

VIII COST OF DOING BUSINESS

VIII-1 Logistics cost

For Export

For Export from Sihanoukville Port:
<ul style="list-style-type: none"> - Phnom Penh to Sihanoukville Port for 20'container: Approximately USD520- (Including Trucking, Documentation Fee, Export Clearance Fee, Loading Charge, Certificate of Origin, Toll Fee, Agency Fee, Miscellaneous Charges and VAT) - Charges at Sihanoukville Port: Approximately USD350 - Approximately 7 – 8 hours by roads

For Export through Bavet and HCMC:
<ul style="list-style-type: none"> - Phnom Penh to HCMC for 40'container: Approximately USD1,050- (Including the customs clearance fee in Cambodia but excluding the charges at port in Vietnam) - Approximately 15 hours by roads

For Export through Cai Mep (Vietnam):
<ul style="list-style-type: none"> - Phnom Penh Port to Cai Mep: Approximately USD1,250- (Including customs fee in Cambodia and Vietnam side) - Approximately 36 hours by river

For Import

For Import through Cai Mep (Vietnam):
<ul style="list-style-type: none"> - Cai Mep to Phnom Penh Port: Approximately USD1,300- (Including customs fee in Cambodia and Vietnam side)

For Import from Thailand:
<ul style="list-style-type: none"> - Thailand to Phnom Penh for 40' container: Approximately USD1,600- (Including customs clearance fee in Thailand but excluding customs clearance fee in Cambodia) - Approximately 20 hours by roads

Note: Above logistics costs have been obtained as reference data through interviews with some logistics companies. The actual delivery cost may vary according to the goods, container size, scope of fees and charges included, and other conditions.

VIII-2 Real estate cost

Industrial land cost

Location	Land Category	Land Cost (USD/m2)
Phnom Penh	First Commercial Land	4,000-6,000
	Second Commercial Land	2,500-3,000
	Third Commercial Land	1,000-1,500
	First Residential Land	1,800-2,500
	Second Residential Land	800-1,200
	Third Residential Land	50-300
	Development Land	15-50
Siem Reap	First Commercial Land	1,500-2,500
	Second Commercial Land	800-1,000
	Third Commercial Land	300-500
	First Residential Land	300-500
	Second Residential Land	150-200
	Third Residential Land	50-100
	Development Land	5-20
Sihanoukville	First Commercial Land	800-1,200
	Second Commercial Land	400-600
	Third Commercial Land	200-300
	First Residential Land	300-500
	Second Residential Land	150-200
	Third Residential Land	50-100
	Development Land	5-20

Source: Bonna Realty Group (Cambodian Estate) as of November 2012

Office space cost

Type of office	Average Rental Cost per Month (USD/ m ²)
Prime Areas	15 – 25
Secondary Area	8 – 13

Source: Bonna Realty Group (Cambodian Estate) as of November, 2012

Factory rent/purchasing cost

Type of Factory	Location	Average Factory Lease Cost (USD/m ² /month)	
Ready-built Factory	Prime Areas	1.35 – 1.80	
	Other Areas	1.15 – 1.35	
Location	Size (m ²)	Factory Rental Cost per month (USD/ m ²)	Factory Sale Cost (USD/ m ²)
National Road No. 2	2,900	1.35 – 1.80	250 – 350
Boeung Tompun St.371	5,000	1.15 – 1.35	150 – 300
Veng Sreng Road Road 4 and 3	Land size: 3,250	1.0 – 1.5	70 – 150
	Land Building: 2,750		40 – 120

Source: Bonna Realty Group (Cambodian Estate) as of November, 2012

Warehouse cost

Location	Size Available	Average Rental Cost (USD/ m ²)
Industrial zone (Veng Sreng Road)	1,000 – 6,000 m ²	1.00
Boeung Tom Pun area	---	1.00 – 1.50
Chamkadong area	---	1.00 – 1.35
Cham Chao	---	1.00 – 1.50
Steng Meanchey	---	1.00 – 1.80

