

## Logistics and Infrastructure

# INVESTMENT

## Opportunities in Cambodia



JUNE, 2019

H.E. Chanthol Sun, Senior Minister, Minister of Public Works and Transport

Mr. Allen Dodgson Tan, Chairman, American Chamber of Commerce Cambodia



HIS EXCELLENCY CHANTHOL SUN

**Senior Minister  
Minister of Public Works and Transport**

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MR. ALLEN DODGSON TAN

**Chairman  
AmCham Cambodia**

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## LOCATED IN THE CENTER OF ASEAN



## FLIGHT TIMES

BANGKOK	1 HRS
SINGAPORE	2 HRS
KUALA LUMPUR	2 HRS
HONG KONG	2.5 HRS
TAIPEI	2.5 HRS
SOUL	5 HRS

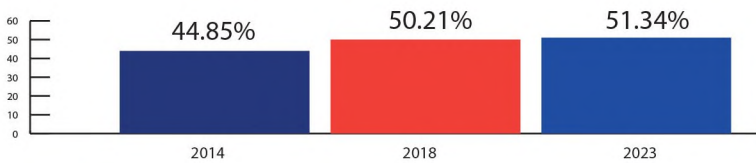
## OUR PEOPLE

Population 16 Million  
 Median Age 24



Stable Population Growth **1.54%**

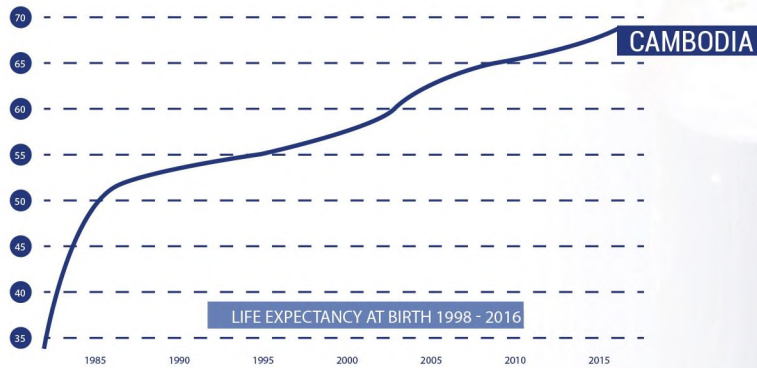
## % OF POPULATION OF IDEAL WORKING AGE



LITERACY

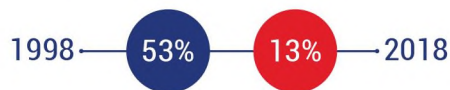


## LIFE EXPECTANCY

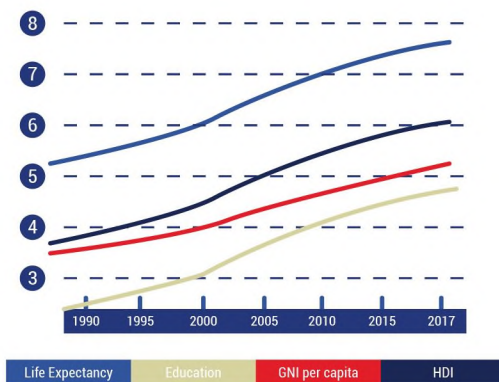


## QUALITY OF LIFE

### POVERTY



## CAMBODIA HUMAN DEVELOPMENT INDEX (UNDP)



## QUALITY OF LIFE

### GROSS NATIONAL INCOME



4.7m Vehicles



## HEALTHCARE

### MEDICAL DOCTORS & NURSES



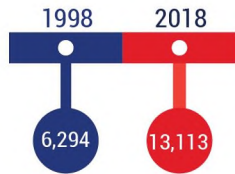
### PUBLIC HOSPITALS



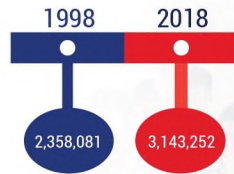
"Government expenditure in the healthcare sector increased 16% in 2018, compared to 2017."

