

# PROFILE

Our founding chairman's; **Oknha Ing Bun Hoaw, Oknha Lim Rose and Oknha Lim Bunsour** decided to launch a trading company together. Over the years, the business developed and became a conglomerate of companies, subsequently called AZ Group of Companies.

# 1993

# 2005

**ING Holdings Co., Ltd  
was created**

Of those companies ING Holdings Co., Ltd was created in 2005, which has a diversified portfolio of assets under ownership. We are largely focused on the immense amount of development land that we have divided over four sites in South Phnom Penh, East Phnom Penh, Siem Reap and Sihanoukville.

Our ongoing and largest development project is the 2,572 Hectares of land situated in the South of Phnom Penh, known as The ING City project. In order to differentiate our project from any other project in Phnom Penh, the ING City Project shall be reflecting the 'Garden City Movement' with natural self-contained surroundings inclusive of residences, commercial, retail, facilities and industry. We offer a centrally based area that methodically includes all that is required to live a safe, peaceful and enjoyable life, within the comforts of nature.

ING Holdings seeks to enhance the future of Phnom Penh for the better, by helping - local businesses to do business, local government to create a centralized hub, create opportunities for foreign investors and to improve the economy and life of both Cambodians and Foreigners.

## MISSION

Our mission is double-sided, firstly we wish to produce superior returns for investors by using our experience and knowledge to identify the key trends and opportunities that emerge as Cambodia continues to develop its economy. Secondly, we strive on a daily basis to consider and provide benefits to the Khmer people in all our business activities.

ING Holdings seeks to be the commercial ambassador for Cambodia, promoting trade and investment in Cambodia with partners around the world. We work to ensure existing and potential investors in our projects and business activities are aware of and understand accurately the nature of Cambodia's investment opportunities.

# SOCIAL RESPONSIBILITY

**ING** works with both NGO's and private charities to help develop humanitarian projects throughout Cambodia. Our mission is to help alleviate poverty and raise the status of the poor in Cambodia through medical and higher education programs. We also engage in programs to help assist those affected by acts of God, which included the recent flooding.

We welcome all NGO's or private charities whom can assist in improving the lives of the Khmer people to contact us with your information.

ING is committed to being an active and responsible corporate citizen. This is reflected in our policies toward employees and in how we engage the wider Khmer community, where our goal is to help ensure Cambodia's rapid economic growth has benefits for all members of society.

## GOVERNANCE

**ING strives to bring international best practice and expertise to Cambodia, a country rapidly developing by opening its markets and integrating into the global economy.**

**We are committed to following the highest global standards and have accordingly began to establish a comprehensive framework for corporate governance including policies, procedures and guidelines for ethics, operations, financial control, reporting and risk management.**

**Our corporate governance is based on our core values as shown:**



**Passion**



**Integrity**



**Customer Focus**



**Agility and  
Innovativeness**



**People  
Centreness**



**Safety**



**Collective  
Strength**



**Accountability**

# OUR MARKET

## CAMBODIA

Over the past few years, Cambodia has attracted global investors, due to the government's push to bring economic development to Cambodia, which has caused both local and foreign investment to continuously rise.

Economic analysts and investment experts agree that the increased appeal of Cambodia to local and foreign investors can be attributed to increased security and improved infrastructure.

The Incentive Department at the Council for the Development of Cambodia, has employed a number of strategies to try to attract investment. Along with improving power grids and paving roads, the government has implemented a package of favorable tax laws that acknowledge investors' difficulties and tries to help find solutions.

In order to attract both local and international investments, there are two important strategies being implemented:

01

**Building Cambodia's infrastructure to assure a more stable investment climate; and**

02

**Creating laws that make investment in Cambodia easier and more profitable. As we have seen, both strategies are being implemented nationwide to help investments run smoothly.**

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(2) Creating laws that make investment in Cambodia easier and more profitable. As we have seen, both strategies are being implemented nationwide to help investments run smoothly.

Currently the majority of foreign investment entering Cambodia derives from regional countries, such as China, Japan, South Korea and Vietnam. However, investment from Western origins is increasing year by year, due to Cambodia's ongoing economic market stability. Due to this, Cambodia's economy continues to develop rapidly year on year, with Cambodia surpassing most countries with their economic and GDP growth rates.



# REASONS TO INVEST IN CAMBODIA

01	<b>Political Stability</b>
02	<b>Advantageous Location</b>
03	<b>Favorable Investment Climate</b>
04	<b>Largely "DOLLARIZED" Economy</b>
05	<b>Increasing Trade Integration</b>
06	<b>Advantageous Labor Conditions</b>
07	<b>Improving Transport Connectivity</b>
08	<b>Lower Costs in Telecoms and Internet – next POWER Supply</b>

09	<b>Untapped Natural Resources and Land</b>
10	<b>Underpenetrated, Growing Domestic Consumer Market</b>
11	<b>Unleveraged Financial Position</b>
12	<b>Future Stock Exchange</b>
13	<b>Flexible Financial Market</b>

## FOREIGN INVESTMENT POLICIES

No.	Types	Details
1.	<b>Open Door for Foreign Investment with clear legal framework</b>	<p>Liberal foreign investment regime</p> <ul style="list-style-type: none"> <li>• 100% foreign equity ownership investments are allowed except the ownership of land</li> <li>• Free remittance of foreign currencies abroad</li> <li>• No price controls on products or services</li> <li>• Equal treatment of all investors</li> <li>• No nationalization adversely affecting the property of investors</li> <li>• No foreign exchange controls on current account transactions</li> </ul>
2.	<b>Investment Climate – Amendment of Law on Investment</b>	<p>Automatic approval - One Stop Service</p> <ul style="list-style-type: none"> <li>• Trade Facilitation</li> <li>• Single administrative document</li> <li>• Single Window, Risk Management (Sihanoukville Port)</li> <li>• Trade Sectorial Wide Approach (Trade SWAP)</li> </ul>

## LOCAL EMPLOYMENT POLICIES

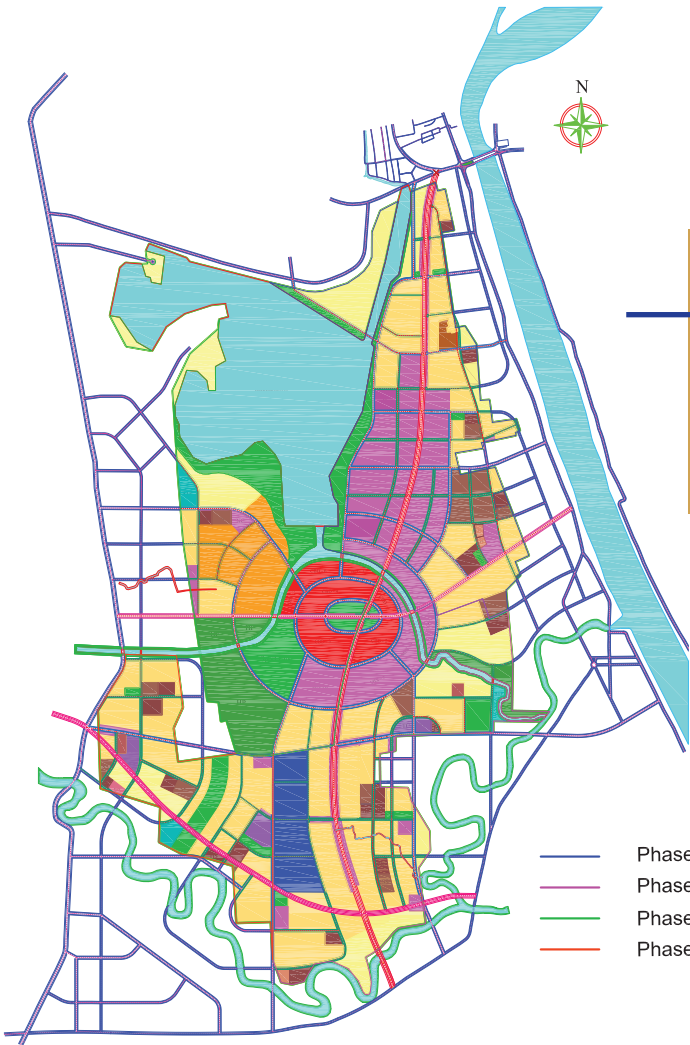
No.	Reasons	Details
1.	<b>Constitution and the 1997 Labor Law</b>	<ul style="list-style-type: none"> <li>• Regulated the Cambodian labor relation, employment, work terms and other labor-related matters</li> </ul>
2.	<b>Major Provisions of the Constitution relating to the Employment</b>	<ul style="list-style-type: none"> <li>• Khmer Citizens of either gender shall enjoy the right to choose any employment according to their ability and to the needs of the society</li> <li>• The right to strike and to non-violent demonstration shall be implemented in the framework of the Law</li> <li>• The state &amp; society shall provide opportunities to women, especially to those living in rural areas without adequate social support, so they can get employment, medical care, send their children to school, and have decent living conditions</li> <li>• Forced labor: Forced or compulsory labor is absolutely forbidden. Typical working hours: 8 hour / day, 44 hour / week for private sector, 40 hour / week for civil servant.</li> </ul>

