

Sourcing from Cambodia

CASHEW NUT

Product & Supplier Brochure



Source: Freepik



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Cambodia at a Glance

Cambodia has enjoyed over two decades of economic and urban development, averaging an annual GDP growth rate of 6% between 2010 and 2021. After a small post-Covid slump, GDP has continued increasing, from USD 27.2 billion in 2021 to USD 29.6 billion in 2022. Growth forecasts are 5.5% and 6% for 2023 and 2024, respectively.

The country's population is 17 million and increasing, with a relatively young median age of 27. Cambodia's middle class is growing, as is the urbanization rate, currently estimated at 25.3%. The presence of a young, growing and increasingly urbanized middle class suggests Cambodian consumer demand and spending will continue to grow steadily in the future, as has been the case for over two decades. Cambodia's GDP per capita is estimated at USD 1,784.79 for 2022 with household consumption being equivalent to 65.2% of the GDP.

The Government of Cambodia has embraced free market principles and sees the opening of the country to foreign investment as one of its priorities; it aims to bring the country to upper-middle-income status by 2030 and high-middle-

income status by 2050. The Government has introduced various policy incentives to ease business engagement. One of them, called Qualified Investment Projects (QIPs), offers several benefits including tax holidays and duty exemptions on the import of construction materials.

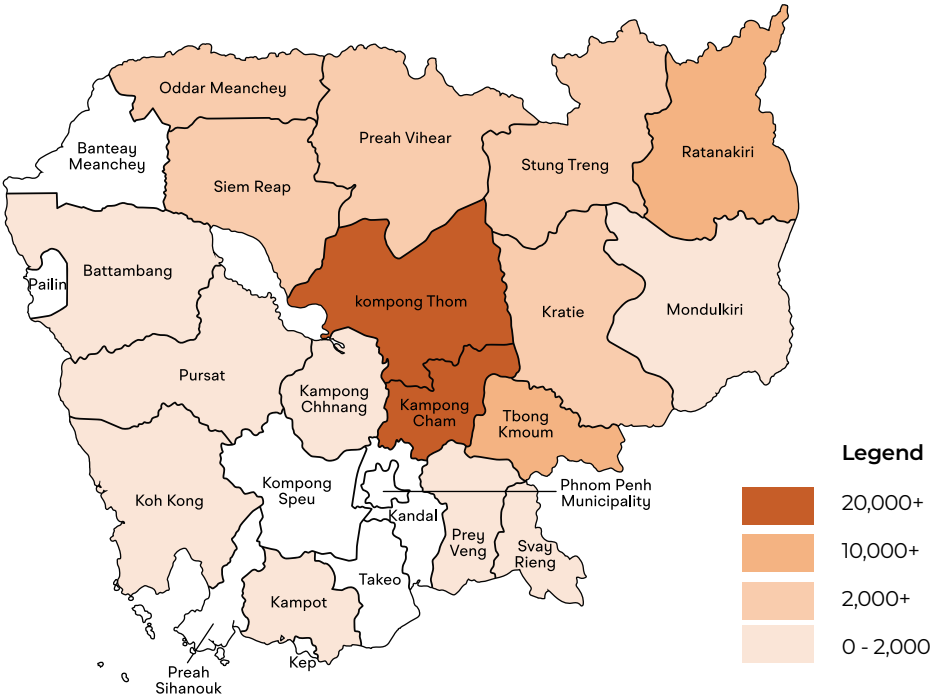
Cambodia's international trade benefits from the country's favourable geographic location at the crossroads between Thailand and Vietnam – two major manufacturing economies and trading partners in the region. The recent signing of regional and bilateral free trade agreements (FTAs) is expected to strengthen Cambodia's connectivity with international markets. Examples of such agreements include the China-Cambodia FTA and the Regional Comprehensive Economic Partnership (RCEP). Although there is no bilateral FTA between Cambodia and the European Union yet, trade links are significant. After China and the USA, the European Union (EU27) is Cambodia's third largest trade partner as of 2022 (followed by Vietnam and Thailand), with Germany being the top individual EU country.

Cambodia's trade performance has been very impressive in the last 10 years. The country's exports have grown by an average of 16% per year, while imports have grown by an average of 12% annually. This has led to a significant increase in the country's trade surplus: In 2022, Cambodia's exports totalled USD 16.3 billion, while imports totalled USD 12.7 billion, resulting in a USD 3.6 billion surplus. The garment industry is the country's single largest export sector, accounting for about 70% of total exports. However, there are also rising opportunities for the export of local agricultural

products, such as rice and cashew nuts. Going forward, Cambodia's trade performance is expected to remain strong. Besides the country's traditional exports, the Government is working to diversify the country's export base, including new agricultural products.

