

WEBINAR

BUSINESS OPPORTUNITIES IN CAMBODIA

Tuesday, 25 March 2025



PROGRAM

Time	Topic	Speaker
10.00 - 10.10 	Introduction & Overview	Michael Friedl Wirtschaftsdelegierter, AC Bangkok
10.10 - 10.30 	Economic Overview	Martin Brisson Executive Director, EuroCham Cambodia
10.30 - 10.50  	Legal Overview	Julie Keo Head of European Desk, DFDL Cambodia Vajiravann Chamnan Tax Partner, DFDL Cambodia
10.50 - 11.00  	Experience sharing from an Austrian company already active in Cambodia	Martin Ladner Area Manager, Doppelmayr Dara Van Market Access Manager, Confluences (local partner of Doppelmayr)
11.00 - 11.15	Q&A	

WHY CAMBODIA?

Home » TOURISM NEWS » Cambodia Projects Over Seven Point Five Million Tourist Arrivals with Strategic Focus on Rural Tourism

Cambodia Projects Over Seven Point Five Million Tourist Arrivals with Strategic Focus on Rural Tourism

Sunday, March 16, 2025



Home / Library / Daily Energy & Climate News

Cambodia approves five renewable projects totalling 520 MW

Business September 28, 2024

Cambodia approves \$5.79B investment in 23 Energy Projects to enhance power security and clean energy by 2030



Business February 11, 2025

Cambodia's economy to grow by 6.3 pct this year: official



Cambodian Government Set to Launch Incentive Policy for Domestic Assembly Production

19 March 2025 Local News 307 Views

Asia Operations Ports and Logistics

Cambodia presses ahead with canal project linking the capital with the Gulf of Thailand

Sam Chambers May 8, 2024

758 1 minute read

Business July 15, 2024

Billions spent on 3 major infrastructure projects in Cambodia

Khmer Times



MAIN PROJECTS

CAMBODIA

Funan Techo Canal: A new battleground in China-India struggle for Indo-Pacific influence

By Samirul Ariff Othman - March 24, 2025 @ 7:01am



An aerial view shows the construction area after a groundbreaking ceremony of the Funan Techo Canal in Kandal province on August 5, 2024. Manet on August 5 launched the controversial US\$1.7 billion canal project that aims to provide a new link from the Mekong River to the sea. Manet called the 180-kilometre (110-mile) project "historic" and vowed to "finish it at all costs". - AFP PIC

Chinese EV giant BYD plan assembly plant in Cambodia

TUESDAY, JULY 16, 2024

News

Cambodia's \$1.5 Billion Techo International Airport set to open in 2025

24 Mar 2025 by Yashita Damani

Sihanoukville port expansion drives skyrocketing net profits

BUSINESS

Publication date
19 February 2025 | 17:13
ICT

Reporter : Hin Pisei

More Topic



Following the port's capacity expansion, PAS's container throughput increased by 29.32% in Q4 2024. PAS

KEY FIGURES

CAMBODIA

Figure	2023	2024	2025
GDP in total (Billion USD)	43,3	47,15	51,16
GDP per capita (in USD)	2.550	2.750	2.950
GDP growth in %	5	5,5	5,8
Inflation rate in %	2,14	0,66	2,12
Unemployment rate in %	0,23	0,27	0,32
Exports (in Billion USD)	23,5		
Imports (in Billion USD)	24,4		

Sources: IMF, ILO, WTO

IMPORT-EXPORT FIGURES (overall)

CAMBODIA

Export good	in %
Clothing and clothing accessories	39,8
Travel items, handbags and similar	8
Shoes	8
Electrical machines	7,6
Vegetables and fruits	7,3

Import good	in %
Yarns, fabrics, finished textile products	20
Crude oil, petroleum products	8,2
Electrical machines	5,6
Road vehicles	5,2
Gold for non-monetary purposes	4,3

*in % of total export and import trade, basis 2023

Source: UN Comtrade

IMPORT-EXPORT FIGURES

CAMBODIA-AUSTRIA (2024)

Imports Cambodia to Austria	in Mio. €
Clothing and accessories	214 (+24 %)
Tractors, motor vehicles, motorcycles, bicycles	37 (-29 %)
Shoes, braces, parts thereof	33 (-4 %)
Leather and saddlery, travel goods, handbags	16 (+14 %)
Total imports	315 (+12%)

Exports Austria to Cambodia	in Mio. €
Optical, photographic devices, measuring and testing instruments	0,464 (-44 %)
Nuclear reactors, boilers, machines and mechanical devices	0,206 (-44 %)
Shoes, braces, parts thereof	0,18 (-70 %)
Music instruments and parts	0,09 (n.a.)
Total exports	1,4 (-56 %)

Source: Statistik Austria

NEXT EVENTS

Date	Event	Location
04.04.2025	Austrian Business Circle Luncheon	Westin Hotel, Bangkok
24.04.2025	Webinar: How To Do Business in Thailand	Online
14.-17.05.2025	Plastics & Rubber Thailand Exhibition	Bangkok, Thailand
22.-23.05.2025	Austrian Wine Tasting	Bangkok, Thailand
28.-29.05.2025	Asia Pacific Rail Expo	Bangkok, Thailand
02.06.2025	Exporttag 2025	WKÖ, Austria
20.06.2025	Austrian Business Circle Luncheon	Bangkok, Thailand
01.-04.07.2025	Thailand-Austria Green Tech Connect Trade Mission	Bangkok, Thailand
10.-12.09.2025	Medical Fair Thailand	Bangkok, Thailand
17.-19.09.2025	Wire Southeast Asia Exhibition	Bangkok, Thailand
02.-03.10.2025	Austrian Strategic Business Summit Asia Pacific 2025	Tokyo, Japan
15.-16.11.2025	OCSC International Education Expo	Bangkok, Thailand



