

The International Business Chamber of Cambodia
(IBC)

Regular General Meeting on January 11th



ATTENDANCE:

N	Company	Representative
1	A2A Town	Takeshi Izuka
2	ACLEDA Bank	So Phonnary
3	Advancing Engineering Consultants	Seng Sona
4	ANZ Royal Bank	Leonie Lethbridge
5	Arakawa	Kheng Ngun
6	Arup	Thomas Zazworka
7	BDO Cambodia	So Kunthea
8	Bun & Associates	Sopheap Nou
9	Cambodia Mekong Bank Public Limited	Paul Clements
10	Cambodia Public Bank Plc	Ong Ming Teck
11	CAMFEBA	Chea Dalya
12	Campu Lonpac Insurance Plc	Chan Lek Wei
13	Canadia Bank	Sokleng Hong
14	DFDL	Chris Robinson
15	Emerging Market Consulting	David Totten
16	General Electric	Dararith Lim
17	Hagar Catering & Facilities Management Co., Ltd	Rapytha Bonamy
18	Hagar Catering & Facilities Management Co., Ltd	Leakkhana
19	Himawari Hotel & Apartment	Kim Monyrath
20	Hotel Cambodiana	Stefan William
21	International Business Chamber of Cambodia	Keo Sotharorth
22	International Business Chamber of Cambodia	Chhum Sophorn
23	International Business Chamber of Cambodia	Bun Seyhak
24	International Business Chamber of Cambodia	Seng Vitou
25	International Business Chamber of Cambodia	Saroeun Socheata
26	Intra Co.	Han Rutten
27	Ivanna Investments	Immy Paujwavi
28	JTI	Theary Ouch

29	JTI	Comac O'Rourke
30	Magnus Mining International	Richard Stanger
31	Manulife (Cambodia) Plc	Robert Elliott
32	Mekong Strategic Partners	David Marshall
33	Mitsubishi Corporation	Jun Arii
34	NTT Communications	Sor Vanthy
35	Property Care Services (PCS) Cambodia	Peter Ang
36	Petrolchemicals (Cambodia) Refinery Ltd.	Vinojit Ambalavaner
37	Premium Auto Import Co. ltd	Ly Leakhena
38	Prudential (Cambodia) Life Assurance Plc.	David Nutman
39	PSE	Samnang Phok
40	Quantum	Julian Rake
41	R & T Sok & Heng Law office	Ly Sopoivichny
42	R & T Sok & Heng Law office	Yean Somany
43	Safeguards	Thorn Sina
44	Sciaroni & Associates	Bretton G. Sciaroni
45	SEA Globe	Tassilo Brinzer
46	SEA Globe	Paul Weinert
47	Shift360	Pierre Tami
48	Smart Axiata	Jonathan Yap
49	Sofitel Phokeetra Hotels	Michelle Signson
50	Sok Xing & Hwang	Sok Lor
51	Sunrise Japan Hospital	Srey Sasothalin
52	Thai Business Chamber in Cambodia (TBCC)	Tui Rutten
53	TUV Rheinland	Mahbubur Rarhid Sadi
54	TUV Rheinland	Mali Thanaporn Grimaud
55	Vtrust Property	Frank Sokh
56	Wing (Cambodia) Limited Specialized Bank	Jojo Malolos
57	Worldbridge	Jim Swander

1. Chairman's Welcoming Remarks- Bretton G. Sciaroni

The Chairman welcomes all the members to the meeting.

Approval of Minutes of RGM Meeting: December 07, 2016

The Chairman invites members to comment on the Minutes of the Regular General Meeting held on 7th December 2016. There is being none, the Minutes is approved *nem con.*

3. Reports from Private Sector Working Groups

Working Group D on Law, Tax and Governance- Bretton G. Sciaroni

The chairman mentions that Senior Minister H.E Dr. Aun Pormoniroth has promised to have the Working Group D meeting on the first quarter of 2017, so the Private Sector (PS) has to get in touch with the Minister about that.

In addition, Brett has the petition being translated by the IBC Secretariat in regard to the limited consultation on the STFO with the MoEF. There will meeting between selected groups of bankers, lawyers and the related parties to discuss about the issue and concerns regarding the implementation of STFO with the Ministry.

Additionally, Brett would like to ask Jonathan Yap from Smart Axiata to have an update on the Telecom Law consultation.

Jonathan Yap, from Smart Axiata, provides an update on developments in the Telecom Sector since the meeting with MoEF end of last year where certain concerns were raised, including the possible reduction of license duration and increase in regulatory costs and fees.

