



Doing Business in Cambodia

2013 Country Commercial Guide for U.S. Companies

INTERNATIONAL COPYRIGHT, U.S. & FOREIGN COMMERCIAL SERVICE AND U.S. DEPARTMENT OF STATE, 2010. ALL RIGHTS RESERVED OUTSIDE OF THE UNITED STATES.

- [Chapter 1: Doing Business In Cambodia](#)
- [Chapter 2: Political and Economic Environment](#)
- [Chapter 3: Selling U.S. Products and Services](#)
- [Chapter 4: Leading Sectors for U.S. Export and Investment](#)
- [Chapter 5: Trade Regulations, Customs and Standards](#)
- [Chapter 6: Investment Climate](#)
- [Chapter 7: Trade and Project Financing](#)
- [Chapter 8: Business Travel](#)
- [Chapter 9: Contacts, Market Research and Trade Events](#)
- [Chapter 10: Guide to Our Services](#)

[Return to table of contents](#)

Chapter 1: Doing Business In Cambodia

- [Market Overview](#)
- [Market Challenges](#)
- [Market Opportunities](#)
- [Market Entry Strategy](#)
- [Market Fact Sheet link](#)

Market Overview

[Return to top](#)

Over the last decade, Cambodia's gross domestic product (GDP) grew at an average rate of 8.2 percent. In 2012, the economy grew by over 7 percent, and it is expected to continue to grow at a similar rate over the next two years. Cambodia, however, remains one of the poorest countries in Asia. The country is heavily reliant on foreign aid, with donor support equivalent to over half of the government's budget. Despite strong performance in the garment, tourism, and construction/real estate sectors, Cambodia remains an agrarian country. The agriculture sector employs approximately 80 percent of the Cambodian population.

Since Cambodia became the first least-developed country (LDC) to join the World Trade Organization (WTO) in 2004, trade has steadily increased. The United States is Cambodia's largest trading partner. Approximately 41 percent of Cambodia's total exports reach the United States – primarily garment and footwear products. In 2012, Cambodian exports to the United States were valued at \$2.692 billion. For the same year, U.S. exports to Cambodia were \$226.2 million. The United States and Cambodia are signatories to a 2006 Trade and Investment Framework Agreement (TIFA) to promote greater trade and investment in both countries and to provide a forum for addressing bilateral trade and investment issues. The United States and Cambodia began exploratory discussions on a Bilateral Investment Treaty (BIT) in May 2013 and these discussions are ongoing. Cambodia is also a member of the Association of Southeast Asian Nations (ASEAN) and the Asia Free Trade Area (AFTA).

Market Challenges

[Return to top](#)

Significant challenges to doing business in Cambodia commonly cited by the private sector include weak rule of law, poor infrastructure, high energy costs, corruption, and under-developed human resources. Lack of respect for basic human rights, including media freedoms, freedom of expression, and freedom of assembly, continues to be a concern and has factored prominently in disputes over land rights. Limited enforcement of intellectual property rights, including the sale of counterfeit and pirated products, also remains a major concern for U.S. companies.

Market Opportunities

[Return to top](#)

Cambodia offers potential investment opportunities in agribusiness and food processing; tourism infrastructure and resorts; education; architecture, construction, and engineering services; household goods and appliances; used cars and automotive parts; power generation equipment and power transmission

infrastructure; fast food and beverage franchises; pharmaceuticals; and medical supplies and equipment.

Market Entry Strategy

[Return to top](#)

Working with a local partner, such as an agent or distributor, is the most effective way to reach Cambodian consumers. A local partner can facilitate and expedite market entry through market knowledge and established networks. In Cambodia, personal relationships can be the key to successful business transactions. Please refer to Chapter 3 of the Country Commercial Guide for further information on access to the Cambodian market.

Market Fact Sheet

[Return to top](#)

COUNTRY FACT SHEET: CAMBODIA

PROFILE

Population in 2011 (Millions): 15
 Capital: Phnom Penh
 Government: Constitutionalmonarchy

ECONOMY

	2009	2010	2011
Nominal GDP (Current Billions \$U.S.)	10.4	11.3	12.9
Nominal GDP Per Capita (Current \$US)	703	753	853
Real GDP Growth Rate (% change)	0.09	6.1	7.1
Real GDP Growth Rate Per Capita (% change)	-1.6	5.1	6.0
Consumer Prices (% change)	-0.66	4.0	5.5
Unemployment (% of labor force)			
Economic Mix in 2010: 23.3% All Industries; 15.6% Manufactures; 40.7% Services; 36% Agriculture			

FOREIGN MERCHANDISE TRADE (\$US Millions)

	2009	2010	2011
Cambodia Exports to World	4,992	5,590	6,704
Cambodia Imports from World	3,906	4,903	6,143
U.S. Exports to Cambodia	127	154	186
U.S. Imports from Cambodia	1,924	2,301	2,712
U.S. Trade Balance with Cambodia	-1,797	-2,147	-2,527
Position in U.S. Trade:			
Rank of Cambodia in U.S. Exports	135	130	134
Rank of Cambodia in U.S. Imports	63	59	61
Cambodia Share (%) of U.S. Exports	0.01	0.01	0.01
Cambodia Share (%) of U.S. Imports	0.12	0.12	0.12

Principal U.S. Exports to Cambodia in 2011:

1. Transportation Equipment (66.6%)
2. Machinery, Except Electrical (9.9%)
3. Food & Kindred Products (4.1%)
4. Computer & Electronic Products (3.5%)
5. Special Classification Provisions, Nesoi (3.2%)

Principal U.S. Imports from Cambodia in 2011:

1. Apparel & Accessories (95.7%)
2. Leather & Allied Products (1.6%)
3. Textile Mill Products (1.1%)

FOREIGN DIRECT INVESTMENT

	2009	2010	2011
U.S. FDI in Cambodia (US \$Millions)	-2.0	4.0	10
FDI in U.S. by Cambodia (US \$Millions)	-1.0		

DOING BUSINESS/ECONOMIC FREEDOM RANKINGS

World Bank Doing Business in 2012 Rank: 133 of 185
 Heritage/WSJ 2012 Index of Freedom Rank: 102 of 179

Source: Created by USDOC/ITA/OTII-TPIS from many sources: FDI from USDOC, Bureau of Economic Analysis. US Trade from USDOC, Census Bureau, Foreign Trade Division. Cambodia Trade with World from United Nations where available. National Macroeconomic data from IMF/World Bank databases including World Economic Outlook and World Development Indicators. .WORLD and other country aggregates are summaries of available UN COMTRADE, IMF and other data, and coverage varies over time and by source, but typically represents greater than 85 percent of world trade and production. Note: Principal U.S. Exports and Imports Are 3-digit NAICS Categories

[Return to table of contents](#)



COUNTRY FACT SHEET: CAMBODIA

PROFILE

Population in 2011 (Millions): 15
 Capital: Phnom Penh
 Government: Constitutionalmonarchy

ECONOMY

	2009	2010	2011
Nominal GDP (Current Billions \$U.S.)	10.4	11.3	12.9
Nominal GDP Per Capita (Current \$US)	703	753	853
Real GDP Growth Rate (% change)	0.09	6.1	7.1
Real GDP Growth Rate Per Capita (% change)	-1.6	5.1	6.0
Consumer Prices (% change)	-0.66	4.0	5.5
Unemployment (% of labor force)			
Economic Mix in 2010: 23.3% All Industries; 15.6% Manufactures; 40.7% Services; 36% Agriculture			

FOREIGN MERCHANDISE TRADE (\$US Millions)

	2009	2010	2011
Cambodia Exports to World	4,992	5,590	6,704
Cambodia Imports from World	3,906	4,903	6,143
U.S. Exports to Cambodia	127	154	186
U.S. Imports from Cambodia	1,924	2,301	2,712
U.S. Trade Balance with Cambodia	-1,797	-2,147	-2,527
Position in U.S. Trade:			
Rank of Cambodia in U.S. Exports	135	130	134
Rank of Cambodia in U.S. Imports	63	59	61
Cambodia Share (%) of U.S. Exports	0.01	0.01	0.01
Cambodia Share (%) of U.S. Imports	0.12	0.12	0.12

Principal U.S. Exports to Cambodia in 2011:

1. Transportation Equipment (66.6%)
2. Machinery, Except Electrical (9.9%)
3. Food & Kindred Products (4.1%)
4. Computer & Electronic Products (3.5%)
5. Special Classification Provisions, Nesoi (3.2%)

Principal U.S. Imports from Cambodia in 2011:

1. Apparel & Accessories (95.7%)
2. Leather & Allied Products (1.6%)
3. Textile Mill Products (1.1%)

FOREIGN DIRECT INVESTMENT

	2009	2010	2011
U.S. FDI in Cambodia (US \$Millions)	-2.0	4.0	10
FDI in U.S. by Cambodia (US \$Millions)	-1.0		

DOING BUSINESS/ECONOMIC FREEDOM RANKINGS

World Bank Doing Business in 2012 Rank: 133 of 185
 Heritage/WSJ 2012 Index of Freedom Rank: 102 of 179

Source: Created by USDOC/ITA/OTII-TPIS from many sources: FDI from USDOC, Bureau of Economic Analysis. US Trade from USDOC, Census Bureau, Foreign Trade Division. Cambodia Trade with World from United Nations where available. National Macroeconomic data from IMF/World Bank databases including World Economic Outlook and World Development Indicators. .WORLD and other country aggregates are summaries of available UN COMTRADE, IMF and other data, and coverage varies over time and by source, but typically represents greater than 85 percent of world trade and production. Note: Principal U.S. Exports and Imports Are 3-digit NAICS Categories

[Return to table of contents](#)

Chapter 2: Political and Economic Environment

For background information on the political and economic environment of the country, please click on the link below to the U.S. Department of State Background Notes.

<http://www.state.gov/r/pa/ei/bgn/2732.htm>

[Return to table of contents](#)

[Return to table of contents](#)

Chapter 3: Selling U.S. Products and Services

- [Using an Agent or Distributor](#)
- [Establishing an Office](#)
- [Franchising](#)
- [Direct Marketing](#)
- [Joint Ventures/Licensing](#)
- [Selling to the Government](#)
- [Distribution and Sales Channels](#)
- [Selling Factors/Techniques](#)
- [Electronic Commerce](#)
- [Trade Promotion and Advertising](#)
- [Pricing](#)
- [Sales Service/Customer Support](#)
- [Protecting Your Intellectual Property](#)
- [Due Diligence](#)
- [Local Professional Services](#)
- [Web Resources](#)

Using an Agent or Distributor

[Return to top](#)

American goods and services are well regarded in Cambodia. As such, Cambodian firms are increasingly interested in becoming agents of or distributors for U.S. companies. U.S. companies should conduct due diligence on potential local partners to ensure they have the necessary credentials and qualifications to conduct business. U.S. companies should also ensure that the partnership agreements they put into place are in compliance with Cambodian law, thoroughly documenting the rights and obligations of each party and clearly stipulating dispute resolution procedures.

Establishing an Office

[Return to top](#)

Cambodia's Law on Commercial Enterprise provides a comprehensive legal framework for the establishment and operation of businesses. The forms of business organization include a limited liability company, branch office, representative office, partnership, and sole proprietorship. Investors not seeking (or who are ineligible for) investment incentives (see below), must register directly with the Ministry of Commerce.

Businesses seeking investment incentives must submit an application to the Cambodian Investment Board (CIB). The CIB is a division of the Council for the Development of Cambodia (CDC), which is responsible for accepting and reviewing applications for investment incentives pursuant to the Investment Law of 2003, as amended. Sectors eligible for investment incentives include agriculture and agro-processing, manufacturing-for-export, infrastructure development, international-standard hotels, and environmental protection activities. From the date of submission of the application, the CIB has by statute three working days to issue a Conditional Registration Certificate or a

Letter of Non-Compliance to investors. A Final Registration Certificate must be issued within 28 working days of the issuance of the Conditional Registration Certificate. A Final Registration Certificate will be revoked if the investor does not carry out an investment activity within six months of the receipt of all the required documents or if the investor obtained a Final Registration Certificate through fraud or misrepresentation. Upon receipt of the Final Registration Certificate from the ClB, the investor should prepare registration forms for filing with the Ministry of Commerce. The Ministry of Commerce will issue the formal business license.

Franchising

[Return to top](#)

Cambodia's Commercial Enterprise Law has a provision that sets forth regulations covering franchises. As mentioned above, American brands and products are highly regarded in Cambodia, resulting in attractive franchise opportunities.

Direct Marketing

[Return to top](#)

Telemarketing via mobile phone SMS messages and online sales is increasingly used to target younger Cambodian consumers. Even though direct marketing is still a relatively new concept in Cambodia, techniques such as telemarketing and door-to-door sales are becoming more common.

Joint Ventures/Licensing

[Return to top](#)

There are no special laws that apply to joint ventures. Selection of a suitable joint-venture partner, however, is very important, and great care should be taken to screen potential partners. After entering into a local partnership, it may be difficult to dissolve the relationship without the consent of the local partner. The prevailing commercial environment requires careful review of potential joint venture partners, and all terms of the agreement should be clearly articulated including provisions for dispute resolution. Joint ventures with the government exist; the government contributes a majority share, generally in real estate, while the foreign joint venture partner, with a minority share, brings cash or equipment to the deal. The government's ownership percentage in such joint ventures varies widely.

Selling to the Government

[Return to top](#)

Cambodia enacted a new law on public procurement in January 2012, which codified the pre-existing patchwork of sub-decrees and other regulations governing the sector. Competitive bidding is mandatory for the purchase of goods or services worth more than \$25,000 (100 million riel). The bidding is open to only local companies if the value is less than \$250,000 (1 billion riel) for goods, less than \$300,000 (1.2 billion riel) for construction projects, and less than \$200,000 (800 million riel) for services.

The Cambodian government is required to seek international bids for the purchase of goods valued at over \$250,000, for construction projects valued at over \$300,000, and for services valued at more than \$200,000.

Cambodia is not a signatory to the WTO Agreement on Government Procurement.

Distribution and Sales Channels

[Return to top](#)

Cambodia places minimal restrictions on foreign participation in the import/export and distribution sectors. Cambodia's retail landscape is undergoing rapid transformation. In addition to stalls and shops at traditional markets, goods are increasingly sold at small-scale western-style shopping malls, convenience stores, and supermarkets that cater mostly to social elites, the urban middle class, and expatriates. Legitimate importers may obtain exclusive rights to import brand name products from the Ministry of Commerce.

Selling Factors/Techniques

[Return to top](#)

Approximately 80 percent of Cambodia's population lives in rural areas. The disparity in economic development between rural areas and Phnom Penh is substantial. Within Phnom Penh, billboards, leaflets, and storefront selling techniques are more common. In the rural areas, the most effective way to reach potential consumers is through broadcast media. In particular, radio and television programming have deep penetration in rural Cambodia. Trade fairs are an increasingly popular way to market products.

Electronic Commerce

[Return to top](#)

E-commerce is relatively undeveloped. Impediments to the development of e-commerce include inadequate Internet infrastructure, low levels of Internet use, and extremely limited credit card use. Some local banks have begun to issue credit cards in order to facilitate purchases made through the Internet. There is a growing number of online shopping websites that cater mostly to the small number of urban consumers with access to the Internet. Social media, such as Facebook, is increasingly used as a medium for online shopping.

Trade Promotion and Advertising

[Return to top](#)

Local vendors use a variety of advertising methods. Special promotional campaigns such as coupons, lucky draws, and discounts are popular and target consumers at local markets, shops, restaurants, Internet cafés, and movie theaters. Although newspaper advertising is often used, radio and television are the most effective means of reaching the Cambodian public. Billboards are present on many streets in Phnom Penh and are used in provincial capitals as well. Leaflets and mobile loudspeakers are also popular advertising techniques.

Pricing

[Return to top](#)

Most consumers are price sensitive. While American products are generally viewed as higher quality, many consumers will opt for products from China or Thailand because they are cheaper. In Phnom Penh, where government and industry are centered, prices are higher and branded products are more popular. There is evidence of an expanding middle class, supported by the presence of numerous international organizations, diplomatic missions, and international businesses.

After-sales service and customer support are new concepts in Cambodia. The limited supply of spare parts for some brands of automobiles, for example, has contributed to the failure of those makes to increase market share against brands that have more readily available parts. Depending on the products and services, Cambodian agents, distributors, and consumers may expect after-sales services from their U.S. suppliers, including product warranty for a specified period, training, advertising and promotion, and availability of spare parts. Providing after-sales service could be an effective method of boosting sales and winning customer loyalty.

Protecting Your Intellectual Property in Cambodia:

Several general principles are important for effective management of intellectual property (“IP”) rights in Cambodia. First, it is important to have an overall strategy to protect IP. Second, IP is protected differently in Cambodia than in the United States. Third, IP rights must be registered with the relevant ministry pursuant to local laws. U.S. trademark, copyright, or patent registrations do not provide protection in Cambodia. Protection against unauthorized use depends on Cambodia’s national laws. Although there is no such thing as an “international copyright,” most countries do offer copyright protection to foreign works under certain conditions, and these conditions have been greatly simplified by international copyright treaties and conventions.

Registration of patents and trademarks is on a first-in-time, first-in-right basis, so one should consider applying for trademark and patent protection even before selling products or services in the Cambodian market. It is vital that companies understand that intellectual property is primarily a private right and that the U.S. government cannot enforce rights for private companies or individuals in Cambodia. It is the responsibility of the rights holders to register, protect, and enforce their rights where relevant, retaining their own counsel and advisors. Companies may wish to seek advice from local attorneys or IP consultants who are experts in Cambodian law. A list of local lawyers can be found on U.S. Embassy Phnom Penh’s website at http://cambodia.usembassy.gov/list_of_lawyers.html.

While the U.S. government stands ready to assist, there is little that can be done if the rights holders have not taken the fundamental steps necessary to securing and enforcing their IP in a timely fashion. Moreover, as in many countries, rights holders who delay enforcing their rights on a mistaken belief that the U.S. government can provide a political resolution to a legal problem may find that their rights have been eroded or abrogated due to legal doctrines such as statutes of limitations, laches, estoppel, or unreasonable delay in prosecuting a lawsuit. In no instance should U.S. government advice be seen as a substitute for the obligation of a rights holder to promptly pursue a case.

It is always advisable to conduct due diligence on potential partners and ensure the partner has clear incentives to honor the contract. A good partner is an important ally in protecting IP rights. Permitting a partner to register IP rights on one’s behalf, however,

should be carefully considered. There is a risk that the partner will list itself as the IP owner and fail to transfer the rights should the partnership end. Projects and sales in Cambodia require constant attention. It is important to work with legal counsel familiar with Cambodian laws to create a solid contract that includes non-compete clauses and confidentiality/non-disclosure provisions.

Small and medium-size companies should also consider working with trade associations and organizations to support efforts to protect IP and stop counterfeiting. There are a number of these organizations, both in Cambodia and the United States, including:

- The U.S. Chamber and the American Chamber of Commerce, formally known in Cambodia as the American Cambodian Business Council
- National Association of Manufacturers (NAM)
- International Intellectual Property Alliance (IIPA)
- International Trademark Association (INTA)
- The Coalition Against Counterfeiting and Piracy
- International Anti-Counterfeiting Coalition (IACC)
- Pharmaceutical Research and Manufacturers of America (PhRMA)
- Biotechnology Industry Organization (BIO)

IP Resources

A wealth of information on protecting IP is freely available to U.S. rights holders. Some excellent resources for companies regarding IP include the following:

- For information about patent, trademark, or copyright issues – including enforcement issues in the United States and other countries – call the STOP! Hotline at **1-866-999-HALT** or register at www.StopFakes.gov.
- For more information about registering trademarks and patents (both in the United States as well as in foreign countries), contact the U.S. Patent and Trademark Office (USPTO) at **1-800-786-9199**.
- For more information about registering for copyright protection in the United States, contact the U.S. Copyright Office at **1-202-707-5959**.
- For more information about how to evaluate, protect, and enforce intellectual property rights and how these rights may be important for businesses, a free online training program is available at www.StopFakes.gov.
- For U.S. small and medium-size enterprises (SME), the Department of Commerce offers a "SME IP Advisory Program" available through the American Bar Association that provides one hour of free IP legal advice for companies with concerns in a number of countries, including Brazil, China, Egypt, India, Russia, and Vietnam. For details and to register, visit http://www.abanet.org/intlaw/intlproj/iprprogram_consultation.html
- For information on obtaining and enforcing intellectual property rights and market-specific IP Toolkits visit www.StopFakes.gov. This site has links to the

USPTO website for registering trademarks and patents and the U.S. Customs and Border Protection website for recording registered trademarks and copyrighted works (to assist customs in blocking imports of IP-infringing products). This site also contains additional information on protecting IP, including IP-related webinars.

- The U.S. Commerce Department has positioned IP attachés in key markets around the world. The IP attaché covering Cambodia is Peter N. Fowler, Regional Intellectual Property Attaché for Southeast Asia, U.S. Embassy Bangkok (E-mail: Peter.Fowler@trade.gov).

Due Diligence

[Return to top](#)

It is difficult to overstate the importance of sufficient due diligence for the Cambodian market. Cambodia ranked 157 out of 176 countries on Transparency International's 2012 corruption index. It is critical to screen potential partners for reliability and trustworthiness and to ensure that all terms of any potential agreement are clearly articulated, including processes for dispute resolution. Companies are advised to hire international or local lawyers or professional services to assist with due diligence requirements.

Local Professional Services

[Return to top](#)

BNG Legal

Address: #64, Street 111, P.O. Box No. 172, Sangkat Boeung Prolit, Khan 7 Makara, Phnom Penh, Cambodia

Contact person: Mr. Naryth Hour Hem, Managing Director

Tel: (855) 23 217 510/(855) 23 212 740 (Cambodia); +1 (503) 96 78009 (US); +852 8191 5059 (Hong Kong); +81 (50) 5806 5665 (Japan)

Fax: (855) 23 212 840

e-Fax: +1 (503) 828 9033

E-mail: hnh@bngkh.net; info@bnglegal.com

Website: <http://www.bnglegal.com>

DFDL Mekong Legal and Tax Advisers

Address: 33, Street 294 (Corner Street 29), Sangkat Tonle Bassac, Khan Chamkarmon (PO Box 7), Phnom Penh, Cambodia

Contact person: Mr. Martin DeSautels, Regional Managing Partner

Tel: (855) 23 210 400

Fax: (855) 23 214 053

E-mail: cambodia@dfdlmekong.com

Website: <http://www.dfdlmekong.com>

KPMG Cambodia Limited

Address: Delano Center, 4th Floor, No. 144, Street. 169, Sangkat Veal Vong, Khan 7 Makara, 12253, Phnom Penh, Cambodia

Contact person: Craig McDonald, Senior Partner

Tel: (855) 23 216 899

Fax: (855) 23 217 279

E-mail: kpmg@kpmg.com.kh

Website: <http://www.kpmg.com.kh>

Morison Kak & Associé

Address: #25, Street 360, Sangkat Boeung Keng Kang I, 12302, Phnom Penh, Cambodia

Contact person: Mr. Key Kak, Chairman

Tel: (855) 23 218 994

Fax: (855) 23 218 993

E-mail: mka.audit@morisonkak.com

Website: <http://www.morisonkak.com>

PWC

Address: #35, Sihanouk Blvd, Tonle Bassac, Chamkar Morn, 12301, Phnom Penh

Contact person: Kuy Lim, Partner

Tel: (855) 23 218 086

Fax: (855) 23 211 594

E-mail: lim.kuy@kh.pwc.com

Website: <http://www.pwc.com/kh>

Sarin & Associates (Law Firm)

Address: #45, Street 355, Phnom Penh

Contact person: Mr. Denora Sarin, Lawyer

Mobile: (855) 98 777 007

Tel: (855) 23 882 943

Fax: (855) 23 882 943

E-mail: sarin-associates@camnet.com.kh

Sciaroni and Associates (Legal Advisors)

Address: #24, Street 462, Sangkat Tonle Bassac, Khan Chamkarmorn, Phnom Penh, Cambodia

Tel: (855) 23 210 225

Fax: (855) 23 213 089

Contact person: Mr. Bretton Sciaroni, Senior Partner

E-mail: info@sa-cambodia.com

Website: <http://www.sa-cambodia.com>

Web Resources

[Return to top](#)

World Bank-International Finance Corporation Doing Business in Cambodia 2013

Website: <http://www.doingbusiness.org/data/exploreeconomies/cambodia/>

Cambodia Hotel Association

Website: <http://www.cambodiahotelassociation.com.kh/>

Cambodian Postal Service

E-mail: mptc@cambodia.gov.kh

Website: <http://www.mptc.gov.kh>

Telecom Cambodia – Cambodian Telephone Service

E-mail: customer-td-mptc@camnet.com.kh

Website: <http://www.tc.com.kh>

Cambodian Yellow Pages

E-mail: yp@interquess.com

Website: <http://www.yip.com.kh>

The Phnom Penh Post

Website: <http://www.phnompenhpost.com/>

The National Bank of Cambodia

Website: <http://www.nbc.org.kh>

The Cambodia Microfinance Association

Website: <http://cma-network.org/drupal/>

[Return to table of contents](#)

[Return to table of contents](#)

Chapter 4: Leading Sectors for U.S. Export and Investment

Commercial Sectors

- [Agribusiness and Food Processing](#)
- [Architecture, Construction, and Engineering Services](#)
- [Tourism Infrastructure and Resorts](#)
- [Education](#)
- [Household Goods and Appliances](#)
- [Used Car and Automotive Parts](#)
- [Power Generation Equipment](#)
- [Fast Food and Beverage Franchises](#)
- [Pharmaceuticals, Medical Supplies, and Medical Equipment](#)

Agribusiness and Food Processing

Overview

[Return to top](#)

Unit: In Tons

	2011	2012	2013 (estimated)	2014 (estimated)
Total Paddy Rice Surplus for Export	4,344,263	4,748,648	4,938,594	5,136,138
Total Rice Surplus for Export	2,780,328	3,039,135	3,160,700	3,287,128
Total Export of Milled Rice	170,772	187,119	330,268	561,456

Data Sources: Ministry of Agriculture, Forestry and Fisheries and Ministry of Commerce
Note: Figures for 2013 and 2014 are unofficial estimates.

Roughly 80 percent of Cambodia's population is engaged in the agriculture sector. The sector accounted for about 36 percent of GDP in 2012. As a matter of policy, the Cambodian government encourages investment in agriculture, diversification of agricultural products, and investment in improved irrigation and water control. The Cambodian government would like to export one million tons of milled rice by 2015 but lacks funds to achieve its goal. Most of the current demand for water pumps, well-drilling machines, tractors, tilling equipment, rice milling, drying, and packaging equipment, fertilizers, insecticides, and seed comes from private agribusiness investors and NGOs.

Sub-Sector Best Prospects

[Return to top](#)

There is significant potential to expand the production and processing of high yield varieties of rice, corn, and other crops. Several investment projects in palm oil, tapioca, rubber, and cassava are underway. Rice milling is also an emerging industry.

Opportunities

[Return to top](#)

Higher quality seeds, fertilizers, and other agricultural inputs and equipment would greatly benefit the agriculture sector which currently relies on outdated and less productive methods of farming. The presence of an increasing number of plantations also creates opportunities for the establishment of processing plants to add value to basic products for export and domestic consumption. Relatively high operating costs, including for electricity, limit opportunities to establish processing plants.

Web Resources

[Return to top](#)

Ministry of Agriculture, Forestry, and Fisheries: <http://www.maff.gov.kh>

Ministry of Industry, Mines, and Energy: <http://www.mime.gov.kh>

Council for the Development of Cambodia: <http://www.cambodiainvestment.com>

Federation of Cambodian Rice Exporters: <http://www.fedocrex.com>

Cambodia Rice Export Association: <http://riceassociation.com>

Architecture, Construction, and Engineering Services

Overview

[Return to top](#)

Unit: USD thousands

	2011	2012	2013 (estimated)	2014 (estimated)
Total Value of Approved Construction Projects	1,600,000	2,100,000	2,436,000	2,825,760
Construction materials imported	560,012	386,460	448,293	520,020
Exchange Rate: 1 USD	4,000 riel	4,000 riel	4,000 riel	4,000 riel

Data Sources:

Approved construction projects: Ministry of Economy and Finance and Asian Development Bank

Construction materials imported: Ministry of Commerce

Note: Figures for 2013 and 2014 are unofficial estimates.

Cambodia is in the process of rehabilitating its hard infrastructure, principally with assistance from international donors. Given the current poor condition of the country's infrastructure, construction and engineering services will be in high demand for the foreseeable future. Public works and transportation, including the road network, are a high priority for the Cambodian government. The total investment in infrastructure in Cambodia is estimated to be in the range of \$12 billion to \$16 billion from 2013 to 2022. Infrastructure investment is state led, and the public-sector capital investment rate as a percentage of GDP is approximately six percent per year. In addition to infrastructure construction, Cambodia has witnessed a major boom in residential and commercial construction over the last few years. Several residential and commercial development projects are underway, such as mixed-use towers, shopping malls, and suburban commercial-residential developments.

Sub-Sector Best Prospects

[Return to top](#)

The Japanese government, World Bank, Asian Development Bank (ADB), and the Chinese government are especially active in road, bridge, and railway construction in Cambodia. The Cambodian government has also offered Build-Operate-Transfer (BOT) concessions to several companies to rehabilitate portions of Cambodia's badly degraded national highway system. Cambodia is also eager to upgrade its provincial airports. Because there is no money in the national budget to pursue these projects, Cambodia has offered BOT concessions for the provincial airports as well.

The Cambodian government has also announced a plan to build a new, larger national stadium on 80 hectares on the outskirts of Phnom Penh to host major sporting events, including the Southeast Asian Games. This project will cost more than \$40 million and will include the stadium itself as well as water systems, electrification, drainage systems, a safari park, an international-standard parking garage, a world-class golf course with 36 holes, and five-star hotels.

Several large commercial and residential projects in Phnom Penh are underway, which present additional opportunities for architecture and engineering services and suppliers of construction materials and equipment.

The establishment of several special economic zones (SEZs) presents numerous opportunities for development of power, water, and road infrastructure within these zones. Intended to attract manufacturing and export-oriented companies, SEZs are located near the borders of Thailand and Vietnam, and in Phnom Penh, Sihanoukville, and Kampot.

The main sources of foreign expertise and construction materials for large commercial and residential projects are currently from Korea, Thailand, Vietnam, and China, but high quality American materials and fixtures are sought by Cambodia's urban elite and foreign residents.

Opportunities

[Return to top](#)

Prospects exist in road, commercial, and residential construction working with international donors and private companies. There is also a growing market for engineering service providers. Construction materials and heavy construction machinery are also needed to support this growing sector.

Web Resources

[Return to top](#)

World Bank: <http://www.worldbank.org/kh>

Asian Development Bank: <http://www.adb.org/cambodia>

Ministry of Public Works and Transport: <http://www.mpwt.gov.kh>

Ministry of Land Management, Urban Planning and Construction:
<http://www.mlmupc.gov.kh>

Council for the Development of Cambodia: <http://www.cambodiainvestment.gov.kh>

Phnom Penh Municipality: <http://www.phnompenh.gov.kh>

Cambodian Valuers and Estate Agents Association: <http://www.cvea.org.kh>

Tourism Infrastructure and Resorts

Overview

[Return to top](#)

	2011	2012	2013 (estimated)	2014 (estimated)
Number of International Tourists	2,881,862	3,584,307	4,229,482	4,990,789
Number of American Tourists	153,953	173,076	2,249,988	2,519,987
Total Tourism Receipts (USD thousands)	1,912,000	2,210,000	2,475,200	2,772,224
Exchange Rate: 1 USD	4,000 riel	4,000 riel	4,000 riel	4,000 riel

Data Source: Ministry of Tourism

Note: Figures for 2013 and 2014 are unofficial estimates.

The tourism industry in Cambodia has matured quickly over the past few years due to political and economic stability. The number of foreign arrivals reached 3.6 million in 2012, with more direct flights serving foreign countries. The majority of tourists are attracted to the historical/cultural complex of Angkor Wat, but an increasing number of tourists are also visiting the beaches in the southern town of Sihanoukville. Earnings from the sector grew by 15.6 percent to \$2.2 billion, nearly 16 percent of total GDP in 2012.

Sub-Sector Best Prospects

[Return to top](#)

The government expects tourism to continue to increase as it opens up new attractions in different parts of Cambodia. The airport in the southern beach town of Sihanoukville was recently expanded and upgraded to accommodate larger aircraft, and the government has approved many resort development projects by international and Cambodian developers for the country's islands, southern coastline, and mountain areas. The government is also looking to open up more of the country to eco-tourism, capitalizing on natural resources such as mountains, rivers, lakes, waterfalls, and rare animal species like the Mekong dolphin.

Opportunities

[Return to top](#)

Collectively, these developments present good market opportunities for American companies to develop resorts or tourist attractions and to supply tourism-related products or infrastructure.

Web Resources

[Return to top](#)

Ministry of Tourism: <http://www.mot.gov.kh>

Ministry of Land Management, Urban Planning and Construction:
<http://www.mlmupc.gov.kh>

Council for the Development of Cambodia: <http://www.cambodiainvestment.gov.kh>

Education

Overview

[Return to top](#)

Unit: USD thousands

	2011	2012	2013	2014
Total Imports	20,690	23,793	27,362	31,467
Imports from the U.S.	12,888	14,821	17,044	19,601
Exchange Rate: 1 USD	4,000 riel	4,000 riel	4,000 riel	4,000 riel

Total Imports = Number of Cambodian students studying overseas x average costs of living and tuition fees per year

Data Source: Unofficial estimates

Demand for education services is very high, as the majority of the population is still school-age and many Cambodians recognize the importance of education in securing better employment opportunities. Higher education in Cambodia is growing rapidly with considerable private sector and international donor investment. Quality and diversity, however, remain low, particularly with respect to vocational training. A common complaint among local companies is the difficulty in finding well-qualified employees, particularly for technical positions or those requiring vocational skills. Cambodian private universities are looking for international partners to increase the quality and competitiveness of their courses.

Sub-Sector Best Prospects

[Return to top](#)

There is significant demand for all types of education. The overall quality of education, however, remains relatively low. NGOs provide useful vocational training for underprivileged Cambodians to join the work force, but professional vocational training targeted at mid-level workers is particularly underdeveloped. Cambodians are eager to learn and U.S.-sourced education is very highly regarded in all fields. English-language training is also an increasingly attractive prospect. The option for school or university study abroad is available to a small, but growing, number of Cambodians.