Invest in Cambodia

Your Gateway to Growth in Southeast Asia



**A strategic
location** with
easy access to a
market of 600
million consumers



BRUNEI



CAMBODIA



LAOS



INDONESIA



MALAYSIA



MYANMAR



PHILIPINES



SINGAPORE



THAILAND



VIETNAM

Thriving and stable economy

5.3%

GDP Growth average
in past decade
(2014-2023)

2,071\$

GDP per Capita
in 2024*

2.1%

Inflation Rate
in 2023

~85%

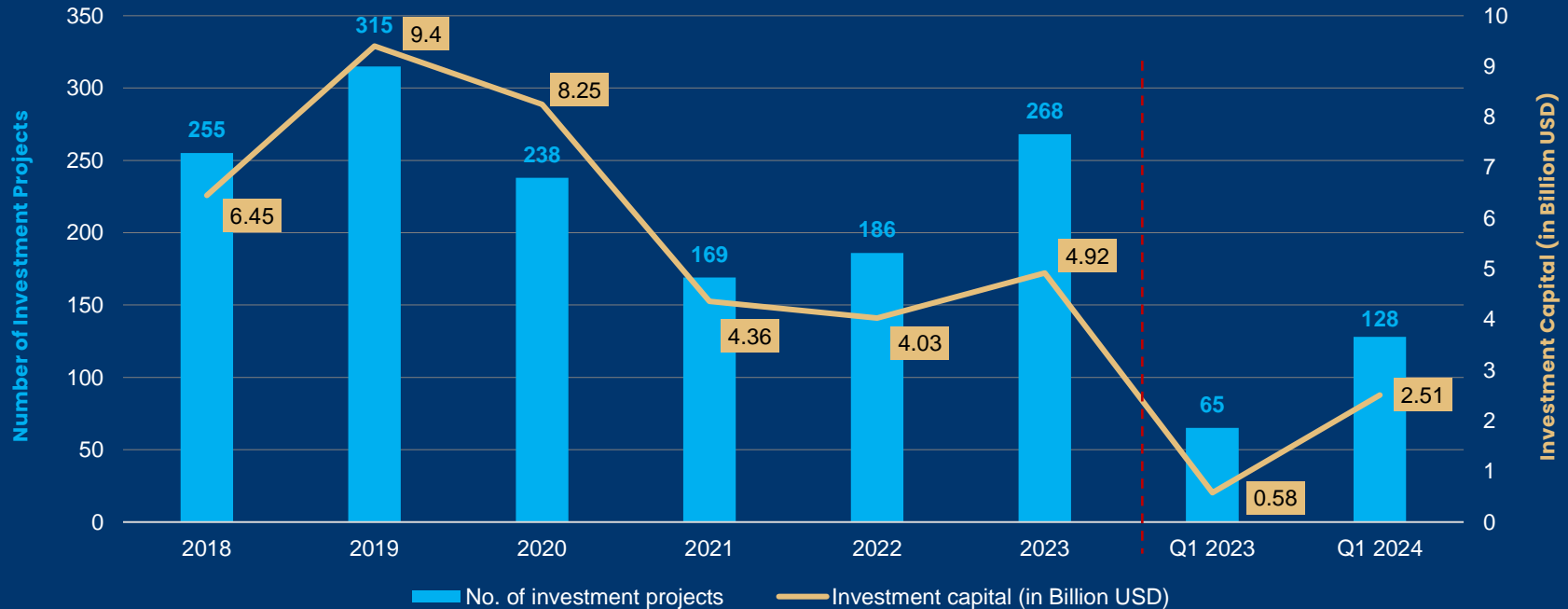
Dollarized
Economy

Source: Ministry of Economy and Finance & World Bank,
National Bank of Cambodia and IMF



