Handbook on Export Procedures

Practical Guide for Small and Medium Enterprises in Cambodia







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Acronyms

ADF Administration Fee

ASEAN Association of Southeast Asian Nations

AWB Airway Bill
BOL Bill of Lading
CCT CAMCONTROL

CDC Council for the Development of Cambodia

CITES Convention on International Trade in Endangered Species of Wild Fauna & Flora

CO Certificate of Origin

DAALI Department of Agronomy and Agricultural Land Improvement

EBA Everything But Arms Initiative
EMF Export Management Fee
FDI Foreign Direct Investment
BLTD Bilateral Trade Department

GMAC Garment Manufacturers Association in Cambodia

GSP Generalized System of Preferences
ILO International Labor Organization
INCOTERMS International Commerce Terms

MAFF Ministry of Agriculture, Forestry and Fisheries

MCFA Ministry of Culture and Fine Arts

MFN Most Favored Nations MOC Ministry of Commerce

NGO Non-governmental Organization
PAS Sihanoukville Autonomous Port

SEZ Special Economic Zone

SME Small and Medium Enterprise
SPS Sanitary and Phytosanitary
SSI Single Stop Inspection System
SWI Single Window Inspection

TPSD Trade Preference Systems Department

WTO World Trade Organization

Foreword

The private sector drives the economy of Cambodia, creating more than 90% of total employment. The Royal Government of Cambodia recognizes that the private sector is the engine for growth and poverty reduction. The Royal Government's rectangular strategy emphasizes that a conducive business environment is the key to promoting the private sector and encouraging greater investment.

Samdech Akka Moha Sena Padei Techo Hun Sen, the Prime Minister of Cambodia, established the Government-Private Sector Forum (G-PSF) in the year 1999 in order to foster a regular dialogue between the private sector and the government, and to contribute to improving the business environment. Eight G-PSF working groups provide the private sector with the opportunity to raise concerns with the government and seek solutions.

Through this process the G-PSF's Manufacturing and Small and Medium Enterprise and Export Processing and Trade Facilitation Working Groups raised the concern that small and medium enterprises (SMEs) are not sufficiently aware of the export procedures for their products. This lack of information makes it difficult for SMEs to take advantage of export opportunities.

In response to this concern, the Ministry of Commerce, in collaboration with the International Finance Corporation's Mekong Private Sector Development Facility (IFC MPDF), prepared this export handbook which explains the export procedures respective government agencies require for a wide range of products.

This handbook provides clear and concise information on government export procedures in a user-friendly format suited to SMEs with little export experience. These include the procedures at the five main export points in Cambodia, including Bavet, Poipet, Sihanoukville port, Phnom Penh port, and Pochentong International Airport. In addition to general procedures that apply to all exports, this handbook also explains the requirements for obtaining Certificates of Origin, export licenses, and other export certificates from various ministries.

The Ministry of Commerce is grateful to IFC MPDF for the technical and financial support required to prepare this handbook and to all concerned government agencies for their outstanding cooperation in the editing exercise. I hope that this handbook will assist Cambodia's SMEs to gain better access to international markets and will prove to be a useful resource that contributes to enterprise growth and economic development.

Cham Prasidh
Senior Minister
Minister of Commerce

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H.E. Cham Prasidh, Senior Minister and Minister of Commerce initiated and provided support for coordinating the development of this handbook. The Senior Minister provided valuable leadership to make sure that sufficient consultation was held with stakeholders to ensure the quality and relevance of the Export Handbook.

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Trang Nguyen

Head of Advisory Services, Mekong Region & General Manager, MPDF International Finance Corporation (IFC)

Who should use the Export Handbook?

The SME Export Handbook is published for the benefit of all business people, especially small and medium enterprises (SMEs), operating in the Kingdom of Cambodia. All parties engaging in export activity, however, will hopefully find the content useful. The handbook captures the current official export process at key Cambodian land, water and air export locations and provides additional considerations for a successful export business.

The goal of the SME Export Handbook is threefold:

- To provide a clear step-by-step guide for new and established exporters,
- 2. To reduce misconceptions about the complexity of exporting, and
- 3. To open the world of exporting to the private sector.

Pre-export considerations

The typical export process requires up-front planning for many of the initial steps. Exporters should always give consideration to the documents required and matters related to:

- Sales contract
- Shipping terms
- Shipping documentation
- Freight forwarders and customs brokers
- Packaging and labeling
- Permits, licenses and certificates
- Taxes
- Certificate of Origin

1) The sales contract



When negotiating an international sales contract, the terms of sale can be just as important as the sales price. From origin to destination, the goods you are shipping will likely involve several different parties and several modes of transportation. The buyer and seller therefore need to be clear at each stage regarding who takes responsibility and risk and who pays any associated charges and fees while the merchandise is in transit.

Contract issues to consider:

- When does the transfer of ownership/title take place?
- What am I liable for?
- Who pays for charges or taxes that arise during transit?
- What if the shipment is lost or damaged?

To address these types of questions, exporters use standard international shipping terms and have sales contracts that are as clear, precise and comprehensive as reasonably possible. At a minimum, the terms and conditions of your sales contract should specify:

 Who is involved (The parties to the contract) 	 License and permit requirements (Who is responsible for obtaining import or export licenses and permits)
 What is being exported (Details of the goods being provided) 	 Payment instructions and terms (Purchase price of the goods and terms of payment)
 Ownership/Responsibility (Where transfer of title to the goods takes place) 	 Warranty and guarantees (Warranty and/or maintenance terms and conditions)
 Contract details (The contract's validity conditions) 	 Insurance and taxes (Who is responsible for paying insurance and taxes)
 Cancellation terms (What to do if the buyer defaults or cancels) 	 Timing (The contract completion date)

2) Using International Commerce Terms

International Commerce Terms ("Incoterms") are basic terms for international sales contracts. They make international trade easier, ensure that sellers and buyers in different countries understand one another and can minimize potential misunderstandings. Incoterms also clearly define when responsibility and risk transfers from the seller to the buyer and who pays charges and when.

Table 1: Incoterms1

CFR Cost and Freight	International carriage is paid by the seller. The exporter pays the costs of the freight and transportation to get the goods to the named destination. The risk of loss or damage is assumed by the buyer once the goods are loaded at the port of departure.
CIF Cost, Insurance and Freight	International carriage is paid by the seller. The exporter pays for the costs of the freight, insurance and miscellaneous charges from the point of origin to destination.
CIP Carriage and Insurance Paid	International carriage is paid by the seller. The exporter pays for the transportation costs and insurance to the named place or port of destination. The term is used for air or ocean containerized shipments.
CPT Carriage Paid To	International carriage is paid by the seller. The exporter pays for the transportation costs to the named place or port of destination. The term is used for air or ocean containerized shipments.
DAF Delivered at Frontier	The exporter assumes responsibility for delivering the goods to the named place of destination by land. The buyer is responsible for unloading.
DDP Delivered Duty Paid	The exporter assumes responsibility for delivering the goods, paying duty and risk of damage or loss to the named place of destination. The buyer pays for unloading.
DDU Delivered Duty Unpaid	The exporter assumes responsibility for delivering the goods and risk of damage or loss to the named place of destination. The buyer is responsible for paying duty, unloading and clearing import.
DEQ Delivered Ex-Quay	The exporter assumes responsibility for delivering the goods to the buyer at the named port of destination. The buyer is responsible for unloading and clearing import. This term is used for ocean shipments only.
DES Delivered Ex-Ship	The exporter makes the goods available to the buyer at the named port of destination. The buyer is responsible for unloading. This term is used for ocean shipment only.
EXW Ex-Works	States the place where the shipment is available to the buyer. The seller is not responsible for loading the goods. The buyer assumes all responsibility for transportation.
FAS Free Alongside Ship	International carriage is NOT paid by the seller. The exporter delivers the goods to named ocean port of shipment and is responsible for the unloading and wharf fees. The buyer is responsible for loading aboard the vessel, ocean transportation, and the ocean cargo insurance.
FCA Free Carrier	International carriage is NOT paid by the seller. The exporter is responsible for delivering goods into the custody of the international carrier or agent, not loaded. The risk of loss/damage is transferred to the buyer at this time.
FOB Free on Board	International carriage is NOT paid by the seller. The exporter is responsible for placing the goods on board the vessel at the port of shipment. The buyer assumes responsibility for ocean transportation and insurance.

Note: CIP, CPT, DAF, DDP, DDU and EXW are commonly used for any mode of transportation. CFR, CIF, DEQ, DES, FAS and FOB are used for sea and inland waterways.

Table 2: Incoterms - Buyer / Seller Responsibility

	ENW	5	FAS	8	CFR	P.	OPT(II)	CP (t)	186	199	080	200	900
	Es-Works	Camber	Free Alongside Ship	Free On - Board Vessel	Pangk Fangk	Cost Insurance & Freight	Camings Paid to	Certage & Insurance Pact to	Delivery At Frontier	Delivered Ex-Ship	Delivered Ex-Quay Duty Unpaid	Duty Unpaid	Delivered Duty Paid
SERVICE	Who Pays	Who Pays	Who Papa	Who Pays	Whe Pays	Who Pays	Whe Pays	Who Pays	Who Pays	Who Pays	Wite Paye	Who Fays	Who Pays
Warehouse alorage at point of origin.	Soler	Seller	Seller	Seller	Seller	Seller	1000	Seller	Seller	28 PM	Sellor	Selec	Sellor
Wanhouse labor at point of origin	Seler	Seller	Sefer	Soller	Setter	Seller	Selec	Sellor	Selec	Selec	Seller	Seller	Seller
Export packing	Soller	Selec	Seler	Seller	Seller	Selec	Selec	Sellor	Seller	Seller Seller	Seller	200	Safter
Loading at point of origin	Buyer	Seller	Seller	Seller	Seller	Seller	200	Sefler	Seller	Select	Seller	Seler	Selbr
Handhagel	Buyor	Buyer	Safer	Softer	Seller	Selor	Selec	Seller	Softer	Selec	Seller	Softer	Seler
Port moneying charges	Buyer	Buyer	Soler	Seller	Seller	Selfor	Selec	Seler	Seller	Seller	Sellor	Seller	Selor
Forwardors No	Buyer	Bayer	Softer	Soller	Softer	Seller	Seller	Seller	Seller	Selec	Softer	Seller	Seiter
Loading on ocean carrier	Buyer	Buyer	Buyer	Seller	Seller	Seller	Selec	Sether	Seller	Selec	Seller	Seller	Seller
Oceanité heght charpes	Buyer	Buyer	Buyer	Buyer	Seiler	Sellor	Seller	Seller	Soller	Softer	Seller	Salar	Seller
Charges at foreign PortAlsport	Buyer	Bayer	Buyer	Buyer	Bayer	Buyer	38	Seller	Soller	Bayer	Safter	Selle	Setter
Customs, Subsit & Taxes abrest	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Buyer	Bayer	Buyer	Bayes	Buyer	Bayer	Seller
Delivery charges to final destruction	Buyer	Bayer	Buyer	Buyer	Bayer	Buyer	Buyer	Buyer	Buyer	Bayer	Bayer	Seller	Sether

3) Preparing your shipping documents

Exporters should become familiar with the shipping documents required for an export sales transaction. These documents are essential for moving goods through the channels of distribution, transferring possession and responsibility, clearing product through customs and facilitating payment. Incomplete, missing or incorrectly filled out paperwork delays the export process and adds costs to the exporter.

The following is an overview and description of shipping documents typically used in the export process.

Shipping documents prepared by you or your freight forwarder:

An Air Waybill is issued by an airline when goods are received for transport. The waybill travels with the cargo.
An Authorization Letter allows a freight forwarder or authorized agent to export goods on the seller's behalf.
A Bill of Lading is a contract between the seller and the carrier, typically prepared by the carrier or forwarder. The buyer usually needs an original copy as proof of ownership to take possession of the goods.
A Commercial Invoice is essentially a bill for goods from the seller to the buyer. The document is prepared by the exporter or freight forwarder and provides information about the transaction including description of goods, address of shipper and seller and delivery and payment terms. It is also used as a basic document in determining the customs duty.
An Insurance Certificate is a document prepared by the exporter or freight forwarder that provides evidence that insurance will cover the loss of or damage to the goods during transit.
A Packing List is an itemized list describing the quantity and type of merchandise in a shipment. It includes the type of package, such as a box, crate, pallet, drum, carton or container and the dimensions and weight. Customs officials will use this list to check the cargo and buyers will use it to inventory merchandise received.

