

APRIL 23RD
RAFFLES HOTEL
PHNOM PENH

Challenges of Energy Efficient Products

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Company Profile

- **Company** : **Camcona BMS**
- **Established** : **2013**
- **Business** : **Building Material Supplies (BMS)**
- **Brands** : **Rinnai, energy efficient gas water heater
Ligman, outdoor and indoor LED lighting
Imer, construction machinery**
- **Services** : **Design, Installation, after sales services**



Rinnai[®]



Efficiency Products

Rinnai®

Domestic



Commercial



Hotel & Apartment



Solar-preheat



Efficient Products



- Installation anywhere
- Low operation cost (Over 50% Compared to Electricity Tariff)
- Economical operation (No hot water flow = no gas consumption)
- Endless hot water = never run out of hot water
- Less greenhouse emissions
- Longevity



Efficient Products



Boiling a kettle of water **all day**
Even you just take **10min shower**

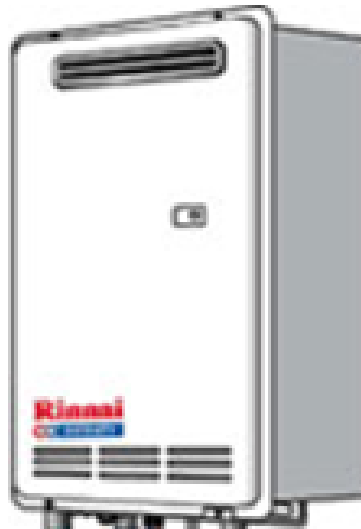
Electric Storage Water Heater

- Single Point / Multi Point
- Electric: **3,000W~**
- Preheat time: 30min ~ 60min
- High Water Flow



Electric Instantaneous Water Heater

- Single Point
- Electric: **3,000W~**
- Low Water Flow



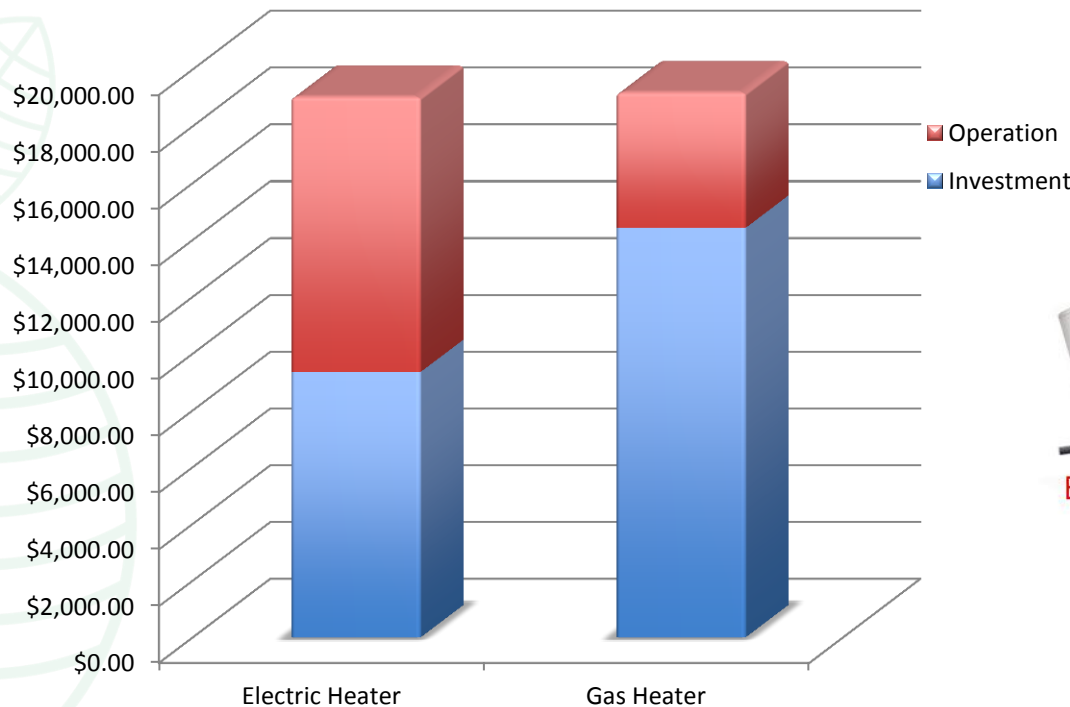
Gas Instantaneous Water Heater

- Multi Point
- Electric: **70W**
- Gas: Min 5.5Kw
Max 55kw
- High Water Flow
- Modulating Burner
- On Demand System

Challenges in Cambodia Market

Investment Cost on Efficient Products

Material investment and operation cost



Challenges in Cambodia Market

Market Environment



Challenges in Cambodia Market

Building Customer Trust



Challenges in Cambodia Market

Green Building Encouraging



THANK YOU



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