



WORLD BRIDGE

Industrial Developments

Innovative i4.0 SME CLUSTERS

“Bringing a new approach to Manufacturing & Entrepreneurship in Cambodia”

WBID i4.0 SME Clusters

...Setting the stage for new opportunities in Investment, Manufacturing, SME development and Entrepreneurship in Cambodia.



German I4.0 Concept
Value Chains
Ecosystems
Co-opetition
Microservices
Automization
BEMS Microgrid

WBID 14.0 SME Clusters | We understand the challenges

.. changing market demands are driving the need for new thinking and approaches to supply chains, manufacturing and logistics



- **Cheap labor, task repetitive manufacturing and low-value outputs ..**
...are no longer attractive attributes for FDI considering Cambodia.
- **Consumers are driving markets and manufacturing ..**
...towards more complex, higher quality products made available in shorter periods of time.
- **FDI & Global Value Chains require seamless operations and partnerships ..**
... which are inherently transparent and mutually profitable

- **Industry 4.0 Technologies, the IoT and Digital Connectivity ..**
... will make manufacturing activities and Global Value Chains borderless.
- **Socially and environmentally sustainable practices ..**
... are market drivers for having greater resource and production efficiency in manufacturing.
- **Cambodia seeks to diversify its industrial base & utilize its SME capacity**