Export documentation issued by Customs and other relevant Ministries:

■ Certificate of Origin	A Certificate of Origin (CO) certifies that the products being exported are produced or manufactured in the country of origin as stated on the CO. This is an important document to the buyer and seller and the Customs authorities as it affects tariffs and quotas applied between countries for specific product.
Customs Declaration	A Customs Declaration is the declaration that is used for import and export procedures as stated in the law.
■ Export License	An Export License is a goods management license for export for reasons of health, safety, security or the environment.
■ Export Permit	An Export Permit is a legal document that is necessary for the export of goods controlled by relevant Government authorities.

SME Hints

- Before exporting, consider faxing all documents to your customer to give them an opportunity to review. You will then have sufficient time to manage modifications if changes are needed.
- Make sure that at least one complete set of documents is left behind and is accessible in the unlikely event that the originals are lost.
- Make sure your documents are correct and complete before you submit them the first time. Incomplete or incorrect documents may cause shipping delays.

4) Freight forwarders and customs brokers

Freight Forwarders are service companies that handle all aspects of export shipping for a fee. They act as the exporter's agent and can improve delivery time and customer service. Additional advantages of using a freight forwarder include:

- Providing customized services for physical transportation of goods
- Advising on rates and routing
- Offering assistance with packing and documentation
- Arranging consolidations or full container movements
- Offering Customs clearance services
- Providing quotes on insurance and freight

There are over 100 freight forwarding companies in Cambodia. Freight forwarders often do not own their own trucks but hire transport and contract with local brokers as needed. In general, these companies provide quality services at competitive prices.

Customs Brokers prepare customs documentation and clear goods through customs. There are approximately 110 customs broker companies in Cambodia, excluding the large number of individuals independently performing these services. As there is little regulation or public authority oversight of the sector and quality of service, professionalism can vary considerably.



Choosing a Freight Forwarder or Customs Broker

While the main function of freight forwarders is to pick up, transport, and deliver cargo and the main function of customs brokers is to clear cargo through customs, there is often significant overlap in the services the two provide. Both tend to be

facilitators—a customs broker may provide a freight forwarding service and a freight forwarder may offer customs brokering services.

The decision to use a customs broker or freight forwarder will largely depend on whether you think you have the expertise and time to carry out the process yourself. If you are new to exporting, consider

using a customs broker or freight forwarder for your first few shipments. It can save time and money and help you become familiar and confident with the export process. It should also alert you to any unofficial processes and payments that might be involved.

Exporter Hints

If you decide to use a freight forwarder or a customs broker, you should:

- Understand the essentials of the document preparation needed.
- Review the prepared documents.
- Talk with other exporters and learn about their experiences.
- Compare service offered and pricing of several candidates.
- Find out about all fees that you might have to pay.
- Ask the freight forwarder/broker if they have experience with handling your type of export.

5) Packaging and labeling your goods

When packaging and labeling goods for export, you will want to consider:

- The type of goods,
- How they will be shipped, and
- Dangers that the shipment may encounter while in transit.

It is in your best interest to pack the shipment securely. Insufficient or unsuitable packing can result in damaged goods that the buyer won't accept. Additionally, the buyer may not purchase from you again and your insurance may not provide coverage for the loss/damage.

In order for goods to arrive at your customer's door on time and without problem:



Packaging

- Assume that the package will have repeated loading and unloading.
- Package to survive poor roads and rough cargo handling.
- Plan for extreme weather conditions that might be endured during transit, handling and storage.
- Remember that proper packaging can reduce the risk of theft during transit.



Labeling

- Labels should be large, clear and waterproof.
- Shipping information should appear on at least 3 sides of the package and state:
 - Port of destination
 - Name, address and phone number of consigned
 - Any necessary cautionary labels (e.g. "Fragile")
- Include transit instructions and package dimensions and weight

6) Licenses, permits, authorization and certificates

Exporters must provide additional documentation for items that the Royal Government of Cambodia has determined to be sensitive or that are monitored for trade purposes.

The table below lists the types of licenses, permits or certificates that are required to export certain items and the government authority where they can be obtained.

Note: New handicraft items and silk goods do not require additional documentation except if they involve silverware or are an art and cultural heritage product (outlined below).

Table 3: Licenses, Permits and Certificates

	Type of Goods	Documentation	Government Authority
Export License	Unprocessed Rubber	- Export License (Valid: 60 days)	- Ministry of Commerce, Bilateral Trade Dept.
	Processed Wood and Non-timber Forest Products	Export License (Valid: 60 days)Permit Letter	Ministry of CommerceMinistry of Agriculture, Forestry and FisheriesCouncil of Ministers
18800	Sand	- Export License (Valid: 60 days)	- Ministry of Commerce Bilateral Trade Dept.
Certificates	Raw Fruit, Vegetables, Plants and Agricultural Materials (includes pesticides, fertilizers, seed and seedling materials, feed additives)	Customs and Excise PermitSanitiary and Phytosanitary Certificate (SPS)	Customs HouseMinistry of Agriculture, Forestry and Fisheries
4	Garments	- Certificate of Origin (Valid: 6 months)	- Ministry of Commerce
	Drugs and Medicines	 Certificate, Ministry of Health (Valid: 5 years) 	- Ministry of Health
1	Live Animals	- Animal Health Certificate or CITES Certificate (Valid: 5 years)	- Ministry of Agriculture, Forestry and Fisheries
Authorization and Permit	Art and Cultural Products	AuthorizationPermit Letter (Valid: 1 year)	- Ministry of Culture and Fine Arts
	Fish, Crustaceans, Mollusks and Other Aquatic Products	Transportation Permit LetterCertificate of OriginCustoms Permit	Ministry of CommerceMinistry of Agriculture, Forestry and FisheriesCustoms House
2	Jewelry, Silverware and Uncut or Unprocessed Precious Stones	- Permit Letter (Valid: 1 year)	- National Bank of Cambodia

7) Export tax

There are five categories of goods that are subject to export taxes:

- 1. Unprocessed Rubber
- 2. Uncut (unprocessed) Precious Stones
- 3. Processed Wood
- 4. Fish and Crustaceans, Mollusks and Other Aquatic Products
- 5. Sand

The duty rate for these goods fall into the following categories:

Table 4: Export Tax

	Export Goods	Duty Rate	Details
114	Natural Rubber	10%	
	Processed Wood and Non-timber Forest Products	5% and 10%	There are over eight types of wood and many subcategories. Duty rate is determined by the wood type and amount of processing.
	Fish and Crustaceans, Mollusks and Other Aquatic Products		
24	Uncut (unprocessed) Precious Stones	10%	
1900	Sand		

8) Certificate of Origin



A Certificate of Origin (CO) is a document that certifies where a product originated from.

COs are often required by both importing and exporting countries because of established trade arrangements. Product classification, origin and original status determine eligibility for preferential treatment and the specific duty rate assessed by the importing country.

In Cambodia, COs typically allow exporters to take advantage of the preference system of the importing countries, such as GSP or MFN schemes. Exporters therefore need to plan in advance if the buyer or importing country requires a CO.

Steps to Determine CO Requirements for a Particular Country



Table 5: How To Determine CO Requirements

Step 1)	Determine the product's code The product code is determined by the Harmonized System Codes, the international method of classifying products for trading. The system is used by customs officials around the world and consists of approximately 5,000 commodity groups, each arranged and classified by a six digit code. Visit ASYCUDA's online Code Database for details: http://www.asycuda.org/onlinehs.asp
Step 2)	Establish the product's tariff classification The tariff classification refers to the range of duty rates the product has in the importing country.
Step 3)	Establish the product's eligibility Make sure that the product is eligible for the desired trade regime.
Step 4)	Check the origin criteria Make sure that the product fulfills the Rules of Origin criteria set by the importing country. To be eligible, the product will either be wholly obtained in the exporting country or have undergone sufficient working or processing using inputs from other countries.
Step 5)	Check the transportation conditions Check that the transportation of the goods from Cambodia to the importing country meets the "direct transport" provisions stipulated in the rules of origin.

Box 1: Exporting to the European Union

Exporting to the European Union

Under the Generalized System of Preferences ("GSP"), Cambodian exporters shipping to the European Union qualify under the Everything But Arms Initiative ("EBA"). The rationale for the EBA is to help developing countries compete with more developed countries.

In February 2001, the EBA Regulation granted duty-free access to imports of all products from Cambodia without any quantitative restrictions. Duties on imports of fresh bananas, rice and sugar, however, still exist but are being reduced.

Additional details can be found at The Export Helpdesk, http://www.exporthelp.europa.eu, a free online service for exporters in developing countries interested in supplying the EU market.

Box 2: Certification of Origin: Helpful Websites

ITC Market Analysis Tool

The ITC Market Analysis website, http://www.trademap.org/asean/login.php, and its Trade Map, Market Access Map and Product Map tools have been developed to assist exporters worldwide. The website provides detailed information regarding tariffs, trade statistics and products by country. Users will need to register first.

Other Helpful Sites

- World Customs Organization http://www.wcoomd.org/ie/index.html
- UNCTAD http://www.unctad.org
- WTO http://www.wto.org

How to Obtain Product-Specific Export Documents

Export Licenses

Export licenses are needed for items such as processed wood and non-timber forest products, sand, uncut precious stones and unprocessed rubber. The steps to obtain an export license for processed wood and sand are provided below. To export unprocessed rubber, please contact the Bilateral Trade Department.²

Exporting Processed Wood and Non-timber Forest Products



The process to receive an export license for processed wood consists of five steps. The processing time can vary tremendously – ranging from one month to over one year - depending on factors such as the companies and the amount and type of wood involved.

Export License Process



Export process and procedures for unprocessed rubber were not available from the BLTD (formerly FTD) at the time this study was conducted. The export process for uncut or unprocessed precious stones was not available from the National Bank of Cambodia at the time this study was conducted.

Table 6: Export License - Processed Wood

Submit Request Letter Submit a request letter to export timber and non-timber forest products at the Forestry Administration (Ministry of Agriculture, Forestry and Fisheries). Applicants will also have to provide the following documents: two original copies of the request letter, two lists of the timber and non-timber forest products, two invoices, handover-receipt product contract, certificate of registration, certificate of VAT, patent tax license, authorization letter and certificate of origin. Step 2) Receive Forestry Administration Approval Once the request letter is received and reviewed, the Forestry Administration can recommend approval to the Ministry of Agriculture, Forestry and Fisheries, in turn, either approves the letter or asks for approval from the Council of Ministers (for natural forest products only), in compliance with the law. Step 3) Receive Export Permit An export permit can then be issued by the Ministry of Agriculture, Forestry and Fisheries or the Council of Ministers. Export permits are valid for one year. Applicants can also request an extension if the permit is going to expire. Step 4) Apply for Export License After receiving the export permit, apply for an export license. The license provides information regarding the total approved quantity and the current amount left on the license, if exports have already taken place. The Export License is issued by the Bilateral Trade Department of the Ministry of Commerce but first needs to be agreed upon by the Chief of Forestry Administration. Receive Transportation Permit Letter Prior to transporting timber or non-timber forest products to the border, the exporter must receive shipment approval. The request is made together with the request for an export license at the Forestry Administration.		
Once the request letter is received and reviewed, the Forestry Administration can recommend approval to the Ministry of Agriculture, Forestry and Fisheries. The Ministry of Agriculture, Forestry and Fisheries, in turn, either approves the letter or asks for approval from the Council of Ministers (for natural forest products only), in compliance with the law. Step 3) Receive Export Permit An export permit can then be issued by the Ministry of Agriculture, Forestry and Fisheries or the Council of Ministers. Export permits are valid for one year. Applicants can also request an extension if the permit is going to expire. Step 4) Apply for Export License After receiving the export permit, apply for an export license. The license provides information regarding the total approved quantity and the current amount left on the license, if exports have already taken place. The Export License is issued by the Bilateral Trade Department of the Ministry of Commerce but first needs to be agreed upon by the Chief of Forestry Administration. Step 5) Receive Transportation Permit Letter Prior to transporting timber or non-timber forest products to the border, the exporter must receive shipment approval. The request is made together with the request for an export license at the Forestry	Step 1)	Submit a request letter to export timber and non-timber forest products at the Forestry Administration (Ministry of Agriculture, Forestry and Fisheries). Applicants will also have to provide the following documents: two original copies of the request letter, two lists of the timber and non-timber forest products, two invoices, handover-receipt product contract, certificate of registration, certificate of VAT, patent tax
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	Step 5)	Prior to transporting timber or non-timber forest products to the border, the exporter must receive shipment approval. The request is made together with the request for an export license at the Forestry

Types of Timber or Non-Timber Forest Products Eligible for Export

The details of wood and non-timber forest products prohibition and the essential conditions of permission are stated in Sub-decree No. 131 ANKr.BK, 28 November 2006. This Sub-decree also explains in detail the types of timber or non-timber forest products that the Royal Government of Cambodia allows/prohibits for export as well as the necessary terms for approval.

