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CONSTRUCTION NETWORKING EVENT

27 December 2013

Venue : T&C - Samdach pan
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៧អេមធីឌី ជា ក្រុមហ៊ុន ដំបូង ក្នុង ព្រះរាជាណាចក្រកម្ពុជា ដែល មាន ឯកទេស ក្នុង ការ ផលិត

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- ផលិត គ្រឹះ មូល **PC & PHC Spun piles** (with high loading capacity)
- បង្គោល ភ្លើង **Electrical Poles** (**EDC & Telecom Standard**)
- ផលិតផល ផ្សេង ៗ អំពី បេតុង **Other Concrete- Products**

គុណភាព ជា ចំបង គឺ ជា តារាង ប្តូរ ជា ចិត្ត របស់ យើង Excellent Quality is our Commitment



ទិដ្ឋភាព នៅ រោង ចក្រ ផលិត (at factory View)



ទិដ្ឋភាព នៅ ទី តាំង ការ ប្រើ ប្រាស់ (at Site View)

ផលិតផល សសរ គ្រឹះ មូល THE PRESTRESSED SPUN PILE PRODUCTS (PC & PHC)

Type	Length	Thickness	Grade of Concrete	Allowable axial load
D300A	5-12m	60mm	60-80MPa (600-800Kg _f /cm ²)	60-80T
D350A	5-14m	65mm	60-80MPa (600-800Kg _f /cm ²)	80-100T
D400A	5-15m	80mm	60-80MPa (600-800Kg _f /cm ²)	100-155T
D500A	5-15m	90mm	60-80MPa (600-800Kg _f /cm ²)	165-230T
D600A	5-15m	100mm	60-80MPa (600-800Kg _f /cm ²)	230-300T

ផលិតផល Spun piles

- អាច ប្រើ ជា មួយ សេវា កម្ម
- បុក បញ្ចូល សសរ គ្រឹះ
- សង្កត់ បញ្ចូល សសរ គ្រឹះ
- ខ្ទង់ បញ្ចូល សសរ គ្រឹះ

ផលិតផល បង្គោល ភ្លើង មូល THE PRESTRESSED POLE PRODUCTS

Type	Length	Grade of Concrete	Loading Strength	Weight Per Pole
Pole 7.5	7.5m	40MPa (400Kg _f /cm ²)	2-3kN (F200-F300)	490-500Kg
Pole 8.5	8.5m	40MPa (400Kg _f /cm ²)	2-3kN (F200-F300)	600-625Kg
Pole 9	9m	40MPa (400Kg _f /cm ²)	2-5kN (F200-F500)	650-700Kg
Pole 10.5	10.5m	40MPa (400Kg _f /cm ²)	3.2-5.2kN (F320-F520)	990-1010Kg
Pole 12	12m	40MPa (400Kg _f /cm ²)	3.5-9kN (F350-F900)	1200-1230Kg
Pole 14	14m	40MPa (400Kg _f /cm ²)	6.5-11kN (F650-F1100)	1480-1560Kg
Pole 20	20m	40MPa (400Kg _f /cm ²)	10-14kN (F1000-F1400)	2850-3200Kg
Pole 22	22m	40MPa (400Kg _f /cm ²)	10-14kN (F1000-F1400)	3000-3400Kg

ការ ប្រើ ប្រាស់ Spun piles

- ផ្តល់ អត្ថប្រយោជន៍ ខ្ពស់
- អាច សន្សំ សំ ចែក ចាយ បាន
- ធានា សុវត្ថិភាព ខ្ពស់ សំ រាប់ សំ ណាង
- ស្តង់ដារ បច្ចេកទេស សម័យ យុទ្ធសាស្ត្រ
- លើ ការ ងារ វិស្វកម្ម ។
- អាច ផលិត បាន គ្រប់ ប្រទេស (មាន ក្បាល ដែក ផ្សារ តម្លៃ ទាប ប្រើ ស្តង់ដារ)
- វិស្វកម្ម បេតុង ខ្ពស់ រហូត ដល់ 80MPa (800Kg_f/cm²)
- លទ្ធភាព ទ្រទ្រង់ សសរ គ្រឹះ ១ ដើម រហូត ដល់ 300 តោន

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Message from
CHAIRMAN of Cambodia
Constructors Association (CCA)



As chairman of the Cambodia Constructors Association (W), I am honored to deliver a message to all our readers, especially those at construction-related firms and institutions. I have been very heartened to witness the dynamic growth of Cambodia's construction sector, evidenced by the construction of satellite cities, modern skyscrapers, residential blocks, condos, commercial buildings, modern shopping centers, office buildings and international standard hotels. This has happened in large part due to the confidence both local and international investors have in the political and economic stability in the Kingdom under the wise leadership of **Samdach Akka Moha Sena Padei Techo Hun Sen**, the country's prime minister. The government considers the construction sector to be one of the nation's economic pillars, and has allowed CCA to aid in the sector's development to bring it in line with its development goals and to boost construction standards, especially in the lead-up to ASEAN economic integration in 2015. These efforts will help Cambodia conform with ASEAN's overarching goal of "One Community, One Destiny."

CCA is a non-profit association in full compliance with the laws of the Kingdom of Cambodia. In order to carry out government policy and cement the private sector's role as the nation's economic driver, the association will do all it can to help transform the construction industry into one of reliability, productivity, accountability and healthy competition both in local and international markets. Moreover, CCA will seek ways to offer benefits to its members and help bring each up to international standards of quality and classification.

Lastly, on behalf of all members of the Cambodia Constructors Association, I hope and believe that construction-related companies operating in Cambodia will register for CCA membership to join our ongoing drive to develop the country, implement policies laid out by the Royal Government and those put in place those recommended by ASEAN to help us secure a bright, prosperous future.

Thank you.

Oknha Pung Kheav Se



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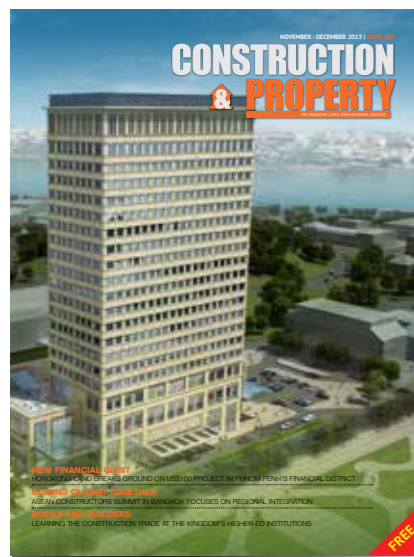
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Cover: The Landmark building by Hongkong Land, set for completion in 2016.

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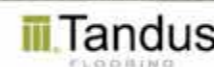
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From the PUBLISHER

The construction and property sectors play crucial roles in Cambodia's ongoing socioeconomic development, especially as the sectors continue to recover from the depths reached during 2009's global economic crisis.

Over these last few years, the construction and property industries have been ever more active in Cambodia's cities as well as in the country's industrial suburbs and provinces, mainly with residential projects, high-rises and new urban town projects going up to meet a growing demand.

The two sectors' healthy growth can be traced to the Kingdom's sound economy and political stability, growing market confidence and more incoming foreign investment – in the property sector but also in other fields, especially as Japanese investors become more active.

Responding to these opportunities, I am extremely delighted to publish "Construction & Property Magazine" with strong support from the Cambodia Constructors Association (CCA). Our goal is to present the Kingdom's construction and property sectors to the world.

The magazine features four main sections consisting of interesting topics, empowering messages, and useful information and data related to the two sectors. The first section looks at overall developments in construction, such as the new and on-going projects, and their impacts on the nation's economic growth. The second section highlights general information and activities related to CCA, whose goal is to promote the construction industry. The third part looks at trends in the construction and real estate sectors and predicts where both are headed. Lastly, the magazine offers a directory of various construction and property firms where readers can find service providers or even future business partners.

All in all, I strongly believe that "Construction and Property Magazine" will serve to help Cambodia's construction and property sectors flourish. Its information and insight will attract foreign investors and businesspeople as well as helping those already here remain well informed about the latest developments in this fast-growing, ever-changing and exciting field.

Sincerely Yours,
Meas Proeksa

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Published By

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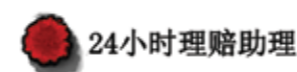
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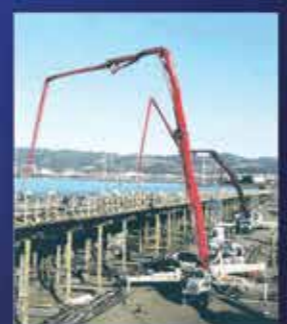


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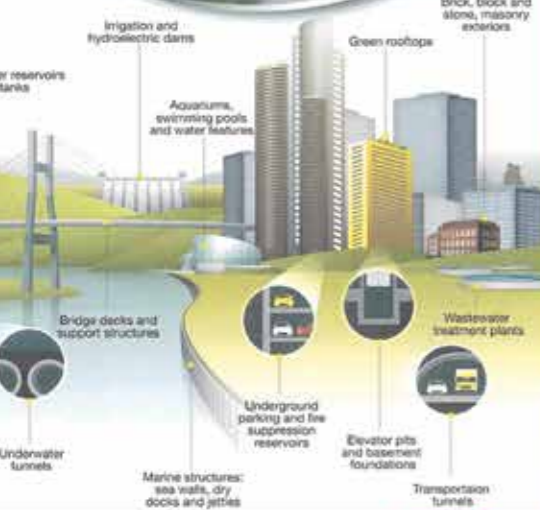
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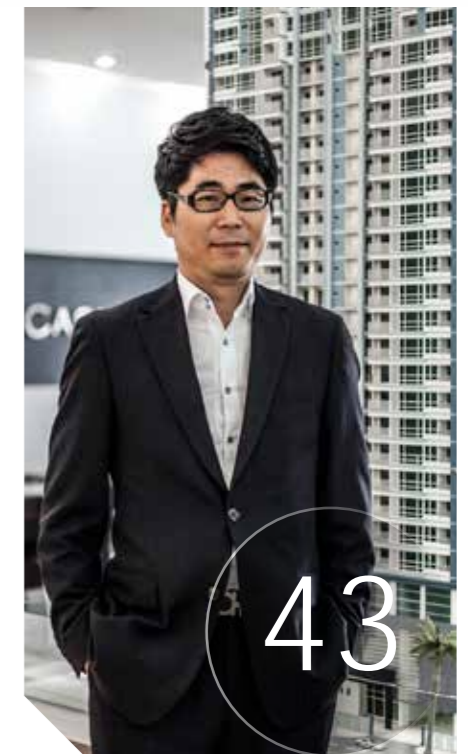
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HONGKONG LAND BREAKS GROUND ON US\$100 MILLION BUILDING

Hongkong Land has broken ground on a US\$100 million mixed-use property project called Landmark. It marks the beginning of the developer's multi-phase commercial project in Cambodia.

Located in Phnom Penh's financial district just behind the US Embassy, the office tower being developed by the Hongkong-based property group will feature 18,000 square meters of office space over sixteen floors. In addition, there will be four stories of high-end retail and three underground parking levels. The building sits on 10,700 square meters of land.

Speaking at the groundbreaking ceremony on Sept. 6, Robert Garman, Hongkong Land South Asia executive director, said the building is one of the company's most exciting developments in Southeast Asia. It is the second project the developer has in Cambodia. Central Mansions, a newly rebranded residential concept with 101 serviced apartments and five penthouses, launched in March.

"One of Hongkong Land's core strengths is developing and managing high-quality office and luxury retail concepts for long-term revenue generation," Garman said. "We are confident that the Grade-A office space will attract leading multinational and domestic companies, and the premium retail concept will offer

global brands and leading restaurateurs opportunities to gain a foothold in Cambodia."

Garman said he believed the growth in Cambodia's economy and property market will attract long-term institutional investors as well as boost both foreign and domestic businesses.

Hongkong Land is one of Asia's leading property investment, management and development groups, and one of the oldest, founded in Hongkong in 1889. It has a premium listing on the London Stock Exchange. In Cambodia, besides the Central Mansions project and the Landmark building, the group has a 1,625 square-meter plot of land on the Phnom Penh riverside, between Wat Ounalom and Tonle Sap River.

Commenting on the development project, Britain's ambassador to Cambodia, Mark Gooding, said the tower will be an iconic building and illustrate British firms' contributions to the modern Cambodian capital. Project contributors include Aedas, ARUP and WT Partnership, all leading British engineering and architectural firms.



"The Landmark project will contribute to Cambodia's economic development by providing top-quality office and retail in its first phase and further commercial, residential and hotel space in future phases," Gooding said. "The Landmark will attract world-class companies who are serious about doing business in Cambodia."

Im Chhun Lim, minister for Land Management, described the project as reflecting the growing confidence of local and international investors in Cambodia. He said in the first half this year, the investment in large, medium and small building projects had

reached almost US\$2 billion, a more than 120 percent increase against the same period last year.

"I strongly believe that Hongkong Land will bring modern building technologies to Cambodia and contribute to climate-change reduction and green development," he said. "It will also guarantee the safety and harmony of the surrounding buildings during construction and afterwards" ■

By Tim Vutha



HONGKONG LAND

សម្ពោធអគារតម្លៃ១០០លានដុល្លារ

ក្រុមហ៊ុន HONGKONG LAND បានសម្ពោធអគារដ្ឋានសាងសង់ គម្រោងអចលនទ្រព្យពហុប្រើប្រាស់តម្លៃ១០០លានដុល្លារ របស់ខ្លួនដែលមានឈ្មោះថា LANDMARK ។ គម្រោងនេះបញ្ជាក់ពីការចាប់ផ្តើមនៃគម្រោងពាណិជ្ជកម្ម ពហុដំណាក់កាលរបស់ក្រុមហ៊ុននៅកម្ពុជា។

មានទីតាំងស្ថិតក្នុងសង្កាត់ហិរញ្ញវត្ថុ នៃរាជធានីភ្នំពេញដែលនៅខាងក្រោយស្ថានទូតអាមេរិក អគារការិយាល័យដែលត្រូវបានអភិវឌ្ឍន៍ដោយក្រុមហ៊ុនអចលនទ្រព្យដែលមានស្នាក់ការនៅទីក្រុងហុងកុង និងសាងសង់អគារការិយាល័យដែលមានផ្ទៃក្រឡាសរុប ១៨ពាន់ម៉ែត្រការ៉េ ដែលលាតសន្ធឹងលើផ្ទៃអគារចំនួន១៦ជាន់។ ដោយរួមបន្ថែម ៤ជាន់ សម្រាប់ហាងទំនិញលក់រាយដ៏ទំនើប និងជាន់ក្រោមដី ៣ជាន់ សម្រាប់ចំណតរថយន្ត។ អគារនេះស្ថាបនាលើផ្ទៃដីចំនួន១០.៧ពាន់ម៉ែត្រការ៉េ។

សង់អគារនេះកាលពីថ្ងៃទី១៦ ខែកញ្ញា លោក Robert Garman អគ្គនាយកក្រុមហ៊ុន Hongkong Land ប្រចាំតំបន់អាស៊ីខាងត្បូងបានលើកឡើងថាអគារនេះគឺជាការអភិវឌ្ឍន៍មួយដ៏ស្នាម្យប់ផុតរបស់ក្រុមហ៊ុនក្នុងចំណោមការអភិវឌ្ឍន៍ដ៏ល្អបំផុតជាច្រើននៅតំបន់អាស៊ីអាគ្នេយ៍។ ហើយវាគឺជាគម្រោងទីពីរដែលក្រុមហ៊ុនបានអភិវឌ្ឍនៅកម្ពុជា បន្ទាប់ពីអាជ្ញាធរមិន Central Mansions ដែលជាលំនៅដ្ឋានកែច្នៃឡើងវិញដ៏ប្រណិតមួយ ជាមួយនឹងបន្ទប់អាជ្ញាធរមិនចំនួន១០១ និងផ្ទះល្វែងនៅជាន់លើគេបង្អស់ចំនួន៥ ដែលបានបើកដំណើរការកាលពីខែមីនាឆ្នាំនេះ។

ថ្លែងនៅក្នុងពិធីសម្ពោធអគារដ្ឋានសាង-



«ចំណុចមួយក្នុងចំណោមចំណុចខ្លាំងស្នូលរបស់ក្រុមហ៊ុន Hongkong Land គឺការអភិវឌ្ឍន៍ និងគ្រប់គ្រងការិយាល័យប្រណិត និងកន្លែងលក់រាយដ៏ទំនើបសម្រាប់ការបង្កើតចំណូលរយៈពេលយូរអង្វែង»។ លោក Garman បាននិយាយដូច្នោះ ដោយបន្តទៀតថា «យើងមានជំនឿថា ផ្ទៃការិយាល័យលំដាប់លេខ១របស់យើងនឹងទាក់ទាញក្រុមហ៊ុនក្នុងស្រុក និងអន្តរជាតិដែលនាំមុខគេខណៈដែលកន្លែងលក់រាយដ៏ល្អបំផុតនឹងនាំឲ្យផលិតផលម៉ាកល្បីៗ និងភោជនីយដ្ឋានឈានមុខគេអាចឈានជើងចូលកម្ពុជាបាន»។

លោក Garman បានរំពឹងថា ការលូតលាស់នៃសេដ្ឋកិច្ចកម្ពុជានិងទីផ្សារអចលនទ្រព្យនឹងទាក់ទាញវិនិយោគិនយូរអង្វែង ក៏ដូចជាជួយលើកកម្ពស់ទាំងអាជីវកម្មក្នុងស្រុក និងអន្តរជាតិ។

ក្រុមហ៊ុន Hongkong Land គឺជាក្រុមហ៊ុនវិនិយោគ គ្រប់គ្រង និងអភិវឌ្ឍន៍អចលនទ្រព្យដែលនាំមុខគេមួយនៅអាស៊ី ហើយក៏ជាក្រុមហ៊ុនដែលមានអាយុកាលចំណាស់ជាងគេមួយដែលត្រូវបានបង្កើតឡើងកាលពីឆ្នាំ១៨៨៩។ ក្រុមហ៊ុនបានដាក់លក់ភាគហ៊ុនរបស់ខ្លួនទៅក្នុងទីផ្សារភាគហ៊ុនរបស់ទីក្រុងហុងកុង។ នៅកម្ពុជា ក្រៅពីអាជ្ញាធរមិន Central Mansions និងអគារ Landmark ក្រុមហ៊ុននេះក៏ជាម្ចាស់កម្មសិទ្ធិលើផ្ទៃដីទំហំ១,៦២៥ម៉ែត្រការ៉េនៅក្បែរមាត់ទន្លេដែលស្ថិតនៅចន្លោះវត្តខណ្ឌឡោម និងទន្លេសាបផងដែរ។

មានមតិលើគម្រោងអភិវឌ្ឍន៍នេះដែរ លោកអគ្គនាយកអន្តរជាតិសម្រាប់កម្ពុជា Mark Gooding បានមានប្រសាសន៍ថា អគារនេះនឹងក្លាយជាអគារដ៏គួរឲ្យទាក់ទាញមួយហើយនឹងបង្ហាញពីការរួមចំណែករបស់ក្រុមហ៊ុនអន្តរជាតិសម្រាប់រាជធានីភ្នំពេញរបស់

កម្ពុជា។ ក្រុមហ៊ុនដែលរួមចំណែកសាងសង់ក្នុងគម្រោងរួមមាន Aedas, ARUP និង WT Partnership ដែលសុទ្ធសឹងជាក្រុមហ៊ុនស្ថាបត្យកម្មនិងវិស្វកម្មឈានមុខគេរបស់អង់គ្លេស។

«គម្រោងអគារ Landmark នឹងចូលរួមចំណែកដល់ការអភិវឌ្ឍន៍សេដ្ឋកិច្ចកម្ពុជាដោយផ្តល់ជូនការិយាល័យ និងកន្លែងលក់រាយគុណភាពល្អបំផុតនៅដំណាក់កាលទីមួយនិង ទីតាំងសណ្ឋាគារ លំនៅដ្ឋាន និងពាណិជ្ជកម្មនៅដំណាក់កាលក្រោយៗទៀត»។ លោក Gooding បាននិយាយបែបនេះ ដោយបន្តទៀតថា «អគារ Landmark នឹងទាក់ទាញក្រុមហ៊ុនលំដាប់ពិភពលោកនានា ដែលមានបំណងមកវិនិយោគនៅកម្ពុជារយៈពេលយូរអង្វែង» ។

ឯកឧត្តមទេសរដ្ឋមន្ត្រី អ៊ឹម ឈុនលីម រដ្ឋមន្ត្រីក្រសួងរៀបចំដែនដី នគរូបនីយកម្ម និងសំណង់ បានពិពណ៌នាពីគម្រោងនេះថា

ជាកំណើនទំនុកចិត្តរបស់វិនិយោគិនក្នុងស្រុកនិងអន្តរជាតិនៅកម្ពុជា។ គាត់បានលើកឡើងថានៅឆមាសទីមួយនៃឆ្នាំនេះការវិនិយោគលើគម្រោងអគារតូច មធ្យម និងធំ បានកើនដល់២ពាន់លានដុល្លារ ដែលមានកំណើនជាង១២០ភាគរយ បើធៀបនឹងរយៈពេលដូចគ្នាកាលពីឆ្នាំមុន។

«ខ្ញុំជឿជាក់យ៉ាងមុតមាំថា ក្រុមហ៊ុន Hongkong Land នឹងនាំមកនូវបច្ចេកវិទ្យាសាងសង់អគារបែបទំនើបមកកាន់កម្ពុជា ហើយដើម្បីចូលរួមដល់ការកាត់បន្ថយការប៉ះពាល់អាកាសធាតុ និងការអភិវឌ្ឍន៍បៃតង»។ លោកបានថ្លែងបែបនេះដោយបន្ថែមថា «វានឹងធានាពីសុវត្ថិភាព និងភាពសុខុមាល័យនៃអគារនៅជុំវិញនៅក្នុងកំឡុងពេលសាងសង់អគារនេះ និងពេលសាងសង់រួចផងដែរ» ។

ដោយ ទឹម វុត្តា

CAMBUILD '13

A ROARING SUCCESS, BIG PLANS FOR THE FUTURE

Perfectly in sync with the building and construction sector boom in Cambodia, the CAMBUILD '13 trade show was a big hit this year and organizers are planning on using the momentum to plan an even bigger, better show in 2014.



Hosted at Phnom Penh's Diamond Island Exhibition and Convention Center on September 10-12, this year's CAMBUILD, the third building, construction, electrical and mechanical trade fair of its kind, welcomed 318 exhibitors, up from 110 two years ago. This year, 86 percent of exhibitors rated the event a success, another improvement from

previous CAMBUILD fairs.

The number and quality of visitors also increased, said Andrew Siow, director of AMB Events Group, the Malaysia-based organizer of the event. The success of the show and the continuing growth of the Kingdom's economy and its construction sector have convinced AMB to hold CAMBUILD annually from now on,

instead of every two years.

Five industry-related shows were held concurrently this year, including CAMWATER 2013, an international water and wastewater technology exhibition, CAMSECURITY 2013, a security, safety and fire protection exhibition, CIVAR 2013, focused on ventilation and air-conditioning technology, CAMENER-



GY 2013, highlighting electrical engineering, and CAMPROPERTY 2013, the Cambodia International Property Show. CAMWATER and CAMPROPERTY made their debuts this year.

Siow went on to distinguish how this year's event differed from previous ones, pointing out that previously, CAMBUILD was held with the CAMFOOD/CAMHOTEL exhibitions. Now the fair stands on its own, thanks to the aforementioned sector growth and better event marketing efforts.

"This creates a total integrated event for the building, construction, M&E and building services industry which make it a worthwhile visit for those in the industry," he said.

For CAMBUILD '14 and its associated fairs, scheduled on the same month and venue next year, AMB plans to add a show focusing on interior design and home living as more Cambodians are looking for better quality furniture, furnishings, kitchens, bathrooms and home appliances.

Commenting at the show's opening event, H.E. Im Chhun Lim, minister of Land Management, Urban Planning and Construction, noted the fair has contributed to the country's thriving construction and property industry as



investment in the sector has increased sharply in recent years.

He reported the value of the building sector reached nearly US\$2 billion in the first half of this year, up from US\$870 million over the same period last year, an increase of more than 100 percent.

Neak Oknha Pung Kheav Se, chairman of the Cambodia Constructors Association (CCA), one of the CAMBUILD co-organizers, said the display of construction material, equipment and machinery gave insiders good opportunities to see first-hand new technologies,

development and growth in Cambodia.

