



Sourcing from Cambodia and Laos

3rd Purchasing Initiative ASEAN – Feb 2024

gic AHK

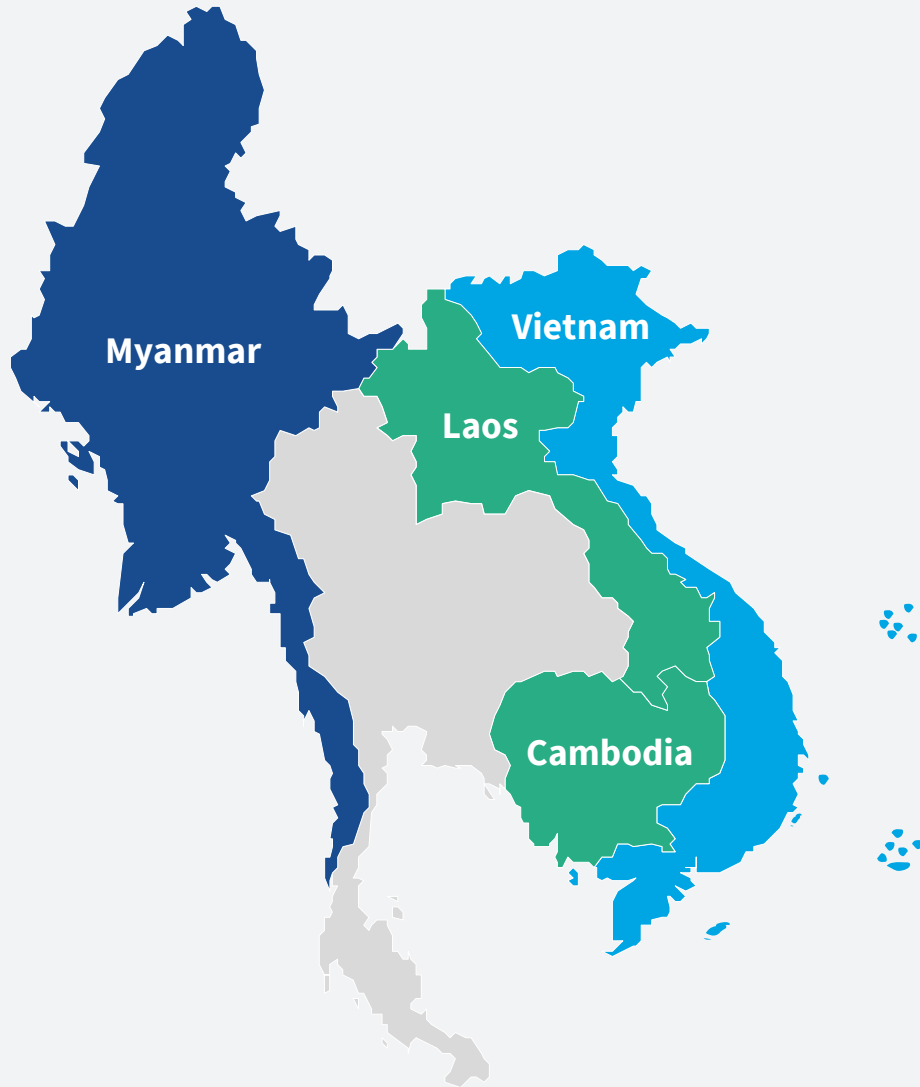


AHK

PartnerInCLMV

OUR HISTORY

AHK Region CLMV

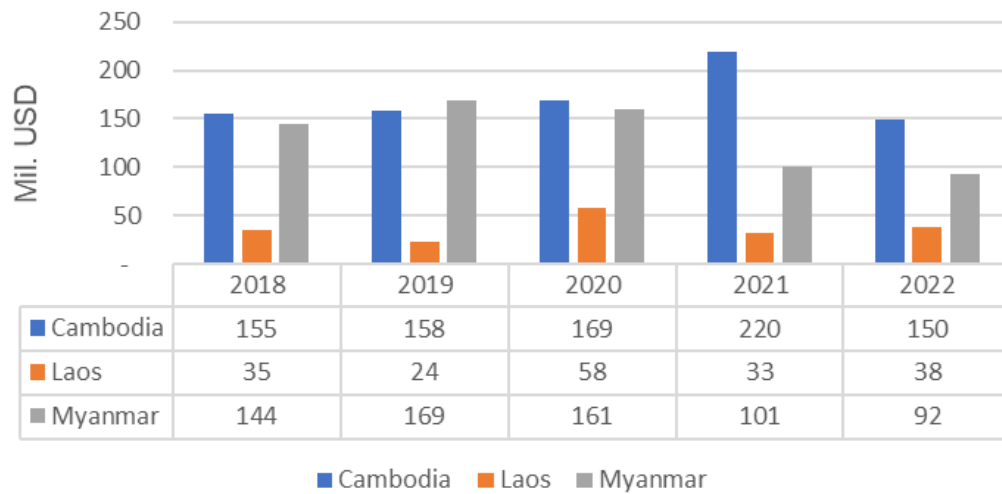


- 1994: Establishment AHK Vietnam
