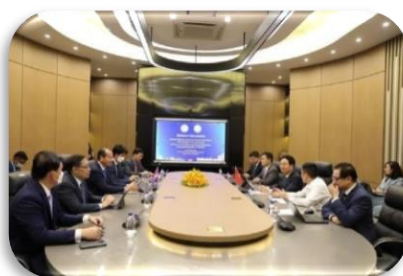


## Highlight News / November 03, 2022



- Cambodia hopes to open the Chinese market with the Thai fragrant coconut
- PM Hun Sen encourages more Vietnamese investors to invest in Cambodia
- Trade Promotion Department, Shanghai agree to economic-trade cooperation
- Over 600 local companies eye registering with GACC to export Agri products
- Vietnam, Cambodia foster partnership in post, telecoms, digital transformation
- Vietnamese coffee exports set a new record



**Advisory Institute for Trade and Investment by TCC (AiTi)**

## Cambodia hopes to open the Chinese market with the Thai fragrant coconut



*Cambodia News | 09 November, 2022*

Coconuts are native to Southeast Asian countries, including Cambodia. Due to Cambodia's tropical location, superior climatic conditions, abundant sunshine, abundant rainfall, and high crop yield, the coconut industry has had a large-scale development over recent years. However, due to its enormous annual output and single variety, the overall price continues to run at a low level. Regarding the market status of Cambodian coconuts, FreshPlaza recently talked with the Sino-Cambodian Seed Industry. Cambodia will launch negotiations with China to promote the export of seven agricultural products to China, including coconut. The relevant person in charge of the Sino Cambodian Seed Industry said, "The Cambodian coconut industry is seeking improvements in varieties to promote future coconut exports to China. Among the many varieties, the Thai fragrant coconut is quite popular in the market and is now widely cultivated in Cambodia. Everyone has a very positive attitude toward the commercial prospects of this breed." When asked about the main advantages of this variety, the person in charge said, "The Thai fragrant coconut is smaller than ordinary coconuts, and its pointed tail is the biggest feature of this variety. In addition, it has a rich taste

and moderate sweetness and is usually slightly more expensive than an ordinary coconut. "As for whether Cambodia will expand the cultivation of this variety in the future, it will have to wait until the opening of the Chinese market to get market feedback. If sales are good, there is no doubt that the planting area will increase significantly in the short term. After all, China is the core export market for Cambodia's main agricultural products." Fresh Plaza

Source: <https://www.khmertimeskh.com/501181326/cambodia-hopes-to-open-the-chinese-market-with-the-thai-fragrant-coconut-2/>

## PM Hun Sen encourages more Vietnamese investors to invest in Cambodia



*Cambodia News | 09 November, 2022*

Cambodian Prime Minister Hun Sen has encouraged more foreign investors, particularly the Vietnamese, to invest in Cambodia, especially in areas with high potential such as modern agriculture, food processing and light manufacturing industry. The Cambodian Premier made the encouragement while he and visiting Pham Minh Chinh, Prime Minister of the Socialist Republic of Vietnam were presiding over the Cambodia-Vietnam Investment and Trade Promotion Forum held here this evening. Mr Hun Sen also announced to assure all investors of a conducive environment, especially peace, security and political stability, as well as macroeconomic

stability, effective legal and institutional framework, transparency, accountability and predictability. “The Royal Government of Cambodia (RGC) has been setting forth and implementing policies, strategies and roadmaps to increase Cambodia’s attractiveness and competitiveness in attracting domestic and foreign investment,” he said. Cambodia is seeking trade partners to open more export markets through bilateral and multilateral free trade agreements with other countries, he continued, underlining that the RGC has launched the Strategic Framework and Programmes for Economic Recovery in the Context of Living with Covid-19 in a New Normal 2021-2023, which have played an important role in contributing to the Cambodian economic recovery. At the same time, the Premier also laid stress on the new Investment Law, which was promulgated on Oct. 15, 2021 and identifies a number of priority investment sectors and activities that need to be encouraged, as well as on the Cambodia Industrial Development Policy being revised to catch up with the changes in global economic structure. According to the report of the Council for the Development of Cambodia (CDC), private investment from January to October 2022 rose by 1.3 percent compared to the same period last year. But, no new Vietnamese investment was recorded in Cambodia this year and in 2021, unlike before the COVID-19 crisis, in which there were a lot of Vietnamese investment projects in Cambodia,

mainly in agriculture and telecommunications. AKP-C.Nika

Source: <https://www.khmertimeskh.com/501181265/pm-hun-sen-encourages-more-vietnamese-investors-to-invest-in-cambodia/>

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## Trade Promotion Department, Shanghai agree to economic-trade cooperation



