



2022 CAMESCO

CAMBODIA'S ENTREPRENEURIAL ECOSYSTEM STRENGTHENING CONFERENCE

Information Pack

FRI
DAY

DEC
09

Hyatt Regency
Phnom Penh Cambodia

Organizers:



Sponsors:



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Greeting and welcome!

On behalf of Khmer Enterprise, USAID's WE Act through Pact and Swisscontact, we would like to welcome you to the Cambodia's Ecosystem Strengthening Conference22 (CAMESCO 2022).

It is a great honour for us to co-organize CAMESCO22. CAMESCO is a product of the Cambodian entrepreneurial ecosystem actors and an initiative of the Entrepreneurship Ecosystem Building (EEB) project. CAMESCO intends to bring together all the entrepreneurial ecosystem actors to reflect on the previous year and plan for the next year. Hence, we would like to thank you for your participation today, the first of the CAMESCOs to be organized in Cambodia. We would like to share with you the feedback collected from the Cambodian Entrepreneurial Support Organizations (ESOs) through the 10 Give a Days. The feedback has helped to identify the market gaps and opportunities to strengthen the Cambodian entrepreneurial ecosystem. The feedback has also been discussed during the Ecosystem Builders Network¹ (EBN) meetings. Mapping of available resources and gap analysis have been done in the 3 EBN meetings in 2022. CAMESCO22 is thus an opportunity to bring the 10 Give A Days and 3 EBN meetings for further actions. This will be done by the diverse range of ecosystem actors present today. The wealth of experience and knowledge will help to provide insights of best practices and better understand the current and future potential state of the Cambodia entrepreneurial ecosystem. We seek your active participation in the discussions. We greatly appreciate your inputs particularly on the "Call for Actions" for

¹ Members of EBN are from the government and development partners that have the mandate to support the development of the entrepreneurial ecosystem. Members of the EBN meet on a quarterly basis.

2023. These actions then will be implemented in 2023. This will then help strengthen the Cambodia entrepreneurship and investment ecosystem.

We are deeply grateful for the generous support of GIZ through the Study and Expert Fund for the "Innovation and Start-up Support for Women Entrepreneurs in ASEAN", Swisscontact via Improving Small Package E-Trade for SMEs (SeT4SME), Sasakawa Peace Foundation, ADB Frontier, iDE, Swiss Agency for Development and Cooperation (SDC) via Skill Development Project (SDP), and International Labour Organization (ILO) through Decent Employment for Youth in Cambodia whose sponsorship made this event possible. In addition to our sponsors, we would like to thank those organizations that provided extra support of the event, including Asia Venture Philanthropy Network (AVPN), Aspen Network of Development Entrepreneurs (ANDE) and Global Steering Group for Impact Investment (GSG).

We would like to thank you for your presence, interest, and support for CAMESCO22. We hope, collectively, we can achieve the results needed to increase investments in the entrepreneurial ecosystem. Wish all of us a good day.



Mr. Rajiv Pradhan

Country Director
Swisscontact
Cambodia



Ms. Sabine Loukes

Chief Party of WE Act
and Country Director
Pact Cambodia



**H.E. Dr. Vanmunin
Chhieng**

Chief Executive
Officer Khmer Enterprise

CAMESCO22 is an initiative within the [Entrepreneurship Ecosystem Building](#) (EEB) Project, which is jointly funded by Khmer Enterprise, established by Ministry of Economy and Finance in Cambodia, USAID's WE Act Project through Pact Cambodia and Swisscontact. Besides CAMESCO, the two main initiatives within EEB are the Give a Day and Ecosystem Builders Network (EBN). [Give a Day](#) is a monthly meeting of the Entrepreneurial Support Organizations (ESOs) to systematically dive deep into the key issues of what is working, what is not and how to address those challenges to improve the ecosystem for all actors. Give a Day is helping to build a platform for demand-oriented discussions, presentation, and collaboration. [Ecosystem Builders Network](#) (EBN) is network of development partners, government agencies and ecosystem builders, that meet on a quarterly basis. The EBN meetings are held to map out the available resources and analyse gaps as well as market opportunities to foster collaboration between the system's actors. The aspiration is that EBN meetings would help guide the organizations supporting the building of the entrepreneurial ecosystem, in the design of new support programs. CAMESCO brings together the outcomes from Give a Day and EBN. Further deep dives will be carried out with a wider range of ecosystem actors. CAMESCO, thus, would help to identify areas that barriers need to be addressed, call for support which then ultimately would lead to building trust and fostering investments in Cambodia. CAMESCO is envisioned as a regular annual conference.

Cambodia's Ecosystem Strengthening Conference 2022 (CAMESCO22) is organized with the following purposes in mind:

- [Recap year-round summary](#) of Give a Day, EBN and other ecosystem strengthening meetings including the actions that have been undertaken
- [Increase awareness](#) of new programs that are being launched in 2023 to support the Cambodian entrepreneurial ecosystem
- [Share regional/global initiatives](#) and its implication in Cambodia
- [Call for actions](#) to strengthen the Cambodian entrepreneurial ecosystem, which would include support in [entrepreneurship development, trade and markets, investment and financing](#)
- [Network](#) with national and regional organizations.

TIME	SESSIONS
8:30-9:00am	REGISTRATION AND WELCOME SESSION
9:00-9:05am	NATIONAL ANTHEM
9:05-9:30am	<p>WELCOME REMARKS</p> <ul style="list-style-type: none"> Sabine Joukes, Chief of Party, WE Act/Pact Cambodia Markus Buerli, Director, Swiss Agency for Development and Cooperation (SDC) <p>OPEN REMARK</p> <ul style="list-style-type: none"> H.E. Dr. Chhieng Vanmunin, CEO of Khmer Enterprise
9:30-9:35am	GIVE A DAY COMMUNITY VIDEO
9:35-9:50am	<p>KEY RESULTS OF ENTREPRENEURIAL ECOSYSTEM BUILDING PROGRAM</p> <p>Objective: Recap the gaps and market opportunities of Cambodia's entrepreneurial ecosystem and the way forward</p> <p>Give a Day</p> <ul style="list-style-type: none"> Lisa chao, Business Networking Lead, Khmer Enterprise <p>Ecosystem Builders Network (EBN)</p> <ul style="list-style-type: none"> Sokhuy Lay, Project lead, Swisscontact Cambodia
9:50-10:00am	PHOTO SESSION
10:00-10:15am	<p>SESSION 1: ANNOUNCE NEW INITIATIVES</p> <p>Objective: Update upcoming initiatives/programs to tackle challenges of start-ups, MSMEs and entrepreneurial ecosystem and assist in fostering collaboration among system's actors</p> <p>Government Initiatives in Building a Vibrant Entrepreneurial Ecosystem in Cambodia (5min)</p> <ul style="list-style-type: none"> Sunsey Sereivoreaktep, Business and Networking Officer of Khmer Enterprise <p>Enhancing Entrepreneurial Ecosystem and Investment (3EI) (5min)</p> <ul style="list-style-type: none"> Rajiv Pradhan, Country Director, Swisscontact Cambodia <p>Improved Competitiveness of National Enterprises (ICONE) (5min)</p> <ul style="list-style-type: none"> Dr. Stefan Hanselmann, Program Director of GIZ ICONE Project