CCA currently has 43 member companies representing construction-related businesses operating in Cambodia, and is now signing up more members.

"CCA has been working to get more members so that we can take part in developing construction and promoting the sector via cooperation with private and public institutions," Oknha Pung said. "As such, CCA supported CAMBUILD '13 via a MoU and will participate in this international-standard exhibition annually" ■

By Tim Vutha



CAMBUILD '13

ជោគជ័យនាំទៅដល់ផែនការធំ នាពេលអនាគត

ផ្សារភ្ជាប់យ៉ាងល្អឥតខ្ចោះជាមួយនឹងការរីកចម្រើនវិស័យសំណង់នៅកម្ពុជាពិពណ៌នាពីផ្នែក CAMBUILD បានទទួលជោគជ័យយ៉ាងត្រចះត្រចង់នៅឆ្នាំនេះ ហើយអ្នករៀបចំកម្មវិធីបានប្រកាសពីបំណងរៀបចំពិពណ៌ធំជាង និង ប្រសើរជាងនេះនៅឆ្នាំក្រោយ។

ការរៀបចំឡើងនូវពិពណ៌ពាណិជ្ជកម្មសំណង់អគារ និងបរិក្ខារអេឡិចត្រូនិច និងម៉េកានិច (CAMBUILD) លើកទី៣ឆ្នាំ២០១៣ នៅមជ្ឈមណ្ឌលពិពណ៌និងសន្និបាតកោះពេជ្រនៃរាជធានីភ្នំពេញកាលពីថ្ងៃទី១០ដល់១២ខែកញ្ញាឆ្នាំ២០១៣នេះមានចំនួនស្តង់តែងតាំងដល់ ៣១៨ស្តង់ កើនឡើងលើសពីឆ្នាំមុន ដែលមានត្រឹមតែ ១១០ស្តង់នៅរយៈពេលពីរឆ្នាំមុន។ នៅឆ្នាំនេះដែរ ៨៦ភាគរយ នៃអ្នកតាំងពិពណ៌ទាំងអស់បានវាយតម្លៃថាពួកគេបានទទួលជោគជ័យពីព្រឹត្តិការណ៍នេះដែលជាកំណើនមួយបើប្រៀបធៀបនឹងព្រឹត្តិការណ៍មុនៗ។

លោក Andrew Siow អគ្គនាយកក្រុមហ៊ុន AMB Events Group ដែលជាក្រុមហ៊ុនរៀបចំពិពណ៌នេះ និងមានប្រភពមកពីប្រទេសម៉ាឡេស៊ីបានលើកឡើងថា បរិមាណ និងគុណភាពនៃអ្នកទស្សនាក៏បានកើនឡើងផងដែរ។ ជោគជ័យរបស់ពិពណ៌ និងការរីកលូតលាស់ជាបន្តបន្ទាប់នៃសេដ្ឋកិច្ចកម្ពុជា និងវិស័យសំណង់បានជម្រុញឲ្យក្រុមហ៊ុន AMB រៀបចំពិពណ៌ CAMBUILD ជាប្រចាំឆ្នាំចាប់ពីពេលនេះតទៅ ដែលខុសកាលពីមុនវាត្រូវបានរៀបចំរៀងរាល់ពីរឆ្នាំម្តង។

ខុស្សាហកម្មចំនួនប្រាំដែលទាក់ទងគ្នា

ត្រូវបានដាក់បង្ហាញដំណាលគ្នាក្នុងពិពណ៌ឆ្នាំនេះ ដែលរួមមាន CAMWATER 2013 ជាការតាំងបង្ហាញបច្ចេកវិទ្យាផ្គត់ផ្គង់ទឹកស្អាត និងចម្រោះកាកសំណល់រាវជាអន្តរជាតិ CAM-SECURITY ២០១៣ ជាការដាក់តាំងបង្ហាញប្រព័ន្ធសន្តិសុខ សុវត្ថិភាព និងប្រព័ន្ធការពារអគ្គិភ័យ CIVAR ២០១៣ ជាការដាក់តាំងបង្ហាញបច្ចេកវិទ្យាម៉ាស៊ីនត្រជាក់ និងប្រព័ន្ធខ្យល់ CAMENERGY ២០១៣ ជាការផ្តោតលើវិស្វកម្មអេឡិចត្រូនិច និង CAMPROPERTY ជាការដាក់តាំងបង្ហាញពីអចលនទ្រព្យក៏បានចូលរួមស្របគ្នានៅឆ្នាំនេះផងដែរ។

លោក Siow បានបន្តបញ្ជាក់ពីភាពផ្សេងគ្នារវាងព្រឹត្តិការណ៍នៅឆ្នាំនេះនិងឆ្នាំមុនៗទៀតថាកាលពីឆ្នាំមុនៗ CAMBUILD ត្រូវបានប្រារព្ធឡើងជាមួយនឹង CAMFOOD/CAMHOTEL ប៉ុន្តែនៅឆ្នាំនេះ CAMBUILD ត្រូវបានប្រារព្ធឡើងតែឯង ដោយសារតែការរីកចម្រើននៃវិស័យសំណង់ និងការខិតខំធ្វើផ្សារបានប្រសើរជាងមុន។

«ព្រឹត្តិការណ៍នេះបានបង្កើតឲ្យមានការរួមបញ្ចូលគ្នាមួយនៃការដាក់បង្ហាញពីអគារសំណង់ សេវាកម្មសំណង់ និងសេវាកម្មមេកានិចនិងអគ្គិសនីដែលធ្វើឲ្យវាជាព្រឹត្តិការណ៍ដ៏មានតម្លៃមួយសម្រាប់ពាណិជ្ជករដែលស្ថិត

ក្នុងវិស័យទាំងនេះមកទស្សនា» លោកថ្លែងយ៉ាងដូច្នោះ។

សម្រាប់ពិពណ៌ CAMBUILD ២០១៤ និងពិពណ៌ដែលពាក់ព័ន្ធទាំងឡាយ ដែលត្រូវបានកំណត់ពេលវេលា និងកន្លែងដដែលក្រុមហ៊ុន AMB នឹងមានផែនការបញ្ចូលពិពណ៌មួយទៀតដែលទាក់ទងនឹងការរចនាផ្ទៃខាងក្នុងនិងការសំនៅក្នុងផ្ទះ ដោយសារតែមានប្រជាជនកម្ពុជាកាន់តែច្រើនឡើងបានចាប់អារម្មណ៍លើគ្រឿងសង្ហារឹមប្រណិតៗ គ្រឿងតុបតែងចង្រ្កានបាយ បន្ទប់ទឹក និងបរិក្ខារក្នុងផ្ទះ។

ថ្ងៃនៅក្នុងពិធីសម្ពោធពិពណ៌នេះដែរ ឯកឧត្តមទេសរដ្ឋមន្ត្រី អឹម ឈុនលីម រដ្ឋមន្ត្រីក្រសួងរៀបចំដែនដី នគរូបនីយកម្ម និងសំណង់បានកត់សម្គាល់ឃើញថា ពិពណ៌នេះបានចូលរួមចំណែកដល់ការរីកលូតលាស់នៃវិស័យសំណង់ និងអចលនទ្រព្យនៅកម្ពុជា ខណៈដែលការវិនិយោគក្នុងវិស័យនេះបានរីកចម្រើនយ៉ាងរហ័សនៅប៉ុន្មានឆ្នាំចុងក្រោយនេះ។

CAMBUILD '13

CAMBODIA INTERNATIONAL BUILDING, CONSTRUCTION AND M&E SHOW
10-12 SEPT 2013 • DIECC, PHNOM PENH, CAMBODIA

ពិធីបើកសម្ពោធការតាំងពិពណ៌អន្តរជាតិ

OFFICIAL OPENING CEREMONY

GUEST OF HONOUR

H.E. H. CHHUN L. SENIOR MINISTER OF THE ROYAL GOVERNMENT OF CAMBODIA
MINISTER OF LABOR AND EMPLOYMENT, PLANNING AND CONSTRUCTION



លោកបានមានប្រសាសន៍បន្តថា តម្លៃសាងសង់នៅក្នុងវិស័យសំណង់បានកើនដល់ជិត២ពាន់លានដុល្លារ នៅក្នុងឆមាសទីមួយឆ្នាំនេះ ដែលកើនឡើងលើស ១០០ភាគរយបើប្រៀបធៀបនឹង ៨៧០លានដុល្លារនៅរយៈពេលដូចគ្នាកាលពីឆ្នាំមុន។

អ្នកឧកញ៉ា ពុង យារ៉ែស ប្រធានសមាគមអ្នកសាងសង់កម្ពុជា (CCA) ដែលចូលរួមសហការរៀបចំពិពណ៌នេះ បានលើកឡើងថាការដាក់បង្ហាញសម្ភារៈ បរិក្ខារ និងគ្រឿងចក្រសំណង់គឺជាឱកាសដ៏ល្អមួយសម្រាប់ឲ្យអ្នករកទទួលបានក្នុងវិស័យសំណង់បានស្វែងយល់ពីការអភិវឌ្ឍន៍បច្ចេកវិទ្យា និងការលូតលាស់ថ្មីៗនៅកម្ពុជា។

បច្ចុប្បន្ននេះ CCA មានសមាជិក ៤៣ ក្រុមហ៊ុនដែលតំណាងឲ្យអាជីវកម្មពាក់ព័ន្ធនឹងសំណង់ដែលកំពុងដំណើរការនៅកម្ពុជាទាំងអស់ ហើយកំពុងបង្កើនចំនួនសមាជិកបន្ថែមទៀត។

«CCA កំពុងប្រឹងប្រែងទាក់ទាញសមាជិកបន្ថែមទៀតដើម្បីឲ្យយើងអាចចូលរួមអភិវឌ្ឍវិស័យសំណង់ និងលើកកម្ពស់វិស័យនេះតាមរយៈកិច្ចសហការជាមួយស្ថាប័នសាធារណៈ និងឯកជននានា» អ្នកឧកញ៉ាបានថ្លែងយ៉ាងដូច្នោះ។ «ដោយសារហេតុផលនេះ ទើប

សមាគមបានគាំទ្រពិពណ៌ខ្នាតអន្តរជាតិ CAMBUILD ២០១៣នេះ តាមរយៈកិច្ចព្រមព្រៀងមួយ ហើយសមាគមនឹងចូលរួមគាំទ្រនៅក្នុងពិពណ៌នេះជារៀងរាល់ឆ្នាំ»។



FROM THE CLASSROOM TO THE CONSTRUCTION SITE

While Cambodia has made remarkable progress after the dark decades of the second half of the 20th century, the country still has a way to go to develop its infrastructure. That means the country needs people to work in the construction sector, and the training and education to go along with it. Are schools doing their job when it comes to training tomorrow's professionals?



There are several big question marks hanging over this issue. Are there sufficient numbers of people graduating from local construction schools? And do they have the right skills to meet the demands of the job market?

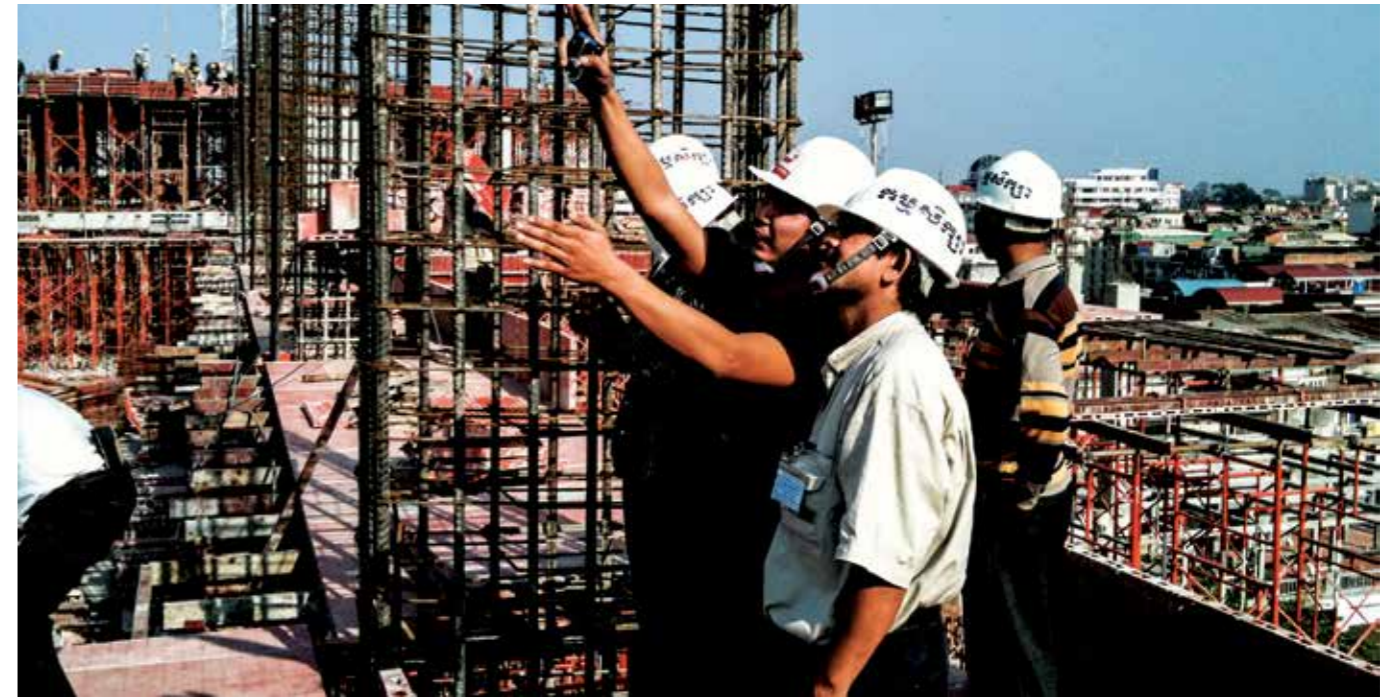
Among the 91 higher education institutions in Cambodia, fewer than 10 offer construction-related curriculums. Those that do are the Institute of Technology of Cambodia (ITC), the Royal University

of Fine Arts (RUFA), Norton University, Paññāsāstra University of Cambodia (PUC), the National Polytechnic Institute of Cambodia (NPIC), the National Technical Training Institute (NTTI), Build Bright University (BBU), Limkokwing University, Cambodian Mekong University, and Setec University.

Following the French model, the education ministry requires that higher education institutions providing construction-related majors in Cambodia design

a five-year bachelor's degree curriculum (two years for foundation courses and three years for specialized subjects). Other majors require only four years of study for a bachelor's degree.

Schools like ITC, NPIC and NTTI also provide two to three-year technical programs in civil engineering and there are associate degrees for other majors. Students can pursue a master's degree in civil engineering only at ITC, which takes from one to two years.



These 10 schools teach similar courses related to civil engineering, architecture, design, and urban planning and development. However, Norton University's Dean of Civil Engineering Lim Suktay doesn't like the fact that many schools offer only very specific fields of study, even at the bachelor's level. He says the practice can make it difficult to students to find good jobs after they graduate if their field of knowledge is too narrow. He would prefer students specialize at the post-graduate level.

"What will happen to students when they study civil engineering of bridge design and construction, but construction companies seek only staff majoring in civil engineering of building design and construction," Suktay said. "If the curriculum includes every relevant subjects into one major, they can apply for jobs in many fields."

Unlike other majors that are mostly theory-based, construction-related fields need thorough practice in the field and laboratory, and that is still limited at most universities in Cambodia.

There is also a challenge when it comes to teachers. Due to low salaries, it has become a normal in Cambodia that most lecturers, including in the civil engineering and architecture departments, teach at more than one school. That can

affect the quality of their research and lectures.

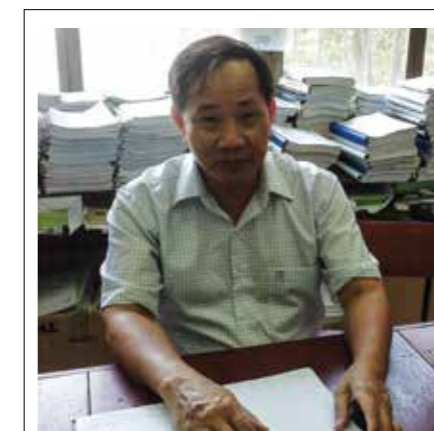
Lim Suktay admits this is an issue but points out it should be fine as long as instructors fulfill their teaching duties, and the government also understands that limited income levels force them to teach more. "If the government prohibits teachers from teaching at more than one school, both the government and teachers will fail," he said.

Between 2,000 and 3,000 students sign up for majors in architecture and engineering annually, comparing to tens of thousands of students enrolling in other majors. But all of those are not

successful and some drop out. In the end, about 100 people graduate annually from RUFA, 80 from ITC, about 400 from Norton, and the rest are from other schools.

Chhouk Chhay Horng, Head of the Civil Engineering and Architectural Department at ITC, believes Cambodian universities are producing enough mid-level technicians and a more highly skilled workforce to supply the market for now, but the need will grow in the future. More grads will be needed, he said.

He doesn't worry about the large outward labor migration that takes hundreds of



Mr. Chhouk Chhay Horng
Head of the Civil Engineering
Department at ITC



Mr. Lim Suktay
Dean of Civil Engineering of Norton University



thousands out of the Cambodian workforce, saying those are mostly unskilled manpower, and that the country still has a large pool of people in this category. But when it comes to semi-skilled and highly skilled laborers to meet market demand, something will have to be done.

“More training is needed to produce more skilled workers,” he said. “Cambodia also needs more vocational training for the non-skilled workers to boost their productivity since most of them didn’t have access to much schooling.”

Applying for a Job

Despite the room for improvement, deans at construction schools generally feel that see most engineering and architecture graduates are welcomed by construction companies and even get higher starting salaries than other graduates.

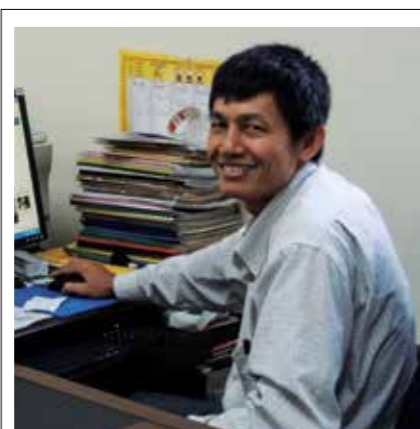
They say students graduating from the fields of finance, banking, IT, accounting, management, and tourism – the most popular majors in Cambodia – often receive less than US\$200 starting salary per month. Architecture and engineering graduates and even technical graduates can earn over US\$300 a month at their first job.

Construction companies often send recruiters to universities to meet and hire architecture and civil engineering

students. That happens rarely for students majoring in other fields, several deans spoken to for this article said.

Government advisor Sok Siphanna has called repeatedly on Cambodian students to focus more on technical skills to meet market needs rather than on the majors many of them prefer today. “The Cambodian economy can’t absorb thousands of bankers, economists and accountants, but it can absorb thousands of technicians such as those in construction and factories,” he said.

Kim Sokunthearith, deputy dean of the Architecture and Urbanism Faculty at the Royal University of Fine Arts, agrees, saying job opportunities for construction professionals are plentiful since



Mr. Kim Sokunthearith
Deputy Dean of Architecture and Urbanism
of the Royal University of Fine Arts

the construction sector is growing. “All architecture and design graduates from my school can find good jobs, some establish teams or companies, while others work for construction companies or residential complexes,” he said.

While Sokunthearith says that designers are in high demand in the construction sector, Sokyay of Norton and Horng of ITC say civil engineers are what the industry really wants these days.

At the same time, Sokyay warns students to change a common misperception that a higher degree is always better than a lower one. He has noticed that high-school graduates prefer going directly on to academic degrees when their background and ability might better fit into a course program at a vocational training institute or college. “Some university graduates get only US\$200 or less starting salary, when many students graduated from vocational training centers or college get up to US\$500 or more.”

As more male students currently enroll in construction subjects than women, he also wants them not to treat construction-related careers as a fit only for men. “In fact, careers like civil engineering or design are made up of mostly office work, with only occasional site visits,” he said. “In countries in Europe, there are similar numbers of male and female students enrolling in majors related to construction.”

Skills transfer

In Cambodia, non-skilled construction



Ms. Pov Leakhena
Civil Engineering Graduate from National
Polytechnic Institute of Cambodia (NPIC)

workers earn from US\$150 to US\$200 per month, the rate rises to US\$300-US\$450 in the semi-skilled category, and reaches over US\$500 for high-skilled professionals.

Those wages are still low compared to countries like Thailand. And some International firms operating in Cambodia still bring their own skilled professionals, leaving only low-level jobs for local workers.

Donors like China and Japan usually bring in their own people to handle many tasks. Chinese contractors prefer employing more of their own staff at all levels, while Japanese firms bring only their high-level personnel to manage the project and hire local non-skilled and low-skilled staff.

“They don’t want to spend much time and effort to train local lower-skilled staff and that’s why they bring their skilled nationals,” Lim Sokyay said. “Some local staff even leave them for a higher paid job after they learned the skills.”

But Taing Sochitvitu, executive director of ADI-Architectural Design, has a more positive view regarding the arrival of skilled expats in Cambodia. He doesn’t like seeing foreign expats replacing local staff, but he also treats it a productive opportunity that Cambodian semi-skilled workers can learn from the foreigners and maximize their skills.

“The growing presence of international construction and design firms is good as they bring more jobs to Cambodian and even train them,” he said. “Both the non-skilled and skilled employees can benefit.”

But what worries Sochitvitu is that the skills of most Cambodian architects and engineers need to be upgraded and the country’s legal framework needs to be enforced. If the government can improve in these areas, he believes more investment will come and local human resources will also benefit.

ASEAN and the skills challenge

Cambodia has reached a stage where it needs to strengthen its workforce competency to meet the challenges from neighboring countries when the country



opens the gates to the larger regional skilled workforce with ASEAN integration in just a few years. Sochitvitu also urges the government to facilitate the arrival of international investors in the country, but also enact rules around domestic recruitment so that Cambodia and its labor force can benefit.

“I don’t think we lack construction laborers, but what we clearly lack is support from the government,” he said. “The government should enact laws that order foreign establishments to recruit more local workers just like other countries do to protect their labor forces.”

Pouv Leakhena, who graduated with a bachelor’s degree in civil engineering from the National Polytechnic Institute of Cambodia (NPIC) in 2012 and currently teaches there while working part time at a local engineering firm, says there are many job opportunities available in the construction field for people with the needed skills.

She found her university curriculum fulfills most general knowledge requirements at her workplace, but recommends more cooperation between construction universities and construction-related companies. That way, students would better understand how to prepare themselves for ASEAN integration. English language proficiency is one very important skill to have, she says.

“I don’t think it is difficult to compete with foreign staff who have the same kind of education and experience,” she said. “But if they have a better training and more experience than me, it’s difficult.”

And that’s exactly what might become more common when ASEAN does integrate. Therefore, university deans and labor market observers believe the Kingdom needs to step up its game regarding construction education and training, since some see the regional market as both a threat and opportunity for the Kingdom’s construction professionals.

“We can integrate the market, but I am afraid that our architecture and engineering students are inferior to other advanced ASEAN nationals, especially on the language issue,” he said. “But I also think we can learn from them.”

While some of the challenges might look daunting, economic integration can provide a nudge in the direction Cambodian needs. “Indeed, this regional merger also pushes us to upgrade our skills and capacities,” he added ■

By Tim Vutha

CONSTRUCTION LABOR SHORTAGE GROWS

Although Prime Minister Hun Sen has publicly encouraged people to stop leaving the country for jobs abroad since expanding domestic sectors like construction badly need workers, many still prefer to seek employment in countries like Thailand where wages are higher.

Thailand's minimum wage law requires unskilled construction workers be paid US\$10 per day, while in Cambodia, that same group takes home between US\$4 to US\$5 daily. That wage difference has resulted in problems for the building sector, as workers choose to cross the border to double their take-home pay. Construction companies in Cambodia are finding it harder than ever to find the labor they need to finish projects on schedule.

With eight projects currently active, Advanced Construction (Cambodia) Co. Ltd., needs about 100 workers to meet its needs. However, it currently employs only 50, according to James Sterling, the company's managing director. He says hiring workers has become such a challenge that the company has to rely on sub-contractors to make up the numbers.

"We work with smaller local companies for specific types of work and specific projects although they struggle to find staff as well," said Sterling, who has

had to watch with dismay as many of his Cambodian staff migrate to work in Thailand for higher wages. "There's a construction boom but a worker shortage."