Source: Bonna Realty Group (Cambodian Estate) as of November, 2012

VIII-3 Manpower cost

Position	Monthly Median Salary Range (as of Sep 2011)	
	(USD)	(Riel)
General Worker	82.00	335,747
Engineer (mid-level)	204.00	835,274
Middle Management	663.00	2,714,639
Legal Minimum Wage	55.00	222,145

Source: JETRO <http://www.jetro.go.jp/>

VIII-4 Utility cost

Electricity cost

Regarding the electricity tariff in Phnom Penh/Kandal, Kampong Speu, Preah Sihanoukville and Kampong Cham, customers are categorized into five groups, i.e., “Residence”, “Customers paid by government budget”, “Embassy”, “Foreign residence” and “Industrial and commercial sectors”. Tariffs are applied according to the level of electricity consumption. The electricity tariffs applied in each region are shown in the following tables.

Major Provinces

Category		Electricity Tariff
Phnom Penh, Kandal, Kampong Speu		
Residence of Phnom Penh and Takmao (Kandal)	Monthly used≤50kWh	610 Riel/kWh
	Monthly used>50kWh	720 Riel/kWh
Residence of Chamom (Kampong Speu)	For all customers	720 Riel/kWh

Customers paid by government budget, Embassy, Foreign Residence	For all customers	820 Riel/kWh
Residence of administration, Commercial and industrial sectors	Small customers	*MA + 0.036 USD/kWh
	Medium customers	MA + 0.028 USD/kWh
	Large customers	MA + 0.024 USD/kWh
	**MV customers	MA + 0.020 USD/kWh
Preah Sihanouk		
Local Residence	For all customers	720 Riel/kWh
Customer paid by government budget	For all customers	820 Riel/kWh
Embassy, Foreign Residence, Commercial and industrial sectors	Small customers	MA + 0.046 USD/kWh
	Medium customers	MA + 0.038 USD/kWh
	Large customers	MA + 0.034 USD/kWh
	MV customers (275-500 KVA)	MA + 0.025 USD/kWh
	MV customers (501-1000 KVA)	MA + 0.022 USD/kWh
	MV customers (1001-3000 KVA)	MA + 0.018 USD/kWh
	MV customers (> 3000 KVA)	MA+ 0.015 USD/kWh
Kampong Cham		
Local residence	For all customers	940 Riel/kWh
Customers paid by government budget	For all customers	940 Riel/kWh
Embassy, Foreign Residence, Commercial and industrial sectors	Small customers	MA + 0.046 USD/kWh
	Medium customers	MA + 0.038 USD/kWh
	Large customers	MA + 0.034 USD/kWh
	MV customers (275-500 KVA)	MA + 0.025 USD/kWh
	MV customers (501-1000 KVA)	MA + 0.022 USD/kWh
	MV customers (1001-3000 KVA)	MA + 0.018 USD/kWh
	MV customers (> 3000 KVA)	MA + 0.015 USD/kWh

Other Provinces

Province	Category	Electricity Tariff
Siem Reap	Small customers	820 Riel/kWh
	Medium customers	800 Riel/kWh
	Large customer	750 Riel/kWh
	MV customers	700 Riel/kWh
	Shu Jing Electronics company	600 Riel/kWh
	Licensees and hole sale customers	600 Riel/kWh
Banteay Meanchey	Small customers	1,000 Riel/kWh
	Medium customers	900 Riel/kWh
	Large customer	850 Riel/kWh
	MV customers	750 Riel/kWh
	Licensee and hole sale Customer	600 Riel/kWh
Battambang	Small customers	1,000 Riel/kWh
	Medium customers	900 Riel/kWh
	Large customers	850 Riel/kWh
	MV customers	750 Riel/kWh
	Licensees and hole sale customers	600 Riel/kWh
Takeo	Small customers	920 Riel/kWh
	Medium customers	0.1825 USD/kWh
	Large customers	0.1730 USD/kWh
	MV customers	0.1655 USD/kWh

Province	Category	Electricity Tariff
Svay Rieng (Bavet)	For all customers	650 Riel/kWh
	MV customer	0.1150 USD/kWh
Kampot (Kampong Trach)	For all customers	1,100 Riel/kWh
	MV customers	0.1150 USD/kWh
Prey Veng	For all customers	1,220 Riel/kWh
Stung Treng	For all customers	980 Riel/kWh
Rattanak Kiri	For all customers	670 Riel/kWh

Note: * MA: IPP's monthly average price in the month before last.