10:15-10:40am	COFFEE BREAK AND VISIT BOOTHS
10:40-12:00pm	<p>SESSION 2: INNOVATIVE BEST PRACTICES IN SUPPORTING ENTREPRENEURSHIP IN THE REGION</p> <p>Objective: Share regional best practices of comprehensive and effective models to support entrepreneurs as well as accelerate solutions to improve entrepreneurial ecosystems</p> <p>Innovation and Good Practices of Support for Young Women Entrepreneurs in Cambodia (10min present, 10m Q&A)</p> <ul style="list-style-type: none"> Sabine Joukes, Chief of Party, WE Act/Pact Cambodia <p>Innovation and Start-up Support for Women Entrepreneurs in the ASEAN region (10min present, 10m Q&A)</p> <ul style="list-style-type: none"> Kasumi Nakagawa, International Gender Consultant, GIZ <p>Addressing the Missing Middle's Needs Through Gender Smart Accelerator Programs in Myanmar and Cambodia (10min present, 10m Q&A)</p> <ul style="list-style-type: none"> Rasmey Heang, Business Accelerator Program Manager, Investor Corporation Plc Matt Viner, Director of Operation and Business Development, Emerging Market Entrepreneurs <p>Bridging Digital Trade Gaps for Cambodian MSMEs through the Small Package Exporters Champion (10min present, 10m Q&A)</p> <ul style="list-style-type: none"> Sok Kha, Workstream Technical Lead of SeT4SME, Swisscontact
12:00-1:30pm	NETWORKING LUNCH
1:30-1:50pm	<p>SESSION 3: FINANCIAL INSTRUMENTS TO UNLOCK CAPITAL IN THE EMERGING MARKETS</p> <p>Objective: Focus on examining and providing concrete examples on how a series of financial instruments, including blended finance instruments, can be used to mobilize investment capital into the emerging markets as well as to develop the pipeline.</p> <p>Presentation: Mobilizing Capital at Scale for Emerging Markets (10min presentation, 10m Q&A)</p> <ul style="list-style-type: none"> Fai Wechayachai, Head of Market Development, Global Steering Group for Impact Investment (GSG)

1:50-3:00pm	<p>PANEL DISCUSSION: IMPACT INVESTMENT OPPORTUNITIES AND WAYS TO DE-RISK INVESTMENT</p> <p>Moderator</p> <ul style="list-style-type: none"> Tommy Boukhris, Asian Venture Philanthropy Network (AVPN) Cambodia Advisor and Senior Consultant & Portfolio Manager, EMC <p>Panelists</p> <ul style="list-style-type: none"> Kong Somphyvatanak, Investment Manager, Khmer Enterprise Hiu Chii Fen, Associate Director, Centre for Impact Investing and Practices (CIIP) Bradley Kopsick, Cambodia Country Director, Insitor Partners Dominic Patrick Mellor, Principal Investment Specialist, ADB Frontier Rajiv Pradhan, Country Director, Swisscontact Cambodia
3:00-3:20pm	<p>COFFEE BREAK AND VISIT BOOTHS</p>
3:20-4:35pm	<p>SESSION 4: DEEP DIVE INTO CAMBODIA'S ENTREPRENEURIAL ECOSYSTEM</p> <p>Objective: In-depth discussion on the current landscape of Cambodia's entrepreneurial ecosystem, including entrepreneurship support, trade and market support, financing and investment and explore the important areas, that will help bridge the gaps, to prioritize in 2023. The session aims to co-create solutions and call for collaborations to make the necessary shifts in capital allocations to bridge the gaps as identified in the Give a Day meetings BREAKOUT SESSION: CALL FOR ACTIONS</p> <p>Mobilizing Investment Co-led by</p> <ul style="list-style-type: none"> Kong Somphyvatanak, Investment Manager, Khmer Enterprise Fai Wechayachai, Head of Market Development, Global Steering Group for Impact Investment (GSG) <p>Entrepreneurship Support Co-led by</p> <ul style="list-style-type: none"> Lody Peng, Deputy Chief of Party, WE Act/Pact Cambodia Joy Munthamraksa, Chapter Head of East and Southeast Asia, ANDE <p>Trade and Markets Co-led by</p> <ul style="list-style-type: none"> Sok Kha, Workstream Technical Lead of SeT4SME, Swisscontact Daren Kong, Economic Cooperation and Private Sector Senior Advisor, GIZ
4:35-5:35pm	<p>CLOSING AND NETWORKING RECEPTION</p>

*This tentative agenda is subject to be changed if necessary.

05 ABOUT EEB PROJECT

The Entrepreneurship Ecosystem Building (EEB) is a one-year initiative funded by Khmer Enterprise, established by Ministry of Economy and Finance in Cambodia, USAID's WE Act Project through Pact Cambodia and Swisscontact. The initiative aims to strengthen entrepreneurial ecosystems by deepening trust-based relationship among the system's actors that will help to strengthen an enabling environment for entrepreneurial networks to form high quality.

THREE KEY ELEMENTS OF EEB

 <p>Give a Day is being organized monthly to:</p> <ul style="list-style-type: none"> Create a space for key stakeholders in the ecosystem to systematically dive deep into key issues of what is working and what is not and how to address those challenges to improve the ecosystem for all actors Be a platform for demand-oriented discussions, presentations, and collaborations Collect feedback from ESOS to identify market gaps and opportunities to feed new potential initiatives to improve the Cambodian entrepreneurship ecosystem 	 <p>Ecosystem Builders Network is being organized quarterly to:</p> <ul style="list-style-type: none"> Create a space for ecosystem builders' organizations, development partners, government agencies etc.so that they can learn more about each other's program and identify market gaps and opportunities Map out available resources and analyze gaps and market opportunities to foster collaboration Engage in joint activities with like-minded partners and organizations to strengthen the exchange of knowledge and foster best practices in this field that will help to make the overall system stronger. Strengthen an enabling environment for entrepreneurial networks to form high quality connections to support entrepreneurs and entrepreneurship development in Cambodia
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Cambodia's Ecosystem Strengthening Conference 2022 is organized annually to:

- Bring together the issues from Give A Day and EBN to further discuss and provide guidance to design programs to support the entrepreneurial ecosystem
- Provide the opportunity for all actors to present themselves and promote themselves
- Bring all the actors together to celebrate successful initiatives that are helping to strengthen entrepreneurial ecosystem in Cambodia
- Share regional and global initiative and its implementation in Cambodia
- Showcase the best practices of activities in promoting collaboration and trust building among ESOs

5.1 Give a Day

10 Give a Days have been organized in 2022. Give a Day aims to strengthen the entrepreneurial ecosystems by deepening trust-based relationship among the system actors. This enables actors to access expertise for their ESOs by sharing expertise with one another. This exchange of support provides an opportunity for actors to build more meaningful relationships. In 2022. These meaningful relationships has helped build trust among the actors and hence provided better services for the entrepreneurs.

