

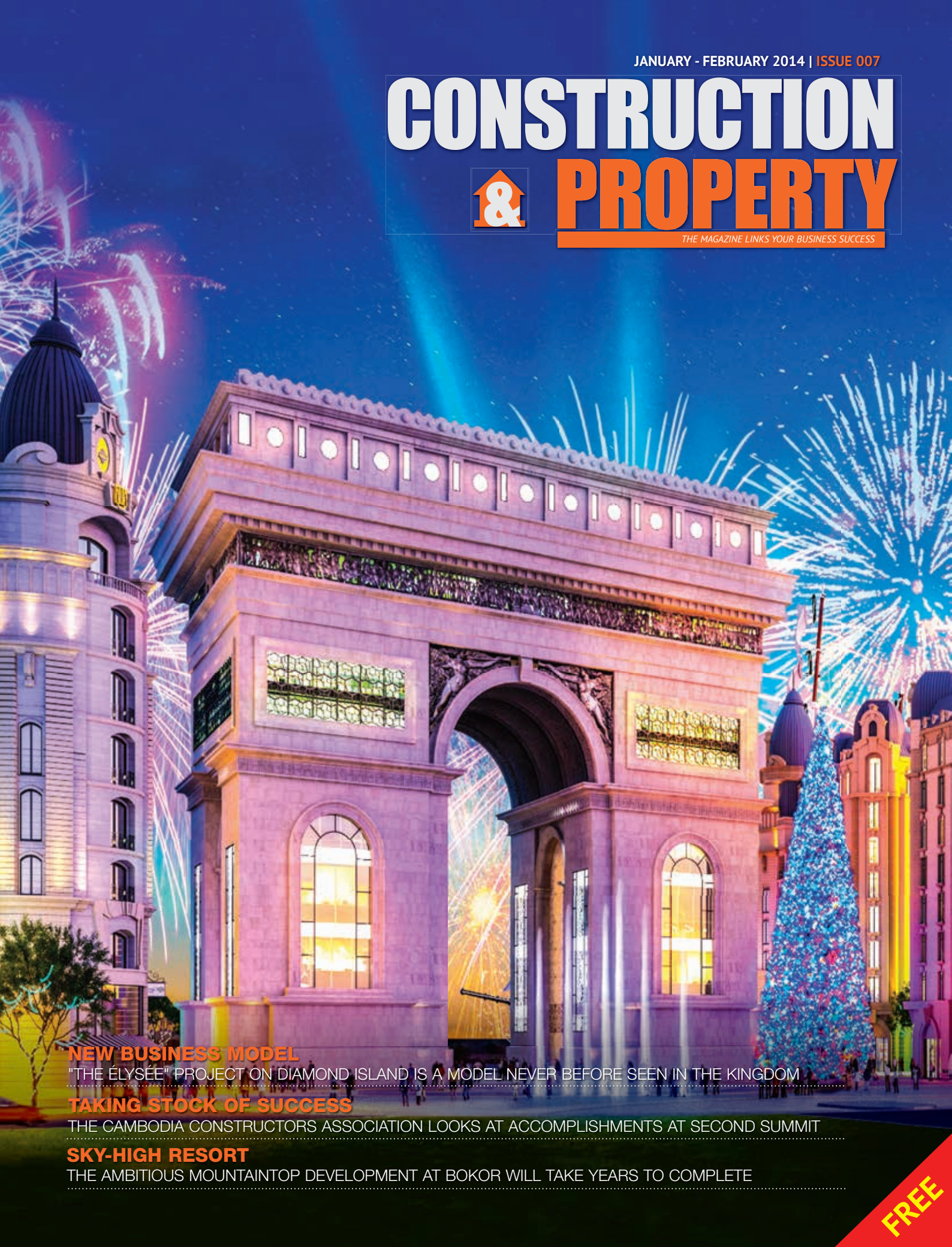
JANUARY - FEBRUARY 2014 | ISSUE 007

# CONSTRUCTION



# PROPERTY

THE MAGAZINE LINKS YOUR BUSINESS SUCCESS



## **NEW BUSINESS MODEL**

"THE ÉLYSÉE" PROJECT ON DIAMOND ISLAND IS A MODEL NEVER BEFORE SEEN IN THE KINGDOM

## **TAKING STOCK OF SUCCESS**

THE CAMBODIA CONSTRUCTORS ASSOCIATION LOOKS AT ACCOMPLISHMENTS AT SECOND SUMMIT

## **SKY-HIGH RESORT**

THE AMBITIOUS MOUNTAINTOP DEVELOPMENT AT BOKOR WILL TAKE YEARS TO COMPLETE

**FREE**



**Unique**  
Construction Tool



Adress: #7A-9A, St.93 corner of St. 70, Sangkat Sras Chork,  
Khan Doun Penh, Phnom Penh, Cambodia.  
H/P : (855) 97 9991 999 / 77 97 97 97, Tel : (855) 23 6367 559  
E-mail: kyseshop@yahoo.com



**ក្រុមហ៊ុន គី ខេ កេស ក្រុម**  
**TKS GROUP CO.,LTD.**

**ចំណាត់ថ្នាក់លេខ ១ ផ្នែកឧបករណ៍ងារ**

ផ្គត់ផ្គង់ និងចែកចាយ ឧបករណ៍សម្ភារៈជាងមានដូចជាម៉ាស៊ីនកាត់ផ្លូវថ្នល់ ម៉ាស៊ីនបង្ហាប់ដី ម៉ាស៊ីនវីស៊ីម៉ង់ ម៉ូទ័រញាក់បេតុង...។ល។  
ដែលផលិតនៅប្រទេសជប៉ុន 100% ព្រមទាំងត្រៀមបន្លាស់គ្រប់ប្រភេទប្រកបដោយគុណភាពខ្ពស់តាមស្តង់ដារអន្តរជាតិ



ផ្ទះលេខ ៧A និង ៩A, ផ្លូវលេខ ៩៣ កែងផ្លូវលេខ ៧០ សង្កាត់ស្រះចក ខណ្ឌដូនពេញ រាជធានីភ្នំពេញ  
H/P: 097 9991 999 / 077 97 97 97 . Tel: 023 6367 559 . E-mail: kyseshop@yahoo.com



THE WORLDWIDE LEADER  
IN PROFESSIONAL POWER TOOLS AND ACCESSORIES FOR  
**CONSTRUCTION WORKERS**

**Robert Bosch (Cambodia) Co., Ltd**  
Unit 4B, Premier Office Centre  
No. 184, Monireth Blvd, Phnom Penh, Cambodia  
**Tel/Fax: (855) 23 966 660**  
**[www.bosch.com.kh](http://www.bosch.com.kh)**



**BOSCH**  
Invented for life



# ក្រុមហ៊ុន ៧អេហ្វធីឌី ខុអិលធីឌី

## 7FTD CO.,LTD

ឃុំវិហារសួគ៌ ស្រុកខ្សាច់កណ្តាល ខេត្តកណ្តាល

Vihear Sour, Khsach Kandal, Kandal-Cambodia

**៧អេហ្វធីឌី ជាក្រុមហ៊ុនទី១ ក្នុងព្រះរាជាណាចក្រកម្ពុជាដែលមានឯកទេសក្នុងការផលិត**

**7FTD is the First Company Specializes in Manufacturing**

- សិស្សគ្រឹះមូល **PC & PHC Spun-piles** ( with high loading capacity)
- បង្គោលភ្លើង **Electrical Poles** ( **EDC & Telecom Standard**)
- ផលិតផលផ្សេងៗអ្វីបើក្នុង **Other Concrete-Products**

គុណភាពជាចម្បង គឺជាការប្តេជ្ញាចិត្តរបស់យើង **Excellent Quality is our Commitment**



