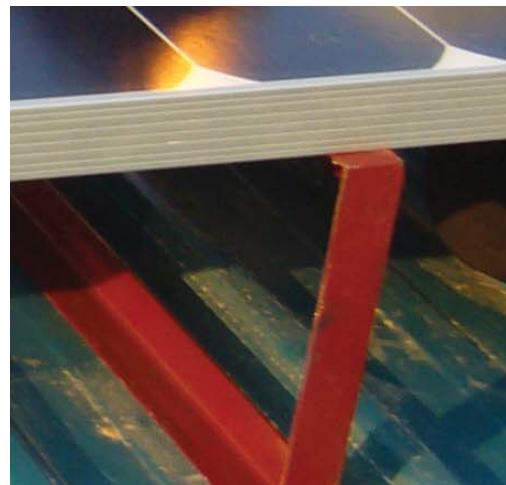
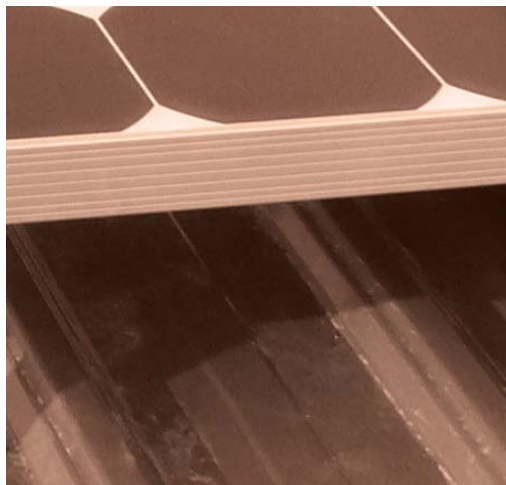
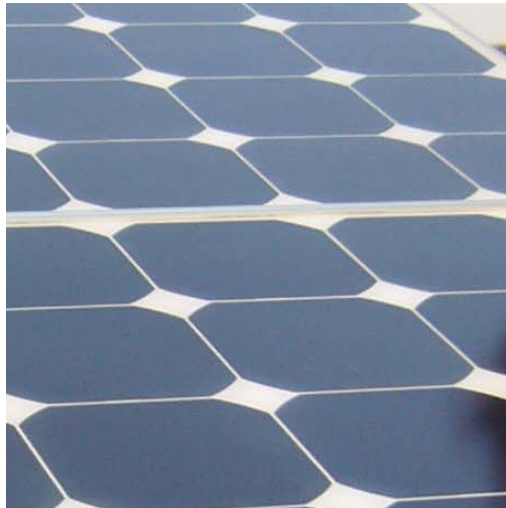
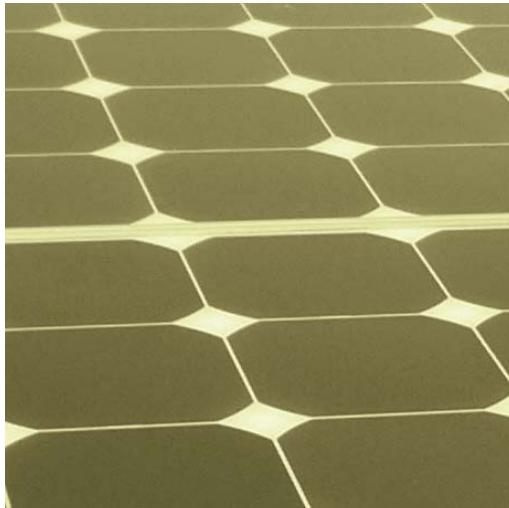


COMIN ASIA GROUP

INTERNAL NEWSLETTER # 4 - Sept 2009



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01 Editorial

Global warming, fossil-fuel pollution, diminishing oil reserves, soaring energy prices... hardly a day goes by without something in the news about these major international problems. Many governments, but also companies and organizations across the world are looking into these issues.

As part of the group strategy, Comin Asia has been taking some clear directions related to environmental issues too and likes to share its commitments to promote energy efficiency and renewable energies!