Exporting Sand



The process to receive an export license for sand consists of three steps. Specific details regarding the request letter and export license procedure will need to be obtained directly from Bilateral Trade Department (BLTD).

Export License Process



Table 7: Export License - Sand

Step 1)	Submit Request Letter Submit a request to export letter and all relevant supporting information such as where the sand is coming from, number of tons, destination, quality and price. Specific details regarding the supporting data will need to be obtained directly from BLTD.
Step 2)	Apply at the Foreign Trade Department Upon receipt of the permission letter, apply for a license at the BLTD.
Step 3)	Receive Export License Upon successful review and application processing, BLTD will issue the export license to the requestor.

Certificates

Many products require specialized certificates in the export process.

Table 8: Products Requiring Certificates

Product		Certificate
Drugs and medicine, Garments (and other goods) Raw fruits, vegetables and plants Animals, animal products, animal feed and meats	→→→→	Certificate of Analysis and Product Registration Certificate of Origin Sanitary and Phytosanitary Certificate Animal Health Certificate

Exporting Drugs and Medicine - Certificate of Analysis and Product Registration



An export license is not needed for drugs and medicine but the product must be registered at the Ministry of Health. The two-step process to receive a 5-year Certificate of Registration of Medicine and Drug is outlined below.



Table 9: Certificate of Product Registration Process

Step 1)	Apply for Certificate of Analysis First, exporters need to bring a sample of the drugs/medicine and its product specification for inspection by the National Laboratory for Drug and Quality Control, Ministry of Health.
Step 2)	Apply for Product Registration Certificate Once a Certificate of Analysis has been received, a sample of the drug/medicine will need to be taken to the Department of Drugs and Food for product registration. The following documents are needed: 1. Request Letter Form for Drugs and Medicine Permission 2. Summary of Characteristics of the Drug/Medicine 3. Drug/Medicine document (specification) 4. Document Summary of Medicine Strength 5. Toxicology Document 6. Clinic Document Summary 7. Sample of Product (10 units) 8. Certificate of Analysis 9. Receipt of Registration for payment in the amount of \$200 (for each registration).
Step 3)	Export The drug/medicine will follow the standard export process. Customs and CamControl officials will check that the Product Registration Certificate accompanies the export.

Exporting Garments (and other products) - Certificate of Origin

To receive a Certificate of Origin, exporters will need to:

- 1) Register with the Trade Preference Systems Department (TPSD) ³. This initial process is required for both for-profit and non-governmental organizations (NGOs).
- 2) Apply for a CO at either the Bilateral Trade Department or the Multilateral Trade Department. See CO Application Process (below) for details.

Trade Preference Systems Department Registration Process



Step 1: Complete TPSD Request Form and submit documentation

The following supporting documents will need to be submitted:

TPSD provided:

	Request Form
Ехро	rter provided:
	Registration Certificate issued by MOC Legal Department. The Certificate needs to be a original or a copy certified and stamped by municipal or provincial authorities.
	Copy of GMAC Membership Certificate and ILO Certificate (for garment businesses only)
	Copy of the lease contract or land title with address and location (for Cambodians).
	Copy of the company owner's passport or ID card and one photo.

and Finance.
 An Authorization Letter issued by the company chairman to his/her representative, if needed.

Copy of the patent tax license issued by the Taxation Department, Ministry of Economy

- An Authorization Letter issued by the company chairman to his/her representative, if needed. The representative will need to show his/her passport or identity card.
- Two photos of the building or two pictures of the production line and two pictures of the product.

³ The Trade Preference Systems Department is commonly referred to as the GSP Department

⁴ GMAC is the Garment Manufacturers Association in Cambodia and ILO is the International Labor Organization.

If your business is a large enterprise or investment, you may also need to provide:

Permit issued by the Council for the Development of Cambodia (CDC). The permit needs to be an original or a copy certified and stamped by municipal or provincial authorities.
Permit issued by the Ministry of Industry, Mines and Energy. The permit needs to be an original or a copy certified and stamped by municipal or provincial authorities.
Company statute, economic project report and construction plan permit.

Step 2: Receive registration approval

Once the request letter and supporting documentation is reviewed and approved, registration with the Trade Preference Systems Department is complete. There is no fee for the registration process.

Certificate of Origin Application Process

After registering, exporters can apply for a CO at the Trade Preference Systems Department, Bilateral Trade Department or Multilateral Trade Department, based on the Department that arranges CO for the export destination country. The CO application process also requires that the owner of the goods self-declare.

Bilateral Trade Department

Issues COs to countries in the European Union and the Russian Federation.

Multilateral Trade Department

Issues COs to Australia, Brunei, China, India, Indonesia, Japan, Laos, Malaysia, Myanmar, New Zealand, Philippines, South Korea, Singapore, Thailand and Vietnam.

Trade Preference Systems Department

Issues COs to USA, Canada, Mexico and all other countries not listed above.

Certificate of Origin Application Process



Step 1: Submit documentation

If exporting by sea (to all destinations) or to the USA by air, you will need to submit:	If exporting by air (to all destinations except the USA), you will need to submit:		
Company Request Letter Invoice Packing List Sales Contract Joint Inspection Report made by CAMCONTROL and Customs and Excise Bill of Lading Cambodia Outward Declaration	□ Company Request Letter □ Invoice □ Packing List □ Sales Contract □ Cambodia Outward Declaration Within one month of the goods being exported: □ Joint Inspection Report made by CAMCONTROL and Customs and Excise □ Airway Bill		
 Note: Exports to the USA require a CO to accompany the cargo for tax purposes. A joint inspection report therefore must be submitted to the TPSD before the cargo ships. The CO application process for exports by air to the EU or Canada, however, can usually occur after the cargo ships since most exports are duty and quota free. In general, it is important to apply for the CO before your cargo has shipped since it can be difficult to obtain COs post export. It may also affect the duty the buyer has to pay. 			

Step 2: Pay required fees

Exporters will need to pay the following fees:				
	Export Management Fee (EMF) Administration Fee (ADF)	(See Prakas No.044 and No. 097 for details) (See Prakas No. 044 for details)		
■ F	 Certificate of Origin: Form N: Normal certificate stating that the export product has to pay tax in the importing country and does <u>not</u> comply with rules of origin requirements. (\$30 USD per set) Form A: Certificate stating that the export product eligible for duty free status in the importing country <u>does</u> comply with rules of origin requirements (\$50 USD per set) 			
Goods with less than 2,000 pieces or footwear with quantity less than 200 pairs: Form N: Normal certificate stating that the export product has to pay tax in the importing country and does not comply with rules of origin requirements. (\$10 USD per set) Form A: Certificate stating that the export product eligible for duty free status in the importing country does comply with rules of origin requirements (\$15 USD per set) See Prakas No. 044 for details				
Note: - EMF will not have to be paid for small quantities of goods with a value under 6,000 Euros for European countries and a value under \$800 USD for other countries.				

Step 3: Receive CO



The exporter will then be issued the Certificate of Origin. Official Certificate of Origin processing time: up to 11 hrs and 55 min

Box 3: Exporting Camouflage Clothing

Exporting Camouflage Clothing

If exporting camouflage clothing, exporters will need to follow Notification 832. The process for importing camouflage material and exporting camouflage goods overseas states:

- Exporters do not need to ask permission from government or other institutions.
- 2. When imported camouflage material arrives at the border, CAMCONTROL and Customs and Excise officials need to inspect the product carefully to verify the amount.
- 3. Before issuing a CO or export license, MOC has responsibility to check all documents and can inspect: the production chain, capacity of the exporting factory, the number of finished products produced from the imported camouflage material and make a stock count to verify how much material remains.

Exporting Raw Fruits, Vegetables and Plants - SPS Certificate

Sanitary and Phytosanitary (SPS) Certificates are often required by other countries when exporting raw fruit, vegetables, plants, fish, livestock and other products. The certificate certifies that the product is free from injurious pests which could damage crops. It is the exporter's responsibility to ensure that the SPS conditions are met.

In Cambodia, the Ministry of Agriculture, Forestry and Fisheries, Department of Agronomy and Agricultural Land Improvement (DAALI) is responsible for issuing SPS certificates. At present, certificates can only be issued from Phnom Penh.

There is no cost for an SPS certificate. However, if MAFF is required to take a product sample and bring it to the lab for testing, or if treatment is needed, you will have to pay for the additional service. MAFF's pest control and fumigation services are carried out by Cambodia Pest Control Source, an authorized general service vendor.

Although the mechanism to issue SPS certificates is in place, Cambodia's animal and fish products are not yet allowed access to the EU market as Cambodia currently does not meet EU's requirements for a proper SPS system.

SPS Application Process



Table 10: Sanitary and Phytosanitary Certificate Process

Step 1)	Submit documentation Submit a letter requesting SPS certification and for DAALI officers to inspect your product. You will also need to provide the packing list and invoice.
Step 2)	Follow compliance guidelines MAFF will then make a risk assessment based on your product's risk for pests, your company profile and the source of origin. The product's export requirements and guidelines for Cambodia can then be determined.
Step 3)	Determine importing country testing and inspection requirements MAFF will check the testing and inspection requirements of the importing country. Arrange for inspection and testing as required.
Step 4)	Perform laboratory testing Arrange for laboratory testing, if needed, at least 15 working days before exporting. MAFF is equipped to perform all necessary tests but advance notice is recommended.
Step 5)	Fumigate export product Arrange for fumigation, if needed, at least 15 working days before exporting. The full process for fumigation can take up to 96 hrs. MAFF will also have to perform a follow-up inspection to determine if re-fumigation is necessary.
Step 6)	Export Product A Fumigation Certificate can then be issued. The certificate states the product, date, and dosage used for the treatment. The product is now SPS certified and ready for export.

Box 4: Exporting Plants

Exporting Plants

Plants are classified into low risk and high risk categories. Low risk plants usually include rice and grains. High risk plants like banana or sugar palm trees typically have high moisture content. Soil becomes an important factor in the risk assessment.

Box 5: Additional SPS Resources

Additional SPS Resources

IPP: International Phytosanitary Portal

All IPPC member countries, such as Cambodia, are required to follow the same SPS guidelines. The IPPC website, https://www.ippc.int/IPP/En/default.jsp, provides additional information on SPS requirements.

WTO Sanitary and Phytosanitary Measures

http://www.wto.org/english/tratop_e/sps_e/sps_e.htm

U.S. Implementation of the SPS Agreement Principles

http://www.aphis.usda.gov/is/sps/mod2/2principl.html

Exporting Animals, Animal Products, Feed & Meat - Animal Health Certificate



The Department of Animal Health and Production within the Ministry of Agriculture, Forestry and Fisheries is responsible for livestock (cattle and buffalo) and animal health. This includes animals, animal products and animal feed and meats.

If you are planning to export livestock or goods falling under the responsibility of the Department of Animal Health and Production, you will first need to obtain an export license from MAFF. The request can go through two channels – the Council of Ministers or the Department of Animal Health and Production. The Department of Animal Health and Production is the most commonly used channel.