5.1.1 KEY TAKEAWAYS FROM GIVE A DAY IN 2022

The format of the Give a Day is that one ESO presents on a particular demand-based topic followed by discussions. All recommendations from the discussions from each one of the Give a Day has been compiled together and is illustrated in figure 1.

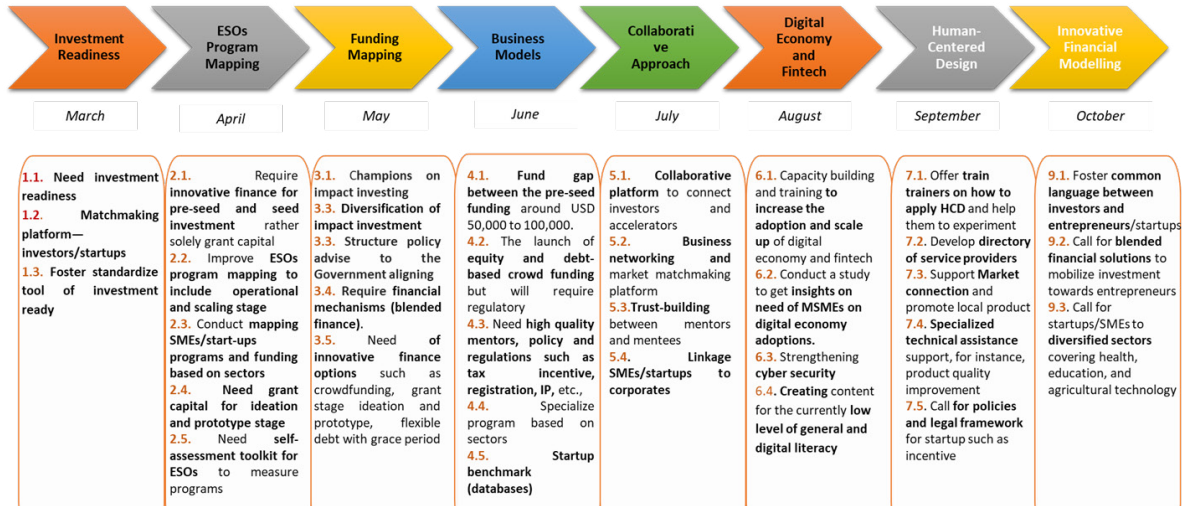


Figure 1: Key Takeaways from all Give a Day in 2022.

The recommendations then have been further grouped and summarized in three main topics, including investment, entrepreneurship support, and trade and markets in figures 2, 3, and 4.

5.1.2 INVESTMENT

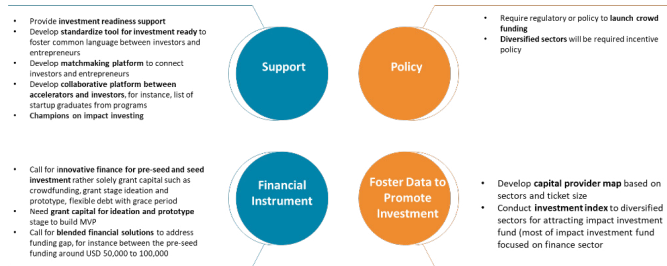


Figure 2: Key Give a Day community calls for actions to mobilizing investment

5.1.4. TRADE AND MARKETS

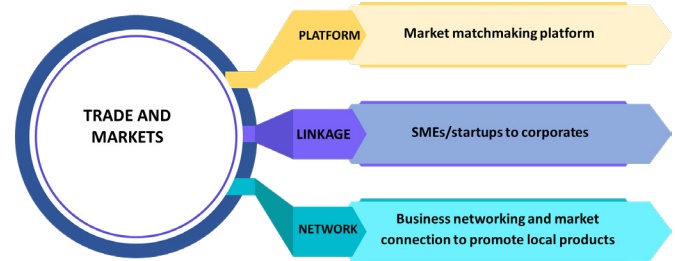


Figure 4: Key Give a Day community calls for actions to improve and promote trade and markets

5.1.4 MEMBERS

ESOs that participated in at least one Give a Day. A total of 73 organizations participated in the Give a Day. The organizations are listed below:

5.1.3 ENTREPRENEURSHIP SUPPORT

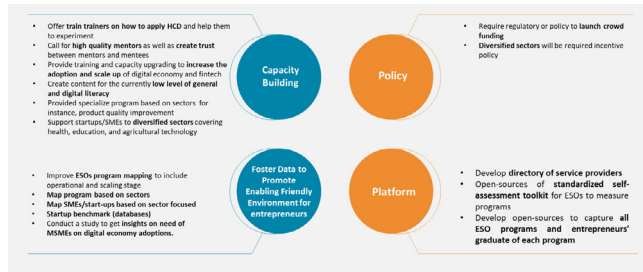


Figure 3: Key Give a Day community calls for actions for entrepreneurship support



5.2. Ecosystem Builders Network (EBN)

A total of 27 organizations participated in at least one of the 3 EBN meetings held in 2022. The EBN members worked together on a shared vision and reflected on the programs that are currently running and will be designed in future, as per the Isenberg's Model of the Entrepreneurial Ecosystem².

5.2.1 SHARED VISION

The shared vision validated by the EBN members will be presented in CAMESCO22. Figure 5 illustrates the vision of the Cambodian entrepreneurial ecosystem. It is anticipated that current and future programs will be aligned to this shared vision.



5.2.2 MAPPING OF PROGRAMS

Figure 6 illustrates the six pillars of Isenberg's Model of the Entrepreneurial Ecosystem. Figures 7, 8, 9, 10, 11, and 12 in this section illustrate the current and future programs of the EBN member organizations. The mapping helps to potentially a) inform each other of the various initiatives; b) help avoid the overlap of

² Isenberg's Model of an entrepreneurship ecosystem

the support programs; c) help in the process to dig deeper into the programs; and, d) help to identify the missing areas of support. All these would ultimately lead to proper support program being designed and implemented thereby strengthening the ecosystem which would help to increase investments in Cambodia.



