



CAMBODIA
ENTREPRENEURIAL
ECOSYSTEM
CONFERENCE

CAMESCO23

CAMBODIA'S ENTREPRENEURIAL ECOSYSTEM STRENGTHENING CONFERENCE

CAMESCO23



08 DEC



08:30AM



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INFORMATION PACK

ORGANIZERS



Schweizerische Eidgenossenschaft
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Swiss Agency for Development
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1. WELCOME LETTER

Greetings and welcome!

On behalf of Khmer Enterprise and Swisscontact, we would like to welcome you to the Cambodia's Ecosystem Strengthening Conference 2023 (CAMESCO23).

It is a great honor for us to co-organize the 2nd edition of CAMESCO. CAMESCO, established in 2022, is an initiative established to build a network with like-minded stakeholders to strengthen Cambodia's entrepreneurship and investment ecosystem. CAMESCO allows the showcase of the best practices in promoting collaboration and trust building and foster entrepreneurship culture among Entrepreneur Support Organizations (ESOs) and system's actors. Hence, we are grateful for your participation today.

This year, CAMESCO23 is organized and co-financed by Khmer Enterprise (KE), Swiss Agency for Development and Cooperation (SDC), and Korea International Cooperation Agency (KOICA) within the Enhancing Entrepreneurial Ecosystem and Investment (3Ei) initiative.

In addition to sharing the feedback that had been discussed through the 9 Give a Days and 3 Ecosystem Builder Network (EBN) meetings in 2023, the conference will also be sharing different experiences of the entrepreneurial ecosystem in Cambodia and in the region.

CAMESCO23 will see 15 speakers from Cambodia, the region and international. The vast and varied experiences and knowledge the speakers bring will help to provide insights of best practices and better understand the current and future potential status of Cambodia's entrepreneurial ecosystem. We hope for your active participation throughout the conference. Topics such as Gender Lens Investing, Blended Financing and Inclusive Development of Entrepreneurial Ecosystem will be discussed during CAMESCO23.

We deeply appreciate the generous support of our Gold Sponsors: Sasakawa Peace Foundation (SPF), ABA Bank and ADB Frontier; our Silver Sponsor: SeT4SME via Small Package Exporting Champions (SPEC). In addition, we also would like to thank our strategic partners: Asian Venture Philanthropy Network (AVPN), Aspen Network of Development Entrepreneurs (ANDE) and Global Steering Group for Impact Investment (GSG). Our media partners, Cambodia Investment Review (CIR) and B2B Cambodia need to be thanked for the trust, belief and support.

We would like to thank for your presence, interest, and support for CAMESCO 2023. We hope CAMESCO23 will help us to explore the opportunities which will contribute to a stronger and more attractive Cambodia's entrepreneurial and Investment Ecosystem.

Wish all of us a good day!



Mr. Rajiv Pradhan
Country Director
Swisscontact Cambodia



H.E. Dr. Vanmunin Chhieng
Chief Executive Officer
Khmer Enterprise

2. BACKGROUND

Cambodia's Ecosystem Strengthening Conference 2023 (CAMESCO23) is being organized on 08th December 2023. [CAMESCO](#) is an initiative established to build a network with like-minded stakeholders to strengthen Cambodia's entrepreneurship and investment ecosystem. This allows the showcase of the best practices in promoting collaboration and trust building and foster entrepreneurship culture among Entrepreneur Support Organizations (ESOs) and system's actors.

CAMESCO is envisioned as a regular annual conference to bring together local and international stakeholders within the entrepreneurial development community and explore challenges and opportunities to build a strong and attractive Cambodia's Entrepreneurial and Investment ecosystem. [The first CAMESCO](#) was held in 2022 joined by 167 participants both by the local and regional stakeholders within the entrepreneurial development space. This year, CAMESCO is being organized and co-financed by Khmer Enterprise (KE), Swiss Agency for Development and Cooperation (SDC), and Korea International Cooperation Agency (KOICA) within the [Enhancing Entrepreneurial Ecosystem and Investments](#) (3Ei) initiative.

3. CAMESCO 2023 FOCUS

CAMESCO23 has been curated based on the demands that have been reflected in the various Give a Day events of 2023. Thus, Cambodia's Ecosystem Strengthening Conference 2023 (CAMESCO23) is organized with the following particular focus:

- Recap year-round summary of Cambodia entrepreneurial ecosystem initiatives and its status, including [Give a Day](#) and [Ecosystem Builder Network](#) (EBN) meetings and other ecosystem strengthening activities that have taken places within the year.
- Disseminate findings of the Gender Lens Investing landscape in Cambodia.
- Showcase experiences from regional/global initiatives in promoting inclusive entrepreneurial ecosystem development and investments and its implication in Cambodia.
- Discuss the insights and explore the gaps that market actors could do to make Cambodia more attractive for investment and to have a strong investment pipeline.
- Leverage power of the network to achieve goals at a much large scale.
- Network with national and regional organizations.

Furthermore, CAMESCO, in collaboration with Convergence and the Aspen Network of Development Entrepreneurs (ANDE), also co-organize additional workshops addressing “Demystifying Blended Finance” and “Understanding the Accelerator Model, Best Practices, and Tips for Measuring Success” respectively. These workshops were held on 07th December 2023.