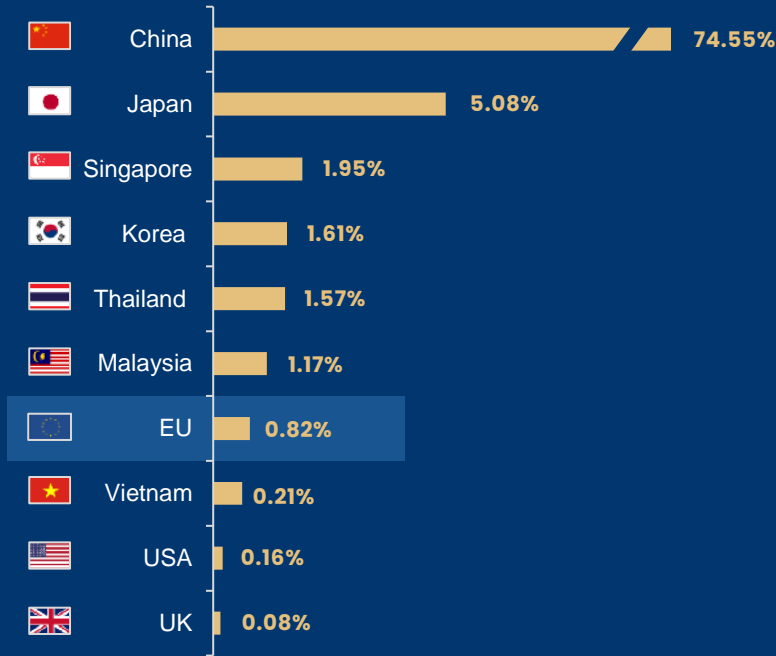
Swift Recovery in Investor Sentiment

Approved Qualified Investment Projects and Committed Capital

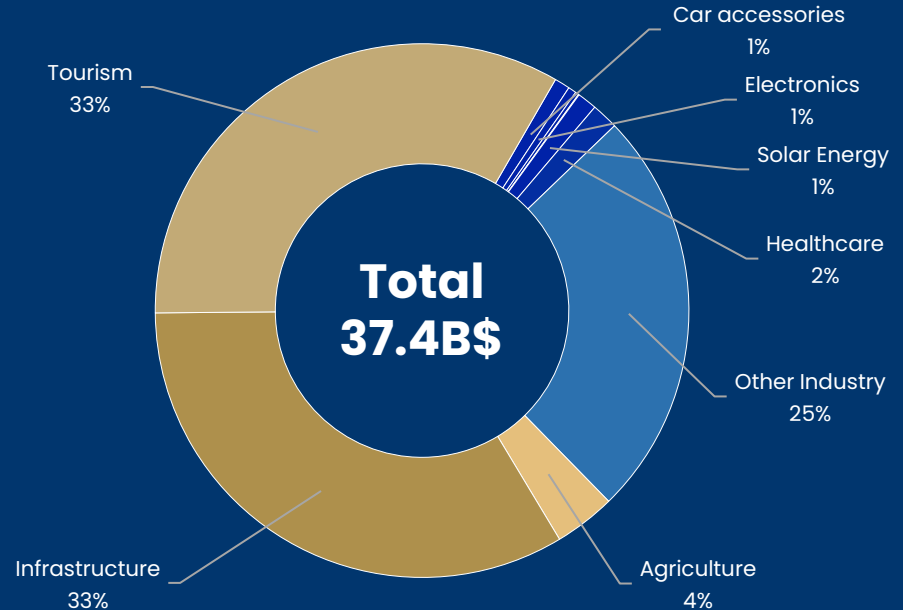


Accumulated Investment in Cambodia

Foreign investment by country 2018-2023



Total Committed Investment by Sector 2018-2023



Exports

22.6

Billion USD in 2023

Garments

Agricultural
Commodities

Electronics

Bicycles

Main Buyers



43.6% **19.7%** 7.5%



Imports

24.2

Billion USD in 2023

Fabric

Processed Foods

Electronics

Metals

Cars

Main Suppliers



40.9% 13.2% 12.8%



Young labour force and Competitive labor costs

60%

of population
under 35

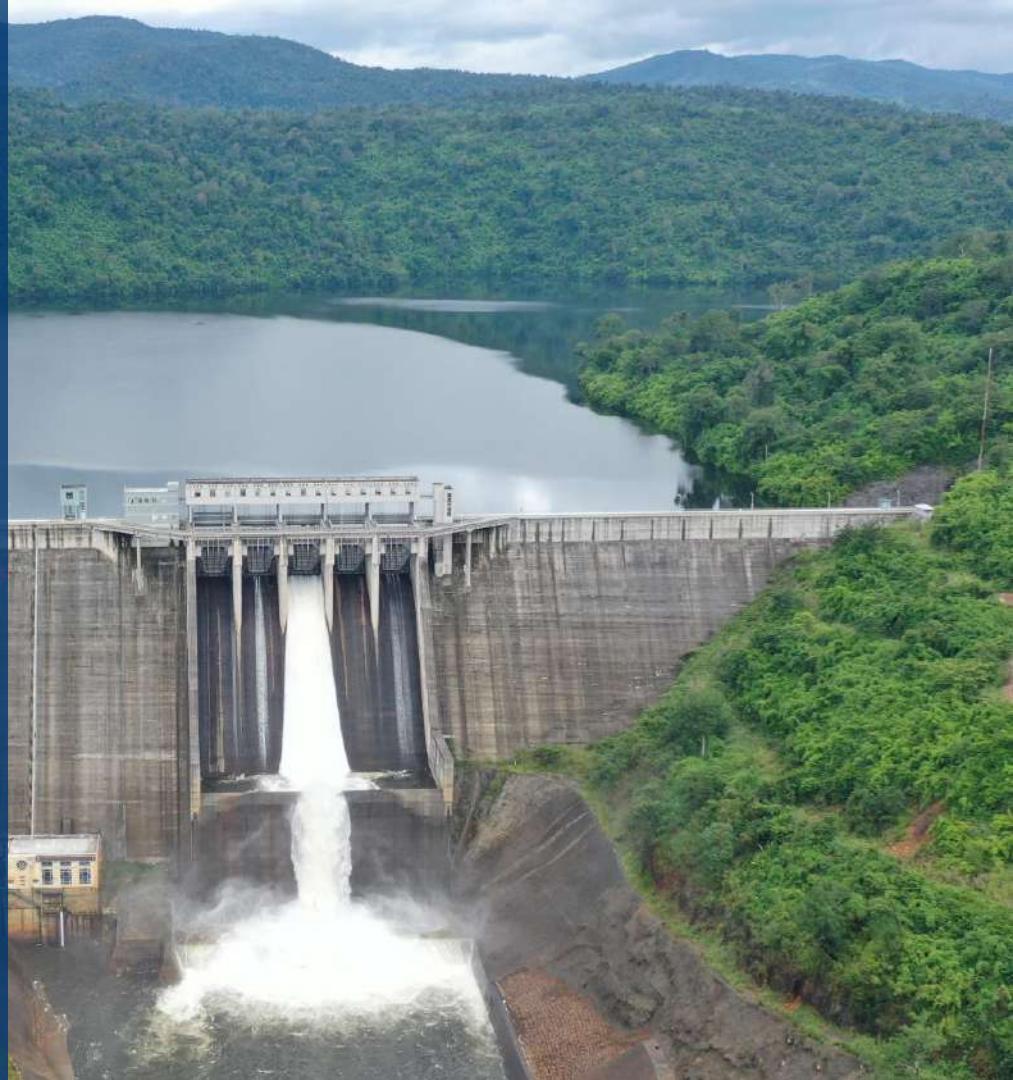


**Environmental
compliance**

57%

renewable energy

**Goal: $\geq 70\%$
share by 2030**



Special Economic Zones (SEZs)