Steps to receive an Animal Health Certificate:



Table 11: Animal Health Certificate

Obtain an export license MAFF is responsible for issuing export licenses. Livestock licenses are typically for five years and state the frequency and specifics of each export.
Submit an animal health certificate application. This application should include all the relevant export information such as the purpose of the business, the number of livestock to be exported, where the livestock are located and the destination.
Provide required supporting documentation This includes proof of company registration (VAT#) and the export license from MAFF.
Assist in the technical review process If the request is approved, there will be a technical review process. The process includes how the export will be organized, the requirements of the importing country, potential inspections, vaccinations and negotiations for compliance. The time needed for the Technical Review Process will depend upon the negotiations, specific requirements of the importing country and if vaccinations are required.
Arrange for inspection The Department of Animal Health will perform an inspection at the exporter's facilities. For livestock, the inspection fee is \$2 per head. Vaccinations, laboratory testing and other compliance measures will be based on the exporter's location/zone and the sampling performed.
Allow final monitoring Once these steps are complete, an animal health certificate can be issued. A Department official, however, will need to be present to monitor the livestock when it is exported.

Authorization and Permits

Some products require authorization or permits in the export process. The process for exporting firearms is not included in this handbook.

Table 12: Products Requiring Authorization or Permits

Product	Authorization or	Permit
Select handicraft and cultural and heritage products Fish	 → Authorization, Ministry of Permit Letter, Ministry of and Fisheries 	
Jewelry and Silverware Uncut or Unprocessed Precious Stones	→ Permit Letter, National E→ Permit Letter, National E	

Exporting Selected Handicraft and Cultural Products - Authorization, Ministry of Culture and Fine Arts



The Ministry of Culture and Fine Arts ("MCFA") is responsible for implementing policies to protect, preserve, and develop national cultural heritage and fine arts in Cambodia. MCFA authorization may be needed if you export cultural products. While few exporters currently apply for the Authorization, the MCFA aims to more aggressively enforce the process and is currently revising its Authorization application procedure.

The MCFA expects that the final authorization process will follow the steps below.



The process currently takes approximately 3-5 days. The cost for inspection, if any, has not yet been determined.

Table 13: Authorization from Ministry of Culture and Fine Arts

Step 1)	Complete the application form Go to the Department of Heritage and fill out an Authorization application form. You will need to provide a list of the products being exported, a photo of each item and product details (what it is made of, where it was made and who made it).
Step 2)	Arrange for inspection Arrange to bring sample products to the Department of Heritage for inspection and to determine that the export is not a heritage item.
Step 3)	Receive MCFA signature and approval After the product passes inspection, a permission letter will be issued. It will be signed by the Chief of the Department of Heritage and the Minister of Culture and Fine Arts.

Exporting Fish



It takes approximately two weeks to receive the necessary documents to export fish.

Export License Process



Step 1) Submit request letter Submit a Request to Export Letter to the Fishery Administration and attach a certificate of registration from the Ministry of Commerce. (Sample application form can be provided by the Office of Planning/Accounting of the Fishery Administration). After completing the application form (with relevant documents attached), submit the form to the Fishery Administration for approval by the Head of Fishery Administration. After receiving approval, the Office of Planning/Accounting will prepare the export permit. Final approval will ultimately come from the Ministry of Agriculture, Forestry and Fisheries. Step 2) Request export permit After receiving the request letter approval from the Fishery Administration, submit a request to the Ministry of Agriculture, Forestry and Fisheries for an export permit The process of asking for an export permit requires the applicant to communicate directly with the Ministry. After receiving the export permit from the Ministry of Agriculture, Forestry and Fisheries, submit the permit to the Fishery Administration in order to obtain the Transportation Permit Letter. Fisheries product export process Step 3) To export fisheries products, the applicant must request a Transportation Permit Letter from the Fisheries Administration Office and attach one copy of the MAFF permit.

Box 6: CITES (concerning endangered plants and animals)

CITES

The Convention on International Trade in Endangered Species of Wild Fauna and Flora (CITES) aims to ensure that international trade of wild animals and plants does not threaten their survival. Cambodia is a CITES member country. As such, if you are exporting or transporting products that are considered endangered species, an certificate issued by a CITIES authority of Cambodia is required.

To search the database of animals and plants species listed on CITES, visit the CITES website at http://www.cites.org/index.html or the CITES searchable database at http://www.cites.org/eng/resources/species.html.

Exporting Jewelry, Silverware and Uncut or Unprocessed Precious Stones⁵





To export jewelry and silverware and uncut or unprocessed precious stones your business will need to be registered with the Ministry of Commerce and have received permission to operate from the National Bank of Cambodia. See Prakas F 9-99-100 for details. Each export may also require a permit letter from the National Bank of Cambodia. As these export regulations are currently under review, the following steps describe the export process currently in practice.



⁵ Laws or regulations regarding export permits for jewelry, silverware and uncut or unprocessed precious stones have not been passed. The above process therefore reflects current practices.

Table 14: Permit Letter- Jewelry, Silverware and Uncut or Unprocessed Precious Stones

Step 1)	Submit request form Go to the National Bank of Cambodia and complete the Request for Permission to Export and Transport Jewelry, Silverware and Uncut or Unprocessed Precious Stones form. You will need to provide personal and company information on the form such as your name, age, nationality, address, job, business type, number of employees, Director of your business and business trademark.
Step 2)	Submit supporting documentation The following supporting documentation will also need to be provided to the National Bank of Cambodia: three 3x4 photos (of the requestor), a copy of identification card, family document and map of the business location, photo of the business, 2 copies of the company statute and a certificate stating your account at the National Bank.
Step 3)	Receive Permit Letter If approved, a Permit Letter will be issued. The process takes about one week and there is a fee of 1 million riel.

Export Locations: Land, Sea and Air

Overview and First Steps

The remaining section of the Export Handbook outlines the documents, official fees and processes required for exporting at the Poipet border, Bavet border, Phnom Penh Port, Port of Sihanoukville and Phnom Penh International Airport.

Before exporting at these locations, make sure that you have the following four items:

1. Export Documents

Prepare all the necessary documents for exportation. This usually includes the Packing List, Commercial Invoice and Authorization Letter.

2. Export License

Obtain an export license, if needed. This is required for sensitive exports such as unprocessed rubber, and processed wood and non-timber forest products.

3. Ministerial Approval / Certificates

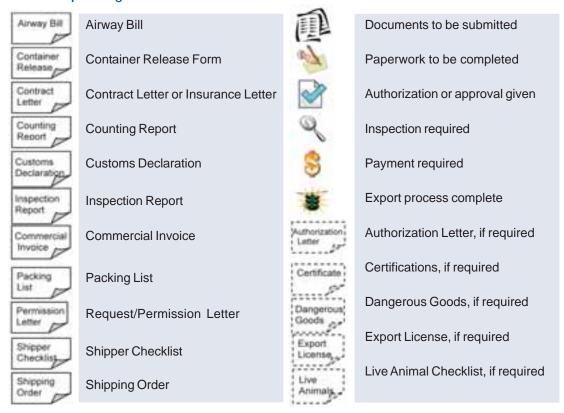
Obtain any product-specific documents such as permits or certifications from the relevant Ministry. This includes documentation such as permits for exporting fish and products requiring a certificate of origin or a Sanitary and Phytosanitary certificate.

4. Company Registration Documentation

Proof of registration with the Ministry of Commerce, such as your company's VAT number or patent tax license, demonstrating that the business is legitimate.

To help illustrate the documentation required at each export location, the following icons are used:

Box 7: Export Legend: Icons



Letters: Request/Permission, Authorization and Contract or Insurance

There are three types of letters that are used in the export process.



Request/Permission Letter

Customs and Excise Department typically requires exporters to submit a Request Letter to start the export process. There is no official Request Letter format but the letter should have basic export information. A hand written note on a commercial invoice is sometimes sufficient. Once received, the Customs and Excise Department will issue a Permission Letter. This letter allows the export process to move forward. The Permission Letter format is also not standardized and can range from a formal letter to a signature and stamp on the exporter's Request Letter.



Authorization Letter

If using a broker or freight forwarder, an Authorization Letter is required. This document lets Customs officials know that another party can act on your behalf. Authorization Letters are typically provided by the broker or freight forwarder.



Contract or Insurance Letter

This letter states that the exporter/seller takes responsibility as the owner of the goods.

Exporting by Land

Poipet Border

The Poipet-Aranyaprathet border is situated in the northwest of Cambodia and is located in Ou Chrov district of Banteay Meanchey province. In 1994 the Poipet border crossing became an official International Border Checkpoint.

Poipet has a population of over 70,000 and is one of four districts that borders Thailand. The border gate is approximately 50km from the provincial capital of Banteay Meanchey and serves as the primary land crossing for people and goods moving between Cambodia and Thailand.

Poipet Hours of Operation

Border Gate: 08:00 - 20:00 daily CAMCONTROL: 08:00 - 12:00

13:00 - 17:30 daily

Customs and Excise: 07:00 - 11:30

14:00 - 17:30 daily

At present, the most common commodities being exported from Cambodia to Thailand via the Poipet border crossing are fresh and processed fish, rattan, second-hand clothes, rice husks, scrap-metals, handicrafts, and farming and agricultural products.

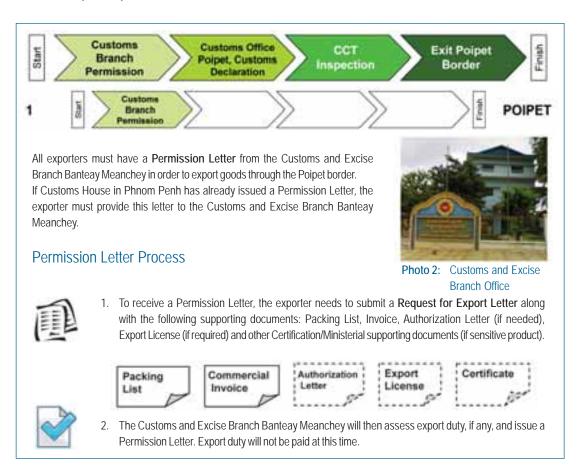
Photo 1: Poipet Border



Poipet Border Export Process

The Poipet Border export process can be captured in four key steps. The documentation and requirements are outlined below.

Box 8: Poipet Export Border Process





After the Permission Letter has been issued by Banteay Meanchey Customs and Excise Branch, the exporter has to complete the customs declaration process at the Customs and Excise Office Poipet.

Note that the Customs and Excise Office, Poipet is unique in that it allows for an optional Temporary Customs Declaration process in addition to the typical Customs Declaration process. The rationale given for having a temporary process is that it allows exporters to move product through the border more quickly, benefiting timesensitive exports such as live fish. The official required Customs Declaration is provided below.



Photo 3: Customs and Excise, Popiet

Customs Declaration Process



- 1. First, complete the Customs Declaration form at the Customs and Excise Administration Office.
- 2. Next, bring the completed Customs Declaration form and a copy of the Customs and Excise Banteay Meanchey Branch Permission Letter to the Customs and Excise Administration Office Poipet. The Vice Chief Customs and Excise will approve the documents and authorize the inspection.
 - 3. Pay any export duty owed to the Accounting Office, plus a declaration cost of 15,000 R. The exporter will receive a receipt for this payment.



- 4. Then go to the Customs and Excise Inspection Office and arrange for an inspection.
 - If goods are moved by cart, the inspection will take place at the Poipet checkpoint
 - If goods are moved by truck, the exporter will need to arrange for a location for the inspection to take place – usually at a warehouse or pre-arranged site, as the goods are being loaded for transport. After the goods have been inspected, the Customs and Excise Inspection Official makes the goods inspection report, normally, in section D of the Customs Declaration.



Next submit the Customs Declaration and other relevant documents to the Vice Chief, who is responsible for Administration Office, to summarize and sign, and send it to be finalized and signed by the Chief of Customs and Excise Office Poipet. 3 POIPET

Next, arrange for a joint inspection with the CAMCONTROL and Customs and Excise officials.

The inspection process takes approximately 15-30 minutes, excluding waiting time. As there are no inspection facilities at the border, it is the responsibility of the exporter to arrange a location for the inspection to take place. The inspection is often performed at a nearby warehouse or simply beside the road.



CCT Inspection Process



To arrange for CAMCONTROL's review and inspection, the following documents need to be provided: Packing List,



Invoice, Customs Declaration, Customs and Excise Permission Letter, Authorization Letter (if needed) and Export License and Certifications (if needed).