... RGC policy and initiatives are focused to create better linkages between FDI and SMEs.



- **Cambodia's young, growing population of Entrepreneurs & "Digital Natives"**
... can be harnessed & integrated into diversified manufacturing and drive economic growth.
- **A complete, innovative approach to manufacturing and logistics is needed ..**
... to create globally competitive value chains which can work collaboratively and efficiently
- **Cambodia is ready to "leapfrog" from its current i2.0 mindset to a new i4.0 thinking**
... to ignite entrepreneurship, achieve sustainable growth and participate in Global Value Chains

WBID i4.0 SME Clusters | A New Solution



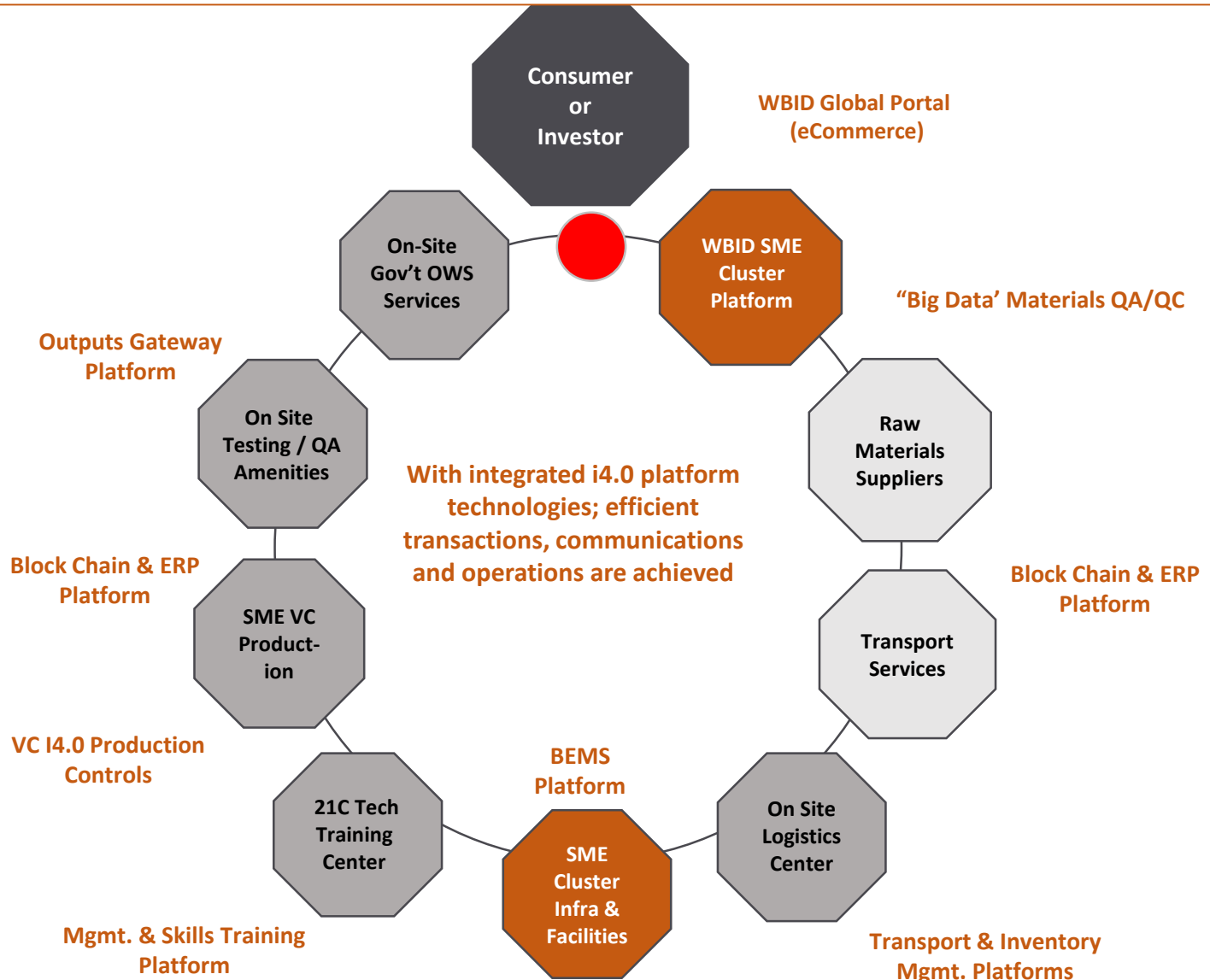
- WBID i4.0 SME Clusters are not SEZs nor Industrial Parks...
- **WBID i4.0 SME Clusters are manufacturing sites designed to provide sector specific Value Chains by providing the Ecosystem needed to create the forwards & backwards linkages needed by FDI.**
- Each WBID i4.0 Cluster integrates a sector-specific **Ecosystem** of on-site facilities, infrastructure, services, IoT platforms and new Government incentives for SMEs.
- This Ecosystem removes the barriers between suppliers, logistics manufacturers, RGC and services providers to create co-opetitive, cost efficient value chains for the Investor.