**ទិដ្ឋភាពនៅរោងចក្រក្នុងការផលិត ( at factory View )**



**ទិដ្ឋភាពនៅទីតាំងការប្រើប្រាស់ ( at Site View )**

**ផលិតផលសិស្សគ្រឹះមូល THE PRESTRESSED SPUN PILE PRODUCTS (PC & PHC)**

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

**ថវិកាផលិត Spun piles**

- អាចប្រើជាមួយសេវាកម្ម
- បុកបញ្ចូលសសរគ្រឹះ
- សង្កត់បញ្ចូលសសរគ្រឹះ
- ខ្ទង់បញ្ចូលសសរគ្រឹះ

**ការប្រើប្រាស់ Spun piles**

- ផ្តល់អនុប្រយោជន៍ខ្ពស់
- អាចសន្សំសំចៃបានច្រើន
- ធានាសុវត្ថិភាពខ្ពស់សំរាប់សំណង់
- ស្តង់ដារច្នៃកម្មសម័យទំនើប
- លើការងារវិស្វកម្ម ។
- អាចផលិតបានគ្រប់ប្រវែង (មានក្បាលដៃកម្រិតតិចតួចប្រើស្តង់ដារ)
- រ៉េស៊ីស្តង់បេតុងខ្ពស់រហូតដល់ **80MPa(800Kgf/cm<sup>2</sup>)**
- សន្តិភាពទ្រទ្រង់សសរគ្រឹះ១ដើមរហូតដល់ **300** តោន

**ផលិតផលបង្គោលភ្លើងមូល THE PRESTRESSED POLE PRODUCTS**

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

**• Representative Office:**

#124, St. Sothearos, Sangkat Tonlebasac, Khan Chamkarmon, Phnom Penh. Tel: (855)23 996 876, Fax: (855)23 996 876  
E-Mail: sales@7ftd.com.kh, Website: www.7ftd.com.kh

**• Factory Address:**

Vihear Sour Commune, Khsach Kandal District, Kandal Province, Cambodia  
Tel: (855)24 636 7077, H/P: 012 71 3636/ 088 66 55 777



Message from the  
**CHAIRMAN** of the 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



THE MEMBER OF ASEAN CONSTRUCTORS FEDERATION



**uPVC PIPE**

From  $\varnothing$  18 to  $\varnothing$  400 mm, uPVC pipe is used for water services and underground cables. The 300 different types of fittings, solvent cement, floor drain and bathroom hanger are all made using European technology.



**HDPE FOR SEWERAGE**

From  $\varnothing$  150 to  $\varnothing$  600mm, used in sewer systems, irrigation, aquaculture, underground cable systems of telecommunications. Production is based on European technology.



**HDPE SINGLE WALL AND TWIN WALL PIPE**

is used in sewerage systems, for draining water in metropolitan areas and for transporting waste in industrial areas. It is made using Korean technology. It has diameters ranging from  $\varnothing$  150 mm to  $\varnothing$  2000 mm



**PP-R PIPE FOR HOT WATER SUPPLY**

From  $\varnothing$  20 to  $\varnothing$  110 mm. Supply hot water, water. Produced under the standards of DIN 8077:1999 / DIN 8078: 1996



**HDPE PIPE (Blue line)**

HDPE pipe is used for daily water supply and activities. It can withstand high pressures. It is available in diameters ranging from  $\varnothing$  20 to  $\varnothing$  900mm. Production of these pipes is based on Korean technology.



**PVC SHEET PILING**

- Riverbanks, stream, lake, pond, slop and the reservoir bank retention and restoration
- Creating the walls for highway
- Anti-flood consolidation
- Scour protection, erosion control and reclamation
- Protecting against the erosion of beach sand

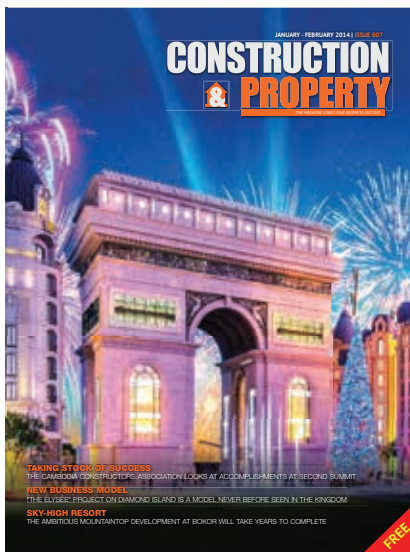
**DAT HOA PLASTIC CO., LTD**

**OFFICE - FACTORY (BINH DUONG CITY)**

Lot C-1-CN, NA4 Street, My Phuoc 2 Industrial Park,  
Ben Cat District, Binh Duong City  
Tel: (84) 650 355 6750 Fax: (84) 650 355 6761

**DAT HOA TRADING (CAMBODIA) CO., LTD**

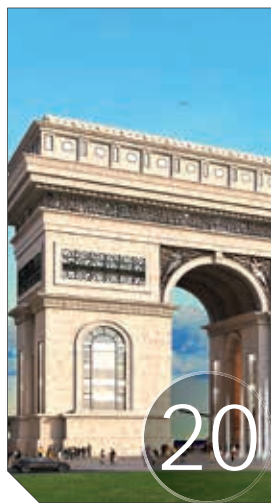
Hotline: (855) 97 780 6675 / (855) 97 730 5559  
Tel/fax: (855) 23 219 646  
Email: info@dathoatc.com.kh - Website: www.dathoatc.com.kh



**Cover:** The Élysée by OCIC will grace Diamond Island in 2018.

# Contents

[www.construction-property.com](http://www.construction-property.com)



## CONSTRUCTION

- 20 | New Model for Business Space Set for Diamond Island
- 24 | Bokor: The Kingdom's First Highland Resort City
- 32 | Comin Khmere, A Kingdom's Pride
- 34 | Sustainable, Inexpensive Water Heating Solutions
- 36 | The New Moscow City Set for 2017
- 37 | Keeping Cool By Reflecting The Heat
- 38 | Sang Saa Island Follows 'Sale-Leaseback' Strategy
- 40 | Q&A: A New Kind Of Shopping Experience
- 44 | The Pipes Matter

## ASSOCIATION

- 54 | Cambodia Constructors Association Wraps up Second Summit
- 62 | Land Ministry Hosts Green Building Training
- 64 | Construction Projects Indicators

## PROPERTY

- 66 | Adding Value To Property
- 68 | How Foreigners Can Buy Land In Cambodia
- 70 | Slow Progress on Mondulkiri Resort

## CLASSIFIEDS

- 78 | Event
- 82 | Property Listing
- 84 | Company Listing

### ឈានមុខគេលើសេវា កម្ពុជា និងការការពារសត្វកណ្តៀរ

ដែលត្រូវបាន ទទួលស្គាល់ជាច្នៃកេរ្តិ៍អង្គការអន្តរជាតិ  
ISO លើការគ្រប់គ្រងប្រតិបត្តិដោយគុណភាពជាមួយនិង  
វិញ្ញាបនប័ត្រ ISO ទាំងពីរស្ថាប័ន ពីក្រុមហ៊ុនអង្គការ  
និងអ្នកក្រោយ លើសេវាសំអាតអនាម័យ និង សំណប់  
សត្វកណ្តៀរ និងការរៀបចំ និងថែទាំសួនច្បារ ។

UKAS  
ISO  
9001:2008

JAS-ANZ  
ISO  
9001:2008

International  
Quality Crown  
Award 2008

International  
Quality Diamond  
Award 2011

#50, St. 214 corner of St. 63  
Boeng Raing, Phnom Penh

[www.envirocam.com.kh](http://www.envirocam.com.kh)

023 222 001  
023 219 383



**RTD Enterprise Pte., Ltd**  
 No. 30-32, St. 271  
 Khan Sen Sok, Phnom Penh,  
 Tel : 855-23 883 005  
 H/P : 855-16 725 550  
 E-mail: info@rtdcambodia.com  
 Website: www.rtdcambodia.com



THE ULTIMATE FLOORING EXPERIENCE

Why Tarkett? A world leader in flooring surfaces. With over 130 years of experience in creating safe, sustainable and inspiring flooring solutions, Tarkett enhances people's quality of life every day across the world. Made in Luxembourg



Tandus Flooring creates floorcovering solutions that enhance spaces for learning, working, healing and living through inspired design, leadingedge technology, unprecedented achievement toward sustainability and an absolute commitment to continued leadership.