Opportunities

[Return to top](#)

Significant commercial opportunities exist in vocational, specialized, pre-school, elementary, secondary, and post-secondary education resources.

Web Resources

[Return to top](#)

Ministry of Education, Youth, and Sport: <http://www.moeys.gov.kh>

Household Goods and Appliances

Overview

[Return to top](#)

Unit: USD thousands

Imports of Household Goods and Appliances	2011	2012	2013	2014
Electrical, electronic equipment	269,484	296,432	326,076	358,683
Ceramic products	34,059	35,762	37,550	39,428
Furniture, lighting, signs, prefabricated buildings	30,402	34,962	40,207	46,238
Glass and glassware	13,338	14,672	16,139	17,753
Toys, games, sports requisites	4,287	4,930	5,670	6,520

Data Source: International Trade Center

Note: Figures for 2012, 2013, and 2014 are unofficial estimates.

An increasing number of Cambodia's urban elite are willing to pay for quality products. Cambodia's emerging middle class also increasingly demands higher levels of comfort and convenience. Anecdotal evidence from shopping mall outlets indicates a growing demand for new and innovative products to increase the quality of life for Cambodians.

Sub-Sector Best Prospects

[Return to top](#)

Numerous American food and consumer products, from condiments to cleansers, are available in Phnom Penh's expanding number of supermarkets. There is also a potential market for items such as domestic water purification equipment. Because of Cambodia's tropical climate, there is significant demand for air conditioning equipment and several U.S. brands are available in Cambodia. The most popular models are split units with remote control features. Very few buildings have central air conditioning, but there is a market for industrial scale equipment in Cambodia's garment and footwear industries. High electricity and fuel costs mean that energy efficiency is a strong selling point for any type of appliance in Cambodia.

Opportunities

[Return to top](#)

Domestic water purification equipment, refrigerators, washing machines, air conditioning equipment, and energy-efficient household appliances are all in demand. There is an increasing appetite for luxury consumer goods including home furnishings among those with sufficient disposable income.

Web Resources

[Return to top](#)

Lucky Market Group: <http://www.luckymarketgroup.com>

Shopping Center Sorya Ltd.: <http://www.shoppingcentersorya.com>

Sovanna Shopping Center: <http://www.sovannashoppingcenter.com>

Used Car and Automotive Parts

Overview

[Return to top](#)

Cambodia has no public transportation network. The majority of people travel by motorbike or car. With Cambodia's growing prosperity, automobile ownership is rapidly increasing. The vast majority of cars are imported second-hand vehicles. The most popular models are four-wheel-drive vehicles and mid-sized Japanese sedans. All car imports must be left-hand drive. Local dealers estimate that Cambodia's demand for new vehicles is around 4,000 vehicles annually and the demand for second-hand cars is about 14,000 units annually. The United States appears to be the largest supplier of used vehicles in Cambodia. A number of companies sell used and new cars in Phnom Penh. Ford has a local dealership and an assembly plant for its Ford Everest sport utility vehicle in Cambodia, and Chevrolet opened its first dealership in May 2013. The market also supports Mercedes, Ssangyong, Great Wall Motor, Hyundai, and Peugeot dealers as well as representatives of major Japanese companies including Toyota, Honda, Nissan, Subaru, and Mitsubishi. In early January 2013, a private Cambodian company, Heng Development Company, launched its electric car, the Angkor EV 2013.

Sub-Sector Best Prospects

[Return to top](#)

Automobile parts and accessories from the United States are available in Cambodian markets, particularly for Ford and General Motors vehicles. Limited availability of parts for other makes and models has led customers to choose Toyota vehicles because parts are available and affordable. As with other products, U.S. auto parts have a reputation for quality and attract a higher price than parts produced in Thailand, Taiwan, or other Asian countries.

Opportunities

[Return to top](#)

Further opportunities exist in used cars, accessories, and spare parts.

Web Resources

[Return to top](#)

Ministry of Public Works and Transport: <http://www.mpwt.gov.kh>

Automobile Association of Cambodia: <http://www.aac.com.kh>

Power Generation Equipment

Overview

[Return to top](#)

Electricity prices in Cambodia are among the most expensive in the region due to a shortage of integrated high-voltage transmission systems and the high cost of imported diesel fuel. Power in provincial cities is more expensive and less reliable than the supply in Phnom Penh. There is no single, integrated national electricity grid. In remote rural areas, the only source of electricity may be a small portable generator charged by an automobile battery.

Sub-Sector Best Prospects

[Return to top](#)

There is tremendous demand in Cambodia for diesel generators as backup power, on-site power plants, and power generation in rural areas not served by public utilities. The total electricity supply was 2,674.38 GWh in 2011 and is projected to grow to 16,244 GWh in 2024. As of early 2013, about 40 percent of the population had access to grid-supplied electricity. Almost 100 percent of households in urban areas are electrified, while the figure is only around 35 percent for rural households. Average annual per capita energy consumption increased from 190.7 kWh in 2011 to 215 kWh in 2012. As with other types of infrastructure development, the government has only limited funding for power generation projects, but U.S. suppliers should check the World Bank and ADB websites regularly for potential new projects in the energy sector. The Cambodian government has stated that it is amenable to private ownership and private financing of power plants and that it is seeking \$3 billion in investment over the next 10 years. Some build-operate-transfer (BOT) hydropower deals have already been concluded.

Opportunities

[Return to top](#)

Opportunities exist for power generation and transmission equipment in cooperation with international donors or private companies.

Web Resources

[Return to top](#)

World Bank: <http://www.worldbank.org/kh>

Asian Development Bank: <http://www.adb.org/cambodia>

Ministry of Industry, Mines, and Energy: <http://www.mime.gov.kh>

Electricite du Cambodge: <http://www.edc.com.kh>

Electricity Authority of Cambodia: <http://www.eac.gov.kh>

Fast Food and Beverage Franchises

Overview

[Return to top](#)

Imports of Food and Beverage	2011		2012	
	Units	Values (USD)	Units	Values (USD)
Tons	254,081	157,508,425	290,116	182,844,197
Liter	2,269,716	4,474,799	2,824,714	815,680
Exchange Rate: 1 USD	4,000 riel		4,000 riel	

Data Source: Ministry of Commerce

Cambodia's growing urban middle class, supplemented by a significant expatriate community, increasingly frequent restaurant franchises. A few local "mom and pop" eateries emulating U.S.-style fast food restaurants are popular and busy, such as doughnut and hamburger establishments. In 2005, Thailand's The Pizza Company was the first international-standard pizza business in Cambodia, and the company has done well. In 2008, Swensen's and KFC opened their first outlets, and both are expanding throughout the country. Dairy Queen and Burger King have also recently entered the Cambodian market. The Hard Rock Café is expected to open a franchise in Siem Reap this year.

Sub-Sector Best Prospects

[Return to top](#)

The major American soft-drink companies have bottling plants in Phnom Penh. Cambodia's air and land links to Thailand and Vietnam make it easy for local restaurants to secure adequate supplies of fresh ingredients that meet western standards, and the government offers generous investment incentives in the agricultural sector, which would potentially be available to any franchise interested in local production.

Opportunities

[Return to top](#)

Significant opportunities exist in the range of fast food/drink options from hamburgers to coffee shops to mid-range restaurant franchise chains. There may also be market potential for establishments that offer casual sit-down dining in Phnom Penh.

Web Resources

[Return to top](#)

The Pizza Company: <http://www.pizza.co.th>

KFC: <http://www.kfc.com>

Swensen's: <http://www.swensensicecream.com>

Lucky Market Group: <http://www.luckymarketgroup.com>

Overview[Return to top](#)

Medicine and Medical Devices	2011	2012
Registered Modern Medicine (Types)	1119	1178
Registered Traditional Medicine (Types)	54	39
Registered Health Supplements (Types)	76	76
Registered Medical Devices (Types)	35	130
Registered Reagents (Types)	59	12
Total Registrations (Types)	1343	1435
Total Import of Medicine and Medical Devices (Units) *	18,642	20,787
Total Imports Medicine and Medical Devices (USD)*	124,331,669	165,576,038
Exchange Rate: 1 USD	4,000 riel	

Number of Product Registrations from 1994 to 2012

Categories	New Registrations	Renewal Registrations	Total
Imported Health Supplements	228	18	246
Imported Medical Devices	357	24	381
Imported Modern Medicine	6942	1913	8855
Imported Reagents	306	20	326
Imported Traditional Medicine	124	40	164
Local Production of Modern Medicine	820	329	1149
Local Production of Traditional Medicine	2	0	2
Total	8779	2344	11123

Data Sources: Ministry of Health and Ministry of Commerce

Only companies licensed by the Ministry of Health may import drugs, medical supplies, or medical equipment. As of April 2013, there were 1,710 registered pharmacies, 245 drug import/export companies, and eight medical manufacturing institutions in the country. In addition to the formal market, there is a gray market of smuggled pharmaceuticals that are often counterfeit.

Sub-Sector Best Prospects[Return to top](#)

The Ministry of Health is the single largest purchaser of drugs, medical supplies, and medical equipment, but the proportion of healthcare provided by the private sector is increasing. A number of new private hospitals and clinics have opened in the past few years, and more are expected in the future, offering potential opportunities for sales of medical supplies and medical equipment.

Opportunities

[Return to top](#)

Since U.S.-made drugs and medical equipment are well perceived here, there is great potential for increasing market share. Local major pharmaceutical importers are eager to import U.S.-made products, and Cambodian consumers are keen to receive high-quality treatment offered by American medical products.

Web Resources

[Return to top](#)

Ministry of Health: <http://www.moh.gov.kh>

Medicam: <http://www.medicam-cambodia.org>

Chapter 5: Trade Regulations, Customs, and Standards

- [Import Tariffs](#)
- [Trade Barriers](#)
- [Import Requirements and Documentation](#)
- [U.S. Export Controls](#)
- [Temporary Entry](#)
- [Labeling and Marking Requirements](#)
- [Prohibited and Restricted Imports](#)
- [Customs Regulations and Contact Information](#)
- [Standards](#)
- [Trade Agreements](#)
- [Web Resources](#)

Import Tariffs

[Return to top](#)

There are three types of import duties and taxes in Cambodia: (1) customs import duties with an ad-valorem rate, (2) a special tax for certain goods, and (3) a value added tax (VAT). All imports are subject to a 10 percent flat VAT, but certain imports receive special preferences such as under the ASEAN Free Trade Area (AFTA). The following items are exempt from import duties (other than the VAT): agricultural equipment and inputs, school materials and equipment, pharmaceutical products, and sporting goods.

A complete listing of tariff rates can be found in the Customs Tariff of Cambodia 2012 report, available for purchase at the General Department of Customs and Excise. Additional regulations on tariff rates can be requested electronically through the Ministry of Economy and Finance homepage.

General Department of Customs and Excise website: <http://www.customs.gov.kh>

Ministry of Economy and Finance website: <http://www.mef.gov.kh>

Trade Barriers

[Return to top](#)

Cambodia's trade volume has increased significantly since the country's accession to ASEAN in 1999 and to the WTO in 2004. Since its WTO accession, Cambodia has been working on trade-related laws and regulations to comply with its WTO obligations. The Cambodian government has eliminated most non-tariff barriers to trade. In 2006, the United States and Cambodia signed a Bilateral Trade and Investment Framework Agreement (TIFA). Several rounds of discussions have been held to promote trade and investment between the two countries, to help monitor and support Cambodia's efforts to implement its WTO commitments, and to address bilateral trade issues and coordinate on regional and multilateral issues. Discussion of a Bilateral Investment Treaty (BIT) between Cambodia and the United States is ongoing. Cambodia will benefit from the removal of numerous tariff lines by 2015 under the ASEAN-China Trade, ASEAN-Japan, ASEAN-Australia-New Zealand, and ASEAN-Korea agreements.

Import Requirements and Documentation

[Return to top](#)

Cambodia adopted a new Customs Law in June 2007 to bring the country into conformity with the terms of GATT/WTO Codes on Customs Valuation. The General Department of Customs and Excise of Cambodia (Customs) requires importers and exporters to lodge declarations accompanied by such documents as a bill of lading/airway bill, packing list, invoice, proof of insurance, inspector report of finding, if applicable, and other documents as required. The lodgment fee for imports and exports is \$40. The government has encouraged the use of a single administrative document (SAD) system and one-stop service mechanism to facilitate trade and risk management. Under the one-stop-service mechanism, there is only one inspection by the inter-ministerial joint body, which streamlines customs procedures and reduces bureaucracy and paperwork requirements. In 2009, Customs launched the Automatic System for Customs Data (ASYCUDA) operations at the Sihanoukville Autonomous Port, Phnom Penh International Airport, Phnom Penh Dry Port, and Exports Office and Excise Department to facilitate customs procedures as part of one-stop service implementation. For details on the import and export clearance procedures, please visit the General Department of Customs and Excise's website at <http://www.customs.gov.kh>.

U.S. Export Controls

[Return to top](#)

For information on the latest U.S. export and re-export regulations, please visit the following website: <http://www.bis.doc.gov>.

Temporary Entry

[Return to top](#)

A certain number of goods may be temporarily imported. These commodities need to be re-exported within a certain period as specified by the Cambodian Customs Law. The commodities can be granted partial or full exemption from payment of import duties and taxes. Importers should contact the Customs Administration to ensure re-exportation within the specified period. The Customs Administration may require the importers to pay a security deposit to guarantee import taxes and duties, which is not to exceed the amount of taxes and duties of taxed imports.

Additional details on temporary entry can be found at the General Department of Customs and Excise's website at <http://www.customs.gov.kh/SubDegreeEN/Prakas928EN.pdf>.

Labeling and Marking Requirements

[Return to top](#)

Labels or marks are not mandatory for all imports; however, products need to have their labels certified and registered with relevant ministries before importing into Cambodia. Labels for different products are regulated and certified by different ministries. Suppliers of products that could harm public health or safety are also required to certify that the products comply with the standards set by the Institute of Standards of Cambodia (ISC). Mandatory standards required by ISC include electrical and electronic products, for example. The ISC is charged with drafting and issuing regulations, while the Cambodia Import-Export Inspection and Fraud Repression Directorate General (CamControl) in the Ministry of Commerce is charged with providing pre-approval notice of regulated products.

More information on labeling and marking requirements can be found on the ISC website at <http://www.isc.gov.kh>.

Additional information about CamControl can be found at <http://www.camcontrol.gov.kh/>.

Prohibited and Restricted Imports

[Return to top](#)

Cambodia currently prohibits the commercial importation of the following products: narcotics, psychotropic substances and their precursors, toxic waste and poisonous chemicals and substances, and certain pesticides. Government regulations also prohibit the import of used computers and spare parts, household waste (discarded from dwellings, public buildings, factories, markets, hotels, business buildings, restaurants, transport facilities, recreation sites, etc.), and hazardous waste (for example PCB waste from discarded air conditioners). To curb the spread of avian influenza, Cambodia created and implemented more stringent quality control and inspection of poultry imports. Certain imports are subject to quantitative restrictions and importers of these products are required to seek approval from relevant government ministries or technical agencies. Import permits or licenses are required from relevant government agencies depending on the nature and type of the imported commodity. Import licenses are required for firearms and pharmaceuticals. Firearm import licenses can be obtained from the Ministry of Interior, while pharmaceutical licenses can be obtained from the Ministry of Health. Other special requirements apply to imports of food products and pharmaceuticals: food products must have a 50 percent minimum remaining shelf life at the time of inspection, and pharmaceuticals must have a minimum 18 months remaining shelf life at the time of inspection.

Ministry of Interior

Website: <http://www.interior.gov.kh>

National Laboratory for Drug Quality Control, Ministry of Health

Website: <http://www.moh.gov.kh>

Customs Regulations and Contact Information

[Return to top](#)

The government adopted a new Customs Law and issued an implementing sub-decree on the promulgation of lists of prohibited and restricted goods in 2007. Further details on customs regulations can be found at:

General Department of Customs and Excise, #6-8, Norodom Blvd., Phnom Penh.

Tel & Fax: (855) 23 214 065

E-mail: customs@camnet.com.kh; info@customs.gov.kh

Website: <http://www.customs.gov.kh/>

Standards

[Return to top](#)

- [Overview](#)
- [Standards Organizations](#)
- [Conformity Assessment](#)
- [Product Certification](#)
- [Accreditation](#)
- [Publication of Technical Regulations](#)
- [Labeling and Marking](#)
- [Contacts](#)

Overview

[Return to top](#)

Cambodia adopted the Law on Standards of Cambodia in 2007 to improve the quality of products, services, and management; raise and rationalize production efficiency; ensure fair and simplified trade; rationalize product use; and enhance consumer protection and public welfare. Several government bodies and agencies share oversight and control over these standards.

Standards Organizations

[Return to top](#)

The Institute of Standards of Cambodia (ISC) was officially established in 2008. ISC drafts laws and regulations, conducts production surveillance, provides supervision and technical support, provides training and consultancy to help companies register and certify their products, disseminates technical regulations, and develops national standards for products and management. The ISC is in the process of developing standards for laboratory analysis techniques for the identification of heavy metals and trace elements and microbiological laboratory techniques. Cambodia uses the ISO/IEC guide 21-1 and 2:2005 as guides for adopting international standards as national standards or technical regulations. The Ministry of Health is charged with prescribing standards, quality control, distribution, and labeling requirements for pharmaceuticals, medical equipment, and cosmetics. The Ministry of Agriculture, Forestry and Fisheries is responsible for agricultural products. The National Standards Council (NSC), established in 2009, leads coordination in the development of national standards, advises the ISC on the criteria and procedures pertinent to the preparation, approval, acceptance and selection of the standards, and considers and approves proposals for Cambodian standards prepared and recommended by ISC to develop, adopt, review, revise, and cancel Cambodian standards. The NSC is chaired by the Minister of Industry, Mines and Energy, with representatives from relevant technical line ministries, including the Ministry of Agriculture, Forestry and Fisheries; the Ministry of Health; and the Ministry of Commerce. Overall, the NSC is the national secretariat, which oversees, regulates, verifies, and adopts or certifies standards proposed by each technical ministry. The mandate of the NSC is to ensure quality and standard conformity with national and international standards.

