNDARY
Symbol	CITY
Symbol	TOWN
Symbol	VILLAGE
Symbol	TEMPLE
Symbol	MONASTERY
Symbol	CHURCH
Symbol	MAJORITY RELIGION
Symbol	MINORITY RELIGION
Symbol	ISLAND
Symbol	LAKE
Symbol	RIVER
Symbol	SEA
Symbol	COASTLINE
Symbol	ISLAND
Symbol	LAKE
Symbol	RIVER
Symbol	SEA
Symbol	COASTLINE

# INFRASTRUCTURE

- Completed ASEAN highway linking Thailand, Cambodia, Vietnam
- Completed ASEAN highway linking Cambodia, Lao PDR, China
- Finished upgrading national road network
- Rehabilitating National Railways as part of Singapore – Kunming rail link
- Upgraded Sihanoukville Port (new general cargo terminal)
- Upgraded Phnom Penh Port / new container port
- Upgraded Phnom Penh, Siem Reap, and Sihanoukville Airports
- Finalized installing fiber optic cable across the country
- Construction of new power plants and hydro dam projects



## Major contributors to economy growth

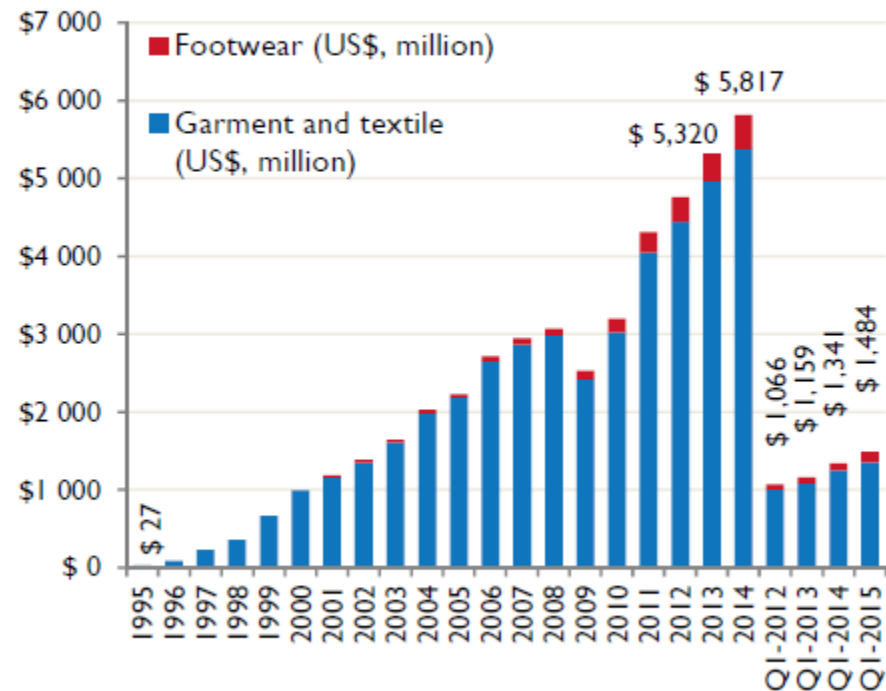
- Garment manufacturing
- Tourism
- Agriculture
- Construction
- Banking



# Garment

- A key sector for the country's economy.
- Employs more than 700,000 workers.
- Cambodia is Asia's 10th largest garment exporter.

**Figure 1. Cambodia's garment and footwear exports, 1995-2015 (US\$ million)**



Source: Ministry of Commerce.



# Tourism

- Major source of country income
- Contributed 17.5% to GDP in 2017
- 5.1 million visitors in 2017
- Main attraction: Angkor Wat
  - ✓ Siem Reap ranked number 1 in Asia and Number 2 in the world as the best travel spot by TripAdvisor site (2015)
- Cambodian coastal areas: a member of Club of the World's Most Beautiful Bays (2011)





# Agriculture

- Agriculture growth: 4.5% in 2016
  - ✓ The world 8th largest rice producer.
  - ✓ The top five rice exporters in the world.
- Cambodia Jasmine rice wins the best rice in the world 3 years in row. 11' 12' 13'
- A lot of rice surplus to be exported.
- Needs technical skill on mechanization, seed selection, warehouse, drying facility, and farmer capacity building.



# Construction

- More than \$4 billion worth in 2017, first five months. 43% growth compared to same period last year (MLMUPC).
- Currently there are around 1,100 construction projects investing in the construction sector.
- International Shopping Mall: AEON Mall, Pakson Mall
- Basic building materials are readily available in the market but specially-designed ones need to be imported.



# Banking

- Enormous growth recent years
- Total asset of 27.8 billion in 2016
- Growth at 17.6% annually
- Total deposit 9.7 billion with 35.1% annual growth
- Loan 10.8 billion 2014 with 33.7% annual growth
- 36 Commercial Bank, 11 Specialize Bank, 58 Microfinance Bank, 104 Rural Credit Operator, 9 Leasing.

Thank you.