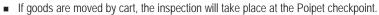








- If all paperwork is sufficient, the Chief of CCT Poipet will assign the inspector.
- The inspection will take place at the Poipet checkpoint or a pre-arranged location.



- If goods are moved by truck, the exporter will need to arrange for a location for the inspection to take place – usually at a warehouse or pre-arranged where the goods are being loaded for transport.
- An inspection Survey Report is then completed and signed and stamped by the CCT official.
- The exporter will need to go to the Administrative Office to pay an inspection fee of 0.1% of the approved value stated on the invoice (already evaluated at the Customs and Excise Branch, Banteay Meanchey). An Inspection Fee Receipt will be issued to the exporter.
- Lastly, the CCT Inspection Report and Receipt is given to the Head of the CCT Poipet for approval and signature.







POIPET



Once the Customs and Excise inspection process is complete, bring the inspection report and the Customs Declaration form to be signed and stamped by the Chief of Customs and Excise Poipet at the Customs and Excise Administration Office. A Permission to Exit letter will then be given.



Present the Permission to Exit letter to the CAMCONTROL border official. CAMCONTROL will have already notified their official at the border that the goods have been approved for export. The consignment is then allowed to pass through the Poipet border.

Bavet Border

The Bavet-Moc Bai border is located in the province of Svay Rieng in the southeast of Cambodia. Svay Rieng comprises seven districts, of which five border Vietnam, and has a population of 591,000. The Bavet border gate is approximately 50 km from the provincial capital of Svay Rieng and is the primary land crossing for people and goods moving between Cambodia and Vietnam. At

BavetHours of Operation

Border Gate:

 People
 06:00-22:00 daily

 Export
 08:00-20:00 daily

 CAMCONTROL:
 06:00-18:00 daily

Customs and Excise:

present, the most common commodities being exported from Cambodia to Vietnam are agriculture and light industrial goods. Bicycles, garments, and shoe products comprise a large percentage of exports as these goods are produced in the nearby special economic zone.

The Bavet border is moving towards a single window inspection (SWI) and single stop inspection (SSI) system. This "one-stop-shop" would integrate Cambodian and Vietnam staff and border agencies under one roof and further streamline inspection and documentation requirements. No official date, however, has been given for this to occur as the changes are dependent upon a signed memorandum of understanding between Cambodia and Vietnam. Border officials are hopeful that this will take place in early 2008.

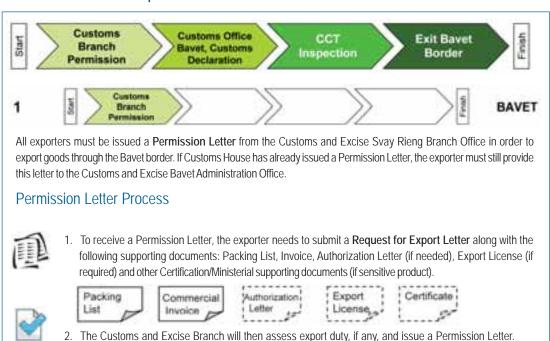
Photo 5: Bavet Border



Bavet Border Export Process

The Bavet Border export process is similar to that of Poipet. Notable differences include fully equipped inspection facilities at the border and the absence of a Temporary Export Declaration process. The documentation and requirements are outlined below.

Box 9: Bavet Border Export Process





After the Permission Letter has been issued, a **Customs Declaration Form** will need to be completed at the Customs and Excise Bavet Administration Office, located approximately 3-4 km from the border. The process will take less than one hour.

Customs Declaration Process



1. First, complete a Customs Declaration form at the Customs and Excise Bavet Administration Office.



Photo 6: Customs and Excise, Bavet

- 2. Next, bring the approved Customs and Excise Bavet Branch Permission Letter and Official Customs Declaration form to the Vice Chief, Customs and Excise Bavet for approval and to authorize the inspection process.
- 3. Pay any export duty owed to the Accounting Office, plus a declaration charge of 15,000 riel. The exporter will receive a receipt for this payment.



4. Then, go to the Customs and Excise Inspection Office. An Inspection Official will make a visual inspection of the export goods based on the risk management assessment and shipper's profile.



The inspection report will be completed and signed by the Customs and Excise official and the exporter.



Lastly, bring the Customs and Excise Inspection Report and the Customs Declaration form to be signed and stamped by the Chief of Customs and Excise Bavet.

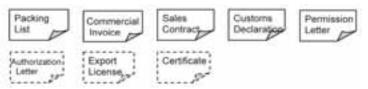


Next, arrange for a joint inspection with CAMCONTROL and Customs and Excise officials. CAMCONTROL's review and visual inspection of the export goods will be arranged at the CCT office at the Bavet border. The entire process takes about 1 hour, depending on the reputation and history of the exporting company.

CCT Inspection Process



1. To arrange for CAMCONTROL's review and inspection, the following documents need to be provided: Packing List, Invoice, Sales Contract, Customs Declaration, Customs and Excise Permission Letter, Authorization Letter (if needed) and Export License and Certifications (if needed).





- 2. If all paperwork is sufficient, the Chief of CCT Bavet will assign the Inspector.
- 3. The CCT Inspection Official will make a visual inspection of the export goods.





- 5. Next, the exporter will need to go to the Administrative Office, located at the border, to pay an inspection fee of 0.1% of the value stated on the Invoice (already evaluated at the Customs and Excise Branch). An Inspection Fee Receipt is issued to the exporter.
- 6. Lastly, The CTT inspection report will be given to the Head of the CCT Bavet for approval and signature.



Box 10: Special Economic Zones

Special Economic Zones (SEZs), also referred to as Free Trade Zones or Export Processing Zones, are in the initial phase of development in Cambodia. SEZs, in general, are commonly used to attract foreign direct investment (FDI) and to stimulate growth by providing tax advantages and incentives for businesses to locate operations in a designated zone. SEZs are often subject to an entirely different Customs tariff and income tax regime because they are considered to be outside the Customs territory of the country.

Cambodia's first SEZ was approved in mid-2005 and is being developed by the Manhattan International Group. It is located in Bavet, close to the Cambodia-Vietnam border. The site has representatives from the Customs and Excise Department, CAMCONTROL, the Office of Labor and the Office of GSP co-located onsite, providing a one-stop service to its users. Officials carefully track all goods being imported into the SEZ, as well as being exported, to ensure that preferential tariff incentives and Rules of Origin are appropriately applied.

Currently, the SEZ is used by three manufacturers - Bestway Bicycles (bicycles), SYG International Steel (screws) and King Maker (Cambodia) Footwear (shoes) – which employ over 2,000 people. Plans are underway for two or three additional companies to join the Manhattan SEZ as well as for a second SEZ to be built nearby. The Port of Sihanoukville also has plans to establish an SEZ in the near future - approval has been given for a total of 9 SEZ's throughout the country.

Exporting by Sea

Port of Sihanoukville

The Sihanoukville Autonomous Port (PAS) is the only deep sea port in Cambodia and accounts for approximately 70% of Cambodia's international cargo. It has over 1,000 employees and workers and is under the direct management of the Chairman & CEO and assistance of three Deputy Directors General.

The main exports that initiate at PAS are agricultural products such as yellow corn, beans, sesame and other food products, light industrial goods and personal effects.

Port of Sinhanoukville Hours of Operation

Port Authority:

Open 24 hrs every day

Operations

Administrative: 08:00 - 18:00 daily CAMCONTROL: 06:00 - 18:00 daily Customs and Excise: 07:00 - 11:00

14:00 - 17:30 Mon - Sat Staff on standby Sun.

While garments comprise the majority of PAS exports, most have already been reviewed by CAMCONTROL and Customs and Excise through the joint inspection process in Phnom Penh. PAS Customs Officials generally check the documents and verify the seals on these containers but will not reopen them.

The number of steps and communication between PAS, Customs and Excise and CCT has significantly improved over the past few years. In particular, the linking of PAS' computer system with the relevant Port agencies has streamlined the export process. Upcoming changes at PAS include the Japanese government procuring a new scanner for the Port (expected to decrease the cost of scanning), implementing a single window system by the end of 2007 (reducing the number of visual inspections required and streamlining the overall export process flow) and the development of an SEZ.

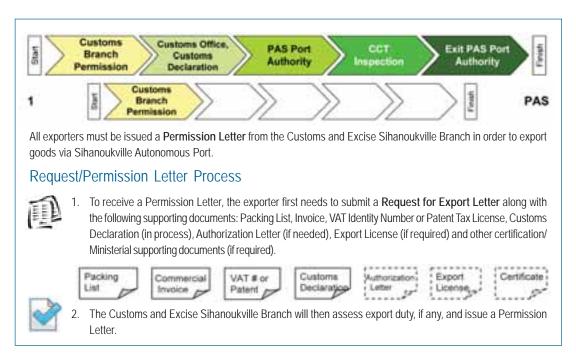
Photo 8: Port of Sihanoukville



Port of Sihanoukville Export Process

The Port of Sihanoukville export process can be captured in five key steps. The documentation and requirements are outlined below.

Box 11: Port of Sihanoukville Export Process



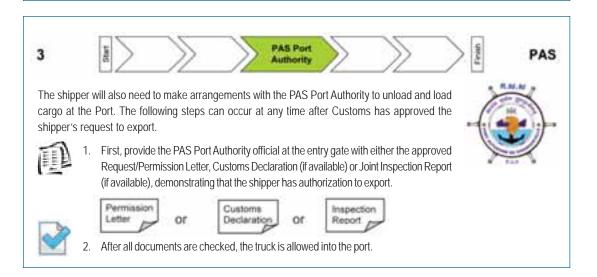




4. Next, go to the Accounting Office and pay declaration charges and export duty, if any, and receive a receipt for payment. To discourage unofficial fees, Customs and Excise requires that all payments be made by check, not cash. The exporter also needs to pay a scanning fee to AZ company which is located at the port. The scanning charge depends on the size of the container. For 20-foot containers, the charge is \$40. For 40-foot containers, it is \$60.



5. Lastly, bring the Customs and Excise Inspection Report and the Customs Declaration Form to be signed and stamped by the Chief of the Customs and Excise Office at the Customs and Excise Administration Office.





The majority of exports at PAS are garments that have already undergone joint CCT/Customs and Excise inspections in Phnom Penh. For these shipments, CCT PAS checks the joint inspection report and seal, and then moves the product into storage. For goods that have not been inspected, such as agricultural products, the exporter will need to follow the CCT inspection process.

CCT Inspection Process



 First, go to the CCT Branch Office at the Port and provide the following documents: Invoice, Packing List, Contract/Insurance Letter, Authorization Letter (if needed) and Export License and Certifications (if needed). Request Letters are no longer used by CCT in the export process.





The Chief of CCT Sihanoukville will then assign the inspector to inspect the cargo. For goods already containerized and not inspected or missing a seal, CCT may require a visual inspection of the goods. The container may also require scanning, depending on the type of goods and the risk management assessment.



3. The CCT Inspection official will then inspect the cargo with the Customs and Excise official. The Customs and Excise Department is the lead agency in the inspection process.



- 4. An Inspection Survey Report is then completed and signed and stamped by CCT.
- Next, go to the CCT Administrative Office, located at the Port, and pay an inspection fee of 0.1% of the value stated on the Invoice (already evaluated by the Customs and Excise Sihanoukville Branch) and any scanning charges. An Inspection Fee Receipt will be issued.
- 6. Lastly, the inspection report must be approved and signed by the Head of the CCT PAS. A Certificate of Quantity document can then be issued if needed.





PAS

In order for the PAS Stevedoring Department to unload, move and store cargo in the container yard, the exporter must first make all necessary payments to the PAS Port Authority.

Exit Process



- 1. First, present documentation to the PAS Port Authority showing your container number.
- 2. Next, pay loading and unloading (LoLo) fees, stevedoring charges and tariff duty to the PAS Port Authority.
 - Container Lift-On and Lift-Off fee: \$19 (40-foot container) or \$24 (20-foot container), plus VAT.



 Container yard truck and crane: \$86 (40-foot container) or \$57 (20-foot container). See appendix for complete stevedoring pricing. A receipt (in the form of a PAS Invoice) will be issued upon payment from the PAS Billing Department.