26

Operational SEZs

721

Investment projects

\$8.6
Billion

Total investment
capital 2006-Q1 2024

\$28
Billion

Total value of exports
2011-2023



Quality of Life

**Cost of living in
Phnom Penh**
more affordable
than Bangkok and
Singapore

Source: Mercer 2023 Cost of Living City Ranking



Corruption & Rule of Law

158/180

Transparency International
Corruption Perceptions
Index ranking



Access to skilled workforce

74%

EuroCham members
declares difficulties in
finding qualified staff



High electricity costs

0.137/kwh*

Highest electricity price in Asia when compared to GDP/capita

* for industry



Discouraged investment in rooftop solar

New law applies
tariffs equal to the
potential savings
realized when
installing rooftop
solar





Priority Sectors



Light Manufacturing: Automotive sector

High-growth sector: Ideal location
for outsourcing labour-intensive
manufacturing and assembly

Success stories



Major investments in **car assembly lines** by international automotive brands, including:



TOYOTA



ISUZU



Major investments in **automotive components manufacturing and sub-assembly** by international brands, including:



DENSO
Crafting the Core

Investment opportunities



Wire Harness

Top export commodity with strong Japanese presence



Seats

Vast pool of skilled workers from garment sector



Simpler Auto Components

Fast growing market due to more connected vehicles



Two-Wheeler Backward Linkages

Increasing local demand and growing local supplier base

Light Manufacturing: Electronics sector

High-growth sector: Significant cost advantage (20%+ lower than top producing country)

Success stories



Major investments in **assembly of electronics** by international brands, including:

MinebeaMitsumi
Passion to Create Value through Difference

Ktec[®]
Intelligent Power



Major investments in **electronic components manufacturing and sub-assembly** by international brands, including:

WCFO[★]

TOPEC
TECHNOLOGY

Nidec
—All for dreams

Investment opportunities



Printed Circuit Board (PCB) Assembly

Cost advantage particularly suited for EMS companies with tighter margins than OEMs



Cables & Connectors

Multiple FDI success stories for labour-intensive manufacturing

Agriculture and Agro-Processing

Largely untapped market offering a wealth of high-quality agricultural commodities

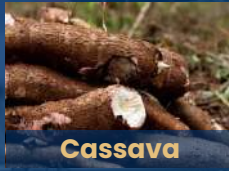
Sourcing



Rice



Pepper



Cassava



Cashew Nuts



Nat. Rubber



Dried Fruit

Sales



Machinery



Fertilizer



Animal Feed

Non-exhaustive list.



Food and Agro-processing

Dried fruit and juices, cashew nuts, beer, soft drinks, dairy products, rubber



Crop Cultivation & Livestock

Cash crops, organic produce, pigs, poultry



Food Packaging

Canning & bottling lines, export compliant packaging

Investment opportunities

Healthcare and Pharmaceuticals

Rising demand for medical services, devices, and medication with huge untapped potential

Import & Sales of Medical Equipment

- Demand for medical instruments and X-ray equipment
- Public funds for medical devices, esp. in-vitro diagnostic and medical imaging devices for public hospitals

Import & Sales of Pharmaceuticals & Supplements

- Rising diagnoses for diabetes, cancer, and cardiovascular disease increase demand
- Health supplements & nutritional items as high-potential sales sector

**Suppliers from Europe, USA, and Japan
enjoy highest credibility**

Investment opportunities

International Hospitals

Demand for specialized health care services, esp. for non-communicable diseases



Medical equipment

Budding manufacturing sector for medical devices



Pharmaceutical Manufacturing

Early stages of local pharmaceutical production with vast untapped potential

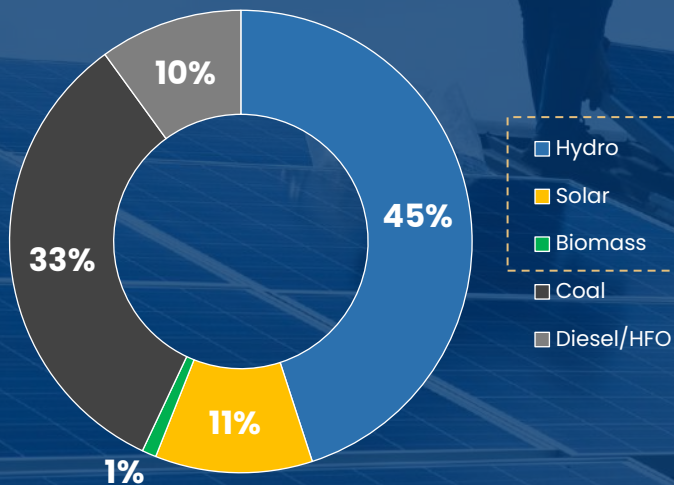


Renewable energy

Attractive market for investments in power generation, energy efficiency, and grid capacity due to growing demand

Renewable sector at a glance

57% of Cambodia's electricity is currently derived from renewable sources (2023) such as hydro and solar power and this share is scheduled to reach at least **70% by 2030**



Investment opportunities



Energy efficiency and digital solutions

Vast cross-sectoral investment opportunities

Tourism & Hospitality

A rich cultural heritage and pristine natural landscapes make Cambodia a premium travel destination

Growing Transportation Infrastructure

Phnom Penh: Techo International Airport

- Phase 1 (2025): 13m passengers / year
- Phase 2 (2030): 30m passengers / year

Siem Reap–Angkor International Airport

- Phase 1 (2023): 7m passengers / year
- Phase 2 (2030): 12m passengers / year

Several new airports and direct flights planned

Friendly visa system

- **Tourist:** E-visa and on-arrival, 30-day stay
- **Business:** 6–12-month visas, multiple entries
- **Foreign workers:** Work permits easily obtainable