Institute of Standards of Cambodia (Ministry of Industry, Mines and Energy)
Website: <http://www.isc.gov.kh>

National Institute of Standards and Technology (NIST) Notify U.S. Service:

Member countries of the World Trade Organization (WTO) are required under the Agreement on Technical Barriers to Trade (TBT Agreement) to report to the WTO all

proposed technical regulations that could affect trade with other Member countries. **Notify U.S.** is a free, web-based e-mail subscription service that offers an opportunity to review and comment on proposed foreign technical regulations that can affect U.S. access to international markets. Register online at: <http://www.nist.gov/notifyus/>

Conformity Assessment

[Return to top](#)

The ISC develops national standards, performs conformity assessment, inspects and controls the quality of laboratories, and certifies product and service standards and compliance for locally consumed goods and export goods. It helps rectify minor errors in standards compliance. The Ministry of Health and the Ministry of Agriculture, Forestry, and Fisheries are each responsible for implementing their own regulations on standards, safety, and quality of respective imports, exports, and locally consumed goods. On the whole, the ISC has a mandate to supervise and provide technical support to the line ministries to help these ministries develop their standards to conform to national standards. The ISC also tests for compliance with mandatory Cambodian standards, conducts conformity assessment and production surveillance, and monitors and verifies the compliance of the technical regulations of each respective ministry/agency. Other services provided include education, training, consultancy, and dissemination of technical information on standards and quality.

Product Certification

[Return to top](#)

The responsibility for establishing industrial standards and certifications resides with the ISC. Certification includes product standard compliance, product safety standard compliance, and production and service management system compliance. Not all imports require a certificate or license. Importers of regulated products, however, must request a certificate or a license before importing. To date, the ISC has not strictly inspected standard compliance or regularly certified product standards for both locally consumed goods and products for export. It has never suspended, withdrawn, or revoked any product certificate or license.

Accreditation

[Return to top](#)

The ISC is responsible for accreditation. No company, however, has sought accreditation services from ISC thus far.

Publication of Technical Regulations

[Return to top](#)

Law, rules, and regulations on Standards of Cambodia were published and made available after their adoption in 2007. Most rules and regulations concerning standards are available at the ISC homepage. Hard copies of the law, rules, and regulations are published in the Royal Gazette by the General Directorate of Royal Gazettes and Computer Services of the Council of Ministers.

Institute of Standards of Cambodia (Ministry of Industry, Mines, and Energy)
Website: <http://www.isc.gov.kh>

General Directorate of Royal Gazettes and Computer Services, Office of the Council of Ministers
Website: <http://www.pressocm.gov.kh>

Labeling and Marking

[Return to top](#)

For information on standards related to this issue, see “Labeling and Marking Requirements” earlier in Chapter 5: Trade Regulations, Customs, and Standards.

Contacts

[Return to top](#)

Further information can be obtained from the website of the Institute of Standards of Cambodia at <http://www.isc.gov.kh>.

The U.S. Embassy point of contact on standards-related issues is Commercial Specialist Sokros Chann: (855) 23 728 158, ChannS@state.gov.

Trade Agreements

[Return to top](#)

Cambodia joined the International Organization for Standardization (ISO) in 1995 and is also a member of the ASEAN Consultative Committee on Standards and Quality (ACCSQ). Cambodia ratified the ASEAN Framework Agreement on Mutual Recognition Arrangements. It has signed numerous trade agreements, including the U.S.-Cambodia Trade and Investment Framework Agreement (TIFA) in 2006, and several rounds of discussion have been held since to promote greater trade and investment between the two countries and to help monitor and support Cambodia’s efforts to implement its WTO commitments. The TIFA also provides a forum to address bilateral trade issues and allows Cambodia and the United States to coordinate on regional and multilateral issues.

Web Resources

[Return to top](#)

Institute of Standards of Cambodia of Ministry of Industry, Mines and Energy
Website: <http://www.isc.gov.kh>

General Directorate of Royal Gazettes and Computer Services, Office of the Council of Ministers
Website: <http://www.pressocm.gov.kh>

General Department of Customs and Excise
Website: <http://www.customs.gov.kh>

Ministry of Interior
Website: <http://www.interior.gov.kh>

National Laboratory for Drug Quality Control, Ministry of Health
Website: <http://www.moh.gov.kh>

Bilateral Trade Department of Ministry of Commerce
Website: <http://www.moc.gov.kh>

Cambodian Investment Board of the Council for the Development of Cambodia
Website: <http://www.cambodiainvestment.gov.kh>

[Return to table of contents](#)

Chapter 6: Investment Climate

- [Openness to Foreign Investment](#)
- [Conversion and Transfer Policies](#)
- [Expropriation and Compensation](#)
- [Dispute Settlement](#)
- [Performance Requirements and Incentives](#)
- [Right to Private Ownership and Establishment](#)
- [Protection of Property Rights](#)
- [Transparency of Regulatory System](#)
- [Efficient Capital Markets and Portfolio Investment](#)
- [Competition from State Owned Enterprises](#)
- [Corporate Social Responsibility](#)
- [Political Violence](#)
- [Corruption](#)
- [Bilateral Investment Agreements](#)
- [OPIC and Other Investment Insurance Programs](#)
- [Labor](#)
- [Foreign-Trade Zones/Free Ports](#)
- [Foreign Direct Investment Statistics](#)
- [Web Resources](#)

Openness to Foreign Investment

[Return to top](#)

Cambodia, a developing country, began the transformation from a command economy to the free market in the late 1980s. It is now integrating into the regional and world trading framework. Cambodia joined the Association of Southeast Asian Nations (ASEAN) in 1999 and served as ASEAN chair in 2012. In 2001, the country joined the World Customs Organization, and in September 2004 it became a member of the World Trade Organization (WTO).

Cambodia's 1994 Law on Investment established an open and liberal foreign investment regime. All sectors of the economy are open to foreign investment, and 100 percent foreign ownership is permitted in most sectors. In a few sectors, foreign investment is subject to conditions, local equity participation, or prior authorization from authorities. These include cigarette manufacturing, movie production, rice milling, gemstone mining and processing, publishing and printing, radio and television, wood and stone carving production, and silk weaving. There is little or no discrimination against foreign investors either at the time of initial investment or after investment. Some foreign businesses, however, have reported that they are at a disadvantage vis-a-vis Cambodian or other foreign rivals who engage in acts of corruption or tax evasion or take advantage of Cambodia's poor enforcement of laws and regulations.

Rankings

The following table lists Cambodia's most recent rankings by organizations that monitor economies' economic freedom, business regulations, and perceived level of corruption.

Measure	Year	Index/Ranking
TI Corruption Index	2012	157/176
Heritage Economic Freedom	2012	57.6/179
World Bank Doing Business	2013	133/185
Millennium Challenge Corporation (MCC) Gov't Effectiveness	FY2013	0.13/64 percent
MCC Rule of Law	FY2013	-0.12/40 percent
MCC Control of Corruption	FY2013	-0.23/35 percent
MCC Fiscal Policy	FY2013	-3.7/45 percent
MCC Trade Policy	FY2013	70.2/58 percent
MCC Regulatory Quality	FY2013	0.31/73 percent
MCC Business Start-Up	FY2013	0.764/22 percent
MCC Land Rights Access	FY2013	0.61/59 percent
MCC Natural Resource Protection	FY2013	100/100 percent

Conversion and Transfer Policies

[Return to top](#)

There are no restrictions on the conversion of capital for investors. The Foreign Exchange Law allows the National Bank of Cambodia (NBC) to implement exchange controls in the event of a foreign exchange crisis. In the event of such a crisis, the NBC may issue regulations to be implemented for a maximum period of three months, imposing certain temporary restrictions on the activity of authorized intermediaries, or their foreign exchange position, or any loans in domestic currency extended to nonresidents. The Department of State is not aware of any cases in which investors have encountered obstacles in converting local to foreign currency or in sending capital out of the country.

Expropriation and Compensation

[Return to top](#)

Land rights are a contentious issue in Cambodia, complicated by the fact that most property holders do not have legal documentation of their ownership rights as a result of the Khmer Rouge era. Numerous cases have been reported of influential individuals or groups acquiring land titles or concessions through political and/or financial connections, and then using strong-arm measures to displace communities to make way for

commercial enterprises. In late 2009, the National Assembly approved the Law on Expropriation, which sets broad guidelines on land-taking procedures for public interest purposes. It defines public interest activities to include construction, rehabilitation, preservation, or expansion of infrastructure projects and development of buildings for national defense and civil security. This includes construction of border crossing posts, construction of facilities for research and exploitation of natural resources, and construction of oil pipeline and gas networks. Property can also be expropriated for natural disasters and emergencies, as determined by the government. Legal procedures regarding compensation and appeals are expected to be established in a forthcoming sub-decree. The Department of State is not aware of any cases in which Cambodia has expropriated a U.S. investment.

Dispute Settlement

[Return to top](#)

Foreign investors are generally reluctant to resort to the Cambodian judicial system to resolve commercial disputes because the courts are perceived as unreliable and susceptible to external political influence or bribery. Both local and foreign businesses report frequent problems with inconsistent judicial rulings, corruption, and difficulty enforcing judgments. For these reasons, most commercial disputes are currently resolved through negotiations facilitated by the Ministry of Commerce, the Council for the Development of Cambodia (CDC), the Cambodian Chamber of Commerce, and other concerned institutions.

Cambodia adopted a Commercial Arbitration Law in 2006. In 2010, the government provided for the establishment of the National Arbitration Center, Cambodia's first alternative dispute resolution mechanism, to enable companies to resolve commercial disputes more quickly and inexpensively than through the court system. The Center was officially launched in March 2013. Commercial disputes can also be resolved through international arbitration, where the arbitration occurs at a location outside Cambodia. In 2009, the World Bank's International Center for the Settlement of Investment Disputes (ICSID) approved a U.S. investor's Request for Arbitration in a case against the Kingdom of Cambodia; in April 2013 ICSID found in favor of the Cambodian government.

Performance Requirements and Incentives

[Return to top](#)

Under Cambodian law, most foreign investments and foreign investors will be affected by the following taxes: corporate profit tax (20 percent), tax on individual salaries (0 to 20 percent), withholding taxes (4 to 15 percent), value-added taxes (0 to 10 percent), and import duties (0 to 35 percent).

All investments must be registered with the Ministry of Commerce. Cambodia's Law on Investment also provides a mechanism for investment incentives (there are varying types of incentives) that meet specified criteria. Investors seeking an investment incentive must submit an application to the Cambodian Investment Board, the division of the CDC charged with reviewing investment applications. Investment activities excluded

from incentives are detailed in the September 2005 Sub-Decree on the Implementation of the Amendment to the Law on Investment. These include the following sectors: retail, wholesale, and duty-free stores; entertainment establishments (including restaurants, bars, nightclubs, massage parlors, and casinos); tourism service providers; currency and financial services; press and media related activities; professional services; and production and processing of tobacco and wood products. Incentives also may not be applied to investments in the production of certain products if the investment is less than \$500,000. This includes food and beverages; textiles, garments, and footwear; and plastic, rubber, and paper products. Investors are not required to place a deposit guaranteeing their investment except in cases involving a concession contract or real estate development project. Investors who wish to apply are required to pay an application fee of seven million riel (approximately \$1,750), which represents the administration fees for securing necessary approvals, authorizations, licenses, or registrations from all relevant ministries and entities, including stamp duties. Under a 2008 sub-decree, the CDC is required to seek approval from the Council of Ministers for investment proposals that involve an investment of capital of \$50 million or more, politically sensitive issues, the exploration and exploitation of mineral or natural resources, or infrastructure concessions. The CDC is also required to seek approval from the Council of Ministers for investment proposals that will have a negative impact on the environment or the government's long-term strategy.

Right to Private Ownership and Establishment

[Return to top](#)

There are no limits on the rights of foreign and domestic entities to establish and own business enterprises or to compete with public enterprises. Only Cambodian citizens or legal entities, however, have the right to own land. Under the 2001 Land Law, foreign investors may secure control over land through Economic Land Concessions (ELCs), long-term leases, or renewable short-term leases. In May 2012, the government issued a moratorium on ELCs. Since that time, however, there have been several new ELCs granted, which the government justified by stating that any ELC in which the parties were in private negotiations or had reached an agreement "in principle" prior to the directive may continue through to issuance. In October 2012, Prime Minister Hun Sen reiterated that until his retirement, no new ELCs would be granted. Qualified investors approved by the CDC have the right to own buildings built on leased property. The law is unclear, however, as to whether buildings from qualified projects can be transferred between foreign investors or whether foreign investors can own buildings built through projects not approved by the CDC. In 2010, Cambodia adopted a law allowing limited foreign ownership in multi-story buildings from the second floor up, such that ownership may not exceed 70 percent of the area of all private units of the co-owned building. Foreigners are not authorized to acquire ownership rights in buildings located within 30 kilometers of the land borders of Cambodia, except in SEZs or other areas, as determined by the government.

Cambodia has adopted legislation concerning the protection of property rights, including the Land Law, the Law on Copyrights, and the Law on Patent and Industrial Design. Cambodia is a member of the World Intellectual Property Organization (WIPO) and the Paris Convention for the Protection of Industrial Property and is a party to the ASEAN Framework Agreement on Intellectual Property Cooperation. Cambodia has also concluded bilateral agreements on intellectual property protection and cooperation with the United States and Thailand.

Chattel and Real Property: The 2001 Land Law provides a framework for real property security and a system for recording titles and ownership. Land titles issued prior to the end of the Khmer Rouge regime in 1979 are not recognized due to the severe dislocations that occurred during the Khmer Rouge period. The government is making efforts to accelerate the issuance of land titles, but in practice, the titling system is cumbersome, expensive, and subject to corruption. The majority of property owners lack documentation proving ownership. Even when title records exist, recognition of legal title to land has not been uniform, and there are reports of court cases in which judges have sought additional proof of ownership. Although foreigners are constitutionally forbidden to own land, the 2001 law allows long- or short-term leases to foreigners. As noted above, Cambodia also allows foreign ownership in multi-story buildings from the second floor up.

Intellectual Property Rights (IPR): Cambodia has enacted several laws pursuant to its WTO commitments. Copyrights are governed by the Law on Copyrights and Related Rights, which was enacted in January 2003. Trademarks are governed by the Law Concerning Marks, Trade Names and Acts of Unfair Competition, which was enacted in 2002. A patent law has been in place since 2003. Some gaps in intellectual property protection remain, however, and outstanding legislation includes a draft law for protecting trade secrets, a law on integrated circuit protection, and legislation on protecting encrypted satellite signals required by WIPO. Infringement of IPR is pervasive, particularly related to software, compact discs and music, photocopied books, cigarettes, alcohol, pharmaceuticals, and other counterfeited goods. In 2008, the Business Software Alliance estimated a 95 percent software piracy rate in Cambodia that cost the industry \$47 million in 2007. Although Cambodia is not a major center for the production and export of pirated CDs, DVDs, and other copyrighted materials, local businesses report Cambodia is growing as a source of pirated material due to weak enforcement. An inter-ministerial committee was established to combat piracy of video compact discs and DVDs in the domestic market. Infringement complaints may be made to the Economic Police, Customs, the Cambodia Import-Export Inspection and Fraud Repression Directorate General (CamControl), or the Ministry of Commerce. The division of responsibility among each agency, however, is not clearly defined. The National IPR Committee is planning to create two new sub-committees: a sub-committee on IPR law enforcement and a sub-committee on the education and dissemination of IPR rules and regulations. The sub-decree on the establishment of the two sub-committees is currently under review by the Council of Ministers.

There is no pattern of systematic discrimination by the government against foreign investors in Cambodia. Numerous issues of transparency in the regulatory regime arise, however, from the lack of legislation and capacity of key institutions. Investors often complain that the decisions of Cambodian regulatory agencies are inconsistent, irrational, or corrupt. Cambodia has indicated a desire to discourage monopolistic trading arrangements in most sectors, but it has yet to pass the Law on Competition as part of its WTO accession obligations. The Ministry of Commerce expects to submit the draft Law on Competition to the Council of Ministers in 2013. Under the draft law, a National Committee on Competition will be established.

The Cambodian government does not use regulation of capital markets to restrict foreign investment. Domestic financing is difficult to obtain at competitive interest rates. Banks have been free to set their own interest rates since 1995, and increased competition between local institutions has led to a gradual lowering of interest rates from year to year. The average annual interest rate on U.S. dollar loans stood at 11.6 percent in 2012, a decrease of 3.8 percentage points compared to 2011. A law addressing secured transactions, which includes a system for registering such secured interests, was promulgated in May 2007. Most loans are secured by real property mortgages or deposits of cash or other liquid assets, as provided for in existing contract and real property laws. In 2012, credit (through commercial and specialized banks) grew by 35 percent, reaching \$1.519 billion. The ratio of non-performing loans remained low at 2.45 percent at the end of 2012, compared to 2.43 percent in 2011.