In Vietnam, we strongly promote energy saving alternatives to our clients. Some sectors are more concerned by energy saving opportunities than others and we help each of our clients to identify specific areas for improvements and cost savings. Some successful installations have been completed recently like the CIAT Cristopia Cold Storage System® at Big C Haiphong. Coupled with an air-cooled chiller system, the Cristopia solution offers many advantages: space saving, little water consumption and no water treatment necessary, minimum risk of bacteria development, low initial investment costs... Also along with a good maintenance service, this innovative system ensures the hypermarket a better productivity, lower electricity bills and long-lived equipment. And as a plus, it also reduces CO2 emissions and fuel and refrigerant consumption. Many projects of that type are under study, more particularly in the Industry or Retail sectors and we have just signed a contract with Coca-Cola Vietnam for the installation of a Cristopia Thermal Energy Storage System® in their new refrigeration plant.

As you will read in our review pages 4 & 5, our implications in Renewable Energy are even stronger in Cambodia with the very recently created Renewable Energy Division. In close relation with the Contracting and Service Divisions, the Renewable Energy teams have already met with success.

Also, some studies are being carried out at the moment on some innovating energy saving systems for the International Airport of Phnom Penh. We should be able to share more about this project in the coming weeks...

Finally, I strongly believe it is important each of us play his/her part in protecting the environment and that we keep promoting saving energy measures through our company. As part of our internal campaign, you will have all seen recently for example the Batteries Recycling Bins in receptions across the group. Please help us fill them in!

Long life to our planet, our business and our newsletter!

Frantz Vaganay
Group Marketing Director



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02 Power News

01 | Transmission Line completed by Contracting Division

02 | Technical staff on GS site

GS Substations turned on in July!

The GS project in Phnom Penh allows the city area to be supplied by Electric Power from Vietnam. Comin Khmère has contributed to 2 new transformer bays with two 115/22kV - 50MVA power transformers, 3 new OHL bays, 2 bus section bays, 8 MV capacitors banks and 11 new MVA cubicles for GS1, GS2 and GS3 substations. Not only we have upgraded the whole protection system and control by MIMIC but also the protection system for transmission line ring. We are now installing the Telecommunication System including SDH, PABX, hotline, PLC, CSCS (Computerized Substation Control System) at GS1, GS2 and GS3 substations and are delighted to announce that the EDC network has been energized on Friday, July 31, 2009!

SPPMB for 220kV XUAN LOC Substation

After negotiations earlier this year, Comin Asia and Comin Vietnam in consortium have been awarded by the Southern Vietnam Power Project Management Board (SPPMB) the contract for the 220kV Xuan Loc Substation project. Under this scope, the team supervised by Mr Luong Van Hau – Project Manager is in charge of the supply of electrical equipment & materials and the supervision for the substation and its connection to Ham Thuan - Da Mi Hydro Power Plant, 220kV Long Thanh substation and to 110kV Long Khanh, Xuan Truong and Dinh Quan substations.

03 HR Corner

Mardi Charoensak, Marketing & Commercial Manager

Mardi Charoensak takes on the role of Commercial & Marketing Manager for Comin Khmère from the beginning of July 2009. Gradually taking over Frantz Vaganay's duties within CK, Mardi is responsible for implementing all activities and services for the marketing division and assisting sales development over all divisions of Comin Khmère as well, including our Siem Reap Branch. His main focus will be on business development strategy and marketing activities to reinforce our notoriety on the market. With an extensive experience in project management, market research and business development mainly gained in Australia and Cambodia, Mardi has a background in Engineering and recently obtained a Master of International Relations from Monash University in Melbourne, Australia. He speaks fluently English and Khmer but also Russian and Thai and a little bit of French! Please join us to welcome Mardi and wish him the best success!



03 | Mardi Charoensak
Marketing & Commercial Manager



04 | Ms Bui Thu Trang
Admin & Finance Manager

Ms Bui Thu Trang now an ACCA Affiliate!

Congratulations to Ms Trang for the successful completion of ACCA's examinations last June 2009 and on succeeding with outstanding results – out of 8 papers she obtained the best mark in Vietnam on 5 of them!! She successfully conducted her studies while keeping her high dedication to the group as Head of Administration and Finance. ACCA (the Association of Chartered Certified Accountants) is the global body for professional accountants. It aims to offer business-relevant, first-choice qualifications in accountancy, finance and management to people of application, ability and ambition around the world.

04 Renewable Energy



Strategy of Comin Khmere's Renewable Energy Division (RED)

When Sunlabob pulled back from Clean Energy Group a few months ago, all Renewable Energy related activities were gradually transferred to the new Renewable Energy Division. This new division operates at Comin Khmere in the same terms as the other existing divisions do (Power, Contracting, Service and Trading). New objectives and business routes have recently been set by the top management and a detailed action plan based on the agreed strategy is now in place for this Renewable Energy Division.