4. AGENDA

Time	Sessions
8:30–9:00	Guests Arrival and Registration
9:00–9:05	National Anthem
9:05–9:30	<p>Welcome Remarks</p> <ul style="list-style-type: none"> • Mr. Markus Buerli, Director, Swiss Agency for Development and Cooperation (SDC) • Ms. Che Jung Won, Deputy Country Director, Korea International Cooperation Agency (KOICA) <p>Opening Remarks</p> <ul style="list-style-type: none"> • H.E. Dr. Chhieng Vanmunin, CEO, Khmer Enterprise
9:30–9:50	<p>Session 1: Summary of Key Results of Cambodia's Entrepreneurial Ecosystem</p> <p>Objective: To provide insights of current status and development of Cambodia Entrepreneurial ecosystem by sharing initiatives and programs within the ecosystem</p> <ul style="list-style-type: none"> • Ms. Lisa Chao, Business Networking Lead and Executive Officer to CEO, Khmer Enterprise
9:50–10:10	<p>Session 2: Primary Findings of Gender Lens Investing (GLI) landscape in Cambodia</p> <p>Objective: To share insights of the market challenges and opportunities as well as way forward to promote GLI in Cambodia in order to stimulate a vibrant entrepreneurial ecosystem</p> <ul style="list-style-type: none"> • Ms. Ayaka Matsuno, Director of Gender Investment and Innovation Programme, Sasakawa Peace Foundation (SPF) • Mr. Rajiv Pradhan, Country Director, Swisscontact
10:10–10:15	Photo Session
10:15–10:30	Break

10:30-12:00	<p>Session 3: Promoting Inclusive Development of Ecosystem and Investment – Global and Regional Experiences</p> <p>Objective: Share regional and global best practices of comprehensive and effective models to build and promote inclusive entrepreneurial ecosystems and investment</p> <p>Insights of the global accelerator effectiveness and best practices</p> <ul style="list-style-type: none"> • Ms. Abigayle Davidson, Director of Research and Impact, ANDE <p>Accelerating the Growth of a Vibrant, Inclusive Entrepreneurship Ecosystem</p> <ul style="list-style-type: none"> • Ms. Priya Thachadi, Co-Founder and Chairman, Villgro Philippines <p>Principles for Giving with a Gender Lens</p> <ul style="list-style-type: none"> • Ms. Mridhula Sridharan, GLI Lead, Asian Venture Philanthropy Network (AVPN)
12:00-13:30	<p>Networking Lunch</p>
13:30-14:00	<p>Session 4: Introducing how Blended Finance works.</p> <p>Objective: Share regional trends and the challenges and opportunities of blended finance and discover blended financial instruments to mobilize private capital for SME investments.</p> <p>Presentation: The Trends, Challenges, and Opportunities of Blended Finance in ASEAN</p> <ul style="list-style-type: none"> • Mr. Ritesh Thakkar, Senior Advisor, Asia Pacific of Convergence
14:00-15:00	<p>Panel Discussion: Using Blended Financial Instrument for SMEs</p> <p>Moderator:</p> <ul style="list-style-type: none"> • Ms. Fai Wechayachai, Head of Market Development, Global Steering Committee for Impact Investment (GSG) <p>Panellists:</p> <ul style="list-style-type: none"> • Mr. Ritesh Thakkar, Senior Advisor, Asia Pacific of Convergence • Mr. Samuil Shiderov, Blended Finance Expert, UNDP • Ms. Dina Pons, Regional Director for East Asia, and Impact Manager, Incofin
15:00-15:20	<p>Break</p>

15:20-16:20	<p>Session 5: Developing Promising Pipelines</p> <p>Panel Discussion: What market changes are needed to build stronger pipelines of investments?</p> <p>Objective: With more capital flowing into developing and emerging market, much more than what the companies ready to absorb, the ecosystem needs to reflect on how to create and support the market infrastructure to build investment pipelines that is strong and in time can attract larger capital investment.</p> <p>Moderator:</p> <ul style="list-style-type: none"> • Mr. Tommy Boukhris, Cambodia Advisor, Asian Venture Philanthropy Network (AVPN) <p>Panellists:</p> <ul style="list-style-type: none"> • Ms. Laura Alsenas, Executive Director, Nexus for Development • Mr. Somphyvatanak Kong, Market and Investment Manager, Khmer Enterprise • Ms. Tean Ly, Funder Manager, ADB Frontier • Ms. Pink Sakdiarpa, Associate Principal, Crossboundary
16:20-16:30	<p>Closing Keynote: Way forward for Cambodia</p> <ul style="list-style-type: none"> • Ms. Durreen Shahnaz, Founder and CEO, IIX and IIX Foundation
16:30-18:00	<p>Canape Networking</p>

5. PROGRESS SINCE CAMESCO 2022

The inaugural CAMESCO event took place in 2022, attracting 167 participants from over 100 organizations representing government agencies, investors, entrepreneur support organizations, intermediaries, development partners, entrepreneurs among other. 9 calls of action were identified as followings:

Mobilizing Investment

- | | |
|---|---|
| 1 | The provision of investment readiness support |
| 2 | Mapping investors/Fund providers based on sectors and ticket size |
| 3 | Development of innovative finance for pre-seed and seed |

Trade and Markets

- | | |
|---|--|
| 4 | Matchmaking between existing support services & SMEs – Domestic and international market |
| 5 | Expanding scope and scale – provincial outreach rather than Phnom Penh-centered |
| 6 | Stakeholder mapping of supporting services to promote trade and markets |

Entrepreneurship Support

- | | |
|---|--|
| 7 | The provision of training and capacity upgrading to increase the adoption and scale up of digital for businesses |
| 8 | Improvement of ESOs program mapping to including operational and scaling stages |
| 9 | Train on trainers on how to apply Human-Centered Design (HCD) |

6. KEY ECOSYSTEM INITIATIVES SUPPORTING CAMESCO

While Give a Day brings the ecosystem actors together monthly, EBN brings the facilitating organizations on quarterly basis, there is a need to bring other stakeholders and international investors and organizations that are looking for opportunity in Cambodia together as well. CAMESCO is the perfect opportunity to realize this gathering. CAMESCO would be the go-to signature event for social impact investing information, opportunities, and networking in Cambodia.