- 2014: Establishment AHK Myanmar
- November 2018: AHK Myanmar covers Cambodia and Laos.
- May 2023: AHK Vietnam covers Cambodia, Laos and Myanmar

 **PartnerInCLMV**

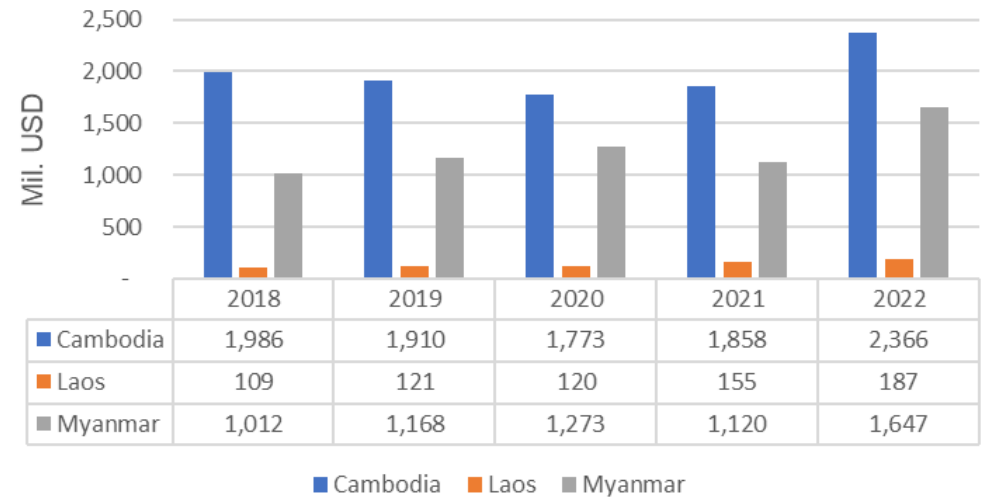
Foreign trade between Germany and CLM Region

