



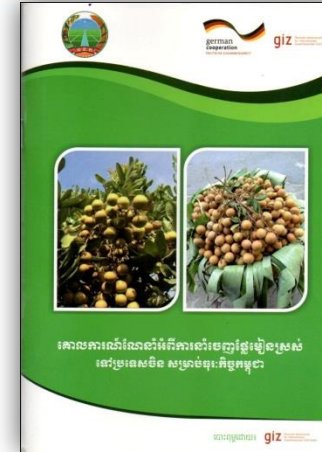
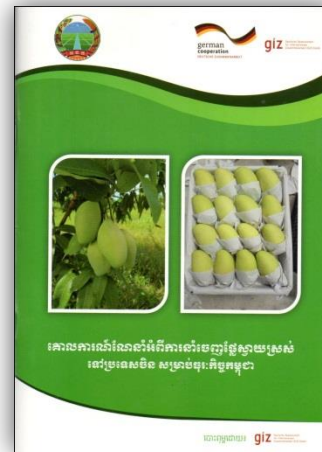
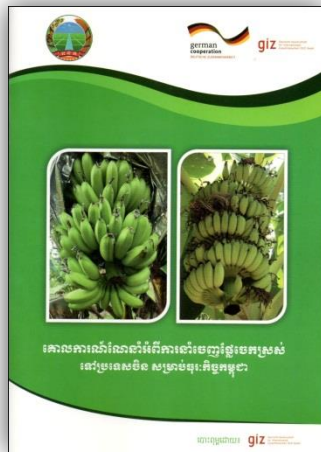
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# EXPORT GUIDELINES FOR FRESH CAMBODIAN FRUITS BANANA, MANGO AND LONGAN TO CHINA

Regional Working Meeting

Export processes to China from Cambodia, Lao PDR, Viet Nam

5-6 December 2018, Beijing, PR China

Presented by Mr. SIM Kong and Ms. SOVANN Mealea, Consultants



# Content

## 1. Compilation Process of Export Guidelines

## 2. Utilisation of Export Guidelines



# 1- Compilation Process of Export Guidelines

- Consultants identified & list down of key stakeholders for meeting, interview to get information, involvements and their inputs for the export guidelines contents.
- Consultants and GIZ team have meeting with head of General Directorate of Agriculture of MAFF to introduces about the project and to get advice in direction of potential fruits to be exported to China in line with government policies, priorities and strategies.



## 1-Compilation Process of Export Guidelines

- Consultants collected information from Public sectors and Privates key stakeholders & from the internet sources including media, well-know study reports, and market analysis statistics (ITC trade map).
- Consultant visited key stakeholders to collect data/information for inputs of guidelines.



# 1-Compilation Process of Export Guidelines

- Consultants drafted export guidelines of Banana, Mango and Longan by following the outlines of guidelines for exporting fresh fruits in Viet Nam and Lao, PDR.
- Consultants collaborated with GIZ program team to organize two workshops on drafted export guidelines.
  - ✓ One day- consultation workshop on drafted guidelines conducted on 27<sup>th</sup> March 2018.
  - ✓ One day- dissemination workshop on final versions of the guidelines conducted on 9<sup>th</sup> August 2018.



# 1-Compilation Process of Export Guidelines

## Key stakeholders involved in guideline development:

1. Ministry of Agriculture, Department of Plant Protection, Sanitary and Phyto-Sanitary, GDA.	5- CCIC Cambodia (China Certification & Inspection Group)
2. Ministry of Commerce, Department of Trade Policy and Promotion.	6-Logistics companies experiences in exporting of agricultural
Ministry of Commerce, Department of Import and Export (C.O)	7-Fumigation Companies
3. Ministry of Commerce, Department of Cam-control	8-Traders experiences exporting fresh fruits and other agricultural
4-Ministry of Economic and Finance, Department of Custom Exercise	9-Producers and farmers
10-Farmers' Association	



## 2-Utilisation of Export Guidelines

- A training workshop on export guidelines was conducted on 6<sup>th</sup> November 2018. Main topics were about export procedures: SPS, CO Form E, Camcontrol, Custom, QC, rule& regulations to China, and fumigation. Key presenters were from MAFF-GDA, MoC-Import and Export Dpt., MoC-Camcontrol, Custom House & Exercise, CCIC(Cambodia), and Campest fumigation. The mango association representative shared also association experience about export of fresh mango to different countries.



## 2-Utilisation of Export Guidelines

- Two day field visit ( on 7-8 November 2018) to the Green Island Company who invested in banana plantation in Kratie province and sells fresh banana to export market.
- Both training and field visit provided further technical capacity enhancement by linking production sites with export processes to China, particularly practical steps post-harvesting to prepare a product for fresh banana export.





## 2-Utilisation of Export Guidelines

- The final export guidelines have been uploaded on GIZ website in Khmer versions. (Cambodian languages)
- In near future, guidelines will be uploaded on Ministry of Agriculture, GDA website.
- Export Guidelines in Khmer and English versions will be available on the websites.



# 2-Utilisation of Export Guidelines

## Outlines of export guidelines

1. Overview of fresh fruit export to China
  - 1.1. An introduction to Chinese fruit market
  - 1.2. Chinese market for xxxx: market characteristics, size and demands
  - 1.3. The situation of production and supply of xxxx in Cambodia and market entry orientation to export to China
    - 1.3.1. The situation of production and supply in Cambodia
    - 1.3.2. Market entry orientation to export to China
  - 1.4. Supportive policies on export to China
    - 1.4.1. Cambodia export policies (toward Chinese market)
    - 1.4.2. Import and export policies in China
2. Export procedures to China for xxxx
  - 2.1. Export procedures



# 2-Utilisation of Export Guidelines

## Outlines of export guidelines

3. Regulations on xxxx export to China
  - 3.1. Chinese fresh fruit import market access
  - 3.2. Certification
  - 3.3. Packaging and labeling
  - 3.4. Custom export duties/taxes
4. Tips for companies exporting xxxx to China
5. Documents needed by authorities for xxxx export to China
  - 5.1. List of documents needed by the Cambodian side
  - 5.2. List of documents needed by the Chinese side
6. List of agencies involved in xxxx export to China
7. Annexes



Thank you very much for your attention!