*Laos News | 09 November, 2022*

The Department of Trade Promotion under the Ministry of Industry and Commerce has signed a Memorandum of Understanding with China’s Shanghai authorities on cooperation in building a “high level economic-trade cooperation forum”. The agreement was signed during the China International Import Expo, which is taking place in Shanghai from November 5-11, and witnessed by high-ranking officials from Yangpu district and officials from the Lao Consulate in Shanghai. The MOU is part of the Regional Comprehensive Economic Partnership Agreement (RCEP). RCEP has stimulated the expectation of Asean countries to share the success of China’s development and opening up, including the expectation of increased cooperation in the One Belt, One Road initiative as China’s trade partners. Cooperation between Laos

and China is viewed as a strong force in promoting mutual integration and fulfilling market potential after joining the RCEP, adding a new force in promoting the development and prosperity of the region, and contributing a new force in restoring the growth of the global economy. The agreement between the Department of Trade Promotion and Shanghai is basically the actual operation of the Yangpu area to serve Shanghai and the city of Shanghai to serve the whole of China. This will provide a new platform to create the centre of a unified countrywide market and a strategic link between the dual circulation at home and abroad, as well as creating a new approach for Shanghai as a centre that serves the One Belt, One Road initiative. The operation of the Laos-China railway created good opportunities and conditions for the signing of the MOU and cooperation between the two sides. Laos is a landlocked country but the opening of the railway has transformed Laos from being landlocked to a regionally connected country, which gives more Lao people the chance to access China's market of 1.4 billion people. Laos has an agricultural base and has strong potential for development, which is compatible with Shanghai's high demand for high-quality agricultural products. Shanghai has been the world's largest international shipping centre in terms of container shipping for 12 years in a row, which is significant for Laos and can make up for the

country's lack of a coastline. In addition, the Laos-China railway has the potential to become an important bridge linking Shanghai to Laos.

Source: <https://www.vientianetimes.org.la/free>

Content/FreeContent218\_Trade.php

## Over 600 local companies eye registering with GACC to export Agri products



*Myanmar News | 09 November, 2022*

More than 600 companies including rice, broken rice, corn and banana exporting firms are making efforts to register with the General Administration of Customs of the People's Republic of China to export over 1,600 items. At present, 62 rice and broken rice companies, 112 corn exporting companies and 32 banana exporters have already registered with GACC. Other companies are making efforts to register for pineapple, avocado, pomelo and soybeans. The competent authorities of the Plant Protection Division under the Department of Agriculture are helping the exporting companies, organizations and individuals to register with GACC for agricultural products such as rice, broken rice, corn and banana. The agricultural products that have a government-to-government agreement grasp a strong market share. The relevant authorities for the registration with GACC are the Agriculture Department, the Livestock Breeding and Veterinary Department, the Fisheries Department and the Food and Drug Administration. Only the goods from the

registered businesses will be allowed for export to China starting from 1 Jan 2022, according to Notifications 248 and 249 of the GACC. As of 30 September, 1,022 companies and factories submitted 1,850 applications to the GACC, according to the GACC's statement. The individuals executing edible oil, oilseeds, stuffed pastry products, edible bird's nest and related products, edible grains, grains milling industrial products and malt, fresh and dehydrated vegetables, dried beans, plant species, nuts and seeds, dried fruits, unroasted coffee and cocoa bean, special dietary food excluding milk-based formula, functional foods, bee products, aquatic products including farm products, animal products and animal feed and livestock animals businesses need to apply for GACC licences to place their goods in China's market. — TWA/GNLM

Source: <https://www.gnlm.com.mm/over-600-local-companies-eye-registering-with-gacc-to-export-agri-products/#article-title>

## Vietnam, Cambodia foster partnership in post, telecoms, digital transformation



*Vietnam News | 09 November, 2022*

Phnom Penh (VNA) – Minister of Information and Communications Nguyen Manh Hung had a working session with Cambodian Minister of Post and Telecommunications Chea Vandeth in Phnom Penh

on November 8, seeking ways to strengthen bilateral cooperation in the fields of post, telecommunications, and digital transformation. In the session, held within the framework of the ongoing official visit to Cambodia by Prime Minister Pham Minh Chinh, the two ministers briefed each other on the situation, management policies, strategic orientations, opportunities and challenges in developing digital infrastructure system and promoting digital transformation in their countries. They agreed that their collaboration priorities in the future will include institution cooperation and experience exchange on the building and completion of the legal environment in the field, and the creation of optimal conditions for the promotion of investment, renovation and digital startups. They concurred to expand their partnership to digital human resources, digital skill improvement, and the popularisation through the organisation of training courses and the sharing of training programmes and documents, while supporting each other in developing digital platforms, especially the Massive Open Online Courses (MOOC) for online training. The two ministers also agreed to increase the sharing of initiatives and effective methods in digital transformation, while jointly holding programmes and conferences to exchange experience and connect digital technology firms of both sides and encourage them to implement digital transformation



projects together. The two sides will create favourable conditions for businesses in the field of telecommunications and digital technology of both sides to foster their partnership, contributing to reinforcing the cooperation and friendship between the two countries, they affirmed. At the working session, leaders of the Viettel Military Industry and Telecoms Group delivered a report on its business performance and contributions of the Viettel Cambodia and Metfone to the socio-economic development of the host country./.