**MV: Medium Voltage customers

Source: MIME as of November 2011

Water cost

Category		Water Tariff/m³	Authority
Phnom Penh City			
Residential	From 0m³ To 07m³	550 Riel/m³	Phnom Penh Water Supply Authority (PPWSA)
	From 08m³ To 15m³	770 Rile/m³	
	From 16m³ To 50m³	1,010 Riel/m³	
	Over 51m³	1,270 Riel/m³	
Institution & Community		1,030 Riel/m³	
Business-Industrial	From 0m³ To 100m³	950 Riel/m³	
	From 101m³ To 200m³	1,150 Riel/m³	
	From 201m³ To 500m³	1,350 Riel/m³	
	Over 501m³	1,450 Riel/m³	
Siem Reap (Siem Reap)			
Residential	From 1m³ To 07m³	1,100 Riel/m³	Siem Reap Water Supply Authority
	From 08m³ To 15m³	1,500 Riel/m³	
	From 16m³ To 30m³	1,800 Riel/m³	
	Over 31m³	2,000 Riel/m³	
Business-Industrial	From 0m³ To 50m³	1,900 Riel/m³	
	From 51m³ To 150m³	2,400 Riel/m³	
	From 151m³ To 350m³	2,900 Riel/m³	
	From 351m³	3,400 Riel/m³	
Sihanoukville (Preah Sihanouk)			
Category1	From 01m³ To 07m³	1,500 Riel/m³	Preah Sihanouk Water supply
Category 2	From 01m³ To 07m³	1,500 Riel/m³	
	From 08m³ To 15m³	1,800 Riel/m³	
Category 3	From 1m³ To 07m³	1,500 Riel/m³	
	From 08m³ To 15m³	1,800 Riel/m³	
	From 16m³ To 30m³	2,000 Riel/m³	
Kampong Cham (Kampong Cham)			
Residential	From 0m³ To 10m³	500 Riel/m³	Kampong Cham Water Supply
	Over 11m³	900 Riel/m³	
Business- Industrial- institution		1,500 Riel/m³	

Location (Province)	Water Tariff/ m ³	Authority
Battambang Town (Battambang)	1,500 Riel/m ³	Battambang Water Supply
Pursat Town (Pursat)	1,600 Riel/m ³	Pursat Water Supply
Kampot Town (Kampot)	1,400 Riel/m ³	Kampot Water Supply
Svay Rieng Town (Svay Rieng)	1,200 Riel/m ³	Svay Rieng Water Supply
Kratie Town (Kratie)	1,400 Riel/m ³	Kratie Water Supply
Steung Treng Town (Steung Treng)	1,500 Riel/m ³	Steung Treng Water Supply
Banlong Town (Rattana Kiri)	1,500 Riel/m ³	Ratanakiri Water supply
Kampong Chhnang Town (K. Chhnang)	1,600 Riel/m ³	Kampong Chhnang Water Supply
Prey Veng Town (Prey Veng)	1,200 Riel/m ³	Prey Veng Water Supply
Stuong Town (Kampong Thom)	1,500 Riel/m ³	Stuong Water Supply
Tang Krasang (Kampong Thom)	1,500 Riel/m ³	Tang Krasang Water Supply
Down Keo Town (Takeo)	2,000 Riel/m ³	Private company
Chba Morn Town (Kampong Speu)	1,650 Riel/m ³	Private company
Sereysophorn Town (Banteay Meanchey)	1,800 Riel/m ³	Private company
Preah Vihea Town (Preah Vihea)	1,800 Riel/m ³	Private company
Sang Kat Pailin (Pailin)	2,000 Riel/m ³	Private company
Khemarapumin Town (Koh Kong)	1,800 Riel/m ³	Private company