សំភារៈផ្ទះបាយនាំចូលពីប្រទេសអេស្បាញ ទូទឹកកក ម៉ាស៊ីនពេកខោអាវ ម៉ាស៊ីនដុតនំ ម៉ាស៊ីនបិតផ្សែង ចង្ក្រានហ្គាសនិងអគ្គិសនី



When you buy a Fletcher Door and Window System, you're getting... 70 years of R&D from Fletcher NZ, Engineered to stringent New Zealand Standards, Hardware / components manufactured in New Zealand.





## 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



### PUBLISHER

Meas Proeksa

[e]: meas@construction-property.com

### EDITORIAL

**Editor-in-chief:**

Kyle James

[e]: editor@construction-property.com

### REPORTER

Tim Vutha

[e]: tim\_vutha@construction-property.com

### PRODUCTION

**Graphic Designer**

Sin Platinie

[e]: design@construction-property.com

### SALES AND MARKETING

**Sales and Marketing Manager**

Ya Chanthy

[t]: (855-60) 66 72 72

[e]: chanthy@construction-property.com

### ADMINISTRATION AND FINANCE

**Administration and Finance Manager:**

Yan Somna

Published By

**MEASS TRADELINK CO., LTD.**

Licence No. 07 ៨.៥.្រ្រក

No. 315 Canadia Tower (Floor-12<sup>th</sup>), Corner  
Ang Doung St. & Preah Monivong Blvd,  
Sangkat Wat Phnom (12202)

Khan Daun Penh, Phnom Penh, Cambodia

[t]: (855-23) 991 771 [f]: (855-23) 991 773

[e]: info@construction-property.com

[w]: www.construction-property.com



# ក្រុមហ៊ុនធានារ៉ាប់រង កម្ពុឡូណាក់

# កម្ពុឡូណាក់

## CAMPU LONPAC INSURANCE

## 柬埔寨大众伦平保险

### About Us

Since our incorporation on 15th August 2007, we continue to strengthen our presence in Cambodia with a wide range of general insurance products. Campu Lonpac Insurance Plc is a joint-venture of Cambodian Public Bank Plc, Public Bank Berhad and LPI Capital Berhad in Malaysia. The strategic partnership taps on the strength of Cambodian Public Bank Plc's wide distribution network and Lonpac Insurance Berhad's expertise; making us one of the leading insurance companies in Cambodia.

\* Lonpac Insurance Berhad is assigned a financial strength rating of A-(Excellent) by A.M. Best Co.

### Product and Services

- Property Insurance : Fire and Named Perils, Industrial All Risks, Electronic Equipment, Machinery Breakdown, Burglary, Marine Cargo, Private Car
- Pecuniary Insurance : Business Interruption, Machinery Breakdown Loss of Profit, Money
- Liability Insurance : Public Liability, Product Liability, Professional Indemnity
- Employee's Benefits Insurance : Group Personal Accident, Group Hospital and Surgical
- Project Insurance : Contractor's All Risks, Erection All Risks, Workers' Accident

● 24 Hours Claim Assistance

● Wide network of qualified panel Garage with Towing Services

● Wide network of affiliated Clinics and Hospitals



Fire Insurance



Project Insurance



Personal Accident



Public Liability Insurance



Smart Home Insurance



Smart Insurance Solution



Private Car Insurance



Marine Cargo Insurance

Campu Bank Building 7th Floor, No. 23, Street 114, Sangkat Phsar Thmey II, Khan Daun Penh, Phnom Penh, Cambodia.

24 Hours Hot Line: 855 16 810 999 / 17 799 903 Email: enquiries@campulonpac.com.kh

Tel: 855 23 966 966 Fax: 855 23 986 273 Website: www.campulonpac.com.kh

(A subsidiary of Cambodian Public Bank Plc)



ECM Co., Ltd

# Putzmeister

## STATIONARY CONCRETE PUMPS

សម្រាប់បំពេញតម្រូវការ និងសន្សំលំដែកខ្ពស់បំផុត



## CONCRETE TRUCKS & CONCRETE PUMP TRUCKS

### ឡានសាយ និងបាញ់សេតុខ

មានកម្លាំងខ្លាំង និងសន្សំលំដែកខ្ពស់



### តែកមាយផ្ទាំងចុះ

- លក់ឡានបាញ់ សាយបេតុងថ្មី និងមួយទឹក Stationary Concrete Pump និង Placing Boom
- មានទទួលជូនជូស និងថែរក្សាបន្ទាប់ពីទិញរួច
- មានលក់គ្រឿងបន្លាស់ និងឧបករណ៍បំពាក់ឡានបូមផ្សេងៗទៀត ។



ECM CO., LTD

អាគារលេខ ១២៩ វិថីព្រះមុនីវរ្ម័ន សង្កាត់បឹងសាឡាង ខណ្ឌទួលគោក រាជធានីភ្នំពេញ

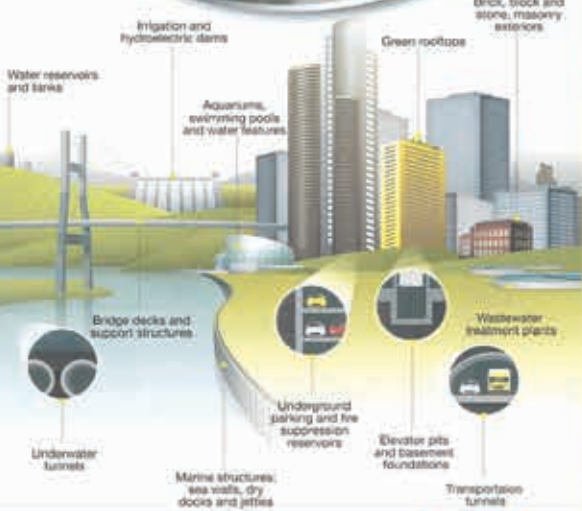
Web: [www.jit.com.kh](http://www.jit.com.kh) Email: [jitenrg@jit.com.kh](mailto:jitenrg@jit.com.kh) / [jitcam@jit.com.kh](mailto:jitcam@jit.com.kh)

Tel: 023 882 733 Fax: 023 882 738



## BE SURE. BE KRYTON.

- ឯកជនជនការពារការប្រាប់មីកមកពីប្រទេសអាណាដា ម៉ាកក្រាមតូន (KRYTON) ជួយឱ្យសំណង់សោកអ្នកស្រួលដុតបំបែកមីក ដែលបង្កឡើងពីការប្រាប់មីក ។



AUTHORIZED DISTRIBUTOR

### KING'S

- ឡែកលើម៉ាកយីង (KING'S) ការពារមុខ ជង និងរបស់ពួកគេផ្ទះផ្ទាល់ ។



FULL BODY HARNESS

PVC SAFETY BOOTS / WORKING BOOTS



WORK SAFELY IN STYLE

- វិធានការពារពន្លឺថ្លៃថ្នូររបស់ 99.99%



AUTHORIZED DISTRIBUTOR

The Precision Decision



OWT900KW



OWT900KW



OWT900KW



JIT (Cambodia) Co., Ltd

អាគារលេខ ១២៩ វិថីព្រះមុនីវរ្ម័ន សង្កាត់បឹងសាឡាង ខណ្ឌទួលគោក រាជធានីភ្នំពេញ

Web: [www.jit.com.kh](http://www.jit.com.kh) Email: [jitenrg@jit.com.kh](mailto:jitenrg@jit.com.kh) / [jitcam@jit.com.kh](mailto:jitcam@jit.com.kh)

Tel: 023 882 733 Fax: 023 882 738 HP: 012 818 803



Canada Tower and ACLEDA Bank (Right)

JIT Engineering Co., Ltd has been very successful in Cambodia as an earthwork contractor. Includes Bore Piling and Concrete Supply, Construction of Building Infrastructure and Engineering works for the fast developing economy. Throughout the years, JIT Engineering had successfully undertaken various construction projects for roads, bridges, hotels, apartments and water treatment plants throughout the country of Cambodia.