Figure 6: the 6 pillars of Isenberg's Model of the Entrepreneurial Ecosystem

5.2.2.1 Support Programs and Activities by EBN Members

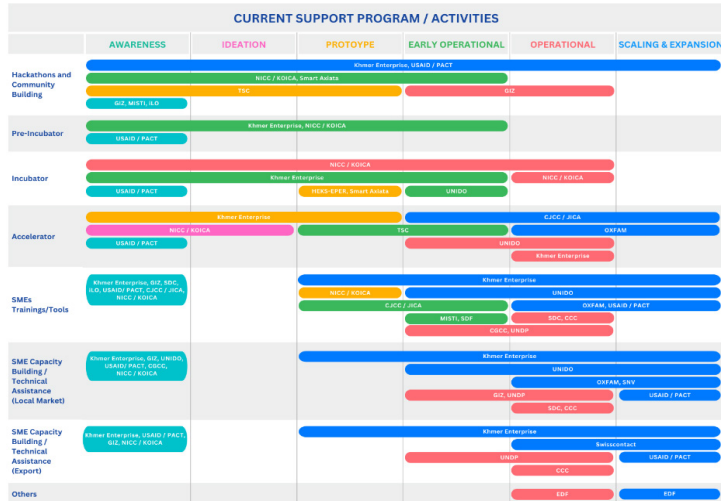


Figure 7: Current Support Programs and Activities by EBN Members

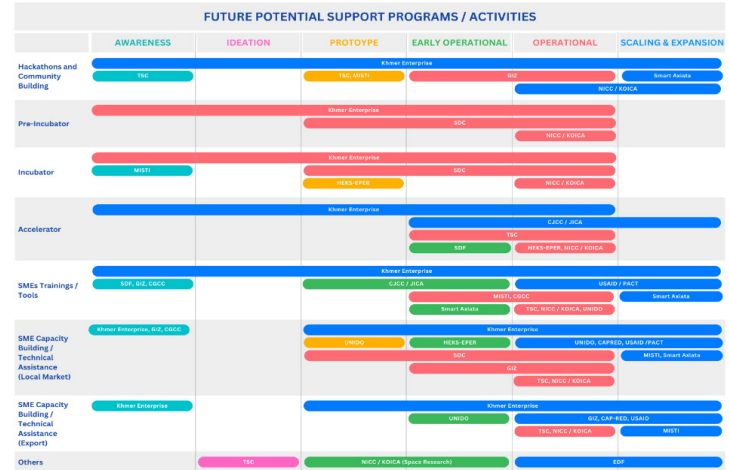


Figure 7: Future Potential Support Programs and Activities by EBN Members

EBN members mapped out current and future potential of their support programs that provide support along the entrepreneurial journey with various initiatives and programs.

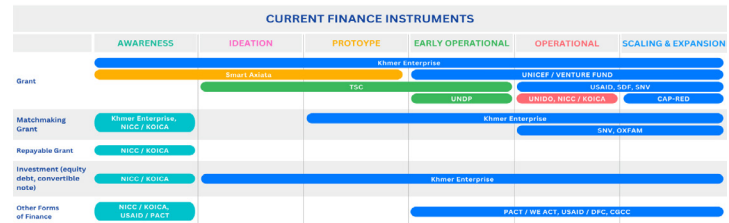


Figure 8: Current Finance Instruments by EBN Members

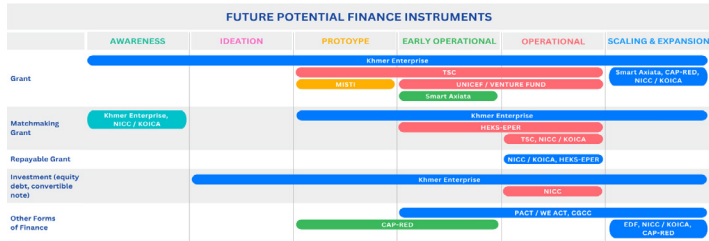


Figure 8.2: Future Potential Finance Instruments by EBN Members

5.2.2.2. Financial Instruments

EBN members mapped out current and future potential of their financial instruments (grants, guarantees, etc.) that provide support along the entrepreneurial journey.

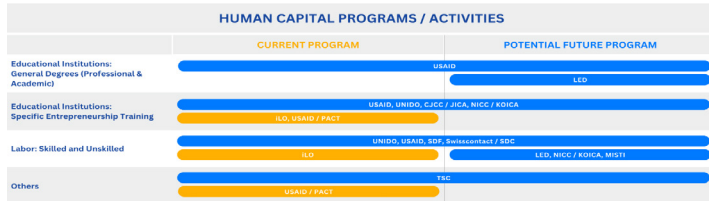


Figure 9: Current and Future Potential Human Capital Programs/Activities by EBN Members

5.2.2.3 Human Capital Programs/Activities

EBN Members mapped out the current and future potential human capital programs (skill, education, etc.) that provide support along the entrepreneurial journey.

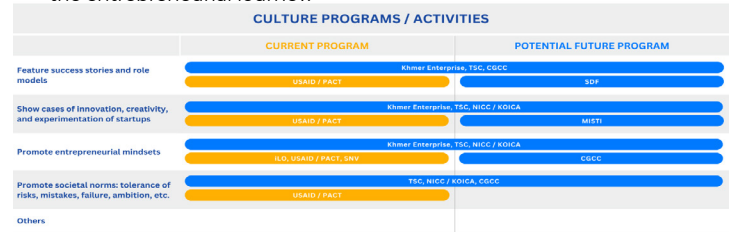


Figure 10: Current and Future Potential Culture Programs/Activities by EBN Members

5.2.2.4. Culture Programs/Activities

EBN Members mapped out the current and future potential culture programs/activities (social norms, success stories of entrepreneurs etc.) to promote entrepreneurship.

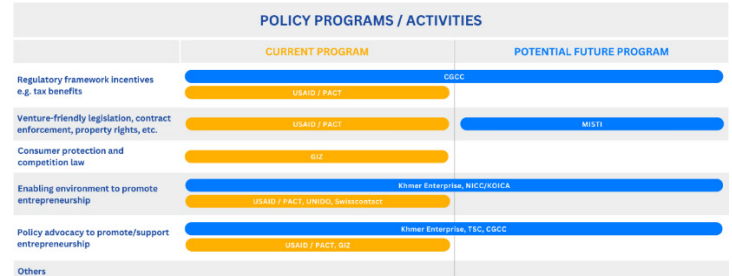


Figure 11: Current and Future Potential Market Programs/Activities by EBN Members

5.2.2.5 Market Program/Activities

EBN Members mapped out the current and future potential market programs/activities (distribution channels, trade, platform's etc.)

5.2.2.6. Policy

POLICY PROGRAMS / ACTIVITIES		
	CURRENT PROGRAM	POTENTIAL FUTURE PROGRAM
Regulatory framework incentives e.g. tax benefits	USAID / PACT	CGCC
Venture-friendly legislation, contract enforcement, property rights, etc.	USAID / PACT	MISTI
Consumer protection and competition law	GIZ	
Enabling environment to promote entrepreneurship	USAID / PACT, UNIDO, Swisscontact	Khmer Enterprise, NCC/KOICA
Policy advocacy to promote/support entrepreneurship	USAID / PACT, GIZ	Khmer Enterprise, TEC, CGCC

Figure 1): Current and Future Potential Market Programs/Activities by EBN Members

Members mapped out the current and future potential policy programs/activities (social norms, success stories of entrepreneurs etc.) to promote entrepreneurship.

5.2.3 MEMBERS

EBN members are Government institutions, development partners, projects and other support organizations that participated in at least one EBN meetings in 2022. A total of 27 organizations participated in at least one EBN meeting. The organizations are listed below.