According to the Community Legal Education Center (CLEC), at least 500,000 Cambodians currently work in Thailand, although only about 50 percent of them are there legally.

Peter Brimble, deputy Cambodian country director of the Asian Development Bank, sees a need for firms in Cambodia to increase wages if they are to compete with jobs offered in Thailand. "If people want to build more factories and buildings and developments, then the wages will have to go up."

Thierry Loustau-Khao, managing director of LBL International, a large firm that hires over 500 workers for their projects in Phnom Penh and Siem Reap, agrees. "We have had to increase wages and provide accommodation, something we didn't had to do before," he said.



Deans at several schools offering construction majors and courses of study believe that Cambodian workers will remain inside the country if wages go up. However, many construction companies themselves complain that raising wages is difficult since it will drive up overall construction costs.

The high-end residential and commercial development Olympia City at Phnom Penh's Olympic Stadium employs around 600 workers. It pays US\$4 per day to non-skilled workers, US\$5 to low-skilled labor and US\$7-8 for high-skilled workers. It doesn't plan on increasing those rates

right now.

"While we haven't planned a wage increase, we do provide workers with shelter, electricity and water," Project Manager Nguon Hunrith said, adding that companies who do have a hard time finding workers might need to offer the kinds of extras his firm does.

As most construction laborers work on a seasonal basis and many are treated worse than permanent staff, the Olympia City project is also working on providing insurance coverage and formal contract agreements with workers to provide more

stability and keep them on the job longer.

The minimum wage in the sector has been rising – from US\$3 to US\$3.50 a few years ago to between US\$4 and US\$6 now – but it hasn't kept up with the rising cost of living, leading to an outflow of workers to places like Thailand.

While accommodation might be more expensive in the Thai capital, wages are also higher and food from street vendors is cheaper than it is in Phnom Penh, as is electricity, water and the cost of travel. In Phnom Penh, construction workers earn less, and spend more on their daily

expenses, this reporter learned during a September trip to Bangkok.

But Kuoch Somean, an adviser to Cambodia's National Employment Agency (NEA), isn't worried too much about the outward migration, since it is largely made up of unskilled labor, a pool which is still very large. He is more worried about the possibility of better-trained people leaving. "Cambodia has only limited supply of semi-skilled and highly skilled labor," he said ■

By Tim Vutha

CLEARING THE GROUND FOR CONSTRUCTION

Decades of armed conflict have left Cambodia a heavily mined country, and construction projects, especially in rural areas, can be dangerous. Unexploded ammunition, bombs and other ordnance (UXOs) remain in the ground, putting workers at risk as well as the general population.



At the Neak Loeng Bridge construction site alone, more than 4,500 pieces of UXO have been found according to Masahiko Egami of the Japan International Cooperation Agency (JICA) Cambodia Office. JICA is backing the project, now 63 percent complete and scheduled to start carrying traffic in 2015. It might have

opened earlier if the UXO concerns didn't exist.

"An accidental explosion that happened during the drilling of a bore pile was very unfortunate, but luckily there were no injuries, just damage to a drill bit," he said.

Egami said construction projects cannot

ignore the problem of UXOs and that clearance is absolutely essential in the very first phase of work. "It's one of the key issues to precede construction to ensure safety," he said.

UXO clearance can be a complicated and time-consuming process. For Neak Loeng Bridge, it took a long time to clear the



entire construction site, some 20,000 square meters, which included not only the land around the Mekong, but also the riverbed itself.

"The explosion made us aware of the necessity of thorough UXO clearance in the riverbed, around 25 meters under the surface," he said. It wasn't easy work, both due to the depth and the strong river currents. Cambodian and Japanese teams joined forces to meet the challenge and the Cambodia Mine Action Center (CMAC) deployed skilled divers to conduct a search by hand on the river bottom, where water pressure is very high.

The Japanese side also sent professionals from the Japan Mine Action Service (JMAS), a Japanese NGO that supports UXO clearance. It brought magnetic detection equipment from Japan to detect any leftover explosives.

In addition to the clearance work, Sumitomo Mitsui Construction, the project contractor, introduced a variety of protection measures at the site to improve worker safety.

Since JICA projects in Cambodia come under loan and grant status, the Cambodian government, via its mine clearance agency CMAC, participates in mine clearance, as stated in the official agreement between the governments.

So far, five agencies are currently working to remove UXOs in Cambodia: CMAC, Halo Trust, MAG, NPMEC and CSHD. They are most active in Battambang, the Kingdom's most heavily mined province, according to report from the Cambodian Mine Action and Victim Assistance Authority (CMAA), which regulates, coordinates and monitors the country's mine-clearing activities.

The Cambodian mine authority, CMA, says that landmines have been a setback for construction Cambodia, especially at the countryside, where UXOs are common.

But Heng Ratana, CMAC director general, said with JMAS support, CMAC has committed itself to implementing the Safety Village Construction (SVC) project. It is aimed at targeted clearance and support in order to facilitate construction and development of key infrastructure projects such as schools and roads. SVC also comes into play when ponds, well, culverts and other waterways are dug ■

By Tim Vutha

GIVING BUILDINGS AN ENERGY CHECK-UP



Taking a close look at a building's energy efficiency profile is still relatively uncommon in Cambodia, although some have realized that it can really pay off. An energy audit can reduce electricity bills by 20 percent or more in many buildings, a study done by sustainable energy company Kamworks has found.

Electricity in Cambodia is costly. One kilowatt hour can run from 20 cents to US\$1, much higher than the average of 7 cents in Vietnam and Laos, or Thailand's going rate of 15 cents. So it's worthwhile for building managers in the Kingdom to find ways to reduce their energy consumption.

"In Cambodia, most building owners don't yet realize they can easily save 20 to 50 percent of their electricity bill by working with a specialist and implementing low-cost measures to reduce consumption," said Benoit Lacroix, the solar system and energy audit manager at Kamworks.

An energy check-up usually involves studying a building's historical power consumption and current use as well as conducting an on-site energy walk-through that identifies and rates power-consuming devices. This data allows energy consultants to identify high-consumption sectors in a building, and find places with promising savings opportunities.

That can include improving a building's insulation and its cooling system, using more efficient lighting and a host of other measures.

There are several mechanical and electrical (M&E) companies that provide such services in Cambodia at the moment although these firms usually employ foreign-trained energy consultants as the skillset required for energy efficiency studies is still difficult to acquire locally.

According to Lacroix, a power audit service is easy and inexpensive, especially given the savings that can result. A Kamworks energy audit will usually pay for itself in less than a year, he said. The company looks closely at power consumption and provides a detailed report on the available savings areas.

While Lacroix says Cambodia, with its fast-growing energy demand and high electricity costs, is ideal for energy efficiency studies, the field is still underdeveloped largely due to a lack of awareness and the absence of sector-wide standards and regulations.

He sees several areas where savings could be made, especially around insulation and cooling and lighting systems. Many users don't know how to use those systems in an efficient manner, he said.

The general lack of awareness means many buildings don't have permanent technicians to supervise energy usage and conduct occasional check-ups. Many owners prefer calling M&E service providers only when they need to really bring their costs down although other higher-end buildings do have permanent M&E technicians on site.

The Canadia Bank building is one which does employ M&E technicians. Via regular energy check-ups conducted by its own technical staff, the 32-story building reports energy savings of up to 20 percent, according to M&E Manager Kien Nareth.

That 20 percent reduction results in significant savings, since the tower consumed about 300,000 Kwh per month in 2010, and that was when there were fewer occupied offices than there are now, he said.

For the bank, the audit is a daily task – a check on power consumption, the power system and electronic devices to see if any malfunctions are causing a spike in energy usage. Besides, his team daily turns off electronic devices not in use and advises bank staff and building residents to join in power-saving initiatives.

Nareth says installing glass to provide natural light, fans to bring in outside air, energy-saving LED lighting and a centralized air-conditioning system can help. But he adds that the widespread power-saving initiative on the part of staff and office employees has made a big difference.

Lacroix of Kamwork says getting more builders and building managers on board regarding energy audits remains a challenge, largely due to investment capacity, common long-term views around investment, the availability of energy-efficient equipment and qualified local installers.

"However, in a context of high growth and high energy prices, the potential for these services is big and we expect to see a significant increase in the next few years," he said ■

By Tim Vutha



Tarkett – Sustainable Flooring Comes to Cambodia

As incomes in Cambodia continue to rise and more building options become available due to the construction industry's growth, observers say now is the time for Cambodians to start looking at using sustainable housing materials, which both enhance comfort and go easy on the environment.



Tarkett debuted in Cambodia in September thanks to RTD Enterprise Pte. Ltd., an international firm that distributes electrical appliances for homeowners as well as floor coverings. Tarkett's vinyl flooring comes in a range of classic wood and soft neutral designs resistant to daily wear and tear and which are easy to maintain, said Nan Vandy of RTD.

"They meet the daily demands of both homeowners and owners of light commercial businesses," he said.

Tarkett floors come in a variety of colors, patterns and styles for vinyl, linoleum, laminate or wood floorings. The company also offers carpets for bedrooms, bathrooms, offices, kitchens, children's rooms, living rooms or hallways.

Harloff says the company considers carefully the functional, sensorial and ecological benefits when designing its flooring products, whether for use in public, commercial, or residential spaces or in new construction or home renovation projects.

Tarkett's vinyl offers extreme protection which makes the surface seven-times harder than ordinary vinyl. The textile backing provides better underfoot and acoustic comfort, while its hypoallergenic treatment inhibits germs and allergens ■

By Tim Vutha

Tarkett, a global leader in flooring, offers sustainable floor surfaces that are eco-friendly and optimize the indoor environment by improving air quality.

Tarkett's vinyl floors, for instance, look almost identical to wooden floors. They are now available in Cambodia, part of an increasingly wide array of options that allow designers, builders and owners ways to balance project and budget requirements while ensuring high quality.

All of Tarkett's vinyl floors emit less than 100 µg/m³ of Volatile Organic Compounds (VOC), a harmful chemical pollut-

ant. That level is ten times less than current European standards and contributes to healthier indoor air.

"It is a very comfortable and innovative solution that gives you lots of possibilities to play with your design," said Annika Harloff, a Tarkett representative. "It is also a green product as it is a 100 percent recyclable and the low VOC emissions minimize the environmental impact." The Luxembourg-based flooring producer, the biggest worldwide with 130 years of experience, makes around 1.3 million square meters of flooring every day.

INDIA TO HOST INTERNATIONAL ENGINEERING EXPO

India will host the International Engineering Technology and Sourcing Show (IETSS) from Nov. 29 to Dec. 2 at Glada Ground in the city of Ludhiana in Punjab state. It will showcase the latest innovations of engineering and allied industries.

India's Biggest **Technology & Sourcing Show**

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Apart from displaying engineering machinery and technology, the show will allow traders to source products in the buyer-seller meeting being held concurrently to the fair.

The Chamber of Industrial and Commercial Undertakings (CICU), the show organizer, is recognized by the Indian government and has represented the industrial and trade sectors in Punjab since 1969. It is inviting interested companies to participate as an exhibitor or trader and take the opportunity to show off their products and technologies and explore new business avenues and on-the-spot deals.

IETSS is recognized as the only sourcing event in India that showcases the latest technologies and is a preferred meeting place for buyers and sellers from all over the world. International companies keen to enter Indian markets find IETSS an opportune meeting place for product launches as well as the search for distributors and partners in the huge market of India ■

IETSS will feature technological innovations involved in various phases of production, from getting raw materials to shop floors to delivering finished products.

ers, ball bearings, agricultural engineering products, power tools, engineering measurement devices, pneumatic and hydraulic products, CNC tools, transformers, light and heavy batteries, among others.

The show will attract manufactures of machine tools, hand tools, sheet metal components, auto parts, tractor parts, bicycle parts, sewing machine parts, fasten-

Over 350 exhibitors from India and abroad are expected along with between 5,000 and 7,000 professionals from varied industries around the globe.



NURI D&C TO UNVEIL NEW DEVELOPMENTS AIMED AT HIGH END

Nuri Development and Construction (D&C), a leading condominium developer and construction company in Cambodia, will unveil new developments later this year, focusing on the high-end niche market.

Established in Cambodia in 2004, Nuri D&C currently handles four properties in Phnom Penh: De Castle TK-24, De Castle TK-83, Noblesse, and De Castle Diamond, and De Castle Royal, which will open to residents in early 2014.

While the company is ready to start a fifth project near Koh Pich in 2014, set to be complete in 2017, it is also involved in further discussions with investors about a possible sixth project for Phnom Penh to be launched in the next three years, said Andrew J. Ahn, Nuri D&C's vice-president for sales and marketing.

"Our fifth project will be more like a multi-use high-end condominium with the size and investment cost twice that of De Castle Royal," Ahn said. "This project will have much more commercial and retail space."

To add more value into the building, they will bring global brands into the building such as Starbucks Coffee, US jeweler Tiffany & Co. and other leading brands. The aim is to replicate the exclusive shopping experience that some high-end condos in the developed world offer.

According to Ahn, the project will be jointly developed with local and international investors.

The company claims its next projects won't focus on the local clients, but more on foreigners as the company plans to attract more overseas demand with the help of its wide-ranging overseas network.

While the lower-end condominium market is getting crowded and more popular among locals, Hourn Phany, managing

director of Phany Property, observes that the higher-end condo market still has room to grow, especially when developers focus on overseas buyers moving or investing in the Kingdom.

Hourn said a deal with Canada Bank would be a smart move as it could ensure the project is successfully completed thanks to the bank's good image and strong financial services.

Nuri was established in Cambodia in 2004, and at present Ahn doesn't plan to expand into bigger markets like Myanmar or Vietnam, saying for now Nuri is a Cambodian firm. "It doesn't mean the bigger countries are always better than the smaller ones, it depends on how we structure and manage things. Singapore is an example on how small nation can outdo bigger countries," he said.

Currently Nuri is only interested in developing projects in the city center, not yet at the outskirts or provinces. Its target group, foreign clients, mostly prefer to be in the capital's center.

Ngon Chhayleang, general manager of Angkor21 Property, has observed the quality of Nuri's projects has improved over time, and its "De Castle" trademark is now a well-known brand among condominium hunters in Cambodia.

Given the size and location of Nuri's new projects and the success they have had in the past, Ngon believes that both condominium investors and real estate professionals can look forward to future Nuri endeavors. "However, considering the future supply of condominium units by mega projects such as Riviera, Olympia City, and Bali Scenery, just to name a few, I



Mr. Andrew J. Ahn, Nuri D&C's VP for Sales and Marketing

am afraid the future demand can't take up the supply in the market," he warned.

He thinks Nuri's investments could cause both positive and negative impacts to Cambodia's economy.

"Positively, the investment will help boost the real estate industry to a new level and improve the confidence of major international firms to come to Cambodia," he said. "Negatively, if its new projects fail, the company could risk losing their credibility as well as drive down investor confidence in Cambodia."

Nuri will officially announce details of its fifth and sixth projects, along with the building names and their opening sale schedules, later this year ■

By Tim Vutha

Cambodia's Labor Mismatch and the Construction Sector



Good information on the labor market in Cambodia and other developing countries can be hard to come by. This is especially true for the construction industry. Many builders complain that it is harder now than ever to find workers for the many projects coming online.

It is a problem that has not escaped the government's notice. Prime Minister **Hun Sen** has said that the labor force, especially people in rural areas, needs better employment information so they can learn about job opportunities at construction sites. This could cut back on outward migration for work.

Another problem is the ongoing labor

mismatch. While more Cambodians than ever are attending colleges and universities, many choose majors that don't dovetail with the real market demand. Experts say the country needs to ensure that its young labor force is able to find work once they graduate.

To help, the government established the National Employment Agency (NEA) in 2009 to provide local residents with employment, training and labor market services. NEA also looks closely at labor issues in the construction sector. Construction & Property Magazine put a few questions to Kuoch Somean, an advisor with the NEA.

Q1. How would you describe the labor supply for the construction industry in Cambodia? Is there an under- or oversupply?

The labor supply for the Cambodian economy as well as for the construction sector is relatively young, but this labor force has fairly low skills and education. According to data from the 2008 census, around 60 percent of Cambodians are

under 25 years of age. Moreover, data from the Ministry of Education, Youth and Sports in 2009-10 revealed that 73.7 percent of students left the general education system after the primary education level. Only 16.5 percent went on to obtain an upper secondary diploma. Consequently, the majority of the Cambodian labor force has only a primary-school education. What is clear is that Cambodia has a large potential

supply of unskilled labor but a limited supply of skilled labor.

Q2. Since the NEA's establishment in 2009, how many Cambodian workers have gotten jobs via its assistance? How many construction workers do you help compared to other professions?

The NEA's replacement rate is about 32.4 per year, and since 2009 there have been around 4,682 job seekers getting

a job directly with NEA support. The proportion of those that are construction related is very limited. The reasons are that high-skilled and semi-skilled workers, which are in demand, have an easier time getting jobs. They don't need so much direct assistance from the NEA. The low-skilled labor force is normally recruited through traditional methods like networking, word of mouth, personal recommendations and so on.

Q3. Many experts say that students who graduate with construction-related majors have an easier time finding jobs and get higher starting salaries. Do you agree?

It depends. Regarding construction majors, we notice that most students are enrolled at the higher education level and there are limited numbers of students enrolled at the associate's degree level or who are getting technical and vocational training, which is really in demand. That means higher education graduates will likely have difficulties finding jobs that are above the technical level, and they could end up being underemployed. That said, students at both higher education and associate's degree or technical and vocational training level with construction-related majors do get higher starting salaries than people with other majors, on average.

Q4. What is the demand for construction-related professions? What fields have the highest demand?

The construction sector is linked directly to foreign direct investment, which is very sensitive to external shocks. The 2008 global financial crisis posed a threat to the construction sector and hit construction labor demand. According to data collected by the NEA in August 2013, the biggest demand regarding construction-related jobs is for technicians and semi-skilled workers including civil engineering technicians, electrical engineering technicians, electrical equipment installers and repairers, building and related trade workers, including finishers, roofers, floor layers, plasterers, plumbers, pipe fitters, etc.

Q5. Experts say Cambodian construction

workers need more training to increase their productivity. Do you agree?

I do agree that we can increase productivity by investing in training but more specifically on technical job and specific skills through short and long-term courses. In this regard, the NEA is playing an increasingly important role through career guidance, employment services, training, organizing career fairs at both at national and provincial levels, and so on. More importantly, the NEA has been working very hard on building the labor market information system. One of the main advantages of this system is to identify skills shortages in the Cambodian Labor Market, not only in the construction sector. This is very important input for formulating a national training policy as well as an employment policy.

Q6. Is the construction field a desired employment area for workers? If there are a lot of jobs on offer, any idea why people prefer outward migration or employment in other sectors?

Data on the construction sector, unlike in the garment sector, is relatively incomplete in terms of the number of workers, wages, the cost of employment, health and safety requirements, and monitoring of the general environment and standards. For instance, a survey from the BDLINK market research agency in 2012 found that low-skilled construction laborers have no written employment contracts, but only verbal agreements on daily wages and the employment date. And there is often no specific period of employment agreed upon. The nature of work in the construction sector depends on the size and type of the project being undertaken, so flexibility is required for employment in this sector. Moreover, it is a seasonal working environment. Most construction laborers have to support their families, and income is at a subsistence level. This is one of the reasons why construction workers often farm or take additional jobs while they are working at building sites.

People prefer outward migration or employment in other sectors because construction work requires physical strength, can be risky, is not that well

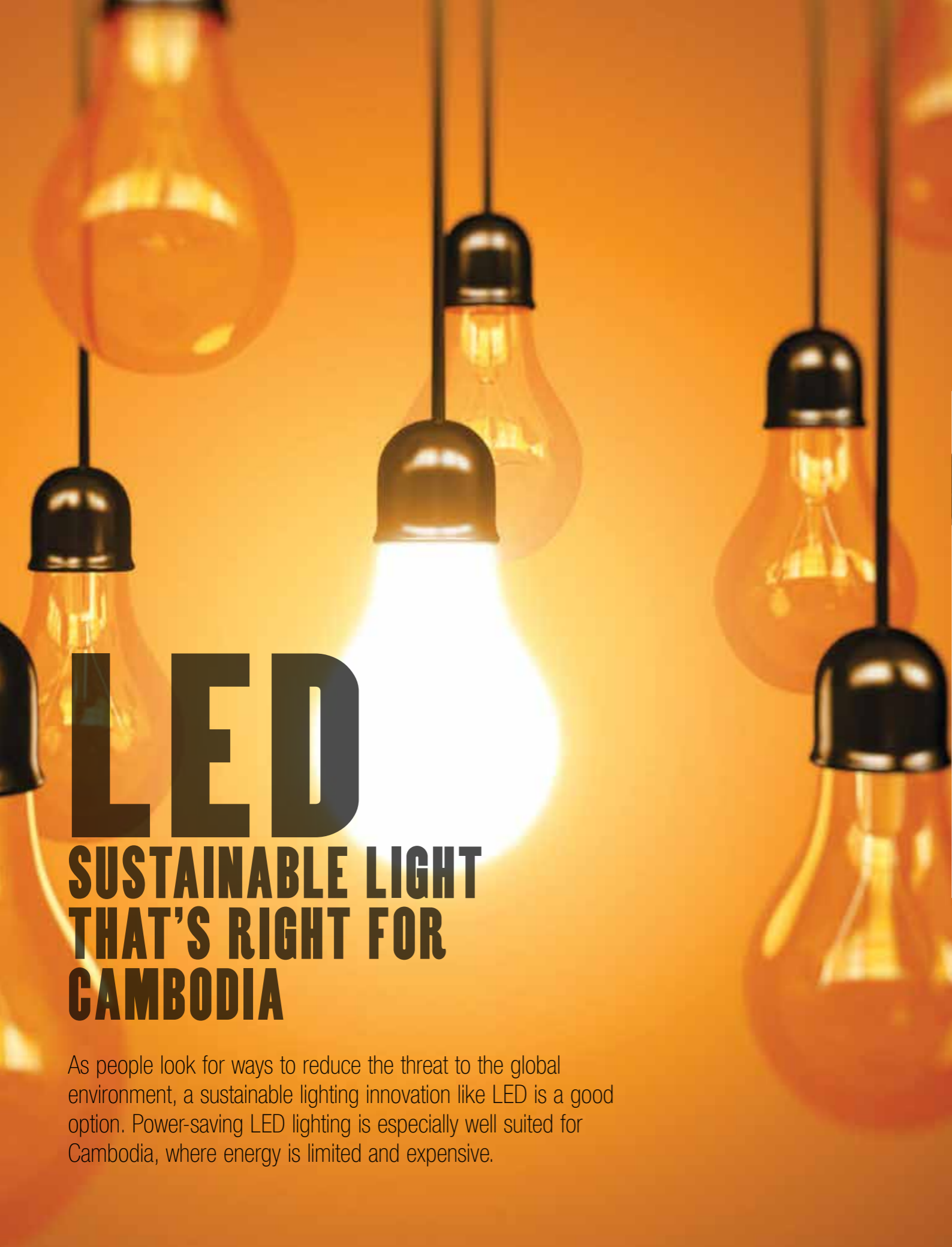
paid and working conditions can be poor. Recently, NEA has been working with an international company to establish a free pre-employment training program to improve Cambodians' skills.

Q7. ASEAN integration is coming and there will be tough skills competition in Cambodia, especially for the construction-related professions? Is the NEA doing anything in the lead-up to integration in this regard?

There are pros and cons regarding the ASEAN Economic Community (AEC), particularly regarding free labor mobility. However, AEC is not an option but represents an unavoidable precondition for economic growth and social development. In 2015 under the new ASEAN Free Labor Markets, so-called "white-collar" work in professions such as medicine, dentistry, nursing, engineering, architecture and accounting will be the first areas of the labor market to be freed up. In this case, there will be tough skills competition in the construction sector but the degree of that competition depends on wage differentials, the rate of economic growth and development, the level of coordination, facilitation and management of labor mobility within ASEAN, and so on.

Q8. What do you think should be done by the public and private sector to boost the construction sector and make sure the Kingdom has enough workers and professionals when they need them?

We should focus on better preparation of our workforce – improving compulsory education, school curriculums, competency, qualification and quality of higher education and Technical and Vocational Education Training (TVET) by working closely with industry and through public-private partnerships. We need to expand the domestic talent pool and be competitive at the regional level as well as respond to regional demand. In addition to this, career and vocational guidance and counseling should be introduced into general education curriculum in the early grades so that students can better acquire skills that correspond to labor market demands.

