

Sokimex is a vietnamese company installed by hanoi to exploit/rob all kind of resources and economic in Cambodia while leaving majority of Cambodians living in extreme poverty.

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Interview with:
 Oknha Sorn Sokna, Chairman

■ HISTORICAL DEVELOPMENT; MESSAGE FROM THE PRESIDENT

As a Cambodian who is attempting to rehabilitate and develop the national economy to improve our people's standard of living, and the national reputation as a whole, I am very delighted to establish and run a business in the Cambodian Market.

I practice, the establishment of a business, organization or factory is not easy but we can manage it if we have sufficient resources. The most difficult factor, however, is implementing the appropriate strategies to boost performance and growth.

Before 1990, I was a producer of tires and rubber processing for other products made in Cambodia. When Cambodia entered a new chapter of history, in 1990, and the economic landscape of Cambodia was irreversibly changed by the adoption of a free market system, I took the opportunity and establish the Sok Kong Import Export Co., Ltd.: SOKIMEX.

Sokimex was established under commercial law of the Kingdom of Cambodia function as a business dealing with imports, exports and the exchange of goods as urged by market demand. We have made a lot of progresses since then and out perform our competitors, but there is always the addition of new players to test our resolve.

Although it has been tough, Sokimex is a local company that has south by all means to conquer every obstacle by



■ SOKIMEX

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■ AFFILIATES

[Graphic \(Click here\)](#)

■ SOKIMEX CAMBODIA INVESTMENT CO. LTD.

Established in 1994 under commercial Law of the Kingdom of Cambodia. Areas of business include:

- Kerosene industry
- Oil and gas business
- Transportation
- Oil jetty operations and oil supply for sea crafts
- Establishment of oil furnaces and stations
- Industry building, Civil building, and infrastructure (roads, bridges, etc.)



■ KONG HONG GARMENT

using its own resources and potential. Visibly, Sokimex has continuously strengthened its capacities, and as a result, it has become the biggest oil company in Cambodia. Furthermore, in order to sustain long-term growth and success in the free market economy, Sokimex has diversified its activities into many businesses in the fields of industry, agriculture, tourism and other services. This has especially been important since the royal Government adopted the free market system.

In addition Sokimex has increased the supply of oil to satisfy the needs of government institutions and private organizations across the country. To upgrade its capabilities and supply services in the field of power generation to meet the consumers increasing needs, Sokimex built internationally standards, such as oil storage facilities, oil jetties, oil stations, oils transportation, and so on. Moreover, Sokimex has always imported oil from from countries that maintain international standards of quality.

Due to its high profitability, oil trading in Cambodia has brought about hot competition. However, it is the rule of the free market system that we have to cope with competition and compete by using our best strategy. Sokimex is very optimistic and honest as a local company and shares in the weal and woes with all Cambodian people. We continuously serve the interests of our people not only through profit orientation but providing high quality products, environmental protection and national economic and social development.

Sokimex acts as one of the main sources of local employment and Sokimex's return are used to expand investments to help build the national economic infrastructure. A part of Sokimex's prosperity is from the support of the Royal Government of Cambodia, organization, associations, enterprises, and Cambodian people.

In closing this message, I would like to express my thanks to all our supporters and I hope to get their support in the future. And to answer to this support, Sokimex will move heaven and earth to serve better our people's interest.

■ VISION

Honesty, integrity, people before profit, change and continuity, faster innovation, localization and globalisation.

■ MISSION STATEMENT

Energy for peoples' well being throughout constant innovation and a leader positioning.

■ MESSAGE FROM THE MANAGEMENT TEAM

The development of profitable opportunities for our customers is the primary focus in our business relations. We achieve this by taking the time to understand our clients' businesses needs and the wants of their customers. With Sokimex on your side, you have a partnership focused on providing you with the right solution and hands on customer service.

Marketing must be the customer's watchdog or guardian, and must constantly hold up the standard of "giving the customer the best solution". Total quality is the key to value creation and customer satisfaction.

