



Exclusive Trip: The Boutique Opportunity

**Phnom Penh, Cambodia
2 April – 3 April 2018**

บริการทุกระดับประทับใจ



EXCLUSIVE BUSINESS TRIP

เจาะลึกโอกาสธุรกิจ โรงแรม และ ร้านอาหาร ในกัมพูชา

CAMBODIA

THE BOUTIQUE OPPORTUNITY

2 - 3 เมษายน 2561 (2 วัน 1 คืน)

ณ กรุงเทพมหานคร ประเทศไทย

ไฮไลท์โปรแกรม

- ♦ สำรวจธุรกิจโรงแรมและร้านอาหาร ในทำเลศักยภาพอย่างเมืองพนมเปญ
- ♦ พุดคุยปรึกษากับผู้มากประสบการณ์จากภาครัฐและเอกชน
- ♦ ร่วม Exclusive Dinner Talk กับนักธุรกิจท้องถิ่นที่พร้อมหาหรือร่วมทางธุรกิจ

โอกาสสำหรับ

- ✓ ผู้ประกอบการธุรกิจโรงแรมและร้านอาหารที่สนใจขยายธุรกิจไปยังกัมพูชา

สิทธิพิเศษสำหรับลูกค้าธนาคารกสิกรไทย

ปิดรับสมัคร 9 มีนาคม 2561

ราคา 28,500 บาท ต่อ 1 ท่าน

สนใจกรุณาติดต่อผู้ดูแลความสัมพันธ์ลูกค้าผู้ประกอบการของท่าน
หรือทีมงานธุรกิจระหว่างประเทศที่

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Objective

- ▶ **To Explore Business Opportunity** in the new potential areas such as service sector in Cambodia
- ▶ **To Build a Platform** for Thai and Cambodian firms to build network and form potential business collaboration

Target Firms

- ▶ **Tourism business:** hotel, tour agencies
- ▶ **Retail:** restaurant, tutoring centers
- ▶ Other service sector firms

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Exclusive Trip in Cambodia (April 2-3, 2018)

Day 1 (April 2, 2018)

Day 2 (April 3, 2018)

Morning

Flight from Bangkok to Phnom Penh by Thai Airway (7.40-8.50 AM)

11:00-12:00 AM

- Visit **Vattanac Building**, The most luxury office and hotel in Phnom Penh.
Meeting with Mr. Sam Ang Vattanac

Lunch time

Afternoon

13:00 -15:30 PM

- Visit **One Park**, the new CBD of Phnom Penh)
- Visit **Koh Pich**

16:00 -17:00 PM

- Visit **Aeon Mall**
Lead by GM of Aeon, Mr. Sakami Ko

9:00 -12:00 AM @ Royal Thai Embassy

- Opening Speech By **Ambassador** of Thailand
- Discussion Panel:**
- Mr. Ritz. President of Hotel Association
- Oknha Cheng kheng: CEO of CPL RE Agency
- Mr. ING, Partner of Bun & Associates

13:00 -14:30 PM

- Visit **Trol Kork** , the new residential developing area of Phnom Penh & TK Avenue the popular community Mall
Lead by K. Jiranun,

15:00 -16:30 PM

- Visit **LYP Group's** new potential area in Phnom Penh
Meeting with Oknha Seng Nhak

18:30 -20:30 PM

Networking Dinner @ Topaz

Dinner @ Garden City Resort

Objectives

Company Visit

- Meeting with the key stakeholder to discuss the business opportunity
- Seeking for collaboration and partnership with local large corporations

Site Visit

- Observe the potential location in Phnom Penh
- Gain Knowledge from Expert who has been in Cambodia for many years.
- Understand the new development project, the major developers and what is the development trend in the Cambodia

Discussion Panel

- **Experience sharing** from local Cambodian companies about doing hotel business and running the business sustainably.
- **Knowing Opportunity & Challenges** to do business in Cambodia

Company Visit 1: Vattanac Group

“The **Top-Ten** Largest Family Group in Cambodia”

Activity

- *Discussion the Business Opportunity with Mr. Sam Ang Vattanac*
- Visit Rosewood Hotel, the most luxury hotel in Phnom Penh



Vattanac Building



Mr. Sam Ang Vattanac
The Executive Director of
Vattanac Group

Website:

<https://www.vattanaccapital.com/>

“The Iconic Commercial Building in Phnom Penh”

- Site visit location subject to change due to schedule of the facility and the trip’s overall schedule.

Company Visit 2: LYP Group

“The **2nd** Largest Family Group in Cambodia”

Activity

- *Discussion the Business Opportunity with Mr. Andy (Oknha Seng Nhak)*
- Visit Garden City Resort, the luxury hotel under LYP Group
- Understanding the LYP Mega Project to support SEA game in 2023



Mr. Andy (Oknha Seng Nhak)
The President of LYP Group:
 Son in Law of Owner

Website:

<http://www.lypgroup.com/>

Business Structure



Koh Kong Industrial Estate



Major Distributors & Trading
 Energy Drink, Cigarette, Car, etc



Royal Garden City

Company Visit 3: Aeon Mall



Aeon Mall



Aeon Mall 2

The most successful shopping mall in town

Activity

- Discussion with the trend of restaurant in the future *by Mr. Sakami Ko, General Manager of Leasing Department of Aeon Mall*
- Field Visit at Aeon Mall in order to know the Cambodian behavior
- Understanding the Aeon Mall Future Project

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Site Visit 1: One Park and Koh Pich



Koh Pich (Diamond Island)

The new development city; including luxury condominium, retail, casino

Characteristics

- **Business areas** : Convention Center, Exhibition Center
- **Luxury Residential Zone**
- **Expatriate areas for** Chinese, Korea and Japan



Exhibition Center



Residential zone in Koh Pich

**Presented by Mr. Sunny Soo
(Managing Director of Savills)**

who expertise in real estate market esp. in ASIA and *managed the luxury project in Koh Pich*



- Site visit location subject to change due to schedule of the facility and the trip's overall schedule.

Site Visit 2: Toul Krok & TK Avenue



Toul Krok: The new development area for local residents

Characteristics

- Mid – High End Residential Zone
- Surrounding by large retail and commodity mall
- Government Office areas

Presented by : Khun Jiranun wongmongkol

Previous -Minister Counselor (commercial)

Present – Consultant of Ministry of Commerce at Cambodia *who has more than 20 year experience in Cambodia*



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Discussion Panel @ Royal Thai Embassy



Welcome Remarks:

Mr. Panyarak Poonsap; Ambassador of Royal Thai Embassy at Phnom Penh.



Opening Remarks:

Mr. Jirawuth Suwanna-arj, Minister of Counsellor, Office of Commercial Affairs, Royal Thai Embassy in Phnom Penh

Panel Discussion

- What is the opportunity & Challenges to do service business in Cambodia
- Which is the most potential key areas to develop hotel & restaurant



Mr. Sometheraith Din

The President of Hotel Association



Lok Oknha CHENG Kheng

Managing Director of CPL Real Est



Mr. Ing Sophealeak

Partner of Bun & Associates

Networking Dinner @ Topaz

KBANK invite 20 exclusive management from various companies to join networking dinner

- Ministry of Industry
- Business Tycoon
- Real Estate company
- Legal company
- Association





KASIKORNTHAI

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