

### Artisans d'Angkor

Artisans d'Angkor was established in 1998 and is an exporter of midrange and high-end scarves, shawls, fashion bags and wallets. It also produces lacquerware, gift items and home decor.

The enterprise is owned jointly by the government, a French company and local artisans. It has won the UNESCO-ASEAN Handicraft Promotion and Development Association Seal of Excellence Award.

Products are exported to the US, Mexico, Italy, Spain, France, the UAE, China, South Korea, Japan, Thailand and New Zealand.

Scarves represent 70 percent of total exports. The rest is composed of fashion bags and wallets.

Prices are based on material, design and size, and range from \$20 to \$130. Silk shawls are the best-sellers and available for \$24. A floral shopping bag with a phone pocket and measuring 33.5x31cm is priced at \$34. A scarf with geometric patterns is offered for \$49.

Silk is the only material used for scarves. The fabric is imported when

local supply is insufficient.

Artisans d'Angkor's three-member R&D team creates items with a contemporary design infused with traditional motifs. One designer can create 24 models every year. Samples can be shipped between seven and 14 days depending on design complexity.

The company's 1,100 full-time employees can make 32,000 pieces a month. Production takes place in 12 in-house workshops in Siem Reap with a total floor area of 1,000sqm.

Ten QC personnel are in charge of inspecting all production steps, including silk dyeing, weaving, sewing, cutting, carving, painting and packing.

Lead time for an order worth \$500 is one month. A 50 percent deposit is requested.

Polybags and cartons are used for packing silk products. Carved items are shipped in wood, metal and foam.

Artisans d'Angkor has joined the AICHI Exhibition and Japanese Life Style Exhibition in Japan. It has also participated in several trade shows held domestically.

#### Capability

##### Materials used

Silk fabric	Yes
Cotton fabric	No
Polyester fabric	No
Nylon fabric	No
Metal	Yes
Plastic	No

##### Exports by product

Headwear & neckwear	70%
Casual wear	—
Fashion bags, wallets & purses	30%
Jewelry	—

##### Exports by market

United States/Canada	30%
European Union	40%
Europe (non-EU)	—
Asia-Pacific	26%
Middle East	—
Other	4%

#### Company facts

Year established	1998
Head office location	Siem Reap City (Siem Reap)
Ownership	Joint venture
Factory location(s)	Siem Reap City (Siem Reap)
Full-time employees	1,100
Total annual sales (all products)	•

##### Sales & output: Silk fashion accessories

Annual sales	•
Share of total sales	•
Annual export sales	•
Total monthly capacity	32,000 pieces
Average monthly output	16,000 pieces
Capacity utilized	50%
Average monthly exports	160 pieces
Export ratio	1%

• Information not disclosed

#### Contact details

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### Popular export models



**Model:** Silk Elegant Scarf  
**MOQ:** 15 pieces  
**Packaging:** Carton  
**Delivery:** 30 days  
**Price:** \$34.00  
**Description:** Scarf; designed using Phamoung technique; with iridescent and contrast effects; 170x40cm



**Model:** Silk Chorebap Scarf  
**MOQ:** 3 pieces  
**Packaging:** Carton  
**Delivery:** 30 days  
**Price:** \$129.00  
**Description:** Scarf; brocaded silk; with tassels at the end; 200x75cm



**Model:** Silk Jasmine Scarf  
**MOQ:** 7 pieces  
**Packaging:** Carton  
**Delivery:** 30 days  
**Price:** \$75.00  
**Description:** Scarf; with tassels at the ends; in various colors; 190x52cm



**Model:** Silk Ring Bag  
**MOQ:** 10 pieces  
**Packaging:** Carton  
**Delivery:** 30 days  
**Price:** \$49.00  
**Description:** Handbag; with wooden ring handles; one inside pocket; 35x30cm



**Model:** Silk Lady Long Purse  
**MOQ:** 25 pieces  
**Packaging:** Carton  
**Delivery:** 30 days  
**Price:** \$22.00  
**Description:** Purse; with coin and lining pockets; snap button closure; 19x9cm



**Model:** Silk Fancy Bag  
**MOQ:** 25 pieces  
**Packaging:** Carton  
**Delivery:** 30 days  
**Price:** \$19.00  
**Description:** Handbag; two-tone design; zipped inside pocket; 23x16cm