



FOCUS:
OPPORTUNITIES
 柬埔寨商机无限
IN CAMBODIA



Royal Palace, Cambodia 柬埔寨皇宫

A Note From CEO

Warmest Greetings from K-Konsult!



Mr. LL Koong
 CEO, K-Konsult Group
 孔令龙先生
 凯翔咨询集团首席执行官

After our successful launch and overwhelming response to our 1st of its kind tax and professional sms alert services, kALERT, we have continually endeavour to provide our most valued clients and associates with another value added service in line with the objectives of K-Konsult, i.e. empowered by knowledge. We have great pleasure to present to you our brand new newsletter – kNEWS.

kNEWS aims to equip our most valued clients and associates with current useful business information and some industry updates, so that you can always stay ahead in this challenging business world.

Globalisation and liberalization draw us closer to more intense competition from transnational corporations and other nations across the globe. We must now face off against regional economies much competitive than ours. Therefore, continuous improvement is necessary to ensure that we are able to constantly stay ahead in the commercial rat race. Companies must adapt to the challenging new global environment and should continue to expand their businesses by venturing into new market, broadening their export base and increasing their networking in order to achieve the desired results.

In this 1st issue, we would like to share with you some updates of the Kingdom of Cambodia and the guarantee schemes of Malaysian Government. We hope you will gain some understanding from these issues and happy reading!

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The Signing of MOU 签署合作备忘录仪式

Phnom Penh Hotel, Cambodia on April 3, 2009
于2009年4月3日假柬埔寨金边大酒店

អរមហោសាន
ពិធីចុះហត្ថលេខាលើអនុស្សរណៈយោគយល់
រវាង
ក្រុមហ៊ុន K-KONSULT CORPORATION SDN. BHD
និង
ក្រុមហ៊ុន APLUS CONSULTING CO., LTD
ស្តីពីការចូលរួមគ្នាបង្កើតក្រុមហ៊ុន K-KONSULTAPLUS CO., LTD
ក្រោមអធិបតីភាពដ៏ខ្ពង់ខ្ពស់របស់ ឯកឧត្តម ច័ តាយី
ប្រធានក្រុមប្រឹក្សាជាតិគណនេយ្យ និងជា
អនុរដ្ឋលេខាធិការ នៃក្រសួងសេដ្ឋកិច្ច និងហិរញ្ញវត្ថុ

MEMORANDUM OF UNDERSTANDING
between
K-KONSULT CORPORATION SDN., BHD
and
APLUS CONSULTING CO., LTD
Under a joint affiliation to establish
K-KONSULTAPLUS CO., LTD
Presided over by H.E. NGY TAYI,
Chairman of National Accounting Council,
Under Secretary of State of Ministry of Economy and Finance

រាជធានីភ្នំពេញ, ថ្ងៃទី០៣ ខែមេសា ឆ្នាំ២០០៩

PHNOM PENH HOTEL, CAMBODIA, April 03rd, 2009



Mr. LL Koong, CEO of K-Konsult Group
凯翔咨询集团首席执行官孔令龙先生



H.E. Ngy Tayi, Under Secretary of State of the Ministry of Economy and Finance cum Chairman of National Accounting Council of Cambodia
柬国经济及财政副部长暨国家会计理事会主席
H.E. Ngy Tayi

Exploring Cambodia Market

The signing of the Memorandum of Understanding (MOU) was successfully sealed on April 3, 2009, between K-Konsult Group, Malaysia and Aplus Consulting Co., Ltd, Cambodia, under a joint affiliation to establish K-KonsultAplus Co., Ltd. The MOU took place at the Phnom Penh Hotel, Cambodia.

The MOU augurs well for the two organizations to join forces to propel growth in developing new business opportunities by providing professional services for the multinational organizations now mushrooming in Cambodia.