In line with Comin Asia Group's strategy, we aim at differentiating our Service and Contracting Divisions' offers with energy efficient solution and environmental friendly technologies in capitalizing on our current competence in Solar Energy, Solar Water Heating and Energy Efficient Lighting Solutions. Also we are willing to open our activity to other technologies such as biomass/biogas power generation and hydro power to fill in the emerging demand in these two fields.

KSPA Solar Office

Comin Khmere's Renewable Energy Division (RED) won the tender (the project funded by GRET) to supply solar equipment to the Palm Sugar Association in Kampong Speu. The rural office is completely off grid with no generator. The system is large enough to support lights, a laptop and a printer.

Garment Factory Survey for IFC (World Bank)

The RED has partnered with the surveying expert, BD-Link, to perform an energy benchmarking survey for the garment factory industry in association with GMAC. Around 30 factories are being surveyed and interviewed as part of the project. The survey will allow factories to know how they measure up in energy efficiency compared to industry benchmarks. This project will also give Comin Khmere a look inside some of the factories to see equipment for further energy projects in the future.

High Quality Solar Water Heating

The German Embassy is about to start seriously reducing its monthly electricity bills, as the existing electric heaters of the Ambassador's residence will soon be replaced with a centralized solar water heating system. The high quality equipment used for this project is manufactured by Schüco, a world known German manufacturer whose products are especially friendly to the environment. This would be an alternative for the solution to the low quality solar water heaters currently sold in Cambodia. The RED is in partnership with the Service and the Contracting Divisions to carry out this very first pressurized solar water heating installation of Comin Khmere.

02 | Solar Heating System Storage Tank at German Embassy



Focus on RED solutions: Energy Efficient Lighting

The RED is developing partnerships with several manufacturers of efficient CFL and LED lighting. While these products can be useful for solar power systems, they can also be used to replace high consumption lighting in urban areas to save on electricity costs. There is an energy savings alternative for nearly all lighting including indoor (fluorescent tubes, halogen spotlights, bulbs) and outdoor (security, parking, street, billboard).



03 | Energy Efficient Lighting

Ecology Kep

Green lodges/resorts are modish in Cambodia! However, green ideas are not always feasible and alternatives have to be found to match customers' investment willingness. Our "Sunny Island" stand alone batteries inverter enables these eco-resorts to spread their assets and get greener step by step. Starting with the battery-genset solution, the operator can, as soon as he gets incomes from his business, integrate solar panels or wind turbines in the power system, hence reducing the genset consumption. Our RED will soon install his first system for a new-built eco-lodge in Kep province.

Solar Powered Classrooms

Comin Khmere's RED has been entrusted by CARE Cambodia with the installation of solar systems in four different secondary schools of Ratanakiri province. This project gives us the opportunity to spend time in remote provinces, where are highly likely potential for renewable energies solutions. Many partnerships had been made recently to supply solar equipment for rural literacy classes of Ratanakiri province.



04 | Solar Panels Installations

Green Filing System Project at Comin Khmere!

Comin Khmere Service Division has recently initiated a new time saving and environmental friendly project named the Electronic Filing System (E.F.S). The main orientation of this project will be the electronic filing of all the Service Division documents such as quotations, invoices, contracts including digital signatures to our clients. As well as being nice to the environment, this initiative will surely fasten processes and increase our productivity!

Group Awareness Campaign: Recycling Batteries

- Our Awareness Campaign is increasing at Comin Khmere and spreading throughout the group... Following the large campaign organized by the municipality of Phnom Penh, Comin Khmere has put in place at reception a box for you to drop used batteries last July. The batteries will be collected once a month and given to a dry-cell battery collector for appropriate treatment. A very same box was also recently installed in Siem Reap, Ho Chi Minh City, Hanoi and Danang and will soon be in Thailand too. For those who are not aware, it has indeed been proven that consumed dry-cell battery wastes can cause serious hazards to human health and pollution to the environment in the long run due to chemical and radioactive substances. We are proud of this initiative and hope you all will fully take part in this campaign by placing your used batteries, either from work place or home, into the box provided at the reception.



05 | Recycling Batteries Box at CK office

05 Contracting Projects

Mock-up at Hyatt Regency Resort & Spa Danang

Comin Vietnam has now successfully achieved M&E works on the apartment and the hotel twin & king rooms at Hyatt Regency Resort & Spa Danang. These included the supply and installation of all Mechanical and Electrical equipment (air-conditioning, sanitary and lighting fixtures) as well as all related works such as piping, cabling...