# OUR GROUP

01



ក្រុមហ៊ុន អ៊ីង ហ្វូលឌីង  
ING Holdings Co., Ltd.



## ING HOLDINGS

- Our main focus is on ING City, which is a 2,572 hectares development approved by the Cambodian Government, the biggest development project in Cambodia located within the countries capital

02

## FOREIGN TRADE BANK (FTB)

- Cambodia's first and foremost bank
- FTB is a joint private and Government venture and has been providing customers with safe and reliable banking services for more than 33 years
- Major clients include government agencies, NGOs, leading corporations and SMEs
- A primary bank in Cambodia, which one of the best run and profitable banks with a total of 5 branches





# OUR GROUP

## 03



### DAUN PENH GROUP

In 2010, Oknha Ing BunHoaw incorporated DaunPenh Construction and DaunPenh (Cambodia) Import-Export into a group of companies called DaunPenh (Cambodia) Group (DPCG) and in early 2011, six more ventures were launched. Today, DPCG is one of the largest and well recognized business conglomerates operating in Cambodia with the below business lines within their expanding portfolio:

- Banking
- Construction
- Education
- Food & Beverage
- Government Service Provider
- Hospitality
- Infrastructure Development
- Insurance
- International Engineering Consultancy
- Property Development and Management
- Trading & Pharmaceuticals Distribution