6.1 Guests of Honour



**H.E. DR. CHHIENG
VANMUNIN**

CHIEF EXECUTIVE OFFICER,
KHMER ENTERPRISE



SABINE JOUKES

CHIEF OF PARTY, WE ACT/ PACT
CAMBODIA



MARKUS BUERLI

DIRECTOR, SWISS AGENCY
FOR DEVELOPMENT AND
COOPERATION (SDC)

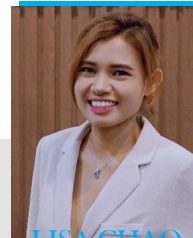
Dr. Chhieng Vanmunin has many years of experience working in the ICT industry. He has been consulting Startups, SMEs, and Nationals & International Corporations across all various sectors ranging from University, R&D, Startup, Banking, Telecom and Fintech. Before accepting the role as CEO of Khmer Enterprise, Dr. Vanmunin started his career in ICT industry includes UNSW — an Australian University, Data61 — an Australian government's centre of Research and Excellence, Macquarie Bank — an international investment bank, Freelancer.com — a multi-million dollars online business, NBNC0 — an Australian National Broadband Network, eBay — an eCommerce retailer, Data Republic — a Security Data Exchange, RGC — Royal Government of Cambodia. Dr. Vanmunin holds a PhD in Computer Science and Engineering from UNSW, Australia in 2008. With a vision for changing lives with innovative solutions, Dr. Vanmunin applied first-hand experiences and cutting-edge practices in many consultancy projects including project planning, prototyping, implementation, automation, and scaling businesses.

Sabine Joukes is the Chief of Party for the USAID-funded Women Entrepreneurs Act project, aimed to empower young women entrepreneurs. Sabine started in the private sector as a marketing and advertising strategist in Belgium, Turkey and in Cambodia as General Manager and continued in Myanmar and Indonesia. She joined the World Bank after the Tsunami for donor coordination. After 9 years in Malawi (CoP for climate resilience), she joined Pact Myanmar as Programs Director and CoP. Sabine has a Masters in Nonprofit Management and Leadership (USA), a bachelor's in Communications and Public Relations, and a bachelor's in Marketing and Business Management from Belgium.

Markus Buerli is the Director of Cooperation at the Swiss Cooperation Office and Consular Agency in Cambodia. He has over 20 years of experience in international cooperation and has been with the Swiss Agency for Development and Cooperation (SDC) since 2007, both in Switzerland and abroad. He holds a master's degree in Managing Rural Development from the University of London and a Bachelor in Agronomy. With experience in providing business advice to Swiss farmers as well as international agricultural research, he now heads the Swiss Representation in Cambodia, managing Swiss Development Cooperation to Cambodia.

6.2 Speakers

KEY RESULTS OF ENTREPRENEURIAL ECOSYSTEM BUILDING PROGRAM



LISA CHAO

BUSINESS NETWORKING LEAD,
KHMER ENTERPRISE



SOKHUY LAY

PROGRAM LEAD OF EEB,
SWISSCONTACT

Lisa CHAO is a Business Network Lead at Khmer Enterprise who oversees programs that promote and expand entrepreneurial ecosystem network through connecting startups and SMEs to investors, Entrepreneur Support Organizations and Development Partners. Internally she is an Executive Officer to CEO, coordinate the relevant tasks for internal teams and external stakeholders. Before joining the unit, Lisa experienced in marketing and project management from different sectors including E-commerce, Trading, and Telecom. With the asset of multi languages including Cantonese, Mandarin, English and Khmer, she was also the main coordinator of internal and external communication between managements, employees, local and international clients.

Sokhuy Lay is the program lead of the entrepreneurship ecosystem building project. Her role is to act as catalyst through building relationships that enable entrepreneurial support organization (ESOs) to act together, share information more openly and find ways how being connected and forthcoming helps them as individual organization to become stronger and to offer better services for Phnom Penh entrepreneurs. Before that, she was the Lead RISE Technical Assistance Facility Manager for the ASEAN focused USAID-funded Regional Investment Support for Entrepreneurs (RISE) Platform. Through RISE, Sokhuy have travelled throughout the region, building a network of investors, intermediaries, and TA providers and well connected with ecosystem actors/investors across in the Southeast Asia.

SESSION 1: ANNOUNCE NEW INITIATIVES IN 2023



**SUNSEY
SEREIVOREAKTEP**

BUSINESS AND NETWORKING OFFICER OF KHMER ENTERPRISE



RAJIV PRADHAN

COUNTRY DIRECTOR,
SWISSCONTACT



**DR. STEFAN
HANSELMANN**

PROGRAM DIRECTOR OF GIZ
ICONE PROJECT

Sunsey Sereivoreaktep, a BSc in Business Entrepreneurship and an MSc in Digital Marketing from University of Southampton and Loughborough University respectively. Sereivoreaktep is currently employed by Khmer Enterprise as Business Networking Officer. Sereivoreaktep is also well versed with public administration and private sector studies.

Rajiv Pradhan is the Country Director of Swisscontact Cambodia, since 2016 and has over 30 years of experience in the private and development sectors across multiple countries. His work focuses on strategic management, supporting building systems to foster private sector growth, enhancing public-private partnerships, facilitation and mediation in various sectors including entrepreneurial ecosystem development and investments, regenerative agriculture. Rajiv previously worked in Nepal, Bangladesh, Indonesia including leading organizations in supporting the private and public sector. In 2010, he was awarded Small Enterprise, Education and Promotion Network (SEEP) Practitioner of the Year. The Royal Government of Cambodia has awarded him the SAHAMETRI medal on June 21, 2022, for 'exceptional contribution to the field of Conservation Agriculture (CA) and Sustainable Intensification (SI).

Dr Hanselmann studied economics and social sciences at universities in Germany and Malaysia. He lived and worked in Germany, Japan, India, Latvia and Mongolia, specializing in private sector development, investment promotion and strategic planning for German companies and Germany's federal agency for development assistance, Gesellschaft Für Internationale Zusammenarbeit (GIZ). After several years as Managing Director of a German metal processing factory in Latvia, he re-joined GIZ and took over as the program director of GIZ Integrated Mineral Resource Initiative (IMRI) in Ulaanbaatar, Mongolia. In 2018 he joined GIZ Cambodia and is currently director of the GIZ program Improved Competitiveness of National Enterprises (ICONE) based in Siem Reap.

SESSION 2: INNOVATIVE BEST PRACTICES IN SUPPORTING ENTREPRENEURSHIP IN THE REGION



KASUMI NAKAGAWA

INTERNATIONAL GENDER CONSULTANT, GIZ



RASMEY HEANG

BUSINESS ACCELERATOR PROGRAM MANAGER, INVESTOR CORPORATION PLC



MATT VINER

DIRECTOR OF OPERATION AND BUSINESS DEVELOPMENT, EMERGING MARKET ENTREPRENEURS



SOK KHA

WORKSTREAM TECHNICAL LEAD OF SET4SME, SWISSCONTACT

Kasumi Nakagawa has completed her master's in international public policy at Osaka University, and currently she is a PhD candidate at Osaka University on "Marginalized women and digitalization in Cambodia. Since 1997, she is based in Cambodia and became a faculty member of ISSR since 2002. She has been serving as a gender consultant for many institutions, including Cambodian ministries such as Ministry of Women's Affairs, Ministry of Rural development, Ministry of Interior, for gender work. Also she is working as a consultant for Asia Development Bank (ADB), UN agencies, Japan International Cooperation Agency and GIZ (German). Her research focus is marginalized women, violence against women/girls/boys, female leadership particularly at sub-national level, and documenting Khmer Rouge regime experiences through oral history with feminist approach.