进军柬埔寨新兴市场

马来西亚凯翔咨询集团 (K-Konsult Group) 与柬埔寨 Aplus Consulting Co., Ltd. 于2009年4月3日假柬埔寨金边大酒店签署合作备忘录, 联合成立K-KonsultAplus Co., Ltd. 以共同开拓柬埔寨专业咨询服务业的市场, 为柬埔寨经济成长与发展作出贡献。

Visit www.k-konsultgroup.com for more.
欲知更多详情, 请浏览www.k-konsultgroup.com

Opportunities in Cambodia 柬埔寨商机无限

As reported in the Malaysian SME Annual Report, Malaysian SMEs account for 99.2% of total business establishments but the SME sector contributed only 32% of real gross domestic product (GDP) and 19% of total exports. Therefore, there is vast opportunity to increase SMEs contributions to the domestic economy and compete globally.

In recent years, opportunities abound across the globe, export strategy has become increasingly important for SMEs. Due to the central roles of SMEs in the economy and in job creation, taking advantage of trading opportunities can have an impact beyond the performance of an individual firm. To realize the full potential of export strategy, SMEs must be able to address challenges in export markets successfully, more so in emerging markets such as Cambodia.

根据马来西亚中小企业报告显示，马来西亚的中小企业占企业总数的99.2%。唯中小企业在国内生产总值只占32%，出口总额占19%。为此，中小企业在推动国家经济成长及拓展国际市场的机会尚存有庞大的提升空间。

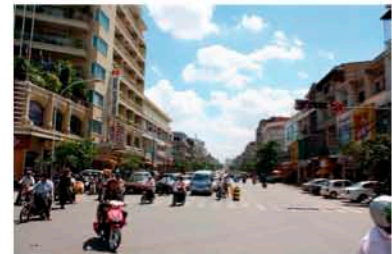
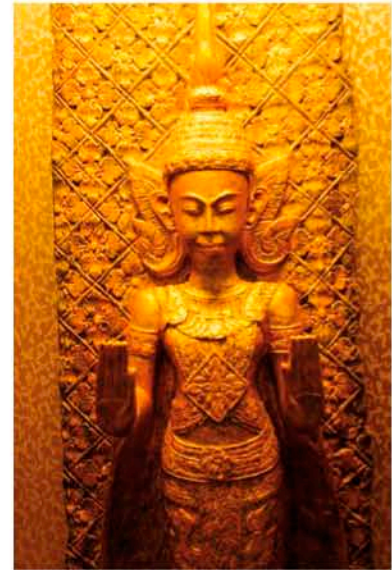
近年来，全球经济环境处处蕴藏商机，制定必要的出口营销战略对中小企业是非常重要的。基于中小企业在国家经济发展及创造就业机会起着举足轻重的作用，进军国际市场将能加强企业的营销表现。有鉴于此，中小企业必需提高自身竞争力和规模，具备走进国际市场的能力，尤其以周边新兴市场为支撑，就如投资在柬埔寨这个新兴市场。

Welcome to Cambodia and explore the possibilities!

Cambodia offers a strong opportunity for investment, supported by rapid economic growth, political and policy stability, and an improving legal framework. The country holds the potential to become one of Asia's top tourism destinations as well as significant exporter of soft commodities and food products. Despite the severe slowdown in the global economy, since 1999 the Cambodian economy has remained dynamic relative to most Asian economies. Cambodia's GDP growth shows the positive sign of development and improvement in various sectors. With its free market economy, Cambodia's investment policies and incentives rank among the most business-friendly in the world's Least Developed Countries.

投资柬埔寨 路走对了！

柬埔寨经济持续快速平稳的发展、政局保持稳定以及日趋改善的法律规格提供外资良好的投资环境。柬国未来拥有无限的潜能成为亚洲最瞩目的旅游观光景点及主要的产品期货和食品出口国。尽管面临全球经济低迷，但与亚洲经济的发展相比，柬埔寨的经济自1999年以来持续保持突破性的成长。国内生产总值在各领域保持正成长。目前，柬埔寨所实行的自由市场经济体制、对外开放政策以及为外资提供优惠的投资配套和奖掖，可说是在全球不发达国家中最亲善友好的国家。



Upcoming Event
活动预告

Trade Mission to
Phnom Penh, Cambodia

柬埔寨金边投资贸易代表团

Organized by 主办单位：
K-Konsult Group 凯翔咨询集团

Objectives :

- To identify profitable opportunities and new markets.
- To gain additional market knowledge for future expansion and increase export potential.
- To find potential partners, agents and distributors, and joint venture partners.