This beachfront resort and residential complex will be Hyatt's second property in Vietnam and will comprise a deluxe hotel with 200 guestrooms, 174 condominiums and 27 luxury three-bedroom villas as well as restaurants, spa and wellness facilities. Future works will be divided in 4 packages: Infrastructures, Villas, Apartments and Hotel and the choice of contractor(s) is still under consideration.



01 | Hyatt Regency Resort & Spa in Danang

Project completed at the Australian Embassy in Phnom Penh

Works on the Australian Embassy Project has officially been completed on 22nd June 2009. For the highest satisfaction of our client - Leighton, all contractors have shown reactivity and provided all necessary strains to allow the Embassy staff to move in on time and open doors as scheduled.

We are taking the opportunity today to congratulate the whole team for their hard work: Mr. Nicolas Malgouyres - Project Manager, Mr. Huon Phalla - Assistant Project Manager, Mr. Siv Sophors - Site Manager, Ms. Va Chivanny - Site Secretary, Mr. Chhum Seyha - Store keeper, Mr. Dim Bunthoeun - Electrical Site Designer, Mr. Chan Piseth - Mechanical Site Designer, Mr. Veng Sam Oeun - As-Built Cad Operator, Mr. Emmanuel Papas - Safety Officer, Mr. Ung Thary - Mechanical Supervisor, Mr. Pheun Sopheap - Electrical Supervisor, Mr. Ou Prum, Mr. Chheun Phet, Mr. Chan Piseth, Mr. Phat Pao, Mr. Port Maov and Mr. Maov Meng Chea - Technicians (Electrical, Mechanical & Plumbing) and Mr. Heng - ITC Trainee (who recently joined CK as permanent staff).

A reduced team is still standing by on site to perform minor variation works and support the Australian Embassy team to get more familiar with their new building and facilities and our Service Division has signed a one-year maintenance contract with Leighton for all M&E systems supplied & installed by the Contracting Division.



02 | RMIT Sport Centre

RMIT Extension

Extension works at the Royal Melbourne Institute of Technology (RMIT) in Ho Chi Minh City have been going well since it all started last February. Concrete works were finalized end of July in both the Education and Accommodation buildings. The sport centre's metallic structure and roof are done too and the brick walls nearly all up.

Comin Vietnam is now proceeding with its own scope: the set-up of the electrical network and the installation of the air-conditioning and water systems in all 3 buildings.

In order to meet the project deadlines, testing and commissioning at the Sport Centre is expected over the month of October 2009 for a final delivery end of that month. As for the 2 Education and Student Accommodation Buildings, they are due for completion end of March 2010.



03 | Main Guard Booth, Australian Embassy in Phnom Penh



04 | Air Unit for Clean Room- Sonja Kill Project

Sonja Kill Children's Hospital achieved!

As per the contract signed with German Sonja Kill Foundation in 2007, Comin Khmere achieved works last June at the hospital for children in the province of Kampot. This hospital contains an operation theatre, a maternity building and 23 supporting buildings and Comin Khmere did the design, supply, installation, testing and commissioning of the power plant, the electrical distribution system (independent supply and distribution system) and the two clean rooms (operation and maternity).



05 | Telephone MDF Panel - Sonja Kill Project

Coca-Cola Refrigeration Plant

Coca-Cola Beverages Vietnam Limited (CCBVL) has recently entrusted Comin Vietnam for the supply and installation of their refrigeration plant in Ho Chi Minh City premises. This plant will consist of a CIAT Air Cooled Chiller 532kW coupled with a Cristopia Thermal Energy Storage System® (52m3 tank). All works and related testing and commissioning is expected for completion no later than mid-January 2010.

National Tuberculosis Reference Laboratory BSL Level 3 upgrade - Laos

Works for the upgrade of the National Tuberculosis Reference Laboratory BSL Level 3 which started in Vientiane at the end of 2008 were completed at the end of July 2009. Under the lead of MA Sopheap, Project Manager, Comin Khmere was in charge of the design, supply, testing and commissioning for civil works, air treatment and control system with a cooling unit for the clean room, electrical distribution system and also responsible for assembling the clean room with an access door inter-lock system and laboratory equipments such as benches and sink, emergency shower and eye washer, bio-safety cabinet and prior-clave... The Contracting Division has made way to our Service Division... as a 5-year maintenance agreement has recently been signed between Comin Khmere and the Health Ministry of Laos for this laboratory!