Cambodia will continue developing as a sourcing destination of high-quality products for the international market.

Cambodian cashew nut production (in tons), by region



Cambodia Factsheet

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Currency

Riel (KHR): 1 USD \approx 4,100 KHR. Dollarised economy (83%)

GDP

28.3 USD billion (2022)

GDP growth rate

5.3% (2022)

GDP per capita

1,771 USD (2022)

Official language

Khmer, English widely used

Capital city

Phnom Penh

Major cities

Siem Reap, Sihanoukville, Battambang

Government type

Constitutional Monarchy

Head of State

His Majesty King Norodom Sihamoni

Population

17 million (2023), annual growth 1.08 %, <27 years old: 50%

Economy

Garments, Tourism, Construction, Agriculture

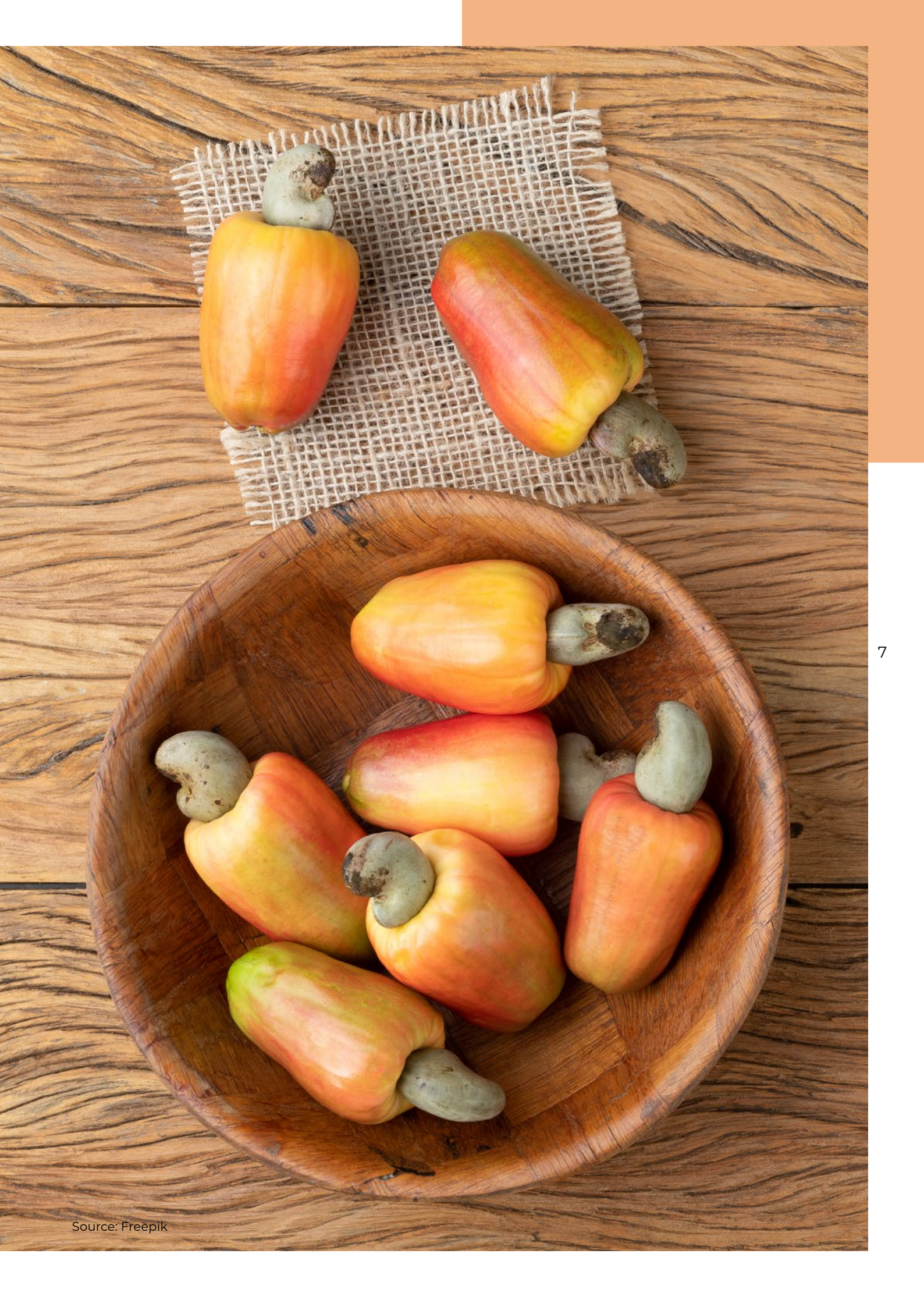
Climate

Wet season: May to October

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

Major religion

Buddhism (95%)



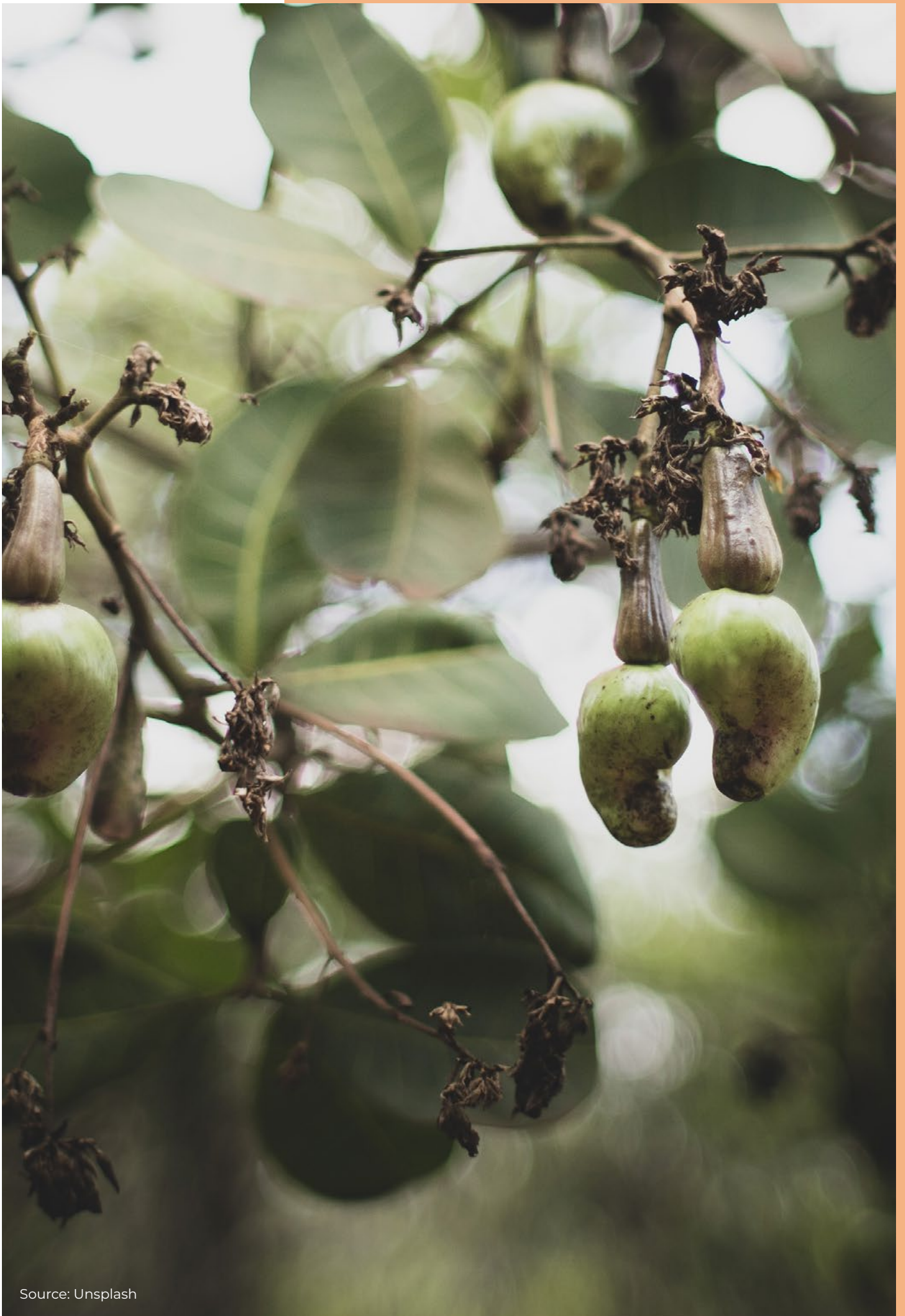
Introduction

The cashew tree is native to South America, but it was introduced to Southeast Asia during the 16th century. The first species were planted in Cambodia in the northeast provinces of Ratanakiri and Mondulakiri, where the climate and soil conditions are ideal for the crop.

Cambodia's location near the equator provides ideal conditions for cashew nut cultivation. Widely used in local cuisine, Cambodian cashew nuts are popular when roasted and salted, adding a delightful crunch and nutty flavour to dishes like stir-fries, curries, salads, and desserts. Cambodia also produces a unique alcoholic beverage called "Cashew Nut Wine," crafted by fermenting cashew fruits, resulting in a sweet and tangy flavour. Besides their delicious taste, cashew nuts are rich in nutrients, serving as a good source of healthy fats, protein, dietary fibre, and essential minerals like magnesium, phosphorus, and zinc. Overall, cashew nuts in Cambodia offer culinary versatility, a unique beverage option, and a nutritious snack.