## 04

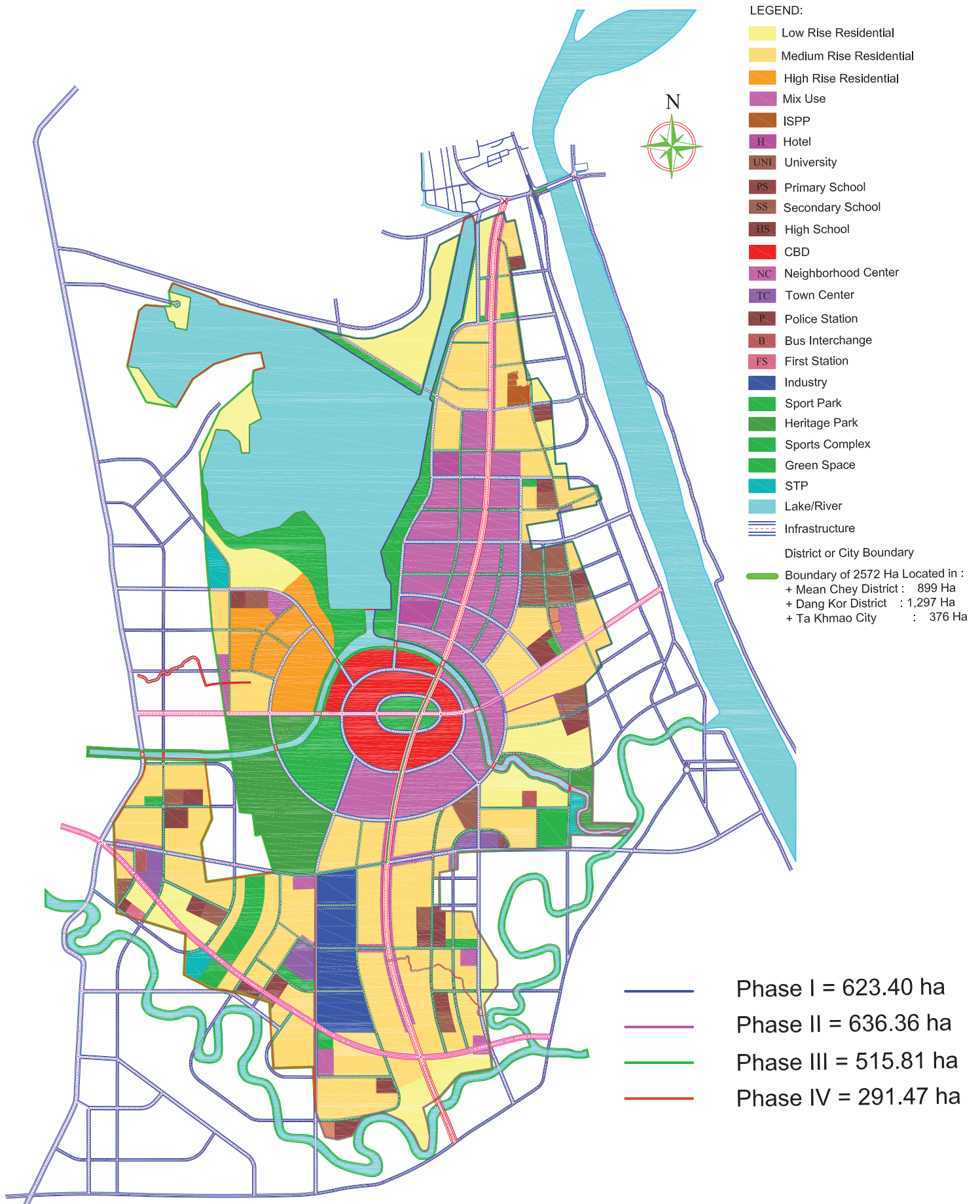
### COGETEL (ISP)

ONLINE is the leading ISP and broadband provider in the country; established in July 1997 by Telstra Cambodia as Bigpond Cambodia – the first commercial Internet Service Provider in the country. In 2002, Cogetel Limited acquired the business from Telstra marking the beginning of its ADSL service and its new brand name – ONLINE, which:

- Operates in 22 of the 24 provinces in Cambodia
- Holds 30% of market share for ISP and majority market share for VoIP (TalkOnline) under the '3tel' brand
- Services a fast growing network of Internet Users
- Offers corporate solutions to match all requirements

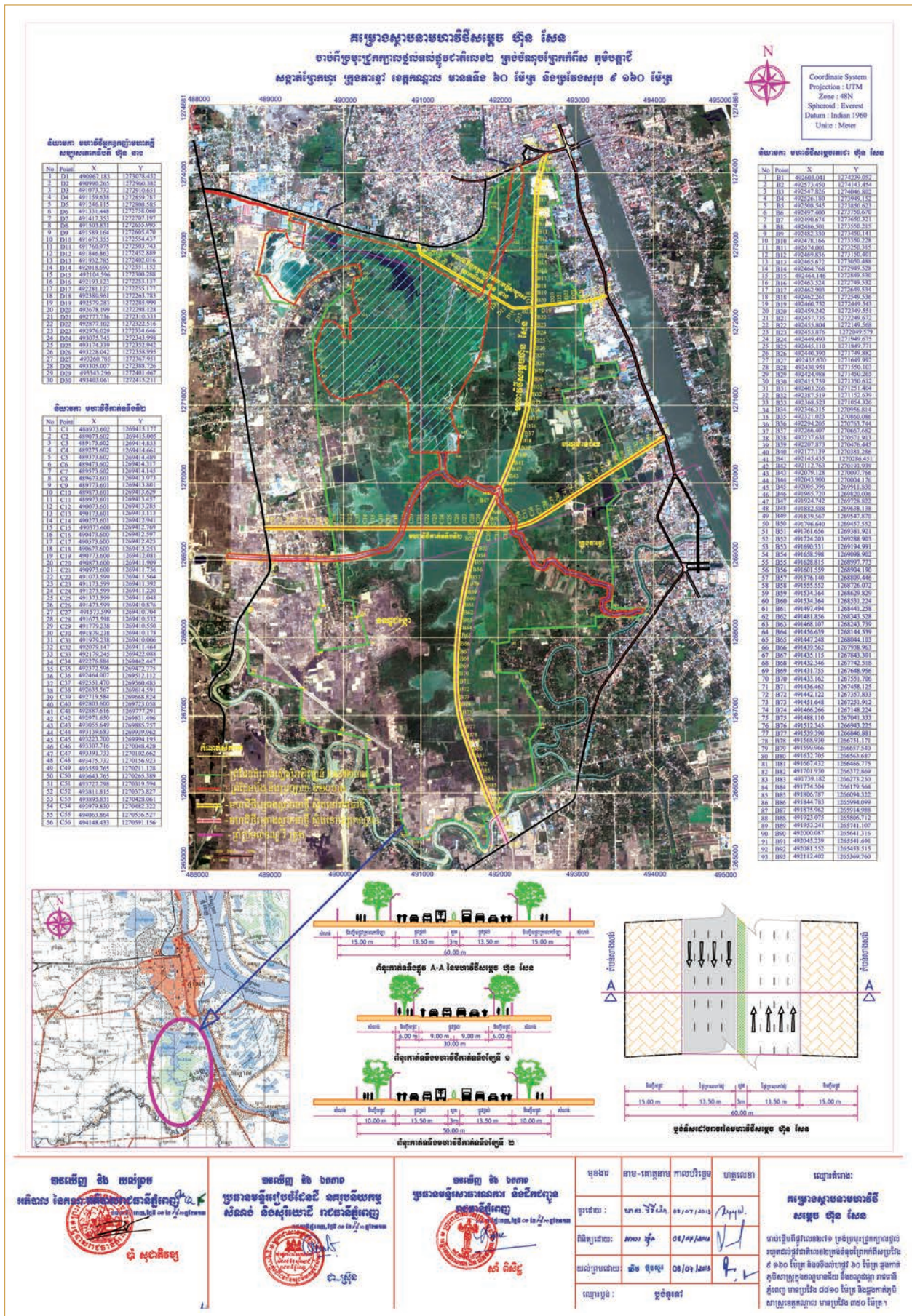


# CONCEPT ZONING PLAN





# MAIN INFRASTRUCTURE





# ING CITY CONCEPT OVERVIEW

**ING** Holdings currently has a 2,572 Hectare ING City Project situated just 3-4KM's from the center of Phnom Penh, named "**The ING City**".

The ING City Project shall be reflecting the '**Garden City Movement**' with natural self-contained surroundings inclusive of residences, facilities, commerce and industry.

In order to differentiate our project from any other project in Phnom Penh, the ING City Project shall be reflecting the 'Garden City Movement' with natural self-contained surroundings inclusive of residences, facilities and industry.

With the current sporadically placed residences, facilities, industry, retail and services dotted around Phnom Penh, we offer a centrally based area that method-

## URBANISING THE SOUTH OF PHNOM PENH

ically includes all that is required to live a safe, peaceful and enjoyable lifestyle, within the comforts of nature.