06 | P3 Laboratory



07 | P2 Laboratory

06 Trading Division

Schneider Training, Vietnam

Mr. Cristopher Borja, Business Development Manager for the Trading Division in Phnom Penh recently took part to a training course at Schneider Electric premises in Vietnam. This 2-day training was mainly focused on Industrial Control and Automation, Low Voltage & Medium Voltage. At this occasion, Mr. Borja was happy to get the opportunity to visit Schneider Electric Medium Voltage workshop.



01 | Mr. Cristopher Borja Schneider Training in Vietnam



02 | EAC Testing Energy Section

EAC-WB-ACTARIS, Training – Testing & Commissioning (Energy Section)

Actaris, the world's leading provider of solid-state meters and data collection/communication systems recently signed a contract with the World Bank and Electricity Authority of Cambodia (EAC), for the supply, testing and commissioning of meter testers. As part of this important contract, Actaris has provided training to representatives of EAC.

CIAT Seminar: Equipment for Healthcare & Pharmaceutical plants

On July 14th, 2009 Ho Chi Minh City Trading Division and CIAT co-operated to organize a seminar during the last visit of Mr. Laurent Robert-head from CIAT Asia Pacific. This seminar was focused on CIAT proposal for the healthcare market in 2009/2010 and on design trends with combinations of products adapted to the needs of IAQ, comfort and energy optimization... With CIAT Medical System, HVAC designers can meet high international environmental standards and also comply with very specific medical processes, fight against bacteria and fully fit with clean rooms' requirements. For Laurent Robert, such events represent a 'very good chance to enhance CIAT and Comin Asia's image' and a good way to identify potential business in the HVAC industry. They are meant to provide participants with key background information and training and usually result in a closer cooperation.

Taylor Annual Convention, Thailand

Mr. Ky Kimsan for the Trading Division in Phnom Penh, attended Taylor Annual Convention in Bangkok, Thailand, June 2009.



03 | Mr. Ky Kimsan at Convention in Thailand

01 | Generating Sets & Fuel System for Cadcomms Sites

07 Service Division

Cadcomms Maintenance Agreement

Very beginning of 2009, Comin Khmère and Cadcomms (Cambodia Advance Communication Co. Ltd) signed a 1-year maintenance contract for 8.3 KVA Generating Sets and Fuel Systems for more than 60 sites across Cambodia.

For this major contract which will hopefully be renewed next year, the Service Division made 3 teams of 3 technicians available for the maintenance – each team has one car to cover in share the 60 sites, as well as a full time administrator for reports and invoices follow-up. Additionally, there are 2 extra teams on stand-by for potential troubleshooting needs.

Under this agreement, Comin Khmère replaces filters and engine oil regularly, monitors the oil consumption but also takes the responsibility of treating the oil and recycling the filters. The oil is treated and re-used or sold to appropriate treatment companies and the filters are crushed to extract the oil, reduced to scrap metal and handed over to collectors for recycling.

Also, Comin Khmère is in charge of delivering fuel oil to Cadcomms' most remote sites and is currently considering legal and investment impact for fuel oil delivery to all sites as requested by Total.



Welcome to our new Refrigeration Specialist in Cambodia!

Nicolas Jacquet joined Comin Khmère last July as Refrigeration Specialist for the Service Division. His main mission is to ensure practical training for technicians. He has a strong educational background and 10 years experience in HVAC working for various companies in France, Eastern Europe, Africa and Oceania. He is currently in charge of all HVAC project installations for the Service Division but in the long term may be permanently based at Phnom Penh International Airport.



02 | Mr. Nicolas Jacquet Refrigeration Specialist

A new Service Project for Hanoi!

As they are relocated, the "Agence Francaise de Developpement (AFD), a bi-lateral development financial institution that works on behalf of the French government is entrusting Comin Vietnam for the electricity complete works, IT installations and some air-con systems for their new offices. For this project, we are cooperating with LEGRAND for the supply of DLP trunking which represents a big part of the project!

A Deputy Service Division appointed in Ho Chi Minh City.



03 | Mr. Marc Francillonne Deputy Service Division

Please join us in welcoming Marc Francillonne who started with us mid-july as Deputy Service Division in Ho Chi Minh City. In this role, Marc is assisting Thimothée Pham, Service Division Manager in the management of all operations for the division. With a broad knowledge in HVAC, industrial refrigeration, energy saving technologies and clean energy, Marc worked in France and Germany for Henninger Brewery, Trane, SNC-Lavalin, a major engineering and construction group and more recently for Johnson Controls Refrigeration as Technical Manager.