# EDUCATION SYSTEM

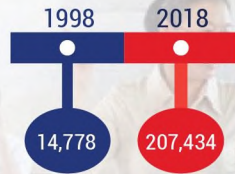
General Education Schools



General Education Students



University Students



K - 12

ENROLLMENT

3,143,252

UNIVERSITIES

Public

22

Private

46

# LABOR POLICY

MINIMUM WAGE

1998

\$40



2019

\$182

3,000+

LABOR UNIONS

Maternity Benefits

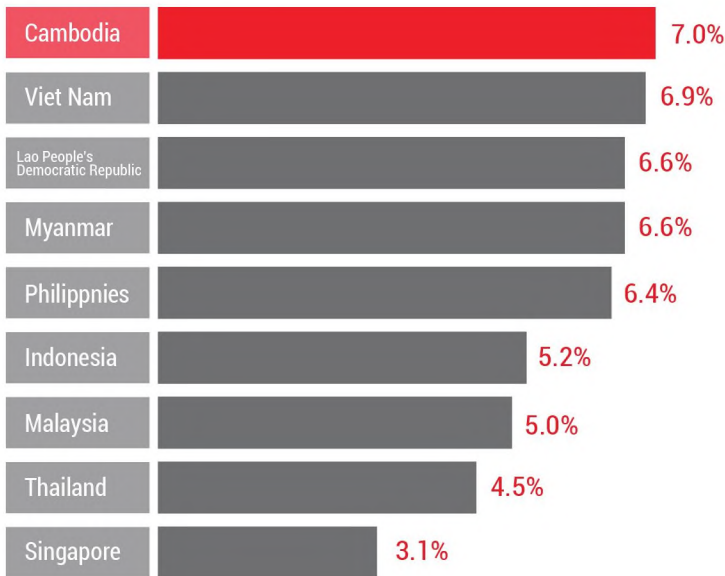
3 MONTHS

AT 120% PAY

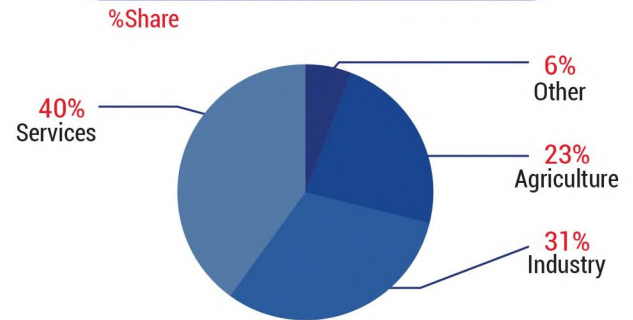


## OUR ECONOMY

### 2018 GDP GROWTH RATE



### GDP BY SECTOR (2017)



### INFLATION RATE



GDP PER CAPITA  
**\$1,563**

### GDP GROWTH



STABLE ECONOMIC ENVIRONMENT

## OUR ECONOMY

**MOODY'S**  
INVESTORS SERVICE

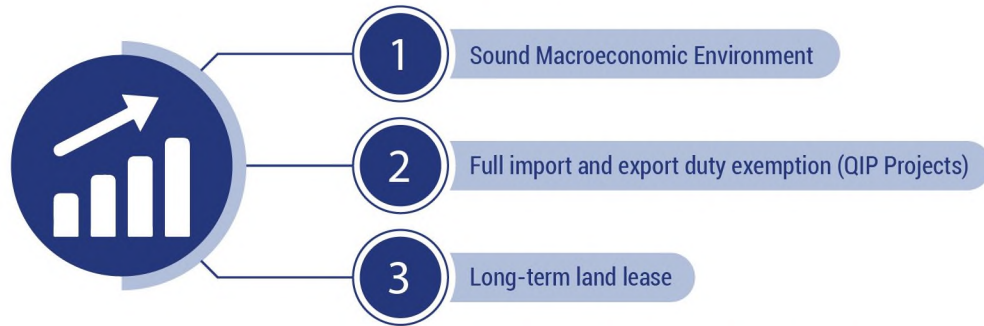
"Cambodia's (B2 stable) credit profile reflects its robust GDP growth prospects, macroeconomic stability and efforts to strengthen government revenue; factors that bolster the sovereign's continuing high debt affordability."



**THE WORLD BANK**

"Cambodia has the most open foreign direct investment regime in ASEAN"

# INVESTMENT INCENTIVES



## CORPORATE TAX



Every economic sector is open to foreign investors!

