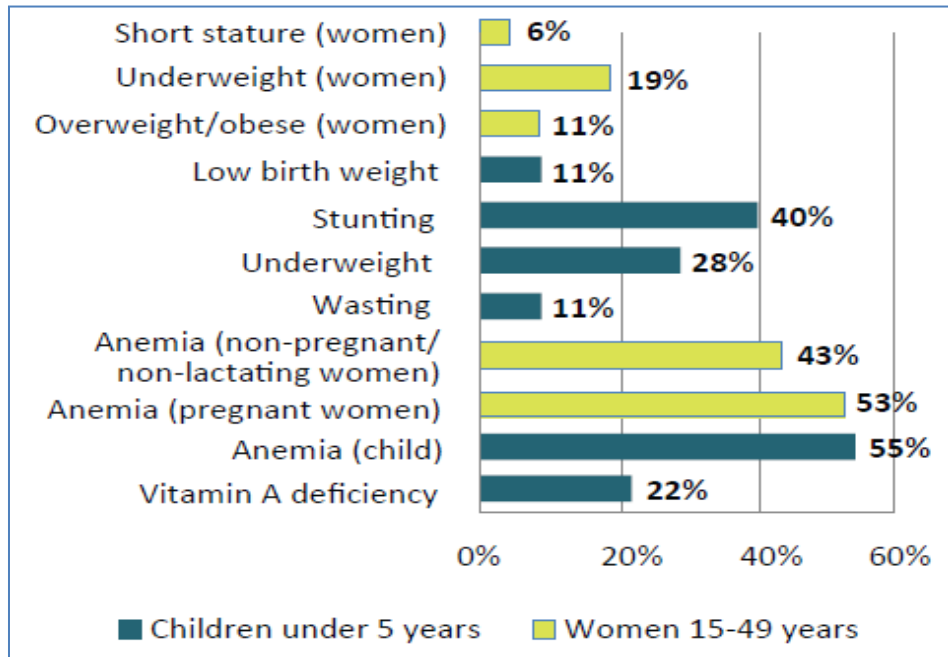


## Dairy Market Info in Cambodia

### 1.0 Nutrition Levels in Cambodia

#### Maternal and Child Malnutrition Indicators in Cambodia



Sources: DHS 2010; vitamin A deficiency: UNSCN 2010; low birth weight: 2010 DHS data re-analyzed by UNICEF ([http://www.childinfo.org/low\\_birthweight\\_table.php](http://www.childinfo.org/low_birthweight_table.php))

Notes: Data for women includes all women of reproductive age (15–49 years).

By referring to Chaparro et al. (2014), the key nutrition priorities for Cambodia includes focusing on stunting and wasting, maternal underweight and low birth weight, anemia, vitamin A deficiency, and a potentially more than adequate iodine intake in areas of the country

### 2.0 Dairy Market Consumption in Cambodia

Cambodia's demand for dairy is being driven by an increasingly health-conscious population. UHT milk remains the most popular milk product among Cambodians because it can be stored for long periods. Many families lack access to refrigeration. He said powdered milk largely goes towards infant formula, while fresh milk is rarely found on the market because it is perishable (Kossov, 2015).

In 2014, Vinamilk, Vietnam's largest dairy producer hoped to be the first large-scale local producer of dairy products in Cambodia. They have exported ultra-high temperature (UHT) and

powdered milk to Cambodia. But to secure a position as a local producer, it will have to compete with established export suppliers and develop the country's taste for milk. With a negligible local dairy production, Cambodia is almost entirely reliant on imports to serve its market. Bridgat, a regional B2B trading network, put Cambodia's total dairy imports at \$25 million in 2013.

In 2016, Angkor Dairy Products Company Limited, a joint venture between Vietnamese dairy giant Vinamilk and Cambodia's BPC Trading, will produce UHT milk, condensed milk and yogurt under the brand "Angkormilk". The yoghurt products come in four flavours, and the condensed milk will be marketed under two distinct brands: Best Cows and Captain. The new Angkormilk Liquid Milk for Kids, sold in small cartons is made of infused and pasteurized milk (Kotoski, 2016).

Fraser and Neave (F&N) has also extended their licenses to manufacture and distribute Nestle canned milk brands such as Carnation in Cambodia (F&N, 2015).

Canadean Ltd (2014) has provided the market research covering the Dairy Food market in Cambodia. Their detailed categories include:

- Butter and Spreadable Fats
- Cheese
- Cream
- Milk
- Puddings/Desserts
- Yogurt

### 3.0 Market Examples of Angkormilk Products



Yogurt Angkormilk Vanilla 100g



Yogurt Angkormilk Pandan 100g



Yogurt Angkormilk Strawberry 100g



Yogurt Angkormilk Mango and Kiwi 100g

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