Source: <https://en.vietnamplus.vn/vietnam-cambodia-foster-partnership-in-post-telecoms-digital-transformation/243531.vnp>

## Vietnamese coffee exports set a new record



*Vietnam News | 09 November, 2022*

HA NOI — Despite inflation and difficulties in trade, Việt Nam's coffee exports recorded strong growth, according to experts, who expect a record US\$4 billion in export value this year. According to the Ministry of Agriculture and Rural Development (MARD), coffee exports in the first nine months of 2022 reached nearly \$3.1 billion, up 37.6 per cent over the same period last year. Export coffee prices rose nearly 22 per cent to an average of about \$2,280 per tonne. MARD's data showed the European Union (EU) continued to be Việt Nam's largest coffee consumption market with a market

share of 39 per cent in the first eight months of the year, reaching nearly 490,700 tonnes with a value of \$1.1 billion, an increase of over 27 per cent in volume and over 54 per cent in value from the same period a year ago. According to the Institute of Policy and Strategy for Agriculture and Rural Development, in the EU, Việt Nam's coffee exports to markets such as Belgium, Spain, the Netherlands, France, and Portugal have increased sharply compared with the same period last year. Despite inflation reaching a 20-year high, coffee exports to the EU still grew well. The institute highlighted that coffee is an essential commodity, an indispensable drink of Western countries, and that the tariff reductions from the EU-Việt Nam Free Trade Agreement (EVFTA) also bring a great advantage for coffee exporters to this market. Phan Minh Thông, chairman of Phúc Sinh Joint Stock Company, said that “coffee, like food, is an essential commodity for many countries so no matter how difficult it is, the demand still needs to be met. That has driven the growth of this item.” Besides the EU, the amount of coffee exported to other markets also achieved impressive growth, including Russia up 17.3 per cent, the UK increased by 57.9 per cent, India increased by 116 per cent and Mexico spiked 52 times. In general, coffee exports to major markets increased as demand recovered after the COVID-19 pandemic, while global supply tightened due to crop failures and supply chain bottlenecks in some major producing countries. Notably, the UK was the fifth largest coffee consuming market in Europe, after

Germany, Italy, France and Spain. Việt Nam's coffee exports accounted for a large chunk of the UK's coffee imports, increasing sharply from 16.3 per cent in the first six months of 2021 to 29.9 per cent in the first six months of 2022, according to MARD data. In the first eight months of 2022, Việt Nam's coffee exports to the UK market reached 34,700 tonnes, worth \$70.7 million, up 57.9 per cent in volume and 84.2 per cent in value over the same period in 2021. The free trade agreement between Việt Nam and the UK and Northern Ireland (UKVFTA) helped boost coffee export turnover to the UK market, said experts. Regarding the US, the country still has high demand for coffee. Statistics from the US International Trade Commission said in the first six months of 2022, US coffee imports reached 833,960 tonnes, worth US\$4.68 billion, up 5.4 per cent in volume and up 51.3 per cent in value over the same period in 2021. The average import price of Vietnamese coffee to the US reached \$5,615/ton, up 43.5 per cent over the same period in 2021. In terms of supply, the US increased coffee imports from main suppliers Colombia, Việt Nam and Guatemala but reduced imports from Brazil and Honduras, said the data. In the Chinese market, instant coffee and ready-to-drink coffee are capturing a large market share thanks to convenience of use. Demand for coffee in China is growing at an average rate of 15 per cent per year. Nguyễn Nam Hải, chairman of the Việt Nam Coffee and Cocoa Association, said that while other markets mainly imported green and raw

coffee, China tended to import instant and processed coffee products. Therefore, Vietnamese businesses could focus on this segment to enhance added value. Phan Minh Thông said the growth in coffee exports was also due to the fact that the global supply from the crop year 2021/2022 was lower than demand, as the world's leading coffee supplier Brazil reduced coffee production. "The Brazilian Coffee Exporters Association (Cecafe) forecasts that the country's coffee stocks will only reach 7 million 60kg bags in March 2023 and be a record low for the world's number one coffee producer," Thông said. Meanwhile, he said Việt Nam was about to enter the coffee harvest season 2022/2023, and forecast coffee output could increase by 10 per cent in the season. Data from MARD showed local coffee yield has increased from 23.5 quintals/ha in 2011 to 28.2 quintals/ha in 2021 and output increased from 1.27 million tonnes in 2020 to 1.81 million tonnes in 2021. Currently, Việt Nam's coffee yield was more than three times higher (2.8 tonnes/ha) than the world's average coffee yield (0.8 tonnes/ha). "The market demand for sustainable products is growing strongly, even 100 per cent every year, so this is an opportunity for businesses to produce and export coffee in particular and agricultural products in general," Thông said. — VNS

Source: <https://vietnamnews.vn/economy/1372810/vietnamese-coffee-exports-set-a-new-record.html>

Vietnamese coffee exports set a new record

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