目的：

- 探索及开拓有盈利潜能的新兴市场。
- 增加对市场的认知以扩展生意版图，提高出口的潜在机会。
- 寻找有合作潜质的伙伴、代理和批发商以及联盟伙伴。

Opportunities in Cambodia 柬埔寨商机无限



Phnom Penh International Airport
金边国际机场



Angkor Wat 吴哥窟

Why Cambodia

- The Greater Mekong Subregion is one of the fastest-growing subregions in the world.
- Cambodia has sustained rapid growth over the past few years.
- Liberal foreign ownership laws, low taxes, favorable trade and investment privileges.
- Favorable demographics; youthful population; inexpensive labor force.
- Under-utilized land, water, and natural resources (significant potential for oil and gas, minerals, agricultural commodities, food processing, biofuels, light manufacturing, hydropower, tourism etc.).
- Increasingly stable political structure and outlook; consistent investment policies.
- Opportunity to inexpensively access and build Cambodia's future "blue chips" ahead of upcoming stock market launch.

为何选择柬埔寨

- 柬埔寨位于大湄公河经济圈 - 全球经济成长最蓬勃的区域之一。
- 近年来，柬埔寨的经济持续快速成长。
- 采取开明的外交政策、低税率、优惠的商业及投资配套。
- 人口结构丰厚、为年轻人居多；提供廉宜且低工资的人力资源。
- 未充分开发的土地、水源及自然资源（特别于石油及天然气、农产业、食品加工、生物燃料、轻工业、水电力及旅游业等）。
- 政治结构趋向稳定，并持续提供良好的投资政策。
- 柬埔寨股票交易所预料即将开始运作，提供了较低廉的上市费用。



Killing Fields 处决场

Cambodia in Brief

Population : Approximately 15 millions (Khmer 90%, Chinese and Vietnamese 6%, others 4%)

Major Industries : Garments/textiles, tourism, construction, beverage, food processing and wood processing

Currency :
Official currency : Riel (Exchange rate : USD 1 = 4,000 riels)
US dollar is widely accepted

Principal Foreign Commercial Investors : Malaysia, Taiwan, U.S., China, Korea, Hong Kong, Singapore, and Thailand

Foreign Relations : Cambodia is a member of the United Nations, the World Bank, the International Monetary Fund, the ASEAN, and joined the World Trade Organization (WTO) on October 13, 2004