Investment opportunities

Hotels & Resorts

Opportunities in providing high-standard accommodation

Food Service & Dining

Increased demand for dining and fast food

Ecotourism & authentic experiences

Growing sustainable trekking, kayaking & wildlife tours

Retail Chains & Commercial centres

Increased consumer spending favours malls and retail chains



PREPARING TO INVEST IN CAMBODIA

25 March 2025

Private Limited Company

- Common form of business vehicle and widely accepted.
- Non-discrimination on the basis of foreign nationality: the Law on Commercial Enterprise permits 100% foreign ownership of a company.
- Foreign business can engage in unrestricted business activities, the same as Cambodian-owned companies, with the exception of land ownership. But landholding companies (LHC) can own land.
- Registered capital: USD1,000.
- Having 1 to 30 shareholders (if LHC, 2 shareholders with one having Khmer nationality + share and land protection documents).
- Having a minimum 1 director.
- Legal personality from the incorporation date.

Easy foreign currency remittances: there are no restrictions on foreign exchange through official banks.



Registration & Post Registration Compliance

- Registration includes Ministry of Commerce ("**MOC**"), General Department of Taxation ("**GDT**"), Ministry of Labour and Vocational Training ("**MLVT**") and National Social Security Fund ("**NSSF**"). Another ministries if a license is required.
- Preparation and registration:
 - i. Conduct name search with the MOC
 - ii. Prepare and file owner information/corporate documents including AOs and related application documents (declaration of new director, POA, lease agreement etc.)
 - iii. Payment of registration fee (LLC (Medium taxpayer): USD532.5 / LLC (Large taxpayer): USD755 to USD1,007.5
 - iv. Patent tax
 - v. Industry specific licenses depending on the business activities with the relevant ministry

Corporate Compliance, Tax and Accounting compliance, labour compliance (such as declaration of employee movement, workbook, quota/work permit, seniority payment, inspection), Social security compliance (such as monthly contribution payment to the NSSF) and other specific compliance under the specific laws and regulations (such as renewal of business licenses)

TAXATION IN CAMBODIA – OVERVIEW

General Overview on Taxation in Cambodia

Tax Regime in Cambodia: Self-assessment taxpayer

- **Small taxpayers**
- **Medium taxpayers**
- **Large taxpayer**

The taxpayer under the self-assessment regime is required to register within 15 working days after began economic activity or other activity. Notify the General Department of Taxation (GDT) within 15 working days after the approval of the changes.

Small Taxpayer – Keeping Documents (3 years)

Medium and Large Taxpayers – Keeping Documents (10 years)

Accounting rule

- **Small taxpayers:** shall apply the simplified accounting format (*A single entry accounting format that has accounts to record daily business transactions-Purchase Book, Sale Book, and Inventory Book. Cash Basis rather than Accrued Basis*).
- **Medium and Large taxpayers:** shall apply the international accounting standard of Cambodia.

The Classification of Self-Assessment Taxpayer

Type of sector	Small Taxpayers	Medium Taxpayers	Large Taxpayers
Agricultural sector	Annual turnover *: KHR 250 M to 1,000M (\$62.5K to 250K) Total asset: KHR 200 M to 1,000 M (\$50 K to 250K)	Annual turnover: KHR 1,000 M to 4,000 M (\$ 250 K to 1 M) Total Asset: KHR 1,000 M to 2,000 M (\$ 250 K to 500 K)	Annual turnover: above 4,000 M (\$ 1 M) Total asset: above 2,000 M (\$ 500 K)
Service and commercial sector	The same as Agricultural sector	Annual turnover: KHR 1,000 M to 6,000 M (\$ 250K to 1.5 M) Total asset: The same as Agricultural sector	Annual turnover: above 6,000 M (\$ 1.5 M) Total asset: The same as Agricultural sector
Industrial sector	Annual turnover *: KHR 250 M to 1,600M (\$62.5K to 400K) Total asset: KHR 200 M to 2,000 M (\$50 K to 500K)	Annual turnover: KHR 1,600 M to 8,000 M (\$ 400 K to 2 M) Total asset: KHR 2,000 M to 4,000 M (\$ 500 K to 1 M)	Annual turnover: above 8,000 M (\$ 2 M) Total asset: above 4,000 M (\$ 1 M)
Others	<ul style="list-style-type: none"> Participate in any bidding, quotation, or survey for the supply of goods and services, including duties. 	<ul style="list-style-type: none"> Enterprises incorporated as legal entities or as a representative office; or National and sub-national government institutions, associations or non-governmental organizations, or projects under these institutions; or Foreign embassies and consulates, international organizations and technical cooperation agencies of other countries. 	<ul style="list-style-type: none"> Branches of foreign companies; or Subsidiaries of multinational companies; or Enterprises registered as Qualified Investment Projects ("QIP")

**For small enterprises on all sectors that has had, or expects to have, turnover in any period of three consecutive calendar months; exceeding KHR 60 M (\$ 15K).*

Tax obligation for self-assessment taxpayers

Types of annual taxes

- *Annual tax on income (TOI)/ Minimum Tax- 31 March of the Following year Or 3 months after year-end*
- *Patent tax- 31 March of Each year*

Types of monthly taxes

- *Prepayment of Tax on Income (PTOI)*
- *Withholding taxes (WHT)*
- *Tax on salary (TOS) and tax on fringe benefit (TOFB)*
- *Value added taxes (VAT) and value added taxes on E-Commerce transaction*

Other taxes

- *Accommodation taxes*
- *Public lighting taxes*
- *Specific tax*
- *Advanced tax on divided distribution, etc*

TAX Obligation – Overview

Cambodian Corporate Income Tax is the higher of the Tax on Income (**TOI**) or the Minimum Tax (**MT**):

- TOI is rate ranges from 0% to 30% based on business activities, but generally at 20% of net taxable income
- MT is 1% of gross turnover – Exemption if having proper accounting record or QIP- has audited financial statements.

