

Sourcing from Cambodia

MANGO

Product & Supplier Brochure



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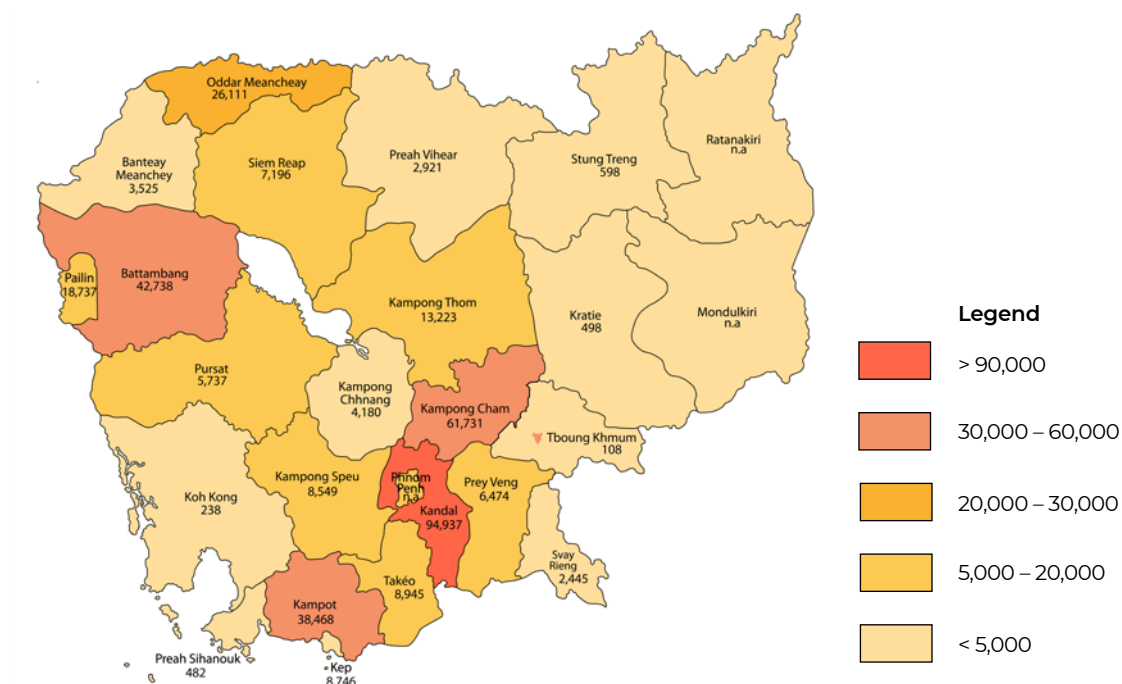
Cambodia at a Glance

Cambodia has enjoyed over two decades of economic and urban development, averaging an annual rate of Gross Domestic Product (GDP) growth of 7% from 2010 to 2019. Growth is explained by favourable internal and external conditions.

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

Cambodia also benefits from its strategic location, at the crossroads between major trading partners. The recent signing of free trade agreements (FTAs) is expected to connect Cambodia's economy to international markets. Examples of such agreements include the China-Cambodia FTA and the Regional Comprehensive Economic Partnership. Volumes of international trade have been increasing, in part thanks to ballooning garment and footwear exports to major international suppliers. Exports rose by 17% between 2018 and 2019, from 12.7 to 14.8 USD billion. Imports also increased by 17%, from 17.4 USD billion in 2018 to 20.3 USD billion in 2019.

Mango production (tonnes) per province, July 2018 - July 2019



Cambodia Factsheet

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Currency

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

GDP

27.08 USD billion (2019)

GDP growth rate

7.1% (2019)

GDP per capita

1,643 USD (2019)

Official language

Khmer, English widely used

Capital city

Phnom Penh

Major cities

Siem Reap, Sihanoukville, Battambang

Government type

Constitutional Monarchy

Head of State

His Majesty King Norodom Sihamoni

Population

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

Economy

Garments, Tourism, Construction, Agriculture

Climate

Wet season: May to October

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

Major religion

Buddhism (95%)





Source: Unsplash

Mango

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

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

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

by Cambodians to make the famous Prohok, the iconic fish paste.

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

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

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

As of the end of 2020, Cambodia featured almost 125,000 hectares of mango plantations, producing around 1.75 million tonnes of the fruit, according to figures from the Cambodian Ministry of Agriculture, the MAFF. Mango

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

and export markets, and often resort to selling their mangoes to middlemen, who take advantage of their isolation to impose extremely low prices. To try and offset domestic difficulties, Cambodian government officials have been pushing farmers to export their mangoes abroad for a higher price.