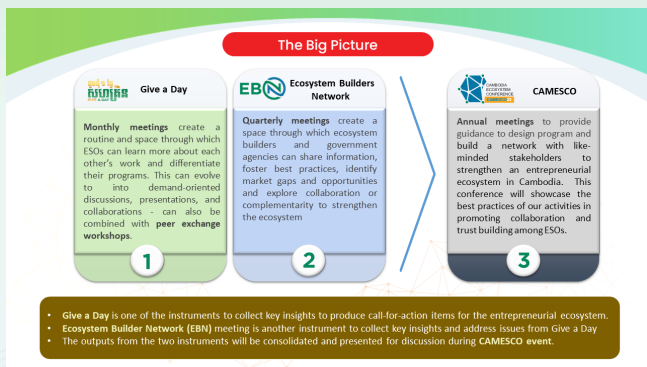


Figure 1: Strategic Approach of 3Ei

6.1. Give a Day

9 Give a Day meetings have been organized in 2023, among that 6 were held in Phnom Penh and 3 in Siem Reap. A total of **413** people from **169** institutions participated. Give a Day aims to create a space for key stakeholders in the ecosystem to systematically dive deep into key issues of the entrepreneurial ecosystem via monthly meetings. The initiative's purpose is to foster connections and trust among Entrepreneurs Support Organizations (ESOs), allowing them to better understand each other's work and differentiate their programs. This process can lead to demand-driven discussions, presentations, and collaborations, which may also integrate peer exchange workshops. Consequently, this enhanced trust will result in improved services for entrepreneurs. In addition, Give a Day is one of the instruments to collect key insights to produces call-for-action items for the entrepreneurial ecosystem.

6.1.1. Key Takeaways from Give a Day in 2023

The format of the Give a Day is that the experts presents, or a panel discussion was held on a particular demand-based topic followed by group discussions.

All recommendations from the discussions from each Give a Day have been compiled together and it illustrated in figure 2.

Give a Day in 2023

Give a Day 11
Feb

Credit Guarantee Scheme and its role in enterprise development

1.1 Need for Financial literacy for MSMEs and women owned businesses, which allow them to better record of financial statement to access to the formal finance and the guaranteed scheme

1.2 Need to support MSMEs especially women owned businesses to legally register to access different benefits / support include the loan guarantee

Give a Day 12
Mar

Challenges and Opportunities in investing in startups

2.1 Need for platforms that provide Technical assistant to support startups to be investment ready (including legal and financial documentations and improving capacity etc.)

2.2 Lack of information and sharing platform about investment, funding and mentoring opportunities

2.3 Start-ups lack of awareness and readiness for investment (market-unfit products, misunderstanding about business valuation, incorrect business model, and unclear growth strategies)

Give a Day 13
Apr

Exploring Growth and Expansion Opportunities for Enterprise Support Organizations (ESOs)

3.1 Challenge of misalignment: misalignment of Start-up needs and ESO programs, often steaming from onors' scope and expectation.

3.2 Need for ESOs to identify their unique value proposition, to scope and provide specific topics base on startup demand for paid program in order to increase their commitment and attention.

Give a Day 14
May

Changes in Entrepreneurship Ecosystem & Opportunities to Further Support Women Entrepreneurs

4.1 Need for a Robust Network Support Structures to uplift women entrepreneurs, especially beyond urban centers. This includes establishing mentorship programs, clarifying roles of different government departments, leveraging e-commerce platforms, and promoting digital readiness.

4.2 Need for efforts to promote an entrepreneurial culture such as a role model to foster entrepreneurship, especially women entrepreneurs who need to break the social and culture barrier.

Give a Day 15
June-in Siem Reap

Siem Reap Give a Day Kick Off

5.1 Needs for skill development in different forms including trainings, information sharing, hand-on support for entrepreneurs in Siem Reap to grow and innovate.

5.2 The lack of talents in supporting the businesses and entrepreneurs and it hinders the growth and innovation of the businesses

Give a Day 16
Sep-in Siem Reap

Unlocking Business Innovation: Success Stories from Resilient Entrepreneurs

6.1 Need for both financial and non- financial supports for entrepreneurs to innovate (development of products and operation management needs heavy time and financial resources)

6.2 Need for supportive environments for entrepreneurs to recover especially during economic recovering and restarting the business

Give a Day 17
Oct

Co-host with ADB Frontier -Growth Lessons from Cambodia's Most Dynamic Companies

7.1 Need for more human resources. There is still a severe lack of experts and capacity in local trainers which causes companies to turn to international expertise

7.2 Need for reliable data on funding and investor interest in aspiring entrepreneurs, as the lack of access to funding remains a key challenge in the ecosystem

Give a Day 18
Oct-in Siem Reap

Co-host with Enterprise Vision - Breakfast Talks with Siem Reap ESOS to explore collaboration