柬埔寨概况

人口结构：约1千5百万人口（柬埔寨族90%、华裔及越南裔6%、其他4%）

主要工业：纺织业、旅游业、建筑业、饮料、食品加工及木材加工

汇率：柬币（兑换率：1美元 = 4千柬币）；美元是商业交易的通用货币

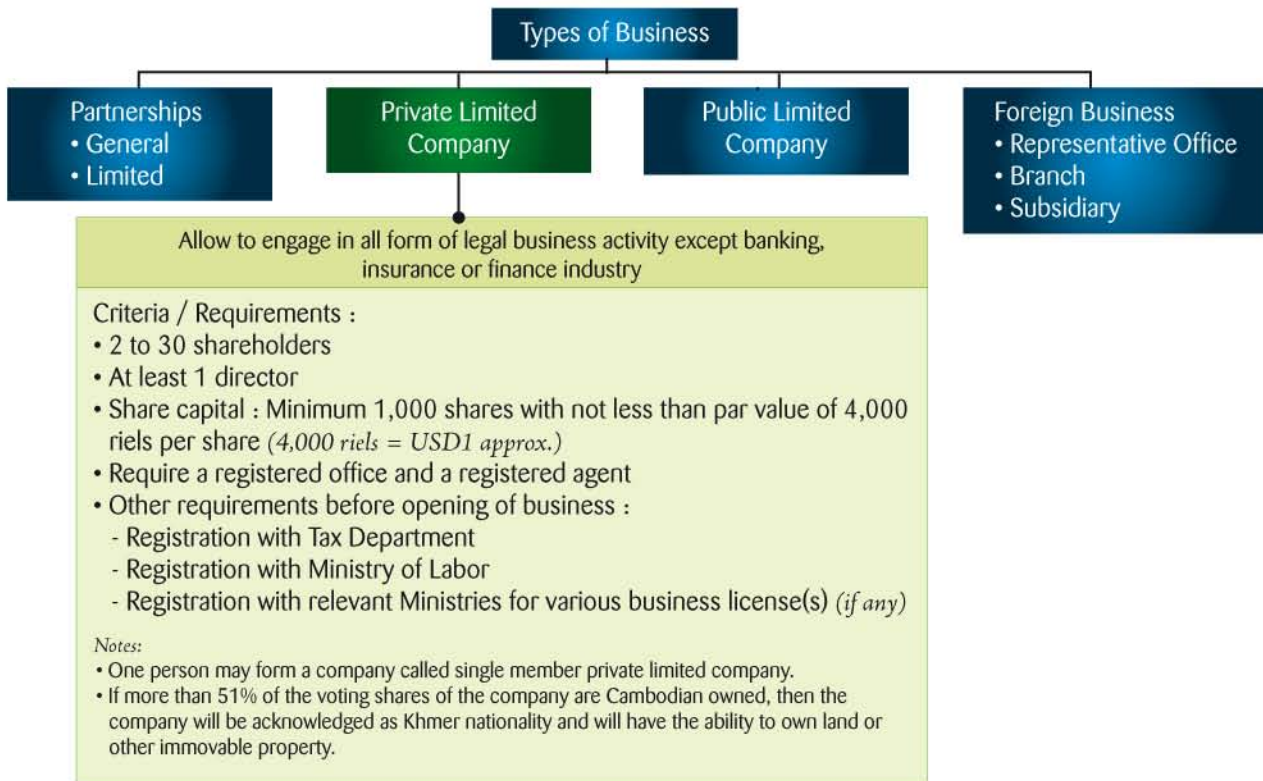
主要贸易国：马来西亚、台湾、美国、中国、韩国、香港、新加坡及泰国

对外政策：柬埔寨是联合国、世界银行、国际货币基金组织及东协的成员。于2004年10月13日加入世界贸易组织。

Cambodia in a Nutshell 柬埔寨一览

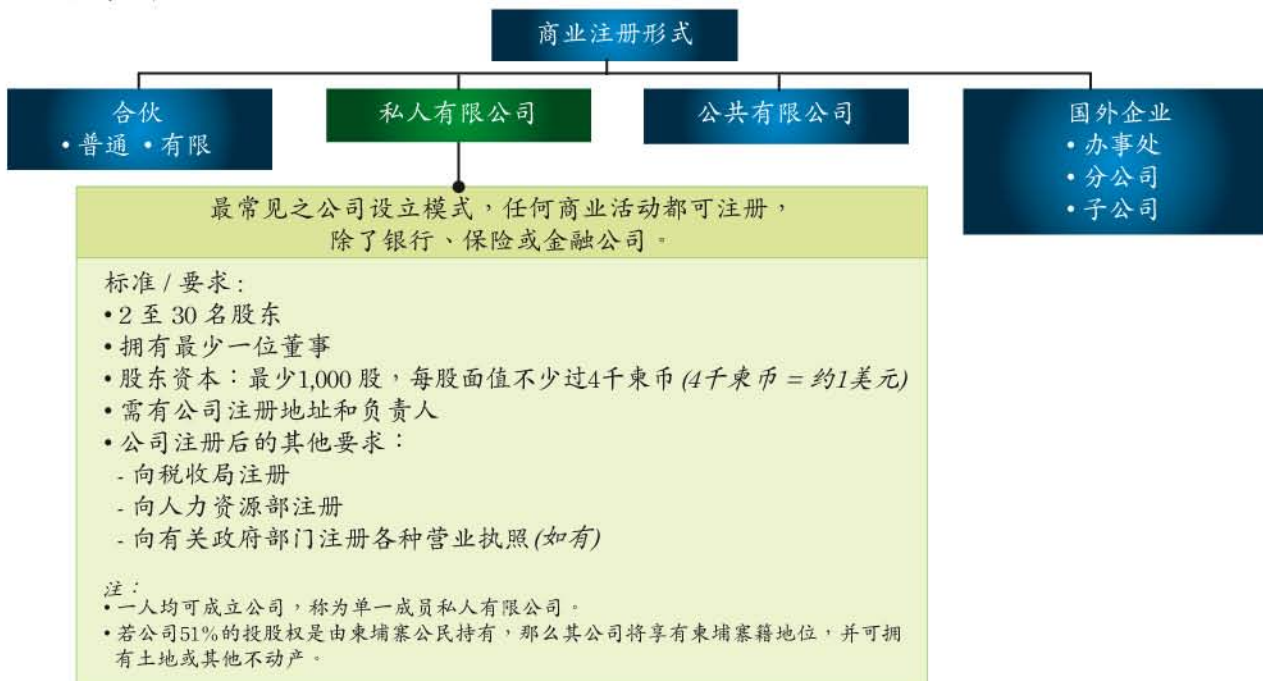
Conducting Business in Cambodia

The companies' law regime in the Kingdom of Cambodia is governing by the Law on Commercial Enterprises ("The Law"). Allowable business forms to be registered at the Ministry of Commerce ("MOC") are as follows:



注册柬埔寨公司

所有在柬埔寨投资的企业必须向柬埔寨商业部登记注册，并遵守《商业企业法律》。在柬国，可接受的商业注册形式如下：



Taxation 税务政策

Under the Cambodia Law on Taxation, most foreign investments and foreign investors will be affected by the following taxes :

- Tax on Profit
- Minimum tax
- Withholding tax
- Value Added tax
- Import Duties
- Tax on Salary

There are also various other taxes that affect certain investors, including :

- Accommodation Tax
- Specific Tax on Certain Merchandise and Services
- Tax for Public Lighting
- Other Taxes

Further, the Cambodia's Investment Law is offers the following incentive for a Qualified Investment Projects (QIP) recognized or registered with the Council for the Development of Cambodia (CDC) :

- An exemption of Minimum Tax
- Tax on profit holidays of up to six years
- Full import duty exemptions for export-oriented projects
- Free repatriation of profits
