

YACA Issues Request for Qualification for Convenience Store at the New Siem Reap-Angkor International Airport in Cambodia

Yunnan Airinvestment (Cambodia) Airport Management Co., Ltd. (YACA) has issued a Request for Qualification for a Convenience Store at Siem Reap Angkor International Airport (SRAIA). The airport commenced operations from mid-October 2023.

Background

SRAIA has been created in order to preserve the Angkor monuments in Cambodia and to improve the basic air transport and tourist infrastructure in Siem Reap, so as to provide more convenient air services for tourists from all over the world to the location. Covering a parcel of 700 hectares, the airport is located in Sotr Nikum district, about 40 km from the UNESCO-listed Angkor Archaeological Park and 50 km from Siem Reap provincial town. The airport will have the construction capacity to handle at least 7 million passengers per year initially, with 20 million passengers being guaranteed at the end. Within this scope, YACA is seeking business partners for the convenience store at this airport.

The Business Partnership Opportunity

This specific opportunity encompasses the development and operation of a convenience store to be located in the Arrival Area of Siem Reap Angkor International Airport.

The Invitation

YACA invites interested companies to participate in the pre-qualification as well as provide an initial quotation.

The contract will be for a single shop unit with a length of up to 5 years. The area for lease consists of 72 sqm at Arrival Area.

Information/Details Required

Applicants and their associated companies must also demonstrate a minimum of **three (3)** years experience in the convenience store business or F&B outlets. They must also fulfil the legal requirements to operate as a business in the Kingdom of Cambodia.

For the purpose of this pre-qualification, the applicant must address/provide at least the following:

Part 1: Commercial Requirements

An Application Letter on Company Paper as well as documentary evidence for

1. Details of the applicant's convenience store
2. A minimum of **three (3)** years' experience in the specific convenience store or F&B outlets
3. Presentation of the applicant's main achievements;
4. Details of key management and directors of the applicant's company, with their years of management experiences in the industry, and with the company;
5. Details of any franchising and/or brand licensing operations (e.g., length of ownership or

operation of franchise/brand);

6. Marketing and management skills, with details of capability to establish, manage and operate the facilities proposed;
7. The legal status, corporate structure and country of origin of the company or a Memorandum of Understanding between the parties;
8. The actual monthly or annual sales volume (in US\$) as well as average shop size (in sqm) of convenience store at their airport outlets (or downtown outlets if they do not operate at airports);
9. Listing of the potential categories of products, and photographic of the convenience store.

Part 2: Quotation Requirements

The monthly Shop Management Service Payment to the airport will be in two formats, the final Shop Management Service fee payable for each month whichever is higher of the following two formats:

A: % of Monthly Net Sales. (Net Sales definition: total monthly gross sales, minus any rebate, discount, allowance (for defected services), and return. Gross sales do not include 10% VAT)

B: Minimum Monthly Guarantee Per Total Passenger (in US\$).

Here, “per total passenger” refers to both inbound and outbound passengers, and both international and domestic passengers. Even though some passengers may not walk pass your business, but for coherent airport fee calculation across all shop units, we require the monthly guarantee number to be based on all passengers.

For example, if shop operator proposes 0.02 USD per passenger for a certain location, and a certain month the airport has total of 300,000 inbound and outbound passengers, its monthly minimum guarantee to be paid will be 0.02 times 300,000, which equals to 6000 USD. For your reference, the current annual passenger throughput at SRAIA is approximately 1.5 million.

Note: there will be a 10% VAT to be added in each month’s invoice from airport to the shop operator.

Security Deposit

We are currently in the phase of intention collection. However, please be advised that if you decide to participate in the subsequent bidding process, bidders for this business opportunity will be required to pay a bidding deposit of US\$5,000.

Non-disclosure of Information

All information provided to YACA will NOT be disclosed to any third parties. YACA will not share any information of any company to any other business partner. The applicant retains the copyrights of the information submitted, however YACA will not return the submitted

documents.

Submission Details

Interested companies may submit the requested documents to the email addresses listed below. Upon receipt of the documents by email, YACA will respond and confirm your application. Ms. Bertha (English/Chinese) / Email: bertha@sai-airport.com / Phone & Telegram: 0976716889; Mr.SOEU Sareyroth(Khmer)/(+855) 69 804 034

Application Submission Deadline

Companies shall submit their application via email no later than 17:00 Cambodian Time, on **NOV 12th, 2025**. Edits and other changes to the submitted documents are only allowed before the submission dateline. Late submissions will not be considered. YACA requests companies to submit the proposal documents in English.

Follow-up Actions

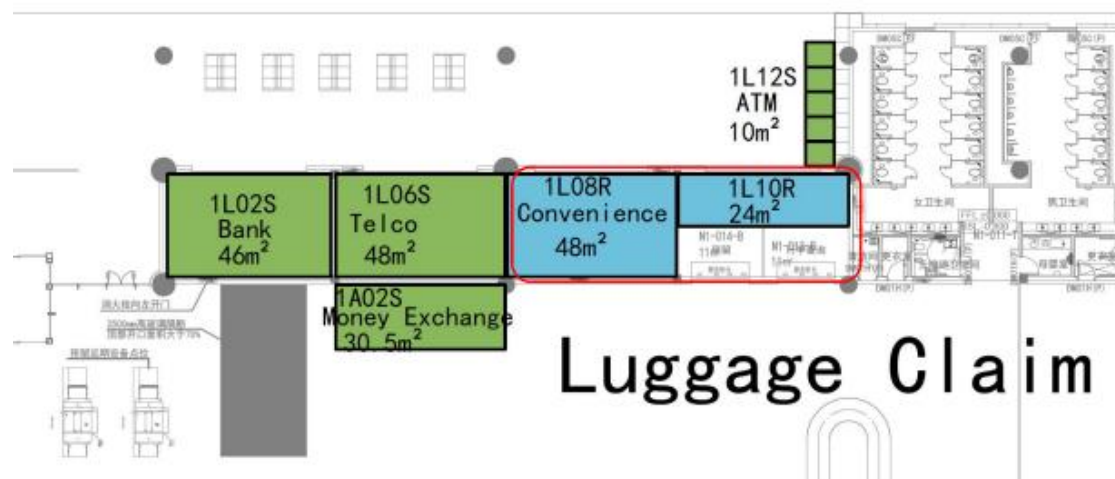
YACA will review and evaluate the strength of potential business partners, and with its sole discretion, YACA will proceed to notify the qualified candidates to enter the Request for Proposal (RFP) stage. Following the official registration for the RFP stage, qualifying companies will be sent the RFP documents which will specify in detail the next steps to be undertaken as well as the schedule of the tender program. Qualifying companies will have about **one week** to prepare a formal proposal as well as respond to specific business terms and requirements outlined in the RFP. Information contained in the formal proposal will be legally binding. YACA will review the formal proposal, and with its sole discretion, invite strong candidate companies to participate in the contract negotiation process.

About YACA:

YACA is owned by Yunnan Airport Group (YAG). As a Chinese state-owned large enterprise, YAG, which owns 18 airports in Yunnan Province, is an enterprise group with professional management for the air transport industry, which integrates airport planning, construction, tourism, logistics commerce and architecture. This copy of the Request for Qualification from YACA is free of charge. Anyone may not sell or re-sell this RFQ to anyone. YACA reserves all rights to this document.

Annex:

Location Map(Locations for convenience store)



A photo of the site:

