

TEXTILE-GARMENT VISIT TO CAMBODIA

24 to 28 MAY 2015

with visits and meetings selected specially for your company

Organized by **EVALLIANCE**

The European Chamber of Commerce in Cambodia (**EuroCham**)

With the assistance of its french chapter, the Chambre de Commerce et d'Industrie France Cambodge (**CCIFC**)

In partnership with the Garment Manufacturers Association in Cambodia (**GMAC**)

Why Cambodia ?

Cambodia is becoming an important player in the global Textile-Garment industry :

- 6th larger supplier of garments to United States
- 7th larger supplier of garments to Europe, with exports growing very strongly
- A textile and garment sector comprising approximatively 650 000 people and 450 companies
- Very competitive and attractive factor costs
- Companies are careful to comply with international labour standards
- A free-trade agreement with the European Union allowing garments to be imported without customs duties regardless of the origin of the raw materials

CAMBODIA an opportunity for YOUR COMPANY

Whether you're looking to source competitively, or whether you are a distributor, designer, trainer or a manufacturer in the textile-garment industry, Cambodia offers you remarkable business opportunities.

1. **Opportunity to source efficiently** (attractive factor costs) whether for long, medium or short production runs
2. **Opportunity to invest upstream in the industry** (yarn, fabrics, accessories, fabric finishing, dyeing, ...) : Cambodia currently has to rely on importing its raw materials, notably from China. It therefore wants to develop a competitive strategy for the industry by building an independent national industry
3. **Opportunity for European training organizations** : In order to strengthen cooperation with its industrial and commercial partners Cambodia, essentially a "subcontractor", is seeking to significantly improve the added value of its international service offer, by proposing to jointly develop products and associated services, as well as to manufacture more creative garments. The potential qualification needs in the technical fields of design, support, marketing and management are considerable
4. **Market opportunity for raw materials, equipment and advanced technological solutions**

Regardless of the opportunities that interest you, on this visit, you will discover the resources of this dynamic, attractive country, through meetings and field visits selected according to the requests that you make.

THE VISIT ORGANISERS



A non-profit association governed by French law, Evalliance has the purpose of helping to build partnership relationships and cooperation between European Union member states and the countries of South-East Asia notably Vietnam, Cambodia, Laos and Burma in the sectors of textiles, garments, leather and footwear.

Evalliance provides the following services :

1. Advice and assistance to European companies and their Cambodian partners (Searching for industrial and commercial partners, providing legal and strategic advice, investments, organising B2B relations, providing business information)
2. Projects to promote the European textile-garment service offer in Cambodia and the Cambodian service offer in the European Union.
3. Managing a Business Intelligence and study scheme; organizing business conferences
4. Implementing vocational training programs, in liaison with fashion schools, technical centres and universities in the European Union and Cambodia.
5. Lobbying and representing the interests of Association members

Headed by Jean-François Limantour, consultant in international development strategy and former General Delegate of the French and European Unions for the garment industry, **EVALLIANCE** brings together manufacturers, distributors, experts, trainers and representatives of various sectoral activities (logistics and transportation, CAD, trade shows, etc.). The Board of Directors of **EVALLIANCE** includes two former French ambassadors and one former ambassador to the European Union in its ranks.

✓ The European Chamber of Commerce in Cambodia



EuroCham Cambodia was inaugurated in June 2011 with the support of three founding organisations: the Chambre de Commerce et d'Industrie France Cambodge (CCIFC), the British Business Association in Cambodia (BBAC) and the Arbeitskreis Deutsche Wirtschaft (ADW). The CCFC and the ADW are today fully integrated in EuroCham.

EuroCham has as its purpose to promote the interests of European companies operating in Cambodia, by facilitating access to Cambodian market and creating a vast support network among its members.

Since September 2014, EuroCham Cambodia runs the project Here+, co-financed by the European Union, which is aimed at promoting Cambodia and ASEAN as high potential business and investment destinations, especially among European SMEs.