- No discrimination, no nationalization
- No foreign exchange control
- No local participation requirement
- No restriction on repatriation: free repatriation of profits
- No price control on any products or services
- No trade restrictions

# AMERICAN BRAND SUCCESS



## US – CAMBODIA TRADE

**\$4B** USD IN 2018

### US IMPORTS TO CAMBODIA (2018)

RANK	COMMODITY	YTD
1	Motor vehicles for transporting people	\$180.39 M
2	Motor vehicle parts	\$47.13 M
3	Soybean oilcake, other solid residue, not ground	\$12.02 M
4	Sugar and starch residues	\$9.88 M
5	Misc. uncoated Kraft paper, paperboard	\$8.89 M
6	Prepared foods, beverages	\$4.8 M
7	Printers, all types, parts	\$4.26 M
8	Cow or horse leather	\$3.87 M
9	Frozen beef	\$3.86 M
10	Misc. tobacco, tobacco substitutes	\$3.71 M

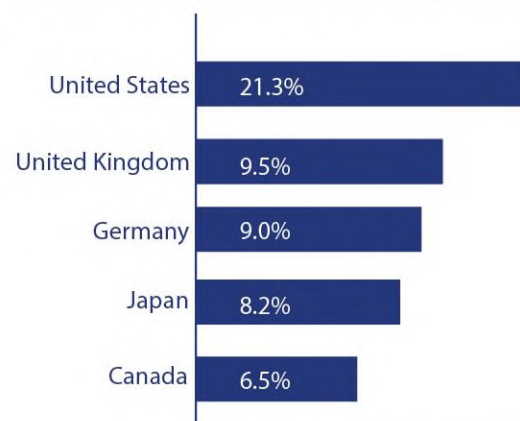
- Motor vehicles for transporting people rose 7.48% compared to last year to \$180.39 million.
- Motor vehicle parts rose 36.51% compared to last year to \$47.13 million.
- Sugar and starch residues rose 10.28% compared to last year to \$9.88 million.
- Misc. uncoated kraft paper, paperboard rose 55.38% compared to last year to \$8.89 million.

## CAMBODIA – US TRADE

### CAMBODIA IMPORTS TO US ( 2018)

RANK	COMMODITY	YTD
1	Sweaters, pullovers, vests, knit or crocheted	\$395.12 M
2	Travel goods, including handbags, wallets, jewelry	\$322.81 M
3	Women's or girls' suits, knit or crocheted	\$238.57 M
4	Women's or girls' suits, not knit	\$220.34 M
5	Babies' garments, accessories, knit or crocheted	\$208.3 M
6	Women's or girls' slippers	\$156.42 M
7	Leather shoes	\$132.85 M
8	Misc. builders' plastics	\$122.42 M
9	Plywood, veneered and laminated wood	\$120.16 M
10	Men's or boys' slacks, suits, not knit	\$116.26 M