8.1 Need for different programs to develop Human Talents for businesses - Not only training for the entrepreneurs

8.2 Lack of commitment and resources from entrepreneurs to invest in their learnings and innovations especially family businesses

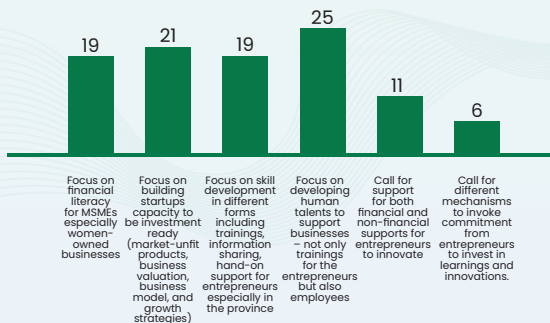
Figure 2: Key takeaways from all Give a Day in 2023

The recommendations have been further grouped and summarized in two main topics: Entrepreneur Support and Supporting Functions.

Entrepreneurship Support

1. Focus on financial literacy for MSMEs especially women-owned businesses
2. Focus on building startups capacity to be investment ready (market-unfit products, business valuation, business model, and growth strategies)
3. Focus on skill development in different forms including trainings, information sharing, hand-on support for entrepreneurs especially in the province
4. Focus on developing human talents to support businesses – not only trainings for the entrepreneurs but also employees
5. Call for support for both financial and non-financial supports for entrepreneurs to innovate
6. Call for different mechanisms to invoke commitment from entrepreneurs to invest in learnings and innovations.

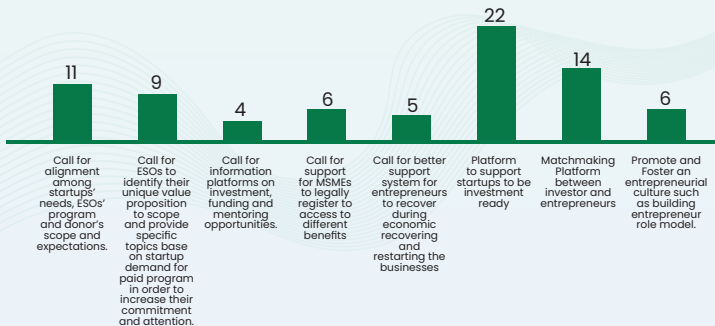
Give a Day Community voted to prioritize call for actions



Supporting Functions

1. Call for alignment among startups' needs, ESOs' program and donor's scope and expectations
2. Call for ESOs to identify their unique value proposition to scope and provide specific topics base on startup demand for paid program in order to increase their commitment and attention
3. Call for information platforms on investment, funding and mentoring opportunities
4. Call for support for MSMEs to legally register to access to different benefits
5. Call for better support system for entrepreneurs to recover during economic recovering and restarting the businesses
6. Platform to support startups to be investment ready
7. Matchmaking Platform between investor and entrepreneurs
8. Promote and Foster an entrepreneurial culture such as building entrepreneur role model.

Give a Day Community voted to prioritize call for actions



6.1.2. Members that have attended Give a Day events



6.2. Ecosystem Builder Network (EBN)

A total of 37 organizations participated in at least one of the 6 EBN meetings held since 2022. The Ecosystem Builders Network (EBN) organizes quarterly meetings that is focused on development partners, ecosystem builders and government agencies to catalyze the efforts to bring about meaningful change to build an entrepreneurial ecosystem. These gatherings provide a platform for EBN members to learn about each other's programs, identify market gaps, and explore opportunities. Consequently, this facilitates the design of targeted programs in filling market gaps and enhances collaboration between system's actors.

In 2022, EBN members worked together on a shared vision as illustrated in figure 3. In 2023, the members worked to develop a framework of an entrepreneurial ecosystem roadmap and formed a small working group to oversee the roadmap development. The roadmap is expected to be finalized and launched in 2nd Quarter of 2024. This will serve as the entrepreneurial roadmap so that the supporting organizations can design programs to which will help to strengthen the ecosystem.

6.2.1. Shared Vision

A Shared Vision Co-developed by EBN Members in 2022

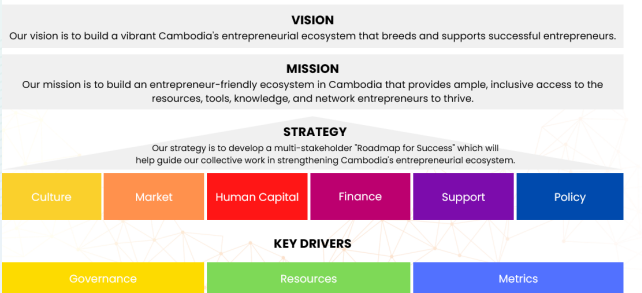


Figure 3: A Shared Vision of the Cambodia Entrepreneurial Ecosystem

6.2.2. Roadmap

The EBN members worked to develop a strategy framework of an entrepreneurial ecosystem roadmap that is illustrated in figure 4. The roadmap aims to serve as a framework for analyzing gaps and opportunities in developing entrepreneurial ecosystems based on the six pillars of the entrepreneurship ecosystem by identifying current actors and programs in the support functions, regulatory functions from government agencies that pinpoint entrepreneur's missing link throughout the six stages of the entrepreneurs journey. The roadmap will also showcase recommendations for intervention supports and prioritized strategies involving actors in supporting function and regulatory functions.