*ING City Concept Master Plan (Artists Impression)*





# ING CITY CONCEPT OVERVIEW

Adjacent to and surrounded by the existing urban center, the site is to the southern portion and is a startling contrast in desirability to other neighboring areas in Phnom Penh. Other areas of Phnom Penh suffer from various inadequacies due to poor township planning and infrastructure. Some of these conditions are:

- **North:** Far from the city's center
- **East:** Overpopulated, no available land, potential flooding and limited infrastructure
- **West:** Overpopulated, inadequate master plan and water supply issues

The area within ING City is low and flat, island that has been reclaimed from the British Indian Datum, and sits 10.5 meters above sea level, lowering the risk of flooding and providing a strong foundation for tide control.

The current rate of population growth assures the project's success. Within Phnom Penh, the increase is forecasted at 10 percent higher on average than in the previous five years, bringing ING City into the extended urban area of Phnom Penh.

Shown opposite are the Location and Vicinity Maps:

## ING CITY

REPRESENTS A REMARKABLY  
PROMISING DEVELOPMENT  
OPPORTUNITY



LOCATION MAP



VICINITY MAP

# ING CITY CONCEPT OVERVIEW

**ING** City is the largest development project in Cambodia and one of the largest in the South East Asia region, with a total size of 2,572 hectares covering three districts (Meanchey, Dangkor, Takmao). ING enjoys the benefits of owning the largest land share in the development. The company owns approx. 45% of the new city project and also acts as the management committee for the entirety of the project, including the 505 hectare section of lake and canals.

Since 2004, we have been reclaiming the marsh areas and creating operational land, an ongoing task for the foreseeable future.

Fully supported and approved by the Cambodian government, ING City is in compliance with the 2035 Phnom Penh Master Plan developed by the Bureau of Urban Planning, the Municipality Authority of Phnom Penh City.

As the Concept Master Plan completed by Surbana makes clear, the project has undergone a depth of thought and breadth of sensitivity rare in such endeavors. Consequently, the development of ING City has been divided into four phases, each one to evolve in harmony with the others or to be completed subsequently.

The Master Plan insures that, as outlined in ING City's Road Network, all future growth factors, including increased population, development of additional transport networks and general population increases, have already been considered. This, in itself, gives a substantial advantage over other developments in Phnom Penh and other places around the world.

The main feature roads and bridges include:

- 60m-wide Hun Sen Boulevard with a reserve for future Rapid Transit Lines
- A 50m and 30m-wide traverse road
- A link to the upcoming City Ring Road that will be linked to Chbar Ampove with bridges
- Five Bridges over the lake permitting enviable views of the new city center

Water Supply:

- Three sites for water tanks

Sewage Treatment Plant (STP)

- Three sites for waste water for the Cheong Ek Lake
- Two New City Center compatible water treatment plants

Power:

- Existing Substation – 230 MVA
- Nine main electrical sub-stations for the whole development