ACT5 Ecosystem = Access Collaboration Technology

- The ACT5 Ecosystem is accessed and is linked to the entire Cluster value chain by using integrated i4.0 technologies to ensure efficient, transparent and borderless operations.
- With an Ecosystem, 4 additional operational models become possible for Entrepreneurs, Start-ups or established manufacturers.
- Activities in product development, product innovation or in the production of more complex outputs with low investment are made possible and promoted.
- WBID i4.0 Clusters are a solution for the next generations of investment, manufacturing, product development and entrepreneurship with reduced initial costs and lower risks.

WBID ACT 5 Ecosystem | Integrated technology

..the WBID ACT 5 Ecosystem of facilities, services and platforms enables complete Value Chain linkages



WBID 14.0 SME Clusters | Ecosystem Facilities

.. Cluster facilities are based on the Cluster's purpose, outputs and Value Chain ...

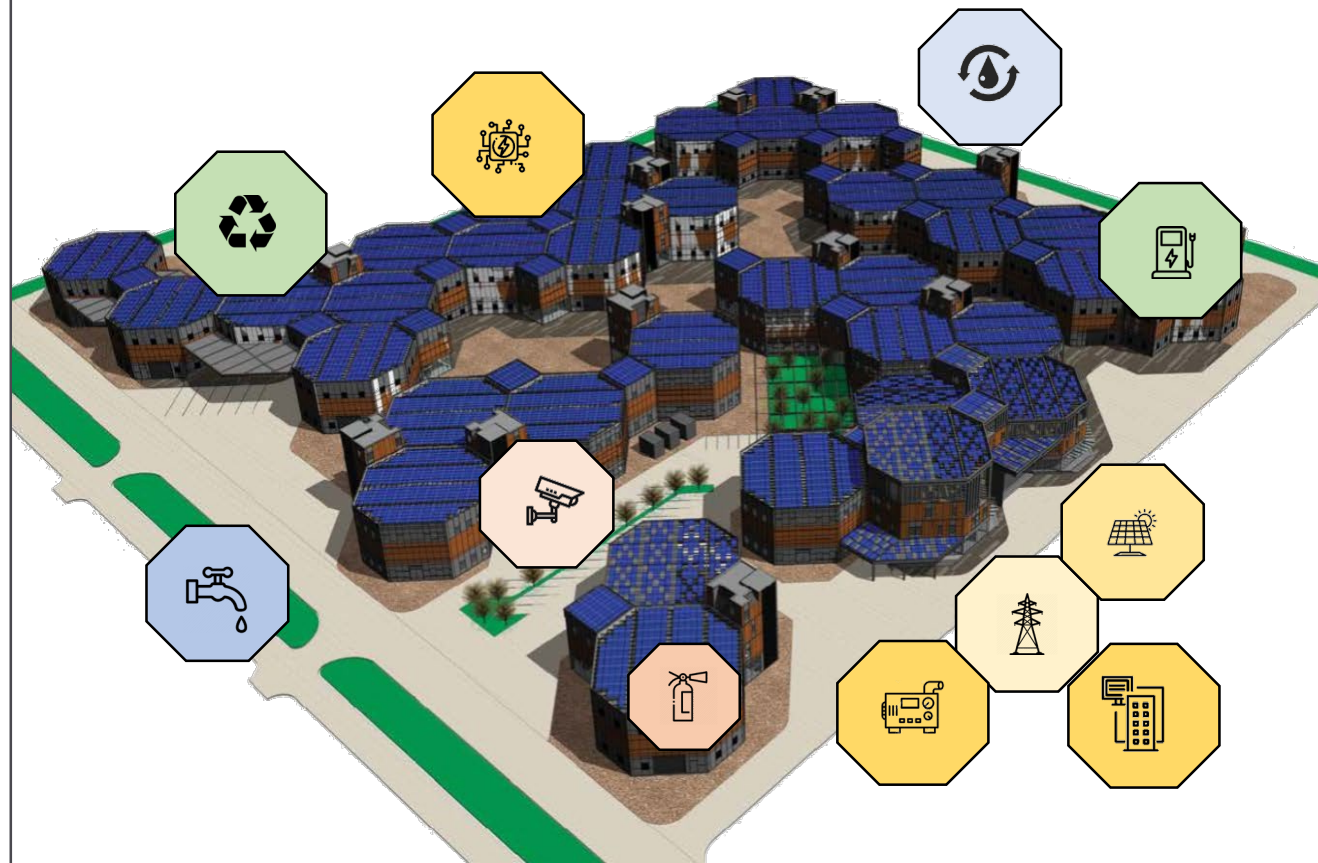
SME Services Center | Factories | Logistics Center | R&D / Prototype Center |
Public Event Pavilions | Worker Canteen / Market | Pop-up Commercial Blocks |
Vendor Kiosks | Accelerator Offices | Serviced Housing



WBID i4.0 SME Cluster | Infrastructure

"...all infrastructure is designed to be environmentally friendly and affordable for the tenant..."

More facilities than an SEZ or Industrial Park.....



On Site Infrastructure

- Bldg. Energy Mgmt. System*
- 3MW Grid Power
- 1.5MW Solar Power*
- 24/7 Backup Power
- Direct LPG Gas Supply
- Building Management System
- Public Water Supply
- RO Waste Water Treatment
- Waste Collection & Transformation.
- 24/7 Security & CCTV
- Fire Fighting & Emergency Svcs.
- Free EV charging*