Rasmey Heang is currently holding a position as an accelerator program manager at Cambodia Investor Club. Since 2018, he has been leading a business accelerator program with a demonstrated history of working with international like-minded entrepreneurs on a renewable energy project in Sweden. Prior to that, he had been working for a leading electronic retail and trading company in Cambodia for 2 years, serving a position as Executive Assistant to CEO. He obtained his master's degree in Strategic Entrepreneurship for International Growth at Halmstad University, Sweden.

Matt Viner is the Director of Operations at Emerging Markets Entrepreneurs, a founder focused venture capital company. After investing around \$2M across a portfolio of startups, and more than 5,000 hours in post-investment support, Matt and his team developed SanThit Accelerator. SanThit is a unique accelerator designed to test for grit and engagement and create a level playing field for investing in women. Based off success with SanThit in Myanmar, Matt helped to launch Cnai Accelerator in Cambodia in partnership with the Cambodia Investor Club. EME continues to be an active venture capital investor and is helping to share its investor-designed accelerator model across the region.

Sok Kha is the technical lead of the Improving Small Package e-Trade for SMEs (SeT4SME) project, flagship project of the Global Alliance for Trade Facilitation (GATF) implemented by Swisscontact in collaboration with the Ministry of Commerce. He is currently a trade facilitation advisor for ASEAN-EU project ARISE Plus Cambodia, to support the Cambodian government in implementing various trade facilitation measures, with a view to better integrate Cambodia into ASEAN Economic Community and to accelerate the implementation of WTO's TFA. SOK Kha is also a fellow at the Asian Vision Institute (AVI), a research think tank based in Phnom Penh. He also served as a Visiting Fellow at the China Institute of International Studies (Beijing: Oct-Nov, 2019). He has written and published articles and book chapters on SMEs, trade policy and trade facilitation, and regional integration.

SESSION 3: FINANCIAL INSTRUMENTS TO UNLOCK CAPITAL IN THE EMERGING MARKETS



**FAI
WECHAYACHAI**

HEAD OF MARKET DEVELOPMENT, GLOBAL STEERING GROUP FOR IMPACT INVESTMENT (GSG)



**KONG
SOMPHY
VATANAK**
MARKET AND INVESTMENT MANAGER,
KHMER ENTERPRISE



HIU CHII FEN
ASSOCIATE DIRECTOR, CENTRE FOR IMPACT INVESTING AND PRACTICES (CIIP)



**BRADLEY
KOPSICK**
CAMBODIA COUNTRY DIRECTOR,
INSITOR PARTNERS



**DOMINIC
PATRICK
MELLOR**
PRINCIPAL INVESTMENT SPECIALIST,
ADB FRONTIER

Fai Wechayachai joined GSG in 2022 as the Head of Market Development in Asia. Prior to GSG, she was the Regional Chapter Head of ANDE East and Southeast Asia, where she helped build from the ground up. Her efforts focused on cultivating and strengthening entrepreneurial and impact ecosystems in the region. Fai was instrumental in developing the ecosystem snapshot for Myanmar, Bangkok and initiating the Southeast Asia Climate Entrepreneurship snapshot. She brings both private and public sector expertise in international development and education industry. Fai holds a Masters in Comparative International Development Education from the University of Toronto.

Kong Somphyvatanak is the Market and Investment Manager at Khmer Enterprise. He is responsible for providing grant funding such as assistance package to startups and SMEs negatively impacted by Covid-19 and enterprise development grant for Cambodian SMEs to develop overseas market or to be more competitive in general. He also works on equity investment to start-ups and SMEs, designs and implements programs to support businesses' access to market for their products and services. He has a background in banking and finance where he spent more than 4 years with ANZ Bank in Cambodia and Myanmar. For his education, he graduated with bachelor's degree in economics from Pannasastra University of Cambodia (PUC) and completed an executive course on "Digital Transformation of the Cambodian Economy" delivered by Stanford Center for Professional Development.

Hui Chii Fen is Associate Director at the Centre for Impact Investing and Practices (CIIP), a non-profit centre established by Temasek Trust. Prior to this, Chii Fen worked at Bain & Company across the UK and Southeast Asia markets and was most recently part of the Global Sustainability Innovation Center (GSIC) in Singapore. Her consulting experience spans topics such as sustainability, strategy, and transformation; and sectors across non-profit and social enterprise, agri-food, private equity, consumer goods, and insurance. Before joining the business world, Chii Fen was a Consultant for UNICEF, where she worked on projects related to well-being and bullying during childhood and adolescence within the context of education. Chii Fen holds a PhD. in Experimental Psychology from the University of Oxford and an MBA from INSEAD.

Bradley Kopsick is the Cambodia/Myanmar Country Director for Insitor Partners, an impact investment fund backing entrepreneurs who build life-changing solutions for low-income consumers in developing Asia. Insitor's target investees make essential services more affordable through simplified product design or improved business processes, and more accessible through efficient distribution models. In his current role in Phnom Penh, Bradley oversees operations across both countries in Insitor's Southeast Asia mandate, exploring investment opportunities, conducting market analyses, and working closely with portfolio companies. Bradley has worked at Insitor for the past ten years and first launched the fund's operations in Myanmar. He has also served as a board member for the Myanmar Private Equity and Venture Capital Association since its inception in 2019.

Dominic Patrick is the Principal Investment Specialist at the Asian Development Bank (ADB) responsible for designing new ADB private sector operations early-stage initiatives. Co-founder of ADB Ventures that has invested in leading early-stage technology companies that can scale solutions to rapidly decarbonize Asia's supply-chains and industry. Since launching in 2020, ADB Ventures has invested in about 50 climate technology startups operating across emerging Asia. Currently designing ADB Frontier that will catalyze risk capital into small frontier markets. Prior to ADB Ventures, Dominic launched the Mekong Business Initiative that supported entrepreneurs and catalyzed venture capital in Southeast Asian markets. Dominic has varied corporate and finance experience in emerging Asia, the Pacific, and the Middle East.

FACILITATORS



TOMMY BOUKHRIS

ASIAN VENTURE PHILANTHROPY NETWORK (AVPN) CAMBODIA ADVISOR AND SENIOR CONSULTANT & PORTFOLIO MANAGER, EMC



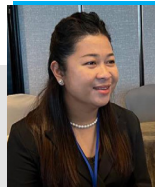
LODY PENG

DEPUTY CHIEF OF PARTY, WE ACT/PACTCAMBODIA



JOY MUNTAMRAKSA

CHAPTER HEAD OF EAST AND SOUTHEAST ASIA, ANDE



DAREN KONG

ECONOMIC COOPERATION AND PRIVATE SECTOR SENIOR ADVISOR, GIZ

Tommy Boukhris is the Cambodia Advisor for Asian Venture Philanthropy Network (AVPN), and Senior Consultant with Emerging Markets Consulting (EMC), a strategy and management consulting company. At EMC he leads growth strategy and corporate/SME finance projects. With experience in both private and public sectors, he drives strategic projects, strategy development, corporate communications, and manages and mitigates risks. Prior to EMC, Tommy worked for Canadia Group, a large and multi-faceted organization, involved in strategy, business development, and communications for the Bank, and deployed across the Group, primarily in school, medical and healthcare services business, and the hospitality business. Tommy holds a bachelor's degree in Political Science / International Relations, and a Master of Public Administration in International Relations

Lody Peng is Deputy Chief of Party at Pact Cambodia for Women Entrepreneurs Act (WE Act) project funded by USAID. She has over twelve years of extensive experiences working for a diverse of NGOs starting with Oxfam GB, ILO, World Vision, and then Pact Cambodia in development areas such as gender equality and natural resources management, youth employment and entrepreneurship, national employment policy, and so on. She is strongly passionate about promoting livelihood and economic for youth and women through

skills development, employment, and entrepreneurship to bring more social impact through a strong and healthy entrepreneurship ecosystem in Cambodia. She was graduated from IFL with Education in English in 2008 and pursued Master of Social Work in 2016 at RUPP.