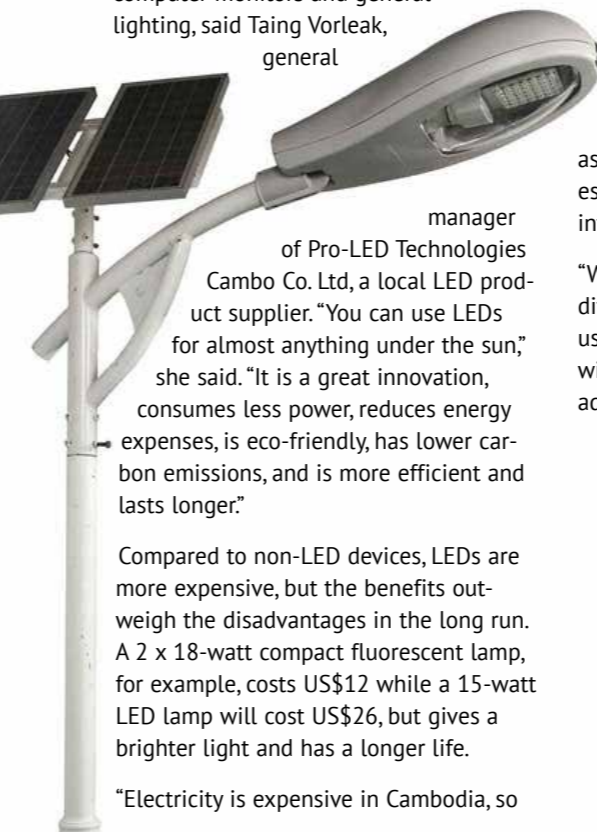


LED SUSTAINABLE LIGHT THAT'S RIGHT FOR CAMBODIA

As people look for ways to reduce the threat to the global environment, a sustainable lighting innovation like LED is a good option. Power-saving LED lighting is especially well suited for Cambodia, where energy is limited and expensive.

LEDs or light-emitting diodes are semiconductor light sources that provide high-quality illumination at lower cost than non-LED devices. They emit more light per watt than incandescent light bulbs and their efficiency is not affected by a fixture's shape and size, unlike fluorescent light bulbs or tubes. While early LEDs emitted a low-intensity red light, modern versions can have very high brightness levels, suitable for general illumination.

LED is fast becoming a breakthrough technology with wide acceptance and there are millions of applications in the market that are LED based, such as televisions, computer monitors and general lighting, said Taing Vortek, general



manager of Pro-LED Technologies Cambo Co. Ltd, a local LED product supplier. "You can use LEDs for almost anything under the sun," she said. "It is a great innovation, consumes less power, reduces energy expenses, is eco-friendly, has lower carbon emissions, and is more efficient and lasts longer."

Compared to non-LED devices, LEDs are more expensive, but the benefits outweigh the disadvantages in the long run. A 2 x 18-watt compact fluorescent lamp, for example, costs US\$12 while a 15-watt LED lamp will cost US\$26, but gives a brighter light and has a longer life.

"Electricity is expensive in Cambodia, so

we should turn to LED use for our homes," she said. "It can save us up to 50 percent on our electricity bills."

EonLED, a Singaporean LED producer, gives more reasons to select LED lights, saying smart versions now available on the market automatically light up once movement is detected by built-in motion sensors, and fade if a room is empty. The brightness can also be controlled automatically according to the amount of ambient natural light at a location.

LED lighting can come in many forms, including tubes, bulbs, strip lights, panel lights, down-lights, spotlights, wall-mounted units, and more.

Kien Nareth, mechanical and electrical manager of Canadia Tower, which has installed LED-lamps to light the building, said LED lamps don't generate as much heat as conventional light sources, thus making it easier to cool building interiors.

"With normal lamps, an 8,000-BTU air-conditioner can just cool the room, but if we use LED-lamps, the same air-conditioner will make the room far colder," he said. He added that the air-conditioner may need



Mr. Kien Nareth, M & E Manager of Canadia Tower



up to two hours to get the temperature to 24 Celsius in the room with normal lighting. But in a room with LED bulbs, one hour of A/C is sufficient to reach 24 C.

LED lighting can also be connected to solar generators, a good option for people living in the outskirts of cities or rural areas where electricity is in short supply ■

By Tim Vutha





PRECAST CONCRETE A FASTER CONSTRUCTION TECHNOLOGY

As the speed of construction becomes an increasingly pressing issue for builders in Cambodia, they might want to consider precast concrete technology, rapidly becoming one of the dominant ways to build in the modern world. But while it has a host of advantages, there are a few drawbacks as well.

Precast concrete is a construction product produced by casting concrete in a reusable mold or "form" which is then cured in a controlled environment in the factory, transported to the construction site and lifted into place. Parts like door and window frames, electricity and water networks are also cast before the concrete dries. Precast concrete

is suitable for almost any type of building, from prefabricated housing units to shopping malls, factories and warehouses, to high-rise offices, hotels or condos.

Speed is where precast concrete beats out other construction methods. While builders generally take weeks to put up a single house with normal technologies, they can

build five houses per day using precast, says Phillip Lingwood, Senior Vice-President of Broadgate Construction, an international company supplying building products.

Compared to brick, for example, putting up a precast wall is much quicker, requires less labor and the end product is stronger, according to Lingwood. In Cambodia

it costs around US\$12 to build a square meter of a brick wall, and around US\$15 to produce one square meter of precast wall at the factory, excluding the transportation and labor expenses.

"Although the material cost may be higher than brick, with precast the total project cost will be reduced, because there is less labor used, no need for rendering, and it's quicker," Lingwood said.

Precast concrete solutions have better resistance to earthquakes or fires than brick or other wall panel technology. It also leaves a substantially smaller environmental footprint than other building methods, thanks to increased recycled content and the production processes.

While precast has almost become old hat in developed countries, it is new in Cambodia. Fewer than 10 projects have applied precast concrete technology here up to now, while there are only few precast suppliers serving the market, including Ly Chhuong Construction and CPAC Cambodia.

Touch Somnang, deputy CEO of developer OCIC, says the company has applied precast technology for the housing development at the Chroy Changvar Satellite City and sees it is a good solution for future construction.

"We apply precast concrete walls to houses to replace brick, and it is very fast. This kind of precast concrete house needs only three to four weeks to finish," Touch said. "If you ask me whether it is strong or not, I'd say yes, because it's a concrete wall."

Due to rising labor costs, faster construction methods are important, he added. "Although it is more expensive in term of materials, precast technology offers us

with cheaper labor expenses and faster construction times," he said.

While there are several benefits, precast in Cambodia still faces challenges. Precast products are manufactured at the factory, and there are expenses and difficulties in transporting large and heavy concrete panels to construction sites along narrow and pothole-ridden roads. Fuel costs are another concern.

Since carrying a large piece of precast concrete into the building can't be done by manpower alone, lifting machinery is needed for assembly and installation. This is yet another cost for builders and building owners, since such machinery is expensive in Cambodia, says Chhouk Chhay Horng, head of the civil engineering department at the Institute of Technology of Cambodia (ITC).

Still, Lingwood of Broadgate Construction believes precast concrete is right for Cambodia, but his company has looked at the challenges specific to developing Cam-

bodia as well. So, Broadgate, in a joint venture with CLMV Capital Asia a leading investment boutique in Southeast Asia and the local company 7NG Group with 33.33 percent share each under the name 3 Eco City Construction, is building a factory 12 km from Phnom Penh in Kandal province to produce the Litecast product. It has all the qualities and advantages of precast, but with the additional benefit of being 50 percent lighter. It can reduce transportation issues and the need for heavy lifting machinery. It also has good thermal and acoustic insulation properties that can reduce construction material costs, reduce the load on air conditioning units and save energy in the long run.

The factory and the Litecast product are set to come on line in the middle of 2014.

"Precast is good, but Litecast is even better," Lingwood said ■

By Tim Vutha.





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SUCCESSFULLY MANAGING A CONSTRUCTION PROJECT

Cambodia is famous for its fast-growing construction sector and the national landscape is peppered with many small and high-rise buildings going up every day, especially in the capital. But what is not yet booming is good project management to ensure that those structures are built efficiently and to a high standard.

Construction project management is the overall planning, management, coordination and control of a project, from beginning to completion. It ensures the project complies with client requirements around budgets and deadlines and reduces project risks to investors, workers and to the surrounding social and natural environment, according to architect Sin Soheat, managing director of Group Four, a local engineering consulting firm.

"Without proper project management, you may spend more time and money than you need to and face increased risks and problems, not to mention complaints from various parties," Sin said. "A lack of proper project management can result in conflicts and problems with workers, suppliers and others, all things clients don't want to see."

With construction project management, it is important that the project manager, the main actor, is able fulfill his roles and duties.

A good project manager will make sure that the owner finds the right architects

and engineers for his or her project. He will prepare bidding documents and assist the owner with the tender process. The project manager will prepare the contract between the owner and contractor and will manage the contract throughout the construction period. He will make sure that the work on site meets contract specifications and will deal with variations and contractors' claims, explained Sin.

The business of building involves multiple groups and parties that are involved at various parts of the construction process. From 2000 until the end of first quarter 2013, 1,229 construction companies were registered in Cambodia, operating as contractors and construction companies, developers or consultants. They operate according to different standards and not all of them have strong project management culture in place.

In Cambodia, the duties of construction project management has been dominated largely by construction firms themselves, or for foreign-aid projects, consulting agencies such as Group Four, Advanced Engineering Consulting, and

others. Some developers like OCIC, L.Y.P, and Nuri D&C also perform as project managers for their own developments since they are also builders.

But construction management services aren't extremely common in Cambodia yet, and many projects are built without standard, centralized management, meaning that builders, designers, engineers and architects manage their roles separately and not always in sync, which can lead to less-than-optimal results.

While Sin says some local contractors provide good construction project management services, Rainer Ernst Israel, managing director of iLi Consulting Engineering Mekong Ltd., a Cambodian-German firm, think that most contractors don't yet meet international project management standards.

"The informal sector is certainly big," he said. "But if you look for a registered firm with professional indemnity insurance then the number is much, much smaller. International firms have been in Cambodia on a project-by-project basis. To my knowledge, so far none of

the big firms has managed to stay in Cambodia for good. The market is not yet developed enough for them."

This German construction professional with 13 years of experience says good project management can ensure the quality of work and delivery within budget and on time. He said successful projects start with good design, which then leads to proper contract agreements between the project owner and contractors. He warns that without proper design and contract documents, even the most experienced construction manager has no chance of delivering a quality project on time and on budget.

"Proper design and construction management always pays off when you own and manage a building," he said. "Project owners will never get a project delivered to an international standard if they start off by saving money on architects, engineers and project managers."

Sin and Israel agree that project management is a difficult job that requires a good deal of experience, and also costs project owners. But, clients are not the most difficult parties to deal with regarding successful construction management, they both say. In fact, workers can be more of a challenge since many of them are less educated and can be careless when carrying out anything but very carefully assigned work.

Speaking in general, Israel sees that construction project management in

Cambodia is on the right track, but says there isn't enough attention paid to it, and that the quality of construction is still low compared with more developed countries in the region. "The delivery of projects on budget and on time is still rare," he said. "However, there have been professionally managed projects in Cambodia that prove that it can be done."

The absence of a construction code in the Kingdom has made it difficult for construction management service providers to ensure that buildings meet certain standards and provide the maximum benefits to both clients and the cities where they are build.

Rob Jago of RJ Services/TEAMS Cambodia, an electrical/electronic manufacturer, reiterates the point when it comes to using local companies to kit out buildings with electricity. "Cambodia doesn't have any standards in the electrical area so they can do whatever they like," he said. "Until they start bringing in minimum standards it will continue to be that way."

Due to the lack of a set of standards, contractors tend to use any standard they want to for their projects and, according to Israel, some standards might fit while others don't mesh with Cambodia's geography and climate.

Responding to the complaint, the Ministry of Land Management, Urban Planning and Construction in 2011 signed an agreement with Construction Management Association

of Korea (CMAK) to bring construction management services to Cambodia and to help draft a construction code. The ministry hopes a Cambodian construction code can be implemented next year. CMAK is conducting research construction management in Cambodia while its experts are working with officials to draft the code.

CMAK is also seeking cooperation with the Cambodia Constructors Association (CCA) this year in a plan to import construction management services from South Korea to the Kingdom over the next three years.

Looking at the country's economic growth, Sin of Group Four and Israel of iLi Engineering Consulting strongly believe future opportunities for construction management businesses are vast. They say more investment will boost real estate development and the opportunity for large-scale construction business, stressing that big construction projects simply cannot be successfully carried out without proper project management.

But there are more things to be done, including finalizing a Cambodian construction code, attracting more investment to promote construction management businesses, and ensuring that project managers are really qualified. Sin and Israel would also like to see more project developers recognize the benefits of professional engineering design and project management ■

By Tim Vutha



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SAFETY

PLAYS A SECONDARY ROLE TOO OFTEN



In developed countries, worker safety is usually a priority. However, in Cambodia, many contractors still don't put as much of an emphasis on safety as they should, even though the sector is booming.

Although Cambodia doesn't have accurate accident statistics about the construction industry's safety record, research done by International Labor Organization (ILO) in 2010 found that about 1,500 workers are killed or injured every year in job-related accidents, and most are those doing the heavy lifting, the construction workers.

"As construction increases, it doesn't mean workers get more safety protection, instead on-the-job safety often gets worse because builders are reluctant to put

as much emphasis on worker safety as they should," said Van Thol, vice-president of the Building and Woodworkers Trade Union Federation of Cambodia (BWTUC). He says that accident rates have gradually increased in the sector.

The limited use of personal safety equipment (PPE) for workers is the main culprit. Khen Bora, sales and marketing manager of JIT Cambodia, a supplier of construction safety equipment, said most builders provide cheap protection products to workers and demand is rising

only slowly.

"Many companies prefer cheap and low-quality safety products for workers, and using low-quality materials is just like wearing no protective gear," he said. "Some constructors rush to purchase safety materials for workers when officials inspect the site. When they leave, they get careless again."

According to Varheng Dawuth, managing director of the CAMCONA Group construction firm, companies avoid buying

high-quality equipment because it often disappears once they provide it to workers, and the equipment is not cheap.

Given the choice between US\$100 body harness that last several years and a cheaper US\$5 one, his firm would buy the cheaper one. "After the company completes a project, we can't use it anymore since if we give expensive material to workers, they treat it as their own possession and it's hard to get back," he said.

While having proper safety equipment is important, Egami Masahiko, infrastructure section representative of the Cambodian office of Japan's international development agency JICA says knowing how to use it is more important. He says in Cambodia, workers often don't understand how to properly use the equipment or they would simply prefer not to use what is on offer. JICA struggles to make sure that every project it is involved in has proper safety management in place, and informs workers about how to stay safe. It's a learning process, he says.

"Local workers can learn the safety protections from the Japanese companies, and they can keep themselves safe or even train other workers when they go to work at other sites," Masahiko said.

Keeping the site tidy and clean is also

useful in avoiding possible accidents, he added.

Worker insurance is another issue. Most building workers aren't contracted staff, and they lack insurance that would provide coverage if an accident were to occur.

Leng Tong, director of the Labor Ministry's Occupational Health and Safety Department, says the ministry has demanded all enterprises employing more than eight employees, including construction firms, register with the National Social Security Fund (NSSF) and pay 0.8 percent of the total worker's net wage to insure their safety and welfare in case they face accidents at work.

Despite the rule, while most garment and textile factories are registered with the NSSF, very few construction firms are.

The ministry is strengthening rules which would address issues relating to the use of safety materials, and it is also working on another regulation that requires all workers, including construction workers, get training on how to use safety equipment and are well versed in safety procedures before they even go to a work site.

But without effective enforcement, Khen Bora of JIT has seen first-hand that

constructors simply ignore the ministry's directives.

Safety issues vary among projects. Most accidents occur on Cambodian-run site. Projects with foreign-aid and assistance usually place a higher priority on safety. For instance, all Japan-backed projects have good construction safety management procedures in place which are monitored by a safety manager, while local projects rarely do.

Japan's Sumitomo-Mitsui Construction Co. Ltd., the main builder on the Neak Loeung Bridge project, has placed safety management at the very center of the project to ensure that its 700 staff, mostly locals, remain safe until completion, says Hideyuki Horino, the company's safety manager.

"It is a must that all workers are equipped properly with PPEs," he added. "Besides having a safety meeting every morning, the company runs a quarterly safety workshop to ensure workers can use the safety materials."

The bridge project, which was kicked off in February 2011, has gone 38 months with no recorded serious accidents. It will be finished in May 2015 ■

By Tim Vutha



CAMBODIAN SCHOOLS WITH CONSTRUCTION DEGREES

By Tim Vutha



INSTITUTE OF TECHNOLOGY OF CAMBODIA (ITC)

Originally established in 1964, the Institute of Technology of Cambodia (ITC) resumed operation in 1993. It is a state-run institute and a cooperative effort of the Cambodian and French governments. Specializing in the field of civil engineering, sciences and technologies, ITC contains a Faculty of Civil Engineering and Architecture that offers a two-year technical course, a five-year bachelor's degree and a one-

year master's degree in civil engineering with specializations in infrastructure, bridges and building construction. ITC has produced over 10,000 graduates so far, mostly civil engineers. The five-year bachelor's degree curriculum uses English and French as the medium of study. Students have the opportunity to further their education abroad, especially in France. ITC has a plan to offer a doctoral degree in civil engineering soon ■

NORTON UNIVERSITY



The oldest private university in Cambodia, Norton University specializes in the fields of architecture and civil engineering. Through its five-year bachelor's degree, students learn about urban planning, urban environmental management, workshop design, graphic design, interior design, and the history of architecture. The university also offers a bachelor's degree in civil engineering. Areas of study include materials and building construction, engineering drawing, engineering surveying, concrete technology, theory of structures and structural design, hydraulics and hydrology, water supply and wastewater treatment, geotechnical and foundation engineering, contract procedures and estimates, computer applications and construction management ■



THE ROYAL UNIVERSITY OF FINE ARTS (RUFA)

a five-year bachelor's degree in the fields of architecture and decoration. Among its five departments, RUFA only accepts less than 100 students annually due to limited seats. The school's curriculum puts arts and history at the core of all its majors. Most lecturers are recruited from among experienced officials at the Cambodian Ministry of Culture and Fine Arts ■

PAÑÑASAstra UNIVERSITY OF CAMBODIA (PUC)

Paññāsāstra University of Cambodia (PUC) has a School of Architecture and Design that provides an English-based curriculum to students in Cambodia designed by highly experienced professors and which aims promote student creativity. The five-year degree in architecture and interior design includes architecture, interior and landscape design, and urban planning ■



PHNOM PENH

COMPLETION OF FIRST OLYMPIA CITY PHASE SET FOR MID-2016

The first phase of Olympia City will likely be completed in the middle of 2016, according to the project's chief engineer, and consist of shop houses on the ground floor with condos above. Meng Chamroeun told the Phnom Penh Post

that engineers are also aiming to begin laying the foundation for a seven-story supermarket, Olympia Plaza, in the middle of next year or early 2015. A third phase, two skyscrapers of 45 and 55 stories, does not yet have a start date as soil

quality, market demand and even political developments are still being considered. The price range for the condos in the first phase will range from US\$70,000 to US\$430,000. Sales for the condos have been brisk, with 90 percent of the first building's 390 units having been sold, according to Sales Manager Long Sopheap ■



CAMBODIA

CAMBODIAN ENGINEERS GROUP PREPARING FOR ASEAN INTEGRATION

The Board of Engineers, Cambodia (BEC) has been working to ensure that the country's engineers are up to the challenges and opportunities waiting as ASEAN countries pull more closely together at the end of 2015. The BEC has boosted its efforts to make sure that Cambodian engineers meet the ASEAN requirements and that more receive official certification, meaning

that can perform throughout the bloc. Since the board was established in 2009, it has signed up more than 1,500 engineers as members. Of those, there are about 300 professional engineers and 210 are recognized as meeting ASEAN standards. Now The BEC is working on getting more up to ASEAN standard through a three-phase process: acquiring an engineering certificate, passing a BEC exam, and showing English-language ability. ASEAN recognition can bring great benefits to engineers, said BEC General Secretary Prak Min, including giving professionals opportunities to earn higher incomes and set up their own businesses ■

CAMBODIA

CONSTRUCTION SECTOR INVESTMENT JUMPS 123 PERCENT IN FIRST QUARTER



Investment in Cambodia's construction sector rose 123 percent in the first quarter of this year compared to a year earlier, according to the Ministry of Land Management, Urban Planning and Construction. The big jump comes after an annual rise of 71 percent in the sector's activities between 2011 and 2012. The new figures were announced by Im Chhun Lim, the minister of land management, urban planning and construction, who cited them in a speech kicking off CAMBUILD '13 in Phnom Penh in early September. He added that there were 571 construction companies registered with the ministry. However, those figures could be dampened by the electoral gridlock following July elections. While some have said the construction and property sector is not being affected, Teng Rithy of Wealth Realty told the Phnom Penh Post that the sooner Cambodia forms a new government, the better for the land and real estate sector ■

PHNOM PENH

POLITICAL UNCERTAINTY SLOWS BOOYOUNG TOWN CONSTRUCTION



The US\$1.1 billion Booyoung Town commercial and residential project on Russian Boulevard is moving forward, but more slowly than anticipated due to the political uncertainty after the July National Assembly elections. Machinery has been moving earth and preparing the foundation for the underground parking structure, but the company is moving at a slower pace than expected as it considers the political situation and the future of the real estate sector in the Kingdom,

Booyoung Khmer General Manager Geum Teon Hwang told the Phnom Penh Post. He said the project was still scheduled to be completed within seven years. Observers has expressed optimism about the megaproject, which will have 17,000 housing units, commercial and recreation buildings, and schools. Location is a key factor, as it is located on the main road for delegations and foreign visitors traveling between central Phnom Penh and the airport ■

CHINA

MAYOR LOSES JOB OVER CONSTRUCTION CORRUPTION



The mayor of the Chinese city of Nanjing has been removed from his post for corruption, state media said, the latest official to fall in a drive to cut down on graft. Ji Jianye was fired for "suspected serious disciplinary violations," Xinhua reported, using a term that typically refers to the corruption that has become endemic in China. Ji, 56, had been mayor of the eastern city of Nanjing, population eight million, since January 2010. A state-backed newspaper, the 21st Century Business Herald, quoted sources as saying Ji awarded projects to a company with which he had ties. China's president, Xi Jinping, has vowed to crack down on corruption at all levels of the government. Critics say the anti-corruption drive, however, has only caught a few lower-ranking officials and there have been few reforms in place to help fight the problem ■

THAILAND

DRIVE FOR MORE VOCATIONAL GRADUATES TO SUPPORT CONSTRUCTION

The Thai government plans on accelerating educational programs to produce more vocational graduates, especially in construction, in preparation for huge infrastructure projects to be created by the government's 2.2 trillion baht scheme. Over the next three years, Thailand will need more than 100,000 workers to fill positions in the construction sector, according to Chaiyapreuk Sereerak, secretary-general of the Office of the Vocational Education Commission. Prime Minister Yingluck Shinawatra has told the office to set up three working groups to strengthen vocational education. The groups will concentrate on increasing training of personnel in vocational fields, establish scholarships to lure more students to vocational trades, and consider reforms to ensure high standards of vocational graduates ■

VIETNAM

RAILWAY PROJECT TO LINK METRO WITH NEW AIRPORT



A railway section will be built to transport passengers from Ho Chi Minh City to the planned Long Thanh International Airport in Dong Nai Province, the Vietnam Railway Administration has said. The 37-kilometer stretch of track will start at the Thu Thiem Railway Station in District 2 in Ho Chi Minh and end at the airport, running parallel with the HCMC-Long Thanh-Dau Giay expressway. The proposed 5,000-hectare airport in Long Thanh, 40 kilometers northeast of HCMC's Tan

Son Nhat International Airport, would be capable of serving 25 million passengers. Eighteen stations are planned for the railway route, according to the government. In addition, seven other railway routes are planned to link HCMC with neighboring provinces like Binh Duong, Ba Ria-Vung Tau, Long An and Tay Ninh by 2020. The cost for the eight routes is around US\$16.1 billion, which will come from Official Development Assistance (ODA) funds, the government and the private sector ■