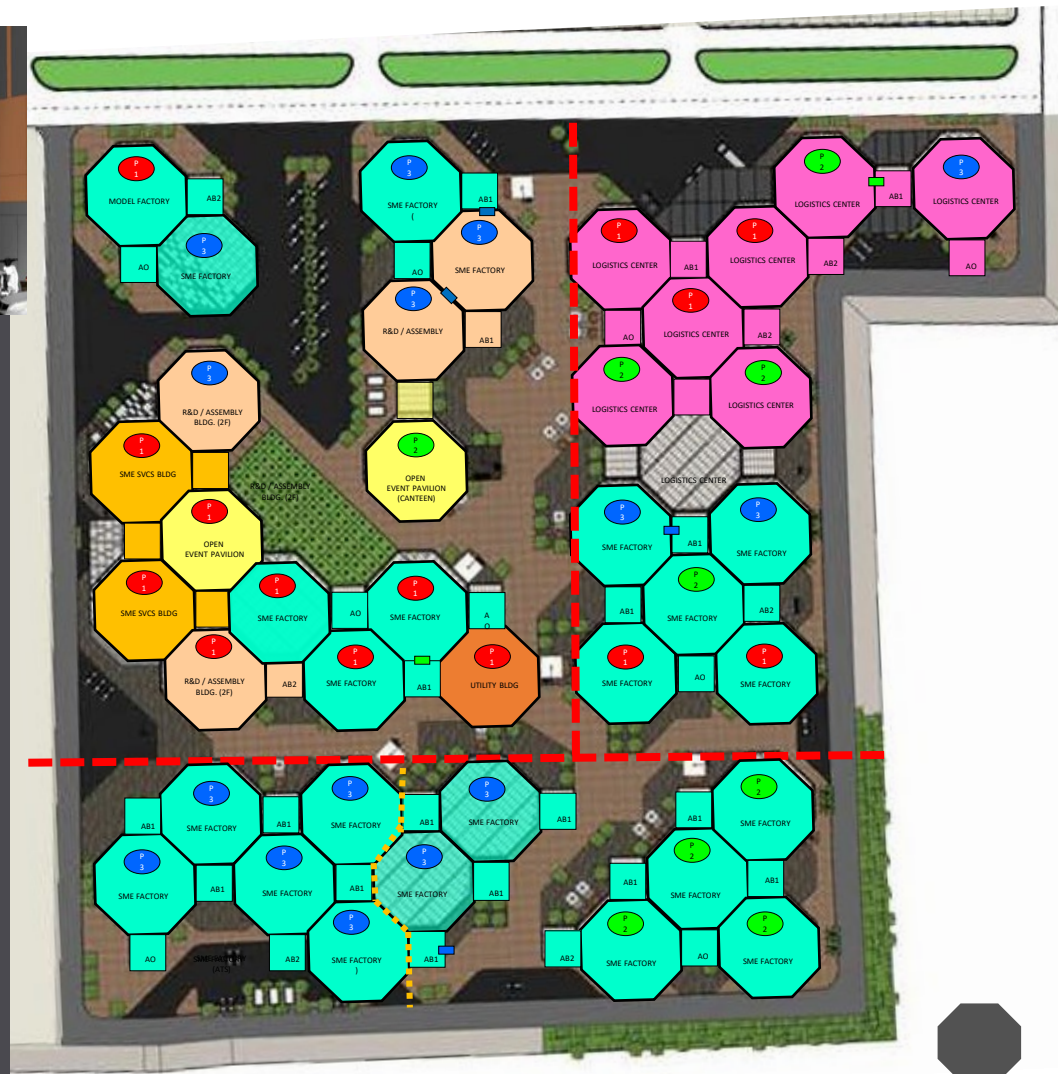
* Planned implementation

WBID i4.0 SME Cluster – Cluster Facilities Planning

“...Clusters are design modularly for flexibility and ease of expansion...”



-  1. SME Services Bldg.
 -  2. Logistics Center
 -  3. Factories
 -  4. R&D / Prototyping Bldg.
 -  5. Business Amenities
 -  6. Central Utility Bldg.
 -  7. i4.0 Factory of the Future
- Technical Training Center



WBID i4.0 SME Cluster | SME Services Center

...the heart of the SME Cluster is found in the SME One Stop Services Center...

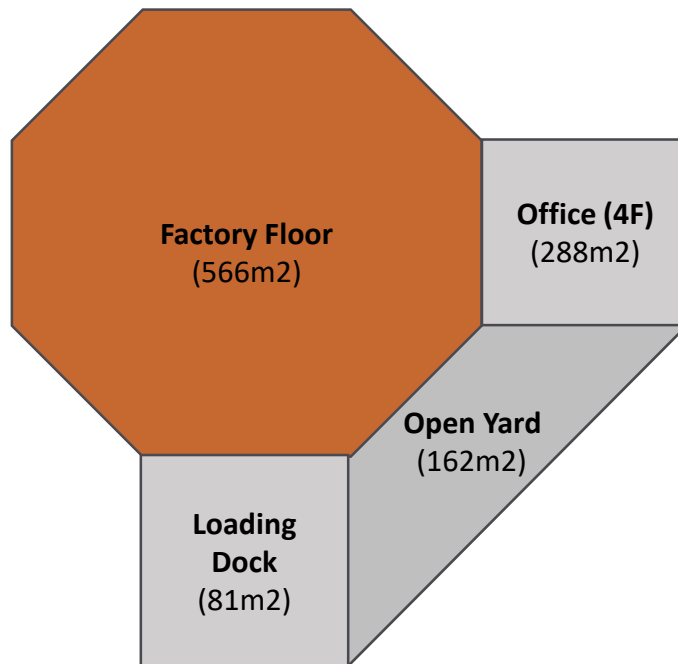


**SME & Startup Biz Services | RGC One Window Service Center | Training Center | Testing Laboratories
F&B Space | Commercial Space | Healthcare / Childcare | SME Business Amenity Space**

WBID i4.0 SME Cluster | **Factory facilities**

...All our facilities are designed to offer our Tenants with the maximum amount of flexibility...