EuroCham's activities include :

1. promoting trade and investment between Europe and Cambodia
2. services to its members and European companies interested in the Cambodian market
3. defending its members general and individual business interests before the competent authorities

✓ The Garment Manufacturers Association in Cambodia



GMAC is the professional Association which brings together the textile and garment industries of Cambodia. It defends the interests of its members and carries out promotional programs and training for its members

A visit adapted to your needs with “bespoke” meetings

- We will help you discover this country's qualities and expertise in the garment-textile sector
- Once you register, we will send you a Questionnaire-Guide so that you can tell us your main objectives in participating in this visit
- We will identify the most relevant contacts for you to meet (products, expertise, production runs) and organize the most interesting meetings that match your requests
- If you have requested the option, we will arrange individual B2B meetings between you and your desired contacts
- We will manage your travel logistics (hotels, travel, interpreters)

PROGRAM ⁽¹⁾

Saturday 23 May	Departure from Europe to Phnom Penh - Capital of Cambodia ⁽²⁾
Sunday 24 May	Arrival in Phnom Penh and early check-in at the hotel Late morning : Welcome cocktail reception and program presentation Lunch and afternoon free (opportunity for informal exchanges between the participants of the group and/or sightseeing tours of Phnom Penh ⁽³⁾)
Monday 25 May	Morning : Welcome the participants to the Sofitel Phnom Penh - Conference on Cambodia « <i>Cambodia, its strengths and constraints in the Textile Garment industry</i> » Afternoon : Visits to companies and/or B2B meetings Group dinner
Tuesday 26 May	Visits to companies and/or B2B meetings Sunset cocktail/ cruise on the Mekong River Dinner free (it will be possible to dine on the boat)
Wednesday 27 May	Visits to companies and/or B2B meetings Late afternoon : Eurocham Textile-Garment Commission. Debriefing of the visit Meetings with manufacturers based in Cambodia (Eurocham network) and Cocktail buffet
Thursday 28 May	Return flight to Europe ⁽⁴⁾

⁽¹⁾ Those who so wish may, arrive a few days earlier or stay a few days later to explore Cambodia (including the exceptional sites of Angkor Wat, world heritage site)

⁽²⁾ Possible departure from Paris on Flight AF/Bangkok Airlines: Paris 14:10 ⇒ Phnom Penh the following day on 07:50, flight with transit in Bangkok (Eco, Premium or Business) or any other flight of your choice to be in Phnom Penh on Sunday 24 at 11 am

⁽³⁾ Organised tours are possible (for example Cyclo Tour of the Royal Palace, Silver Pagoda, National Museum)

⁽⁴⁾ It will be possible to return to Paris on Bangkok Airways/ Air France Flight from Phnom Penh 06:15 ⇒ Paris at 17:05 on the same day with a transit in Bangkok (Eco, Premium or Business) or any other flight of your choice

COST / PERSON ⁽¹⁾

Non members of EVALLIANCE : 2 150 € - EVALLIANCE members : 1 950 €

This cost includes :

- The rooms in 5-star hotels (4 nights) with breakfast included
- The visits to selected companies, and associated conferences, transportation and interpreters
- The cocktail reception, Phnom Penh visit on 24th, the dinner on Monday 25th, the cocktail/cruise on the Mekong River on 26th, the cocktail buffet on Wednesday 27th and all the lunches from 25th to 27th

INDIVIDUAL B2B meetings (optional)

The organization for an individual program of B2B meetings

The service includes: identifying & selecting contacts and preparing for the meeting, and an interpreter (if needed)

Cost: 590 € ⁽¹⁾ / per day of meetings (up to 3 meetings per day)

COST FOR AN ACCOMPANYING PERSON ⁽¹⁾: 510 €

The accompanying person shares the same room but does not participate in business meetings

This cost includes breakfasts, the cocktail reception, the visit to Phnom Penh on 24th, the group dinner on the 25th, the cocktail/cruise on the Mekong River on 26th, the cocktail buffet on Wednesday 27th, advice on tourist activities