Cambodian Value Added Tax (**VAT**):

- VAT on domestic sale is 10%
- Exports are subject to 0% VAT – possible for exporters to obtain refunds on the excess of input VAT over the output VAT

Employment Taxes: (Personal Income Tax has not yet Implemented)

- Tax on Salary rate for residents of Cambodia:

Taxable monthly salary				Incremental tax rate
Khmer Riel		Approx. USD equivalent		
From 0	1,500,000	0	375	0%
From 1,500,001	2,000,000	375	500	5%
From 2,000,001	8,500,000	500	2,125	10%
From 8,500,001	12,500,000	2,125	3,125	15%
Over 12,500,001		3,125		20%

- Tax on Salary for non-residents is 20%
- Tax on Fringe Benefits for both residents and non-residents is 20%

INVESTMENT INCENTIVES – General

- Certain investment projects may attain Qualified Investment Project (QIP) status, so long as the type of investment is not included in the Law on Investment's "negative list" and the amount to be invested is above certain minimum thresholds

- QIPs are entitled to certain investment incentives for a limited period, depending on the "Group" into which the investment activities falls

Investment Incentives

- QIP applications are evaluated by the Council for the Development of Cambodia (CDC)
- CDC is meant to act as a 'one-stop-shop' for all relevant applications. However, practical implementation is slow

INVESTMENT INCENTIVES – Cont.

Category	Details
Incentives for QIPs	<p>Basic Tax Incentives</p> <ul style="list-style-type: none">▪ Option 1: Income tax exemption for a period between three to nine years, depending on the investment activity category, followed by a progressive increase in income tax obligations.▪ Option 2: Special depreciation on capital expenditure, plus a deduction of up to 200% on specific expenses like training for Cambodian employees, R&D and technological upgrades for up to 9 years based on investment activity category. <p>A QIP would also be exempted from 1% Pre-payment of Tax on Income (PTOI) on monthly turnover based on its Investment Activity Category as outlined above.</p> <p>An exemption of the annual 1% Minimum Tax (MT) would be provided to the QIP for its entire life provided it maintains external audited financial statements on an annual basis.</p> <p>Additional Tax Incentives</p> <p>Besides the basic tax incentives as discussed above, a QIP is eligible for the following additional tax incentives:</p> <ul style="list-style-type: none">▪ VAT Exemption: For the purchase of locally-produced production inputs for the implementation of the QIP▪ Eligible to claim 150% expense deductions for the certain expenses▪ Customs exemptions <p>Tax Incentive for Expansion QIP (EQIP)</p> <p>Export Exemptions: export taxes, which benefits operations focused on exporting dried fruits to markets abroad</p>
Special Economic Zones	Provide Certain Tax Incentive for Zone Developer, Zone Investor

TAX CONSIDERATIONS

- Certain Tax Exemption or Tax Relief for Specific Sectors/Industries - Education/Garment Sector/Airlines/Agriculture, etc
 - Cambodia has signed Double Tax Treaties with 13 countries, Singapore, China, Brunei, Thailand, Vietnam, Indonesia, Hong Kong, Malaysia, Republic of South Korea, Macau, Republic of Turkey, Laos and Philippines. Eleven (11) of them are now in effect except Laos and Philippines to be determined.
 - Cambodian taxes covered under the DTAs may include tax on income, withholding tax on dividends, interest and royalties, minimum tax, additional tax on dividend distributions, and tax on salary. In most cases, DTAs will reduce the WHT rate from 14% to 10% for all payments of interest, rent, management and technical service fees and dividends to non-residents..
- Countries are in the process of continuing negotiation DTA such as Myanmar, the United Arab Emirates, Japan, Morocco, and France.
- No thin capitalization rules in Cambodia, but annual interest deduction capped relative to taxpayer's profits
 - No tax on dividends to resident shareholder. Dividend distributed to non-resident shareholder- 14% WHT
 - Tax Loss can Carried Forward up to 5 years.
- Cambodia has detailed transfer pricing rules that apply to related parties (family member/relatives, ownership and control threshold is set at 20%).
- Cambodia has introduced a 20% Capital Gains Tax (CGT) regime from 2025, CGT for Immovable Property from 2026
 - Personal Income Tax expect to be introduced in 2026
 - Tax Ruling- There is no provision for advance rulings. In practice, the taxpayer can submit a ruling application letter to the GDT
 - Digital Taxation System Improvement, etc.

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*DFDL collaborating firms



Confluences

Catalyst for business opportunities
in Cambodia and ASEAN.

2025

contact@confluences.asia
+855 (0)12 537 289



ជន្មាអ៊ិនស៊ី
confluences

Headquartered in Phnom Penh, founded in 2015 by French Khmer entrepreneurs.

More than 20 years experience operating in the region. Since then, Confluences has **helped over 200 corporations, startups, and entrepreneurs** enter the market and blossom in the region.

Today, we at Confluences are proud to provide **a unique, multi-faceted perspective on how Cambodia function, and what it takes to succeed** here and further afield with confidence.



Confluences ACCESS

- Market Studies
- Trade Missions
- Industrial Relocations



What we offer:

Market entry:

Market research, feasibility study, strategy and field research assistance.

Business development:

Prospection, import-export go-to-market strategy implementation and optimisation of sales channels, and more.

Development aid consulting:

Assistance in public sector development projects.



Sourcing:

Suitable & Compatible manufacturers and suppliers.

Set up support:

Legal setup and structuring, customers and best strategies.

Everything you need to establish your business in the Kingdom.