Source: MIME as of September 2012

Gas tariff

Category	Tariff
For domestic use	USD 20.00/15kg (small gas cylinder) USD 62.00/48kg (large gas cylinder)
For industrial use	USD 19.00/15kg (small gas cylinder) USD 60.00/48kg (large gas cylinder)

Source: Modern Selling Gas Shop in Phnom Penh as of November, 2012

Fuel cost (For Transport Use)

Category	Cost (per liter)
- Premium Petrol	USD 1.388 = 5,550 Riel
- Regular Petrol	USD 1.313 = 5,250 Riel
- Diesel	USD 1.275 = 5,100 Riel

Source: Caltex Station as of November, 2012

VIII-5 Telecommunication cost**Telephone tariff (Fixed Phone)**

Camintel	Web: www.camintel.com/index.html Phone: + 855 23 986-789	E-mail: sales@camintel.com Fax: + 855 23 986-277
Connection Fee/line		USD 15.00
International Call Deposit (IDD Deposit)		USD 150.00
Maintenance Fee		USD 5.00
Local Call	To Camintel	USD 0.01
	To other fixed phone	USD 0.04
	To mobile phone	USD 0.06
Long Distance Call	To Camintel	USD 0.02
	To other fixed phone	USD 0.04
	To mobile phone	USD 0.06
International Call		
Destinations	Weekday (USD)	Weekend (USD)
Border countries	0.82/min.	0.66/min.
Asian countries	0.90/min.	0.72/min.
North America & Europe	0.98/min.	0.79/min.
Other countries	1.14/min.	0.97/min.

Source: Camintel (www.camintel.com/index.html)

Telephone tariff (Mobile Phone)

Cellcard (Mobitel)	Web: www.cellcard.com.kh	E-mail: helpline@mobitel.com
	Phone: +855 12 800 800	Fax: + 855 12 801 801
SIM no. (First three digits)	012/ 017/ 077/ 078/ 089/ 092/ 095	
Tariff within network	6:00-22:59: USD 0.07/min. 23:00-5:59: USD 0.05/min.	
Tariff across network	24hours: USD 0.08/min.	
Tariff international call	24hours: (IDD call/ 007) USD 0.20/min.+ IDD charges 24hours: (International call (177)) - USD 0.10-0.15/min: Asia, USA, Canada, EU. Australia - USD 0.25-0.35/min: Rest of the World	

Metfone	Web: www.metfone.com.kh	E-mail: vtc.admin@gmail.com
	Phone: +855 23 6200 014	Mobile: + 855 97 9097 097
SIM no. (First three digits)	088/ 097	
Tariff within network	Normal time: USD 0.06-0.065/ min. 18:00-20:00: USD 0.065-0.07 / min. 22:00-6:00: USD 0.05/ min.	
Tariff across network	Normal time: USD 0.08 / min.	
Tariff international call	USD 0.10-0.25 / min. ("178" + country code)	

Beeline	Web: www.beeline.com.kh	E-mail: cs@beeline.com.kh
	Phone: +855 90 999 611	Fax: -----
SIM no. (First three digits)	066/ 067/ 068/ 090/060	
Tariff within network	USD 0.05-0.08 /min.	
Tariff across network	USD 0.067-0.105 / min.	
Tariff international call	USD 0.06-0.12/min. ("179" + country code)	

Mfone	Web: www.mfone.com.kh	E-mail: sales@mfone.biz
	Phone: +855 23 300 101/011 800 800	Fax: + 855 23 358 899
SIM no. (First three digits)	011/ 061/ 076/ 085/ 099	
Tariff within network	24hours: USD 0.05-0.07 /min.	
Tariff across network	24hours: USD 0.07/ min.	
Tariff international call	Start from USD 0.20 + MPTC rate ("165" + country code)	

