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# SUPPLY CHAIN WORKING GROUP

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IBC's Supply Chain subcommittee was established in early 2021. Our key focus:

- Improve coordination among industry members
- Develop cooperation with key players to discuss common issues, attract investments and logistic to Cambodia
- Support existing initiatives in the supply chain sector.

In this edition of the supply chain newsletter, we will begin with an in-depth interview with Dau Tu Saigon Binh Phuoc and Phu Rieng Kratie Amphivath Caouchouc where we had the opportunity to speak with **Mr. Eugene Kraamwinkel, CEO, LN Agri Group.**

The next section is the industry update, where we highlight the recent developments in agriculture and other industry views.

# Company in Focus: LN Agri Group

Established in Cambodia, Dau Tu and Phu Rieng is a leading Agri business dealing with rubber sand cashew.

**Mr. Jhelum Chowdhury, Senior Consultant at Emerging Markets Consulting (EMC)**, talked to **Mr. Eugene Kraamwinkel, CEO, Dau Tu and Phu Rieng**, about the company's details of the company's business operations and plans for the future.



**Mr. Jhelum Chowdhury**



**Mr. Eugene Kraamwinkel**

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## Answers to IBC Supply Chain Subcommittee Questions

**Q: Could you tell us something about yourself, Dau Tu and Phu Rieng?**

**A:** As the CEO of Dau Tu, I lead a multidisciplinary and cross-cultural team to achieve the organizational objectives in business operations, supply chain, and corporate governance. With more than 15 years of experience in the agroforestry sector, I have a passion for natural resource management, sustainable development, and stakeholder engagement. I hold a Post Graduate Diploma in Community and Agroforestry and is in the process to complete an MBA in Agricultural Economics in Cambodia. I am also a published author and a certified Management Development Programme and Interaction Management professional.

I am the CEO of two separate companies, one dealing with rubber and the other with cashew. Both companies have plantations in close proximity to each other in the foothills of the Mekong floodplain in Kratie province.

The investors in the group saw the potential of Agri-business in Cambodia.

**Q: Could you share more about your rubber plantation?**

A: We have about 2700 hectares rubber plantations. In addition, we have access to some private land, bringing the total rubber landholding to 3015 hectares. We are just in the process of starting to tap, it's however still very small quantities. It will increase substantially in the future. We've got the process of tendering, which happens basically every few weeks now. The production of rubber is continuous as is the harvesting, except for the dry months of February, March, and April.

This is the first year for production, and we started with 500 hectares, planning to increase to 1000 hectares next year to double output.

**Q: Can you provide us with an insight into your cashew business?**

A: We have 4500 hectares of which 3000 hectares have been developed for Cashew production. Cashew is harvested in February, March, April, and May. The plantations are complementary as the rubber wintering period coincides with the cashew harvesting period, allowing us to focus on cashew harvesting.

**Q: What is the way ahead for Dau Tu and Phu Rieng?**

A: Our idea is to maybe set up a processing plant for rubber, either next year or the year after. We are actually now in the process of getting quotations for setting up the process and seeing if we can get approval. The plant will initially be able to process 13 MT daily.

# From the Local News - Industry Updates

**MAFF sets four agricultural policies to improve the farming sector – Published 19 July 2023**

The Ministry of Agriculture, Forestry and Fisheries (MAFF) has set out four agricultural policies to boost the economy of farmers and improve the agricultural sector in Cambodia.

[Click here to read more](#)

**Cambodia's agriculture product exports at \$2.6 bill – Published 9 August 2023**

Cambodia exported 4.5 million tonnes of agricultural products in the first seven months of this year, earning around \$2.6 billion in revenue, according to a report released by the Ministry of Agriculture, Forestry and Fisheries (MAFF).

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