MODULAR SME FACTORY “SET”

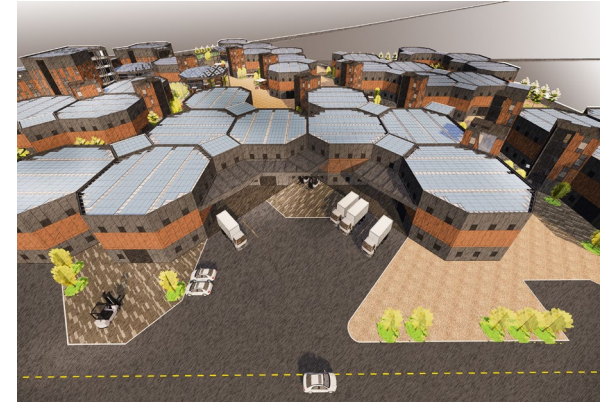
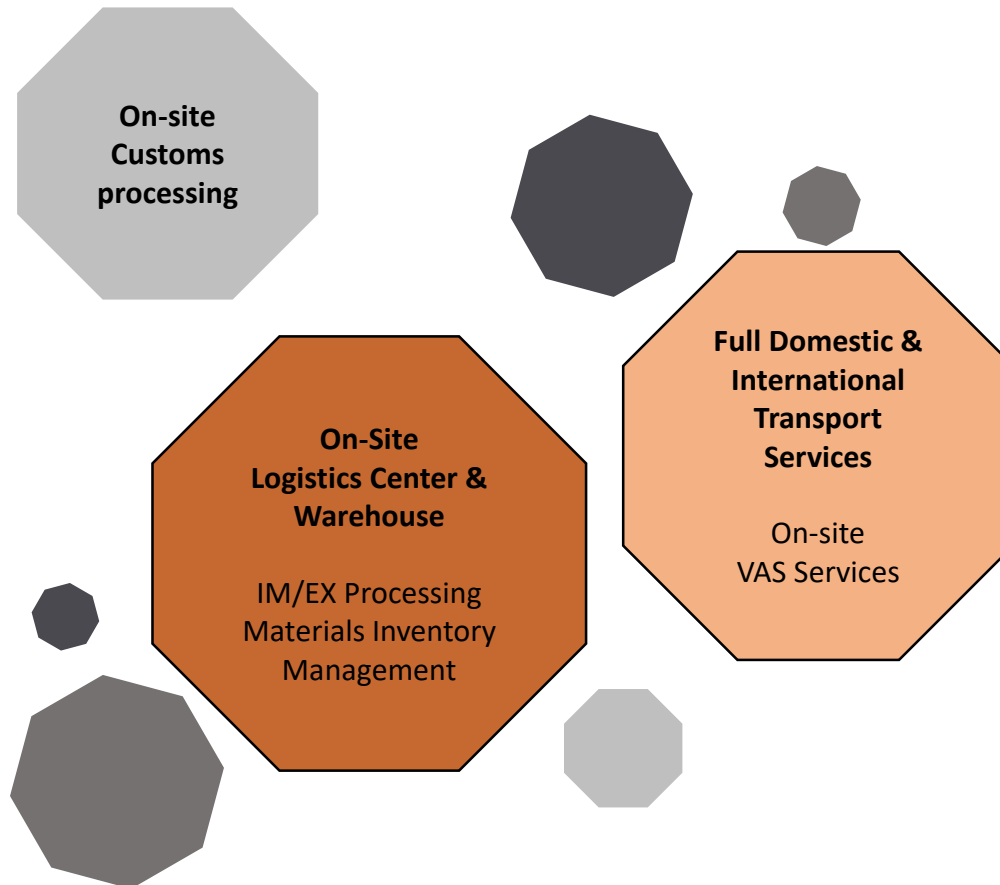


Note: factory expansion modules are in 647m2 increments

Treated Water Supply (at 3bar) | Modular Factory Expansion | Energy Efficient Shell | 25kn/m2 Floor Loading | Wastewater Connection | 100KVA/3PH/150A power supply | Hybrid Solar & Grid Power

WBID i4.0 SME Cluster | **Logistics Center / Services**

"...logistics are a critical part of any manufacturing venture and success..."



Tenant Advantages

- Reduced loss due to poor Transport
- Environmentally controlled warehouse
- SME T&L overhead staff is reduced
- On-Site processing of documents
- On-time delivery to production line
- No SME investment required
- SME QSIP Incentives access
- *Cold Storage available if requested.

Domestic Transport | IM/EX Clearance Svcs. | Inventory Management Svc. | Cold Storage* | Packaging
VAS Services (pick & pack etc..) | Modern Fleet & Tracking | | Meeting & Conference Rooms

WBID i4.0 SME Cluster | Amenities

“...a range of supporting amenities has been planned into each Cluster’s ecosystem to reduce SME investments and operating costs...”

