



A whole range of products made from the unique
Cambodian sugar palm tree



CONFIREL, Concept

CONFIREL, natural development of the sugar palm tree

- C**onservation of a natural heritage
- O**riginality of a local product
- N**ew chance of development
- F**ollowing artisan way of manufacture
- I**nitiative around a tree
- R**ight remuneration of all the actors
- E**mployment and training for farmers
- L**ink for multi sector exchanges

CONFIREL, History

An opportunity of sustainable development of Cambodian Countryside

- In order to preserve the rare resources of the palm trees and to participate in the development of the economy of Cambodia, **Dr Hay** with the group of **Khmer technicians**, **CIRAD** (International Cooperation center for Agronomic Research and Development in France) and **CRITT-IDF** created the **Confirel** company.
- While the widening wealth gap between urban and rural areas is leading many Cambodians to drift away from their land, **Confirel** provides a great opportunity for the development of a population attached to its land and traditions.
- By involving farmers at all stages of the production process, we provide them with the necessary resources to carry on their activities. **Confirel** also contributes to the preservation of this unique heritage by using only the fruit and leaves of the sugar palm tree.
- Last but not least, **Confirel** is based on a widely recognized gastronomic know-how, which is appreciated in many Western countries for its originality and genuineness authenticity.

CONFIREL, Market & Opportunity

- Confirel start its pilot stage during year 2002 and continue to strengthen its products quality in 2003
- Starting 2004 and during the upcoming years, **Confirel** will move from pilot to industrial stage and will be in leading position in local, export and Cambodian's Diaspora market
- Furthermore, its core products like Palm wine were very well known in Europe as well as in some south-east Asia countries: we also participate in several trade exhibitions at Bangkok, Singapore, Tokyo, China and more...
- As Asia's first palm wine, **Confirel** is a tasty alcoholic beverage created from the sap of various species of the palm tree. Special fermentation techniques create a distinctively aromatic drink that is both intoxicating and sweet.

CONFIREL, Quality Control

→ In order to guarantee an always perfect result, our *Quality Control Laboratory* undertakes analysis at every stage of the production process, using the latest technology. Thanks to a partnership agreement with **CIRAD** (*International Cooperation center for Agronomic Research and Development*), training and technical support are being provided to our engineers.



→ In order to certify the quality of its products, **Confirel** undertakes several checks at every stage of the production:
- a visual and tactile check (shape, taste, texture)
- checks using three types of instruments:

These checks are then completed by the **Pasteur Institute of Phnom Penh** and the **National Laboratory of Control** and especially **Laboratory of Camcontrol** for export products.

CONFIREL, Products



Confirel works with the people, for the people



A wide range of Confirel's products

CONFIREL, Products

What special about our products?

- . Original and unique palm wine in the world.
- . Exclusively made from fresh palm sap collected from **non-GMO** palm tree « Borassus flabellifer».
- . Use of **fermentation technique** known in French wine production, with adequate equipment and with respect to food standards.
- . **No preservative** (without sulfiting), no artificial aroma added.
- . All of our products are made from the best raw materials, fresh and natural, rigorously selected and well processed. The quality control is done by our laboratory and other institutions: **Institut Pasteur du Cambodge, CAMCONTROL, LNCQ, CIRAD (FRANCE)**.

CONFIREL, Products

Family of Products

Palm drink: 330 ml, 500 ml, 1000 ml (served as aperitif)

Natural aperitifs are made from the sap of palm flower. Keep cold (cool) before serving or drinking. Slightly fruity, these aperitifs combine sweetness and exoticism.

- Pineapple Palm juice
- Ginger palm juice
- Natural palm juice
- Pineapple palm drink 8%
- Ginger palm drink 8%
- Palm drink 11%
- Palm drink 8%



Palm Drink

CONFIREL, Products

Family of Products

Palm vinegars: 500 ml

Vinegars are made from the sap of palm flower. Natural palm vinegar, sweet and tasty, can be mixed with all kinds of sauces. Black pepper is very spicy, robust and aromatic. The taste and smell of green pepper vinegar is marvelous for grilled fishes. It is also recommended for deglazing sauces. The "pineapple-banana vinegar is a fruity and exotic.

- Natural palm vinegar
- Pineapple-banana" palm vinegar
- Black pepper palm vinegar
- Green pepper palm vinegar



Palm Vinegars

CONFIREL, Products

Family of Products

Crystallized fruits made with palm sugar

The fruits (pineapple, papaya, tomato and ginger) are carefully selected, peeled, and cut before the mixing process with palm sugar. The crystallized fruits can be appreciated like it eaten alone or with cake, gingerbread, and exotic salad. Crystallized fruits in:

- Box of 2 sachets 200g
- Sachet of 50 g
- Smock of 4 bags of 50 g



Crystallized fruits

CONFIREL, Products

Family of Products

The black grain pepper

In the area of Memot, next to the Vietnamese border, the cultivation of pepper is a traditional and ancestral knowledge. The pepper grains are harvested by hand following traditional methods. After drying under the sunlight, the pepper grains keep all their precious aromas. Grind them during the preparation of your meals; it will liberate authentic flavors.

- Smock of 30 g
- Smock of 5 kg



Black Pepper

CONFIREL, Products

Family of Products

Palm sugar in smock

Following a national artisan manufacturing process, palm sugar, made from palm juice, is rich in minerals and trace elements. After cooking and beating, palm juice gives brown, soft and perfumed sugars. The palm sugar has a perfect smell and taste for pastries, milky deserts and hot drinks.

- Palm sugar in smock of 500 g



Palm Sugar

CONFIREL, Products

Wide range of products

The handcraft of palm leaves

Smocks confection from palm leaves offers an ecological, practical and reusable packaging. This activity is a new lucrative source for the palm trees, making job for villagers.

- hats: diam= 41 cm
- small rectangle smock: 7.5 x 8.5 cm
- medium rectangle smock: 14 x 17 cm
- big rectangle smock: 17 x 22 cm
- small round smock: h= 7cm, circ= 4 cm



Confection "Smock"

Handicraft of palm leaves

CONFIREL, Contact

The whole *Confirel* team is at your disposal to answer any questions you may have. Should you wish to obtain additional information, please do not hesitate to contact us.

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