



SMEs to Grow and Expand

CCC MEMBERS 281ST BI-MONTHLY MEETING
ON “CIVIL SOCIETY’S PATHWAY THROUGH THE CSO ROADMAP”

Date: 21 November 2025 (Time: 8:00am - 12:00pm)

Venue: Anik Palace Hotel

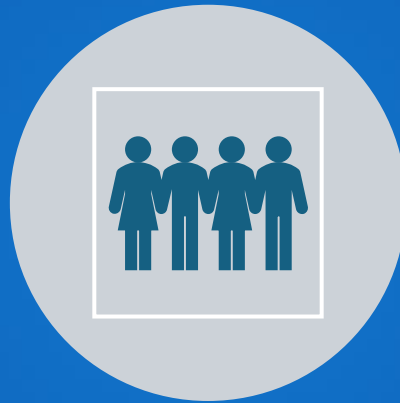
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Importance of SMEs for Cambodian Development



Nearly 1,300 new enterprises were registered in 2024.



The total number of enterprises reached nearly 44,000 that employ over 476,200 workers.



Cambodia has over 750,000 SMEs (Registered and not yet registered)

Importance of SMEs for Cambodian Development



SMEs are the backbone of Cambodia's economy, contributing around 63% of GDP



SMEs employ over 70% of the workforce, making them the largest driver of economic growth and social stability.

SME Survival Rates in Cambodia

Timeframe	Approx. Survival Rate	Notes
1 year	70–80%	Most SMEs survive the first year, though many struggle with capital and market access.
3 years	50–55%	Half of SMEs close within 3 years, often due to financing and management challenges.
5 years	40–45%	Survival drops further; competition and lack of innovation are key issues.
7 years	30–35%	Long-term sustainability becomes difficult without strong networks or diversification.
10 years	20–25%	Only about 1 in 4 SMEs remain after a decade.

Sources: National Bank of Cambodia SME report, Open Development Cambodia SME toolkit, Cambodia SME success/failure s

SMEs are Facing Challenges



A report from the Ministry of Industry, Science, Technology & Innovation (MISTI), despite the registration of new businesses (nearly 1300), 1,950 enterprises shut down in 2024 that make the total number of enterprises remain about 44,000.

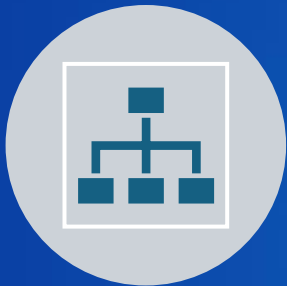


This high failure rate, which outpaces new registrations, demonstrates that the primary challenge for Cambodian MSMEs is not a lack of entrepreneurial spirit or difficulty in starting a business, but rather the immense struggle to sustain and scale operations.

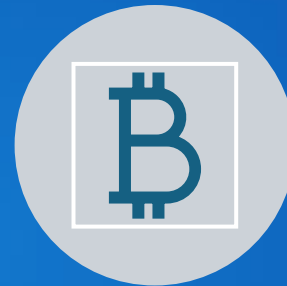


This systemic issue points to a desperate need for a professional partner that can address underlying problems such as a lack of strategic planning, critical operational inefficiencies and poor financial management.

Findings about Key Challenges of SMEs in Cambodia



Lack of business designs, and business strategic planning, mechanisms, and tools are identified as the biggest factor that causes businesses to fail and close. Most business owners are too busy with their daily work and do not have enough time or ability to prepare business strategy planning and business tools. Therefore, businesses do not have a roadmap, mechanism, strategy, strengthen, expand and continue to sustain the business.



The ability to integrate digital technology and create business promotion tools is limited, which makes the business not visible in the markets, on the internet, website and social networks. This factor makes the target customers not know the products/services, does not promote sales, expand the revenue and improve business efficiency.



Financial problems and cash flow: Some businesses face financial crisis, are unable to obtain loans, support funds and are not financially sustainable. Some businesses lack financial management knowledge.



Problems meeting requirements, applying for accreditation and compliance: Some enterprises are unable to meet production standards or apply for quality certification, etc., and are unable to comply with taxes and regulations.

iBizMission

- In response to the actual problems, needs, and situations of SMEs, iBizKeys provides Cambodian business owners not only advices but also cost-effective and practical business solutions such as including strategic plan designs, SoP, operational tools, and media and marketing tools to be applied:
 - to maintain and strengthen healthy business
 - to increase incomes, sales, number of clients
- iBizkeys is for Cambodian SMEs to grow, accelerate and scale up.

iBizkeys are best for

iBizStart

iBizBreakChallenges

iBizScale

About iBizkey

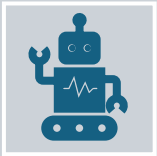


iBizKeys brings together a team of PhD and Master's graduates from Australia and Japan who have extensive business experience and expertise.



iBizKeys also partners with renowned talents, production and distribution groups.

Contact iBizkeys



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Thank You