German Export to CLM Region



2022:
Germany exported to CLM 280 Mil. USD

German Import from CLM Region

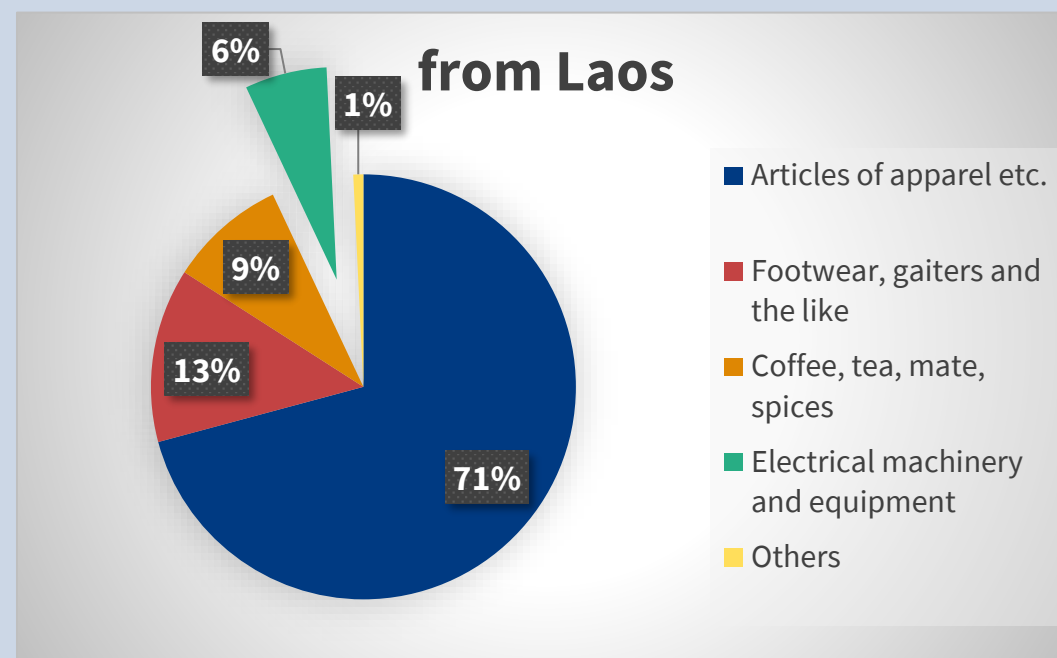
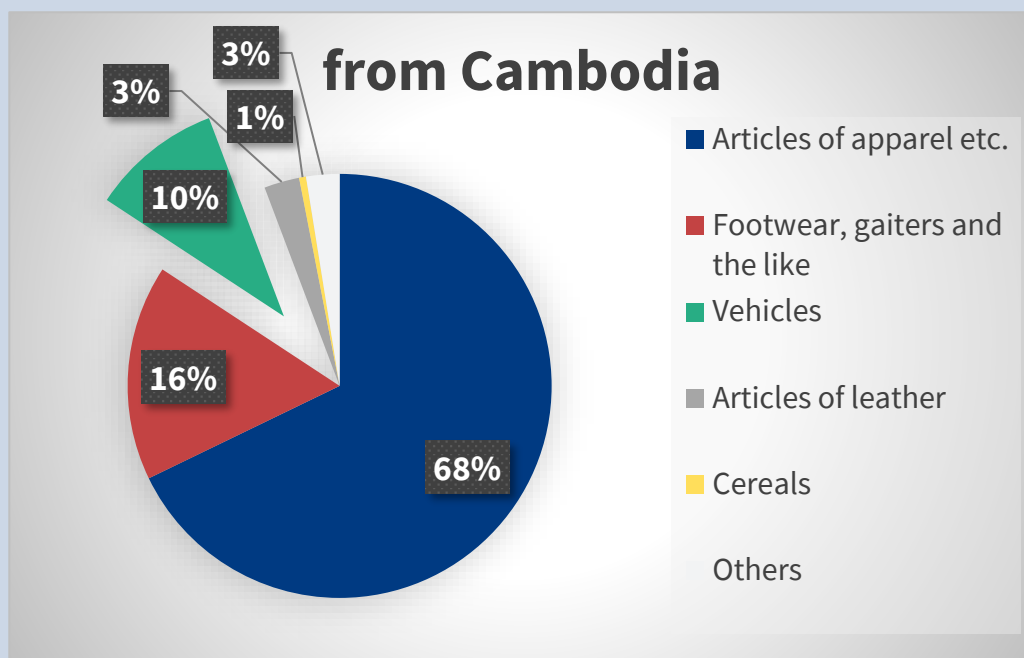