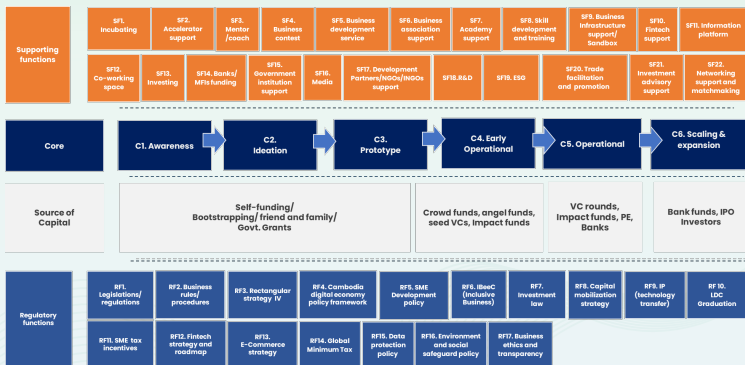


Figure 4: Actor and Function Map of the Entrepreneurial Ecosystem in Cambodia

To view the documents for the Roadmap:



6.2.3. Working Group Members

The working group members were established in supporting a roadmap development with representatives from 9 organizations that illustrates in figure 5.









<p>Ms. Chao Lisa Khmer Empreprise</p> 	<p>Ms. Anna Bugmann  SDC</p> <p>Schweizerische Eidgenossenschaft Confédération suisse Confederazione Svizzera Confederaziun svizra</p> <p>Swiss Agency for Development and Cooperation SDC</p>
<p>Ms. Sar San Oxfam Cambodia</p> 	<p>Ms. Kong Daren  GIZ</p> <p>Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH</p>
<p>Ms. Heng Chantheng UNIDO</p> 	<p>Ms. Sou Socheata Ms. Chann Shouly  ILO</p> <p>International Labour Organization</p>
<p>Ms. Ke Kamrang Arise Plus Cambodia</p> 	<p>Ms. Heng Sola  SNV</p>
<p>Mr. Chhuon Madinay Swisscontact</p> 	

Figure 5: Working Group Members to Support a Roadmap Development

6.2.4. Members



7. GUESTS OF HONOR AND SPEAKERS

7.1. Guests of Honor



H.E. Dr. Chhieng Vanmunin

Chief Executive Officer
Khmer Enterprise

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, NBNCo – 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.

7.2. Speakers



Ms. Lisa Chao

Business Networking Lead
Khmer Enterprise

Ms. Lisa Chao is a Business Networking Lead at Khmer Enterprise with 9 years of experience across private and public sectors including telecoms, trade, e-commerce, and government agencies. During her first 6 years of working experience, the profit-generated model in the private sector has switched her interest to joining the public sector for a more impact-driven career by managing funds to support local businesses. Since 2021, Lisa has been working at Khmer Enterprise managing various programs that promote and expand the entrepreneurial ecosystem network by partnership with ecosystem stakeholders including Development Partners, Entrepreneur Support Organizations (ESOs), Incubator centers, and Associations to support Entrepreneurs and Small and Medium Enterprises (SMEs) by connecting them to investors, Financial Institutions (FIs), and B2B. Internally she is an Executive Officer to the CEO who coordinates the relevant inquiries for stakeholders and produces high-level content of speech and press.

Lisa was a business management student with the assets of multi-languages she can use including Khmer, English, Mandarin, and Cantonese, she usually handles public relations and communications at local and international events.



Ms. Ayaka Matsuno

Director of Gender Investment & Innovation Programme, Sasakawa Peace Foundation (SPF)

Ms. Ayaka Matsuno is the Director of the Gender Investment and Innovation Program, which hosts the Asia Women Impact Fund (AWIF). AWIF is a gender lens investing initiative to work towards the economic empowerment of women in Asia.

Alongside AWIF, Ayaka oversees technical assistance projects that support women entrepreneurs and contributes to gender lens investing and inclusive entrepreneurial ecosystem development in Southeast Asia. Prior to joining SPF, she worked overseas for 23 years, including positions at the United Nations Development Program (UNDP), the International Labour Organization (ILO), and the Japan International Cooperation Agency (JICA). During this time, her work focused on empowering women, girls, and socially vulnerable communities across Southeast and South Asia, East Africa, and South America.



Mr. Rajiv Pradhan

Country Director
Swisscontact

Mr. Rajiv Pradhan is the Country Director of Swisscontact in 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).



Ms. Abigayle Davidson

Director of Research and Impact, ANDE

Ms. Abigayle Davidson, Director of Research & Impact at the Aspen Network of Development Entrepreneurs and leader of the Global Accelerator Learning Initiative (GALI), joined ANDE in January 2016. Her research centers on identifying effective approaches to business development, understanding entrepreneurial ecosystem dynamics, and best practices for talent management. Prior to ANDE, Abby co-founded Markham & Fitz, a bean-to-bar chocolate company based in the United States and continues to serve on the board of Innovations in Peacebuilding International, a non-profit organization that cultivates peace in war-torn countries through local leadership, education, and research. She holds a bachelor's in international business and economics and a master's in economics from the University of Arkansas.