In November 2011, Standard & Poor's gave Cambodia's banks a "B/B" rating with stable outlook. The ranking is based on a variety of factors, including Cambodia's "low income and narrowly based economy, centralized political and policy-making environment, low payment culture, and a highly dollarized financial system." In 2008, the NBC raised the minimum capital reserve requirements for banks from \$13 million to \$37.5 million. As of 2012, the banking system in Cambodia consisted of 32 commercial banks, seven specialized banks (banks set up to finance specific turn-key projects such as real estate development), 35 licensed microfinance institutions, of which seven were licensed microfinance deposit taking institutions, and 33 registered rural credit operators. Compared to 2011, total assets in the banking system grew by 37.3 percent in 2012 and reached \$10.7 billion, equivalent to 76.6 percent of GDP. Such growth was largely due to the capital of new banking entrants and additional customer deposits.

In a move designed to address the need for capital markets in Cambodia, the Cambodian Securities Exchange was launched on July 11, 2011. In April 2012, Phnom Penh Water Supply Authority, a state-owned enterprise, was the first and currently only domestically registered company on the Cambodian Security Exchange. Two other state-owned enterprises – the Autonomous Port of Sihanoukville and Telecom Cambodia – are preparing for initial public offerings, but a listing date has yet to be announced. In November 2006, the National Assembly passed legislation to permit the

government to issue bonds to make up budget deficits. No bonds, however, have been issued since 2007, and Prime Minister Hun Sen said in 2008 that the government did not plan to issue bonds. Also in 2007, the government passed the Law on the Issuance and Trading of Non-government Securities.

Competition from State Owned Enterprises

[Return to top](#)

Cambodia has several state-owned enterprises (SOEs) and joint-venture enterprises in which the government has a majority stake. These include seven rubber plantations; the Agricultural Inputs Company, which is engaged in the importation, purchase and sale of agricultural products; the Green Trade Company, which manages Cambodia's national reserve of rice through purchases and sales made at market prices; and infrastructure operating companies, such as the Phnom Penh Water Supply, the Electricity Authority of Cambodia, and the Rural Development Bank. Joint-venture companies in which the government has a majority stake include telecommunications operator Camintel, life insurance company Cambodian Life, Cambodia Angkor Air, insurance company CAMINCO, Foreign Trade Bank of Cambodia, reinsurance company Kampuchea-Re, and the Cambodian Pharmaceutical Enterprise. Currently, the country does not have a sovereign wealth fund. Each SOE is under the supervision of a line ministry or government institution and is overseen by a board of directors drawn from among senior government officials. Private enterprises are generally allowed to compete with public enterprises under the same terms and conditions.

Corporate Social Responsibility

[Return to top](#)

Corporate social responsibility (CSR) is a new concept to Cambodia and is not widely understood among local producers or consumers; however, certain labor and social standards have been established in key industries, particularly in the garment sector. Under the terms of the 1999 U.S.-Cambodia Bilateral Textile Agreement, the U.S. government committed to increase the size of Cambodia's garment export quota if the country demonstrated improvements in labor standards. This was the first bilateral trade agreement to link positive market access with progress in compliance with labor obligations. The International Labor Office (ILO), in coordination with the government, monitors labor adherence to standards in the garment sector. The ILO project succeeded in improving compliance with labor standards, virtually eliminating the worst labor abuses, such as forced labor and child labor, in the garment sector. Socially responsible businesses continue to source garments from Cambodia due to its reputation for generally high labor standards in this sector. The ILO's Better Work and Better Factories Cambodia program provides a variety of training opportunities, including advisory services for the garment industry, that focus on improving working conditions, productivity, and quality through workplace cooperation. In addition, several multinational enterprises, including a number of U.S. companies, conduct CSR programs in Cambodia that are viewed favorably by the local community.

The risk of political violence directed at foreign companies operating in Cambodia is small. Some violent protests have occurred in the past, such as anti-Thai riots in 2003 against the Embassy of Thailand and Thai-owned commercial establishments. The Department of State is unaware of any recent incidents directed at American or other Western interests.

Corruption, including bribery, raises the costs and risks of doing business. Corruption has a corrosive impact on both market opportunities for U.S. companies and the broader business climate. It also deters international investment, stifles economic growth and development, distorts prices, and undermines the rule of law.

It is important for U.S. companies, irrespective of their size, to assess the business climate in the relevant market in which they will be operating or investing and to have an effective compliance program or measures to prevent and detect corruption, including foreign bribery. U.S. individuals and firms operating or investing in foreign markets should take the time to become familiar with the relevant anticorruption laws of both the foreign country and the United States in order to properly comply with them, and where appropriate, they should seek the advice of legal counsel.

The U.S. government seeks to level the global playing field for U.S. businesses by encouraging other countries to take steps to criminalize their own companies' acts of corruption, including bribery of foreign public officials, by requiring them to uphold their obligations under relevant international conventions. A U.S. firm that believes a competitor is seeking to use bribery of a foreign public official to secure a contract should bring this to the attention of appropriate U.S. agencies, as noted below.

U.S. Foreign Corrupt Practices Act: In 1977, the United States enacted the Foreign Corrupt Practices Act (FCPA), which makes it unlawful for a U.S. person, and certain foreign issuers of securities, to make a corrupt payment to foreign public officials for the purpose of obtaining or retaining business for or with, or directing business to, any person. The FCPA also applies to foreign firms and persons who take any act in furtherance of such a corrupt payment while in the United States. For more detailed information on the FCPA, see the FCPA Lay-Person's Guide at <http://www.justice.gov/criminal/fraud/>.

Other Instruments: It is U.S. government policy to promote good governance, including host country implementation and enforcement of anti-corruption laws and policies pursuant to their obligations under international agreements. Since enactment of the FCPA, the United States has been instrumental to the expansion of the international framework to fight corruption. Several significant components of this framework are the OECD Convention on Combating Bribery of Foreign Public Officials in International Business Transactions (OECD Antibribery Convention), the United Nations Convention against Corruption (UN Convention), the Inter-American Convention against

Corruption (OAS Convention), the Council of Europe Criminal and Civil Law Conventions, and a growing list of U.S. free trade agreements. Cambodia is party to the UN Convention and the OECD Antibribery Convention, but generally all countries prohibit the bribery and solicitation of their public officials.

OECD Antibribery Convention: The OECD Antibribery Convention entered into force in February 1999. As of May 2013, there were 40 parties to the Convention including the United States. Major exporters China and India are not parties, although the U.S. government strongly endorses their eventual accession to the Convention. The Convention obligates the parties to the Convention to criminalize bribery of foreign public officials in the conduct of international business. The United States meets its international obligations under the OECD Antibribery Convention through the U.S. FCPA. Cambodia endorsed the Action Plan of ADB/OECD Anti Corruption for Asia and the Pacific in 2003, but Cambodia is not a party to the OECD Convention.

UN Convention: The UN Anticorruption Convention entered into force on December 14, 2005, and there were 166 parties to it as of April 2013 (see <http://www.unodc.org/unodc/en/treaties/CAC/signatories.html>). The UN Convention is the first global comprehensive international anticorruption agreement. The UN Convention requires countries to establish criminal and other offences to cover a wide range of acts of corruption. The UN Convention goes beyond previous anticorruption instruments, covering a broad range of issues ranging from basic forms of corruption such as bribery and solicitation, embezzlement, and trading in influence to the concealment and laundering of the proceeds of corruption. The Convention contains transnational business bribery provisions that are functionally similar to those in the OECD Antibribery Convention and contains provisions on private-sector auditing and books and records requirements. Other provisions address matters such as prevention, international cooperation, and asset recovery. Cambodia has been a party to the UN Convention since 2007.

OAS Convention: In 1996, the Member States of the Organization of American States (OAS) adopted the first international anticorruption legal instrument, the Inter-American Convention against Corruption (OAS Convention), which entered into force in March 1997. The OAS Convention, among other things, establishes a set of preventive measures against corruption, provides for the criminalization of certain acts of corruption, including transnational bribery and illicit enrichment, and contains a series of provisions to strengthen the cooperation between its States Parties in areas such as mutual legal assistance and technical cooperation. As of April 2013, the OAS Convention had 34 parties (see <http://www.oas.org/juridico/english/Sigs/b-58.html>) Cambodia is not a party to the OAS Convention.

Council of Europe Criminal Law and Civil Law Conventions: Many European countries are parties to either the Council of Europe (CoE) Criminal Law Convention on Corruption, the Civil Law Convention, or both. The Criminal Law Convention requires criminalization of a wide range of national and transnational conduct, including bribery, money-laundering, and account offenses. It also incorporates provisions on liability of legal persons and witness protection. The Civil Law Convention includes provisions on compensation for damage relating to corrupt acts, whistleblower protection, and validity of contracts, inter alia. The Group of States against Corruption (GRECO) was established in 1999 by the CoE to monitor compliance with these and related anti-corruption standards. Currently, GRECO comprises 49 member States (48 European

countries and the United States). As of May 2013, the Criminal Law Convention had 43 parties, and the Civil Law Convention had 34 (see <http://www.coe.int/greco>). Cambodia is not a party to the Council of Europe Conventions.

Free Trade Agreements: While it is U.S. government policy to include anticorruption provisions in free trade agreements (FTAs) that it negotiates with its trading partners, the anticorruption provisions have evolved over time. The most recent FTAs negotiated now require trading partners to criminalize “active bribery” of public officials (offering bribes to any public official must be made a criminal offense, both domestically and trans-nationally) as well as domestic “passive bribery” (solicitation of a bribe by a domestic official). All U.S. FTAs may be found at the U.S. Trade Representative Website at <http://www.ustr.gov/trade-agreements/free-trade-agreements>. Cambodia does not have an FTA with the United States. Consult USTR Website for updates at <http://www.ustr.gov/trade-agreements/free-trade-agreements>.

Local Laws: U.S. firms should familiarize themselves with local anticorruption laws and, where appropriate, seek legal counsel. While the U.S. Department of Commerce cannot provide legal advice on local laws, the Department’s U.S. and Foreign Commercial Service can provide assistance with navigating the host country’s legal system and obtaining a list of local legal counsel.

Assistance for U.S. Businesses: The U.S. Department of Commerce offers several services to aid U.S. businesses seeking to address business-related corruption issues. For example, the U.S. Foreign Commercial Service can provide services that may assist U.S. companies in conducting their due diligence as part of the company’s overarching compliance program when choosing business partners or agents overseas. The U.S. Foreign Commercial Service can be reached directly through its offices in major U.S. and foreign cities or through its website at <http://www.trade.gov/cs>.

The Departments of Commerce and State provide worldwide support for qualified U.S. companies bidding on foreign government contracts through the Commerce Department’s Advocacy Center and State’s Office of Commercial and Business Affairs. Problems, including alleged corruption by foreign governments or competitors, encountered by U.S. companies in seeking such foreign business opportunities can be brought to the attention of appropriate U.S. government officials, including local embassy personnel and through the Department of Commerce Trade Compliance Center “Report A Trade Barrier” Website at http://tcc.export.gov/Report_a_Barrier/index.asp.

Guidance on the U.S. FCPA: The Department of Justice’s (DOJ) FCPA Opinion Procedure enables U.S. firms and individuals to request a statement of the Justice Department’s present enforcement intentions under the anti-bribery provisions of the FCPA regarding any proposed business conduct. The details of the opinion procedure are available on DOJ’s Fraud Section Website at <http://www.justice.gov/criminal/fraud/fcpa>. Although the Department of Commerce has no enforcement role with respect to the FCPA, it supplies general guidance to U.S. exporters who have questions about the FCPA and about international developments concerning the FCPA. For further information, see the Office of the Chief Counsel for International Counsel, U.S. Department of Commerce website at http://www.ogc.doc.gov/trans_anti_bribery.html. More general information on the FCPA is available on the websites listed below.

Exporters and investors should be aware that generally all countries prohibit the bribery of their public officials, and prohibit their officials from soliciting bribes under domestic laws. Most countries are required to criminalize such bribery and other acts of corruption by virtue of being parties to various international conventions discussed above.

Public sector corruption, including bribery of public officials, remains a major challenge for U.S. firms operating in Cambodia. Business people, both local and foreign, have identified corruption, particularly within the judiciary, as the single greatest deterrent to investment in Cambodia. Corruption was cited by a plurality of respondents to the World Economic Forum survey as the most problematic factor for doing business in Cambodia. Public-sector salaries for lower-level officials are approximately \$40 per month (the average base salary for all civil servants is about \$105 per month). These wages are far below the level required to maintain a suitable quality of life in Cambodia, and as a result, public employees are susceptible to corruption and conflicts of interest. Local and foreign businesses report that they must often pay extra facilitation fees to expedite any business transaction. Additionally, for those seeking to enter the Cambodian market, the process for awarding government contracts is not transparent and is subject to significant irregularities.

The Anti-Corruption Law was adopted in 2010 with the objective of combating corruption through education, prevention, and law enforcement with public participation and support and with international cooperation. Under this law, all civil servants are obligated to declare their financial assets to the government every two years. The second round of asset and debt declaration took place during the month of January 2013. The newly formed Anti-Corruption Unit has launched several high-profile prosecutions against public officials, including members of the police and judiciary, since its inception in 2010.

Anti-Corruption Resources

Some useful resources for individuals and companies regarding combating corruption in global markets include the following:

- Information about the U.S. Foreign Corrupt Practices Act (FCPA), including a “Lay-Person’s Guide to the FCPA” is available at the U.S. Department of Justice’s Website at <http://www.justice.gov/criminal/fraud/fcpa>.
- Information about the OECD Antibribery Convention including links to national implementing legislation and country monitoring reports is available at http://www.oecd.org/department/0,3355,en_2649_34859_1_1_1_1_1,00.html. See also new Antibribery Recommendation and Good Practice Guidance Annex for companies at <http://www.oecd.org/dataoecd/1/1/40/44176910.pdf>.
- General information about anticorruption initiatives, such as the OECD Convention and the FCPA, including translations of the statute into several languages, is available at the Department of Commerce Office of the Chief Counsel for International Commerce website at http://www.ogc.doc.gov/trans_anti_bribery.html.
- Transparency International (TI) publishes an annual Corruption Perceptions Index (CPI). The CPI measures the perceived level of public-sector corruption in 180

countries and territories around the world. The CPI is available at http://www.transparency.org/policy_research/surveys_indices/cpi/2009. TI also publishes an annual *Global Corruption Report*, which provides a systematic evaluation of the state of corruption around the world. It includes an in-depth analysis of a focal theme, a series of country reports that document major corruption-related events and developments from all continents, and an overview of the latest research findings on anti-corruption diagnostics and tools. See <http://www.transparency.org/publications/gcr>.

- The World Bank Institute publishes Worldwide Governance Indicators (WGI). These indicators assess six dimensions of governance in 213 countries, including Voice and Accountability, Political Stability and Absence of Violence, Government Effectiveness, Regulatory Quality, Rule of Law, and Control of Corruption. See <http://info.worldbank.org/governance/wgi/index.asp>. The World Bank Business Environment and Enterprise Performance Surveys may also be of interest and are available at <http://data.worldbank.org/data-catalog/BEEPS>.
- The World Economic Forum publishes the *Global Enabling Trade Report*, which presents the rankings of the Enabling Trade Index, and includes an assessment of the transparency of border administration (focused on bribe payments and corruption) and a separate segment on corruption and the regulatory environment. See <http://www.weforum.org/s?s=global+enabling+trade+report>.
- Additional country information related to corruption can be found in the U.S. State Department's annual *Human Rights Report* available at <http://www.state.gov/g/drl/rls/hrrpt/>.
- Global Integrity, a nonprofit organization, publishes its annual *Global Integrity Report*, which provides indicators for 106 countries with respect to governance and anti-corruption. The report highlights the strengths and weaknesses of national level anti-corruption systems. The report is available at <http://report.globalintegrity.org/>.

Bilateral Investment Agreements

[Return to top](#)

Bilateral investment treaties (BITs) provide reciprocal national treatment to investors, excluding benefits deriving from membership in future customs unions or free trade areas and agreements relating to taxation. These agreements preclude expropriations, except those that are undertaken for a lawful or public purpose, are non-discriminatory, and are accompanied by prompt, adequate, and effective compensation at the fair market value of the property prior to expropriation. The agreements also guarantee repatriation of investments and provide for settlement of investment disputes via arbitration. In July 2006, Cambodia signed a Trade and Investment Framework Agreement with the United States to promote greater trade and investment in both countries and provide a forum to address bilateral trade and investment issues. In August 2012, the United States and Cambodia agreed to begin exploratory discussions on a potential BIT. Those negotiations are ongoing. Cambodia has signed bilateral

investment agreements with Austria, Australia, China, Croatia, Cuba, Czech Republic, France, Germany, Indonesia, Kuwait, Japan, Laos, Malaysia, the Netherlands, Democratic People's Republic of Korea, Pakistan, the Philippines, Singapore, Republic of Korea, Switzerland, Thailand, Vietnam, and the Organization of the Petroleum Exporting Countries. Cambodia also has an agreement with the Overseas Private Investment Corporation (OPIC) to encourage investment. Future agreements with Algeria, Bangladesh, Belarus, Belgium-Luxembourg Economic Union, Bulgaria, Myanmar, Egypt, Hungary, Israel, Iran, Libya, Macedonia, Malta, Qatar, Russia, Turkey, the United Kingdom, and Ukraine are planned.