Peace Building and Sokha Hotel Phnom Penh (Right)



### ខេ អាយ ធី អ៊ីនឌីនារី ខុ អិល ធី ឌី

ព័ត៌មានទាក់ទងនឹងក្រុមហ៊ុន:

ខេ អាយ ធី អ៊ីនឌីនារី ខុ អិល ធី ឌី បានទទួលជោគជ័យជាច្រើននៅក្នុងប្រទេសកម្ពុជា។ ក្រុមហ៊ុនបានបោះជំហានទៅមុខជាដរាបក្នុងវិស័យសំណង់ស៊ីវិលដែលរួមមានការងារខ្ពង់ធ្មើគ្រឹះ, ការសាងសង់អគារ, ការងារវិស្វកម្ម, និងផ្គត់ផ្គង់បេតុងលាយស្រាប់ ស្របទៅនឹងសេដ្ឋកិច្ចដែលកំពុងអភិវឌ្ឍយ៉ាងលឿន។ អស់រយៈពេលជាច្រើនឆ្នាំ ខេ អាយ ធី អ៊ីនឌីនារី ខុ អិល ធី ឌី ទទួលបានជោគជ័យក្នុងការគ្រប់គ្រងគម្រោងសាងសង់ស្ពាន, ផ្លូវ, សណ្ឋាគារ, អគារខ្ពស់ៗ និងរោងចក្រផលិតទឹកស្អាតនៅក្នុងប្រទេសកម្ពុជា។



JIT Engineering Co., Ltd.

អគារលេខ ១២៩ វិថីព្រះមុនីវរ្ម័ន សង្កាត់បឹងសាឡាង ខណ្ឌទួលគោក រាជធានីភ្នំពេញ

Web: www.jit.com.kh Email: jitenrg@jit.com.kh / jitcam@jit.com.kh

Tel: 023 882 733 Fax: 023 882 738 HP: 012 800 068



**HENG ASIA**  
home product

*Serve you the best!*

Address : # 22 Maotsetoung Blvd, Phnom Penh, Cambodia

Tel : (855) 23 218 995 / Fax : (855) 23 218 339

Email : info@hengasia.com

[www.hengasia.com](http://www.hengasia.com)

**KARAT**



**hansgrohe**



**VRH**



**AQUA**



**FAGOR**



**umi**



**DURAGRES**



**KENZAI**



**TC FILTER**



**FRANKE**



**GRUNDFOS**



**ROCKWORTH**  
OFFICE SYSTEMS FURNITURE



THREE STRONG BRANDS FOR  
THE CONSTRUCTION INDUSTRY –  
FROM A SINGLE SOURCE.



Close to  
our customers



The market-leading brands Wirtgen, Voegle and Hamm offer strong technologies for road construction and road rehabilitation. The Wirtgen Group provides best-in-class, professional consulting and customer services. Clear philosophy, clear benefits for you.

ROAD TECHNOLOGIES

[www.wirtgen.com.sg](http://www.wirtgen.com.sg)

**Multico MS (Cambodia) Co., Ltd**

#168 NR 6A, SK Chroy Changvar 1 · Phnom Penh, Kindom of Cambodia

Tel: (855-23) 432130 · Fax: (855-23) 432130

E-mail: [multicomcs@live.com](mailto:multicomcs@live.com)

# Your Trusted Partner in Electrical Solutions



ADVANCED TECHNICAL SUPPLIES CO., LTD.

**Low Voltage Distribution  
Motor Control Center (MCC)  
Switchboards from 6A to 6000A  
Customized Panel Building Solutions**



### ATS Solutions:

- Automatic and Manual Transfer Switches (ATS & MTS) Panel
- Energy Management System
- Genset Synchronization System
- Lightning Protection
- Electrical Accessories & Spare Parts
- Capacitor Bank
- Busway Line
- Automation Control
- Pump / Fan Control
- Telecommunications
- UPS / Battery rack
- Switchboard
- Low Voltage Distribution



### EDS Sunrise Motor Solutions

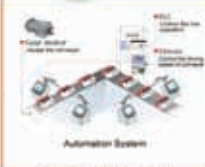


### Sunrise Motor Solutions:

- Pool Pump Panel
- Single Pump Panel
- Duplex Pump Control Panel
- Booster Pump Control Panel
- Three Phase Single Motor Control
- Three Phase Directional Single Motor Control



Lightning Protection System



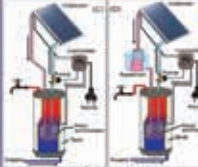
Automation System



Energy Monitoring System



Booster Pump Control Panel



Pool Pump Panel



Duplex Pump Control Panel

### Advanced Technical Supplies

#19, Street 209 Phnom Penh Kingdom of Cambodia. Tel: +855 (0)23 222 411, H/P: +855 (0)93 715 333, Email: e-mail@ats.com.kh, Website: www.ats.com.kh

日本の技術  
TECHNOLOGY OF JAPAN

# ESCORT®



To enjoy your life !



HVR CAMERA SYSTEMS



ALARM SYSTEMS



NVR CAMERA SYSTEMS



ANTI-THEFT SYSTEMS



ACCESS CONTROL SYSTEMS



SOLAR WATER HEATER SYSTEMS

ESCORT IMPORT-EXPORT CAMBODIA Co.,Ltd  
Office: No 403, St 128 Kampuchea Krom Blvd, Phnom Penh Capital, Cambodia  
Tel : (+855) 236890788  
Email: info@escort.com.kh Website: www.escort.com.kh

HEAD QUARTER  
Office: 001 Block C1 Ly Thuong Kiet st, Ward 7, Dist 11, HCM City, Viet Nam  
Tel : (+84) 08.3956 0965 Fax : (+84) 08.3957 2968  
Email: info@escort.com.vn Website: www.escort.com.vn



[www.escort.com.kh](http://www.escort.com.kh)



**KANSAI PAINT**

ដៃគូសហការឧបត្ថម្ភជំរុញ មេនឆេស៊ីយូណាយធីត

**COLOUR YOUR LIFE WITH PASSION**



Our Technologies, Your Tomorrow

**HEAVY DUTY**



**HyperMulti  
KX**

VRF inverter multi-system Air-Conditioners



**HSC CO., LTD.**

Tel : 077 666 788 / 081 666 788 E-mail: info@hsc.com.kh Website: www.hsc.com.kh

Show room I : # 63. St. 315, Beoung Kok II, Toul Kok, Phnom Penh.

Show room II : #37ABCD, Russian Blvd, 7makara, Phnom Penh.