These costs do not include :

- The costs of international flights which depend on the date, the chosen airline and the class booked (Eco, Business or Premium)
- Visa fees (mandatory), visas can be obtained directly on the Internet
- Meals not mentioned above under the heading "This cost includes"
- Personal expenses and any tours or visits which the person may want to do

PAYMENT TERMS

- 75% on registration, then 25% 15 days before the start of the trip (i.e. on Thursday 7 May 2015)
Payment may be made by cheque or preferably by wire transfer to EVALLIANCE's bank account, the details of which shall be included on the registration form.

REGISTRATION

From 9 February and no later than the 10 April 2015 (limited availability)

Use the attached registration form, which you can also download from the site www.evalliance.eu

For more information



EVALLIANCE
www.evalliance.eu

or

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⁽¹⁾ As a non-profit Association, Evalliance is not subject to VAT



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GENERAL TERMS AND CONDITIONS

- Requests for registration for the visit and the corresponding payment must reach us before the Friday 10 April 2015
- Participation may only be confirmed if the registration form has been fully completed and payment has been made
- In order to organize the selected visits and meetings, the company's documentation (in French and English) must reach EVALLIANCE (contact@evalliance.eu) in digital form no later than Friday 10 April 2015
- EVALLIANCE reserves the right not to accept a company if its profile is too far from the objectives of the visit
- EVALLIANCE cannot guarantee a specific number of meetings and cannot be held liable for information shared by the companies during their meeting.
- Given that the number of places on this trip are limited, EVALLIANCE reserves the right to close registration once this limit is reached.
- Cancellation: Registration fees paid in advance may only be refunded if the cancellation is notified in writing before Friday 10 April 2015

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REGISTRATION FORM

(See overleaf)

HOW TO REGISTER

- Please fill out and sign the registration form
- Scan it and send it to EVALLIANCE (contact@evalliance.eu) no later than Friday 10 April 2015 stating the amount and method of payment
- Make the appropriate payment depending on the number of people that you have registered, and the number of days of B2B meetings, preferably by wire transfer to the following bank details :

Name : EVALLIANCE
Bank : Société Générale
IBAN : FR76 3000 3031 5000 0506 5463 419

BIS : 30003 03150 00050654634 19
BIC/ Swift Code : SOGEFRPP
- At the same time if possible, but no later than the Friday 10 April 2015, please send the company's documentation (in French and in English) in digital form
- As soon as your registration is processed, you will receive a questionnaire on which you can specify why you are participating, the profile of the companies that you would like to visit and, if you have opted for individual B2B meetings, the profile of people that you would like to meet.
- Quickly send back this completed questionnaire in digital form if possible, no later than the Wednesday, 15 April, 2015.

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REGISTRATION FORM

Company	Company name :			
	Trademark :			
	Main business activity :			
	Address :			
	Postcode :		Town/City :	
	Contact person :			
	Telephone :		E-mail :	
	Company member of EVALLIANCE : <input type="checkbox"/> Yes <input type="checkbox"/> No			

Participants		Participant 1	Participant 2	Participant 3
	Surname			
	First names			
	Job title			
	Mobile phone			
	Email			
		Accompanying person	Accompanying person	Accompanying person
	Surname			
	First names			

B2B	Individual B2B meetings requested : <input type="checkbox"/> Yes <input type="checkbox"/> No	
 If yes how many days (up to 3 meetings /day) :day(s)	

Payment	EVALLIANCE members : No of participants :		p x 1 950 € =	€
	Non members of EVALLIANCE : No of participants :		p x 2 150 € =	€
	No of accompanying persons :		p x 510 € =	€
	Number of days of B2B meetings:		d x 590 € =	€
	TOTAL			€
	Deposit = TOTAL x 75%			€

Payment :	<input type="checkbox"/> by enclosed cheque <input type="checkbox"/> by wire transfer sent on : (see bank details overleaf)	Signature
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