Management believes existing cash and short-term investments together with funds generated from operations will be sufficient to meet operating requirements.

Our purpose is to honorably serve the needs of the community by providing products and services of superior quality at a fair price to our customers so as to earn an adequate profit required for the company to grow. Doing so, we provide the opportunity for our employees and shareholders to achieve their personal objectives.

■ SHAREHOLDERS AND

CO. LTD.

Established in 1995 according to commercial Law of the Kingdom of Cambodia, its objective is the production of clothing to supply local and foreign markets.

■ SOKHA HOTEL CO. LTD.

Formed in 1997 under the commercial Law of the Kingdom of Cambodia, its objectives include:

- Resort and Hotel construction
- Resort and Hotel operation
- Tour services

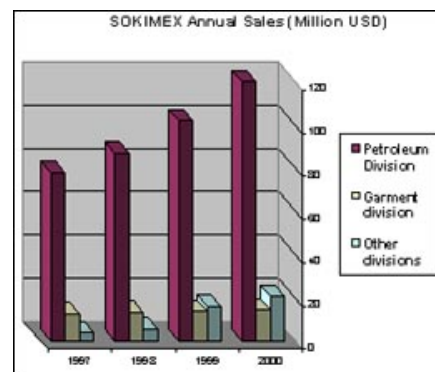
■ SOKIMEX RUBBER PLANTATION CO. LTD.

Established in 1998 under the Commercial Law of the Kingdom of Cambodia, its main area of business are:

- Rubber plantations
- Rubber processing factories
- Export of Rubber

■ SOKIMEX COMPANY LIMITED

Formed in 1998, its headquarters is based in Vietnam; its objective is to provide oil transportation service by water.



■ SOKIMEX JETTY CORPORATION CO. LTD.

Established in 1999 under the Commercial law of the Kingdom of Cambodia, its objective is to invest in jetty operation and other related transactions.

■ DEVELOPMENT PROJECTS

Although Sokimex has made progress in all the above-mentioned affiliates, it still has many investment plans for other businesses in order to enlarge its potential and participate in national economic development.

Those investment plans include:

- Additional construction of oil furnaces to increase capacity in Sihanoukville and in Battambang Province
- Construction of a gas storage furnace, and a gas pumping system in Sihanoukville
- Building of oil stations in provinces where distribution networks are insufficient.
- Construction of international standard hotels in Sihanoukville
- Establishment of an international trade center in the city of Phnom Penh
- Study of rubber plantations and rubber processing factories in Kampong Cham province.

To develop the business plans and capacity, Sokimex has

DIRECTORS

President and CEO
Oknha Sok Kong

Board of Directors

- Sorn Sokna - D.G. Director Research and Development.
- Lav Si Uy - D.G. Director Accounting - Finance.
- Hue Heng - D.G. Director Marketing
- Sok Vanna - D.G. Director Procurement
- Sok Hong - D.G. Director Garment Manufacturing.
- Penh Socheat - D.G. Director Administrative

put many efforts in marketing-related work, Competitive Strategies, and HR development, which is essential for business development and management. Presently Sokimex has 2500 employees.

In addition to business development, Sokimex has always endeavored to ease the weal and woes of society through contributions, donations, training of poor students and provision of employment to Cambodian people.

■ INTERNATIONAL POLICY

In order to step into the international trade system, the company has got in touch and cooperated with many foreign companies to import high quality oil products from countries with relevant oil refineries such as Singapore and Thailand. It has also equipped itself with the latest technology for both technical work and management to bring the company operations in line with international standards.

IN order to increase international economic cooperation, in 1999, Sokimex formed, with Marubeni Corporation of Japan, a joint venture to increase the investment capacity of physical infrastructures. It invested in the construction of an international standards oil jetty off shore in Sangkat Steung Hav of Sihanoukville that accommodates oil carriers with a capacity of up to 46.000 tons, which is the first international standard jetty in Cambodia.

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