Pursuant to the Telecom Law being passed in 2015, there have been many regulatory reforms planned to be undertaken by the Ministry. However, in 2016 during the transition of the new Law, many of the draft sub-regulations were discussed but not able to be passed within the year. In 2017, it is expected that the Spectrum and, USO and Capacity Building / R&D Sub-Decrees may be released in the first of quarter of this year. Both these sub-regulations has been released for consultation with the private sector. A key concern of the Spectrum Sub-Decree is the duration of the current licenses moving forward. There are also possible changes in the license structure for spectrum and allocation of spectrum may move to a market-based assignment methodology. On the USO and Capacity Building / R&D Funds, the industry has raised concerns on the payment methodology of the fund i.e. payments must only be moving forward, while it was advocated that governance and transparent administration of the Funds are important. Based on the Law, all licensees will need to contribute 2% and 1% for both of the Funds. Based on whatever has been released in the draft, some of the industry concerns have been put forward including the scope, governance and administration of the fund. For all these Sub-Decrees, the private sector has submitted their official feedback to the draft and consultation sessions. Besides these Sub-Decrees, the Licensing Prakas which was expected to be released in December last year, could be now released within the first quarter for consultation with the private sector.

Jonathan also mentions that the Ministry of Post and Telecommunications continues to be very open to dialogue with the private sector. To date, there have been consultations with the private sector for new regulations that have been drafted and is

hopeful of the outcomes. There continues to be a lot of lobbying and engagement between the industry and the ministry as well.

4. Reports from the following IBC Sub-Committees

A. Sub-Committee on Education- David Marshall

David mentions that the policy paper in response to the education summit held in October is being prepared. Right now, the subcommittee is requesting the meeting to H.E Dr. Hang Chuon Naron for January. H.E Hang Chuon Naron did response positively which is really quick for the subcommittee to organize the meeting. Therefore, the subcommittee has gone back for the alternative date, on the 24th of January. The subcommittee will present the outcome of policy paper to the ministry. The subcommittee is not expecting big number of people for this event since it will be just the meeting and presenting policy paper to the ministry and giving feedbacks. Nevertheless, it is pleased if more people can come to the event. In case anyone is interested, ones can contact IBC secretariat. The secretariat will announce the date once it is finalized.

The chairman wonders whether the report has been finalizing at this point.

David responses that the report is in the editing line and will be put for the meeting presentation with the Minister of Education. After that, the policy paper will be done and available on IBC website.

B. Sub-Committee on Investment Promotion- Pierre Tami

- Update on Cambodia Business Summit 2017 14th 15th February 2017

Pierre would like to give the update on Investment Conference 2017 that the Brains Communication, the event management company, would also give the members detail updates. Anyhow, he would like to give the update on the World Economic Forum which will be held in Davos between 17 to 26 January and will be attended by Cambodia Prime Minister as well. There are many speaking slots and various sessions that probably the biggest exposure that the Cambodia government has. The forum will be unique attended by many leaders and Heads of States. Also, there are groups of Medias, NGOs and companies are interested in meeting with the Prime Minister and discuss the issues of investment in Cambodia. This is very exciting. Pierre will update about what have happened for the next RGM in February. Also, there will be business lunch, which is the advantage to meet the Prime Ministers, and there are more than one hundred delegates. The subcommittee will bring all the materials from this WEF for the upcoming investment conference here.

Paul, from SEA Globe, mentions that the publication about the Cambodia Business Summit will be released this year. Therefore, he would like to call for any member interested in joining as a team for this work.

Pierre informs the members that there is website for Cambodia Business Summit which contains all the detail of the event. In this chance, Pierre also mentions that some slots for sponsorship are still available. Those who are interested, ones can contact Vitou and Paul for more detail.

- German Business Group Brief: 16th February 2017- Tassilo Brinzer

Tassilo, from SEA Globe updates the information about the German Business Group Brief which will be happening on 16th February 2017. Basically, the German companies are invited. There will be discussion in general as an overview of the investment in Cambodia presented by him. There will be the discussion about the telecommunication in Cambodia which is quite unique and different from other countries in the region. Plus, there will be the talk on automotive industry, which is German car plan issue and all general car plans in Cambodia. Also, there is the talk about the Cambodia position in the region. These are very good examples that can bring more people to Cambodia.

Another thing, Tassilo mentions that the SEA Globe is quite active in social media for the upcoming business summit which includes private network such as blog post and other media shares.

Vitou, from IBC secretariat provides the quick review of the Cambodia Business Summit website. There are agendas scheduled for both on 14th and 15th. Basically, there are number of special guests confirmed to join the event especially high profile people from the government. Members could go to website for more detail. In regard to the registration, members can find on the homepage. The fee for early bird is 300 USD until 14th January, and after that there will be 350 USD. For more information, members can contact her or IBC secretariat.

4. Special Guest Speaker Mr. Sok Lor “National Minimum Wage”

Mr. Sok Lor, who is the Secretary General and partner of Sok Xing & Hwang, delivers an informative presentation of the National Minimum Wage for 2017.

5. Adjournment to Lunch

Because there is no further question or other matters to be raised by the members, the Chairman thanks all the members for active participation in the meeting and thanks to Cambodiana Hotel for arrangement of the meeting. The meeting concludes at 1:00 pm on the same day.