Joy Munthamraksa joined Aspen Network of Development Entrepreneurs (ANDE) in September 2022 as East and Southeast Asia Regional Chapter Head, looking to propel entrepreneurship, in particular to support small and growing businesses in the region as an innovative approach to international development. Prior to joining ANDE, Joy served as Chief Development Management Officer for the Mae Fah Luang Foundation, a renowned not-for-profit organization based in Thailand, and had extensive experiences in the Southeast Asian region especially in sustainable rural development, development-led drug policy, and social entrepreneurship. Joy holds a B.A. in International Relations from Chulalongkorn University in Bangkok, and a Master's Degree in Development Studies from University of Cambridge, United Kingdom.

Daren Kong from Kandal Province, is working for the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH since 2010. Her most recent role with the GIZ was to support the ASEAN-German Cooperation project, Strengthening Regional Structures for Small and Medium Enterprise Promotion in ASEAN (ASEAN-SME). In November 2022, Ms. Daren has been took over as Senior Advisor for the GIZ Regional Economic Integration portfolio in Cambodia. She is responsible for the implementation of the activities with a focus on topics like Consumer Protection, Competition Law, and Policy, Support for Small and Medium Enterprises and activities with the support of the Study and Expert Fund for the Innovation and Start-up Support for Women Entrepreneurs in ASEAN. She graduated from the Royal University of Law and Economics of Cambodia with a master's degree in Law in 2011 and a bachelor's degree in Public Administration in 2008.

A shared Google Drive for CAMESCO22 has been created to provide the participants, access to relevant files and documents after the workshop. The file can only be viewed and downloaded from the google drive.



SCAN ME!

You will find the following files in the drive:

1. PARTICIPANTS
2. PRESENTATION OF THE SPEAKERS
3. REPORT OF THE CONFERENCE
4. PHOTOS FROM THE CONFERENCE

Date of documents availability:

Speakers' presentations will be uploaded on 09 December 2022

The participant list will be uploaded on 15 December 2022.

The conference report will be uploaded and availability by end of December 2022

Photos from the workshop will be available on 15 December 2022.

8.1 Khmer Enterprise

Khmer Enterprise, established by the Ministry of Economy and Finance (MEF), aims to mobilize, invest and manage resources to support the development of a vibrant entrepreneurial ecosystem in Cambodia, thereby promoting entrepreneurial activities driving innovation and value-added creation in Cambodia's economy. Khmer Enterprise has the vision to become the national platform for promoting entrepreneurial activities in the four priority sectors: ICT focuses on tech start-ups, service focuses on hospitality and logistics, agriculture focuses on agro-processing for domestic consumption, and agriculture for export, and lastly, manufacturing focuses on import substitution.

Khmer Enterprise currently supports four sectors, which are information communication technology (ICT), services, agriculture, and manufacturing. Their core programs include Entrepreneurial Culture Promotion, Capacity Upgrading, Business Networking, and Seed Funding. For entrepreneurial culture promotion, KE support partners' programs in entrepreneurship training, arrange and support entrepreneurship events, conduct public outreach programs to local schools and university, and promote through newspapers, radio, and TV content as well as digital platforms. In terms of capacity upgrading, they help to develop entrepreneurial and management skills, conduct market readiness activities, mentoring, and other related support events such as events, office space, and roadshows. KE organizes and sponsors business networking events, cooperate with national and international community partners, and develop a platform to attract venture capital fund, talents, and mentors. KE also provides seed funding and matches funding opportunities with partners to stimulate growth in the ecosystem. This seed capital is applicable for start-ups and SMEs.



For more information, please visit:

8.2 USAID's WE Act through Pact Cambodia

Pact is a nonprofit international development organization founded in 1971 in Washington DC, USA. Pact works in 40 countries to improve the lives of those who are challenged by poverty and marginalization. Pact serves these communities because we envision a world where everyone owns their future. To do this, we build systemic solutions in partnership with local organizations, businesses, and governments that create sustainable and resilient communities where those we serve are heard, capable, and vibrant. Pact established a country office in Cambodia in October 1991.

WE Act- Pact has been implementing a five-year project to empower young women Entrepreneurs called WE Act Entrepreneurs Act or "WE Act" funded by the United States Agency for International Development (USAID) from August 2018 to August 2023. WE Act primarily targets young women and youth between the ages of 15 and 35 with the aim of providing them the access to information, skills, knowledge, and networking they require to be successful entrepreneurs and leaders, and to help break down the barriers that often prevent them from succeeding in the current context.



For more information, please visit:

8.3 Swisscontact

Swisscontact - the Swiss Foundation for Technical Cooperation is an independent, non-profit foundation based in Zürich, founded in 1959 by leading figures from the Swiss private sector and Swiss universities. It is exclusively involved in international development, active in more than 39 countries with 117 programmes with more than 1,000 staff members. Swisscontact has been present throughout South-East Asia for more than 30 years.

Swisscontact has been operating in Cambodia since 2013, establishing its office in the country in April 2016. In Cambodia, Swisscontact operates in three working areas—skill development, Sustainable Agriculture, Trade, and Entrepreneurial Ecosystem. Swisscontact currently implements the SDC-funded Skills Development Programme (SDP), leads the implementation of the Senior Expert Contact (SEC), Innovative for Sustainable Agriculture (ISA), Improving Small Package E-Trade for SMEs and Entrepreneurship Ecosystem Building.



swisscontact

For more information, please visit:



8.4 GIZ

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is a federally owned enterprise and is supporting the German Government in achieving its objectives in the field of international cooperation for sustainable development. As a service provider with over 50 years of experience in a wide variety of areas, including economic development and employment promotion, energy and the environment, and peace and security, GIZ is dedicated to shaping a future worth living around the world.

The diverse expertise of GIZ is in demand around the globe – from the German Government, European Union institutions, the United Nations, the private sector, and governments of other countries. GIZ works also with businesses, civil society actors and research institutions, fostering successful interaction between development policy and other policy fields and areas of activity. The registered offices of GIZ are in Bonn and Eschborn, Germany. GIZ works in around 120 countries with around 25,000 employees, almost 70 percent of whom are national staff. The main commissioning party of GIZ is the German Federal Ministry for Economic Cooperation and Development (BMZ).