OPIC and Other Investment Insurance Programs

[Return to top](#)

Cambodia is eligible for the Quick Cover Program under which OPIC offers financing and political risk insurance coverage for projects on an expedited basis. With most investment contracts written in U.S. dollars, there is little exchange rate risk. Even for riel-denominated transactions, Cambodia has adopted a managed floating exchange rate regime based on the U.S. dollar, and exchange rates have been stable. Cambodia is a member of the Multilateral Investment Guarantee Agency of the World Bank, which offers political-risk insurance to foreign investors. The Export-Import Bank of the United States (Ex-Im Bank) provides financing for purchases of U.S. exports by private-sector buyers in Cambodia on repayment terms of up to seven years. Ex-Im Bank support typically will be limited to transactions with a commercial bank functioning as an obligor or guarantor. The Ex-Im Bank will, however, consider transactions without a bank undertaking on a case-by-case basis.

Labor

[Return to top](#)

Approximately 80 percent of the labor force is engaged in agriculture. Around 300,000 people, the majority of whom are women, are employed in the garment sector. An additional 300,000 Cambodians are employed in the tourism sector, and a further 50,000 people in construction. The economy is not able to generate enough jobs in the formal sector to handle the large number of new entrants to the job market every year. This dilemma is likely to become more pronounced over the next decade since Cambodia suffers from a large demographic imbalance. According to the 2008 General Population Census of Cambodia, the country's annual population growth rate is 1.54 percent. Nearly 70 percent of the population is under the age of 30. As a result, over the next decade at least 275,000 new job seekers will enter the labor market each year. Given the severe disruption to the Cambodian education system and loss of skilled Cambodians during the 1975-79 Khmer Rouge period, workers with higher education or specialized skills are few and in high demand. The Cambodia Socio-Economic Survey conducted in 2011 found that about 27.3 percent of the labor force had completed an elementary education. Only 2.5 percent of the labor force had completed post-secondary education. The 2012-2013 Global Competitiveness Report of the World Economic Forum identified an inadequately educated workforce as one of the most serious problems in doing business in Cambodia.

Cambodia's 1997 Labor Code protects the right of association and the right to organize and bargain collectively. The code prohibits forced or compulsory labor, establishes 15 as the minimum allowable age for paid work, and 18 as the minimum age for anyone engaged in work that is hazardous, unhealthy, or unsafe. The statute also guarantees an eight-hour workday and 48-hour work week, and provides for time-and-a-half pay for overtime or work on an employee's day off. In November 2011, the government awarded a \$5 per month pay raise (effective as of January 2012) to help workers meet basic needs like health care. Beginning in May 2013, the base minimum wage for garment and footwear workers was officially increased from \$61 to \$75 per month, bringing the new minimum monthly wage to \$80. There is no minimum wage for any other industry. To increase the competitiveness of garment manufacturers, the labor code was amended in 2007 to establish a night shift wage of 130 percent of daytime wages.

Enforcement of many aspects of the labor code is poor but it is improving. Labor disputes can be problematic and may involve workers simply demanding conditions to which they are legally entitled. Collective labor disputes between employers and employees may be resolved through conciliation and arbitration by the Arbitration Council, which is an independent, national institution with quasi-judicial authority derived from Cambodian labor law. The U.S. government, the ILO, and others are working closely with Cambodia to improve enforcement of the labor code and workers' rights in general. The U.S.-Cambodia Bilateral Textile Agreement linked Cambodian compliance with internationally recognized core labor standards with the level of textile quota the United States granted to Cambodia. While the quota regime ended on January 1, 2005, a "Better Factories" program continues to work towards improving existing labor standards.

Foreign-Trade Zones/Free Ports

[Return to top](#)

To facilitate the country's development, the Cambodian government has shown great interest in increasing exports via geographically defined special economic zones (SEZs). The government adopted the Sub-Decree on Special Economic Zones, which defines SEZs and establishes the rules under which they operate. In December 2005, the Council of Ministers passed the Sub-Decree on Establishment and Management of Special Economic Zones to speed up the creation of the zones. The sub-decree details procedures, conditions, and incentives for the investors in the zones. Since issuing the sub-decree, the Cambodia Special Economic Zones Board has approved 25 SEZs, of which nine are in operation. These SEZs are located near the borders of Thailand and Vietnam, and in Phnom Penh, Kampot, and Sihanoukville. Others are at different stages of development, and some remain undeveloped. The main sectors of investment in SEZs include garments, shoes, bicycles, food processing, car and motorcycle assembly, and electrical equipment industries.

Foreign Direct Investment Statistics

[Return to top](#)

Foreign direct investment (FDI) registered capital in Cambodia has been modest since 1998, with an average annual inflow of \$192 million in the period 1998-2011. The FDI registered capital figures probably understate actual investment, since Cambodia reports only registered capital and not fixed assets. While the CDC provides statistics for fixed assets, these numbers are based on projections and not actual investments. In 2012, investment was concentrated in the following sectors: industries (69.82 percent, of which 71 percent is garment factory investment), agriculture (15.66 percent), services (12.72 percent), and tourism (1.8 percent). Shopping mall investment was one of the rising investments during the year, accounting for 11.82 percent of total FDI.

CDC-registered capital figures for the top 15 approved projects, including domestic investment and broken down by country of origin, are provided below. The FDI registered capital figures below may overstate investment because they include projects that have not yet been, or may never be, fully completed. Retention of dormant or defunct projects from earlier years makes the investment figures appear higher.

Total Cumulative Registered Investment Projects by Country of Origin

August 1994 to December 2012 (Source: CDC)

Countries	USD Million	Percent
Cambodia	1,658	25.51
Malaysia	1,607	24.71
China	792	12.18
Taiwan	502	7.73
Vietnam	395	6.07
Korea	274	4.21
Thailand	227	3.50
Singapore	221	3.40
Hong Kong	181	2.78
United Kingdom	129	1.99
United States	78	1.20
Japan	70	1.07
Canada	67	1.03
Australia	58	0.89
Indonesia	56	0.86
Other	187	2.88
Total	6,501	100

As of December 2012, the CDC had registered approximately \$77.9 million in U.S. investment since August 1994. Caltex has a nationwide chain of service stations and a petroleum holding facility in Sihanoukville; Crown Beverage Cans Cambodia Limited, a part of Crown Holdings Inc., produces aluminum cans; CBRE Group, Inc. is one of the biggest real estate companies in Cambodia; Motorola Solutions Inc. has invested in a trunk radio system for the Cambodian Ministry of Interior; RM Asia owns a Ford

automobile assembly plant, a John Deere distributorship, Swensen's Ice Cream, Kohler, and Dairy Queen; GE Health Care and GE Consumer and Industrial have local distributors; and Chevron is actively exploring offshore petroleum deposits. W2E Siang Phong Co., Ltd., a joint venture between U.S. and Dutch investors, has invested in biogas power generation. In 2008, several Cambodia-focused private equity funds emerged seeking to raise between \$100 million and \$500 million each for investments in infrastructure, agriculture, tourism, and real estate development, among other sectors. It appears, however, that the global economic slowdown is limiting fundraising success, and widespread investments by these funds have not yet materialized.

Major non-U.S. foreign investors include Asia Pacific Breweries (Singapore), Asia Insurance (Hong Kong), ANZ Bank (Australia), BHP Billiton (Australia), Oxiana (Australia), Infinity Financial Solutions (Malaysia), Total (France), Cambodia Airport Management Services (CAMS) (France), Manulife Cambodia PLC (Canada), Prudential (United Kingdom), Smart Mobile Phone (Malaysia), Shinawatra Mobile Phone (Singapore), Thakral Cambodia Industries (Singapore), Petronas Cambodia (Malaysia), Charoeun Pokphand (Thailand), Siam Cement (Thailand), Bank of China (China), and Cambrew (Malaysia).

Since 2007, several well-known U.S. companies opened or upgraded their presence in Cambodia. General Electric and DuPont have representative offices. Otis Elevators, a division of United Technologies, also upgraded to a branch office, and Microsoft initiated a presence through its Market Development Program.

Some major local companies and their sectors are Sokimex Group (petroleum, tourism, and garments), Royal Group of Companies (telecommunications and information technology, banking and insurance, media and entertainment, hotel and resort, properties and development, trading, and transportation), AZ Distribution (construction and telecommunication), Mong Rethy Groups (construction, agro-industry, and rubber and palm oil plantations), KT Pacific Group (airport projects, construction, tobacco, food, and electronics distribution), Hero King (cigarettes, casinos, and power), Anco Brothers (cigarettes, casinos, and power), Canadia Bank (banking and real estate), Acleda Bank (banking), Men Sarun Import and Export (agro-industry and rice and rubber exports), and Vattanac Capital (banking, real estate, and golf resorts). In 2009, Acleda Bank opened its first bank branch outside of Cambodia in Laos and has announced plans for further expansion into Vietnam and China. The bank also expects to expand its operations into Myanmar in 2013. Statistics on Cambodian investment overseas are not available, but such investments are likely minimal.

[Return to table of contents](#)

[Return to table of contents](#)

Chapter 7: Trade and Project Financing

- [How Do I Get Paid \(Methods of Payment\)](#)
- [How Does the Banking System Operate](#)
- [Foreign-Exchange Controls](#)
- [U.S. Banks and Local Correspondent Banks](#)
- [Project Financing](#)
- [Web Resources](#)

How Do I Get Paid (Methods of Payment)

[Return to top](#)

Letters of credit are the most common method used to facilitate payment and are preferred over bank guarantees, cash-in advance, and open accounts. Other payment methods such as forward exchange contract, standby letters of credit, foreign currency loans, import and export letters of credit can be tailor-made to an individual importer or exporter. Instruments and methods of payment offered by banks vary, ranging from import and export documentary collections, documentary export and import credits, open account, consignments, cash-in-advance, and guarantees. For a large-scale business transaction, exporters and importers are required to have bank guarantees, such as shipping, bid, payment, advance payment, performance, and retention money guarantees. Private commercial banks provide trade finance services and have foreign correspondent banks in the United States, Europe, Asia, and elsewhere. Not all Cambodian commercial and specialized banks, however, handle trade finance. Commercial banks in Cambodia may use an external credit rating agency, such as Standard & Poor's.

How Does the Banking System Operate

[Return to top](#)

Cambodia's banking sector is rapidly expanding, with 32 commercial banks, 7 specialized banks, 35 microfinance institutions of which 7 are microfinance deposit-taking institutions, and 33 registered microfinance operators. Four banks – Cambodia Public Bank, Acleda Bank, Canadia Bank, and ANZ Royal – account for over 60 percent of all bank deposits. In 2012, total assets of the banking sector were approximately \$10.76 billion, of which loans accounted for about 52.5 percent. Loans made to the services, wholesale, and retail sectors accounted for over 50 percent of total loans. Despite an increase in the use of banking and finance systems, overall lending and banking activities remain relatively low due to the lack of trust and prohibitively high interest rates on loans. Economists note that while a typical country would have a bank deposit to GDP ratio of roughly 60 percent, Cambodia's ratio was only around 47 percent in 2012.

Foreign-Exchange Controls

[Return to top](#)

Under the 1997 Foreign Exchange Law, there is no restriction on foreign exchange operations, including the purchase and sale of foreign exchange and the transfer of all

types of international settlements. The government intervenes, however, to promote macroeconomic stability by managing the exchange rate. The current exchange rate is \$1= 4,050 riel. The law stipulates that only authorized intermediaries may perform these transactions. In reality, many unregistered money exchangers perform currency exchange services. The authorized financial intermediaries are lawfully established banks, which are required to report to the National Bank of Cambodia (NBC) on the types of transfers and outflow or inflow of capital. Investors are not required to report on transactions of funds. The burden rests solely on the bank as the authorized intermediary. Article 13(1) of the Law of Foreign Exchange requires the import or export of any means of payment equal to or exceeding \$10,000 or an equivalent amount to be reported to the Customs authorities at the border crossing point and the Customs authorities should transmit this information on a monthly basis to the NBC. While foreign exchange transfers are not currently restricted, the law does allow the NBC to implement exchange controls in case of a foreign exchange crisis; however, the law does not clearly specify what would constitute a crisis. There are currently no restrictions on the repatriation of profits or capital derived from investments either in Cambodia or on most transfers of funds abroad.

U.S. Banks and Local Correspondent Banks

[Return to top](#)

The following are the major banks that have correspondent U.S. banking arrangements:

Angkor Capital Bank Plc.

Tel: (855) 23 993 168; Fax: (855) 23 994 168

E-mail: info@angkorcapitalbank.com.kh

Acleda Bank Plc.

Tel: (855) 23 998 777; Fax: (855) 23 998 666

E-mail: acledabank@acledabank.com.kh

ANZ Royal Bank

Tel: (855) 23 999 000; Fax: (855) 23 221 310

E-mail: ccc@anz.com

Campu Bank

Tel: (855) 23 214 111; Fax: (855) 23 217 655

E-mail: campupnh@campubank.com.kh

Canadia Bank

Tel: (855) 23 215 286; Fax: (855) 23 427 064

E-mail: canadia@canadiabank.com.kh

Foreign Trade Bank

Tel: (855) 23 724 466; Fax: (855) 23 426 108

E-mail: ftb@camnet.com.kh

Trade and investment financing is available through most foreign bank branches and local banks. There is a large but unmet demand for loans to local small and medium enterprises (SMEs). Most loans are short term and provide working capital to traders. The average interest rate on deposits in U.S. dollars ranges from 0.6 to 4.4 percent. The average interest rate on loans in U.S. dollars is approximately 11.6 percent. For the private sector to access commercial loans for private projects, collateral or other forms of guarantees are required. Through financial leasing, small and medium investment projects can get capital lease assets from leasing firms.

In June 2009, President Obama determined that Cambodia was no longer a Marxist-Leninist economy, as defined under section 2(b)(2B)(i) of the Export-Import Bank (Ex-Im Bank) Act of 1945, removing the long-standing determination that had prohibited the Ex-Im Bank from providing financing in Cambodia. The Ex-Im Bank now offers financing for the purchase of U.S. exports for private-sector buyers in Cambodia for the short-term (repayment up to one year) and the medium-term (repayment from one to seven years). Ex-Im Bank's support typically will be limited to transactions with a commercial bank functioning as an obligor or guarantor. Additionally, Cambodia is eligible for the Quick Cover Program under which the Overseas Private Investment Corporation (OPIC) offers financing and political risk insurance coverage for projects on an expedited basis.

Cambodia became a member of the World Bank in 1970 and began borrowing in 1993. The World Bank has a country office in Phnom Penh and has provided loans since 1994 in a variety of sectors with energy, road rehabilitation, education, governance and public sector reform, trade and poverty reduction, disease control and health, and social fund projects constituting the largest shares. Cambodia is a member of the Multilateral Investment Guarantee Agency (MIGA) of the World Bank, which offers political-risk insurance to foreign investors. The International Monetary Fund (IMF) and other banks, such as the Japan Bank for International Cooperation (JBIC), have also provided loans to finance the government's Public Investment Programs. In 1966, Cambodia became a member of the ADB. Since the early 1990s, ADB has approved \$1.51 billion in loans as of December 2012 in a variety of sectors, but with an emphasis on infrastructure, including road, railroad, and irrigation, the energy and power sectors, private-sector development, health, and education. The U.S. government maintains a commercial liaison office at ADB headquarters in Manila, which reports directly to the Office of Multilateral Development Banks at the U.S. Department of Commerce in Washington. It assists U.S. companies in bidding on contracts and activities funded by the ADB. The Bank of China was established in 2010. By the end of October 2012, Bank of China Cambodia's total assets were \$ 414 million; deposits and loans were \$331 million and \$52 million, respectively.

U.S. TRADE AND DEVELOPMENT AGENCY (USTDA)

USTDA's Mission

USTDA helps companies create U.S. jobs through the export of U.S. goods and services for priority development projects in emerging economies. USTDA links U.S. businesses to export opportunities by funding project planning activities, pilot projects, and reverse trade missions while creating sustainable infrastructure and economic growth in partner countries.

USTDA is an independent federal agency that was created to promote U.S. private sector participation in international development projects. USTDA assists in building mutually beneficial partnerships between American companies and overseas project sponsors to complete high quality and successful projects in host countries, with special emphasis on economic sectors that represent significant U.S. export potential. USTDA supports the National Export Initiative in launching the International Business Partnership Program to connect international buyers with U.S. manufacturers and service providers to open up new export markets and commercial opportunities around the world for American companies.

USTDA works closely with other Federal agencies including the U.S. Trade Representative; the Departments of State, Commerce, Homeland Security and Transportation; the Export-Import Bank of the United States, and the Overseas Private Investment Corporation to advance U.S. commercial interests and host country development objectives. The agency's program focuses on two types of activities: 1) trade capacity building and sector development; and 2) project definition and investment analysis activities. Trade capacity building and sector development assistance supports the establishment of industry standards, rules and regulations, trade agreements, market liberalization and other policy reform. Project identification and investment analysis involves activities that support large capital investments that contribute to overseas infrastructure development. USTDA accomplishes its mission through funding sector development technical assistance, training, trade and industry advisors, project definitional missions, feasibility studies, reverse trade missions, workshops and conferences, and procurement assistance.