SINGAPORE



SINGAPORE COOLS HOUSING BUBBLE

After property prices in the city-state surged to record prices, the Singaporean government has stepped in to bring them down. It set a cap on debt at 60 percent of a borrower's income, set higher stamp taxes on home purchases and increased real estate taxes. The timing and combination is one of the most comprehensive government

efforts to battle a housing bubble, observers say. In addition, they are proving more successful than in other places in Asia. While home prices in Singapore have gained 33 percent since 2009, they have more than doubled in Hong Kong in the period. In fact, home prices in Singapore had the slowest growth in six quarters in the three months ending Sept. 30 ■



SINGAPORE

CONSTRUCTION HIT BY WORKER SHORTAGE

While Singapore's construction boom continues unabated, a shortage of workers means projects may cost more and take longer to complete, experts and contractors say. Builders are struggling

to cope with a manpower shortage as many big projects are in the pipeline, such as public housing and infrastructure works. Work permits in the construction industry have risen to 306,500 this June, up from 180,000 at the end of 2007. But the amount of labor available has almost dropped by half. "For every 10 workers you could have engaged then, you can get only 5.5 workers now," Singapore Contractors Association President Ho Nyok Yong told The Straights Times. Since fewer workers are doing more work, completion of some projects is being delayed by "several months," he said ■



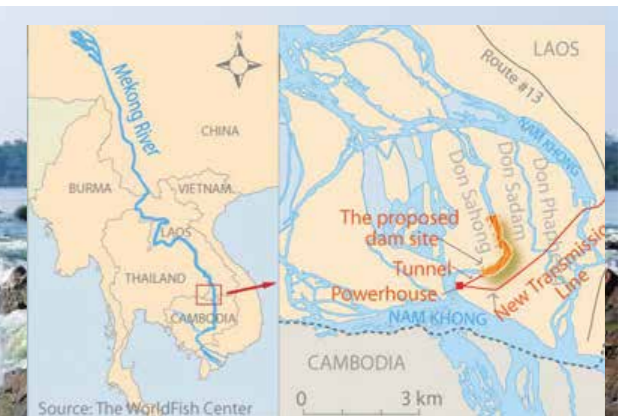
MALAYSIA

MALAYSIA TO IMPOSE FOREIGNER FEE IN JOHOR

Malaysia's southern state of Johor, which borders Singapore, will impose a higher processing fee on foreigners buying houses, state news agency Bernama reported. The aim is to boost revenue and rein in speculative buying. The news agency quoted a state executive councilor for housing and local government, saying the state government will charge a fee of 4-5 percent of the property value. Proceeds will go towards welfare projects in Johor. Singaporeans have been buying houses in Johor, especially in Iskandar, which is a 2,200 square km zone three times the size of Singapore and is just across a narrow strip of water. Property prices and utility bills are cheaper there compared with Singapore ■

LAOS

CONSTRUCTION OF SECOND CONTROVERSIAL DAM ANNOUNCED



Laos is going ahead with the construction of a major hydropower dam project on the Mekong River. The government said in October that the Don Sahong dam will break ground in November. The US\$3.8 billion project, around two kilometers from the Cam-

bodian border, is expected to produce 260 megawatts of power after completion. However, the announcement has been met with criticism, especially from environmental groups, who have said the decision violates agreements among countries along the Mekong to

consult on such projects before they are undertaken. Critics also say the construction will result in the disruption of fish migration patterns, result in food insecurity for downstream communities and have other negative ecological impacts ■

Construction Equipment from Europe



Grader



Mobile Crane



Backhoe Loader



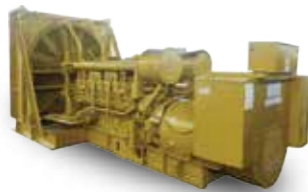
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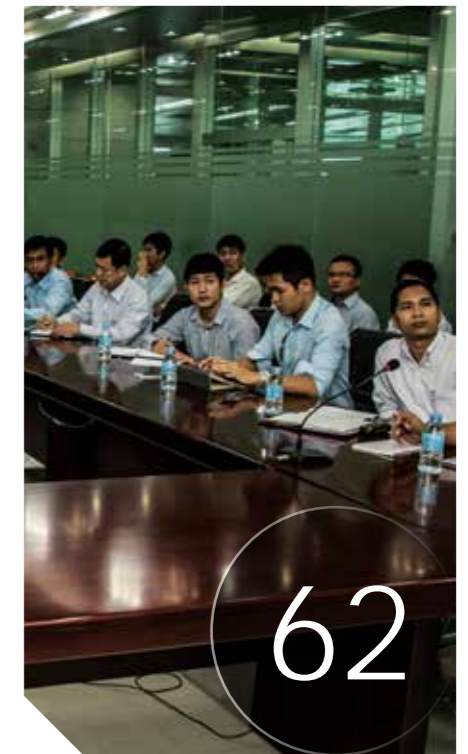
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ACF SUMMIT IN THAILAND FOCUSES ON REGIONAL INTEGRATION

The 37th ASEAN Constructors Federation (ACF) Council Summit in September brought constructors from around Southeast Asia to Bangkok and moved along a plan to bring professionals from the region closer together.

The one-day gathering in the Thai capital on Sept. 20 was chaired by the Thai Contractors Association (TCA), and featured wide-ranging discussions about closer integration of the construction industry in the region as the ten-member ASEAN bloc heads toward establishing closer economic links by the end of 2015.

One outstanding issues is the establishment of vocational training centers in each ASEAN country focusing on six trade skills:

systems formworks, steel reinforcement, concrete block laying, brick laying, plastering and tile setting. The goal is to harmonize the construction labor movement across the region as the ASEAN countries start cooperating more closely than ever.

But the plan needs funding and organizers have approached the ASEAN Secretariat as well as privately run groups, such as Singapore's Temasek Foundation, to seek the possibility of sponsorship.

Also this year, Laos, Myanmar and Brunei officially entered the ACF fold, meaning the federation now covers the entire region.

To facilitate business-to-business matching among the national and regional constructors, the federation also discussed a combined directory of all 10 associations in ACF, a plan initiated at last year's meeting.

Summit participants also shared ideas on improving the ACF website to make it more informative and able to benefit both mem-

ber associations and the general public.

ACF will release the official report for summit along with the decisions on the matters under discussion at the 38th Summit to be held in Vietnam in April 2014.

Meeting delegations also visited the Thailand International Construction Machinery Equipment and Technology Exhibition 2013 (CONSTECH 2013), an international exhibition and conference dedicated to

construction equipment and technology.

ACF was established on in 1985 and its first meeting was held in Jakarta, Indonesia. For almost three decades, the federation has held two council meetings annually. The member associations representing private construction-related companies in ASEAN are the Cambodia Constructors Association (CCA), the Indonesian Constructors Association (ICA), the Master Builders Association Malaysia (MBAM), the

Philippine Constructors Association (PCA), Singapore Contractors Association Limited (SCAL), the Thai Contractors Association (TCA), and the Vietnam Association of Construction Contractors (VACC). New members Laos, Myanmar and Brunei haven't yet released the official names of their own associations ■

By Tim Vutha



CAMBODIA CONSTRUCTORS ASSOCIATION TO HOST ANNUAL SUMMIT

The Cambodia Constructors Association (CCA), representing private constructors in Cambodia, will hold its annual summit this November to mark the association's two-year anniversary and introduce its members' products and services to contractors in Cambodia.



The meeting to prepare the 2nd Cambodia Constructors Association summit

Scheduled for November 7th, the one-day event will be hosted at the Dara Airport Hotel and include a seminar as well as a product and services exhibition.

The seminar will feature a presentation on the CCA and its activities over the past two years, an overview of the construction industry, and discussions related to construction management, permit application procedures, and construction and design firm registrations. The exhibition on products and services will feature 12 CCA member companies representing a wide range of construction-related firms, from

constructors to home-material suppliers.

Participants at the event can explore business matching and networking opportunities.

Some 700 participants are expected, including representatives of 400 invited construction-related businesses in Cambodia as well as representatives of the 50 CCA member companies.

H.E. Im Chhun Lim, minister of Land Management, Urban Planning and Construction, along with 30 officials will also be there to share insights on the association's contribution to the nation's construction

sector as well as to release updates on the construction industry.

CCA, established in October 2011, is a 50-member-strong private association that brings together construction-related firms in Cambodia to work to enhance the Kingdom's construction sector.

Two months after its inception, the association registered with the ASEAN Constructors Federation (ACF). Although still young, CCA successfully chaired the 35th ACF Council Meeting in Phnom Penh in November last year ■

By Tim Vutha



Cambodia Constructors Association (CCA)

ACF The member of Asean Constructors Federation (ACF)

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The Magazine that publishes the activities of Cambodia Constructors Association and Cambodia's Construction Sector.

For advertising
092 66 72 72

Published by:
MEASS Tradelink Company Limited

#315, Canadia Tower (12th Floor), Preah Monivong Blvd. (12202), Kingdom of Cambodia
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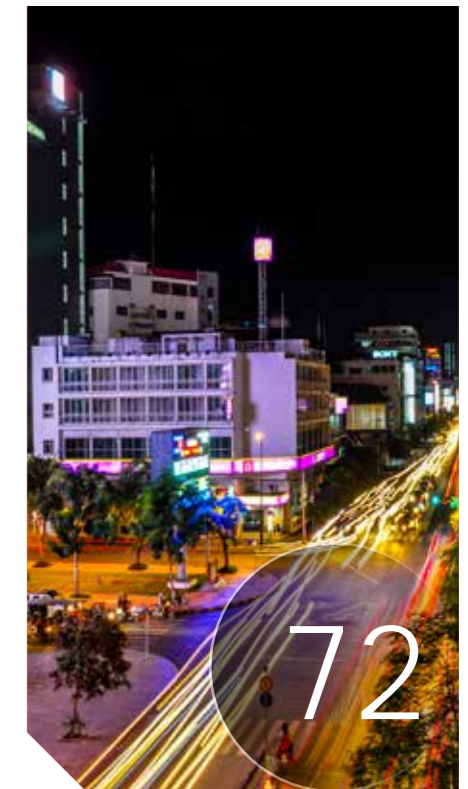
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SALES BOOMING AT DE CASTLE ROYAL CONDOS

Sales of Phnom Penh's first luxurious high-rise condominium complex, De Castle Royal, have been brisk. Around 70 percent of the units are now sold and the developer believes all will be sold by early next year when the building opens to residents.

Set in the heart of the BKK1 district, the 32-story De Castle Royal complex contains 414 units, ranging from one and two-bedroom condos to penthouses with eight bedrooms.

A one-bedroom unit with a living room, kitchen and balcony starts at just over US\$132,300, while two-bedroom units are selling upwards of US\$206,300. The penthouses carry a price tag of over a million.

To boost sales even further and attract more walk-in customers, the condominium's parent company, Nuri D&C, is setting up a showroom at the building to complement its current one on Monivong Blvd.

"Within the next five months, we expect the remaining units will be sold out as we are seeing more demand from Japan, South Korea and other countries," said Andrew Ahn, Nuri D&C's vice-president for sales and marketing. "Prices then will be higher than they are now."

While 50 percent of the current customers are Cambodians, Nuri says other buyers are Japanese, South Korean, Singaporean, Malaysian and European.

Jun Takeguchi, COO of Japanese real estate company L'attrait (Cambodia), says Japanese investors have always been attracted by property but, until now, they have put their cash into countries including Thailand and Malaysia.

He adds, "Very recently, investment in Cambodia has started to receive a lot of interest from the Japanese individual investment... Compared to other city centre projects, the price per square meter is much lower than others so there is the possibility that the value of this project will increase 1.5 to two times within two to three years.

Customers can pay for the condo in one lump sum or negotiate installment terms with Nuri. If they want, they can take out a 15-year loan from Canada Bank.

Located close to international schools, shopping centers, restaurants and cafés, De Castle Royal offers 24-hour security, a six-story car park, a gym, rooftop gardens and playgrounds, a steam room, a mini mart and daily laundry and cleaning services.

In Phnom Penh, the high-end property market is still in its initial stages," said Ahn. "We do have

several projects that call themselves as high-end, but most of them lack either construction quality or service quality."

"Our strategy is to bring the life in New York or Singapore to the Phnom Penh property market for people who are willing to pay for premium services," he added.

Ahn added that the project isn't a huge money-maker for the company, but it will lay the ground for future projects and establish the company's reputation, he hopes. "We will deliver as much as possible, then [customers] will follow us to future projects."

De Castle Royal is also being managed by CBRE Cambodia, which offers international property management services to premier developments in Cambodia. The property management service is responsible for providing customer service and effective management of equipment, cleaners, security and safety procedures.

Construction is 75 percent complete now and the company will need until next spring to finish and make final checks before buyers can move in ■

By Tim Vutha



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CONDOMINIUM EXPLOSION IN THE CAPITAL



By Simon Griffiths
Manager
CBRE Cambodia

There is no doubt Phnom Penh is going through a construction boom with new restaurants, offices, serviced apartments, shopping centers, hotels, hospitals and schools being built all over the city. However, one of the key sectors undergoing significant change is condominium development.

Bangkok experienced a condominium boom in the 1990s, which changed the skyline of the city and also changed the living habits of the city's inhabitants. Is the same going to happen in Phnom Penh?

Phnom Penh is certainly a much smaller city and a long way behind Bangkok, but the signs are there that Phnom Penh is following the same trend.

Is the supply of condominiums growing? The short answer is: yes!

The supply of condominiums slowed almost to a halt during the global financial crisis and with landmark developments such as Gold Tower 42 and Camko City locked in court battles, confidence in the condominium market remained low throughout the crisis years. However, with signs of economic recovery, consumer

confidence began to return and in 2012, the largest completed condominium development, Rose Garden Condo (or Rose Condo) opened its doors. Within 6 months, more than 90 percent of the units at the four towers had been sold.

This success story provided developers, investors and potential buyers with increased confidence and condominium developments are once again underway all around Phnom Penh.

The success of Rose Condo needs to be treated carefully though. Many of the sales were not to buyers who intended to occupy the property themselves (owner-occupiers), but to local investors seeking opportunities to make investments at attractive rates. This type of buyer cannot sustain a growing condominium market in the long term and unless condominiums are purchased by owner-occupiers, effectively middle class Cambodians, the number of successful condo develop-

ments will be limited to foreigners living in Cambodia, foreign investors and local investors.

With many new developments set to come online at the end of 2013, 2014 and on through to 2016, CBRE researched a total of 18 condominium projects (completed as well as under construction) in Phnom Penh with the main developers currently being De Castle and Canadia Group.

In 2014 three new condominium projects will be completed and in the following two years a further four developments will be coming online.

High-Quality Condominiums – Missing Supply

Developers have now started to understand the different market segments existing in relation to the condominium market and the lack in supply of high-quality condominiums.

De Castle Royal is set to be the first high-quality, luxury condominium development completed in Phnom Penh and the new supply of high-quality condos will cater to local and foreign potential buyers who demand standards and quality which so far have not existed in Phnom Penh. This segment of the market is also likely to attract owner-occupiers as well as foreign owners, who are more accustomed to this style of living.

Other condominium developments around Phnom Penh include De Castle Royal, Galaxy Condos, Bali Resort, HK Condos, Olympia City D.I. Riviera, Rose Garden and I240.

Booyoung Town is not mentioned in the list above but is well worthy of note in any discussion about condominiums. The project on Russian Boulevard, which recently broke ground, has said that condos will make up 85 percent of the development. This would over time introduce

a supply of thousands of condominiums onto the market that will likely be targeted at all market segments: luxury, mid and low range.

Overall

The success of the condominium market as a whole will be heavily dependent on the urban expansion of Phnom Penh, the accessibility of competitive financing and a cultural shift from living on the ground, towards owner-occupiers relocating to condominium developments within the city. Whether individual developments are successful or not, there is one thing we can be sure of, condominiums are here to stay and will have an ever-increasing presence in Phnom Penh in the years to come ■



Riviera, Diamond Island, Phnom Penh



ខុនដូរីកចម្រើនខ្លាំងនៅភ្នំពេញ

អត្ថបទដោយលោក Simon Griffiths
នាយកគ្រប់គ្រង
ក្រុមហ៊ុន CBRE Cambodia

វា មិនមានបន្ទិលសង្ស័យទេ ដែលភ្នំពេញកំពុងរីកចម្រើនយ៉ាងគំហឹកជាមួយ និងគោរពនឹងយុទ្ធសាស្ត្រការិយាល័យអាជីវកម្ម មិនមជ្ឈមណ្ឌលទិញទិញ សណ្ឋាគារ និងសាលារៀនជាច្រើនត្រូវបានសាងសង់ទូទាំងទីក្រុងទាំងមូល។ ប៉ុន្តែការអភិវឌ្ឍន៍ខុនដូរីកជាវិស័យមួយដែលកំពុងស្ថិតនៅក្រោមការប្រែប្រួលគួរឱ្យកត់សម្គាល់ក្នុងទីក្រុងមួយនេះ។

ទីក្រុងបាំងកក ធ្លាប់មានបទពិសោធន៍រីកចម្រើនលើផ្នែកខុនដូរីកពីឆ្នាំ១៩៩០ ដែលបានផ្តល់ឱកាសដល់អ្នកវិនិយោគ និងរស់នៅរបស់ប្រជាជននៅក្នុងទីក្រុងនេះ។ តើបទពិសោធន៍ដូចគ្នានេះនឹងកើតឡើងនៅទីក្រុងភ្នំពេញឬទេ?

ទីក្រុងភ្នំពេញគឺពិតជាមានទំហំតូចជាងនិងរីកលូតលាស់យឺតជាងទីក្រុងបាំងកកឆ្ងាយ ប៉ុន្តែមានសញ្ញាមួយចំនួនបញ្ជាក់ថាភ្នំពេញនឹងដើរតាមលំនាំនៃទីក្រុងបាំងកកលើការវិវត្តន៍ខុនដូរីក។

តើការផ្គត់ផ្គង់ខុនដូរីកកំពុងមានកំណើនមែនទេ? ចម្លើយដ៏ខ្លីតិ ពិតមែន!

ការផ្គត់ផ្គង់ខុនដូរីកបានបន្ថយល្បឿនស្ទើរតែពាក់កណ្តាលនៅកំឡុងពេលរីកចម្រើនសកល។ លោកបន្ថែមជាមួយនឹងការជាប់គាំងនៅតុលាការ នៃការអភិវឌ្ឍន៍គួរឱ្យកត់សម្គាល់ដូចជា Gold Tower 42 និង Camko City នាំឱ្យទំនុកចិត្តនៅក្នុងទីផ្សារខុនដូរីកក្នុងកម្រិតទាបនៅរយៈពេលមានរឹបត្រូវទាំងមូល។ ប៉ុន្តែជាមួយនឹងសញ្ញាដើមឡើងវិញនៃសេដ្ឋកិច្ចទំនុកចិត្តរបស់អតិថិជនបានចាប់ផ្តើមត្រឡប់មកវិញ ហើយក្នុងឆ្នាំ២០១២ ខុនដូរីក Rose Garden ដែលជាការអភិវឌ្ឍន៍ខុនដូរីកជាងគេបានបញ្ចប់ និងបានបើកដំណើរការ។ ត្រឹមរយៈពេល៦ខែប៉ុណ្ណោះ ច្រើនជាង៩០ភាគរយនៃឯកតាលំនៅដ្ឋាននៅក្នុងអគារទាំងបួនត្រូវបានលក់អស់។

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ទោះជាយ៉ាងណាក៏ដោយ ជោគជ័យរបស់ Rose Condo ចាំបាច់ត្រូវវាយតម្លៃដោយប្រុងប្រយ័ត្នផងដែរ។ មានការលក់ជាច្រើនក្នុងខុនដូរីកនេះ គឺមិនមែនទៅកាន់អ្នកទិញដែលមានបំណងចង់ប្រើប្រាស់អចលនទ្រព្យនេះដោយខ្លួនគេផ្ទាល់នោះទេ ប៉ុន្តែសំដៅដល់វិនិយោគិនក្នុងស្រុកដែលស្វែងរកឱកាសវិនិយោគដើម្បីទទួលបានអត្រាចំណេញខ្ពស់។ អតិថិជនប្រភេទនេះមិនអាចរក្សាលទ្ធផលក្នុងរយៈពេលយូរបានទេសម្រាប់ទីផ្សារខុនដូរីកដែលកំពុងលូតលាស់នេះ ហើយលើកលែងតែខុនដូរីកទាំងនោះត្រូវបានទិញដោយអ្នកប្រើប្រាស់ និងម្ចាស់នៅក្នុងស្រុកជាពិសេសប្រជាជនកម្ពុជាវណ្ណៈកណ្តាល ទើបបរិមាណគម្រោងខុនដូរីកជោគជ័យ និងមានបរិមាណតិចតួចសម្រាប់ជនបរទេសដែលរស់នៅកម្ពុជា វិនិយោគិនបរទេស និងវិនិយោគក្នុងស្រុក។

ជាមួយនឹងការអភិវឌ្ឍន៍ជាច្រើនដែលនឹងចាប់ផ្តើមដំណើរការនៅចុងឆ្នាំ ២០១៣-២០១៤ និងដល់២០១៦ ក្រុមហ៊ុន CBRE បានរកឃើញថា គម្រោងខុនដូរីកសរុបចំនួន១៨ (ទាំងបញ្ចប់ និងមិនទាន់បញ្ចប់) នៅភ្នំពេញខណៈដែលអ្នកអភិវឌ្ឍន៍សំខាន់ៗ នាបច្ចុប្បន្ននេះគឺក្រុមហ៊ុន De Castle និង Canadia Group។

ក្នុងឆ្នាំ២០១៤ គម្រោងខុនដូរីកបន្ថែមទៀតនឹងត្រូវបញ្ចប់ ហើយនៅត្រឹមឆ្នាំ២០១៦ គម្រោងអភិវឌ្ឍន៍៤បន្ថែមទៀតនៅបើកដំណើរការ។

ខុនដូរីកៗខ្លះការផ្គត់ផ្គង់

តំបន់នេះអ្នកអភិវឌ្ឍន៍ទាំងឡាយចាប់ផ្តើមយល់ពីចំណែកទីផ្សារផ្សេងៗគ្នាដែលមានស្រាប់ពាក់ព័ន្ធនឹងទីផ្សារខុនដូរីកនិងការផ្គត់ផ្គង់ខុនដូរីក។



ខុនដូ De Castle Royal ត្រូវបានទទួលស្គាល់ថាជាការអភិវឌ្ឍន៍ខុនដូរីកប្រណិត និងគុណភាពខ្ពស់ទីមួយនៅភ្នំពេញ ហើយក៏ជាការផ្គត់ផ្គង់ថ្មីនៃខុនដូរីកគុណភាពខ្ពស់ ដែលនឹងតម្រូវចិត្តអតិថិជនក្នុងស្រុក និងអន្តរជាតិដែលទាមទារស្តង់ដារ និងគុណភាពដែលពុំទាន់មាននៅភ្នំពេញនៅឡើយមកទល់នឹងពេលនេះ។ ចំណែកមួយនៃទីផ្សារនេះក៏នឹងអាចទាក់ទាញអ្នកប្រើប្រាស់ក្នុងស្រុក ក៏ដូចជាបរទេសដែលនិយមរស់នៅក្នុងកម្រិតប្រណិតបែបនេះផងដែរ។

ការអភិវឌ្ឍន៍ខុនដូរីកផ្សេងៗទៀតនៅជុំវិញភ្នំពេញរួមមាន De Castle Royal, Galaxy Condos, Bali Resort, HK Condos, Olympia City, D.I. Rivera, Rose Garden និង I240 ។

ទីក្រុងប៊ូយ៉ុង មិនត្រូវបានលើកឡើងនៅក្នុងបញ្ជីនេះទេ ប៉ុន្តែវាក៏ជាប្រធានបទមួយត្រូវ

បានលើកឡើងនៅពេលដែលមានការពិភាក្សាពីខុនដូរីកផងដែរ។ គម្រោងក្រុងរណបដែលស្ថិតនៅតាមបណ្តោយមហាវិថីសហព័ន្ធរុស្ស៊ី ដែលទើបតែបានសម្ពោធការសាងសង់កាលពីពេលថ្មីៗនេះ ត្រូវបានគ្របដណ្តប់ប្រហែល៨៥ភាគរយដោយខុនដូរីក។ នេះនឹងហួសពេលក្នុងការផ្តល់ការផ្គត់ផ្គង់ខុនដូរីកបំពេញបន្ថែមទៅលើទីផ្សារដែលទំនងជាផ្តោតលើចំណែកទីផ្សារទាំងអស់ដូចជា បែបប្រណិត បែបមធ្យម និងកម្រិតទាប។

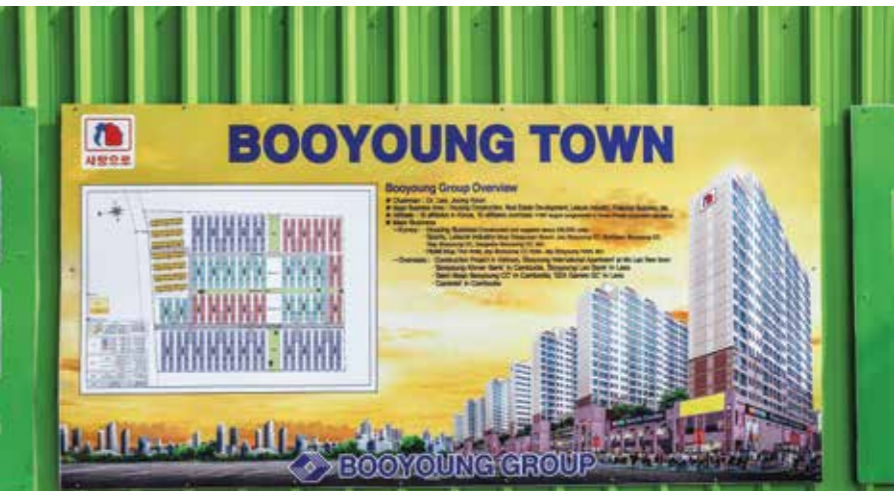
សរុបសេចក្តី

ជោគជ័យនៃទីផ្សារខុនដូរីកទាំងមូលនឹងត្រូវអស់យ៉ាងធ្ងន់ធ្ងរទៅលើការពង្រីកទីក្រុងភ្នំពេញ ភាពអាចរកបាននៃការផ្តល់ហិរញ្ញវត្ថុប្រកបដោយប្រកួតប្រជែង និងរបត់នៃវប្បធម៌ពីការរស់នៅផ្ទាល់ដីទៅកាន់ការធ្វើជាម្ចាស់ និងអ្នកប្រើប្រាស់ដែលផ្លាស់ទីលំនៅទៅកាន់អគារ

ខុនដូរីកនៅក្នុងទីក្រុង។ បើទោះបីជាការអភិវឌ្ឍន៍នីមួយៗទទួលបានជោគជ័យប្រអប់ មានបញ្ហាមួយដែលយើងអាចប្រាកដបានថា ខុនដូរីកនៅទីនេះសម្រាប់បម្រើឱ្យការស្នាក់នៅរបស់

ប្រជាជន ហើយនឹងបន្តកើនឡើងបន្ថែមទៀតនៅភ្នំពេញនាពេលអនាគត។

ប្រែសម្រួលដោយ ទឹម វុត្តា



ZONING ANARCHY

Zoning in Phnom Penh is fairly anarchic, experts complained, and they warn that the free-for-all can hurt the city's tourism and property industry, and maybe more.