### Our Services

- Building
- House & Villa
- Renovation
- Decoration
- Road
- Consulting



INSTITUTE OF FOREST



AEON MALL



DE CASTLE



SO AH PLUSH TOY FACTORY



NANUX FACTORY

## BITUS PLC Construction & Development



VATTANAC CAPITAL



WOoyun FACTORY



SIEM REAP LAKE RESORT



TOMATO SPECIALIZED BANK



KOOMIN BANK

### CONTACT :

Address: 4F No 66, Norodom Blvd, Sangkat Chey Chomnas, Khan Daun Penh, Phnom Penh, **BITUS PLC.**  
 Mobile : (855) 23 990 380, 012 344 498, Fax : (855) 23 990 381, Email : admin@bitus.com.kh, Website : www.bitus.com.kh

# OCEAN COOLING TOWER



FRP Tank



Prestigious Projects Reference

Cross Flow Square Type Model Cooling Tower from 100 ~ 10,000 tons



Prime Minister Office-Cambodia



NBC New Office Building-Cambodia

- Low Noise
- Green Design
- Power Saving
- Space Saving
- Modular Cells
- High Performance

## OCEAN COOLING TOWER SDN. BHD.

15-1, Jalan 9/23E, Taman Danau Kota, Setapak, 53300 Kuala Lumpur, West Malaysia  
 Tel: 00603-4142 6263, 4143 6263, 4142 3871 Fax: 00603-4143 6870, 4142 8260 (24 hours)  
 Email: thomas@oceancoolingtower.com Email: heng@oceancoolingtower.com

[www.oceancoolingtower.com](http://www.oceancoolingtower.com)

- Vietnam
- Indonesia
- Philippines





ខេមបូឌីណា ប៊ីអិមអេស  
CAMCONA BMS

# Rinnai

Total Water Heating Solutions



Energy Efficient



Solar Energy



Sustainable



Home Comfort



Centralized Gas Hot Water System



Electric Storage Water Heater 15L - 100L



Electric Instantaneous Water Heater



Gas Water Heater Internal Model

Rinnai has an extensive range of hot water systems that cater for all requirements. Each range has specific and unique benefits including high efficiencies, water conservation, safety, versatility as well as guaranteed reliability.

- Electric Storage Water Heaters
- Electric Instantaneous Water Heaters
- Gas Instantaneous Water Heaters
- Commercial Water Heating Systems (Manifold Packs, Demand Due, Pool Heating, Solar Pre-Heat System, Hybrid System with Electric Heat Pump.

**LIGMAN**  
Outdoor Lighting Solutions

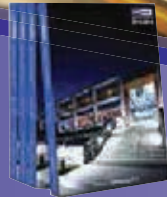


**Professional Outdoor Lighting Solutions**

LIGMAN provides quality high-end outdoor lighting products, with great design influence, to the architectural, design and end-user markets. Ligan lighting products are suitable for all exterior applications such as landscaping, flood and decorative lighting requirements, sporting arenas, car parks, streets, public places, walk ways and shopping areas.

**For more information contact local Distributor : (855-12) 222 030**

Showroom: No. 17, Street 306,  
Sangkat Boeung Keng Kang I, Phnom Penh.  
Tel / Fax: (855-23) 211 960  
E-mail: info@camconabms.com  
Website: www.camconabms.com



Soft copy of catalogue can be downloaded from [www.ligmanlighting.com](http://www.ligmanlighting.com).



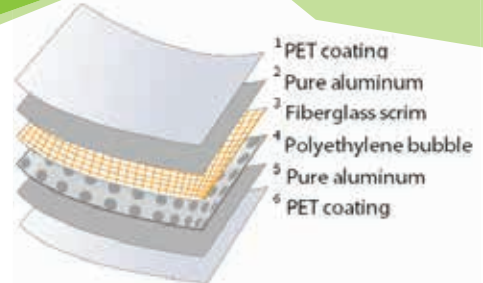
TASHEN Green Tech



**Thermal Insulation**  
**Warmth Keeping**  
**Noise Reduction**  
**Water Resistance**  
**ECO Friendly**



Professional High Reflective  
 Insulation Materials Blocking 97%  
 Radiated Heat Energy from Sun



Metal roof insulation



Roof Insulation on C Beams



Insulation for ceiling



Insulation for factory



Insulation for Livestock Farm



Insulation for cars



-  Heat Insulation in Summer and Warmth-keeping in Winter
-  Hard for Rodent to nest
-  Water-proofing
-  No fungal growth
-  Saving Energy and Saving Cost
-  Non-Toxic, No Irritation and Carcinogens which Are Certified by HAD, HACCP and BRC
-  Noise Reduction and Sound-proofing
-  EASY Easy to Install
-  Carbon Reduction to Environmental Friendly
-  International fire-retardant standard flameproof

(855) 95 666 763 (Khmer)  
 (855) 95 666 761 (English & Mandarin Chinese)  
 @ info@tashengreen.com  
 www.tashengreen.com

Tested and Certificated by International Standards as below



# Construction

JANUARY - FEBRUARY 2014 | ISSUE 007

# FOCUS



20



24



40



THMOR PHNOM  
CHEAL

[www.stone.lcc.com.kh](http://www.stone.lcc.com.kh)

- The high quality aggregates for road, bridge and building construction.
- We offer all kind of aggregates of your construction need.
- We provide with quality certificate and conform to ASTM requirements.



**LY CHHUONG**  
Construction Group

Nº 21, St. 334.157, Boeung Keng Kang I, Khan Chamkarmon, Phnom Penh, Cambodia.  
Tel: (855-23) 220 525 / Fax: (855-23) 211 788 / E-mail: [sales@stone.lcc.com.kh](mailto:sales@stone.lcc.com.kh)  
Quarry Site: Phum Anlong Snor, Khum Sku, Srok Samrong Tong, Kampong Speu Province.  
Tel: (855-92) 411 588 / (855-12) 880 093

# NEW MODEL FOR BUSINESS SPACE SET FOR DIAMOND ISLAND

By 2018, a new high-rise complex will grace Diamond Island. “The Élysée” be another entry in Phnom Penh’s “luxury commercial zone” and a new model for people looking for flexible space to set up businesses.

**W**orth US\$150 million, The Élysée will be home to buildings inspired by French architecture. The project will be built on over 70,000 square meters close to the Bassac River, just in front of Elite Town inside the Diamond Island Satellite City.

The project features a total of 266 units in nine-story buildings. Each unit is

eight meters wide and 18 meters long – a total 1,300 square meters. The project can handle over 2,000 cars.