. The Port Authority Billing Department will then enter information into the computer system in order to inform the Stevedoring Department to proceed with loading and unloading.





4. Last, the PAS Invoice will be sent to the Shipping Line. The Shipping Line will work closely with the Stevedoring Department at the Port and make a "load list" for the cargo. The goods will then be moved from the container yard to the ship for export.

Box12: Time Saving Suggestions, PAS

PAS Timing Saving Suggestions

CAMCONTROL:

- Call CCT in advance to arrange for your product to be inspected as it is loaded into its container. A CCT official can inspect and seal the container at your factory or warehouse.
- The amount of advance notice needed will vary depending on the type of product.
- Small shipments arriving by truck can be inspected directly at the Port as the goods are being loaded. This can be helpful when several exporters share one container.

Phnom Penh Autonomous Port

The Phnom Penh State Port Authority, under the Ministry of Public Works and Transport, operates and manages the Phnom Penh Autonomous Port (PPAP). The Port Authority is independent and has its own Board of Directors.

Most products moved through the port are containerized. Common export goods include agriculture products (yellow corn, beans and sesame), rubber and cigarettes. The major PPAP export destinations include Taiwan, Province of China; Malaysia; Korea; France; the European Union and USA.

Note: PPAP does not have a warehouse to store dangerous goods. If exporters intend to ship dangerous

goods, they will need to make arrangements to store the cargo at another location and then move it to the port the day that it needs to be loaded.

Phnom Penh Autonomous Port Hours of Operation

Port Authority:

24 hrs everyday

Administrative

CAMCONTROL: 07:00 - 11:30

14:00 - 17:30 M-F 07:00 - 11:20 Sat. Sun. upon request

Customs and Excise: 07:00 - 11:30

14:00 - 17:30 M-F 07:00 - 11:20 Sat Sun. upon request

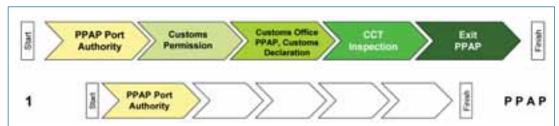
Photo 10: Phnom Penh Autonomous Port



Phnom Penh Autonomous Port Export Process

The Phnom Penh Autonomous Port export process can be captured in five key steps. The documentation and requirements are outlined on the next page.

Box 13: Phnom Penh Autonomous Port Export Process



Before transporting goods to the Port, the exporter must receive approval from the PPAP Port Authority, located on Street Baksei Cham Krong near Wat Phnom. Exporters can receive approval and make arrangements several days in advance.

Port Authority Approval Process



First, obtain a copy of Shipping Order and the Container Release Order. The Shipping Order will be issued
by the shipping line or an agency such as Kamsab. The Container Release Order, which provides all the
relevant shipping details such as the container number and vessel information, will be provided by the shipping
line.





2. Next, take these two documents to the Manager of the Operations Center at the Port Authority for approval. Arrangements can then be made for the cargo to be unloaded at the Port and later loaded on to the ship.





The fees for this service (LoLo fees) and any required export duties will need to be paid at the Port Authority cashier. The charges are the same as at PAS (see appendix for stevedoring pricing) and payment can be made by check or cash.



An invoice will then be issued. The invoice will need to be shown at the Port in order for the container to be unloaded, stored and loaded onto the vessel.



All exporters must receive a **Permission Letter** from the Chief of Customs and Excise PPAP in order to export goods via the Phnom Penh Autonomous Port.

Permission Letter Process



To receive a Permission Letter, the exporter first needs to submit a **Request for Export Letter** along with the following supporting documents: Packing List, Invoice, VAT Identity Number or Patent Tax License, Authorization Letter (if needed), Export License (if required) and other certification/Ministerial supporting documents (if required).





2. Customs House, Phnom Penh will then assess export duty, if any, and issue a Permission Letter.

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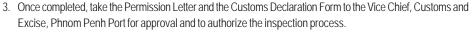
After the Permission Letter has been issued, a **Customs Declaration Form** will need to be completed at the Customs and Excise PPAP Administration Office, located at the Port.

Customs Declaration Process



- 1. First bring the shipment to the Phnom Penh Autonomous Port.
- 2. Next, fill out the Customs Declaration Form provided by the Customs and Excise PPAP Administration Department





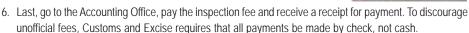


 All containerized items passing through the Port are inspected by using a TH scanner. Exceptions are made, however, for diplomatic, government and humanitarian shipments.





Once the inspection is complete, a TH Scan Inspection Report and Image will be completed and signed by the Inspection Official.



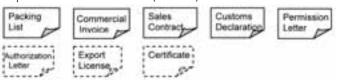


Most inspections at PPAP are joint inspections between CAMCONTROL and Customs and Excise. Note: Port officials can not visit the exporter's factory or warehouse to inspect cargo.

CCT Inspection Process



 To arrange for CCT review and inspection, go to the CCT office at the Port and provide the following documents: Packing List, Invoice, Contract Letter, Permission Letter, Authorization Letter (if needed) and Export License and Certifications (if needed).





2. If all paperwork is sufficient, the Chief of CCT PPAP will assign an inspector to inspect the cargo.



The CCT Inspection Official will then make an inspection of the export goods. Approximately 3-15% of goods are inspected.



Garment exports require joint Customs and Excise/CCT inspections and reports.



Agriculture products are typically inspected jointly but reported separately.
 An Inspection Survey Report is then completed, signed and stamped by the CCT official.



5. Next, go to the CCT Administrative Office, located in the Port, and pay an inspection fee of 0.1% of the value stated on the Invoice (already evaluated by Customs and Excise PPAP). An Inspection Fee Receipt is issued to the exporter.



6. Lastly, the CTT inspection report is given to the Head of the CCT PPAP for approval and signature. A Certificate of Quantity document can also then be issued if needed.



Upon completion of the Customs and Excise and CCT inspection process, go to the Port Authority official at the port and arrange for the cargo to be loaded.

Exit Process



- Present the Port Authority Invoice Receipt and arrange for the cargo to be loaded from the Port to the ship.
- 2. The cargo will be loaded onto the vessel for export.

Box 14: Additional CAMCONTROL Services

Additional CAMCONTROL Services



If the buyer or destination country requires your cargo to have a Certificate of Analysis, CAMCONTROL can arrange for this service to be performed at its main laboratory in Phnom Penh.



CAMCONTROL PPAP officials can also help exporters package and arrange their cargo in the container. This is particularly important when exporting food or agricultural products. If adequate space is not allowed for packing the container, spoilage can easily occour from heat or condensation caused by the sun.

Exporting by Air

Phnom Penh International Airport (PPIA)

The Phnom Penh International Airport is located 10km from downtown Phnom Penh on Road # 4 (Russian Blvd). The airport export process at Sihanoukville and Siem Reap, while slightly different, should closely match the process below.

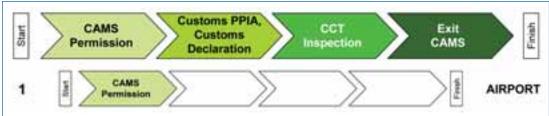
PPIA cargo facilities include mechanical handling, air-conditioned storage, refrigerated and deep freeze storage, fresh meat inspection, livestock handling, security for dangerous goods and very large/heavy cargo.

PPIA Hours of Operation					
CAMS:	06:00 - 21:30 daily				
CAMCONTROL:	07:00 - 11:30 M-Fri. 14:00 - 19:00 M-Fri. 07:00 - 11:30 Sat.				
Customs and Excise:	07:00 until last flight				

Phnom Penh International Airport Export Process

The Phnom Penh International Airport export process can be captured in four key steps. The documentation and requirements are outlined below.

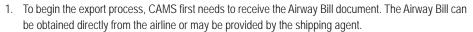
Box 15: Phnom Penh International Airport Export Process



The PPIA export process begins with Cambodia Airport Management Services (CAMS) located in the Cargo Terminal, adjacent to the airport. The Customs and Excise and CAMCONTROL offices are also located inside the building.

CAMS Receiving Process







- Next, move the cargo to the loading dock. At this time a Shipper Checklist (see specimen copy in appendix)
 will be filled out by CAMS staff and signed off by the shipper. This document captures basic information about
 the cargo, the number of pieces and weight (used to calculate gross weight) and declares if the goods are
 dangerous or require special handling.
- 3. A **Counting Report** will then be completed by a CAMS Official. This document is used to tally the goods being shipped and to check that the labeling and packaging is appropriate for air transport.



4. The cargo can then be received into storage and the Customs and Excise and CCT inspection and review can begin.

After the cargo has been received, a **Customs Declaration Form** will need to be completed at the Customs and Excise PPIA Office in the Cargo Terminal.

Note: A Shipper Declaration Form for Dangerous Goods is needed if the cargo is considered dangerous for aviation transport, such as with aerosol products.

Note: A Live Animals Acceptance Checklist is required if the cargo contains live animals.

Customs Clearance Process



1. First, fill out a Customs Declaration at the Customs and Excise PPIA Office and provide the following documents: Packing List, Commercial Invoice, Airway Bill, Sale Contract Letter, Export License and Certifications (if needed), and Authorization Letter (if needed)

Note: A Certificate of Origin is required if shipping textiles to the European Union.

Note: If returning unused raw material imported under tax exemption, a Customs Permit is required.















- 2. Arrange for inspection with Customs and Excise PPIA. If exporting garments or textiles, Joint Inspection Report from CAMCONTROL is required.
- 3. Pay 15,000 Riel for Customs Declaration fees, and any export duty owed, at the Accounting Room. A receipt will be issued.
- 4. Last, the inspection report will need to be signed and stamped by either the Vice Chief or the Chief of Customs and Excise PPIA.





3



AIRPORT

CCT Inspection can take place once the Customs Declaration process has begun. Cargo selected for inspection averages 5% or less. Inspections only take place at the airport facility.

CCT Inspection Process



 To arrange for CAMCONTROL's review and inspection, go to the CCT office in the Cargo Terminal and provide the following documents: Invoice, Packing List, Airway Bill, Authorization Letter (if needed) and any necessary Licenses or Permits.





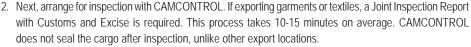






If a representative is handling the cargo for the seller, he/she will need to provide a photocopy of an ID card and two photographs. If possible, provide a request or authorization letter to let CCT officials know who will be clearing the cargo and if they have power of attorney.







3. CAMCONTROL will then fill out a separate Inspection Survey Report. This document will be signed and stamped by the CCT official.





- 4. Next, the shipper will pay a 0.1% scanning fee, based on the price of the goods, at the CCT cashier. An Inspection Fee Receipt is issued to the exporter.
- 5. Lastly, the CCT inspection report is given to the Head of the CCT PPIA for approval and signature. A Certificate of Quantity document can also then be issued if needed.



Upon completion of Customs and Excise and CCT requirements, the exporter can begin the exit process at the CAMS Administrative Office.

Exit Process



 First, complete an Export Cargo Form, also referred to as a Warehouse Form. The following supporting documents need to be provided: Airway Bill, Shipper Checklist, Counting Report, Customs Declaration and any additional supporting documentation for exporting special cargo, such as dangerous goods or live animals.















2. Next, bring the completed Export Cargo Form to the cashier and pay the cargo handling charges. Payment is based on the cargo's gross weight and if special handling was needed. If exporting perishable goods, CAMS has a cold storage facility. Storage fees are based on cargo weight and time - initially for a three day period and then on a per-day basis.

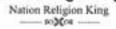


Lastly, cargo is moved by CAMS into export storage and prepared for flight. CAMS will complete a Cargo Load Request and follow instructions received from the airline. The goods will then be moved to the aircraft for export.

Appendix

Sample Export Documentation

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Joint Inspection Report of Garment and Textile Exports

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entition of the second	៥- ថវាបម្លង v.x។ របស់មួលម៉ង់ពីព្យេះវាយមានក្រាមួសម៉ត់ពីព្យេះញាក់ផង ។
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	និទ្របរូមពិនិត្យទីនិញជាមួយថ្នា តាមការស្នើស៊ីរបស់ក្រុមហ៊ុន ។
<i>លេខ្លាងពញ្ជីកាំកង់ប្រូល</i>	ប្រាស្វីនៅលើនេះ ថ្ងៃ និង នៅ Boo ។
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34. Competent authority course, full address, country) Autorité compétente (nom, adiesse compête, pays) Missirry of Commence 20 A & B Prush Nerodom Blvd. Phoom Penh Kingdom of Combodia.	At – A	be.