គណៈអិរស៊ី
confluences
access

Access Team



Soreasmey KE BIN

Founder & CEO

- ✓ +25 years of experience in Cambodia & Mekong Subregion.
 - ✓ Supported +200 Companies
 - ✓ Extensive Network
- +855 12 752 972

soreasmey.kebin@confluences.asia

Soreasmey is an experienced entrepreneur and business leader. His deep expertise in project management, coupled with his understanding of the Khmer culture led him to several key roles, including that of President of the CCI France Cambodia.



Dara N VAN

Market Access Manager

- ✓ Cambodia and ASEAN Expert
- ✓ Business Development
- ✓ Project Management

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dara.n.van@confluences.asia

Dara specializes in market entry strategies and business development in Asia. With a Master's degree in International Management and extensive experience across luxury retail, F&B, and logistics she excels in strategic planning and execution.

Testimonial

We supported and positioned Advantage Austria for their trade promotion campaign with 20 companies in Cambodia.



Günther Sucher
Head of Advantage Austria Bangkok
Advantage Austria

Our **ADVANTAGE AUSTRIA** office in Bangkok is also covering the **Cambodian market**. Since we do not avail of an employee on the ground in Cambodia, it is difficult for us to do market research and organise business meetings. We have therefore been cooperating with **Confluences** for some time already, particularly in the preparation and implementation of Austrian Trade delegations, where **Confluences** proved to be a knowledgeable and reliable partner.

Advantage Austria is the trade promotion organisation of the Austrian Federal Economic Chamber. Its goal is to connect and corporate businesses opportunities between the Austria and Cambodia. Its not only Cambodia but worldwide



Confluences proudly partnered with **Advantage Austria** to facilitate **Austrian businesses' exploration of the Cambodian market**. Through a series of **trade missions, B2B meetings, site visits, and networking events**, we connected Austrian companies with **key Cambodian stakeholders**, fostering new business opportunities across various sectors.



Since **2022**, our collaboration has led to the successful organization of **two networking events**, bringing together **over 80 industry leaders and stakeholders**.

Confluences

OPERATIONS

- Office Solution
- Administrative Support
- EoR & Payroll Service

ជន្មានិស្ស
confluences
operations

That is why Confluences Operations offers to manage local operations:

-
- **Hosting & incubation**: 900 sqm business center with private offices, open space and meeting rooms, legal and postal address, umbrella company services, etc.
 - **Corporate services**: HR solutions, EoR and PEO, secretarial services, yearly financial accounting, etc.
 - **Logistics**: transportation, customs clearance and registration, storage space, billing services, etc.



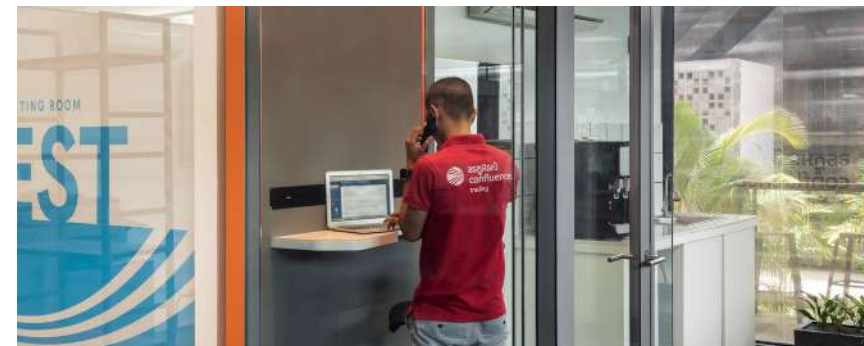
Our office



Green in the city: among a landscaped park bordering the Mekong River, Aquation is a low-rise, **eco-friendly complex** of working spaces in the fast-developing Koch Pich (Diamond Island) area of Phnom Penh. Reinvent a way of working, interacting, and commuting in Cambodia's capital city.

Confluences occupies **900++ square meters of a welcoming and modern space, comprising:**

- 22 private offices
- 22 workstations desks in a open space
- 4 meeting rooms
- Living space & canteen
- Storage room



Partnership with Doppelmayr

Confluences x Doppelmayr: **Transforming mobility in Cambodia.**

Confluences appointed as Doppelmayr's exclusive agent in Cambodia since 2023.

Objectives : Develop sustainable and innovative transport solutions for urban and tourism sectors.

Achievements : 6 visits by **Doppelmayr's team** to explore feasibility and meet key stakeholders.

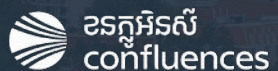
Engagement with government authorities, developers, and investors to assess potential sites.



Confluences Asie Co., Ltd.

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អរគុណច្រើន
MERCİ

Confluences Asie Co., Ltd is registered under the laws of the Kingdom of Cambodia with commercial number Co. 4528KH/2015, TIN K002-901638522, with patent tax licences for Management Consultation Services, Real Estate (rental), Import and Export (construction materials and office supplies).

