

# Sourcing agricultural products from Cambodia



**Bianca Untied**

Coordinator Global Business Network (GBN) Programme Cambodia

implemented by

**giz** Deutsche Gesellschaft  
für Internationale  
Zusammenarbeit (GIZ) GmbH

in cooperation with

**ADW**  
Asiatik, die Asiatische Wirtschaft,  
Entwicklungs-Gruppe Cambodia



# German development cooperation

## GIZ programmes in the agricultural sector

### **Programmes**

- ❖ Improving livelihoods and food security in Cambodia of formerly landless and land-poor households (Guenter.Wessel@giz.de)
- ❖ Regional economic development programme (Stefan.Hanselmann@giz.de)
- ❖ Facilitating trade for agricultural products in ASEAN/SME promotion (Frank.Jattke@giz.de)
- ❖ MSME promotion (Stefan.Hanselmann@giz.de)
- ❖ Export promotion/ARISE+ (Christine.Bowers@giz.de)

### **Key activities**

- ❖ Improve food security
- ❖ Support business environment (financial literacy; value chain promotion; quality and sustainability standards & certification; local, regional and international market linkages; contract farming facilitation)
- ❖ Local development through partnerships between administrations, civil society and private actors

### **Your benefit**

- ❖ Qualification of suppliers
- ❖ Access to high-quality products
- ❖ Access to suppliers
- ❖ Access to potential clients
- ❖ Access to networks (governmental and non-governmental institutions, business associations)

# German development cooperation

## Support programmes provided to the private sector

### I Support to pilot projects



**develoPPP**

Upscaling Programme

### II Corporate finance



Co-financing of feasibility studies

Corporate finance – loans, mezzanine finance

Business Support Services (BSS)

### III Know-how from Germany



Senior Expert Service

Integrated Experts

Alumniportal Deutschland

Chamber and Vocational Training Partnerships

# German development cooperation

## develoPPP

### What is supported?

- ❖ Sustainable pilot investments in which development objectives and business interests match
- ❖ Financial or technical support
- ❖ German and other European companies, companies in developing and emerging countries can apply four times a year
- ❖ Criteria: 800K EUR annual turnover, 8 employees, at least 2 operative business years

EXAMPLE

### The Pepper Hill, Kreativmarkt Handelsgesellschaft, GIZ

- Reintroduce eco-friendly, traditional pepper-farming-methods in Kampot area
- Establish access to international markets

# German development cooperation

## Further information



### Sector Briefs

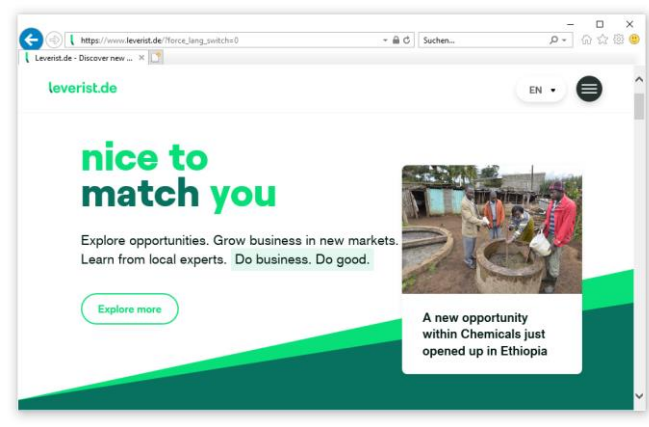
- Construction
- Waste management
- Agriculture and food processing
- Renewable energies with focus on solar energy in the commercial and industrial sector
- Water supply and waste water treatment
- Sustainable mobility
- *Health Care*

<https://www.giz.de/en/worldwide/71954.html>

### Neue Märkte - neue Chancen



### leverist.de



## Contact details

**German development cooperation can also be a helpful partner for your business abroad!**



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