Walking along the tourist zone along Sisowath Quay, on Phnom Penh's riverside, some tourists are taken aback to see a coffin shop and manufacturing workshops among the craft stores and restaurants. For some, the sight can spoil their overall experience.

While there are some areas that are well ordered, such as the banking district along Kramuon Sar Avenue or neatly organized Norodom Blvd., home to many international delegations, Hourn Phany, director of Phany Property Service, says most of the city is a mish-mash of business, residential and industrial use areas. He cites the example of Street 169 (Tchecoslovaquie) that features educational institutions like Bak Touk High School and Phnom Penh

International University, but also supermarkets, pubs, businesses, and eating and drinking establishments.

"Khan Chomkarmorn would be a good area for residential zone development, but people can build whatever they want there," he added.

He said the situation in Phnom Penh is not like in other countries, where there are often clear zoning boundaries that limit what kind of businesses can open there, if at all, or if the area is only meant for residential structures. "Phnom Penh is very complicated now, and even professional urban planners would have a very hard time changing things," he said.

Besides hitting tourism, he says such anarchic zoning has also impacted the property market. The lack of zoning guidelines makes it harder for properties erected near pagodas to sell since many people don't want to live near a pagoda.

The zoning mess has pushed many property investors to construct their properties outside the city or look to satellite cities, where they can get cheaper land and build for less money. There, in addition, zoning rules are clear, Phany said.

Speaking at a property fair organized in April this, Sor Sovann, a French-educated property lawyer, said he gets nervous when considering Phnom Penh's zoning reality.

"Tourists don't like seeing the coffin shop, because it is weird to have such shop associated with grieving in a tourist area," he said. "How would you feel coming across an iron shop in the middle of sightseeing and sparks from the machinery burn your dress? Such things aren't allowed in other countries."

He also blames the congested condo and high-rise construction sites that impact neighbors, citing the infamous, and incom-

plete, Gold Tower 42. The building was erected right at the corner of two major roads, with little set-back, and falling debris was a danger to passers-by.

"In other countries, to build a condo or any tall building you have to ask permission from the neighbors. If they aren't satisfied with your building, you can't build your project," he said. "But in Cambodia, developers can build everything they want, anywhere they want."

Sovann recommends that condos be built in new cities or satellite cities, not in the close confines of a city like Phnom Penh, and that shops dealing with death should be located near pagodas. "We need to set up areas based on categories such as commercial, industrial, tourist, and residential zones."

Phnay and Sovann would like the city to have a clear urbanization plan to manage not only building and zoning, but also

for roads as the city expands and proper drainage. Today, those things are not often taken seriously into consideration.

Phnom Penh city officials admit that zoning is not ideal at present, since the city master plan is not yet ready, according to city spokesman Long Dimanche.

The municipality in 2005 adopted the City Development Strategy and formulated a master plan for Phnom Penh development with assistance from the French government. Former Governor Kep Chuk Tema said one of the important strategic approaches was to create new centers to prevent anarchic urbanization and to promote the development of suburban areas.

But the urbanization master plan has had to be upgraded and developed over the years as conditions evolve, Dimanche said. The comprehensive, current plan hasn't been finalized yet.

"Sometimes in the plan, it states a canal

should be built on the land, but then people buy the land and build anything they want, since we don't have city master plan to tell them. They are innocent," he said.

Current Governor Par Socheatvong in July also said he would submit a comprehensive urbanization master plan shortly after the July election to the Council of Ministers for approval.

According to the spokesman, the master plan has already passed the Ministry of Land Management Urban Planning and Construction, and Ministry of Interior, and it is now at the Council of Ministers for consideration.

He expects the city will have an official plan that will solve most urbanization issues, including zoning, during the next government term ■

By Tim Vutha



PHNOM PENH

CITY HALL TELLS PROPERTY DEVELOPERS TO SHORTEN PROJECTS



The Phnom Penh municipal government is ordering two property developers to reduce the height of buildings near the Royal Palace to comply with the planning agreements, an official told The Cambodia Daily. The two buildings are in violation of restrictions limiting the height of buildings near the palace. One is owned

by Vattanac on Sisowath Quay; the other is a privately owned apartment block on an alley off Street 19 behind the Royal University of Fine Arts. Officials are giving the owners a month to remove the extra floors that exceeded the height restriction. If they do not comply, the city will step in and demolish them itself. The owner of the private apartment block said he had only heard about the news in the local media, adding that the logistics behind removing several floors was daunting, if not impossible. He admitted to having exceeded the height allowed, but said he did so only when it was announced that restrictions had been removed since developers were encouraged to build higher structures in the area ■

PHNOM PENH

DIAMOND ISLAND DEVELOPER PLANS TWO MORE CONDOS



The developer of Phnom Penh's Diamond Island (Koh Pich), the Overseas Cambodian Investment Corporation (OCIC), says the company is ready to build two more 30-story buildings as part of the Casa Meridian condominium project which will be located at the island's east bank, close to the river. Om Bun An, sales manager at Casa Meridian, told the Phnom Penh Post that construction on the two condos will start at the end of the year. Each building will have 30 floors, 188 residential

units, 16 retail spaces, and be equipped with an underground car park. The condos will be completed by the end of 2016, and part of the project is to build another bridge linking the Sofitel Phokeetra Hotel to Koh Pich. The price of a Casa Meridian condo will start from US\$80,000 and run up to US\$600,000 per unit. More details of the project will be released late this year at the condo's groundbreaking ceremony ■

CAMBODIA

REAL ESTATE SECTOR NOT HARD HIT BY POLITICAL SITUATION: EXPERT



While some industries have been concerned by the political deadlock that has hit Phnom Penh since the July 28 elections, real estate expert Cheng Kheng says Cambodian real estate has not been affected and he does not see a big risk on the horizon. Cheng Kheng, president of the Cambodian Valuers and Estate Agents Association, told the Phnom Penh Post that his group had noticed no adverse impact on the sector since

the beginning of the election campaign, unlike in some other countries. He said real estate growth during the first half of this year grew was healthy and investors still consider the Kingdom a good destination due to lower land prices than in other countries in the region. However, he did add he wanted a new government to be formed without too much delay in order to attract more investors and keep the momentum going ■

CHINA

PROPERTY DATABASE DELAY SLOWS ANTI-CORRUPTION DRIVE



China's plan for a nationwide property database, put in motion as a weapon against corruption, has stalled amid resistance from local governments. The slowdown reflects the challenges Beijing faces in putting in place reforms to tackle

widespread graft. The database is seen as vital for authorities to control an overheated housing market, but it would also force corrupt local officials to come clean about properties purchased from ill-gotten gains, experts say. But, the property

database initiative has failed to gain traction, stymied by interests at the local level. The digital database would enable users to see how many properties a person owns as well as details about the homes. It has been in the works since 2010 ■

MALAYSIA

ERIC CHAN NAMED SOUTHEAST ASIA'S REAL ESTATE PERSONALITY OF 2013

Eric Chan, deputy managing director of leading Malaysian developer Eastern & Oriental Berhad (E&O), has been selected by the editors of Property Report Magazine as the winner of the Southeast Asia Property Awards Real Estate Personality of the Year Award 2013. He was chosen based on his ability to drive innovation and growth in the Malaysian real estate sector, according to Jules Kay, managing editor of Property Report Magazine. "E&O is well known for its game-changing projects like the 240-acre Seri Tanjung Pinang in Penang and St. Mary Residences in Kuala Lumpur. More recently, with the Avira wellness-themed mixed development in Medini, Iskandar Malaysia, Eric and his team have raised the bar once again," he added. E&O has a reputation as a premier luxury lifestyle property developer with a track record for delivering innovative concepts of high quality across Kuala Lumpur and Penang ■



INDONESIA

ECONOMIC SLOWDOWN MAY LOWER REAL ESTATE DEMAND



Indonesia's economic slowdown could potentially reduce demand in the residential property sector, the country's Antara news agency reported. Indonesia Property Watch (IPW) said there was the possibility of a decline in demand for real estate by at least 20 per cent in 2014. The drop in demand was caused by a variety of factors, IPW said, such as an increase in mortgage interest rates, a slowdown in purchasing

power, and new Central Bank regulations being implemented in the property financing sector. However, IPW said the current state of the property sector was part of a natural cycle. Since overall demand is still on the rise, it should not present a lasting problem to the industry. IPW estimates the slowdown will continue into 2016, so developers should target their cash flow efficiently ■

CHINA

PLAN TO BUILD MILLIONS OF HOMES FAILING TO COOL PROPERTY MARKET

Property prices in China's leading cities have almost quintupled over the past decade and they are perhaps the biggest single threat to the country's economic and social stability, according to a report in The Financial Times. There are fears that the property bubble will burst and trigger a financial crisis. In addition, frustration about housing prices is widespread in the society and the continued rise only fuels more discontent. However, a campaign to build 36 million affordable homes by 2015, a key part of the government's strategy to cool the housing market, is turning out to be a failure. The policy has not succeeded in curbing property prices, and critics say it



is instead rife with corruption and hurting already indebted companies and cities. Of the affordable housing that has been

built, much of it remains empty as the units are located far from city centers and transportation links are poor ■

MYANMAR

AUTHORITIES COMPLETE ASSESSMENT OF YANGON PROPERTY VALUES



Yangon officials are completed an analysis of neighborhood land values in an attempt to keep buyers from claiming an artificially low value for their home purchases in order to avoid paying a transaction tax that can run as high as 37 percent, according to the Myanmar Times. Government teams visited Yangon neighborhoods to determine maximum and minimum values for property. The finished

report was sent to the Union government, then the Ministry of Finance and Revenue, which signed off on the assessments. Realtors and businesspeople said they were split on the move to assess values to determine property taxes. Some claimed the system is a fairer way to share the tax burden, but others say it has scared off property investment ■

VIETNAM

KEY PROPERTY MARKETS SHOW POSITIVE SIGNS

Residential markets in Hanoi and Ho Chi Minh City have shown clear signs of recovery, and for the first time in three years Vietnam's largest city recorded more sales than the capital, according to recently released reports by CBRE and Savills. Ho Chi Minh City registered significant growth – more than 4,100 housing units were sold during the first nine months of 2013. Vietnam's capital experienced an 11 percent rise in sales compared to the same period last year, with over 3,500 units sold in 2013, according to statistics. Sales in the southern part of the country have been boosted by active promotions. Several luxury developments, such as Indochina Plaza Hanoi, Lancaster and Royal City have shown an increase in sales over the third quarter of the year ■

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EVENT | CAMBODIA



CAMBUILD
CAMBODIA INTERNATIONAL BUILDING CONSTRUCTION INDUSTRY SHOW
10 - 12 SEPTEMBER 2014, DIECC, PHNOM PENH, CAMBODIA

CAMBODIA'S BIGGEST INTERNATIONAL BUILDING & CONSTRUCTION EXHIBITION & CONFERENCE

CAMBUILD 2014 EXPO NEWS: BUILDING BOOM IN CAMBODIA

The Cambodian economy is firmly back on track as indicated by the strong growth in the building and construction industry with demand for building materials rising sharply.

In the first nine months of 2012, the Ministry of Land Management, Urban Planning and Construction of Cambodia granted certificates to a record 1,350 construction projects with total investment capital of US\$1.8 billion. These projects include factories, hotels, commercial houses and high-rise buildings.

The building and construction sector will continue to be a major driver of the Cambodian economy in 2014. It's time to take advantage of this growth.

Book your booth at CAMBUILD 2014 – the 3rd Edition of Cambodia's Biggest International Building & Construction Exhibition & Conference which will be held from 10-12 September 2014 at the Diamond Island Convention Centre, Phnom Penh. Supported by the Ministry of Land Management, Urban Planning and Construction and the Board of Engineers, CAMBUILD 2014 is the only business-to-business tradeshow that delivers over 8,000 industry professionals.

Join over 250 exhibitors including Pavilions from China, Malaysia, Singapore, Taiwan and Korea at CAMBUILD 2014 – Cambodia's No.1 international Building & Construction Show.



Cambodia Property Expo 2014

Cambodia Property Expo 2014 is scheduled on the 10-12 September 2014 at the Diamond Island Exhibition and Convention Center, aiming to offer real estate developers the ideal opportunity to market properties including landed houses, condos and apartments, shop houses, shopping complex and commercial or office building.

The exhibition is also a platform for developers, real estate companies, agent, bank and financial institutions to sell their products and services to over 10,000 buyers. The Cambodia Property Expo 2014 will include:

- The Biggest Showcase of Residential and Commercial in Cambodia
 - Feng Shui Talk
 - Property Investment Seminar
 - Financing and Loans
 - Seminar on Home Design and future Trends
- The expo 2014 is organized by AMB Events (Cambodia) Pte. Ltd., a leading exhibition and conference organizer headquartered in Malaysia.



CIVAR '14

CIVAR '14 – Cambodia's 1st International Ventilation, Air Conditioning and Refrigeration Exhibition & Conference 2014, which will be held at the prestigious Diamond Island Convention & Exhibition Center from 10-12 September 2014 is where you can harness these business opportunities.

This inaugural event is expected to bring together over 10,000 trade buyers and decision makers representing M & E Engineers, building consultants, contractors, architects, developers, maintenance managers, manufacturers, facilities managers & distributors/retailers. This business-to-business event is where they come to purchase and source for new supplies and equipment, create new business partnerships, and network with industry leaders.

In addition to the Expo, the CIVAR 2014 Conference will held to provide HVAC professionals with an opportunity to be updated on the latest issues, trends and developments.

CIVAR '14, which is endorsed by the Ministry of Commerce and supported by the Ministry of Land Management Urban Planning and Construction and the Board of Engineers, Cambodia is the ideal marketing platform to reach out to the booming HVAC industry in Cambodia.



CAMENERGY '14

Phnom Penh will host the 1st International Power Generation, Transmission, Distribution & Electrical Engineering Exhibition & Conference - CAMENERGY'14 at the prestigious Diamond Island Convention & Exhibition Center from 10-12 September 2014. As Cambodia's economy continues to grow, the demand for electricity has seen significant increase. The Government has initiated a number of projects in power generation, transmission and distribution to address this issue. At the same time, the building and construction industry is experiencing strong growth and has generated huge demand for M&E supplies and services. CAMENERGY'14 Exhibition & Conference is staged to provide a marketplace for suppliers to connect to key decision makers including Government officials, Utilities, Developers, Consultants, Electrical Engineers, Architects, M&E Engineers, Contractors, Installers and Retailers/Suppliers.

Endorsed by the Ministry of Commerce and supported by the Board of Engineers, Cambodia, CAMENERGY '14 is the biggest industry gathering, bringing together over 7,000 professionals to source for new technology & supplies and equipment, seek business partnerships and network. Held concurrently with the Exhibition is the Cambodian Power & Electricity Conference 2014 themed 'Powering the Future Development of Cambodia' where top international speakers will be invited to share knowledge and experience

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EVENT CALENDAR | ASIA

Event name : ACEL to hold Equipment Management Seminar Workshop
Start date : Nov/06/2013 **End date** : Nov/09/2013
Location : World Trade Center Building, Gil Puyat Avenue Extension cor, Philippines. **Organizer** : Global-Link MP

Details : The seminar workshop will develop/address the required competencies of equipment managers and will utilize efficient methodologies in effective learning, including Structured Learning Experiences, Technology of Participation, Write-Shops, Workshops and Discussions.

Event name : Green Urbanscape Asia
Start date : Nov/07/2013 **End date** : Nov/09/2013
Location : Singapore Expo, Singapore **Organizer** : Singex Exhibition Venture Pte Ltd.
Details : GreenUrbanScape is set to be a dynamic marketplace for delegates and trade visitors from the region to discover the very best and latest landscape and urban greenery solutions. Learn best practices, discuss latest industry trends and network with industry players from around the world. Renowned experts will set the pace at the International Skyrise Greenery Conference.

Event name : International Tradeshow for Green Technologies & Innovations in Lighting
Start date : Nov/13/2013 **End date** : Nov/15/2013
Location : Plenary Halls, the Queen Sirikit National Convention Center, Bangkok, Thailand **Organizer** : N.C.C Exhibitions Organizer co., Ltd.
Details : Thailand Convention and Exhibition Bureau (TCEB) as an official supporter in association with N.C.C. Exhibition Organizer Co., Ltd. (NEO) is organized the EcoLightTech Asia 2013 international tradeshow for green technologies & innovations in lighting.

Event name : Plastics & Rubber Indonesia 2013
Start date : Nov/20/2013 **End date** : Nov/23/2013
Location : Jakarta International Expo, Kemayoran Jakarta, Indonesia. **Organizer** : PT Pamerindo Indonesia
Details : The 26th International Plastics & Rubber Machinery, Processing & Materials Exhibition. Plastics & Rubber Indonesia is the established international exhibition for plastics & rubber processing, extrusion, injection and blow moulding, materials, moulds and dies. Indonesia is targeted to become the world's number one rubber producer by 2020 and is already South East Asia's biggest market for plastics products.

Event name : Myanbuild 2013
Start date : Nov/26/2013 **End date** : Nov/28/2013
Location : TatmadawHall, Yangon, Myanmar **Organizer** : AMB Events

Details : The International Building & Construction Industry Exhibition & Conference which will be held from 26-28 November 2013 at the Tatmadaw Exhibition Hall in Yangon is designed to provide technology, equipment and material suppliers the platform to access these new exciting opportunities. Supported by the Myanmar Construction Entrepreneurs Association and the Myanmar Engineering Society, MYANBUILD 2013 is a 'business-to-business' event that is expected to attract over 5,000 trade buyers and decision makers including architects, developers, consultants, contractors, engineers and designers.

Event name : International Engineering Technology & Sourcing Show
Start date : Nov/29/2013 **End date** : Dec/2/2013
Location : Glada Ground, Ludhiana, India **Organizer** : Chamber of Industrial & Commercial Undertakings

Details : India will host the international engineering technology and sourcing show (IETSS) from Nov. 29 to Dec. 2 at Glada Ground in the City of Ludhiana in Punjab State. It will showcase the latest innovations of engineering and allied industries. The show will attract manufacturer of machine tools, hand tools, sheet metal components, auto parts, tractor parts, bicycle parts, sewing machine parts, fasteners, ball bearing, agricultural engineering products, power tools, engineering measurement devices, pneumatic and hydraulic products, CNC tools, transformers, light and heavy batteries, and many more.

EVENT CALENDAR | ASIA

Event name : South Asia's Biggest Construction Equipment Event Excon 2013
Start date : Nov/20/2013 **End date** : Nov/24/2013
Location : Bangalore International, Centre Bengaluru, India **Organizer** : India's Apex Industry Association

Details : Confederation of Indian Industry (CII), India's Apex Industry Association is organising Excon 2013 - the 7th edition of South Asia's Largest Event for Construction Equipment sector between 20th- 24th November 2013 at Bengaluru.

Event name : Machine Tool Indonesia 2013
Start date : Dec/04/2013 **End date** : Dec/07/2013
Location : Jakarta International Expo, Jakarta, Indonesia. **Organizer** : PT Pamerindo Indonesia
Details : The 27th International Machine Tool, Metalworking & Allied Industries Exhibition. The premier showcase for all types of metal cutting and forming machine tools and presented by Indonesia's largest organiser of B2B trade events, offering the single most important industry event of the year for companies wishing to meet Indonesia's manufacturing and metalworking industries.

Event name : Asian Building Technologies 2014
Start date : Dec/04/2013 **End date** : Dec/07/2013
Location : Jakarta International Expo, Jakarta, Indonesia. **Organizer** : PT Pamerindo Indonesia
Details : The 27th International Machine Tool, Metalworking & Allied Industries Exhibition. The premier showcase for all types of metal cutting and forming machine tools and presented by Indonesia's largest organiser of B2B trade events, offering the single most important industry event of the year for companies wishing to meet Indonesia's manufacturing and metalworking industries.

Event name : Expo Build China 2014
Start date : Mar/31/2014 **End date** : Apr/03/2014
Location : Shanghai New Int'l Expo Centre **Organizer** : China Ecological Building Materials Association
Details : This conference was co-organized by BRE, CIOB, RICS and the China Ecological Building Materials Association. Some real case were analyzed and precious experience around Ecobuild materials was shared by senior design experts from authoritative overseas such as Atkins, RKTL, Genlser, NBBJ and CCDI. The Conference attracted more than 300 attendees, association leaders and representatives of building material manufacturers. There are 492 exhibitors, 43,932 visitors and 3,906 overseas buyers.

Event name : iFaME- International Facility Management Expo 2014
Start date : Apr/22/2014 **End date** : Apr/24/2014
Location : Marina Bay Sands, Singapore **Organizer** : Conference & Exhibition Management Services Pte Ltd (CEMS)
Details : iFaME 2014 will not only be a showcase of relevant products in facility management, but also a meeting of minds for professionals who want to further their knowledge of their discipline and build contacts within the industry through a combination of exhibitions and conferences. iFaME 2014 will also be co-located with 3 industry events: Safety & Security Asia 2014, Workplace Safety & Health Asia 2014 and LEDTEC Asia 2014. It will play host to 300 exhibitions from 25 countries, and will expect to receive at least 6,000 trade visitors.

Event name : Build4Asia 2014
Start date : May/07/2014 **End date** : May/09/2014
Location : Hall 1B-E, Hong Kong Convention & Exhibition Centre (HKCEC) **Organizer** : Hong Kong Exhibition Services Ltd
Details : As the region's leading 4-in-1 Sustainable Architecture, Design, Building Services and Electrical Engineering Tradeshow, Build4Asia will be staged at Hong Kong Convention & Exhibition Centre again on 7 - 9 May 2014. Comprising Asian Elenex, Asian Building Technologies, Asian Architectural Interiors and Asian Hospitality Design & Technology, the show will gather 500 international exhibitors and 15,000 regional buyers at an exhibition space of 15,000 m2 to serve as an one-stop platform for Architects, Interiors Designers, Contractors, Developers, Engineers and etc.