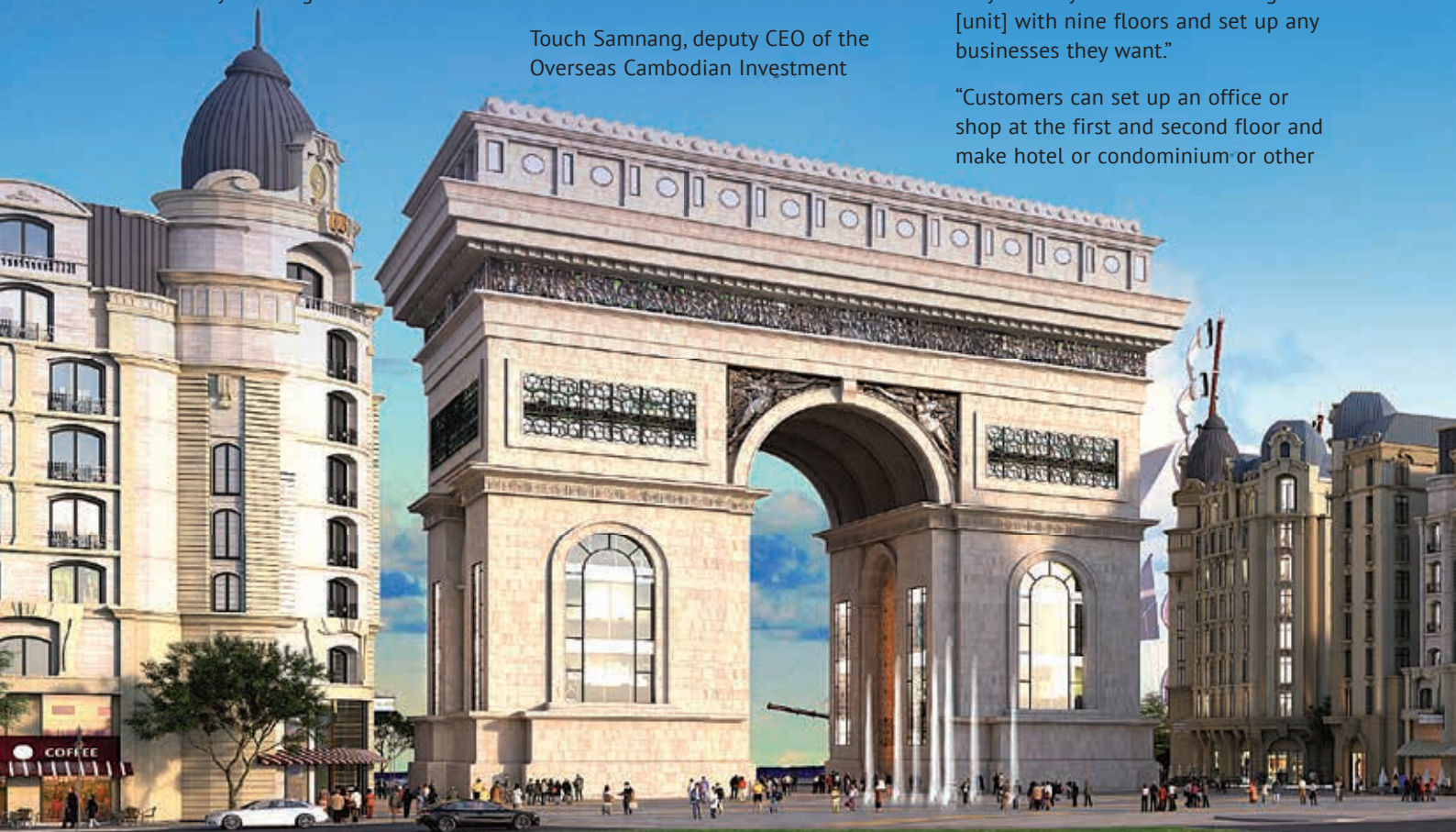
With the project, developer aims to introduce for the first time in Cambodia multi-story structures with units that have dimensions allowing them to be transformed into spaces that can accommodate various kinds of businesses.

Touch Samnang, deputy CEO of the Overseas Cambodian Investment

Corporation (OCIC), the developer behind The Élysée, says such a structure is needed since people find it difficult to find buildings appropriate for the kind of offices or businesses they are seeking to establish.

“Many have resorted to buying connected flats to make their offices or hotels,” he said. “So, here at The Élysée they can buy one or two buildings [unit] with nine floors and set up any businesses they want.”

“Customers can set up an office or shop at the first and second floor and make hotel or condominium or other



businesses at the upper floors," he added.

The price for one structure starts at US\$900,000 and runs to US\$1.2 million depending on location, he said, mentioning that sales are starting between January and February 2014. The project targets middle-class and well-off Cambodians who are more likely to set up businesses there than foreigners.

Construction will kick off early this year and will take three to four years to complete.

With its special building style, Sean Thearith, CEO of Elite Realty, believes such a luxury property is likely to succeed since it has targeted the right customers as many investors are looking for buildings to house big businesses, offices, condominiums, hotels and apartments.

He also noted that the price is acceptable. "If you look for land in BKK1 for the 8X30m plot size, the price is already similar to the selling price of a unit at The Élysée, excluding construction costs. But the area around Nagaworld and Tonle Bassac where this project is located is worth even more than property in BKK1."

While he isn't able to say for now whether the project will be a success since it is such a new model, Hourn Phany, director of Phany Property Services, also agreed that it can work well if the price is acceptable and the construction quality is good.

"For flats in Cambodia, we usually refer to the 4X16m size with two floors and

a half, but the flats at The Élysée are something we have never seen before," he said. "A floor at The Élysée may cost around US\$100,000 which is cheaper than the price of a single condo in that kind of expensive area."

Phany also said that his company has noticed more clients seeking large vacant building space to set up

about 30 percent complete. Built on 100 hectares of land, OCIC is one of four developers active on the site.

"It takes longer to develop projects here as we have plenty of land to develop. But it also depends on supply and demand," Touch Samnang said, adding he could not say what the total investment on the island project had been so far.



offices, companies, or accommodation businesses lately.

"Many of my customers are looking for available building to set up their business such as boutique hotels, apartments, and condos, but there are just a few buildings available and they are expensive in Phnom Penh, not to mention the renovation costs," he said.

The Élysée is one project among many at Diamond Island Satellite City, now

One plan for the area is Diamond Island Tower, which if completed would be one of the world's tallest building at 555-meters. The company is still studying the project, and the land has already been reserved for it, he said. "We are working on this tower, when the time arrive we will announce it. But right now The Élysée is the only project to construct soon." ■



# សំណង់អចលនទ្រព្យបែបថ្មី នឹងលេចឡើងនៅកោះពេជ្រ

នៅត្រឹមឆ្នាំ២០១៨ សំណង់អគារខ្ពស់ថ្មីមួយនឹងបង្កើននាពាក់កណ្តាល  
នៅលើទឹកដីកោះពេជ្រ។ គម្រោង “The Élysée” នឹងក្លាយជា  
តំបន់ពាណិជ្ជកម្មដ៏ប្រណិតថ្មីមួយសម្រាប់ទីក្រុងភ្នំពេញនិងជាប្រភេទអគារ  
បែបថ្មីមួយសម្រាប់ប្រជាជនដែលស្វែងរកអគារមានទីតាំងល្អ  
ដើម្បីបើកអាជីវកម្មផ្សេងៗ។



តម្លៃសាងសង់ក្នុងទំហំទឹកប្រាក់ ១៥០  
លានដុល្លារ គម្រោង “The Élysée” នឹងក្លាយ  
ជាអគារលំនៅដ្ឋាន និងពាណិជ្ជកម្មដែលមាន  
កម្ពស់ខ្ពស់ជាមួយនិងរចនាប័ណ្ណនាំបារាំង និង  
សាងសង់លើផ្ទៃដីជាង ៧០០០ម៉ែត្រការ៉េ នៅ  
លើទឹកដីកោះពេជ្រ ទល់មុខ Elite Town ជាប់  
និងទន្លេបាសាក់។

គម្រោងនេះ រួមមានផ្ទះល្វែងដែលមាន  
កម្ពស់៩ជាន់ចំនួន ២៦៦ឯកតា ដោយផ្ទះ  
នីមួយៗមាន ១ទីនិង៨ម៉ែត្រ និងបណ្តោយ ១៨  
ម៉ែត្រ មានផ្ទៃក្រឡាសរុប ១,៣០០ម៉ែត្រការ៉េ។  
គម្រោងនេះអាចចតរថយន្តបាន ២៣០០គ្រឿង។

តាមរយៈគម្រោងនេះដែរ ក្រុមហ៊ុនអភិ-  
វឌ្ឍន៍មានបំណងណែនាំជាលើកដំបូងទៅកាន់  
ទីផ្សារអចលនទ្រព្យនៅកម្ពុជានូវអគារផ្ទះល្វែង  
ដែលមានទំហំធំទូលាយនិងច្រើនជាន់អាចកែ-  
ស្លែងសម្រាប់ការបើកបរអាជីវកម្មជាច្រើន  
សណ្ឋាន។

លោក ទូច សំណាង អគ្គនាយករងនៃ  
ក្រុមហ៊ុន OCIC ដែលអភិវឌ្ឍកោះពេជ្ររួមនឹង  
គម្រោង The Élysée នេះ បានថ្លែងថាសំណង់  
បែបនេះនឹងមានតម្រូវការខ្លាំងនៅកម្ពុជា ដោយ  
សារតែអតិថិជនជាច្រើនបានរក្សាទំហំការលំបាក