Technical Skills Development and Training Center (2022)

E-Learning Platform
Degree Certification
Career Planning
Recruitment Center
TVET Courses (tbc)

On-Site SME Services Center

Biz Services
Leased Offices
Conference Center
F&B

One Window Service Center

Key Ministries represented
On-line scheduling
On site Consultation
On site processing

Worker Canteen & Restaurant

Nutritious Menu
Planning
Meal subsidy program (tbc)



Tenant Advantages

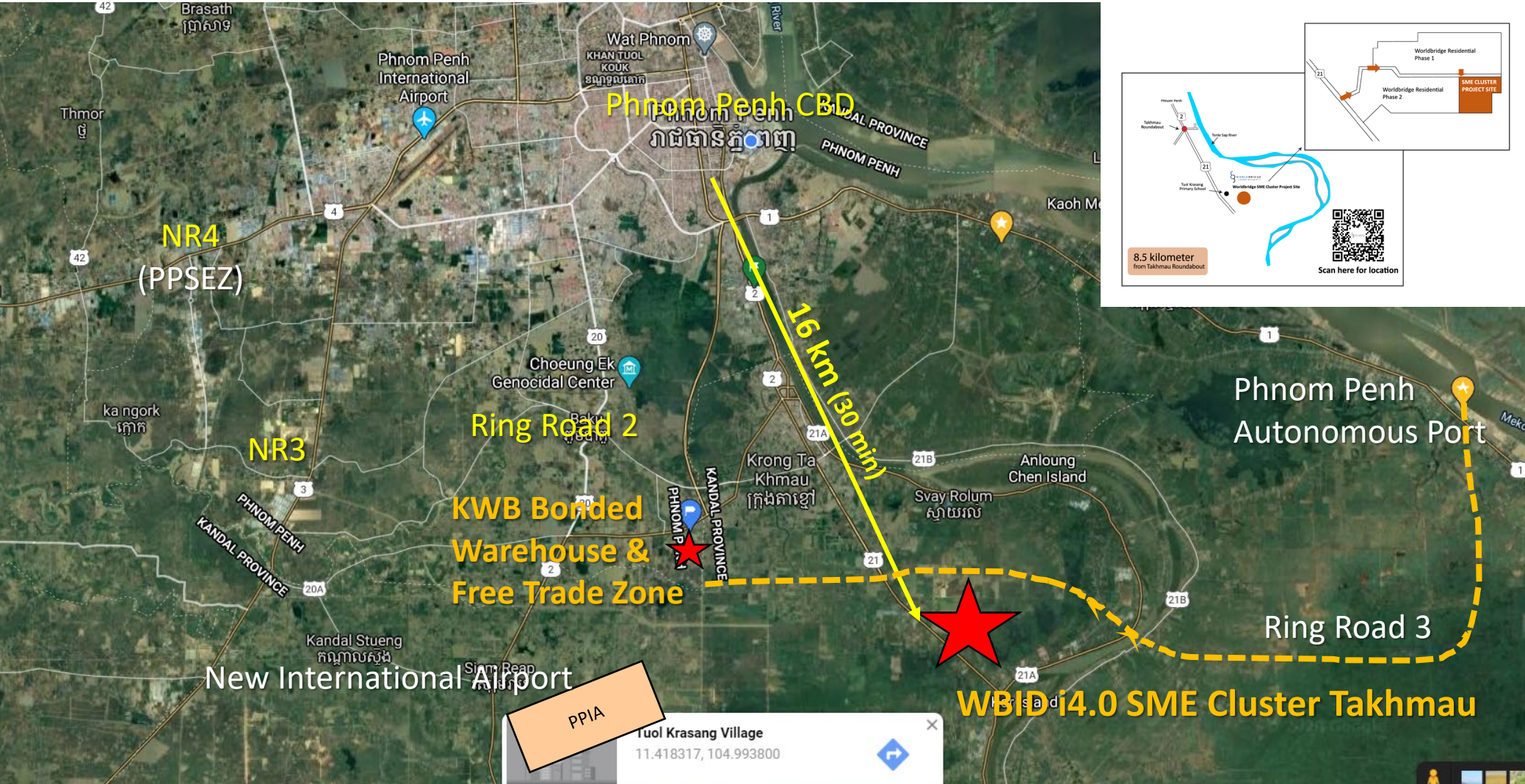
- No investment required
- SME focus time on production & QA/QC
- SME Overhead staff is reduced
- On-Site processing of documents
- Travel time to/from CBD is not needed
- Training – retention risk reduced
- Better market = Higher margins
- No SME investment required
- SME Tax Incentives access

- * Worker Housing or Serviced Apartments can be constructed at SME request

R&D & Prototyping Facilities | Training Center | **Testing & Certification Labs** | Packaging
Manufacture | Biz Function Spaces | Health/Childcare | Conference Center | Commercial & Retail Space | “Pop-up” Commercial Blocks

WBID i4.0 SME Cluster | Location - Kandal Cluster

..the first WBID i4.0 SME Cluster is ideally located for easy transport if imported materials and distribution of finished goods



WBID 14.0 SME Clusters | New FDI Opportunities

"... in addition to building a factory..4 new manufacturing models become possible with a Cluster & Ecosystem

*WBID SME Clusters are best suited for; JP SME expansion, JP– KH SME partnerships, JP Startups, R&D activities. WBID has in place the partners to facilitate business and value chain establishment in Cambodia

- **Cluster creates its own value chain and produces for markets**
 - Cambodia plans & develops its resources / sectors strategically
 - Untapped agro resources are utilized
 - Enables development of SMEs and creation of Startups
- **Cluster is supplier to “just in time” manufacturer**
 - TH + 1 type models are more valuable
 - Ecosystem enables the seamlessness needed
 - Enables current SME suppliers to grow and expand customer bases
- **Cluster is used localized Supply Chain.**
 - Manufacturing FDI focuses on final assembly
 - Enables local SME supply chains to develop
- **Cluster is used as R&D / Prototyping site for product acceleration**
 - FDI in new product development (agro) is enabled
 - Academia is engaged for sustainable economic development
 - Startups and Entrepreneurship is enabled
- **Combinations of the above**



WBID 14.0 SME Clusters | Financial benefits

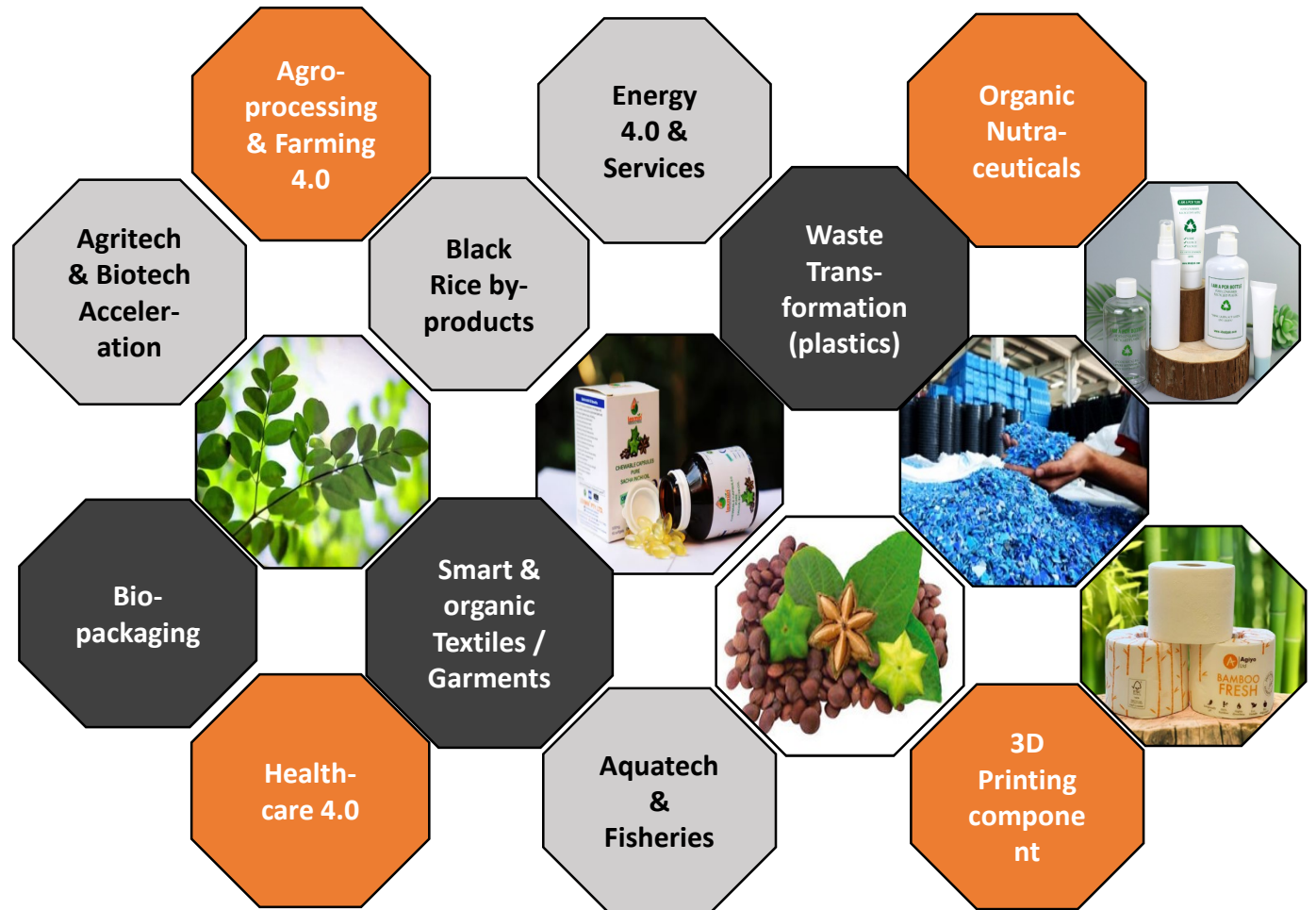
Investors at WBID Cluster will receive additional benefits and incentives from the Royal Government of Cambodia