### MAJOR EXPORT MARKETS (2018)



## INFRASTRUCTURE: PORTS



**2**  
MAJOR PORTS

**1,000KM**

FROM SINGAPORE



**12**  
BERTHS



**DEEP WATER**



## INFRASTRUCTURE: ROAD & RAIL

Railway from border with Thailand to  
Sihanoukville Port to Capital

**ROADS**



**47,263KM**

**PAVED**



**15,376KM**

**74%**



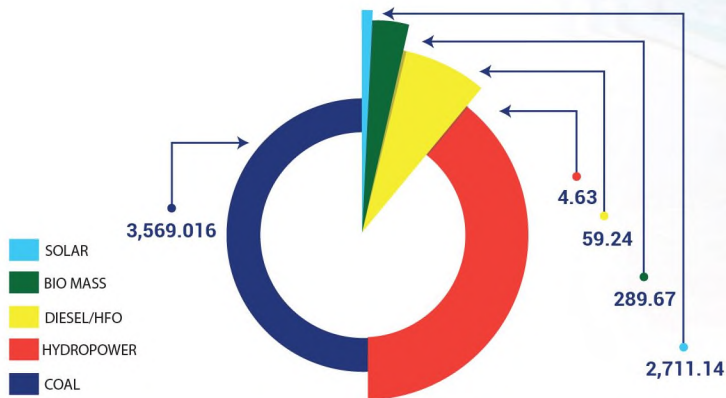
**RURAL/PROVINCIAL**



## INFRASTRUCTURE: POWER

**"97.6%** of Cambodian households have access to at least one source of electricity."

Energy Sent Out In GWh By Type Of Generation

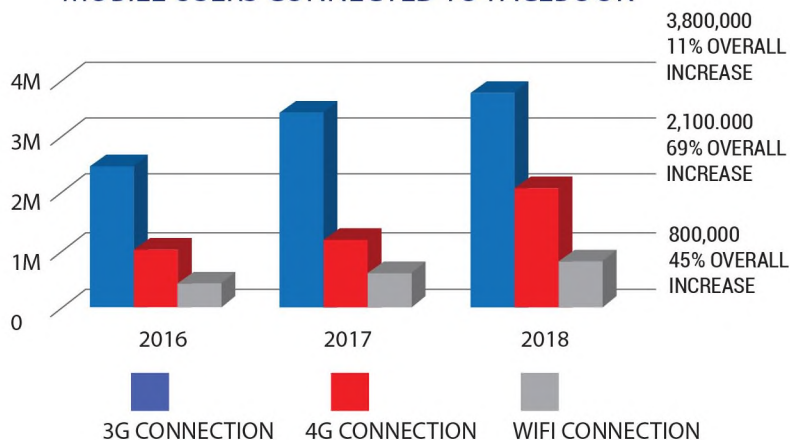


## INFRASTRUCTURE: CONNECTIVITY

### FACEBOOK MOBILE USERS 2018

**6,200,000**

MOBILE USERS CONNECTED TO FACEBOOK



- Mobile Phone Users: 19,173,010 Subscriptions
- Mobile Internet Users: 12,497,996 Subscriptions
- Fixed Internet Users: 136,595 Subscriptions
- Facebook Accounts in Cambodia: 6.2 Million

## INFRASTRUCTURE: SEZS

"[have created] 68,000 jobs, with equal or better pay and better prospects than the alternatives that would otherwise have existed." -ADB



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SPECIAL ECONOMIC ZONES

5,000HA+

COMBINED AREA

Government "one-stop" service in which representatives of all relevant ministries are present on the SEZ site.

## SECTOR: REAL ESTATE & CONSTRUCTION

REPRESENTING

11.5%

OF GDP GROWTH (2018)

HIGH-RISE BUILDINGS

10000+

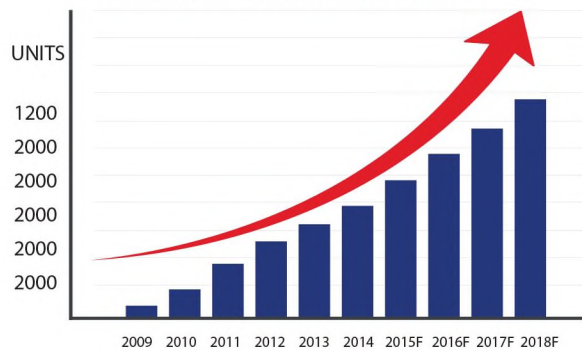
HIGH-RISE BUILDINGS

PROJECTS IN 2018 WORTH

\$5.2B

2,867

CONDOMINIUM UNIT SUPPLY IN PHNOM PENH



## SECTOR: REAL ESTATE & CONSTRUCTION

3.8M HA  
ARABLE LAND

626K TONS  
RICE EXPORTS 2018

3.5M  
1998 → 11.1M  
2017  
CEREALS TOTAL PRODUCTION

ONLY 10%  
OF AG. GOODS ARE PROCESSED



## SECTOR: MANUFACTURING

31%  
OF ECONOMY

1,528  
FACTORIES

2/3  
GARMENT  
SECTOR

178  
NEW FACTORIES  
IN 2018

### TOP NON-GARMENT MANUFACTURERS:

- Coca Cola (USA)
- Laurelton Diamond (USA)
- Minebea (JP)
- Shinih (TW)
- Aprati Foods (USA)
- Denso (JP)
- Sumitomo Wiring (JP)
- Yamaha Motorcycle (JP)
- Stratco (AUS)
- EuroStar Diamond (BE)