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NOTES (2005)

Countries which accept Form A for the purposes of the generalized system of preferences (GSP);

Australia* Canada Japan New Zooland** Norway Seitzerland Turkey United States of America***	Republic of Betarue Republic of Bulgaria Russian Federation	European Union: Belgium Casch Republic Denviark Germany Esterna Greece Spain France	tially Genus Lahva Lihuamb Luxembourg Hungary Mana Netherlands	Austria Poland Purtugal Slovenia Slovenia Slovenia Seeden United Kingdom
America."		France		

Full details of the conditions covering admission to the GSP in these countries are obtainable from the designated authorities in the exporting preference-scoring countries or from the customs authorities of the preference-giving countries listed above. An information note is also obtainable from the UNICTAD secretarial.

To qualify for profession products must:

- (a) fall within a description of products eligible for preference in the country of destination. The description entered on the form must be sufficiently desailed to enable the products to be identified by the customs officer examining them;
- IIII comply with the rules of origin of the country of destriction. Each article in a consignment must qualify separately in its own right; and.
- (c) comply with the consignment conditions specified by the country of destination. In general, products must be consigned direct from the country of exportation to the country of destination but most preference-giving countries accept passage through intermediate countries subject to centary conditions (For Australia, (frect consignment is not recessary).

III. Entries to be made in Dox II

Preference products must either be wholly obtained in accordance with the rules of the country of destination or sufficiently worked or processed to fulfil the requirements of that country's origin rules.

- ducts wholly obtained for export to all countries listed in Section I, enter the letter "P" in Box 6 (for Australia and New Zeoland Sick 6 may be left blank).
- (b) Products sufficiently worked or processed: for export to the countries specified below, the entry in Box 8 should be as follows:
 - (1) United States of America: for single country afroments, enter the letter "Y" in Bux E, for shipments from recognized associations of countries, ereor the letter T, followed by the sum of the cost or value of the dementic materials and the direct cost of processing, expressed as a percentage of the ex-factory price of the exported products, issuangle "Y" 35% or "Z" 36%).
 - (5) Canada for products which meet origin orderia from working or processing it more than one eligible least developed country, enter letter "G" in Box 8; nitherwise "F"
 - (3) Japan, Norway, Switzerland, Turkey and the European Union; enter the latter "W" in Sox 8. followed by the Harmonized Commodity Description and coding. system (Harmonized System) heading at the 4-digit level of the exported product (example "W" D6.18).
 - (4) Bulgaria and the Russian Federation: for products which include value added in the exporting preference-raceiving country, error the letter "Y" in this 8 tobowed by the value of imported materials and components expressed as a percentage of the fob price of the exported products (assentials "Y" 45%); for products obtained in a preference-receiving country and worked or processed in one or more other such countries, error "Ps".
 - (f) Australia and New Zealand; completion of Box 6 is not required. It is sufficient that a declaration be properly made in Bloc 12.

For Australia, the main requirement is the exporter's disclaration on the normal commercial invoice. Form A, accompanied by the normal commercial invoice, is an acceptable afternative, but official certification is not required.
** Official certification is not required.

^{***} The United States does not require GSP Form A. A declaration setting forth all perfinent detailed information concerning The production or manufacture of the merchandles is considered sufficient any if requested by the district collector of Customs.

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	The said day		200			
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OVERLEAF NOTES

 Member States which accept this form for the purpose of preferential treatment order the Agreement between the Government of Socialist Republic of Virtuam and the Royal Government of the Kingdom of Cambodia on Agricultural Products of Cambodian Origin Receiving Virtuam Professional Tariffe:

ROCIALIST REPUBLIC OF VICTNAM

KINGDOM OF CAMBODIA

- CONDITIONS: The main conditions for admission to the preferential treatment are that goods sent to the Socialist Republic of Victnam.
 - (i) must fall within a description of products eligible for concessions in the Socialist Republic of Vietnam;
 - (iii) must comply with the consignment conditions that the goods must be consigned directly from the Kingdom of Cambodia to the Socialist Republic of Victimis through the border gates provided in the Amagement between the Missing of Tride of the Socialist Republic of Victimis and the Missing of Communics of the Kingdom of Cambodia dated 3" August 2006, and
 - (iii) must comply with the origin criteria given in paragraph. I believe
- OBIGIN CRITERIA: For exports to the Socialist Republic of Vietnam to be eligible for preferential treatment, the requirement is that either:
 - the plants and plant products are harvested, picked, or gathered after being grown in the territory of the Kingdom of Combodia.
 - groods obtained or produced in the territory of the Kingshan of Cambodia solely from goods referred to in sole-paragraphs (i)

If the goods qualify under the above criteria, the exponer and/ or producer must indicate "WO" in this form.

- EACH ARTICLE MUST QUALIFY: It should be noted that all the goods in a consignment must qualify separately in their own right.
- DESCRIPTION OF GOODS: The description of goods must be sufficiently detailed to enable the
 goods to be identified by the Customs Officers examining them. Name of the producer and any trade
 mark shall also be specified.
- 6. The Harmonized System number shall be that of the Socialist Republic of Vietnam
- 7. The term "Exporter" in Box II may include the producer or exporter
- FOR OFFICIAL USE: The Customs Authority of the Socialist Republic of Vietnam must indicate (v') in the relevant boxes in Column 4 whether or not performal treatment is accorded.

ម្ចាសួចតារសិទ្ធិតម្ម MINISTRY OF COMMERCE នយោប្បានពាណិជ្ជកម្មក្រៅប្រទេស DEPARTMENT OF FOREIGN TRADE



ក្ខាះរា៩រាលាចផ្លូវកម្ពុ៩រ KINGDOM OF CAMBODIA ៩រតី សរសនា ក្រះមហាក្សគ្នា NATION RELIGION KING

អាថ្លាច័ណ្ណនាំចេញនឹនិញនៅចមនេស LICENCE OF EXPORTATION

CLIENT

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gneliog (Exporter)	នេះការប្រតិស្ត្រត (Solicin	or Bank)	រដ្ឋមន្ត្រី (M	inister)

ខ្មែតចំរុខធុតសំពប់គយ

PART RESERVE FOR CUSTOMS

កាលបរិក្សេទនៃ ការទទួលទំនិញ Reception Date of goods	រាយឃម្លាះទំនិញ Description of goods	ការទទួល Reception		ឃរ្មាះទីស្នាក់ការពេល	អិបដែលដូច្រៅ ការបំពុះក្នុងការបំពាន
		បើមាលា Quantity	ពម្លែសរុបជាមួមិយប័ណ្ណ Total amount in hard currencies	Customs office	Name & Signature of Controller

កំណត់សំពាល់ : - អាច្ជាប័ព្ណន្ទនេះនិងអស់សុពលភាព បើសិពជាពុំបានប្រើប្រាស់ក្នុងថិរដលាវែលបានកំណត់ ។

Note:

- This licence is not valid beyond the specified date of expiry.
- អាជ្ញាប័ណ្ណនេះមានលក្ខណៈបុគ្គល និង មិនអាចផ្តល់ទៅអ្នកដទៃថាន ។
- This licence is individualized and is not transferable.
- ការប្រើប្រាស់អាជ្ញាប័ណ្ណនេះនោយអ្នកទីបីផ្សេចពីអ្នកច្រូវទទួល ឬខុសពីលភូទ័ណ្ឌនែលភេឌកំណត់ក្នុងអាជ្ញាប័ណ្ណនេះនិងត្រូវជាក ពិន័យ ឬ ផ្លូវទេសជាមច្បាប់ជាធរមាន ។
- Fines and criminal changes would be imposed in case this licence is used by a third party other than the beneficiary.

ម្រះពសាលនាបម្រាកម្ពសា

Ands
กหัพยาย
នូរស័ក្ន នូរសារ
E-mail.
imunça
ឯកទុត្តមពេសដ្ឋេមទ្រ្តី ដ្រេមទ្រ្តីក្រសុខការពនិត្តកម្ម
តម្មនត្ត: សំណើសុំចុះឈ្មោះក្នុងបញ្ជីក្រុមហ៊ុន ដែលមានសិទ្ធិទទួលអត្ថប្រយោជន៍ពីប្រព័ន្ធអតុគ្រោះពាណិជ្ជកម្ម និង
លក្ខណៈសម្បត្តិជាប្រជាជាតិមានភាពអនុគ្រោះជាងគេ (បញ្ជី GSP/MFN) ។
ខ្ញុំបានសូមការអនុញាតពី ឯកឧត្តមនេសជ្ជមន្ត្រី មេត្តាពិនិត្យលទ្ធភាពចុះឈ្មោះក្រុមហ៊ុនខ្ញុំបានទៅក្នុងប
GSP/MFN នៅនាយកដ្ឋានប្រព័ន្ធអនុព្រោះពាណិជ្ជកម្មចំណុះក្រសួងពាណិជកម្ម ។
ក្រុមហ៊ុនខ្ញុំបានបានចុះបញ្ជីពាណិជ្ជកម្មនៅថ្ងៃទី លេខ
ក្រុមហ៊ុនបានដំណើរការនាំចេញ ចាប់ពីថ្ងៃទី
ហើយមានបំលងនាំចេញផលិតផលទៅលក់នៅបរទេស ដោយទទួលអត្ថប្រយោជន៍ពីប្រព័ន្ធអនុគ្រោះពាណិជ្ជកម្ម នៃ
ពីលក្ខណៈសម្បត្តិជាប្រជាជាតិមានភាពអនុគ្រោះជាងគេ ដែលព្រះរាជាណាចក្រកម្ពុជាកំពុងទទួលពីបណ្ដាលប្រទេ
អភិវឌ្ឍន៍លើសកលលោក ។
ខ្ញុំបានសូមសឡាថា នឹងមិនធ្វើសកម្មភាពណាមួយដែលវិលោកទៅនឹងបែបបទប្រភពដឹមទំនិញ ដែលនាំអោ
ប៉ះពាល់ដល់កិត្តិនាម និងអាយុជីវិតនៃសេដ្ឋកិច្ចរបស់ព្រះរាជាណាចក្រកម្ពុជាឡើយ ។ () state that I shall n commit any activity that violates the Rule of Origin, resulting in the damage of the credibil and economic activities of the Kingdom of Cambodia.)
ជាពិសេស ក្រុមហ៊ុនខ្ញុំបាចនឹងមិនប្រព្រឹត្តបទល្ខើសដូចខាងក្រោមនេះ (in particular, my company v
not commit the following affences):
១-ការផ្ទេរទំនិញដោយខុសច្បាប់ និង/ឬ លុទប្តូរផ្លូវដឹកទំនិញក្នុងគោលបំណងគេចវេសពីវិធានប្រភពជ
ទំនិញអនុវត្តដោយប្រទេសអភិវឌ្ឍន៍ដែលនាំចូលចំនិញ ។ (Regal transhipment and/or rerouting goods aiming at circumventing the Rule of Origin applicable in developed countries imported goods.)
២-ការប្រកាសក្មែងបន្ទំអំពីប្រទេសជាប្រភពដើមនៃទំនិញ ។ (False declaration concerning t Country of Origin)

Page 1 of 2

- នា-ការក្បែងបន្លឹងកសារផ្លូវការរបស់រដ្ឋ ។ (Falsification of official documents)
- G-ម៉ឺនិញដែលនាំចេញត្រូវបានថាម៉ឺនិញម៉ាំងនោះសុទ្ធតែបានដែលិតនៅកម្ពុជា ។ (Export goods shall be affirmed that the goods originating in Cambodia.)
- ៥-លួចបន្ទំនាំចេញចិនិញដែលដល់តបន្តិចបន្តួចនៅក្នុងប្រទេសកម្ពុជា ជាចូយនិងបរិមាណចិនិញសន្ធិកសន្ទាប់ដល់តនៅ ប្រទេសក្រៅ ។ (Mixing small quantities of locally made products with large consignment of foreign made goods.)
- ង-ឈូមបម្អិបញ្ជូលមកក្នុងព្រះរាជាណាចក្រកម្ពុជានូវផលិតផលដែលផលិតនៅក្រៅប្រទេស និង ក្មែងបន្ទំ វិញ្ហាបនប័ត្រផ្ទុកទំនិញ ដើម្បីមកស៊ីវិញ្ហាបនប័ត្របញ្ជាក់ប្រភពដើម ។ (Illegal importing foreign goods into the Kingdom of Cambodia and falsifying the contents in Bill of lading in order to apply for the Certificate of Origin.)
- ពា-ឈ្នេចបន្លំផ្ទុកម៉ានិញដែលរដ្ឋ និងអន្តរជាតិហាមឃាត់ ។ (Regal loading of both nationally and internationally prohibited goods.)
- d-ហើ្របស់ឯកសារក្មែងក្លាយមកស៊ីវិញ្ហាបនប័គ្របញ្ជាក់ប្រភពដើម ។ (Using forged documents to apply for the Certificate of Origin.)
- ៩-ប្រព្រឹត្តល្មើសហាមួយ ដែលប៉ះពាល់ដល់កិត្តិនាមនៃព្រះរាជាណាចក្រកម្ពុជា ។ (Committing any offence affecting the credibility of the Kingdom of Cambodia.)