Smart Mobile	Web: www.smart.com.kh	E-mail: info@smart.com.kh
	Phone: +855 10 201 000 /010 200 888	Fax: + 855 23 868 882
SIM no. (First three digits)	010/ 069/ 070/ 086/ 093/ 098/096	
Tariff within network	24hours: USD 0.05/ min.	
Tariff across network	24hours: USD 0.06-0.08 / min.	
Tariff international call	USD 0.07-0.50 / min. ("+" +country code)	

Broadband internet charge

Comintel		Web: www.comintel.com	E-mail: sales@camintel.com
		Phone: +855 23 998 998	Fax: + 855 23 986 277
KTC@ Biz /Fiber Optic	512 kbps (unlimited)	USD79/month	Note Optical fiber Free 5 mailboxes Extra mailboxes: USD3/box Free modem configuration Rates are subject to change without prior notice. All prices are excluded VAT.
	1 Mbps (unlimited)	USD119/month	
	2 Mbps (unlimited)	USD199/month	
	>= 3Mbps (unlimited)	Negotiable	

Online		Web: www.online.com.kh	E-mail: Sales@online.com.kh
		Phone: +855 23 727 272	Fax: + 855 23 727 777
256 kbps (unlimited)	USD69/month	Note Free 30 mailboxes (100 mb storage, 5mb web space) Purchase a modem: ADSL USD88, WiMAX USD349 Rental a modem: ADSL USD8/month, WiMAX: USD8/month	
512 kbps (unlimited)	USD99/month		
1 Mbps (unlimited)	USD149/month		
2 Mbps (unlimited)	USD249/month		

Mekong Net		Web: www.mekongnet.com.kh	E-mail: sales@corp.mekongnet.com.kh
		Phone: +855 23 226 622	Fax: + 855 23 224 500
256 kbps (unlimited)	USD85/month	Note Free 20 mailboxes (400 mb storage, 10mb web space, 1IP) One time installation fee USD 35-40 for ADSL and WiMAX Rental a modem of WiMAX: USD10/month All prices are fixed. All prices are excluded VAT.	
512 kbps (unlimited)	USD145/month		
1 Mbps (unlimited)	USD255/month		
Over 1.5Mbps (unlimited)	USD149/month		

Ezecom		Web: www.ezecom.com.kh	E-mail: websales@ezecomgroup.com.kh
		Phone: +855 23 888 181	Fax: + 855 23 882 961
256 kbps (unlimited)	USD35/month	Note Free 20 mailboxes (400 mb storage, 10mb web space, 1IP) One time installation fee USD 35-40 for ADSL and WiMAX Rental a modem of WiMAX: USD10/month All prices are fixed. All prices are excluded VAT.	
512 kbps (unlimited)	USD69/month		
1 Mbps (unlimited)	USD99/month		
3 Mbps (unlimited)	USD245/month		

Metfone		Web: www.metfone.com.kh	E-mail: vtc.admin@gmail.com
		Phone: +855 23 6200 014	Mobile: + 855 97 9097 097
512 kbps (ADSL)	USD20/month	Note Access to www.metfone.com.kh for getting price promotion. Deposits are required according to service and speed. Installation fee is USD50.00 All prices are excluded 10% VAT.	
1 Mbps (FTTH)	USD65/month		
2 Mbps (FTTH)	USD100/month		
4 Mbps (FTTH)	USD265/month		

EMAXX 4G Broadband		Web: www.emaxxtelecom.com	E-mail: support@emaxxtelecom.com
		Phone: +855 23 99 98 18	Mobile: +855 018 32 32 81
512 kbps (unlimited)	USD59/month	Note: The Connection is 4G CPE, via WiMAX, Optical Fiber and Satellite The price is fixed-priced with no extra charges All prices are net and inclusive of VAT	
1 Mbps (unlimited)	USD89/month		
2 Mbps (unlimited)	USD149/month		
4 Mbps (unlimited)	USD309/month		