USTDA advances economic development and U.S. commercial opportunities in Cambodia and other developing countries through its cooperation with various private and public entities. In 2002, USTDA opened its Asia Regional Office in Bangkok to further develop business opportunities and support USTDA operations throughout South and Southeast Asia. Overall, USTDA's program in the region illustrates the unique ability of the agency to meet a wide range of development needs, from supporting energy security and clean energy investments to transport safety and modernization and capacity-building activities designed to foster an environment more conducive to economic growth and trade. USTDA will build on its vigorous program in Asia in 2013 as it continues to facilitate commercial partnerships involving U.S. firms that further advance the developmental and trade capacity of the region.

In 2012, USTDA marked the twenty year anniversary of its creation as an independent agency through the aptly-named "Jobs through Exports Act of 1992." For every dollar the Agency programmed, an unprecedented \$63 in U.S. exports were generated. Further, the more than \$2.2 billion in new exports identified in 2012 bring USTDA's total exports generated since 1992 to over \$32 billion.

www.ustda.gov

Web Resources

[Return to top](#)

Export-Import Bank of the United States: <http://www.exim.gov>

Country Limitation Schedule: http://www.exim.gov/tools/country/country_limits.html

OPIC: <http://www.opic.gov>

Trade and Development Agency: <http://www.tda.gov/>

SBA's Office of International Trade: <http://www.sba.gov/oit/>

USDA Commodity Credit Corporation: <http://www.fsa.usda.gov/cc/default.htm>

U.S. Agency for International Development: <http://www.usaid.gov>

Multilateral Investment Guarantee Agency: <http://www.miga.org>

Angkor Capital Bank Plc: <http://www.angkorcapitalbank.com>

Asian Development Bank: <http://www.adb.org/countries/cambodia/main>

International Monetary Fund: <http://www.imf.org/external/country/KHM/index.htm>

World Bank: <http://www.worldbank.org/en/country/cambodia>

Acleda Bank Plc: <http://www.acledabank.com.kh>

ANZ Bank: <http://www.anzroyal.com>

Campu Bank: <http://www.campubank.com.kh>

Canadia Bank: <http://www.canadiabank.com>

Foreign Trade Bank: <http://www.ftbbank.com>

[Return to table of contents](#)

[Return to table of contents](#)

Chapter 8: Business Travel

- [Business Customs](#)
- [Travel Advisory](#)
- [Visa Requirements](#)
- [Telecommunications](#)
- [Transportation](#)
- [Language](#)
- [Health](#)
- [Local Time, Business Hours and Holidays](#)
- [Temporary Entry of Materials and Personal Belongings](#)
- [Web Resources](#)

Business Customs

[Return to top](#)

Like many other countries in Asia, business relationships in Cambodia have their foundations in personal relationships. Connections are important in making contacts and establishing trust. Cambodians are open, approachable and friendly. It is recommended that you approach potential business contacts with a prior introduction or personal reference. Potential partners and customers in Cambodia frequently are more receptive if you arrive with an introduction or letter from a known government official or business contact. Although not absolutely required, small gifts with a company logo are appreciated, as are luncheon or dinner invitations.

Business travelers to Cambodia should have business cards. As in many countries, the cards are exchanged to formalize the introduction process. Always distribute and receive business cards with both hands as a sign of respect to the person you are dealing with and always take a few seconds to study a person's card after it has been received. This is particularly important when dealing with Cambodia's ethnic Chinese minority, many of whom hold influential positions in the country's business community.

The "sampeah" – placing palms together in a prayer-like position – remains a traditional gesture of greeting particularly for women, although it is becoming more popular to shake hands. Foreigners may shake hands with men and women, but should wait until the woman offers her hand, otherwise you should use the traditional sampeah greeting. Touching someone on the head, pointing with the feet, or pointing in someone's face are deemed extremely rude and offensive. Wearing hats in houses, buildings, and particularly in temples is also considered rude.

Cambodia is a tropical country, which is not suitable for formal western business attire. In a strictly formal meeting, however, it is advisable that men wear a suit and tie and women wear a dress or business suit. In a less formal setting, business casual attire may be appropriate.

Travel Advisory

[Return to top](#)

Travel within cities and provincial towns is generally safe, but business travelers should consult with the U.S. Department of State prior to arrival in Cambodia for a current travel advisory (this information is available on the web at <http://travel.state.gov>). Travelers should also consult the U.S. Embassy's current Consular Information Sheet, available at http://travel.state.gov/travel/cis_pa_tw/cis/cis_1080.html.

Americans may register on-line with U.S. Embassy Phnom Penh to obtain updated information on travel and security within Cambodia at http://cambodia.usembassy.gov/register_your_stay_abroad.html

Visa Requirements

[Return to top](#)

A valid passport and a Cambodian visa are required. Tourist and business visas for U.S. passport holders are valid for three months beginning with the date of issue. Cambodia offers on-line visa processing at <http://evisa.mfaic.gov.kh>. One may also apply in person at the Cambodian Embassy located at 4530 16th Street NW, Washington, D.C., 20011; tel. 202-726-7824 or 202-726-7742; fax 202-726-8381. Tourists and business travelers may also obtain a Cambodian visa upon arrival at the airports in Phnom Penh and Siem Reap and at all major border crossings. All methods of obtaining a Cambodian visa require passport-sized photographs and a passport that is valid for a minimum of six months beyond the date of entry into Cambodia.

The fee is \$20 for tourist visas and \$25 for business visas. Travelers should bring with them two passport-sized photos for the visa application. A tourist visa can be extended for one month, but only one time. Business visas can be extended for \$45 for one month, \$75 for three months, \$155 for six months, and \$285 for one year. These fees are for fast-track processing (two working days). Fees for normal processing are lower. Individuals with a business license issued by the Council for the Development of Cambodia (CDC) may apply for a business visa valid for a year. The fee is \$180. The Ministry of Interior has a team at the CDC to assist investors in obtaining long-term business visas.

Travelers should note that Cambodia regularly imposes fines for overstaying a visa. If the overstay is 30 days or less, the charge is \$5 per day, while for overstays of over 30 days, the charge is \$6 per day.

Overseas inquiries may be made at the nearest embassy or consulate of Cambodia or by visiting the Embassy of the Kingdom of Cambodia website at <http://www.embassyofcambodia.org/>.

U.S. companies that require travel of foreign business persons to the United States should consult the following links:

State Department Visa Website: <http://travel.state.gov/visa/>

U.S Embassy in Phnom Penh: <http://cambodia.usembassy.gov/visas.html>

Telephone (landlines as well as cell phones), fax, Internet, and telegram services are available in Cambodia. International telephone charges are relatively expensive compared to other countries in the region. Cell phone service covers most areas throughout the country and is provided by several companies, including Mobitel (<http://www.mobitel.com.kh>), Hello (<http://www.hello.com.kh>), SMART (<http://www.smart.com.kh>), Metfone (<http://www.metfone.com.kh>), and Beeline (<http://www.beeline.com.kh>). International roaming service for mobile phones is available but can be expensive. Internet services are rapidly improving both in terms of price and service, but unlimited broadband service is still relatively expensive. Internet access via a wireless system is provided in major hotels and is free of charge in many restaurants and cafés.

Cambodia has three airports: Phnom Penh International Airport, Siem Reap International Airport, and Sihanoukville Airport. These three airports have been upgraded over recent years with modern terminals. Domestic air service links Phnom Penh with Siem Reap and Siem Reap with Sihanoukville.

Cars and buses offer a cheap way to travel to most provincial capitals. Phnom Penh does not have a city bus system and has very few metered taxis. Motorcycle-taxi (locally known as motodup), three-wheeled motor taxi (known as tuk-tuks), and cyclos are popular forms of transportation. The U.S. Embassy does not recommend using motodups or cyclos mainly because they are prone to accidents and there is a greater risk of street crime. Private cars are available for rental in most cities upon arrival. Rental fees run between \$25 and \$50 per day. If contracting with an independent taxi service, visitors should agree on the price with the driver before embarking. In Phnom Penh, travel at night on foot or motorbike is not recommended.

There have been notable improvements to the Cambodian road network over the last several years. It is much easier to move around the country now than it was just a few years ago. The safety of road travel outside urban areas varies; traveling only during daylight hours can reduce the potential risk of road accidents. During the rainy season, some locations cannot be reached by road. Travelers planning a lengthy visit to Cambodia should register with the U.S. Embassy's Consular Section upon arrival in Cambodia.

Cambodia has an international and commercial deepwater port at Sihanoukville. <http://www.pas.gov.kh/>

Khmer is the official language. English is commonly used in most business meetings. Some senior government officials, however, prefer using Khmer in official meetings. Chinese, French, Thai, and Vietnamese are also widely spoken.

Medical facilities and services in Cambodia do not meet international standards. Both Phnom Penh and Siem Reap have a limited number of internationally run clinics and hospitals that can provide basic medical care and stabilization. Medical care outside these two cities is almost non-existent. Local pharmacies provide a limited supply of prescription and over-the-counter medications, but because the quality of locally obtained medications can vary greatly, travelers should bring adequate supplies of their medications for the duration of their stay in Cambodia.

A current list of clinics, hospitals, and pharmacies with names, addresses and telephone numbers may be obtained from the U.S. Embassy Consular Section website at http://cambodia.usembassy.gov/medical_information.html.

For information on avian influenza (bird flu), please refer to the Department of State's Avian Influenza Fact Sheet. The U.S. Department of State is unaware of any HIV/AIDS entry restrictions for visitors to or foreign residents of Cambodia.

Information on vaccinations and other health precautions, such as safe food and water precautions and insect bite protection, may be obtained from the U.S. Centers for Disease Control and Prevention's (CDC) hotline for international travelers at 1-877-FYI-TRIP (1-877-394-8747) or via the CDC's web site at <http://www.cdc.gov/travel/default.aspx>. For information about outbreaks of infectious diseases abroad, consult the World Health Organization's (WHO) website at <http://www.who.int/en>. Further health information for travelers is available at <http://www.who.int/ith/en>.

The Department of State strongly urges U.S. citizens to consult with their medical insurance company prior to traveling abroad to confirm whether their policy applies overseas and whether it will cover emergency expenses such as a medical evacuation. Please see our information on [medical insurance overseas](#) at http://travel.state.gov/travel/cis_pa_tw/cis/cis_1470.html.

Local Time

During U.S. Eastern Standard Time, Cambodia is twelve hours ahead of the U.S. East Coast. Cambodia consists of a single time zone and is GMT + 7.

Business Hours

Business hours for commercial offices are usually from 7:30 a.m. to 12:00 p.m. and from 1:30 p.m. to 5:00 p.m., Monday through Friday, and Saturday mornings. Government offices are officially open from 7:30 a.m. to 11:30 a.m. and from 2:00 p.m. to 5:00 p.m. Monday through Friday.

Holidays for 2013

January 1	International New Year's Day
January 7	Victory over Genocide Regime
February 25	Meaka Bochea Day
March 8	International Women's Day

April 15, 16, 17	Khmer New Year
May 1	International Labor Day
May 13, 14, 15	Birthday of His Majesty Preah Bat Samdech Preah Boromneath Norodom Sihamoni, King of Cambodia
May 24	Visaka Bochea Day
May 28	Royal Plowing Ceremony
June 1, 3	International and Cambodian Children's Day
June 18	Birthday of Her Majesty the Queen-Mother Norodom Monineath Sihanouk of Cambodia
September 24	Constitution Day
October 3, 4, 7	Pchum Ben
October 15	Commemoration Day of King Norodom Sihanouk
October 23	Anniversary of Paris Peace Accord
October 29	Coronation Day of His Majesty Preah Bat Samdech Preah Boromneath Norodom Sihamoni, King of Cambodia
November 9, 11	Independence Day
November 17, 18, 19	Water Festival
December 10	International Human Rights Day

Temporary Entry of Materials and Personal Belongings

[Return to top](#)

Certain articles can be temporarily imported to be re-exported and are exempt from import duties and taxes. The importers are required to pledge that such articles will be re-exported within the specified period and may be required to provide a guarantee which is refunded after all the obligations under the pledge have been fulfilled.

Below are a listing of goods allowed for temporary entry:

1. Display or exhibition goods
 - a. Display or exhibition goods for a trade fair or conference
 - b. Goods necessary to display machines or equipment
 - c. Construction equipment and ornaments
 - d. Advertising equipment for the display of foreign goods such as film and sound equipment
 - e. Translation equipment, film and video equipment, and cultural or scientific films for use at an international conference
2. Technical equipment for use by technicians, experts, or other professionals (such as computers, phone, fax machines, cameras, voice recorders, and LCDs), apart from machinery used in manufacturing, packaging, or natural resource exploitation.
3. Containers, packages, samples of goods (with no commercial value), or other imports related to, but not part of, commercial transactions when sold or purchased
4. Goods for educational purposes, including scientific components
5. Sports equipment and sportswear

6. Equipment for advertising and attracting tourists to visit other countries
7. Personal effects/belongings
8. Goods imported for humanitarian use/purposes
9. Means of transport of persons or goods for commercial use, such as any vehicle, aircraft, road vehicle, or railway rolling stock.

Additional details on temporary entry can be found at the Customs and Excise Department's website at <http://www.customs.gov.kh/SubDegreeEN/Prakas928EN.pdf>.

Web Resources

[Return to top](#)

- Cambodian Immigration Department: <http://www.cambodia-immigration.com/>
- Royal Embassy of Cambodia in Washington, D.C.: <http://www.embassyofcambodia.org/visa.html>

[Return to table of contents](#)

[Return to table of contents](#)

Chapter 9: Contacts, Market Research and Trade Events

- [Contacts](#)
- [Market Research](#)
- [Trade Events](#)

Contacts

[Return to top](#)

U.S. AND CAMBODIAN CONTACTS

A – Royal Government of Cambodia

1 - Key Cambodian Government Agencies

Council for the Development of Cambodia (CDC)

Address: Government Palace, Sisowath Quay, Sangkat Wat Phnom, Phnom Penh, Cambodia

Contact: H.E. Mr. Sok Chenda Sophea, Secretary General

Tel: (885) 23 427 597; (855) 23 428 954

Fax: (855) 23 360 636

E-mail: info@cambodiainvestment.gov.kh

Website: <http://www.cambodiainvestment.gov.kh>

<http://www.cdc-crdb.gov.kh>

Ministry of Commerce

Address: Lot 19-61, MOC Road (113B Road), Phum Teuk Thla, Sangkat Teuk Thla, Khan Sen Sok, Phnom Penh, Cambodia

Contact: H.E. Cham Prasidh, Senior Minister

Tel: (855) 23 866 088; (855) 23 866 478

Fax: (855) 23 866 188; (855) 23 866 425

E-mail: moccab@moc.gov.kh

Website: <http://www.moc.gov.kh>

Ministry of Industry, Mines and Energy

Address: # 45, Preah Norodom Blvd., Phnom Penh, Cambodia

Contact: H.E. Suy Sem, Minister

Tel: (855) 23 211 759; (855) 23 211 751

Fax: (855) 23 210 272

E-mail: industry@camnet.com.kh/ mine@cambodia.gov.kh

Website: <http://www.mine.gov.kh>

Ministry of Public Works and Transport

Address: Preah Norodom Blvd., Phnom Penh, Cambodia

Contact: H.E. Tram Iv Tek, Minister

Tel: (855) 23 427 845

Fax: (855) 23 426 640

E-mail: info@mpwt.gov.kh

Website: <http://www.mpwt.gov.kh>

Ministry of Agriculture, Forestry and Fisheries

Address: #200, Preah Norodom Blvd., Sangkat Tonle Bassac, Khan Chamkarmon, Phnom Penh, Cambodia

Contact: H.E. Chan Sarun, Minister

Tel: (855) 23 211 351; (855) 23 211 352

Fax: (855) 23 217 320

E-mail: icomaff@camnet.com.kh

Website: <http://www.maff.gov.kh>

Ministry of Posts and Telecommunications

Address: Corner Street 13 and 102, Sangkat Wat Phnom, Phnom Penh, Cambodia

Contact: H.E. So Khun, Minister

Tel: (855) 23 426 510; (855) 23 724 809

Fax: (855) 23 426 011

E-mail: mptc@cambodia.gov.kh

Website: <http://www.mptc.gov.kh>

Ministry of Tourism

Address: #46, Street 205 (Corner 388), Toul Svay Prey II, Khan Chamkarmon, Phnom Penh, Cambodia

Contact: H.E. Thong Khon, Minister

Tel: (855) 23 884 974 (Department of Administration & General Affairs)
(855) 23 880 539 (Department of Marketing & Promotion)

Fax: (855) 23 424 569

E-mail: info@tourismcambodia.org

Website: <http://www.mot.gov.kh>

Ministry of Economy and Finance

Address: #60, Street 92, Sangkat Wat Phnom, Phnom Penh, Cambodia

Contact: H.E. Keat Chhon, Deputy Prime Minister

Tel: (855) 23 724 664

Fax: (855) 23 427 798

E-mail: admin@mef.gov.kh

Website: <http://www.mef.gov.kh>

General Department of Customs and Excise

Address: # 6-8, Preah Norodom Blvd., Sangkat Phsar Thmei III, Khan Daun Penh, Phnom Penh

Contacts: H.E. Pen Siman, Director General; Mr. Kun Nhem, Deputy Director General

Tel: (855) 23 214 065

Fax: (855) 23 214 065

E-mail: customs@camnet.com.kh

Website: <http://www.customs.gov.kh>

Municipality of Phnom Penh

Address: #69, Preah Monivong Boulevard, Sangkat Srah Chak, Khan Daun Penh, Phnom Penh