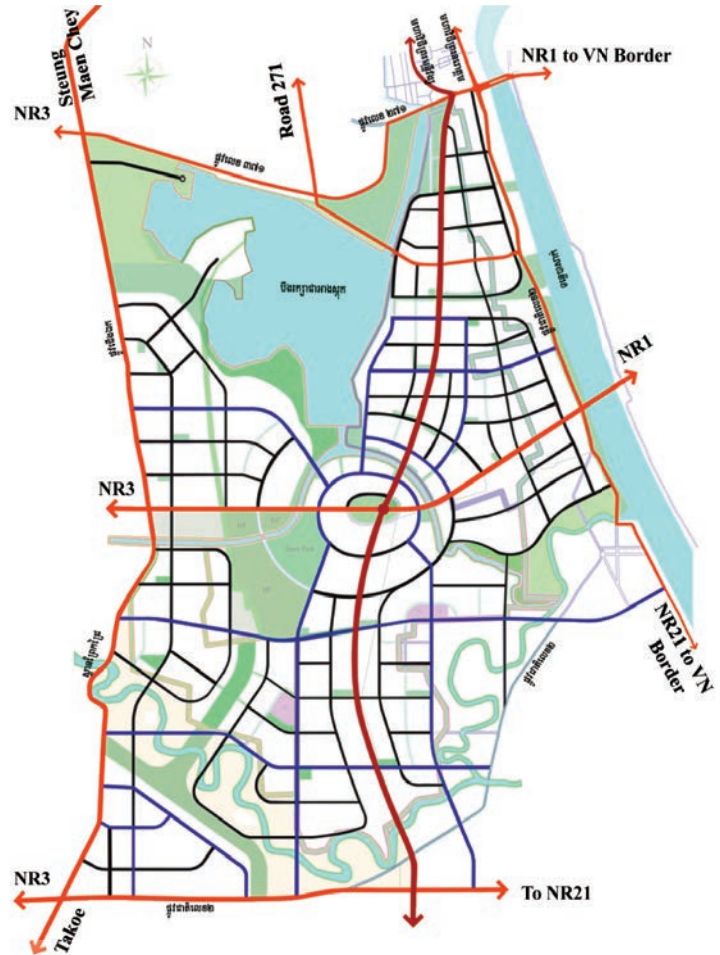
**HUN SEN BOULEVARD OPENS IN APRIL, 2017**



# ING CITY CONCEPT OVERVIEW

Within ING City, we have allocated areas to ensure a range of usage that includes low, medium and high-rise buildings—residential, office, retail, hotel and mixed while encompassing facilities for education, healthcare, entertainment, cultural activities, conference and exhibition halls, heritage sites, conservation areas, open green spaces and still more. Together, they will permit the new city to flourish and sustain itself.

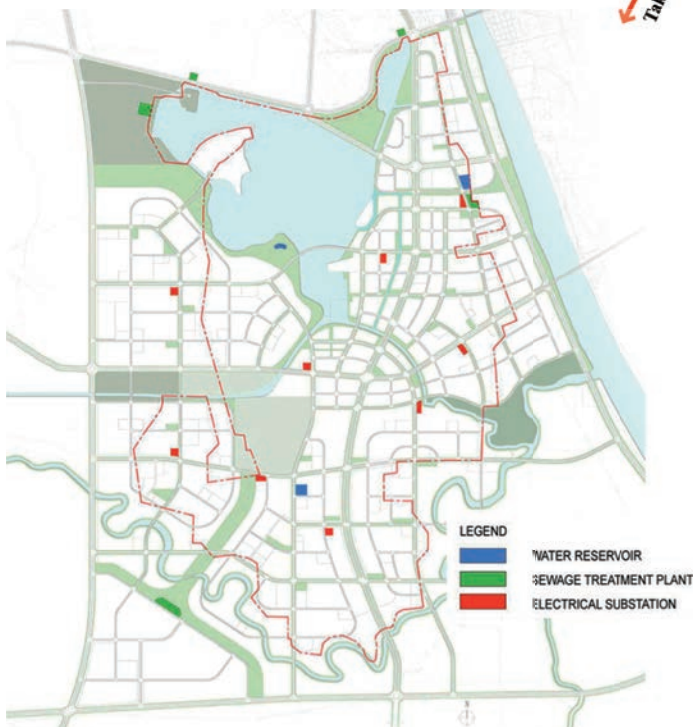
As with all large-scale urban projects, infrastructure, accessibility and traffic flow constitute an important task to consider and implement correctly.



**ING CITY ROAD NETWORK**

**LEGEND**

- HUN SEN BOULEVARD (60M)
- MAJOR ARTERIAL (30 TO 50M)
- ARTERIAL ROAD (35M)
- MAIN COLLECTORS (26M)



**ING CITY UTILITIES MAP**

We assembled a team of seasoned designers and provided them with everything they need to make certain that all traffic circulation and ingress/egress has been resolved during the planning stage. The maps above and opposite demonstrate that the ING City Project will be free of traffic problems.

We are committed to providing all developments in ING City with assured access to the three major utilities needed, as shown opposite.