Ms. Priya Thachadi

Co-Founder & Chairman, Villgro Philippines
Co-Founder, Nushu Network & Unlock Impact

Ms. Priya Thachadi is an entrepreneur, investor and gender advocate working across South and Southeast Asia. She is the co-founder and CEO of Villgro Philippines, an early stage impact incubator that funds, mentors and nurtures social entrepreneurs. She also co-founded Unlock Impact, a social impact advisory firm focused on scaling inclusive solutions that tackle gender and climate across the Asia Pacific. Priya is the Co-Chair of the ANDE East and Southeast Asia Steering Committee. She is the host of the podcast Talk Impact, a show for and about leaders at the frontlines of social change in Asia. Priya is a passionate advocate for gender equity with a focus on unlocking capital to fuel ambitious women entrepreneurs. She co-founded and runs the Nushu Network, an award winning platform for women entrepreneurs to connect to capital, coaching and community. In 2020, she was recognized as a Youth Gender Champion by the UN Women WEPs Awards for Asia Pacific.



Ms. Mridhula Sridharan

GLI Lead
Asian Venture Philanthropy Network (AVPN)

Ms. Mridhula Sridharan is a Senior Manager, Gender Platform at AVPN. She brings in 8 years of experience in the impact sector across various roles, including Philanthropic Advisory, Fundraising and Partnerships, Enterprise growth strategy and Organization Building. She is Passionate about utilising human centered design and gender lens to build robust social enterprises and excited about the applications of technology in creating greater impact. Mridhula has an MBA from Saïd Business School, University of Oxford, and a master's in engineering design from Loughborough University, UK. She is an avid gamer, enjoys reading manga and has recently developed an interest in pottery.





Mr. Ritesh Thakkar

Senior Advisor
Asia Pacific of Convergence

Mr. Ritesh Thakkar, Senior Advisor in Asia Pacific region at Convergence is focused on developing and maintaining a robust network of public, private, and philanthropic Convergence members in the Asia Pacific region, and catering to the region's specific needs for blended finance data, deals, and intelligence, as well as capacity building and networking. With over 18 years of experience in financial services, development finance, and management consulting, with a focus on advancing public-private partnerships in the Asia and Eastern Europe and Central Asia (EECA) region.

Previously, in his role at Alliance for Financial Inclusion (AFI), Ritesh worked to foster enabling ecosystems for a net-zero transition through the development of green finance policies, working closely with central banks, governments, the private sector, and multilateral development banks. He also was part of the core team for the Asia Asset Management practice at McKinsey & Co. He has assisted clients in a variety of key areas, including market entry, growth strategy, digital, and distribution strategy. Moreover, through his work at ING Investment Management and ICICI Prudential Asset Management, he has helped build institutional partnerships with central banks, pension funds, sovereign wealth funds, life insurance companies, and banks in the Asia region to deliver tailored ESG integrated investment management solutions. He also founded an NGO in India that gave youths an opportunity to serve the underprivileged. Ritesh holds a Master of Business Administration from the Asian Institute of Management and completed a sustainable finance course from the University of Cambridge Institute for Sustainability Leadership.



Ms. Fai Wechayachai

Head of Market Development, Global Steering Committee for Impact Investment (GSG)

Ms. 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.



Mr. Samuil Shiderov

Blended Finance Expert, UNDP

Mr. Samuil Shiderov is a seasoned professional with more than 20 years of experience in banking, SME access to finance, and credit guarantees. Currently serving as a blended finance expert at UNDP's Bangkok Regional Hub, he brings a wealth of expertise to his role. Prior to joining UNDP, Samuil held the position of CEO at a state-owned guarantee fund and served as a board member of the European Association of Guarantee Institutions. Throughout his career, he has successfully led projects focused on supporting access to finance in Europe, the Middle East, Africa and Asia. Samuil holds a bachelor's degree in banking and a master's degree in finance from the University of Economics in Varna.





Ms. Dina Pons

Regional Director for East Asia
and Impact Manager, Incofin

Ms. Dina Pons is Managing Partner at Incofin Investment Management. She is in charge of Risk, ESG, Impact and Technical Assistance globally. Incofin is a global impact asset manager with EUR 1.5bn of AUM. Incofin “invests for impact to drive inclusive progress and sustainable transitions”. Incofin offers debt, equity and technical assistance to more than 200 portfolio companies working in financial inclusion, sustainable agriculture, and access to drinking water. Dina is also the Fund Manager of Incofin latest impact first blended finance initiative, the Water Access Acceleration Fund (W2AF). W2AF is an equity facility targeting SDGs 5 (Gender), 6 (Water) and 13 (Climate).

Previous to her current role, Dina was Incofin Co-Regional Director Asia and Impact Manager global. Dina gained her first hands on working experience in the field, by working in financial inclusion for more than a decade. During this time, she helped set up a microfinance institution in Sichuan, China and conducted more than 30 credit and social ratings of microfinance institutions, throughout East Asia. Dina speaks fluent French, English, and Spanish and has a good command of Mandarin Chinese. She holds Master’s degrees from Sciences Po, Paris and the London School of Economics (LSE) in Development Studies and in International Relations. She currently works from Incofin East Asia office, located in Phnom Penh, Cambodia.



Mr. Tommy Boukhris

Cambodia Advisor, Asian Venture
Philanthropy Network (AVPN)

Mr. Tommy Boukhris leads the venture building business at Platform Impact, an impact venture building and venture capital company. Along with his role leading venture building, Tommy plays a role in developing partnerships and harnessing the power of collaboration. In addition, he is Cambodia Advisor for AVPN, and strategic partner for Delphos. Prior to Platform Impact, he served as senior consultant with Emerging Markets Consulting (EMC), a strategy and management consulting company, where he led growth strategy and corporate/SME finance projects.