2022:
Germany imported from CLM 4.2 Bil. USD

Source: DeStatis



Top 5 commodities imported in 2022

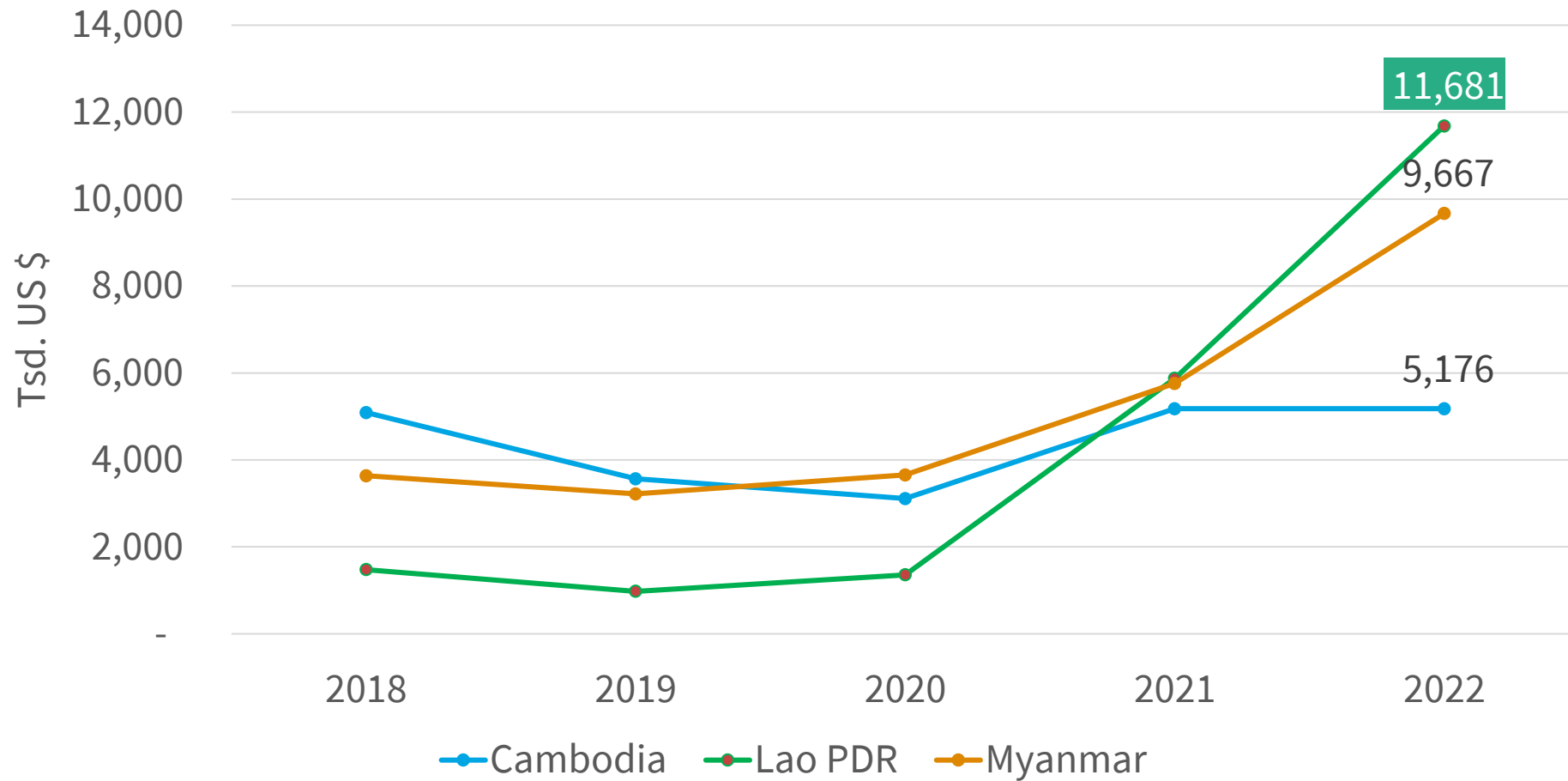


Source: DeStatis



HS code 85: Electrical machinery and equipment

German Import from Cambodia, Laos and Myanmar



Source: DeStatis



Sourcing in Cambodia and Laos – Pros & Cons



Everything but Arms scheme + FTAs



Attractive labour cost



Robust economic growth



High energy cost (Cambodia)



Lack of skilled workforce



Higher cost (logistics + customs system)



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