ក្នុងការស្វែងរកអគារដែលធំទូលាយសមស្រប  
សម្រាប់ការបើកការិយាល័យឬអាជីវកម្មផ្សេងៗ។

«ដោយសារតែគ្មានជម្រើស មានអតិថិ-  
ជនជាច្រើនបានទិញផ្ទះល្វែងតូចៗដែលនៅ  
ជាប់គ្នាដើម្បីកែឆ្លែងជាអគារការិយាល័យ ឬ  
សណ្ឋាគារ។»លោកបានមានប្រសាសន៍បែប  
នេះដោយបន្តថា «ដូច្នេះ នៅ The Élysée ពួក  
គេអាចទិញតែផ្ទះល្វែងមួយ ឬពីរអគារដែល  
មានកម្ពស់៩ជាន់ ហើយអាចបង្កើតអាជីវកម្ម  
ផ្សេងៗយ៉ាងងាយស្រួលតាមសេចក្តីត្រូវការ  
របស់គេ។»

លោកបានបន្ថែមថា «អតិថិជនអាចបើក  
ការិយាល័យ ឬហាងលក់ទំនិញនៅជាន់ទីមួយ  
និងទីពីរ ហើយអាចកែឆ្លែងជាសណ្ឋាគារ ឬខុនដូ  
ឬអាជីវកម្មផ្សេងៗទៀតនៅជាន់ខាងលើ។»

តម្លៃផ្ទះមួយល្វែងកម្ពស់ ៩ជាន់ក្នុងគម្រោង  
នេះមានតម្លៃចាប់ពី ៩សែនដុល្លារ រហូតដល់  
១.២លានដុល្លារ ទៅតាមទីតាំង។ រីឯការលក់  
និងចាប់ផ្តើមនៅចន្លោះពីខែមករា និងកុម្ភៈ ឆ្នាំ  
២០១៤។ គម្រោងនេះផ្តោតលើអតិថិជនពី  
ថ្នាក់កណ្តាលឡើងទៅ ដែលមានបំណងចង់  
បើកអាជីវកម្មផ្សេងៗនៅទីនោះ។

ការសាងសង់នឹងចាប់ផ្តើមនៅដើមឆ្នាំនេះ

ដែលនឹងប្រើពេលសាងសង់ពីបីទៅបួនឆ្នាំទើប  
បញ្ចប់។

ជាមួយនឹងរចនាបទអគារដែលមានល-  
ក្ខណៈពិសេសបែបនេះ លោក សៀន ធារិទ្ធ  
អគ្គនាយកក្រុមហ៊ុន Elite Realty ជឿជាក់ថា  
សំណង់អចលនទ្រព្យដ៏ប្រណិតនេះទំនងជា  
នឹងទទួលជោគជ័យ ដោយសារតែគម្រោងនេះ  
បានចាប់យកអតិថិជនគោលដៅដែលត្រឹមត្រូវ  
នៅពេលដែលមានវិនិយោគិនជាច្រើនកំពុង  
ស្វែងរកអគារដើម្បីធ្វើជាទីតាំងអាជីវកម្មធំៗ  
ការិយាល័យ ខុនដូ សណ្ឋាគារ និងអាជីវកម្ម-  
មិន។ល។

លោកក៏កត់សម្គាល់ថាតម្លៃផ្ទះល្វែងក្នុង  
គម្រោងនេះក៏អាចទទួលយកបានដែរ។ «ប្រ-  
សិនបើអ្នកចង់ទិញដីនៅតំបន់បឹងកេងកង ១  
សម្រាប់ដីដែលមានទំហំ ៨ គុណ ៣០ ម៉ែត្រ  
តម្លៃដីប្រហែលជាស្មើនឹងតម្លៃផ្ទះមួយល្វែងក្នុង  
គម្រោងនេះទៅហើយ ដោយមិនទាន់គិតអំពី  
តម្លៃសាងសង់សំណង់ផ្សេងៗលើដីនោះផង។



ប៉ុន្តែតាមពិតទៅ នៅតំបន់ NagaWorld និង ទន្លេបាសាក់ ដែលគម្រោងនេះតាំងនៅគឺដីមាន តម្លៃថ្លៃជាងនៅតំបន់បឹងកេងកងទៅទៀត។» ខណៈដែលលោក ហួន ជាតិ អគ្គនាយកក្រុមហ៊ុន PhanyPropertyServices មិនអាចនិយាយ បាននាពេលឥឡូវនេះថា គម្រោងនេះនឹងជោគជ័យ ឬបរាជ័យ ដោយសារតែវាជាគំរូសំណង់ ថ្មីបំផុតនៅកម្ពុជា លោកក៏យល់ស្របថាវានឹង អាចដំណើរការល្អប្រសិនបើតម្លៃសមស្របរួម ជាមួយនឹងគុណភាពល្អនៃសំណង់។

«សម្រាប់អគារផ្ទះល្វែងនៅកម្ពុជា យើង តែងសំដៅដល់ក្បាលដីទំហំ ៤ គុណ ១៦ ម៉ែត្រ ដែលមានកម្ពស់២ជាន់កន្លះ ប៉ុន្តែសម្រាប់ផ្ទះ ល្វែងនៅ The Élysée គឺជាទម្រង់មួយដែលមិន ដែលមានពីមុនមកនៅកម្ពុជា។» លោកបាន លើកឡើងបែបនេះ។ «ផ្ទះល្វែងមួយជាន់នៅ The Élysée មានតម្លៃប្រហែល ១សែនដុល្លារ ដែលនេះថោកជាងតម្លៃខុនដូមួយឯកតានៅក្នុង ទីតាំងដែលថ្លៃបែបនេះ។»

ពេលថ្មីៗនេះក្រុមហ៊ុន PhanyProperty Services របស់គាត់ក៏បានទទួលអតិថិជនជា ច្រើនដែលស្វែងរកអគារធំៗនៅទំនេរដើម្បីកែ- ច្នៃជាការិយាល័យ ក្រុមហ៊ុន និងអាជីវកម្មសម្រាប់ បដិសណ្ឋារកិច្ចនានា។

«មានអតិថិជនជាច្រើនបានស្វែងរកអគារ ដែលទំនេរសម្រាប់បើកអាជីវកម្មផ្សេងៗរបស់ គេ ដូចជាអាជីវកម្ម និងខុនដូ ប៉ុន្តែមានអគារ តិចតួចណាស់ដែលនៅទំនេរនៅក្នុងពេញ ហើយ អគារទាំងនោះមានតម្លៃថ្លៃ ដែលមិនទាន់រួម បញ្ចូលការចំណាយលើការកែច្នៃអគារឡើងវិញ នោះទេ។»

The Élysée គឺជាគម្រោងដ៏ប្រណិតមួយ ក្នុងចំណោមគម្រោងដ៏គួរឱ្យទាក់ទាញជាច្រើន នៅទីក្រុងរណបកោះពេជ្រ ដែលទើបតែបាន បញ្ចប់ប្រហែល៣០%នៃប្លង់មេប៉ុណ្ណោះ។ ក្រុមហ៊ុន OCIC ស្ថាបនាទីក្រុងរណបនេះ លើផ្ទៃដី ១០០ហិកតា ដោយមានការចូលរួមអភិវឌ្ឍពី ក្រុមហ៊ុនបីផ្សេងទៀត។

«វាត្រូវចំណាយពេលយូរអង្វែងទៀត ដើម្បីអភិវឌ្ឍគម្រោងនានានៅទីនេះ ដោយសារ តែមានដីនៅទំនេរច្រើន។» លោកទូចសំណាង បានមានប្រសាសន៍បែបនេះ ដោយមិនអាច បញ្ជាក់ពីទំហំទឹកប្រាក់ដែលបានចំណាយលើ ការវិនិយោគមកទល់នឹងពេលនេះនោះទេ។