ក្នុងករណីក្រុមហ៊ុនខ្ញុំបានមិនតោះពេលមកិច្ចសន្យានេះ ក្រុមហ៊ុនសូមទទួលនូវការដាក់ខណ្ឌកម្មពីក្រសួងពេណិជ្ជកម្ម ដោយការដ្ឋាក ឬ ការបញ្ឈប់នូវការចេញវិញ្ញាបនបីគ្របញាក់ប្រភពដើមទំនិញ ហើយក្នុងករណីធ្ងន់ធ្ងរ ក្រុមហ៊ុនសូម នទូលនោសចំពោះមុនច្បាប់នៃព្រះរាជាណាចក្រកម្ពុជា ។ (in case that the company fails to comply with the above statements, it will accept any punishment imposed by the Ministry of Commerce by suspending or no longer issuing Certificate of Origin, in severe case, the company will accept legal proceedings under the laws and regulations of the Kingdom of Cambodia.)

សូម **៦៩១ត្តមានសញ្ចើមទ្រ្តី** មេត្តាមចូលនូវការតោរពង់ខ្ពង់ខ្ពស់អំពីខ្ញុំបាម ។

> < ហត្ថលេខាមិងគ្រា) លេខារ

> > Page 2 of 2

ากพอกาณกรักษ មខ្មានដែននយាកាក្ No. MINISTRY OF COMMERCE (RECEIPT) នាយកថ្នានប្រពន្ធអនុវេជារពាណិជ្ជកម្ Trade Preferences Department ខាយកដ្ឋានប្រព័ន្ធអនុគ្រោះពាណិជ្ជកម្មបានទទួលពីលោក Trade Preferences Department acknowledges receipt from កណាងអោយក្រុមហ៊ុន (representing the company) នូវសំណុះរៀងមួយឲ្យាប់អតីការដាក់ពាក្យសំ វនៅថ្ងៃទី dies hood to on 2007 a set of documents pertaining to the application for . វិញរបនបត្រប្រភពជើម ទម្រង់ជម្ងួតរ (a Form N Certificate of Origin) . វិញ្ជាបនបង្ក្រាបកពដើម ទម្រង់ អា (a Form A Certificate of Origin) ្នុំ វិញ្ញាបនបត្រប្រភពដើម ទម្រង់ B255E (a Form B255E Certificate of Origin) សំរាប់នាចេញទៅកាន់ប្រទេស (for export toward) នូវជលិតជ័លដូចតទៅនេះ (of the following products) សរលៀតបញ្ជាក់ប្រភេទ 088 Garment/Apparel of Category in a quantity of in a quantity of Dozens. Category ស្រោមដៃប្រភេទ 585 N-9 in a quantity of Dozens-Pairs Gloves of Category សំណុំរឿងមានភ្ជាប់ឯកសារយោងគ្រប់គ្រាន់ ហើយនឹងត្រូវដាក់ពួងមតិសំរេចពីក្នាក់ជីកនាំ ពាណិជ្ជកម្ម ក្នុងកាលដ៏គួរដូចមានថែងក្នុងប្រកាសរបស់ក្រសួងពាណិជ្ជកម្ម លេខ ៥១៨ពណៈបអព ចុះថ្ងៃទី ១៧ នៃ កុម្ភៈ ឆ្នាំ ១៩៩៩ និង ប្រកាសលេខ ១៥៩ MDCM២០០៤ ចុះថ្ងៃទី ១៩ នៃ សីហា ឆ្នាំ ២០០៤ ។ This set of documents contained the necessary supportive documents and would be processed in due course for the Ministry of Commerce's decision as prescribed in the Ministry of Commerce's Prakas No. 515 MOC M dated February 17, 1999 and Prakas No. 159 MOC/M2004 dated August 19, 2004. រកស្រ័យហេតុនេះ សូមតំណាងក្រុមហ៊ុនទាងលើអញ្ជើញមកទទួលយកនូវសំណុំរឿង និង ចំលើយ របស់ក្រសុងពាណិជ្ជកម្មនៅថ្ងៃទី ជា ២០០៧ ដោយមោង ពីបញ្ជវទទួលពាក្យនៅនាយកដ្ឋាន 13 ប្រពន្ធអនុជ្រោះពាណិជ្ជកម្ម ។ Therefore, the Representative of the above company is requested to show up and take back the set of documents, and the Ministry of Commerce's reply on at the application booth of the Trade 2007 at Preferences Department. ក្នុងករណីមានការឃិតឃាំវ ឬ ខកខានមិនបានទទួលសំណុំរឿងវិញតាមការកំណត់ខាងលើ សូមទាក់ទង និងរាយការណ៍ជាលាយលក្ខណ៍អក្សរធ្វើជូនទៅនុទ្ធកាល័យ ឯកខ្លួងមនេសជ្វេមន្ត្រី ជ្វេមន្ត្រីក្រសួចការន៍ជូតម្ក ។ In the event of any delay or impossibility to get a response at the above specified date and time, please report to the Cabinet of the Senior Minister, Minister of Commerce for the further inquiry. חססט ום ធ្វើនេះក្រពេញ, ថ្ងៃទី Prepared in Phnom Penh on ពប្. ខេសជ្ជបន្ន

The Deputy Director of the Trade Preferences Department

ខ្មែមន្ត្រីត្រសួចការពន្ធឥម្ម On behalf and by order of the Senior Minister Minister of Commerce អនុប្រធាននាយកដ្ឋានប្រពន្ធអនុវេត្តាះពារណ៍ដ្ឋកម្ម

ក្លាះពេលនេះប្រកាស្ត្រ។ Kingdom of Cambodia ជានិ សាសនា ព្រះមធាត្បព្រ Nation Religion King

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ជា**ក្យសុំ**ពិនិត្យទត្ថសិល្បៈនាំចេញ

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दान्नु कालका सानकातीति विद्याद्याच्यावतीति

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Ref. FR CEX 001-02 Revision Statut: 2

Effective Date: 30/03/05

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Ref.: FR CEX 001-10 -Revision status: 0 Effective date: 08/11/02

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KINGDOM OF CAMBODÍA ខាត់ សាសនា ក្រាមមារក្សក្រ NATION RELIGION KING

នាយកដ្ឋានកម្ពុជាត្រូកព័ត៌ត្បត់ចំប្បទ័មន៍លោះនេះ និងបច្ចេះមករាវក្លែងបន្តិ "ការកុខមួល" CAMCONTROL Cambodia Import Export Inspection and Fraud Repression Direction

505a, 144 Str	eet, Phnom Penh, Cambodia, Tel & I	Fax: (855-23) 426 166
	សាខា (Branch):;នូក្កស្វែរ	ពញ្ជា
	ซุ้ง สู้ (Post): หลักกัก	ប្រាវិត
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-២៧សាវយោង (Reference)	1	
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Joint Inspection Report of Garment and Textile Exports

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KINGDOM OF CAMBODIA



NATION RELIGION KING

CAMCONTROL Cambodia Import Export Inspection and Fraud Repression Department

Main Office-50Eo 144 Street, Phnom Penh, Cambodia. Fax: 855-23-426166. Phone: 023-426166. Branch Offices-in Phnom Penh. Shenouk Ville and all the Principal Ports around Cambodia.

- Scheduled for vessel + M/V

- Commodity : COMPLETE BICYCLES ASPARE PARTS

+ In cartons...

1 589 CTNS - 781 SETS+124 PCS

: ROTTERDAM, NETHERLANDS

1 HCM (VIETNAM) PORT

#8 00330

CERTIFICATE OF QUANTITY

- Quantity

- Packing

- Port of leading

- Destination

-Reference 1 Joint Impection Report (Camcommi &

DIV A. P.L. NO : KWS 0705-2

Dated: 07-May-2007

- Seiler : BESTWAY INDUSTRIAL Co., LTD

Manhattan (Svay Rieng) Special Economic Zone, Srok Chanthrea Svay Rieng Province

Cambodia.

- Buyer : KRUITBOSCH FIETSEN BV

WILHELMRONTGENSTRAAT 13

8013 NE ZWOLLE

TEL: +31 (0)528 235777 FAX: +31 (0) 528 235933

Scope intervention : Ascertaining the quantity of the complete bicycle being stuffed into container(s).

Findings:

- Packing : Commodity was packed in cartons, which were closed with staples.

- Marking : As per Invoice / P/L.

-Checking: 5% of the total cartons' lot were chosen at random to check the actual quantity of the items in each carton. We maintained presence and counted the number of the cartons during the stuffing operation and sealed the container at the end of the process. On the basis of the above, we certify the loaded quantity to be:

N*-Container	Description of Goods	Quantity
EMICU 1209097 / CICD 499241 PSCU 9439101 / CICD 499248	COMPLETE BICYCLES & SPARE PARTS (KWY 102 & KWS-SP-001) PIL NO : KWS070131,KWS-SP-001 KWS 0020 3P*-MCM France, 6-Spand KAWASAKI DIRT YS-728 RUMINLE 2.0 KWS 0020 3P*-MCM France, 38-Spand KAWASAKI DIRT YS-728 RUMINLE 2.4 KWS 0020 2P*-MCM France, 21-Spand KAWASAKI DIRT YS-728 RUMINLE 2.6 SPARE PARTS	222 CTNS = 222 SETS 184 CTNS = 184 SETS 151 CTNS = 151 SETS 32 CTNS = 224 SETS+124 PCS
	TOTAL	589 CTNS = 781 SETS+124 PCS (Five hundred and eighty nine Cartons only)

-Date of intervention : May 07,2007

-Place of intervention : BESTWAY INDUSTRIAL Co, LTD's warehouse ,Cambodia.

This certificate represents our findings at time and place of impaction as imposed only.

Sway Rinng,

Surveyor,

SOM SIMORN

สาย เกรงเกรา กาะเหมากฎก टी। : क्यांग्यांका स.स. १७ fortisciscose literatural N° 005631 E. 1 ಅಲ್ಲಾಣೀಪಣಪ್ರಾಣಕಣ್ಣ (b. lundingnun) คลอยคน ออ จักรูพอล์เก็ ទិតារត់ការផល និង រង្វាកវ សាខាមិចាន់ការនយា និង រដ្ឋាការ Manual as appropries 6

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KINGDOM OF CAMBODIA NATION RELIGION KING 000000000 TARIFF FOR STEVEDORING CHARGES

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container full 40" 85 0 container empty 40" 45 0	ner full 20' reer empty 20 ner full 40' ner empty 40'	30.00 85.00 45.00	46.00 23.00 44.00	28.00 78.00 55.00		S Marehouse Open space	Storage charges Warehouse US \$ 0.20 / ton / day or US \$ 0.25 / m² / day Open space US \$0.10 / ton / day or US \$ 0.125 / m² / day



Ministry of Commerce 20 A-B Norodom Blvd Phnom Penh, Cambodia Fax: 855-23 426396/426024



70 Norodom Blvd Phnom Penh, Cambodia Tel: 855-23 210 922 Fax: 855-23 215 157