

## Webinar Invitation

# Business Opportunities in Cambodia: The Healthcare Sector

Join us on November 26, 2021, 9 am - 10.30 am CET / 3 pm - 4.30 pm ICT

Cambodia is one of the most accessible frontier markets to foreign investors and offers an excellent business environment. Not least due to changing demographics, the healthcare sector in the country offers great potential. Most Cambodians rely on private health care providers for treatment and prefer those operated by foreign entities. Drugs and medical equipment often come from well-known European, American or Japanese suppliers. Investors and suppliers will find several sub-sectors open to ventures, including pharmaceuticals, health supplements, dentistry, medical equipment, health insurance, as well as setting up new hospitals and clinics. Cambodia's competitive advantages consist primarily of a liberal economic policy, various investment incentives, a young and dynamic population, and access to international sea routes. Medical firms from Thailand, Vietnam, Singapore and Japan have already begun operations in Cambodia.

**Join us on November 26<sup>th</sup>, 2021 to learn more about doing business in the Cambodian healthcare sector!**

### Agenda

9:00 CET 3 pm ICT	<b>Welcome remarks</b> Mr. Daniel Marek, Regional Manager ASEAN, German Asia-Pacific Business Association (OAV)
09:05 CET 3.05 pm ICT	<b>Business Opportunities in Cambodia</b> Mr. Tom Hesketh, Deputy Director, European Chamber of Commerce Cambodia
09:20 CET 3.20 pm ICT	<b>Sector Brief introduction &amp; Support Programs by Development Cooperation</b> Mr. Christoph Janensch, Business Scout Cambodia, GIZ
09:40 CET 3.40 pm ICT	<b>Field Report Cambodia – Experiences from B. Braun</b> Ms. Anke Tessin, Manager International Development Cooperation, B. Braun SE
09:55 CET 3.55 pm ICT	<b>DKSH – Leader in Market Expansion for Healthcare in Cambodia</b> Mr. Sandeep Tewari, Vice President, Healthcare, DKSH (Cambodia) Ltd.
10:10 CET 4.10 pm ICT	<b>Q &amp; A Session</b> with all speakers
10:25 CET 4.25 pm ICT	<b>Closing Remarks</b> Mr. Daniel Marek, Regional Manager ASEAN, OAV
10:30 CET 4.30 pm ICT	End of Event

The webinar is organized by Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH on behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ) in cooperation with the OAV – German Asia-Pacific Business Association, the GHA- German Health Alliance and the European Chamber of Commerce Cambodia.