Prior to EMC, Tommy worked for Canadia Group, a large and multi-faceted organization, where he led strategy, business development, and communications for the Group's medical and healthcare services business and hospitality business. Prior to this, he led Canadia Bank's financial institutions department, and managed relationships with key regional and international FI partners, and served as Project Manager/Chief of Staff, where he drove strategic initiatives and communication strategies for the Bank and Group.





Ms. Laura Alsenas

Executive Director
Nexus for Development

Ms. Laura Alsenas is Executive Director of Nexus for Development, an organization which provides access to financing for clean energy and water solutions in Southeast Asia. She has over 15 years of financial analysis, credit assessment and transaction structuring experience with a consistent focus on impact-driven lending. Prior to joining Nexus in 2021, Laura worked for Portland's economic development agency, where she implemented loan programs that benefitted underrepresented entrepreneurs and low-income communities. She also spent four years in Amman as the portfolio manager for a USD 59 million loan fund that supported Iraqi SMEs. Laura began her finance career as an investment banking analyst with Lehman Brothers and her trajectory in international development as a U.S. Peace Corps Volunteer in Morocco.



Mr. Somphyvatanak Kong

Market and Investment Manager
Khmer Enterprise

Mr. 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, export grant for Cambodian SMEs to develop overseas market, and enterprise development grant to provide financing to help businesses to be more competitive. He also works on investment mobilization to support start-ups and SMEs' financing needs. 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 Economics degree from Pannasastra University of Cambodia.



Ms. Tean Ly

Fund Manager
ADB Frontier

Ms. Tean Ly manages ADB Frontier's pilot activities in Cambodia and Lao PDR. She previously founded and managed Seeva Capital, a firm specializing in offering strategy and corporate finance advisory to large local and multinational corporations. She has deep experience in private equity and investment banking, including a significant tenure at Citigroup managing structured real estate project finance transactions. Tean serves on various boards including FWD Insurance, SHE Investments, and Shift 360.



Ms. Pink Sakdiarpa

Associate Principal
Crossboundary

Ms. Pink Sakdiarpa is an Associate Principal of CrossBoundary's Bangkok office with over a decade of experience in Southeast Asia. CrossBoundary Advisory focuses on unlocking private capital in underserved markets through diverse transaction and blended finance advisory support. Prior to joining CrossBoundary, Pink held an investment banking role at The Quant Group, a boutique M&A advisory firm in Thailand where she managed various aspects of M&A transactions with a focus on the agribusiness and consumer sectors. Her track record also spans across other financial advisory assignments, including business valuation and fairness opinion for Thai-listed companies across the food and beverage, consumer, and manufacturing industries. She holds a Bachelor's degree in Economics from Thammasat University.





Prof. Durreen Shahnaz

Founder and CEO
IIX and IIX Foundation

Ms. Durreen Shahnaz is a global leader of social impact and pioneer in impact investing. She is also the founder of Impact Investment Exchange (IIX) and IIX Foundation. IIX is the home of the world's first social stock exchange and one of the world's largest crowdfunding platforms for impact investing. IIX is also a leader in impact assessment methodology and innovative financial structures such as the world's first gender focused social bond, Women's Livelihood Bond Series. The company connects the Back Streets of underserved communities to the Wall Streets of the world by changing financial systems and innovating solutions for women empowerment, climate action, and community resilience, thus driving forward the Sustainable Development Goals. IIX and IIX Foundation's work has unlocked over US\$250 million of private sector investment capital and impacted over 100 million direct household lives.

Shahnaz is the recipient of UN Women's 2020 Asia-Pacific Women's Empowerment Principles (WEP) award, the 2019 Sustainability Superwoman award from CSR Works, 2017 Oslo Business for Peace Award, often referred to as the 'Nobel Prize for Business', the 2017 Global Steering Group for Impact Investment Impact Market Builder of the Year award, the 2016 Asia Society Asia Game Changer Award, in addition to the prestigious 2014 Joseph Wharton Social Impact Award given by the Wharton School of University of Pennsylvania. Recently, Shahnaz was named in the Forbes 50 over 50 list as a notable leader in the financial industry.

Shahnaz holds a BA from Smith College and a joint degree – an MBA from the Wharton School at the University of Pennsylvania and a MA from the School for Advanced International Studies at John Hopkins University.

8. CONTENT MANAGEMENT GUIDELINE

A shared Google Drive for CAMESCO23 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 the 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 08 December 2023**
- **The participant list will be uploaded on 15 December 2023**
- **The conference report will be uploaded and available by end of December 2023**
- **Photos from the workshop will be available on 15 December 2023.**



9. ABOUT ORGANIZERS AND FUNDERS

The 3Ei Initiative Brands

The 3Ei initiative has been designed with sustainable mechanisms built into the various interventions of the pillars, to ensure that activities continue post-initiative. To do that, 3Ei plans to transform the interventions into brand products. Each intervention will be branded as a product with its logo, communications and technical knowledge materials including flyers, brochures, operational handbooks, etc. The stakeholders would view these interventions as product offerings rather than donor-funded activities. This strategy has shown to be effective in cultivating interest in the uptake and institutionalization of activities from system actors.