The vast majority of Cambodian cashew growers are smallholder farmers cultivating on 5 hectares or less. Most of Cam-

bodian cashew nuts are sold to Vietnam unprocessed via middlemen who often determine purchasing prices at their own discretion. Shelling and further processing of Cambodian cashew nuts is then conducted in Vietnam, leaving Cambodia in the unfavourable position of creating little added value to these commodities. However, there is a growing interest in promoting locally processed Cambodian cashew varieties in the global market. The country's cashew nuts are known for their high quality, appealing to international buyers in the United States and Europe. Despite the potential, the productivity of cashew plantations in Cambodia is currently below capacity, but there are efforts to improve this by training and educating farmers, introducing better seeds and seedlings, as well as promoting organic practices. Additionally, there is a push to invest more in the cashew nut industry, with the goal of Cambodia becoming a leading global producer of processed cashew nuts. The National Cashew Policy 2022-27 aims to build a value-addition infrastructure and industry that will facilitate access to high-value export markets, ultimately creating a sustainable and profitable export industry.



Varieties

In Cambodia, multiple locally developed cashew nut varieties are cultivated, including M23, H09, M1, M10, IM4, M7, and SAM1. Among these varieties, M23 is the most widely grown, accounting for ca. 70 percent of cashew cultivation. H09 follows at 10 percent, while M1 and M10 each contribute 5 percent. The remaining percent comprise IM4, M7, SAM1, and ancestral varieties and those imported from Vietnam.

Each variant is assigned a code based on the name of the plantation where it was first identified. For instance, the M23

variety was named after a farmer named Mony who discovered it on the 23rd. M23 cashews are typically larger and more resistant to weather conditions compared to other types.

On a global scale, cashew nut varieties are distinguished by their flowering cycles, yield per hectare, size, outturn (percentage of usable kernels by weight, compared to in-shell weight), and quality. The table below provides a breakdown of the five most common Cambodian varieties.

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M23

The M23 variant flowers from Mid-November to February and is one of the fastest flowering varieties of cashew (2-3 times per year). It produces very high yields from 1.5 to 2.6 tonnes per hectare (2t/ha on average), with an average number of 110-130 unshelled nuts per kilogram and an outturn of 28-33%. It is more weather-resistant than other varieties, but also requires more maintenance by growers in cultivation, as its ability to develop more shoots requires more protection from pests.



H09

The H09 variant flowers from late November to early January with one flowering per year. It has a yield of 1.3 to 2.4 tonnes per hectare, with an average number of 120-150 unshelled nuts per kilogram and an outturn of 28-32%.



M1

The M1 variety's yield depends on soil quality and climate conditions, with fluctuations compared to the M23 variety. On average, M1 yields about 10% to 20% less than M23 and starts producing yield a year later. M1 nuts are generally larger with a brighter shell and slightly higher kernel percentage but can be smaller than M23 if planted in fertilized soil. M1 flowers once a year, making it easier to maintain compared to M23's three flowering cycles. M1 has similar weather resistance to other varieties, with rain during blossom potentially damaging the flowers.



M10

The M10 variant flowers in early November with one flowering per year. It has a yield of 1.4 to 2.3 tonnes per hectare, with an average number of 110-140 unshelled nuts per kilogram and an outturn of 29-34%.



IM4

The IM4 variant flowers from Mid-December to February with two flowerings per year. It has a yield of 1.2 to 2.3 tonnes per hectare, with an average number of 120-135 unshelled nuts per kilogram and an outturn of 27-32%.

Production

The cashew nut harvest season in Cambodia runs from February to May, with an average yield of about 1.5 tons per hectare. Currently, ca. 95% of these raw cashew nuts are sold to neighbouring Vietnam for processing into finished products, further destinations also include India and China. However, Cambodia is actively working to increase its domestic cashew processing capacity.

The Cambodian cashew industry is dominated by smallholder farmers who organize themselves into local agricultural cooperatives (ACs). Furthermore, there are two umbrella organizations operating within the industry, namely the Cashew Nut Association of Cambodia (CAC) and the Cambodia Cashew Federation (CCF). At present, the country has approximately 30 small-scale cashew processing plants and three medium-sized plants situated in Kampong Thom, Kampong Cham, and Preah Vihear provinces. To meet the objectives set by the National Policy on Cashew 2022-2027, it is estimated that at least 50 new medium-sized facilities will be required.

One of the key challenges faced by Cambodia's cashew nut value chain is the inadequate investment in processing facilities. Merely a small fraction of the country's cashew nuts undergoes domestic processing. Additionally, numerous producers are deterred from processing cashew nuts due to the persistently declining market prices. In 2023, the average price for processed nuts plummeted to USD 6.5 per kilogram, falling below the cost prices. Consequently, the area dedicated to cashew farming in Cambodia has contracted by approximately 100,000 hectares since 2021, as producers opt to cultivate alternative crops instead.