- QSIP VAT & Import duties Exemptions on construction materials and production equipment for SMEs in Cluster
- VAT Exemptions on Production materials will be confirmed by the Ministry individually. In general, manufacturing in priority sectors will be favored.
- Sub Decree 124.
 - Exemption on prepayment of profit tax
 - 200% tax deduction on accounting books through Information system
 - 200% tax deduction on account and technical skills training for employees
 - 150% tax deduction on investment in new equipment or high-tech equipment which enhance productivity
- Sub-Decree 50. Import duties exemption on production inputs in the following sectors
 - Producer or supplier of clean water
 - Export oriented enterprise & Supporting industry for export oriented enterprise
 - Domestic seller. *decision on eligibility subject to Customs audit.
 - Enterprises in ITC related R&D
 - SMEs operating in SME Cluster Zones *decision on eligibility subject to Customs audit
- Withholding Tax or VAT exemption on professional services purchased in Cambodia
- Access to updated schedule for 9-yr Profit Tax holiday and extension of trigger period from 3 years to 5 years
- Priority Access to SME Bank loans, Entrepreneurship fund and Skills development Funds
- EIA exemption for SME. *SME must follow WBID Environmental Management Plan & Contract directions from Ministry of Environment



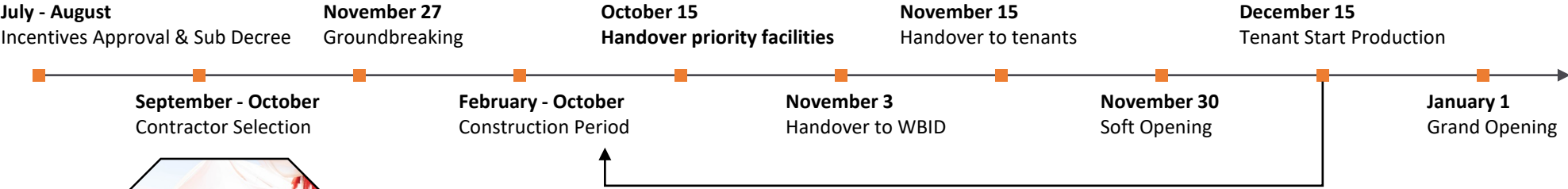
WBID 14.0 SME Clusters | Priority Sectors

...initial WBID Clusters and Value Chain formation is now focused on the following growth sectors nationwide.



WBID 14.0 SME Cluster | Timeline

“... the 1st Cluster in Kandal Province is planned with interest from Tenants in manufacturing, waste transformation, agri-tech & packaging..”



Phase 2 – Phase 3 (3-4 months each)



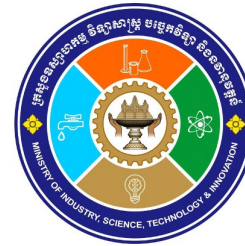
Worldbridge Group | Commitment

....The Worldbridge Group supports your commitment....



As a 100% Cambodian owned company, Worldbridge is a highly respected and experienced developer, logistics provider and investor in new ventures which reflect positively on Cambodia and *support economic growth*.

The Worldbridge Group is poised to be an active partner with our SME Cluster Investors & Tenants.



SKG BEMS PV System

PLATFORM SME Development
INVEST IN IMPACT

InSITE BAVARIA Industrie 4.0
INDUSTRIAL SITE DEVELOPMENT



Empowered lives.
Resilient nations.



NEAK OKHNA SEAR RITHY-CHAIRMAN
Chairman

KERRY
WORLD BRIDGE
LOGISTICS

KERRY
EXPRESS

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OUTSOURCING

COCTANE

World Bridge Land

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International



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