Contact: H.E. Pa Socheate Vong, Governor

Tel: (855) 23 722 054

Fax: (855) 23 725 626

Public Relations and International Cooperation Office

Tel: (855) 23 430 681

Fax: (855) 23 430 681

E-mail: info@phnompenh.gov.kh

Website: <http://www.phnompenh.gov.kh>

The National Bank of Cambodia (NBC)

Address: # 22-24, Preah Norodom Blvd., Phnom Penh, Cambodia

Contacts: H.E. Chea Chanto, Governor; Mr. Kim Vada, Director of Bank Supervision

Tel: (855) 23 722-221

(855) 23 722 563

Fax: (855) 23 426 117

E-mail: info@nbc.org.kh

Website: <http://www.nbc.org.kh>

General Department of Taxation

Address: Corner Russian Federation & Mao Tsetong Blvd, Sangkat Toek La ak I, Khan Tuol Kork, Phnom Penh

Contact: H.E. Kong Vibol, Director General

Tel: (855) 23 886 708

E-mail: info@tax.gov.kh

Website: <http://www.tax.gov.kh>

2 – Cambodian Government Offices in the United States

Cambodian Embassy in the USA

Royal Embassy of Cambodia
4530 16th Street, NW
Washington, D.C., 20011
Tel: (202) 726 7742
Fax: (202) 726 8381
Contact: H.E. Mr. Hem Heng, Ambassador
E-mail: cambodian_embassydc@hotmail.com
Website: <http://www.embassyofcambodia.org>

Permanent Mission of the Kingdom of Cambodia to the United Nations

Address: 327 East 58th Street, New York, N.Y. 10022
Tel: (212) 336 0777 / 759-7129
Fax: (212) 759 7672
Contact: H.E. Dr. Sea Kosal
E-mail: cambodia@un.int
Website: <http://www.cambodiaun.org/>

B – U.S. Government Contacts

United States Embassy Phnom Penh

Cambodian Mailing Address: #1, Street 96, Phnom Penh, Cambodia
Contact: Ambassador William E. Todd
Tel: (855) 23 728 000
Fax: (855) 23 728 600

Economic/Commercial Officer: Mr. David Myers
Tel: (855) 23 728-401
E-mail: MyersDR3@state.gov

Economic/Commercial Specialist: Mr. Yuk Sothirith
Tel: (855) 23 728-116
Fax: (855) 23 728-800
E-mail: YukS@state.gov

Commercial Specialist: Ms. Chann Sokros
Tel: (855) 23 728-158
Fax: (855) 23 728-800
E-mail: ChannS@state.gov
Website: <http://cambodia.usembassy.gov/>

United States Commercial Service Trade Information Center

Washington, D.C.
Tel: (800) USA-TRADE
Fax: (202) 482-4473
Website: <http://www.ita.doc.gov/>

United States Commercial Service

U.S. Embassy Bangkok

Address: 3rd Floor, Room 302, GPF Witthayu Tower A, 93/1 Wireless Rd., Bangkok 10330, Thailand

Contact: Michael L. McGee, Commercial Counselor

Tel: (66) 2 205 5280

Fax: (66) 2 255 2915

E-Mail: Michael.McGee@trade.gov

Website: <http://www.buyusa.gov/thailand/en/>

Export-Import Bank of the United States

811 Vermont Ave. NW

Washington, D.C. 20571

Tel: (202) 565 3510

Fax: (202) 565 3380

Website: <http://www.exim.gov>

Overseas Private Investment Corporation

Address: 1100 New York Avenue NW, Washington, DC 20527, USA

Contact: Mr. Bruce Cameron, Business Development Officer

Tel: (202) 336 8745

Fax: (202) 408 5154

E-Mail: Bcame@opic.gov

Website: <http://www.opic.gov>

C – Multilateral Contacts:**Asian Development Bank**

Box 789, 0890 Manila, Philippines

Tel: (63) 2 632 6050

Fax: (63) 2 632 4003

E-Mail: manila.adb.office.box@mail.doc.gov

Website: <http://www.adb.org>

Asian Development Bank – Cambodia Resident Mission

Address: # 29, Suramarit Boulevard, Sangkat Chaktomuk, Khan Daun Penh, Phnom Penh

Tel: (855) 23 215 805 / 215 806 / 216 417

Fax: (855) 23 215 807

E-mail: adbcarm@adb.org

Website: <http://www.adb.org/carm>

International Finance Corp.

Address: 1850 I (Eye) St. NW, Room I-11-063, Washington, D.C. 20433, USA

Contact: Mr. Morgan Landy, Cambodia Investment Officer

Tel: (202) 473 9350

Fax: (202) 676 0820

Website: <http://www.ifc.org>

International Finance Corp. – Cambodia Office

Address: #70, Norodom Blvd., Sangkat Chaktomuk, Phnom Penh
Tel: (855) 23 210 922
Fax: (855) 23 215 157
Website: <http://www.ifc.org>

Multilateral Investment Guarantee Agency

Address: 1818 H St. NW, Washington, D.C. 20433 USA
Tel: (202) 458 2538
Fax: (202) 522 2630
Website: <http://www.miga.org>

D – Local Business Associations

Cambodia Chamber of Commerce

Address: Building Address: #7D7, Russian Address: Blvd, (st.110), Sangkat Toek Laak I, Khan Toul Kok, Phnom Penh, Cambodia
Contact: Okhna Kith Meng, President
Tel: (855) 23 880 795
Fax: (855) 23 881 757
E-mail: info@ccc.org.kh
Website: <http://www.ccc.org.kh>

Cambodia Association of Travel Agents

Address: #65, Street 240, Sangkat Chaktomuk, Khan Daun Penh, Phnom Penh, Cambodia
Tel: (855) 23 212 421
Fax: (855) 23 216 212
E-mail: cata@online.com.kh
Website: <http://www.cata.org.kh>

Cambodia Constructors' Association

Address: Canadia Tower, 315, Ang Duong St (Corner of Monivong Blvd), Phnom Penh, Cambodia
Contact: Mr. Pung Kheang Se, President
Tel: (855) 23 868 222

Cambodia Federation of Employers and Business Associations

Address: # 44A, Street 320, Sangkat Boeung Keng Kang III, Khan Chamkar Morn, Phnom Penh, Cambodia
Contact: Van Sou leng, President
Tel: (855) 23 222-186/ 23 219 279
Fax: (855) 23 222-185
E-mail: camfeba@camfeba.com
Website: <http://www.camfeba.com>

Cambodia Hotel Association

Address: #128F, Sothearos Blvd, Corner of Russian Embassy, Phnom Penh, Cambodia

Contact: Luu Meng, President

Tel: (855) 16 9100 22

E-mail: info@cambodiahotelassociation.com.kh

Website: <http://www.cambodiahotelassociation.com.kh/>

Garment Manufacturers Association in Cambodia

Address: #175, Street 215, Phsar Dem Kor Quarter, Toul Kok District, Phnom Penh, Cambodia

Contacts: Mr. Van Sou leng, Chairman; Dr. Ken Loo, Secretary General

Tel: (855) 12 563 082; (855) 23 301 181

Fax: (855) 23 882 860

E-mail: info@gmac-cambodia.org

Website: <http://www.gmac-cambodia.org>

Federation of Cambodian Rice Millers Associations

Address: National Road No.5, Prey Kone Sek Village, Sangkat O'char, Battambang City, Battambang Province, Cambodia

Contact: Mr. Ny Lyheng, Managing Director

Tel: (855) 12 932 388; (855) 88 932 3888

E-mail: lyhengny@yahoo.com

E- Local Professional Services

Professional services, local law firms, and U.S. law firms are listed below (listed alphabetically):

BNG Legal

Address: #64, Street 111, P.O.Box No. 172, Sangkat Boeung Prohit, Khan 7 Makara, Phnom Penh, Cambodia

Contact person: Mr. Naryth Hour Hem , Managing Director

Tel: (855) 23 217 510 / (855) 23 212 740/ (+1) (503) 96 78009 (US)/ (+852) 8191 5059 (Hong Kong)/ (+81) (50) 5806 5665 (Japan)

Fax: (855) 23 212 840 / e-Fax: (+1) (503) 828 9033 (US)

E-mail: hnh@bngkh.net / info@bnglegal.com

Website: <http://www.bnglegal.com>

DFDL Mekong Legal and Tax Advisers

Address: #33, Street 294 (Corner Street 29), Sangkat Tonle Bassac, Khan Chamkarmon, Phnom Penh, Cambodia

Contact person: Mr. Martin DeSautels, Regional Managing Partner

Tel: (855) 23 210 400

Fax: (855) 23 214 053

E-mail: cambodia@dfdlmekong.com

Website: <http://www.dfdlmekong.com>

KPMG Cambodia Limited

Address: Delano Center, 4th Floor, No. 144, Street. 169, Sangkat Veal Vong, Khan 7 Makara, 12253, Phnom Penh, Cambodia

Contact person: Craig McDonald, Senior Partner

Tel: (855) 23 216 899

Fax: (855) 23 217 279

E-mail: kpmg@kpmg.com.kh

Website: <http://www.kpmg.com.kh>

Morison Kak & Associé

Address: #25, Street 360, Sangkat Boeung Keng Kang I, 12302, Phnom Penh, Cambodia

Contact person: Mr. Key Kak, Chairman

Tel: (855) 23 218 994

Fax: (855) 23 218 993

E-mail: mka.audit@morisonkak.com

Website: <http://www.morisonkak.com>

PWC

Address: #35, Sihanouk Blvd, Tonle Bassac, Chamkar Morn, 12301, Phnom Penh

Contact Person: Kuy Lim, Partner

Tel: (855) 23 218 086

Fax: (855) 23 211 594

E-mail: lim.kuy@kh.pwc.com

Website: <http://www.pwc.com/kh>

Sarin & Associates (Law Firm)

Address: #45, Street 355, Phnom Penh

Contact Person: Mr. Denora Sarin, Lawyer

Mobile: (855) 98 777 007

Tel: (855) 23 882 943

Fax: (855) 23 882 943

E-mail: sarin-associates@camnet.com.kh

Sciaroni and Associates (Legal Advisors)

Address: #24, Street 462, Sangkat Tonle Bassac, Khan Chamkarmom, Phnom Penh, Cambodia

Contact: Mr. Bretton Sciaroni, Senior Partner

Tel: (855) 23 210 225

Fax: (855) 23 213 089

E-mail: info@sa-cambodia.com

Website: <http://www.sa-cambodia.com>

United Studies Group Ltd

Address: 1st Floor Hong Kong center, 108 – 112, Street Sothearos, Sangkat Chaktomuk, Khan Daun Penh, Phnom Penh, Cambodia

Contact: Mr. Christian Berger

Fax: (855) 23 224 453

E-mail: info@usgcambodia.com

Website: <http://www.usgcambodia.com>

F– Foreign Business Associations

American Cambodian Business Council (AmCham)

Address: #24, Street 462, Sangkat Tonle Bassac, Phnom Penh, Cambodia
Contact: Mr. Bretton G. Sciaroni (Chairman); Jim Swander, Executive Director
Tel: (855) 15 333 715 or (855) 77 886 699
Fax: (855) 23 213 089
E-mail: admin@amchamcambodia.net or ed@amchamcambodia.net
Website: <http://www.amchamcambodia.net/>

Australian Business Association of Cambodia (ABAC)

Address: #20, Kramuon Sar (St.114), Corner Street 67, in ANZ Royal Bank
Contact: Mr. Derek Nayes, Secretary
Tel: (855) 12 385 157
E-mail: abacambodia@gmail.com

British Business Chamber of Commerce in Cambodia (BritCham)

Address: Room number 153, Building A, Phnom Penh Center, Sihanouk (St. 274),
corner of Sothearos (St.3), Phnom Penh, Cambodia
Contact: Darren Conquest, Chairman
Kevin Britten, Vice Chairman
Mobile: (855) 92 268 250
Tel: (855) 23 997 492
E-mail: chairman@britchamcambodia.org/ Vice-chair@britchamcambodia.org
Website: <http://www.britchamcambodia.org>

Canadian Trade Commissioner Service

Address: # 9, Senei Vinna Vaut Oum (St. 254), Embassy of Canada, Phnom Penh,
Cambodia
Tel: (855) 23 213-470, Ext 417
Fax: (855) 23 211-389
E-mail: pnmpn@international.gc.ca
Website: <http://www.infoexport.gc.ca/kh>

European Chamber of Commerce (EUROCHAM)

Address: 10th Floor, Phnom Penh Tower, #445 Monivong Blvd, Khan 7 Makara,
Phnom Penh, Cambodia
Tel: (855) 10 801 950
E-mail: info@eurocham-cambodia.org
Website: <http://www.eurocham-cambodia.org>

French Cambodian Chamber of Commerce

Address: # 33E2, Sothearos (St.3), Corner of Preah Ang Makhak Vann (St.178),
Phnom Penh, Cambodia
Contact: Mr. Daniel Zarba, Director
Tel & Fax: (855) 23 221 453
Mobile: (855) 12 801 950
E-mail: cfc@online.com.kh
Website: <http://www.cfcambodge.org>

International Business Chamber of Cambodia (IBC)/International Business Club

Address: # 24, Street 462, Sangkat Tonle Bassac, Khan Chamkamon, Phnom Penh

Contact: Mr. Bretton G. Sciaroni, Chairman

Tel: (855) 23 210 225

Tel: (855) 23 362 670

Fax: (855) 23 213 089

E-mail: zirconium@online.com.kh

info@ibccambodia.com

Website: <http://www.ibccambodia.com>

Japanese Business Association of Cambodia

Address: Unit 1721E2, Attwood Business Center, Russian Blvd, Sangkat Tek Thla,

Khan Sen Sok, Phnom Penh

Contact: Kiyotaka Doho, General Secretary

Tel: (855) 23 866 253

Fax: (855) 23 866 220

E-mail: jimukyoku@jbac.info

Website: <http://www.jbac.info>

Korea Trade Center (KOTRA)

Address: The Commercial Section Embassy of the Republic of Korea

PGCT Center, Street 274, Phnom Penh

Tel: (855) 23 214 465

Fax: (855) 23 211 598

E-mail: kotrapnh@gmail.com

Website: <http://www.kotra.or.kr>

Malaysian Business Council of Cambodia (MBCC)

Address: Holiday Villa, 89 Monivong Blvd, Sangkat Monorom, Khan 7 Makara,

Phnom Penh, Cambodia

Contact: Mr. Teh Sing, President

Mobile: (855) 12 881 228

E-mail: mbcc.secretariat@gmail.com

Website: <http://www.mbccambodia.org.kh>

Taiwan Commercial Association in Cambodia (TCAC)

Address: #1E, Street Ongtaminh, Sangkat Kakab, Khan Po Senchey, Phnom Penh, Cambodia

Contact: Mr. Lin Chih Long, President

Mr. Chen KC, Secretary

Tel: (855) 12 956 399

(855) 23 982 222

E-mail: tcac2011@hotmail.com

Thai Business Council of Cambodia

Address: # 196, Preah Norodom Blvd., Phnom Penh, Cambodia

Contact: Ms. Ora Nooch Pakarat, President

Mobile: (855) 16 958 065/ (855) 61 958 065

E-mail: admin@tbccambodia.org

Website: <http://tbccambodia.org>

U.S.-ASEAN Business Council

1101, 17th Street NW, Suite 411

Washington, D.C. 20036

Contact: Mr. Daniel Henderson

Tel: 202 289-1911

E-mail: mail@usasean.org

Website: <http://www.usasean.org>

Market Research[Return to top](#)

To view market research reports produced by the U.S. Commercial Service please go to the following website: <http://www.export.gov/mrktresearch/index.asp> and click on Country and Industry Market Reports.

Please note that these reports are only available to U.S. citizens and U.S. companies. Registration on the site is required and is free.

Trade Events[Return to top](#)

Please click on the link below for information on upcoming trade events.

<http://www.export.gov/tradeevents/index.asp>

[Return to table of contents](#)

Chapter 10: Guide to Our Services

The President's National Export Initiative aims to double exports over five years by marshaling Federal agencies to prepare U.S. companies to export successfully, connect them with trade opportunities, and support them once they do have exporting opportunities.

The U.S. Commercial Service offers customized solutions to help U.S. exporters, particularly small and medium sized businesses, successfully expand exports to new markets. Its global network of trade specialists will work one-on-one with U.S. exporters through every step of the exporting process, helping to:

- Target the best markets with our world-class research
- Promote U.S. products and services to qualified buyers
- Meet the best distributors and agents for U.S. products and services
- Overcome potential challenges or trade barriers
- Gain access to the full range of U.S. government trade promotion agencies and their services, including export training and potential trade financing sources

To learn more about the Federal Government's trade promotion resources for new and experienced exporters, please click on the following link: <http://www.export.gov>.

For more information on the services the U.S. Commercial Service offers to U.S. exporters, please click on the following link:
http://cambodia.usembassy.gov/services_for_us_companies.html.

U.S. exporters seeking general export information/assistance or country-specific commercial information can also contact the **U.S. Department of Commerce's Trade Information Center at (800) USA-TRAD(E)**.

To the best of our knowledge, the information contained in this report is accurate as of the date published. However, **The Department of Commerce** does not take responsibility for actions readers may take based on the information contained herein. Readers should always conduct their own due diligence before entering into business ventures or other commercial arrangements. **The Department of Commerce** can assist companies in these endeavors.

[Return to table of contents](#)