Cashew nut production is concentrated in the country's central regions. According to the latest available data, the top-5 producing provinces were Kampong Cham, Kampong Thom, Ratanakiri, Tboung Khmum and Kratie.

Province	Production (thousand tons)
Kampong Cham	27.8
Kampong Thom	24.6
Ratanakiri	18.7
Tboung Khmum	12.6
Kratie	6.7
Preah Vihear	4.1
Stung Treng	3.6
Siem Reap	2.4
Oddar Meanchey	2.1
Mondulkiri	1.8
Koh Kong	0.5
Kampot	0.4
Prey Veng	0.3
Svay Rieng	0.3
Battambang	0.2
Pursat	0.2
Kampong Chhnang	0.1
Total	1093.1



Source: Freepik

Regulations

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The Cambodian Government recognizes the significant potential of cashew nuts as a pivotal crop for improving farmers' livelihoods and driving the country's agricultural export agenda. The Cambodian Ministry of Commerce has unveiled its National Policy on Cashew 2022–2027, aiming to enhance cashew production, establish advanced processing infrastructure, and promote exports through market diversification and trade facilitation programs.

Additionally, it aims to improve quality to meet international standards and promote domestic consumption.

To achieve these goals, the Cambodian Government is implementing various activities throughout the cashew industry value chain. These include providing financial assistance to processors, establishing a processing cluster in Ratanakiri province, participating in international trade fairs and exhibitions, and offering technical assistance to farmers.

The National Cashew Policy sets ambitious targets for the industry, including increasing production from 140,000 tons in 2021 to 200,000 tons by 2027 and elevating the export value of cashew nuts from USD 1 billion in 2021 to USD 1.5 billion by 2027. The policy also aims for 25% of cashew nuts to be processed domestically by 2027 and at least 50% by 2032.

The implementation of this policy is expected to significantly boost the industry, create employment opportunities in rural areas, and position Cambodia as an important producer and supplier of cashew nuts for local, regional, and global markets.



Development Cooperation

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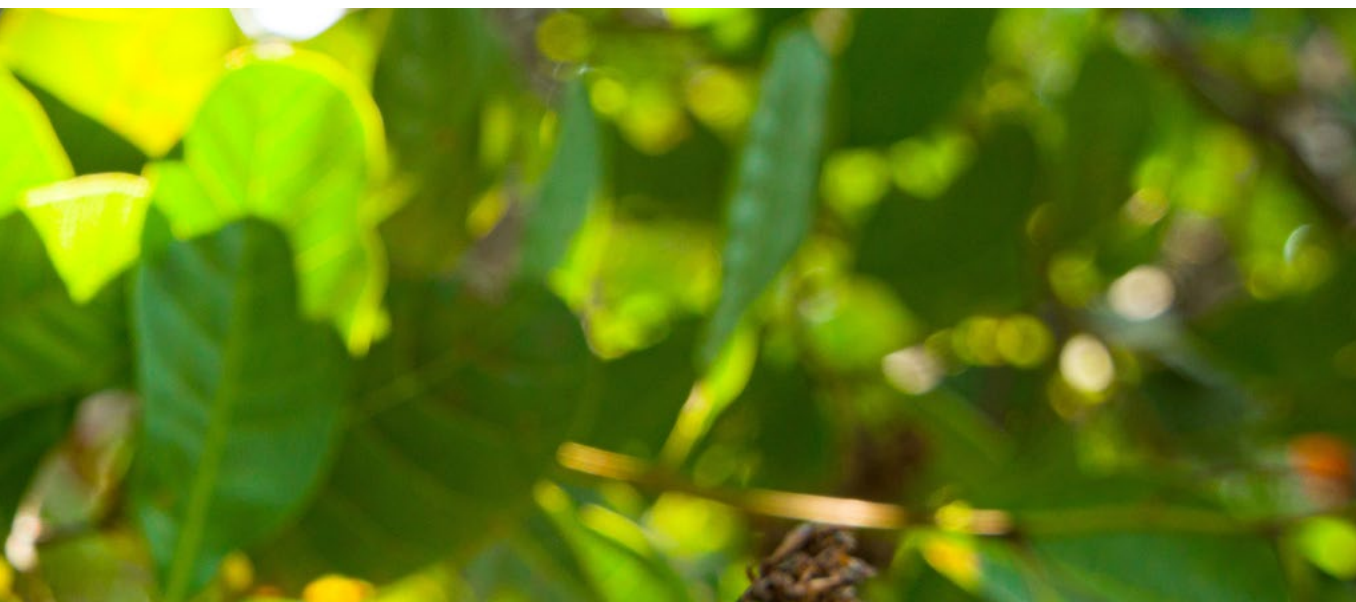
Several initiatives have received support from development partners to foster the development of Cambodia's cashew nut sector.

