

Mango Processing Facility

Kampong Speu

Context

The project will be highly additional as it will be the **first commercial-scale mango export plant** that operates without plantation ownership, decreasing the investment hurdles of capital, skills and experience. It will also be the first to source the bulk of its raw materials directly from smallholder and medium farmers, which will ensure a strong stakeholder role for them, improve their incomes, and contribute to the sustainable development of rural areas, inclusiveness of smallholder farmers and the overall level of food safety.

Infunde Development is lead-developing (including all development activities from site hunting to authority's engagement, to financial close) a mango processing facility located Phnom Sruoch, Kampong Speu Province, Cambodia.

Project Highlight

28,000	9.8M	Feb 2023
tons of output annually	US\$ of CAPEX	Expected COD



Country and Sectoral Background

Over the past nearly two decades, Cambodia's economy has been among the fastest growing economies. **Cambodia is part of the top-ten mango producer in the world (982,200 tons).**

China will be the main target market for fresh mango from Cambodia. Both Cambodia-China governments are currently negotiating for Cambodia mango to **export directly to China by 2021.**

In the past 10 years, the market for mango products in China increased by **14% reaching \$271 million in 2016 for 486,846 tons imported.**

Project Overview

Company:	Angkor Harvest Co., Ltd.
Country:	Cambodia
Location:	Kampong Speu
Sector:	Agriculture
Status:	Joint Investment and Development Agreement ("JIDA") signed in March 2018
Timeline:	<ul style="list-style-type: none">The first export from the pilot program was done in April 2020, the second export with our own farm mangos was recently exported in January 2021 to Singapore buyers.Our assumption on the first phase COD date is expected to be Q1 2022 and the second phase expansion is expected to be Q3 2022
Shareholder(s):	Infraco Cambodia Agri Pte., Ltd. and Seasonfresh (Cambodia) Co., Ltd.

Development Impact



Global market access. Improve local products to international market.

The nature of the Project's business is to purchase all grades of mangoes, transport mangoes to the site in Kampong Speu, pack/process mangoes to produce saleable products and export finished products to global markets.



Facilitate the process of mangoes production, commercial-scale.

The project will provide a more efficient supply chain for farmers to sell mangoes and could eventually become a platform on which to build a national brand for the fruit that would be recognized globally.



3,650+ people will be improved access to infrastructure services.

More than 700 households of famers, the project will provide a supply chain via an export gateway through which farmers who sell to the project may access international markets.



Provide 200+ jobs for the short and long term during the construction.

Created more than 40 long-term jobs and more than 200 short-term jobs.

Environment and Community



The majority of fresh mangoes from Cambodia are currently exported unwashed and unpacked to other markets via intermediary traders from Vietnam and Thailand.

Often, these mangoes are incorrectly labeled as products of the intermediary countries. Significant value is not captured by Cambodia and its farmers because they cannot access international markets directly.

The project will benefit farmers by providing a consistent outlet for sale of mangoes that could become a platform on which to build a national brand for the fruit that would be recognized globally – driving higher demand, perceived quality and thus export prices.

Besides creating new jobs and providing farmer access to global value chains, the Cambodia Mango Project will support employment and **empowerment of women** in a country where men manage 82% of agricultural land. Otherwise minimized and mitigated.

Key Investment Strengths

Impact to Cambodia mango sector:
Majority of Cambodian mangoes are informally exported to Vietnam/ Thailand, tagged as local products and re-exported. This project seeks to address this value gap, thereby unlocking significant value for mango farmers in Cambodia.

Diversified product offering:
The Project is planned to sell multiple product lines; Fresh mangoes, Mango puree, and dried mangoes.

Off taker of project:
The project looks for local operators and investors to bring additional synergies to the Project's risk profile, such as current agriculture exports and/or interest in agriculture projects.

Market Overview

Robust global market:
Global mango market is growing steadily over the last decade, global exports value increased more than 9% to USD 2.3 billion.

Location:
Kampong Speu Province in Cambodia on a 9.6 ha land.

Supply:
80% of Mango supply will come from Kampong Speu area and closed by area and another 20% will be delivered from other districts.

Infunde's Role

Infunde Development is leading overall project management, negotiations with strategic partners, installers, and financing activities. It will also help the local building the business plan and investment case, obtaining the necessary licenses, project and partnership structuring, overseeing feasibility studies, management of design work, EPC procurement and contracting and arranging the necessary debt facilities.

INFRACOA

InfraCo Asia (IAD) is a commercially managed infrastructure development and investment company of the Private Infrastructure Development Group (PIDG) – an innovative infrastructure development and finance organization delivering pioneering infrastructure in the poorest and most fragile countries.