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

to China since 2017, possessing their own drying facilities. Reportedly, around 20 Chinese companies engage in dry mango processing in Cambodia. Khmer Organic Cooperative appears to sell organic mangoes certified by the USDA and EU.

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



Source: Freepik



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Company Profiles

The following section features selected Cambodian mango-producing companies.

Legend for Certifications

Cam GAP Cambodia Good Agricultural Practice

PGI Protected Geographical Indication

HACCP Hazard Analysis and Critical Control Point

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Source: Freepik



ANGKOR HARVEST CO.,LTD

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

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



MAIN PRODUCTS

Fresh Mango, Keo Romeat

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

Mango farms are Cambodia GAP Certified.

🌿 Yearly production 70 tons.

📄 **Cam GAP**

Dried Mango

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

Mango Puree

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

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CONTACT

<https://angkor-harvest.com/> | +855.17.999.230 | sales@angkor-harvest.com

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



HESED AGRICULTURE TRADING CO., LTD.

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

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

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



MAIN PRODUCTS

Palmyra Palm Sugar

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

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

🌿 Yearly production: 60 tons

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

Dried Mango

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

🌿 Yearly production: 45 tons

Cashew Nut

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

🌿 Yearly production: 3 tons

CONTACT

<https://www.hesedcambodia.com/> | +855.17.86.82.73 | sales@hesedcambodia.com

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



សហគ្រាសកម្រិតខ្ពស់នៃផលិតផលឈើស្រស់ណាវីតា NAVITA FOOD PRODUCTION

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

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



MAIN PRODUCTS

Natural Dried Dragon-fruit

Healthy, natural snack.
High in fiber. No sugar added.
No preservatives.
🌿 Production: 500Kg/day

Natural Dried Pineapple

Healthy, natural snack.
High in fiber. No sugar added.
No preservatives.
🌿 Production: 600Pineapples/day or about 500Kg/day

Natural Dried Mango

Healthy, natural snack.
High in fiber. No sugar added.
No preservatives.
🌿 Production: 500Kg/day

Dried Tomato

Healthy, natural snack.
High in fiber. No sugar added.
No preservatives.
🌿 Production: 350Kg/day

CONTACT

<https://navitafood.com/> | +855.89.930.957 | info@navitafood.com

Sala Balat Village, Ou Mal Commune, Battambang, Cambodia



CSL ENTERPRISE

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

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

CSL products are available at many local supermarkets.



MAIN PRODUCTS

Dried Longan

100% natural snack.

🌿 Yearly production: 36 tons

🏆 HACCP

Dried Mango

100% natural snack.

🌿 Yearly production: 36 tons

🏆 HACCP

Salted Roasted Cashew Nut

100% natural roasted and salted cashew nut.

🌿 Yearly production 60 tons

🏆 HACCP

Chilly Powder

100% natural spice from dried Cambodian chilis.

🌿 Yearly production 3 tons

🏆 HACCP

CONTACT

<https://www.facebook.com/CSL-Enterprise> | +855.12.663.899 | khcslenterprise@gmail.com

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



VML CO., LTD

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

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

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



MAIN PRODUCTS

Green Fresh Mango

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

Yellow Fresh Mango

Ripe Keo Romeat mangos.



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

Total yearly production: 3,000 tons

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CONTACT

<https://vmlcompany.com/> | +855.77.730.956 | vimolchhorn@yahoo.com

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



INDOCHINA AGRICULTURE PROCESSING LTD

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

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

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

MAIN PRODUCTS

Dried Mango

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

Essential Oils

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

Jackfruit Chips

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

CONTACT

<https://indochina-agriculture.com/> | +855.86.777.478 | office@indochina-agriculture.com

C-02 Oak Ave., Borey Sunway, Bouengkak 2, Toul Kork



JUNE KRUOCH TRADING CO., LTD

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

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



MAIN PRODUCTS

Fresh Mango

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

🌿 Production: 500Kg/day

CONTACT

<http://www.junekruochtrading.com/> | +855.92.447.985 | chanthonakruoch@gmail.com

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



UCDL DEVELOPMENT CO., LTD.

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

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



MAIN PRODUCTS

Premium Fresh Mango

Cambodian grown Keo Romeat mango.

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

Processed Fresh Mango

Cambodian grown Keo Romeat mango.

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

CONTACT

<http://www.ucdldevelop.com/> | +855.972.966.807 | chhadachhorn@hotmail.com

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



VEHA JUICE CO., LTD

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

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



MAIN PRODUCTS

Fresh Fruit Juices

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

Dried Fruits

100% naturally dried Cambodian fruits from longan and mango.

