

»» NEWSLETTER ««

SUPPLY CHAIN WORKING GROUP



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.

We will begin this edition of the Supply Chain newsletter with an in-depth interview with **Mr. Ranjith Ramanan, Associate Director and Head of Supply Chain**, on business operations and plans for future.

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

Company in Focus: **DKSH Cambodia**

Based in Cambodia since 1952, **DKSH Cambodia** is a leading player in **Market Expansion services**.

Mr. Jhelum Chowdhury, Member of IBC's Supply Chain Sub Committee, talked to **Mr. Ranjith Ramanan**, **Associate Director and Head of Supply Chain, DKSH Cambodia** about the company's business operations and plans for the future.



Mr. Jhelum Chowdhury



Mr. Ranjith Ramanan

Answers to IBC Supply Chain Subcommittee Questions

Q: Could you start by telling us something about yourself and DKSH?

A: I have been with DKSH for over five years and currently lead the Supply Chain function at DKSH Cambodia. My team and I, comprising over 350 staff members, oversee distribution activities to ensure that products efficiently reach our customers across the market.

Q: Could you share more on your services?

A: DKSH specializes in Market Expansion Services, helping clients grow in markets where we have a strong presence. Our operations are organized into four main Business Units: i) Consumer Goods, ii) Healthcare, iii) Performance Materials, and iv) Technology.

Q: How do you manage your supply chain?

A: Our Supply Chain is designed to ultimately cater to the requirement of the customer and our business requirements.

Q: What are the principal market segments you serve and how do you see the market for your products developing in the next 5 years?

A: We offer a diverse range of portfolios within each of our business units to meet the needs of a broad spectrum of customers. Given that our products are essential, I believe they will foster long-term relationships with our customers.

Q: What is the way ahead and your view of future opportunities in Cambodia?

A: In my view, Cambodia is still a hidden gem with huge amounts of untapped potential waiting to be realized.

Q: Lastly, how do you balance work and personal life?

A: I strongly believe in work-life integration, as in today's work environment, it's impractical to completely separate work from personal life.

From the Local News - Industry Updates

Tina welcomes foreign investment in carbon credit projects in Cambodia - Publish on August 20th, 2024

The Minister of Agriculture, Forestry, and Fisheries Dith Tina, welcomed foreign investors to invest in the development and implementation of carbon credit project in Cambodia through cashews, rubber plantations, flooded forests, and pig farms.

[Click here to read more.](#)

Agriculture Minister discusses ASEAN Food Security Information System - Publish on August 1st, 2024

On July 31, Minister Dith Tina attended a meeting on the ASEAN Food Security Information System and Human Resource Development Phase III. He instructed officers to monitor and report crop statistics accurately and emphasized the need for detailed planning, evaluation, and efficient budgeting before project implementation. [Click here to read more](#)

EU, Germany partner with Cambodia in agriculture to accelerate green growth, jobs - Published on September 6th, 2024

The Ministry of Agriculture, Forestry and Fisheries (MAFF), the European Union, and Germany have launched a project to boost the sustainability, export, competitiveness, and inclusiveness of Cambodia's cashew nut and pepper industries. It aims to enhance local value addition and improve food safety and climate-resilient agriculture systems. [Click here to read more](#)

Australia continues to support Cambodia's agriculture sector to achieve rice export goals

Australia is proud to support the Cambodia Rice Forum 2024, where over 400 leaders discussed the rice value chain. The forum connected Cambodian agri-food exporters with international buyers and retailers, including Australians, and highlighted Cambodia's export potential through visits to rice milling facilities. [Click here to read more](#)

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