The German development agency GIZ is actively involved in enhancing the resilience of the cashew value chain through its Strengthening the Climate Resilience of Agricultural Systems (CRAS) project. GIZ has allocated approximately USD 6.4 million to mitigate climate risks by promoting the adoption of adaptive farming techniques and diversifying products within the sector.

Another notable project is Feed the Future Cambodia Harvest II, which is funded by USAID. This project aims

to drive sustainable growth in the agriculture sector, with a specific focus on four subsectors: vegetables, mango, longan, and cashew. It operates across various provinces, including Pursat, Battambang, Siem Reap, and Kampong Thom, among others.

From 2022 to 2025, the aid organization of the Protestant Church in Switzerland, HEKS/EPER, is supporting smallholder farmers in the provinces of Preah Vihear and Kampong Thom in cultivating and marketing cashew nuts. Benefitting around 12,000 farmers, the project focuses on climate-resilient and organic cashew cultivation, including organic certification support.



International Trade

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Cashew nuts have an enormous trade potential in Cambodia. Under the Harmonized System (HS) codes 080131 (in shell) or 080132 (shelled), cashew nuts are playing an increasing role in Cambodia's trade agenda, particularly its export diversification and agri-export strategies.

Cashew nut producers in Cambodia are working hard to obtain international certifications. Regulations from a single body are not enough to ensure consumer trust in small and medium-sized enterprises (SMEs). Cashew nut producers typically seek Hazard Analysis and Critical Control Points (HACCP) certification as their first general certification. HACCP is not mandatory, but it is required to comply with European regulations and laws. Most European buyers will request certifications recognized by the Global Food Safety Initiative (GFSI). For cashew nuts, the most relevant certification programs are:

- EU Organic
- USDA Organic
- Fair Trade
- International Featured Standards (IFS)
- British Retail Consortium Global Standards (BRCGS)
- Food Safety System Certification (FSSC 22000)

Exports

In accordance with the above HS codes, exported cashew nuts are either in-shell or shelled, with exports of the former skyrocketing in recent years: The export

volume of Cambodian in-shell cashew nuts increased by a whopping 725% from 1,088 tons in 2018 to 8,981 tons in 2022, worth USD 12.5 million. Shelled cashew nuts have seen a similar trend, increasing from 671 tons in 2018 to 1,787 tons in 2022.

The main destination for Cambodian in-shell cashew nut exports is by far Vietnam (USD 10.8 million), whilst Thailand is the top destination for the shelled variety (USD 0.5 million). Other export markets are India, China, and South Korea.

Cambodia's cashew nut exports have benefited from a number of factors, including the country's favorable climate for cashew nut cultivation, the increasing demand for cashew nuts in global markets, and the government's active involvement in promoting exports in this sector.

Imports

Cambodian imports of cashew kernels are negligible and have exhibited a downward trend in recent years. In 2018, the country imported 289 tons of shelled cashew nuts and 391 tons of in-shell cashew nuts. However, by 2022, these figures had significantly declined to just 93 tons for shelled cashew nuts and a mere 4 tons for in-shell cashew nuts.

While no data is available on processed cashew nut imports directly, prepared and preserved nuts — including cashew nuts under HS Code 20081910 — were imported from Thailand, Malaysia, and the United Kingdom with a total value of USD 51,000 in 2022.

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Company Profiles

The following section features selected Cashew Nuts companies.

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Source: Unsplash



AMPLE AGRO PRODUCT CO., LTD

Ample Agro Products Co., Ltd is a private social agribusiness specializing in producing, processing, and standardizing premium agro-commodities from Cambodia. Serving both local and global markets, their portfolio includes cashew kernels, organic-PGI Kampot peppercorns, chili, palm sugar, dehydrated mango, pineapple, and dried sesame. Ample's exported products meet high international standards and hold certifications such as EU Organic and ISO 22000. Beyond providing healthy food, the company strives to contribute to sustainable agricultural development and environmental protection. Operating with a strong sense of responsibility and ethical values, Ample places importance on corporate social responsibility (CSR) and actively engages in inclusive business development.

