



Case Study on Cambodian Fresh Mangos Export to Korea

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GDA's Mission

- Ensure food security for the people;
- Manage and control quality and safety of agricultural products;
- Accelerate growth in agricultural productivity through agricultural diversification;
- Contribute to poverty reduction by ways of improving farmer incomes through value-added to agricultural products; and
- Ensure market access for agricultural products.



Main Commodities for export

- Paddy/Rice surplus
- Seasonal Crops (Maize, Soybean, Mung bean, Sesame, Peanuts, Cassava, Tobacco)
- Perennial Crop (Cashew, Pepper, Rubber)
- Vegetable
- Mango...

Exports of Cambodian Mango of 2016

- Dried Mango = 1.50 Ton, Mango=0.02 Ton (Australia)
- Dried Mango= 11.23 Ton (China)
- Fresh Mango= 97.94 Ton (France)
- Dried Mango= 15.25 Ton (Korea)
- Dried Mango = 1.07 Ton (United Kingdom)
- Dried Mango = 12 Ton (USA)
- Fresh Mango = 100 Ton (Vietnam)

Exports of Cambodian Mango the first 6 months of 2017

- Fresh Mango = 159.26 Ton (France)
- Dried Mango = 0.12 Ton (Korea)
- Frozen Mango = 30.05 Ton (Korea)
- Fresh Mango = 7,068 Ton (Thailand)
- Fresh Mango = 41,710 Ton (Vietnam)



MOU Between Cambodia and Korea for export fresh mangos to Korea

1. The Mango in this MOU is referred to *Mangifera indica* with its scientific name.
2. Fresh mango fruit to be exported to Korea will be commercially produced in Cambodia and comply with the conditions stipulated in the attached draft import requirements for fresh mango fruits.
3. The on sit survey will be conducted by QIA experts from Korea
4. Cambodia to establish mango export system in compliance with import requirement in early stages, QIA will cooperate with GDA by providing technical information on related facilities for sorting, treating and packing of mango fruit to be exported to Korea.
5. This MOU will come into effect on the date of signature and will remain in effect until the import of fresh mango fruits from Cambodia into Korea allowed. (Dec. 08, 2015)



Import requirements for Fresh mango for Exporting to Korea

1. A product to subject to the requirement

Fresh fruit of mango (*Mangifera* L.)

- Kampong Speu province
- Takeo province
- Kampong Cham province
- Siem Reap province
- Pursat province

2. Major Pest For Mango

- Chewing: Beetles, Grasshoppers Caterpillars
- Sucking : Bugs (Fruit spotting bug, Dimpling bug, Mealybugs)
- Rasping and sucking: Thrips and Mites



Import requirements for Fresh mango

VHT facilities shall be registered with the NPPO of Cambodia and NPPO shall oversee and carry out regular inspection

3. Pre-clearance inspection

The fresh mango fruits for export to Korea Mango shall undergo pre-clearance inspection by QIA inspector.

4. Vapor Heat Treatment (VHT)

VHT facilities shall be registered with the NPPO of Cambodia and NPPO shall oversee and carry out regular inspection.



Import requirements for Fresh mango (Cont.)

5. Packing and Labeling

A. Fresh mango fruits shall be equipped with insect-proof facilities and be disinfected on a regular basis.

B. Each packing cartons of fresh mango fruits shall be sealed, using the methods (including sticky tape, sticker or label) approved by the NPPO of Cambodia

C. The label for “ Korea ” and “ the name (or registration number) of orchards and packing houses ” shall be marked outside the each export carton.

D. In case, there are any ventilation holes on packing cartons, all holes shall be covered with net screen with a mesh size of less than 1.6x1.6mm in diameter, or the whole carton or pallet should be rapped or pack with a net screen with a mesh of no more than 1mm in diameter.



Control Measure options

1.Cultural control:

Pruning , tree architecture, dust control windbreaks and refuges and crop health and weed control

2.Biological control:

- Predators (lacewing, Assassin bugs, predatory caterpillar, praying mantids, and spiders
- Pathogens: Bacteria, fungi, Viruses

3.Chemical control:

- Insecticide: Bacillus thuringiensis

4.Integrated Pest Management (Use traps or sticky traps the aims to suppress pest populations below the economic injury level)

5.Mainstreaming GAP concept, consisting four modules

(Food safety, Produce quality, Worker Health, Safety and Welfare, Environment Management)





EXPORT CONSTRAINTS

- OUR FUTURISTIC FOR THE PLANTATION IS TO CREATE A ONE STOP DESTINATION FOR ALL MANGO PRODUCTS, ATTRACTION FOR TOURIST DESTINATION AND RESORT ETC. IT WILL CONTRIBUTE TO JOB CREATION AND LIVELIHOOD IMPROVEMENT FOR LOCAL PEOPLE IN THE LINE WITH POVERTY ALLEVIATION POLICY OF THE ROYAL GOVERNMENT OF CAMBODIA.
- LIMITATION OF INVESTMENT IN AGRICULTURAL SECTOR
- LOW PRODUCTIVITY AND POOR QUALITY OF PRODUCTS DUE TO LIMITED TECHNIQUE ON PRE-POST-HARVEST QUALITY MAINTAINING, LIMITED CAPACITY OF DRYING AND STORAGE FACILITY.
- LACK MARKET ACCESS DUE TO MARKETING NETWORK WITH REGIONAL AND OVERSEA MARKETS AND WEAK OF BARGAINING POWER.
- POOR MARKETING INFRASTRUCTURES (ABSENT OF WHOLESALE/EXPORT MARKETS, ROAD CONDITION.
- LIMITED TRADE FACILITATION BETWEEN REGIONAL AND WORLD MARKETS]
- FACED WITH THE LOSS OF CULTIVATION OF PEASANTS, TRADERS CAN CHANGE CROPS.
- THERE'S NO FACILITIES AND TECHNICAL CAPACITY FOR HOT WATER TREATMENT AS WELL AS MONITORING OF THE WORK.





**Thank You
For attention**