GIZ has been working in Cambodia since 1994. In 2001, a permanent GIZ Office was opened in Phnom Penh. On a regional level, GIZ has been cooperating with ASEAN since 2006 to support the member states in achieving regional stability and sustainable prosperity. The key areas of the ASEAN-German cooperation are (i) Regional Economic Integration and (ii) Climate Change and Environment. Capacity Building and Institutional Strengthening are implemented as cross-cutting approaches in both sectors.



For more information, please visit:

09 ABOUT THE SPONSORS

9.1 Sasakawa Peace Foundation (SPF)

The Sasakawa Peace Foundation (SPF) is a private foundation established in 1986 in Tokyo Japan. SPF promotes innovative solutions and approaches to address a wide range of issues facing the world today. Empowerment of women is one of the priority areas of the foundation and the Gender Investment and Innovation Program of SPF works towards promoting economic empowerment of women and gender equality in Southeast Asia. This is achieved through investments via the Asia Women's Impact Fund (AWIF) and technical assistance programs to make finance and entrepreneurship work for women. SPF is currently implementing programs for gender smart entrepreneurship support in the region and piloting the 'Cnai Accelerator program' in Cambodia to provide a level playing field for all genders.



For more information, please visit:



9.2 ADB Frontier

ADB Frontier Facility (ADBFF) – USD 28 million, managed and jointly funded by Asian Development Bank, aims to invest in gazelle companies generating gender and climate impact in Cambodia and Lao PDR. ADB Frontier targets gazelles in light manufacturing, agri-processing, and tourism value chains that can transform and/or create new local industries by participating in regional supply chains of multinational corporates. The fund will provide equity, debt, reimbursable grants, and technical assistance.



For more information, please visit:

9.3 iDE

iDE has been growing prosperity with rural households in Cambodia since 1994 by powering entrepreneurs and social enterprises and facilitating inclusive and resilient market systems development in the agriculture and WASH sectors. We have recently expanded our focus on climate and resilience through climate-nexus programming along with research and pilots in clean cookstoves and solid waste management, concentrating on plastic waste recycling and circularity. To date, iDE Cambodia has reached about 1.2 million households, roughly 5.8 million people.

Cambodia also hosts iDE's global Innovation Lab, a non-profit consulting practice. The Lab's mission is to leverage best practices in design and innovation to serve the base of the pyramid. The Lab works with entrepreneurs and customers to solve their complex market problems by designing a range of solutions, including business models, products, services, marketing, and distribution strategies using HCD and other design thinking tools.



For more information, please visit:



9.4 Improving Small Package E-Trade for SMEs (SeT4SME)

Improving Small Package e-Trade for SMEs (SeT4SME) is a two-year project (2021-2023) for the Global Alliance for Trade Facilitation, implemented by Swisscontact in collaboration with the Ministry of Commerce and in partnership with the General Department of Customs and Excise of Cambodia, Cambodia Post and UPU, UNCTAD, and Cambodia Women Entrepreneurs Association (CWEA). The project supports Cambodia for improvements in trade performance and driving inclusive growth by enhancing trade facilitation implementation with more transparency in trade practices and reducing the time and cost of cross-border trade with a focus on small package shipments. This is possible by enabling the Electronic Advance Data (EAD) by digitizing the customs processes applying to small packages sent through the post as well as strengthening the capacity of key stakeholders, particularly MSMEs looking to ship goods internationally and upscale their small package export capabilities.



For more information, please visit:



9.5 Skill Development Programme (SDP)

The Skills Development Programme (SDP) is a project of the Swiss Agency for Development and Cooperation (SDC) in collaboration with the Ministry of Labour and Vocational Training (MoLVT), the Ministry of Tourism (MoT), and the Ministry of Economy and Finance (MoEF) (Skills Development Fund). The second phase of SDP from 2020 to 2024 is implemented by Swisscontact with consortium partner INBAS in ten target provinces namely Kratie, Stung Treng, Preah Vihear, Mondul Kiri, Rattanak Kiri, Pursat, Battambang, Banteay Meanchey, Oddar Meanchey, and Pailin. The programme works closely with the government at the national and provincial level such as the National Employment Agency (NEA), and with partners including public and non-governmental training providers as well as private companies and small enterprises in the hospitality and other sectors.



For more information, please visit:



9.6 International Labour Organization (ILO)

The International Labour Organization (ILO) is the only tripartite UN agency. Since 1919, the ILO brings together governments, employers and workers of 187 member states to set labour standards, develop policies and devise programmes promoting decent work for all women and men. In Cambodia, the ILO promotes youth entrepreneurship as well as other areas associated with decent work. The ILO provides entrepreneurship and soft skill trainings using activity-based learning tools for youth and vulnerable people, in partner with the government, employers and workers' organizations and a number of social partners.

Decent Employment for Youth in Cambodia: Decent Employment for Youth in Cambodia (DEY) is a joint UN programme funded by the Swiss Agency for Development and Cooperation (SDC). The programme is consisted of four UN Agencies, including ILO (leading agency), UNESCO, UNICEF and UNIDO. The programme intends to support young women and men in Cambodia to increasingly obtain decent and productive employment opportunities by ensuring that they are better able to meet labour market demand and are prepared for quality employment. As part of its objectives, the programme has been promoting youth entrepreneurship in partnership with ministries, TVET institutions and CSOs.



For more information, please visit:



10.1. Asia Venture Philanthropy Network (AVPN)

AVPN is the world's largest network of Social Investors active in Asia, with over 600+ diverse members across 33 markets. AVPN enables collaborations between policy makers, family offices, foundations and the private sector to increase the impact & flow of capital deployed towards closing SDG gaps in Asia. As the only comprehensive funders' network in Asia, AVPN is a leading ecosystem builder for the social investment sector with 500+ members globally. AVPN's mission is to catalyse the movement toward a more strategic, collaborative and outcome focused approach to social investing, ensuring that resources are deployed as effectively as possible to address key social challenges facing Asia today and in the future. AVPN embraces all types of engagement to help members connect, learn and lead through key convenings, thematic platforms, deal sharing, knowledge building and industry-focused training



For more information, please visit:



10.2. Aspen Network of Development Entrepreneurs (ANDE)

The ANDE is a global network of organizations that propel entrepreneurship in developing economies. ANDE members provide critical financial, educational, and business support services to small and growing businesses (SGBs) based on the conviction that SGBs will create jobs, stimulate long-term economic growth, and produce environmental and social benefits. Ultimately, we believe that SGBs can help lift countries out of poverty.



For more information, please visit:



10.3. Global Steering Group for Impact Investment (GSG)

The GSG is an independent global steering group catalyzing impact investment and enterprise to benefit people and the planet. The GSG was established in August 2015 as the successor to and incorporating the work of the Social Impact Investment Taskforce established under the UK's presidency of the G8. The GSG currently has 33 member countries plus the EU, as well as active observers from leading network organizations. Chaired by Sir Ronald Cohen, the GSG brings together leaders from the worlds of finance, business and philanthropy. GSG aims that measurable impact is embraced as a deliberate driver in every investment and business decision affecting people and the planet. With 206 members include public private, and philanthropic investors as well as sponsors of transactions and fund.



For more information, please visit:





2022 CAMESCO

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