Market Entry Cambodia

Martin Ladner, Area Manager

15,600

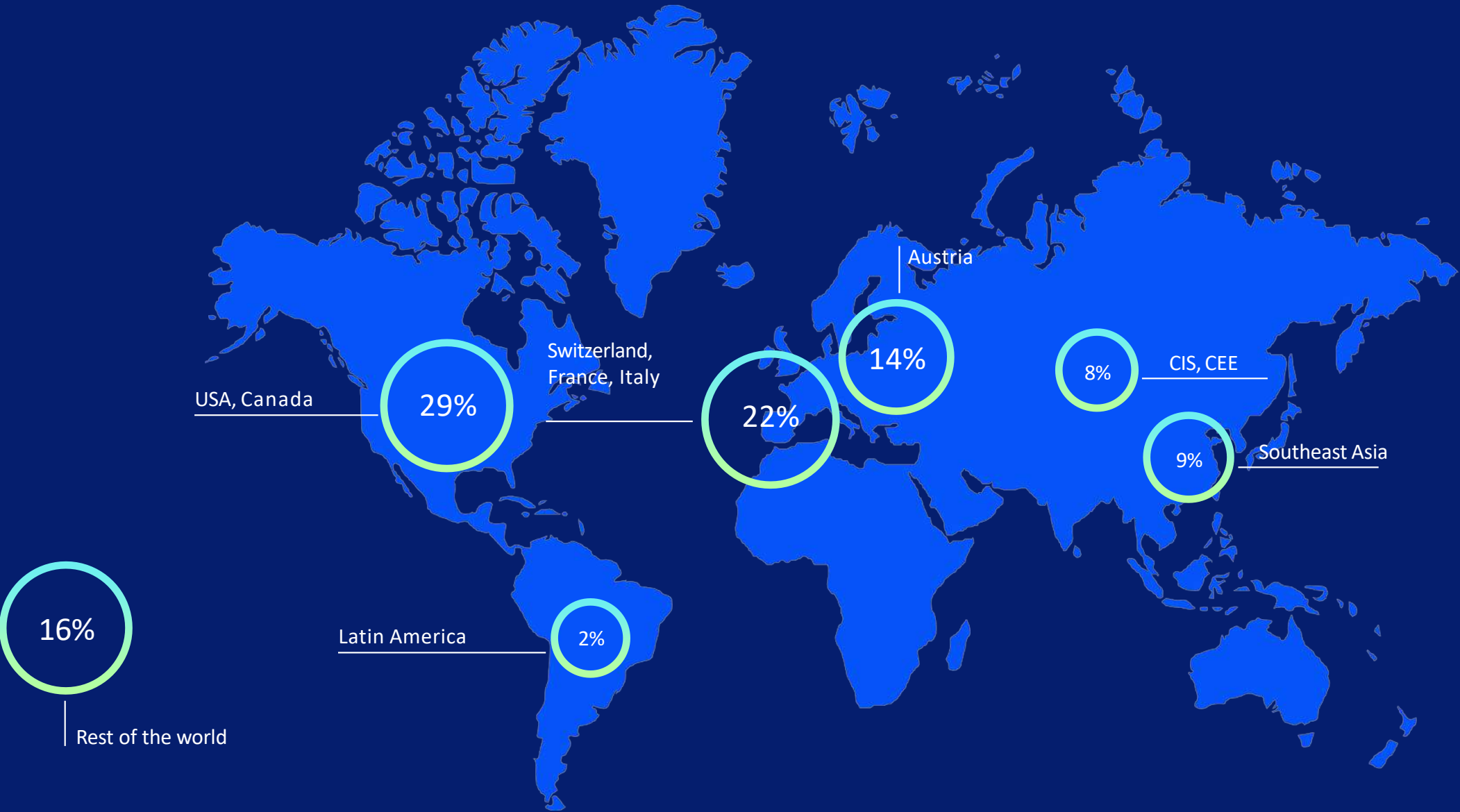
ropeway installations

1,000

intralogistics solutions

1,057 million
euros turnover in 2024

Turnover by region



Turnover by application





3.517

employees
worldwide

1.697

of those in Austria

50

countries with subsidiaries

Production locations



- Production locations
- License production

10-MGD Mi Teleférico

La Paz, Bolivia



230-ATW Ha Long Queen Cable Car

Ha Long, Vietnam



30-TGD Fansipan Legend

Fansipan, Vietnam



Market Entry / Doppelmayr

How did we enter the market?

- First step was to connect with Confluences via WKO Austria in May 2022
- Contract for Market Research with Confluences was followed
- Result of Market Research was very promising – Decision was made to enter the Cambodian market
- First visit to Cambodia at the end of 2022
- It was quite easy to make a connection to the big groups in Cambodia including the government institutions via our partner confluences,
- Client visits with many stays in Cambodia were followed

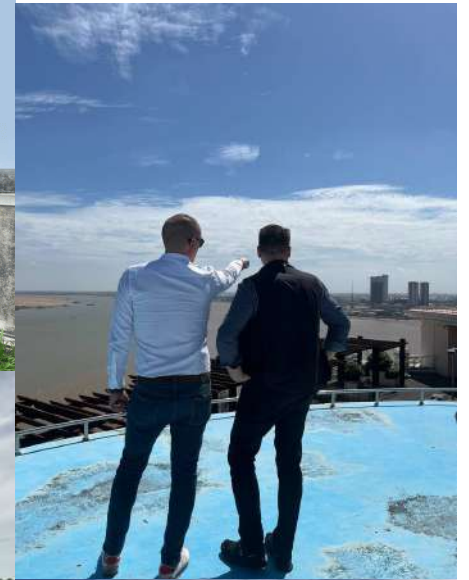


Market Entry / Doppelmayr

What did we experience so far ?

Everything is easy with the right partner!

- Cambodia is very business-friendly for Europeans.
- Most businesspeople speak English.
- Connecting with the Ministry of Transport or the Ministry of Tourism was not difficult.
- Many large conglomerates in the tourism and infrastructure sectors are worth exploring.
- Numerous discussions were initiated, leading to the development of several cable car projects.
- Tourism is a growing market, and many regions are focusing on it.
- Good highway connection between Phnom Penh and Sihanoukville
- The outlook is very promising, but time is needed, especially for our complex product.
- Financing remains a challenge.
- The first contract is on the way for 2025.



Market Entry / Cambodia





 Garaventa

 CWA

 Carvatech

 Gassner

 Frey Stans

 Input

THANK YOU FOR JOINING!

WEBINAR

BUSINESS OPPORTUNITIES IN CAMBODIA

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