## MEET THE DELEGATION



HIS EXCELLENCY CHANTHOL SUN



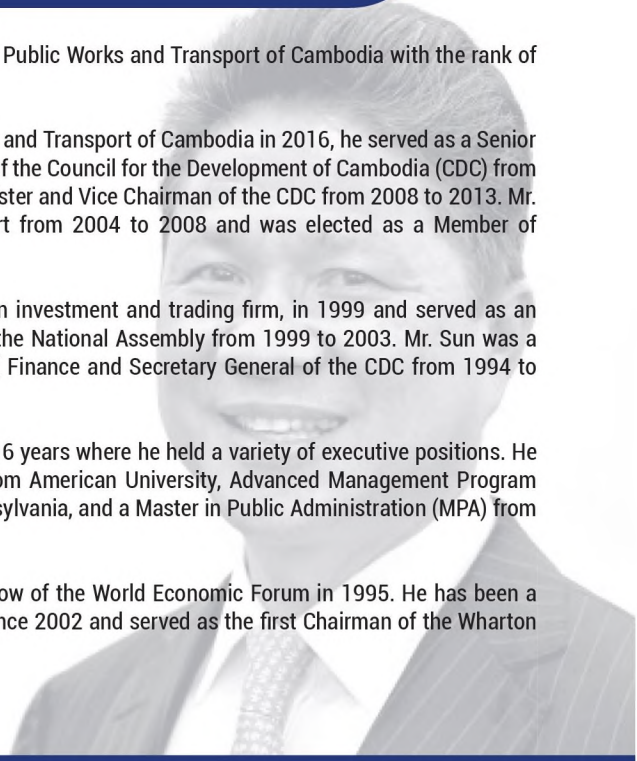
Chanthol Sun is currently serving as the Minister of Public Works and Transport of Cambodia with the rank of Senior Minister.

Prior to his appointment as Minister of Public Works and Transport of Cambodia in 2016, he served as a Senior Minister, Minister of Commerce and Vice Chairman of the Council for the Development of Cambodia (CDC) from 2013 to April 2016. He was previously a Senior Minister and Vice Chairman of the CDC from 2008 to 2013. Mr. Sun was a Minister of Public Works and Transport from 2004 to 2008 and was elected as a Member of Parliament in 2003.

H.E. Chanthol founded SCI Co., Ltd. (Cambodia), an investment and trading firm, in 1999 and served as an Economic and Finance Advisor to the President of the National Assembly from 1999 to 2003. Mr. Sun was a Secretary of State for the Ministry of Economy and Finance and Secretary General of the CDC from 1994 to 1997.

Previously, Mr. Sun worked for General Electric for 16 years where he held a variety of executive positions. He holds a B.S. in Business Administration (BSBA) from American University, Advanced Management Program (AMP) from the Wharton School, University of Pennsylvania, and a Master in Public Administration (MPA) from Harvard University.

Mr. Sun was elected as a Global Leader for Tomorrow of the World Economic Forum in 1995. He has been a member of the Wharton Executive Board for Asia since 2002 and served as the first Chairman of the Wharton Executive Board for Asia from 2009 to 2013.





## MEET THE DELEGATION



MR. ALLEN DODGSON TAN



AMCHAM  
CAMBODIA

Allen is a Cambodian-American entrepreneur, business leader and product designer. The son of a first-generation immigrant, Allen was born in San Francisco, California. Following his service in the U.S. Army, he moved to Cambodia in 2010 to work for an American NGO disposing of landmines.

Currently, Allen is Chairman of the American Chamber of Commerce Cambodia, serving his second elected term on the Board of Governors. He is also the Director of Applied Technology for the Golden West Humanitarian Foundation where he manages US-government funded programs to create new technologies for humanitarian bomb disposal. In this role, Allen lead a product development team which won a prestigious CES Innovation Award in 2016.

As an entrepreneur, Allen is founder of a quick service American-themed restaurant chain in Cambodia and a consumer robotics company in the United States. His social work in Cambodia includes advising the Ministry of Education on STEM Education Policy, advising and promoting technology startups and founding Cambodia's largest STEM educational event, the Cambodia Science & Engineering Festival, which hosts 30,000 youth annually and is celebrating its 5th year in 2019.

Prior to Cambodia, Allen served seven years in the United States Army; as both an Infantryman and an Explosive Ordnance Disposal (EOD) Operator with a combined 26 months of combat duty in Iraq and Afghanistan. Allen holds a Master's of Science in Risk Management from Boston University and a Bachelor's of Science in Business Administration from Franklyn University.