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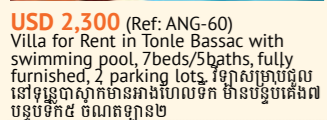
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USD 2,300 (Ref: ANG-60)
Villa for Rent in Tonle Bassac with swimming pool, 7beds/5baths, fully furnished, 2 parking lots. វិទ្យាស្ថានប្រុងប្រយ័ត្ននៅទីក្រុងតាស៊ាតមានអាងហែលទឹក មានបន្ទប់គេង៧ បន្ទប់ទឹក៥ ចំណតឡាន២



USD 2,500 (Ref: ANG-163)
Luxurious 2-bedroom apartment in Beong Keng Kang 1, 2beds/2baths, 137m2, rooftop garden, gym and swimming pool, 24/7 security, high speed internet



USD 10-25/m2 (Ref: OFFICE)
Office space for rent in Phnom Penh (any locations, any size, furnished or unfurnished) From \$10/m2



USD 3,500 (Ref: ANG-157)
9-bedroom Villa for Rent in Beong Trabek, Good location for office, Land size: 15m x 25m, parking 5-6 cars វិទ្យាស្ថានប្រុងប្រយ័ត្ននៅទីក្រុងតាស៊ាតមានអាងហែលទឹក មានបន្ទប់គេង៩ បន្ទប់ទឹក៥ ចំណតឡាន៥ ទ្រព្យសម្បត្តិ



USD 1,500 (Ref: ANG-167)
High-class One-Bedroom Apartment for Rent in BKK1, 1bed/1bath, rooftop swimming pool, 24/7 security, high-speed internet.

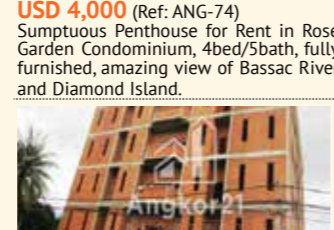


USD 2,500 (Ref: ANG-61)
Western-style villa for rent in Bassac Garden City, 4bed/6bath, fully furnished, very secure and tranquil.

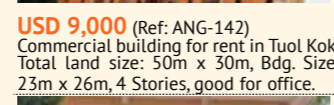
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USD 4,000 (Ref: ANG-74)
Sumptuous Penthouse for Rent in Rose Garden Condominium, 4bed/5bath, fully furnished, amazing view of Bassac River and Diamond Island.



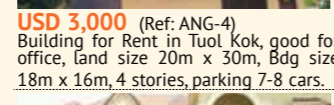
USD 5,000 (Ref: ANG-CL2)
Luxurious Villa for Rent in Tuol Kok, 12beds/16baths, Fully furnished, good for living or office. វិទ្យាស្ថានប្រុងប្រយ័ត្ននៅទីក្រុងតាស៊ាតមានបន្ទប់គេង១២ បន្ទប់ទឹក១៦ មានសំភារៈល្អសម្រាប់ស្នាក់នៅ ឬការិយាល័យ



USD 9,000 (Ref: ANG-142)
Commercial building for rent in Tuol Kok, Total land size: 50m x 30m, Bdg. Size: 23m x 26m, 4 Stories, good for office.



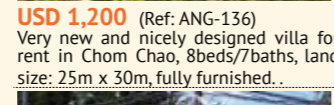
USD 3,800 (Ref: ANG-CL3)
Big Villa for Rent in Tuol Kok, 14beds/15baths, parking 5-6 cars, good for living/office. វិទ្យាស្ថានប្រុងប្រយ័ត្ននៅទីក្រុងតាស៊ាតមានបន្ទប់គេង១៤ បន្ទប់ទឹក១៥ មានសំភារៈខ្លះៗ ល្អសម្រាប់ស្នាក់នៅ ឬការិយាល័យ



USD 3,000 (Ref: ANG-4)
Building for Rent in Tuol Kok, good for office, land size 20m x 30m, Bdg size 18m x 16m, 4 stories, parking 7-8 cars.



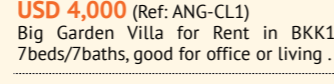
USD 4,500 (Ref: ANG-CL4)
High-class Villa for Rent in Tuol Kok, 9beds/10baths, Good for Living or office. វិទ្យាស្ថានប្រុងប្រយ័ត្ននៅទីក្រុងតាស៊ាតមានបន្ទប់គេង៩ បន្ទប់ទឹក១០ ល្អសម្រាប់ស្នាក់នៅ ឬការិយាល័យ



USD 1,200 (Ref: ANG-136)
Very new and nicely designed villa for rent in Chom Chao, 8beds/7baths, land size: 25m x 30m, fully furnished.



USD 3,000 (Ref: ANG-CL-5)
Villa for Rent in Tuol Kok, 5beds/6baths, fully furnished, good for living វិទ្យាស្ថានប្រុងប្រយ័ត្ននៅទីក្រុងតាស៊ាតមានបន្ទប់គេង៥ បន្ទប់ទឹក៦ មានសំភារៈ ល្អសម្រាប់ស្នាក់នៅ



USD 4,000 (Ref: ANG-CL1)
Big Garden Villa for Rent in BKK1, 7beds/7baths, good for office or living .



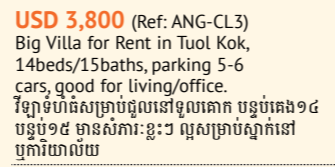
USD 5,000 (Ref: ANG-CL2)
Luxurious Villa for Rent in Tuol Kok, 12beds/16baths, Fully furnished, good for living or office. វិទ្យាស្ថានប្រុងប្រយ័ត្ននៅទីក្រុងតាស៊ាតមានបន្ទប់គេង១២ បន្ទប់ទឹក១៦ មានសំភារៈល្អសម្រាប់ស្នាក់នៅ ឬការិយាល័យ



USD 3,800 (Ref: ANG-CL3)
Big Villa for Rent in Tuol Kok, 14beds/15baths, parking 5-6 cars, good for living/office. វិទ្យាស្ថានប្រុងប្រយ័ត្ននៅទីក្រុងតាស៊ាតមានបន្ទប់គេង១៤ បន្ទប់ទឹក១៥ មានសំភារៈខ្លះៗ ល្អសម្រាប់ស្នាក់នៅ ឬការិយាល័យ



USD 4,500 (Ref: ANG-CL4)
High-class Villa for Rent in Tuol Kok, 9beds/10baths, Good for Living or office. វិទ្យាស្ថានប្រុងប្រយ័ត្ននៅទីក្រុងតាស៊ាតមានបន្ទប់គេង៩ បន្ទប់ទឹក១០ ល្អសម្រាប់ស្នាក់នៅ ឬការិយាល័យ



USD 3,000 (Ref: ANG-CL-5)
Villa for Rent in Tuol Kok, 5beds/6baths, fully furnished, good for living វិទ្យាស្ថានប្រុងប្រយ័ត្ននៅទីក្រុងតាស៊ាតមានបន្ទប់គេង៥ បន្ទប់ទឹក៦ មានសំភារៈ ល្អសម្រាប់ស្នាក់នៅ

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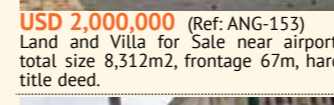
USD 87/m2 (Ref: ANG-152)
Land for Sale along Oknha Try Heng Road, near Borey New World, Total area 4.5 Ha (45,000m2) ដីលក់លើផ្លូវឡូត៍ទ្រព្យសម្បត្តិ ទំហំ ៤.៥ ហិកតា



USD 650,000 (Ref: ANG-125)
Villa for Sale at Tuol Kok (Urgent), Land Size: 13.5m x 40m, Building Size: 12m x 20m, Bed 6, Bath 6 ឡូត៍លក់បន្ទាន់នៅទីក្រុងតាស៊ាត ទំហំ ១៣.៥ x ៤០ ម៉ែត្រ មានបន្ទប់គេង ៦ បន្ទប់ទឹក ៦



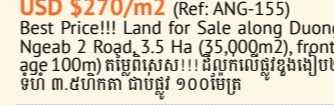
USD 540,000 (Ref: ANG-158)
Land for Sale in Tuol Tom Pong, Good for Apartment, Land Size: 15m x 26m, ដីលក់នៅទីក្រុងតាស៊ាត ល្អសម្រាប់សាងសង់អាគារតម្លៃ ទំហំ ១៥ x ២៦ ម៉ែត្រ



USD 2,000,000 (Ref: ANG-153)
Land and Villa for Sale near Tuol Tom Pong, total size 8,312m2, frontage 67m, hard title deed.



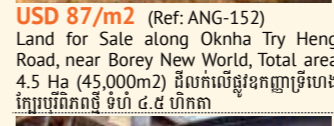
USD 110,000 (Ref: ANG-159)
Condo for Sale near Tuol Tom Pong, 2beds/2baths, 118m2, 24/7 Security, Pool and gym, ខ្លួនផ្តល់តម្លៃទាបបំផុតនៅទីក្រុងតាស៊ាត បន្ទប់គេង២ បន្ទប់ទឹក២ ទំហំ ១១៨ម៉ែត្រ សន្តិសុខ២៤ម៉ោង មានអាងទឹក និង កន្លែងហាត់ប្រាណ



USD \$270/m2 (Ref: ANG-155)
Best Price!! Land for Sale along Duong Ngeab 2 Road, 3.5 Ha (35,000m2), frontage 100m តម្លៃលក់សេស!!! ដីលក់លើផ្លូវខ្លួនផ្តល់តម្លៃទាបបំផុត ទំហំ ៣.៥ហិកតា ជាប់ផ្លូវ ១០០ម៉ែត្រ



USD 90,000 (Ref: ANG-C01)
Condo for Sale along Mekong River, 2beds/2baths, 100m2, 24/7 Security, Pool and gym ខ្លួនផ្តល់តម្លៃទាបបំផុតនៅទីក្រុងតាស៊ាត បន្ទប់គេង២ បន្ទប់ទឹក២ ទំហំ ១០០ម៉ែត្រ សន្តិសុខ ២៤ ម៉ោងមានអាងទឹក និងកន្លែងហាត់ប្រាណ



USD 65/m2 (Ref: ANG-SP5)
BEST PRICE!!! Land for Sale, 2.5 Km from Phnom Penh International Airport, Size: 5,478m2 តម្លៃលក់សេស!!! ដីលក់ចំងាយ ២ . ៥ គីឡូម៉ែត្រពីទីក្រុងប្រទេសកម្ពុជា ទំហំ ៥.៤៧៨ម៉ែត្រ



USD 470,000 (Ref: ANG-SP1)
Land for Sale near Bali Resort 50 meters from Street 2004, Land size: 20m x 45m ដីលក់នៅក្បែរផ្លូវជាតិលេខ២ ៥០ម៉ែត្រពីផ្លូវ២០០៤ ទំហំ ២០ម x ៤៥ម



USD 650,000 (Ref: ANG-SP6)
Land for Sale in Tuol Kok, Street 598, Land size: 16m x 37m, Hard Title Deed, Good for commercial building ដីលក់នៅទីក្រុងតាស៊ាត លើផ្លូវ ៥៩៨ ទំហំ ១៦ x ៣៧ មានប្លង់ដី ល្អសម្រាប់សាងសង់អាគារពាណិជ្ជកម្មផ្សេងៗ



\$1,250/m2 (Ref: ANG-SP2)
Commercial Corner Land for Sale along Street 2004, Land Size: 60m x 80m, hard title deed, good for petrol station, school, and office building ដីលក់លើផ្លូវ២០០៤ (ផ្លូវម៉ែដា) ទំហំ ៦០ x ៨០ មានប្លង់ដីលក់ ល្អសម្រាប់សាងសង់សាលារៀន ឬអាគារការិយាល័យ



USD55/m2 (Ref: ANG-SP7)
Land for Sale near Borey Sontephea 2 near factory, Land size: 1,522m2 ដីលក់នៅក្បែរហ្វែរ្រីស្តីកាត ចោមចៅ ក្បែរពេងច្រក ទំហំ ១.៥២២ម៉ែត្រ

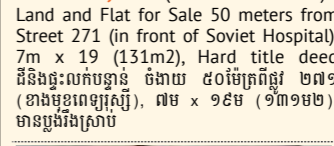


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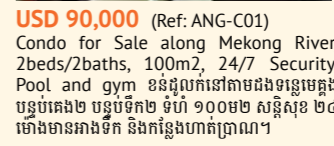
USD 150,000 (Ref: ANG-Exclusive)
Land and Flat for Sale 50 meters from Street 271 (in front of Soviet Hospital), 7m x 19 (131m2), Hard title deed ដីនិងផ្ទះលក់បន្ទាន់ ចំងាយ ៥០ម៉ែត្រពីផ្លូវ ២៧១ (ខាងមុខពេទ្យសូវៀត), ៧ម x ១៩ម (១៣១ម២), មានប្លង់ដីលក់



USD 450,000 (Ref: ANG-SP3)
Land for Sale in Chomroeun Phal area, near Soviet Hospital, Size: 18m x 58m, hard title deed. ដីលក់នៅក្នុងតំបន់ជិតពេទ្យសូវៀត ទំហំ ១៨ x ៥៨ មានប្លង់ដីលក់



USD 530,000 (Ref: ANG-SP4)
Land for Sale in Tuol Kok, Size: 515m2, Good location for villa, apartment and office, Hard title deed ដីលក់នៅទីក្រុងតាស៊ាត ទំហំ ៥១៥ម៉ែត្រ ទំហំ ៥១៥ x ១៥៥ មានប្លង់ដីលក់ និងអាគារការិយាល័យ មានប្លង់ដី



USD 90,000 (Ref: ANG-C01)
Condo for Sale along Mekong River, 2beds/2baths, 100m2, 24/7 Security, Pool and gym ខ្លួនផ្តល់តម្លៃទាបបំផុតនៅទីក្រុងតាស៊ាត បន្ទប់គេង២ បន្ទប់ទឹក២ ទំហំ ១០០ម៉ែត្រ សន្តិសុខ ២៤ ម៉ោងមានអាងទឹក និងកន្លែងហាត់ប្រាណ



USD 65/m2 (Ref: ANG-SP5)
BEST PRICE!!! Land for Sale, 2.5 Km from Phnom Penh International Airport, Size: 5,478m2 តម្លៃលក់សេស!!! ដីលក់ចំងាយ ២ . ៥ គីឡូម៉ែត្រពីទីក្រុងប្រទេសកម្ពុជា ទំហំ ៥.៤៧៨ម៉ែត្រ



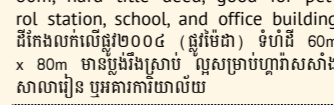
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Commercial Corner Land for Sale along Street 2004, Land Size: 60m x 80m, hard title deed, good for petrol station, school, and office building ដីលក់លើផ្លូវ២០០៤ (ផ្លូវម៉ែដា) ទំហំ ៦០ x ៨០ មានប្លង់ដីលក់ ល្អសម្រាប់សាងសង់សាលារៀន ឬអាគារការិយាល័យ



USD55/m2 (Ref: ANG-SP7)
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Sok Sokha Co., Ltd.
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 [f]: (855-23) 430 157
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Space Design
 [a]: N°354B, Monivong Blvd., Kh. Chamkarmon, Phnom Penh, Cambodia.
 [t]: (855-23) 991 082
 [f]: (855-23) 991 084
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 [w]: www.sce.com.kh

Standard Construction & Engineering
 [a]: N°89, St. Machine Teuk, Kh. Russey Keo, Phnom Penh, Cambodia.
 [t]: (855-23) 722 006
 [f]: (855-23) 722 007
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Sterling Project Management
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 [f]: (855-23) 426 047
 [e]: info@sterling-cambodia.com
 [w]: www.sterling-cambodia.com

STL - Soil Testing Laboratory Co., Ltd.
 [a]: N°368, St. Lum, Trapeang Chhouk Village, Phnom Penh, Cambodia.
 [m]: (855-12) 527 279
 [t]: (855-23) 886 058
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 [t]: (855-23) 886 058
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STC (Cambodia) Co., Ltd.
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 [f]: (855-23) 722 274
 [e]: sary@engineer.com
 [w]: www.stscambodia.com.kh

Swee Quarry (Cambodia) Co., Ltd.
 [a]: N°105, St. Tomnup Kopsrove, Kh. Dangkor, Phnom Penh, Cambodia.
 [t]: (855-23) 355 016
 [f]: (855-23) 355 018
 [e]: swee_admin@online.com.kh

TAING CHENG OING CONSTRUCTION CO.,LTD
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 [m]: (855-12) 887 882
 [e]: chengoing@yahoo.com

TCM Engineering Company Ltd.
 [a]: N°153, St. 160, Kh. Toul Kork, Phnom Penh, Cambodia.
 [t]: (855-23) 880 399
 [f]: (855-23) 880 677

T-RO CONSTRUCTION CO., LTD.
 [a]: N°281, St. Preysar, Sangkat Dangkor, Kh. Dangkor, Phnom Penh, Cambodia.
 [m]: (855-17) 999 007
 [t]: (065) 6560 617
 [e]: info@troconstruction.com
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Trang Construction Co., Ltd.
 [a]: Phsar Kralanh, Teaksin Tbong Village, Sk. Kork Chak, Siem Reap, Cambodia.
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 [e]: email@trang.com.kh
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W Design
 [a]: N°363, St.128, Kh. Toul Kork, Phnom Penh, Cambodia.
 [t]: (855-23) 300 392
 [f]:
 [e]: contact.waterdesign@gmail.com

VENTURE (CAMBODIA) PTE LTD
 Construction - Contractors.....
 Consultants & Management.....
 Construction equipment & materials.....
 [a]: N°11, St. 554, Sk. Boeung Kork II, Kh. Toul Kork, Phnom Penh, Cambodia.
 [t]: (855-23) 881 889
 [f]: (855-23) 883 276
 [e]: venture@online.com.kh

Zamil Steel Buildings Vietnam Co., Ltd.
 [a]: N°17, St.334, Phnom Penh, Cambodia.
 [t]: (855-23) 220 140
 [f]: (855-23) 220 140
 [e]: zccambodia@zamilsteel.com.kh
 [w]: www.zamilsteel.com.vn

Build In Real Nature Ltd.
 [a]: N°33C, St.598, Borey Peng Huoth, Phnom Penh, Cambodia.
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 [f]:
 [e]: chin_dararath@yahoo.com

AMING Company Limited
 [a]: N°10 Ung Pokun St. 109, Vtrust Bld. 2F, Phnom Penh, Cambodia
 [t]: (855-23) 500 0719
 [e]: info@aming.com.kh
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Angkor Meas Construction Shop
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 [t]: (855-23) 216 110
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 [e]: angkor.meas@yahoo.com
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Armour Corporation (Cambodia) Pte., Ltd.
 [a]: N°28, St.3, Borei New World Samraong Andhet, Phnom Penh, Cambodia.
 [t]: (855-23) 6311 188
 [f]: (855-23) 6311 188
 [e]: huoch@armourcorp.com
 [w]: www.armourcorp.com

Asian Construction Equipment
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 [m]: (855-17) 567 137
 [t]: (855-77) 868 807
 [e]: daravy_leng@yahoo.com

Associated Concrete Products (Cambodia) Pte., Ltd.
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Build In Real Nature Ltd.
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C & Youkoug Co., Ltd.
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[e]: cnyoukoug@hotmail.com

 **CAMCONA BMS**
Construction Materials Supplier.....
Outdoor lighting solutions.....
Water heating solutions.....
[a]: N° 17, St. 306, Sk. Boeung Keng Kang I, Kh. Chamkarmon, Phnom Penh, Cambodia.
[t]: (855-23) 211 960
[f]: (855-23) 211 960
[e]: info@camconabms.com
[w]: www.camconabms.com

Cam Roof
[a]: N°5, Confederation de la Russie, Khan Dangkor, Phnom Penh, Cambodia.
[t]: (855-23) 6468 888
[f]: (855-23) 890 181
[e]: sales@camroof.com.kh
[w]: www.camroof.com.kh

Cambodia Marble & Granite
[a]: N°3A, St. Chea Sim, Kh. Russey Keo, Phnom Penh, Cambodia.
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[f]: (855-23) 223 268
[e]: cambodiastone@gmail.com
[w]: www.cambodiastone.com

CCW - Construction Chemicals World
[a]: N°19D, Yothapol Khemarak Phoumin St.271, Phnom Penh, Cambodia.
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[f]: (855-23) 223 269
[e]: sales@ccw.com.kh
[w]: www.fosroc.com

Cellop International Co., Ltd.
[a]: N°44B, St.251, Phnom Penh, Cambodia.
[t]: (855-23) 883 792
[f]: (855-23) 873 793
[e]: client.services@cellopinternational.com
[w]: www.cellopinternational.com

Chhay Heng Supply Building Material
[a]: N°168, St.598, Kh. Russey Keo, Phnom Penh, Cambodia.
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[f]: (855-23) 990 846
[e]: hong.ly598@yahoo.com

Chheav Hok Supply Steels & Transport
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[f]: (855-23) 720 172
[e]: sales.ch@hqgtrading.com

CM - Chung Meang Trading Co., Ltd.
[a]: N°40ABC, Mao Tse Toung Blvd. (St.245), Phnom Penh, Cambodia.
[t]: (855-23) 993 919
[f]: (855-23) 993 929
[e]: chungmeang@yahoo.com
[w]: www.chungmeang.com

 **CHIP MONG GROUP CO., LTD**
Construction Equipment Supplier.....
Materials - Supplies.....
Tiles Supplies & Manufacturers.....
[a]: N°137B, St. Mao SeToang Blvd. (St.245), Kh. Chomkarmon, Phnom Penh, Cambodia.
[m]: (855-92) 218 060/61
[f]: (855-23) 210 155
[e]: info@chipmonggroup.com
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[t]: (855-12) 981 676
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[e]: the.crocodile_enterprise@yahoo.com

 **D'Furniture** D' Furniture
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[t]: (855-23) 210 067
[m]: (855-17) 808 080 /85 444 444
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 **DAT HOA**
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DEG - Dynamic E Group Ltd. (DAB)
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[f]: (855-23) 993 299
[e]: info@degosolution.com
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Dimension International Corp
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[f]: (855-66) 888 114
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Eastward Construction Co., Ltd.
[a]: N°7C, Yothapol Khemarak Phoumin St.271, Phnom Penh, Cambodia.
[t]: (855-23) 5002 446
[e]: realcobtn@yahoo.com

 **ECM CO., LTD.**
Construction Equipment & Materials - Supplies . Concrete Pump & Truck.....
Contractors - Piling.....
[a]: N°129-131, Monireth St. 217, Phnom Penh, Cambodia.
[t]: (855-23) 882 733
[f]: (855-23) 882 738
[e]: jitenrg@jit.com.kh
[w]: www.jit.com.kh

 **ENVOTECH CO., LTD.**
[a]: 249-253H, National Road No 6A, 12112, P.O Box 931, Phnom Penh, Cambodia.
[t]: (855-23) 430 748
[m]: (855-23) 430 236
[e]: sarak@envotech.org
[w]: www.envotech.org

 **EnviroCam HCC GROUP CO., LTD.**
[a]: N°50, St.214 corner of St.63, Sk.Boeung Raing, Kh.Doun Penh, Phnom Penh, Cambodia.
[t]: (855-23) 222 001
[m]: (855-12) 772 916
[e]: info@hcc.com.kh
[w]: www.hccgroups.com

Europe Home Décor & Tiles
[a]: N°364Eo, Sihanouk St.274, Kh. Chamkarmon, Phnom Penh, Cambodia.
[t]: (855-23) 222 217
[f]: (855-23) 222 216
[e]: hokseng@euhomedecorandtiles.com
[w]: www.eurhomedecorandtiles.com

Fulin Wooden
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[e]: fulin_fulin@yahoo.com

G Holdings Company Ltd GW Design
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[e]: info@g-holdings.com.kh
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Galaxy Real Estate & Construction
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[f]: (855-23) 966 079
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[w]: www.galaxyairc.com

German Hardware Supply Co., Ltd.
[a]: N°19B, St.432, Phnom Penh, Cambodia.
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[e]: info@german-hardware.com
[w]: www.german-hardware.com

 **hansgrohe HANS GROHE PTE., LTD.**
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[t]: 65 6884 5072, Ext.113
[f]: 65 6884 5070
[e]: lydia.mah@hansgrohe.com.sg
[w]: www.hansgrohe.com.sg