MAIN PRODUCTS

**Cashew Kernels
(whole)**

**Cashew Kernels
(salted roasted)**

**Cashew Kernels
(split and broken)**

Dried red chilli

Fresh red chilli

**Organic-PGI
Kampot Peppercorns**

Palm sugar

Dehydrated mango

Dehydrated pineapple

Dried sesame

CERTIFICATIONS

EU Organic

USDA Organic

ISO 22000

**Geographical Indication
(GI)**

GMP

HACCP

CONTACT

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#23D, St. 350, Boeung Keng Kang 3, Boeung Keng Kang, Phnom Penh 120104, Cambodia



CSL ENTERPRISE

CSL Enterprise is a Cambodian enterprise that specializes in the production and supply of high-quality snacks, nuts, spices, and grains. The company's natural snack range includes dried fruits, roasted nuts, and chips made from popular fruits in Cambodia. Additionally, it offers a selection of spices and grains, which includes mung beans, soybeans, red beans, chilli powder, and pepper, among others.

CSL products can be found in various local supermarkets, allowing easy access for consumers. Currently, their exports are limited to Natural Dried Mango, Natural Dried Longan, and Natural Roasted Cashew Nut. However, the company has plans to expand their export range to include other products such as Dried Banana and Dried Pineapple in the future.

MAIN PRODUCTS

**Natural Roasted
Cashew Nut**

Chilli Flakes

Ground Chilli

Fried Chilli

Dried Fried Chilli

Natural Dried Mango

Natural Dried Longan

CERTIFICATIONS

HACCP

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CONTACT

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#50, Plauv Lorm, Sangkat Thoeuk Thla, Kan Sensok, Phnom Penh 120802, Cambodia



HANDCRAFTED CASHEW NUTS STUNG TRENG

Handcrafted Cashew Nuts Stung Treng was established in 2021 with a vision of fostering inclusive growth and uplifting the local community by keeping a significant portion of the value chain within the region. Stung Treng Cashew takes pride in offering the finest, premium quality cashew nuts that meet the discerning demands of both local and global markets. Each cashew nut is carefully extracted from fresh cashew apples sourced from local farmers in the Stung Treng Province and neighboring regions. The company caters to both retail and wholesale customers, offering a range of final and semi-final products. It is also making preparations to expand its exports to East Asia, Europe, and North America. Notably, approximately 80% of the factory's employees are women who receive fair and equal compensation for their work. Moreover, through the company, these employees have access to educational programs, further demonstrating a commitment by the company to empower its workforce.



MAIN PRODUCTS

Plain Processed Cashew Nuts

Flavoured Cashew Nuts
(lightly salted, Tom
Yum, spicy, milk cream,
cinnamon) 90 tons / year

CERTIFICATIONS

HACCP

GMP

USFDA

CONTACT

<https://stungtrengcashew.com/> | +855 85 551 988 / +855 69 234 999 / +855 66 77 88 69
sothnitasoeun@gmail.com / veasoth7777@gmail.com

Oum-Khourng Community, Srae-krasang Village, Srae-krasang Commune, Siem-bouk District,
Stung Treng Province 190207



HESED AGRICULTURE TRADING CO., LTD.

HESED, a social enterprise and proud member of the World Fair Trade Organization (WFTO), is deeply committed to inclusive business practices. The organization engages in the production, processing, trading, and export of a diverse range of agricultural products, which includes palm sugar, additive-free dried fruit snacks, cashew nuts, and pepper.

Driven by a strong dedication to sustainable business practices and the empowerment of local communities, HESED serves the domestic market in Cambodia while also expanding its reach through exports to multiple countries. Noteworthy trading partners include the USA, Japan, China, Hong Kong, New Zealand, and Korea. HESED's efforts have earned it several prestigious awards, particularly in recognition of its inclusive business model and unwavering commitment to sustainability, among other commendable achievements.



MAIN PRODUCTS

Roasted cashew nuts
Steamed cashew nuts
Palm sugar
Pepper
Koh Kong eggs
Dried fruits

CERTIFICATIONS

Low GI Certification (AUS)
HACCP
GMP
EU Organic
USDA Organic

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CONTACT

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No.288, St.10M, Borey Pipup Thmey Sen Sok, Phnom Penh, Cambodia



KAMYAAGRITRADE

Kamya AgriTrade, established in 2013, started as an informal business specializing in purchasing and exporting high-quality spices from Cambodia. In 2017, it officially registered as a private limited company and has since grown significantly in turnover, processing, and export activities. Kamya is recognized as the first exporter of certified-organic cashew kernels in Cambodia and supplies premium roasted cashews, cashew butter, and other cashew products to local high-end markets. Expanding its processing capabilities, Kamya aims to introduce its processed, organic cashews and products to international markets. The company prioritizes meeting international organic standards, acts as a socially responsible employer, and is a valuable local source of knowledge. While focusing on certified-organic products, Kamya also follows sustainable production practices and collaborates with agricultural cooperatives and processors. With a team of five full-time female employees, Kamya AgriTrade achieves an annual turnover of approximately US\$500,000 as of 2023.



MAIN PRODUCTS

Raw Cashew Nuts (RCN)

Raw Cashew Kernels

Roasted and Spiced Cashews

Cashew butter, yogurt, cheese

Black, Red and White Kampot Pepper

Fermented Pepper

CERTIFICATIONS

EU Organic

NOP/USDA and COR

JAS

CONTACT

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KHMER ORGANIC COOPERATIVE CO., LTD.

Established in 2014, Khmer Organic Cooperative is a social enterprise with a comprehensive approach to the agricultural supply chain in Cambodia. Its vision is to make organic food accessible to all, providing fresh and high-quality organic produce while promoting awareness of organic agriculture for better health, a healthier environment, and sustainable socio-economic development. In 2017, the company's farms obtained EU and USDA Organic certifications, reinforcing its commitment to organic practices. Working closely with smallholder farmers and agricultural cooperatives, Khmer Organic strives to enhance farmers' income and livelihoods in rural areas. With a strong presence in the local market, the company now plans to expand its reach by exporting high-value Cambodian products such as cashews, palm sugar, Kampot pepper, and wild forest honey. Through these exports, Khmer Organic aims to showcase the quality and value of Cambodian agricultural products to a wider international audience.



MAIN PRODUCTS

**Cashew nuts
(M-23 varieties)**
Organic Kampot Pepper
**Kampong Speu Palm
Sugar**
**Wild Forest Honey from
Monduliri Province**
**Locally grown organic
certified fruits and
vegetables**

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CERTIFICATIONS

EU Organic
USDA Organic
HACCP
GMP
**Protected Geographical
Indication (PGI)**

CONTACT

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#206 Preah Trasak Paem St. (63), Phnom Penh 12302, Cambodia



SANTANA

Founded in 2017 in Preah Vihear, Santana Agro Products is engaged in the production and trading of agricultural products that meet standard quality requirements both domestically and internationally. The company's long-term vision is to contribute to the development of Cambodia through agricultural advancements and the agro-processing industry. Santana is dedicated to processing the highest quality agricultural products, with a particular focus on cashew kernels. The company offers cashew nuts in bulk quantities as well as in individually packaged and flavoured varieties.

Throughout the years, Santana has expanded its plantation areas from a modest 1,000 hectares to over 4,000 hectares. Recently, The company has also obtained a Deforested Economic Land Concession (ELC) of 12,000 hectares from the Government, with the intention of utilizing it for cultivating high-value crops and trees.



MAIN PRODUCTS

Raw cashew nuts

Processed cashew nuts

CERTIFICATIONS

GMP

HACCP

Halal

CS159:2015

**Organic Product
Certificate**

ISO22000

NON-GMO

BRC Food

CONTACT

www.santanaagro.com | +855 68/89/98 838 222 | info@santanaagro.com

#SHR1-038, 5th Floor, St. 2004 (Nakri Road Orkide Village), Sen Sok, Phnom Penh



SHE AGROCAM PRODUCTS CO., LTD

SHE Agrocam Products Co., Ltd is a Cambodian company specializing in the import, export, and distribution of processed food products. The company sources its raw materials for food manufacturing, finishing products and fresh fruits from Cambodia and combines products from Cambodian producers for export markets.

In addition to its export activities, SHE Agrocam is actively involved in the development and support of Cambodian processors for the local market. The company works closely with these processors to help distribute their products within Cambodia through established distribution channels.

SHE Agrocam is under female leadership and strongly committed to achieving long-term success and sustainability in collaboration with partners and customers. The company prioritizes social responsibility and aims to have a positive impact on job creation, directly and indirectly benefiting farmers and staff members.



MAIN PRODUCTS

Raw and roasted cashew nuts

Dried fruits with sugar and without sugar: Dried mango, pineapple, papaya, longan, dragon fruit

Pepper corn, organic and conventional (red, black)

Pure honey from farm and forest

25

CERTIFICATIONS

EU Organic

USDA Organic

JAS Organic

ISO22000

Good Hygiene Practices (GHP)

HACCP

HALAL

Kosher

CONTACT

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Other Contacts

SECTOR STAKEHOLDERS

Cashew Nut Association of Cambodia

<https://en.cac-official.org/>

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

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

Cambodia Chamber of Commerce

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

Cambodia Development Resource Institute

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

Cambodian Federation of Employers and Business Associations

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

Cambodian Ministry of Commerce

<https://www.moc.gov.kh/>

Cambodia Partnership for Sustainable Agriculture

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

European Chamber of Commerce in Cambodia (EuroCham)

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

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

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

GRET – Professionals for Fair Development

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



Source: Unsplash

Developed and produced by

EuroCham Cambodia in collaboration with German Business Cambodia, and GIZ (Business Scouts for Development Programme and ARISE+) in 2023.

Supported by the Ministry of Commerce Cambodia