- No nationalization and price control
- Five years losses carried forward

在柬埔寨税法令下，多数的外国投资者和外商都需缴交以下的税务：

- 盈利税
- 基本税率
- 预扣税
- 加值营业税
- 进口税
- 员工薪资税

同时，部分行业的投资者将被征收其他相关的税务包括：

- 住宿之税务
- 部分商品及服务之特别税
- 酒类与烟草税
- 其他税务

此外，柬埔寨投资法令也提供优惠奖励予被核准或注册于柬埔寨发展理事会的合格投资计划：

- 豁免缴交基本税率
- 享有长达6年的免税期
- 豁免经营出口贸易项目之进口税
- 所赚盈利可全额汇回国
- 保证不实行国有化及允许企业自主决定价格
- 5年亏损抵消政策

Auditing 审计

According to a regulation issued by Ministry of Economy and Finance in 2007, the definition of a business entity that is subjected to auditing are those meeting at least two of the following criteria :

- (1) Having annual business turnover above 3 billion riels (equiv. USD 750,000*);
- (2) Having total assets above 2 billion riels (equiv. USD 500,000*); and
- (3) More than 100 employees.

* Note : Based on the exchange rate of 4,000 riels = USD1

根据2007年经济及财政部公布的准则，凡符合以下其中两项标准的企业必需进行财务审计：

- (一) 年度销售总额超过30亿柬币（约75万美元*）；
- (二) 总资产超过20亿柬币（约50万美元*）；及
- (三) 雇用员工超过100位。

*注：依据汇率4千柬币 = 1美元



Malaysian Government's Credit Guarantee Scheme Benefits SMEs

马来西亚贷款担保计划 • 中小企业受益

The Government of Malaysia announced two schemes worth RM10 billion, under the Second Economic Stimulus Package (or Mini Budget) to provide financing facilities to Malaysian companies, especially SMEs in facing the global economic crisis. The two schemes are Working Capital Guarantee Scheme (WCGS) and Industry Restructuring Loan Guarantee Scheme (IRLGS). The Government will guarantee 80% of the financing.