ផ្គត់ផ្គង់
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GIVE A DAY

D4I
DATA for Investment

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CAMESCC 23

Entrepreneurship
& Innovation

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GIVE A DAY

9.1. 3Ei initiative

The Enhancing Entrepreneurial Ecosystem and Investments (3Ei) is a five-year initiative (2023 – 2027) implemented by Khmer Enterprise and Swisscontact and co-financed Khmer Enterprise, the Swiss Agency for Development and Cooperation (SDC) and the Korea International Cooperation Agency (KOICA). The 3Ei initiative aims mobilize impact investing capital flowing into Cambodia by supporting small and growing business growth that generate social and environmental impact. The initiative also seeks to strengthen entrepreneurial ecosystem and enhance coordination among ecosystem builders. The overall goal of the 3Ei is for the private sector to actively contribute to the Cambodia's socio-economic development and attaining the goals of the SDGs. Key donors of 3Ei are Khmer Enterprise, SDC and KOICA.



For more information on the brands please visit:

9.2. Khmer Enterprise

Khmer Enterprise, established by the Royal Government of Cambodia, 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:



9.3. Swiss Agency for Development and Cooperation

The Swiss Agency for Development and Cooperation (SDC) is Switzerland's international cooperation agency within the Federal Department of Foreign Affairs (FDFA). SDC is responsible for overall coordination of Swiss international development activities, as well as humanitarian aid. The SDC's overall goal for the Swiss Cooperation Programme in the Mekong Region 2022-25 and development and cooperation activities in Cambodia, is to "enable people, in particular young people, women and disadvantaged groups", "to be more prosperous, resilient and better included in development processes". The priorities and objectives for the Cooperation Programme are oriented towards the Sustainable Development Agenda 2030, Switzerland's International Cooperation Strategy 2021-24 and the main regional and national development frameworks of Cambodia.

In Cambodia, SDC implementing projects in three distinctive portfolios, including Governance and Citizen Participation (GCP) Portfolio, Climate Change and Natural Resource Management (CCNRM) Portfolio, and Inclusive Economic Development (IED) Portfolio. Within the Cooperation Programme period 2022-25, SDC also focus on three cross-cutting themes throughout all of Switzerland's programme activities, including Gender Equality and Social Inclusion, Good Governance, Climate Change Adaptation and Mitigation (CCA and CCM) and Disaster Risk Reduction (DRR), and Support for COVID-19 recovery.



Schweizerische Eidgenossenschaft
Confédération suisse
Confederazione Svizzera
Confederaziun svizra

Swiss Agency for Development
and Cooperation SDC



For more information, please visit:

10. ABOUT THE SPONSORS

10.1. Sasakawa Peace Foundation

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. Promotion of inclusive society including empowerment of women is one of the priority areas of the foundation. 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 successfully piloted the 'Cnai Accelerator program' in Cambodia to provide a level playing field for all genders.



For more information, please visit:



10.2. ADB Frontier Facility

The ADB Frontier Facility will support and fund fast-growing gazelle SMEs generating climate and gender impact in Cambodia and Lao PDR. In May 2023, ADB Frontier launched a pilot Seed program that deploys investment-readiness funding to support recipient companies. Recipients will use the funds to scale up their operations while building capacity to pitch for and receive new investments. ADB Frontier aims to catalyse new industries, digital transformation, employment and economic growth.



For more information, please visit:



10.3. ABA Bank

ABA Bank is the largest commercial bank in Cambodia by total assets, gross loans, customer deposits, and profitability based on the National Bank of Cambodia's Annual Supervision Reports 2021 and 2022. With 87 branches, 43 ABA 24/7 spots, over 1,500 self-banking machines, and advanced online and mobile banking platforms, ABA Bank reaches 3 million customers with an array of modern financial services. ABA Bank's major shareholder is the National Bank of Canada. It is the sixth-largest bank in Canada and the leading bank in Quebec province.



For more information, please visit:

10.4. Improving Small Package E-Trade for SMEs

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:



11. ABOUT THE SUPPORTERS

11.1. Asia Venture Philanthropy Network

Asia Venture Philanthropy Network (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 catalyze 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:



11.2. Aspen Network of Development Entrepreneurs

The Aspen Network of Development Entrepreneurs (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:



11.3. Global Steering Group for Impact Investment

The Global Steering Group for Impact Investment (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:



12. ABOUT OUR MEDIA PARTNERS

12.1. B2B Cambodia

B2B Cambodia is an online resource offering business investors, owners and managers in Cambodia, and those looking to set up a business in Cambodia, with easily accessible information & advice for setting up, opening and managing business operations in the Kingdom of Cambodia. B2B CAMBODiA covers the country's leading business practitioners, industry insiders, and business stakeholders who have set up businesses themselves and can speak from recent first-hand experience. In addition, B2B CAMBODiA provides value-added content in the form of business news, feature articles, exclusive interviews and market reports from industry insiders, a calendar of business events, and business directory as well as engaging video content with a wide range of subjects related to business in Cambodia.

B2B CAMBODiA
BUSINESS2BUSINESS your guide to doing business in Cambodia

For more information, please visit:



12.2. Cambodia Investment Review

Cambodia Investment Review (CIR), the premier digital publication licensed by Cambodia's Ministry of Information and operated under the CIR Media group. The local and international team of experts are committed to delivering high-quality business and investment news in English, catering to a diverse and discerning audience. Cambodia Investment Review takes pride in collaborating with over 50 of Cambodia's most prominent enterprises, both large and small. Through the strategic partnerships, we have successfully driven sales, enhanced consumer awareness, crafted compelling brand narratives, and fostered thought leadership within the marketplace. Allow us to leverage our expertise and extensive reach to elevate your brand and deliver unparalleled.



For more information, please visit:





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