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CONTACT

<https://www.facebook.com/vehajuice> | +855.89.799.434 | vehajuice.cambodia@gmail.com

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



CAMBODIAN HARVEST DRIED FRUIT

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

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



MAIN PRODUCTS

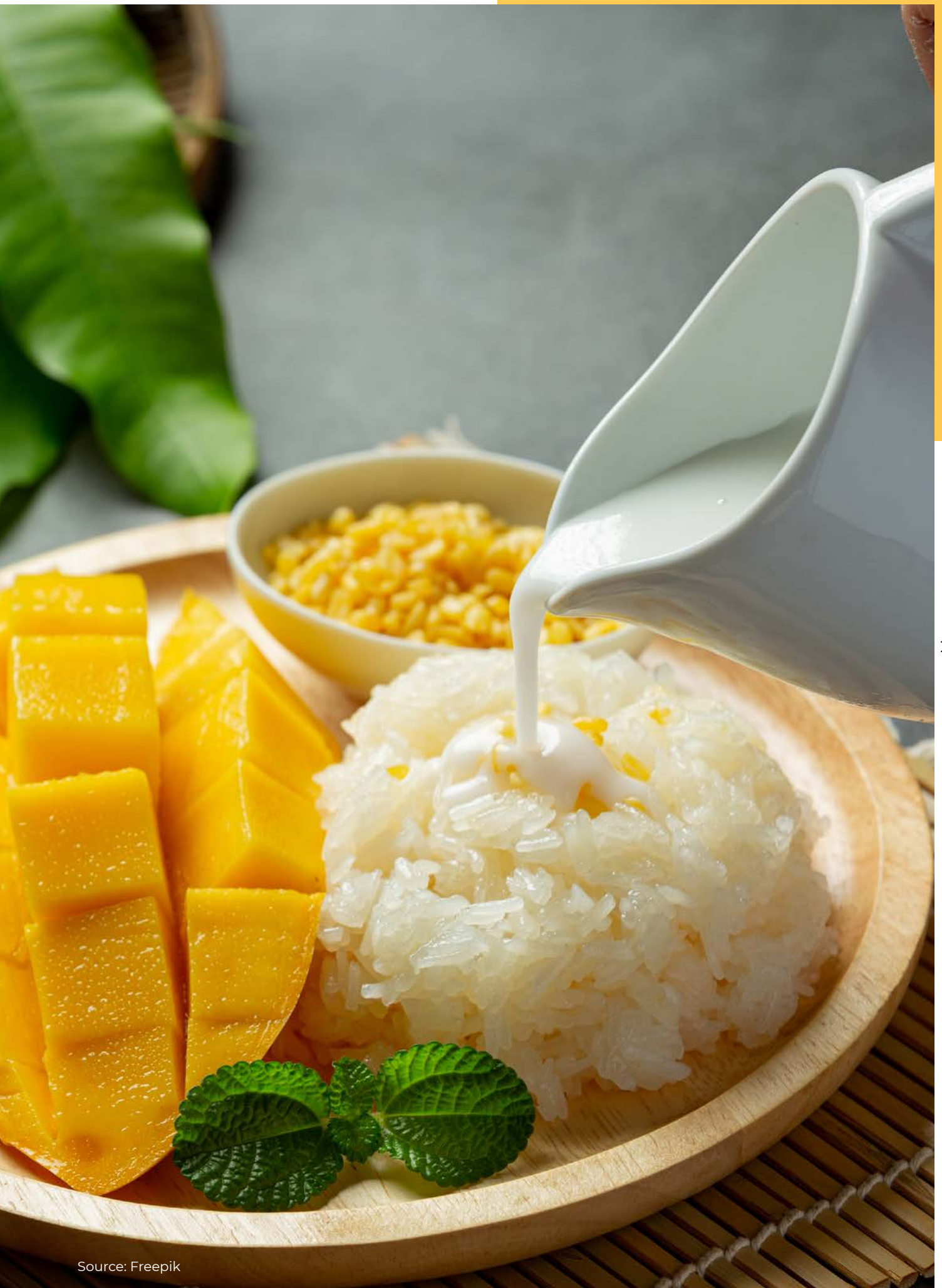
Dried Fruits

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

CONTACT

<https://cambodianharvestv3.webnode.com/> | +855.23.220.910 | sales@cambodianharvest.com

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



Other Contacts

SECTOR STAKEHOLDERS

Cambodian Federation of Employers and Business Associations

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

Cambodia Chamber of Commerce

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

Cambodian Center for Study and Development in Agriculture

<https://cedac.org.kh>

Cambodia Development Resource Institute

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

Cambodian Institute for Research and Rural Development

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

Cambodia Partnership for Sustainable Agriculture (CPSA)

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

European Chamber of Commerce in Cambodia (EuroCham)

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

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

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

Cambodian Ministry of Commerce

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

Kampong Speu Mangoes Association

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

Kirirom Keo Romeat Mango Agricultural Community

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



Source: Unsplash

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