在第二经济振兴配套（或称迷你预算案）马来西亚政府宣布提供总额100亿令吉的营运资本担保计划(WCGS)与工业重组贷款担保计划 (IRLGS)，以协助解决中小企业融资问题。政府则将承担高达80%的担保。

	Working Capital Guarantee Scheme	营运资本担保计划
Objective 目的	<ul style="list-style-type: none"> To assist viable companies to gain access to working capital financing to sustain their operations during the current challenging economic environment 	<ul style="list-style-type: none"> 协助中小企业提升生产网络，并改善营运成本以面对当前经济不景
Eligibility criteria 资格	<ul style="list-style-type: none"> Shareholders' funds less than RM20 million Not subsidiary of company with shareholders' funds more than RM20 million Malaysian owned companies 	<ul style="list-style-type: none"> 股东资本少过2千万令吉 公司股东资本不超过2千万令吉的子公司 由大马公民所持有
Financing limits 融资限额	<ul style="list-style-type: none"> Minimum: RM50,000 Maximum: Aggregate financing of RM10 million per company 	<ul style="list-style-type: none"> 最少：5万令吉 最高：1千万令吉
Purpose of financing 用处	<ul style="list-style-type: none"> The Scheme granted shall be for the purpose of financing business activities and not to refinance existing credit facilities 	<ul style="list-style-type: none"> 该融资只限于进行本地商业投资用途，不能用来偿还现有融资

	Industry Restructuring Loan Guarantee Scheme	工业重组贷款担保计划
Objective 目的	<ul style="list-style-type: none"> To assist viable medium and large enterprises to secure financing to modernise and upgrade business operations, particularly in the area of greater automation, increased productivity, energy efficiency and green technology 	<ul style="list-style-type: none"> 协助中型及大型企业提高工业生产力与增值力，以加强及现代化公司营运，尤其鼓励使用能源效能与绿色科技
Eligibility criteria 资格	<ul style="list-style-type: none"> Malaysian-owned companies (at least 51%) 	<ul style="list-style-type: none"> 由大马公民所持有 (至少51%)
Financing limits 融资限额	<ul style="list-style-type: none"> Minimum: RM50,000 Maximum: Aggregate financing of RM50 million per company 	<ul style="list-style-type: none"> 最少：5万令吉 最高：5千万令吉
Purpose of financing 用处	<ul style="list-style-type: none"> The Scheme granted shall be for the purpose of financing business activities and not to refinance existing credit facilities 	<ul style="list-style-type: none"> 该融资只限于进行本地商业投资用途，不能用来偿还现有融资

K-Konsult Group's Management Team Visit to Phnom Penh, Cambodia

凯翔咨询集团管理层 ~ 柬埔寨金边之旅 April 2 - 4, 2009

Having recently visited Phnom Penh's Toul Sleng genocide museum, a former Khmer Rouge prison, known as S-21, in the height of UN assisted genocide tribunal for war crime, thus making the trip truly unforgettable. Our visit was not complete without visiting the Killing Fields of Choeng Eik.

一个炎热的下午，我们踏入金边历史博物院，即前红高棉时期的S-21监狱，展开一趟生命之旅。同时，我们也不忘了参观红高棉政权的处决场。这个旅程让我们真正体会生命的可贵！



Toul Sleng Museum 历史博物院

Futsal Game 室内足球运动 March 28, 2009 • Kompleks Sukan Total Futsal



The winner 冠军队伍

Celebrating January - April Birthdays 庆祝1-4月份生日



Jan - Feb



Mar - Apr

News Briefs 新闻快讯

SSM Supporting Government's Economic Stimulus Package
大马公司委员会响应政府经济振兴措施

SSM has announced on 31 March 2009 that over 4.9 million Companies and Businesses were to benefit from reduction and waiver of selected prescribed fees effective from 1 April 2009 until 31 March 2010, i.e. incorporation of new companies, increase of authorized share capital etc.

大马公司委员会(SSM)于2009年3月31日宣布超过490万间公司和企业将享有注册与服务费的优惠折扣，生效期为2009年4月1日至2010年3月31日。所提供的折扣优惠包括注册新公司、增加注册资本等。

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Cambodia 柬埔寨

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