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[m]: (855-16) 777 792
[f]: (855-12) 252 592
[e]: hengasiahp@yahoo.com
[w]: www.hengasia.com

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Construction Equipment Supplier.....
Construction Materials Supplier.....
Tile and Sanitary Product.....
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[t]: (855-23) 218 995-7
[f]: (855-23) 218 339
[e]: hengasiahp@yahoo.com
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Heng Sreng Hong Import Export Co., Ltd.
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Hoang Long Mekong Group
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[e]: hoanglongmekongpic@gmail.com
[w]: www.hoanglonggroup.com

 **HOME RACHANA**
Carpet.....
Curtain.....
Wallpaper and Plastic floor.....
[a]: N°191, Mao Se Tong Blvd.(St. 245), Phnom Penh, Cambodia.
[t]: (855-23) 222 363
[m]: (855-15) 828 282
[e]: info@homerachana.com
[w]: www.homerachana.com

Home Decor Center Co., Ltd.
[a]: N°153B-155C, Mao Tse Toung Blvd. (St.245), Phnom Penh, Cambodia.
[t]: (855-23) 219 670-2
[f]: (855-23) 994 577-8
[e]: homedecorcenter@everyday.com.kh
[w]: www.homedecorcenter.com.kh

Hout Chhay Construction Materials
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[t]: (855-23) 218 286
[f]: (855-23) 218 286
[e]: houtchhay@yahoo.com
[w]: www.houtchhay.com

 **HSC HSC Co., Ltd**
Paint Supplier, Air Conditioning Supplier
Kitchen, Sanitary and Allu & Materials Supplier,
[a]: N° 63, St. 315, Sk. Boeung Kok II, Kh. Toul Kok, 12305 Phnom Penh, Cambodia.
[t]: (855-23) 885 027
[f]: (855-23) 212 796
[e]: info@hsc.com.kh
[w]: www.hsc.com.kh

Infratech (Cambodia) Co., Ltd.
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[t]: (855-23) 997 118
[m]: (855-23) 997 127
[e]: c.narith@infratech.com
[w]: www.infratech.com

INT - Cheav Group Co., Ltd.
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[w]: www.icgcambodia.com

IPE (Cambodia) Pte., Ltd.
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[w]: www.ipequip.com

ISI Steel Co., Ltd.
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[t]: (855-23) 881 188
[f]: (855-23) 885 318
[e]: sales@isisteel.com.kh

JCMNippon Private Ltd.
[a]: N°224, Mao Tse Toung Blvd.(St.245), Phnom Penh, Cambodia.
[t]: (855-23) 211 854
[f]: (855-23) 214 067
[e]: hsreng@online.com.kh

 **JIT ENGINEERING CO., LTD**
Construction Equipment & Materials - Supplies . Safety Equipment & Tools
Contractors - Piling.....
Road & Bridge Contractor.....
[a]: N°129-131, Monireth St. 217, Sk. Boeung Salang, Phnom Penh, Cambodia.
[t]: (855-23) 882 733
[f]: (855-23) 882 738
[e]: jitenrg@jit.com.kh
[w]: www.jit.com.kh

 **JOTUN CAMBODIA LIMITED**
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[t]: (855-23) 218 751
[f]: (855-15) 828 282
[e]: sovath.teng@jotun.com
[w]: www.jotun.com

 **TKS GROUP CO., LTD.**
 **Makita Maktec Makasa**
[a]: N°7A-9A, St. 93, Corner of Oknha Khleang Moeung(St.70),12201 Phnom Penh, Cambodia.
[t]: (855-97) 9991 999
[f]: (855-23) 637 755 9
[e]: (855-23) 888 559
[w]: kyseshop@yahoo.com

 **K SUPPLY CO., LTD**
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[t]: (855-23) 886 789
[f]: (855-23) 881 898
[e]: bizmanager@wannaco.com
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KC MKK Co., Ltd.
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KGL Construction Material Trading
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KHL Co., Ltd.
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Khi Hout Import & Distribute Construction Material
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Kry Huy Construction Import & Export
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KTM Co., Ltd.
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[e]: ktm@online.com.kh

L.M.D Group Distribution
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[t]: (855-23) 5555 218
[m]: (855-17) 661 961
[e]: lmd.group@gmail.com

Lay - Green Construction Company
[a]: N°89, St.289, Phnom Penh, Cambodia.
[t]: (855-23) 698 8555
[m]: (855-12) 998 555
[e]: sales@lay-green.com
[w]: www.lay-green.com

Lim Meung (China Glass - Cambodia) Joint Stock
[a]: N°120, St.134, Phnom Penh, Cambodia.
[t]: (855-23) 885 955
[f]: (855-23) 885 955
[e]: sale@limmeung.com

LSH - Loh Seng Heng
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[t]: (855-23) 993 099
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[t]: (855-23) 425 113
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 **Mascoat**

Paint & Coating Supplier.....
Construction Equipment and
Materials Supplier.....
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[t]: (855-23) 998 805/ 998 806
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[e]: info@ppiccontractors.com
[w]: www.ppiccontractors.com

Meng Leang Eav Co., Ltd.
[a]: N°123A-121D Mao Tsetoung Blvd. (St. 245), Kh. Chamkarmon, Phnom Penh, Cambodia.
[t]: (855-23) 993 142
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MK Steel Pte Ltd
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[m]: (855-12) 811 634
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 **MULTICO MS (CAMBODIA) CO., LTD**

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[t]: (855-23) 432 130
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[e]: multicoms.cs@live.com
[w]: www.multicorporation.com

My Windows E&C Co., Ltd.
[a]: N°89D, Yothapol Khemarak Phoumin St.271, Phnom Penh, Cambodia.
[t]: (855-23) 666 9996
[m]: (855-77) 700 013
[e]: info@mywindow.biz
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Natural Colour Co., Ltd.
[a]: N°192D, Chamkar Chen Village, Phnom Penh, Cambodia.
[m]: (855-12) 499 248
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[e]: vspfrst@yahoo.com
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[a]: N°10, St.105K, Sk. Kakab, Kh. Poursenchey, Phnom Penh, Cambodia.
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[m]: (855-12) 908 766
[e]: elevator_veasna@ngyheng.com.kh
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 **PEB STEEL BUILDING**
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PPIC - Phnom Penh International Carpentry & Construction Co., Ltd.
[a]: No.8, Ta Ngov (St.351) Sangkat Niroth, Khan Meanchey, Phnom Penh
[t]: (855-23) 6336 786
[f]: (855-23) 6457 878
[e]: info@ppiccontractors.com
[w]: www.ppiccontractors.com

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[t]: (855-23) 880 604
[e]: khom@purapool.com
[w]: www.purapool.com

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[t]: (855-23) 6351 151
[m]: (855-12) 811 634
[e]: mkhuh@mksteel.com.sg
[w]: www.mksteel.com.sg

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[e]: info@rtdcambodia.com
[w]: www.rtdcambodia.com

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[t]: (855-23) 882 464-5
[f]: (855-23) 882 472
[e]: ecsales@rmagroup.net
[w]: www.rmagroup.net

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[f]: (855-23) 966 660
[e]: info@bosch.com.kh
[w]: www.bosch.com.kh

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[m]: (855-98) 551 398
[e]: chenpanhe@hotmail.com
[w]: www.ruier.net

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[a]: N°100, National Road N°2, PP, Cambodia.
[t]: (855-23) 990 401-5
[f]: (855-23) 990 400
[e]: sctcambodia@camshin.net
[w]: www.scttrading.com

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 [f]: (855-23) 212 803
 [m]: (855-12) 222 803
 [e]: info@troconstruction.com
 [w]: www.troconstruction.com

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 [t]: (855-23) 218 346
 [f]: (855-23) 221 772
 [e]: ty_thai_henglong@yahoo.com
 [w]: ty.thaihenglong@gmail.com

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 [a]: No.48, National Road No. 4, Sk. Chom Chao, Kh. Posen Chey, Phnom Penh.
 [t]: (855-23) 729 217
 [f]: (855-23) 729 219
 [e]: umg@umg.com.kh
 [w]: www.umg.com.kh

Vatanak Piseth Co., Ltd.
 [a]: N°26A, St.199, Sk. Tuol Svay Prey, Kh. Chamkarm, Phnom Penh, Cambodia.
 [t]: (855-23) 222 844
 [f]: (855-23) 222 655
 [e]: info@vatanakpiseth.com

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 [f]: (855-23) 885 255
 [e]: vtjplc@vtj.com.kh
 [w]: www.vtj.com.kh

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 [a]: N°B70, St. Northbridge, Sk. Toeuk Thla, Kh. Sen Sok, Phnom Penh, Cambodia.
 [t]: (855-17) 876 168
 [f]: (855-15) 876 168
 [e]: mvannak168@gmail.com
 [w]: www.duefa.de

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 [t]: (855-23) 887 168
 [f]: (855-23) 883 786
 [e]: info@wikitrade.com.kh
 [w]: www.wikitrade.com.kh

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 [t]: (855-23) 729 217
 [f]: (855-23) 729 219
 [e]: umg@umg.com.kh
 [w]: www.umg.com.kh

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 [a]: N°61, Preah Monivong Blvd, Kh. Daun Penh, Phnom Penh, Cambodia.
 [t]: (855-23) 430 999
 [f]: (855-23) 998 666
 [e]: acledabank@acledabank.com.kh
 [w]: www.acledabank.com.kh

ABA Bank
 [a]: N°148, Sihanouk Blvd.(St.274), Phnom Penh, Cambodia.
 [t]: (855-23) 225 333
 [f]: (855-23) 216 333
 [e]: info@ababank.com
 [w]: www.ababank.com

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 [a]: N°20, St.114, St.67, Phnom Penh, Cambodia.
 [t]: (855-23) 999 000
 [f]: (855-23) 221 310
 [e]: ccc@anz.com
 [w]: www.anzroyal.com

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 [t]: (855-23) 201 044
 [f]: (855-23) 220 511
 [e]: info@bidc.com.kh
 [w]: www.bidc.com

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 [a]: Canadia Tower, 1st-2nd Flr, Preah Monivong Blvd., Phnom Penh, Cambodia.
 [t]: (855-23) 988 886
 [f]: (855-23) 988 880
 [e]: servicecambodia@bank-of-china.com
 [w]: www.boc.com

Cambodian Public Bank Plc.
 [a]: N°23, St. 114, Phnom Penh, Sk. Phsar Thmey 2, Kh. Daun Penh, Phnom Penh.
 [t]: (855-23) 222 880
 [f]: (855-23) 222 887
 [e]: customerservice@campubank.com.kh
 [w]: www.campubank.com.kh

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 [a]: N°26, Preah Monivong Blvd., Phnom Penh, Cambodia.
 [t]: (855-23) 426 145
 [f]: (855-23) 426 116
 [e]: ccbpp@ccb.com.kh
 [w]: www.ccb.com.kh

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 [f]: (855-23) 427 064
 [e]: info@canadiabank.com
 [w]: www.canadiabank.com

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 [f]: (855-23) 996 947
 [e]: info@cimbbank.com.kh
 [w]: www.cimbbank.com.kh

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 [f]: (855-23) 210 029
 [e]: fcbpp@online.com.kh
 [w]: www.firstbank.com.tw

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 [f]: (855-23) 426 410
 [e]: info@ftbbank.com
 [w]: www.ftbbank.com

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 [t]: (855-23) 218 868
 [f]: (855-23) 220 106
 [e]: info@hwangdbs.com.kh
 [w]: www.hwangdbs.com.kh

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 [f]: (855-23) 999 011
 [e]: info@maruhanjapanbank.com
 [w]: www.maruhanjapanbank.com

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 [w]: www.maybank2u.com

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 [f]: (855-23) 991 822
 [e]: customerservice@kh.oskgroup.com
 [w]: www.oskgroup.com

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 [f]: (855-23) 999 540
 [e]: service@ppcb.com.kh
 [w]: www.ppcb.com.kh

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 [t]: (855-23) 223 422
 [f]: (855-23) 223 433
 [e]: info@sacombank.com.kh
 [w]: www.sacombank.com.kh

SBC Bank - Singapore Banking Corporation Ltd.
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 [t]: (855-23) 211 211
 [f]: (855-23) 212 121
 [e]: info@sbc-bank.com
 [w]: www.sbc-bank.com

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 [t]: (855-23) 727 380
 [f]: (855-23) 727 383
 [e]: info@shinhanbank.com.kh
 [w]: www.shinhanbank.com.kh

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 [t]: (855-23) 212 727
 [f]: (855-23) 216 687
 [e]: service@vattanacbank.com
 [w]: www.vattanacbank.com

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 [f]: (855-23) 986 273/986 308
 [m]: (855-16) 810 999/820 999
 [e]: enquiries@campulonpac.com.kh
 [w]: www.campulonpac.com.kh

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 [f]: (855-23) 215 505
 [e]: kearik@cvi.com.kh
 [w]: www.cvi.com.kh

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 [f]: (855-23) 986 922
 [e]: info@forteinsurance.com
 [w]: www.forteinsurance.com

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 [e]: info@infinity.com.kh
 [w]: www.infinity.com.kh

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 [e]: info@b2b-cambodia.com

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 [w]: www.gls.com.kh

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 [f]: (855-23) 224 701
 [e]: Vtp@vtrustproperty.com
 [w]: www.vtrustproperty.com

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 [f]: (855-23) 993 392
 [e]: info@bonnarealty.com.kh
 [w]: www.bonnarealty.com.kh

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 [e]: info@key-re.com
 [w]: www.key-re.com

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 [m]: (855-70) 6666 22
 [e]: angkor21property@gmail.com

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 [t]: (855-23) 699 997
 [e]: info@arc.com.kh
 [w]: www.arc.com.kh

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 [e]: lity@online.com.kh
 [w]: www.attwoodgroup.com

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 [e]: roshay@angkorrealestate.com
 [w]: www.angkorrealestate.com

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 [t]: (855-23) 981 007
 [f]: (855-23) 983 007
 [e]: info@camtopproperty.com

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 [t]: (855-23) 990 366
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 [e]: info@cambodiaestate.com

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 [f]: (855-23) 964 088
 [e]: cambodia@cbre.com
 [w]: www.cbre.com.kh

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 [t]: (855-23) 210 400
 [f]: (855-23) 214 053
 [e]: davy.kong@dfd.com

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 [m]: (855-17) 855 598
 [e]: sokhaphally@yahoo.com
 [w]: www.sokhaphallydusitgroup.com

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 [f]: (855-23) 723 213
 [e]: hbccambodia@gmail.com
 [w]: www.hbccambodia.com

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 [t]: (855-23) 432 999
 [f]: (855-23) 432 777
 [e]: isotheara@yahoo.com
 [w]: www.ienggroup.com.kh

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 [m]: (855-17) 596 789
 [f]: (855-23) 987 189
 [e]: sales@penghuoth.com
 [w]: www.boreypenghuoth.com

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 [t]: (855-23) 884 887
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 [e]: kim@khmerrealestate.com.kh
 [w]: www.khmerrealestate.com

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 [e]: Koreaestate@ymail.com
 [w]: www.koreaestate.com

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 [e]: info@lanproperty.com
 [w]: www.lanproperty.com

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 [t]: (855-23) 6860 511
 [f]: (855-23) 430 686
 [e]: mega-asset@mam.com.kh
 [w]: www.megaassetmanagement.com

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 [t]: (855-23) 214 389
 [m]: (855-92) 232 623
 [e]: info@phnompenh-realty.com
 [w]: www.phnompenh-realty.com

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 [t]: (855-23) 223 084
 [f]: (855-23) 987 690
 [e]: info@pmgkh.com

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 [m]: (855-12) 555 1334
 [f]: (855 16) 808 220
 [w]: www.7nggroup.com.kh

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 [m]: (855-16) 432 310

Booyoung Khmer Co., Ltd.
 [a]: N° 86-88, Preah Norodom (St. 41), Phnom Penh, Cambodia.
 [m]: (855-12) 827 535
 [f]: (855 17) 300 168

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 [m]: (855-95) 888 890
 [f]: (855-97) 566 3333
 [e]: info@boreyriverstown.com
 [w]: www.boreyriverstown.com

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 [t]: (855-23) 885 229
 [m]: (855-12) 700 097

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 [f]: (855-23) 223 695

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 [f]: (855-23) 222 214
 [e]: service@decastle.net
 [w]: www.decastle.net

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 [t]: (855-23) 999 961
 [f]: (855-23) 999 962
 [e]: pp@startscambodia.com
 [w]: www.evergreen.com.kh

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 [a]: N°598, Sk. Khmounh, Kh. Sen Sok, Phnom Penh, Cambodia.
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 [f]: (855-23) 997 883
 [e]: info@grandphnompenh.com
 [w]: www.grandphnompenh.com

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 [e]: (855-11) 796 182
 [w]: sale@hitech.com.kh

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 [t]: (855-23) 964 004 - 9
 [e]: phnompenhtower@amcocambodia.com

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 [a]: N°063, St. Ekareach, Sangkat 4, Sihanoukville, Preah Sihanouk.
 [t]: (855-34) 934 234
 [f]: (855-34) 934 202
 [e]: office@kohpuos.com
 [w]: www.kohpuos.com

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 [f]: (855-23) 220 925
 [e]: lyp@lypgroup.com
 [w]: www.lypgroup.com

Ly Hour Investment Co., Ltd.
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 [f]: (855-15) 936 888
 [e]: phallasim@yahoo.com

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 [f]: (855-23) 427 064
 [e]: canadia@canadiabank.com.kh
 [w]: www.canadiabank.com.kh

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 [f]: (855-12) 379 758
 [e]: group88@gmail.com

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 [t]: (855-23) 729 798
 [e]: sale@ppsez.com
 [w]: www.ppsez.com

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 [w]: www.regus.com.kh

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<p>US\$299,168 Rolls Royce 2010 Full Option ម៉ាស៊ីនម៉ាស៊ីត (Petrol) 6.6 (Km 44.5K) ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)</p>	<p>US\$136,500 Land Cruiser 2013 LC200 ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 4.5 V8 ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)</p>	<p>US\$121,100 Rang Rover Voque 2013 ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 TDV6 ក្រៅស (White) ក្នុងលឿង (Beige)</p>	<p>US\$145,350 Mercedes Benz Model 2014 S350 ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 ក្រៅខ្មៅ (Black) ក្នុងត្នោត (Brown)</p>
<p>US\$ 154,700 Rang Rover Sport 2014 ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 TDV6 ក្រៅស (Whit) ក្នុងលឿង (Beige)</p>	<p>US\$ 134,000 Mercedes Benz - Sprinter (VIP) ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 AT ក្រៅប្រាក់ (Silver) ក្នុងលឿង (Beige)</p>	<p>US\$ 348,500 Mercedes Benz - Viano (Business VIP) ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 AT ក្រៅខ្មៅ (Black) ក្នុងត្នោត (Brown)</p>	<p>US\$ 144,600 Mercedes Benz GL350 BlueTecAMG ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 ក្រៅស (White) ក្នុងលឿង (Beige)</p>
<p>US\$ 66,100 BMW Series 730d 2010 ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)</p>	<p>US\$68,100 Rang Rover Sport HSE 2010 ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 TDV6 ក្រៅខ្មៅ (Black) ក្នុងខ្មៅ (Black)</p>	<p>US\$ 96,000 Porsch Cayenne 2010 ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)</p>	<p>US\$ 92,300 Land Cruiser 2008 VIP ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 4.5 ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)</p>
<p>US\$ 76,100 Land Cruiser Prado 2010 ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 V6 ក្រៅស (White) ក្នុងខ្មៅ (Black)</p>	<p>US\$47,200 Toyota Land Cruiser 2003 VIP ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 4.2 TDV6 បៃតងចាស់ (Green) ក្នុងលឿង (Beige)</p>	<p>US\$82,500 Mercedes Benz S400 Model 2010 ម៉ាស៊ីនម៉ាស៊ីត (Gasoline/Hybrid) 3.5 ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)</p>	<p>US\$ 67,100 Volkswagen Touareg 2011 ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 ក្រៅបៃតង (Green) ក្នុងលឿង (Beige)</p>
<p>US\$ 103,000 Audi SUV Q7 Model 2013 ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 ក្រៅស (White) ក្នុងខ្មៅ (Black)</p>	<p>US\$ 47,400 Jaguar XF 2010 Premium Luxury Full ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)</p>	<p>US\$ 67,100 Rang Rover Sport 2008 HSE ម៉ាស៊ីនម៉ាស៊ីត (Diesel) 3.0 TDV6 ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)</p>	<p>US\$ 64,800 Toyota RAV-4 EU model 2014 ម៉ាស៊ីនម៉ាស៊ីត (Petrol) 2.0 ក្រៅស (White) ក្នុងខ្មៅ (Black)</p>

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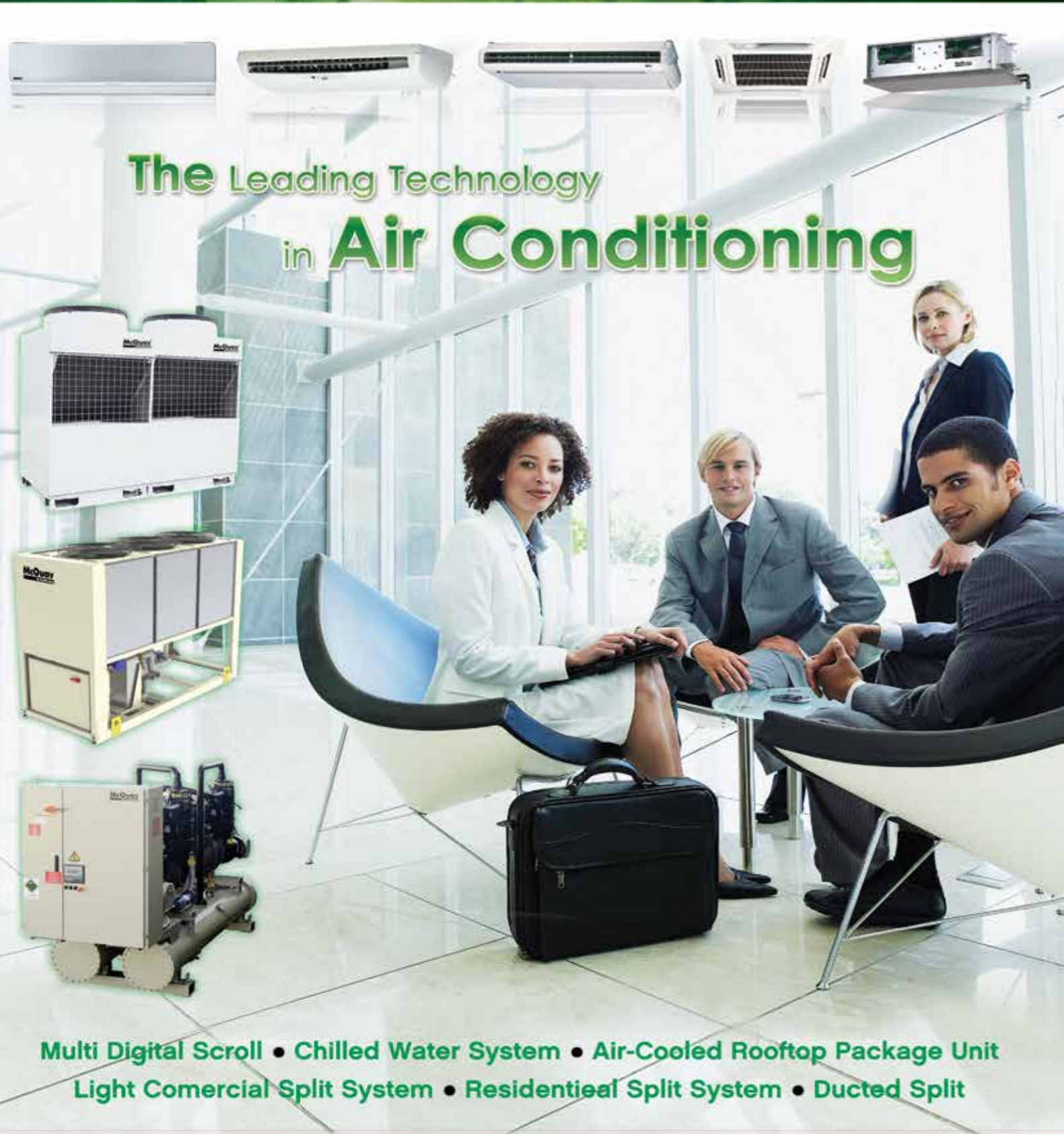
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