On-going Service Division Projects

Our branch in Ho Chi Minh City is currently replacing all electrical meters and installing Building Management Systems on two sites: Saigon Tower Co. (District 1) and Parkland (District 2). In total 130 EDM electrical meters are being replaced at Saigon Tower and 115 at Parkland. The Service Projects team is also setting-up a UPS and Electrical Panels at HS-BC's new agency in District 1.

'Home' Projection in October!

'Home' is a 2009 documentary by Yann Arthus-Bertrand- French director showing the diversity of life on Earth and how humanity is supposedly threatening the ecological balance of the planet. The movie was released simultaneously on June 5, 2009 in cinemas across the globe, on DVD, on television, and on YouTube. Opening in 181 countries, the film broke the world record for the largest film release in history.

For more information, please go to www.home-2009.com
On the Marketing and Communication Division's initiative, a projection of "Home" will be organized in each office of the group sometime in October for those interested to see it! Stay tuned...



Mui Ne Trip 2009

Team Building week-end in Mui Ne last June

The Team Building trip organized by HCMC Recreation Club took place beginning of June as scheduled and with some big surprises for participants... just as scheduled!

The week-end started with an early departure on Saturday 9th June followed by a lunch at a resort on Hon Rom beach. After a little rest, the group was divided in 4 teams for what was one the high point of the W-E: the Bamboo Raft Competition! Each team was given exactly the same elements to build its raft. Off they were to the sea when they all succeeded. 2 teams finished the race, 2 others quit and returned back to the beach. All happy but quite tired... we were all dreaming of a nice shower and a rest in our room. The resort name had been kept secret to all until then for... there was no resort! Our group was taken in the desert after diner for a wild camping night instead! Off the bus, for a 15 minute walk in the dark, we all carried our own tent and mattresses and built our 'house for the night' with great interest and fun. We made it – exhausted... to the camp for the best: fire camps and games, singing and drinking... for an early wake-up in the dunes the next day. Beautiful sunrise in one of the most incredible landscape in Vietnam! The Sunday was lazy for some but adventurous for others as more than half of the group (with little hours sleep only) made it for the optional trek and climbing at 9am... This was a rather active and amazing W-E!



Give blood, give Life at CK offices!
20th August 2009



Comin Danang has moved for some more space!

Located 5 minutes from the city center and no more than 2 minutes for the international airport, the new offices of Comin Vietnam in Danang are more convenient than the existing ones in many ways. This new location includes 350m2 of office space as well as a workshop and storage area of 320m2 which will allow us to prepare our own bus ducts, fittings and electrical panels for projects. As well as being cost-



effective, this internal production will ensure our best reactivity. In the medium term, with our team growing, this should minimize our reliance on sub-contractors. Additionally, although such a surface involves some increase in electricity bills and required some investment at first, it also allows some equipment storage we didn't have in Danang until now. Last but not least... this new location offers a more comfortable work environment for employees!

Comin Vietnam Danang is moving to new premises!

As from 10th August, 2009 our new details will be the following:

Address: 34 Nguyễn Hữu Thọ street, Hòa Thuận Tây Ward, Thanh Khê District, Đà Nẵng
Tel. No : 0511 - 3616 654 / 3616 655
Fax No : 0511 - 3616 656

We are looking forward to being in touch again!



01 | Moving Office in Danang

Children's Day in Danang

That was a while ago... but as we now get some pictures, we would like to share with you a little bit of what was a 'spoiling moment' for children at Comin Vietnam Danang on Children's Day.



02 | Children's Day in Danang

Loc An Resort beach for one day!

The HCMC Recreation Club took its members and family to the beach near Vung Tau on 23rd August.

Karaoke Night in Ho Chi Minh City

The last birthday celebration organized by HCMC Recreation Club was held on Friday, 3rd July at Vuon Cau Karaoke Restaurant, near the office. This time not only birthday people received a gift as we also counted 4 prize winners to the singing competition organized at the occasion! Thanks again to the active organizing team for putting up this event! Next one to come at the end of September.



The Bayon Football Tournament in Phnom Penh

A big congratulation to our Comin Khmère Football Team who has proudly defended the colors of the company reaching the semi-final for this competition in June!



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