សម្រាប់គម្រោងសាងសង់អគារ Diamond Tower ដែលប្រសិនបើបញ្ចប់នឹងក្លាយជា អគារដែលខ្ពស់ក្នុងចំណោមអគារដែលខ្ពស់បំផុត ជាមួយនឹងកម្ពស់ ៥៥៥ ម៉ែត្រនៅមិនទាន់ដំណើរ ការសាងសង់នៅឡើយទេ ដោយក្រុមហ៊ុន កំពុងសិក្សាជាលម្អិតលើគម្រោងនេះនៅឡើយ។ ប៉ុន្តែក្រុមហ៊ុនបានរៀបចំដីសម្រាប់អគារដ៏ខ្ពស់ កប់ពពកនេះរួចហើយ បើតាមការអះអាងលោក សំណាង។ «យើងកំពុងធ្វើការនៅលើអគារនេះ។ នៅពេលដែលពេលវេលាមកដល់ យើងនឹង ប្រកាសអំពីគម្រោងមួយនេះ។ប៉ុន្តែនាពេលឥឡូវ នេះ The Élysée គឺជាគម្រោងតែមួយដែល ក្រុមហ៊ុននឹងសាងសង់នាពេលឆាប់ៗនេះ។»



# BOKOR: THE KINGDOM'S FIRST HIGHLAND RESORT CITY

Besides having been recognized as the kingdom's most renowned highland resort, Bokor mountain will be home to the first luxury resort city overlooking the ocean.

**D**espite five years of construction, Cambodia's largest resort and residential project, only one-fifth of the Bokor Mountain development's master plan has been completed. But it's a long-term project, says a resort spokesman, and likely won't be finished for years to come.

In the five years after the project was kicked off in 2008, we have achieved a lot, mainly regarding infrastructure," says Svay Vuthy, chief of legal affairs at the Sokimex Group, the conglomerate that is developing and financing the mountain resort. "But that's still little compared to the enormous master plan we outlined."

The original budget proposed a US\$1 billion investment, but up to now, the company has only spent just over US\$200 million. To build all the facilities laid out in the master plan, more than US\$1 billion will be needed.

Construction is progressing despite many challenges, but such a mega resort will need decades for full completion, he adds. While he says Sokimex has a clear vision for the resort, the nation's economic and political situ-

ation, as well as market demand and supply, can have an impact.

Bokor Resort is primarily located on abandoned land from the French colonial era, which was first developed in 1917. After receiving a 99-year contract from the government to develop over 140,000 hectares of the Phreah Monivong National Park, informally known as Bokor National Park, Sokimex planned on transforming the 1,080-meter hill resort into a modern tourist site and one of the top resorts in the Kingdom, according to Vuthy.

The mountain's renown and the widely held expectation that tourism will play an increasingly important roll in Cambodia's economy encouraged Sokimex to develop the cool hilltop region. In addition, it was thought that the project would strongly boost local employment.

"Because we saw this potential, we decided to invest, despite the fact that we haven't earned any profit up to now," Vuthy says, adding that in the future "Bokor will be one of the famous tourism destinations in Cambodia."

The resort's priority target market is visitors from the greater Mekong

region, including Cambodia, Vietnam and Thailand. The secondary market is southern China and Korea.

Despite so much to be done, Michael Brabsche, general manager of Thansur Bokor Highland Resort (the development's full name), notes an annual increase in visitor numbers, reporting that between two to three thousands come up the mountain daily. Of those, roughly 6 to 8 percent are foreigners. During peak season, numbers increase to between 4,000 and 5,000.

According to data from security staff at the mountain entrance, from October 2012 to November 2013, there were the total 772,274 national tourists and 91,840 international visitors.

At present the resort's hotels have 564 rooms, with a planned expansion to over 1,000 when other buildings are completed in 2014. There is also a ballroom that can hold 800, a large dining hall, a children's area, luxury villas and other facilities.

Brabsche says next year, the resort will introduce "magic rock" sites that he says will take advantage of the natural magnetism in the surrounding rock which some think have positive effects on



health and people's overall emotional state.

The general manager would like the government to install a tourist port at Kampot so that visitors from Thailand and Vietnam can arrive easily. "We are expecting more Vietnamese visitors and other international visitors by boat from Vietnam, and it will make a big difference for the Kampot economy."

**The building issue**

Bokor was designed by Singapore's DP Architects and construction was carried out by a mix of local and international builders. The master plan sees three different plateau developments of around 2,500 hectares.

Plateau 1, located on the mountaintop at an altitude of about 1,000 meters, dominates 200 hectares. There are

plans for 450 villas, hotels, a cable car station, 500 condominium units, a retail center and green space.

Plateau 2 covers 475 hectares at 940 meters next to Plateau 1 and will feature 2,000 villas, residential and commercial areas, and a garden zone. Plateau 3, halfway up the mountain, covers 1,800 hectares, and will have about 3,000 villas, 564 apartment units,



Plateau - 1



Plateau - 2

Because the project is built on the plateau which is over 1km higher than the sea level, construction has been difficult, especially when it comes to bringing the building materials onto the hill. Labor costs have also been high. The wet climate is one of the major challenges, because the area gets rain six months of the year, meaning that workers can work only 60 percent of the time.

Since it is already at a high altitude, the company has limited buildings to 10 stories; most structures have fewer than five. Taller buildings are usually located far from the mountain edge to avoid landslides or other dangers. The effects of high winds also had to be studied before going ahead with construction.

Cheng Kheng, managing director of Cambodia Property Limited (CPL), said the Bokor project is in a location that attracts a lot of tourists who enjoy the natural environment and cool, fresh air on the top of the mountain.

“Although the investment project is big, it is located in a place flooded with tourists,” he said. “But the real estate market in Cambodia is not as broad as in developed countries yet, so we



a commercial center, tourism facilities, a water catchment area and other recreational amenities.

The company is also developing a master plan for an 18-hole golf course on over 700 hectares with plans for enlargement to 36 holes.

In the next few years, there will be the cable car service that can bring visitors from the base of the mountain up to Plateau 1. But due to limited visitor numbers and high investment costs, the service can't be kicked off now.

In total, the firm has sketched out various development concepts for over 6,000 hectares of the park's total 140,000 hectares. There's always the

possibility to do more.

“More planning will come whenever we can think of more development projects,” Vuthy says. “However, the master plans are just a concept. The development reality may need some adjustments depending on the geography and real conditions.”

Regarding the long term, the developers don't know yet when construction work will be finished and the resort can celebrate its official grand opening “We can't say it will be finished in the next 20 or 30 years. It will be a generation-to-generation development because there are many locations,” Vuthy says.

can't focus only on local customers but [must look at] demand from foreign customers," he told the *Phnom Penh Post* in 2012.

**Environmental issues**

Environmental concerns regarding the national park have been raised repeatedly.

Tony Whitten, Fauna & Flora International's regional director for Asia-Pacific, has expressed concern about threats posed by economic land concessions on the environment. The UK-based organization has been compiling and sharing information with the resort developer and Cambodian government partners.

"Given the ecological importance of the site, our team has been in discussions with them about some of the options for reducing and mitigating the environmental impact of this project," he told *Phnom Penh Post* in 2012.

Responding to the worry, Ngin Banal, former CEO of the resort, said rather than overrunning the national park, the development was a "rehabilitation project."

"This area had fallen into disrepair and our efforts are restoring tourism by providing easy access to the natural trea-

sures of Preah Monivong National Park by investing in repaving the roads and restoring the infrastructure to rebuild the 'sky city' and the historic sites," he said.

Banal said the company was not facing opposition from environmental groups, as the company tried to reach out to conservation groups to involve them with the preservation.

The developer has also deployed thousands of rubbish bins along the way up the mountain along with guards to prohibit visitors from littering, according to Brabsche. He insists the development will ensure that the local environment remains unspoiled.

Svay Vuthy says the project will not cover the entire park, rather only 6,000 of the park's 140,000 hectares are included in development planning up

to now.

"The natural zone, conservation areas, and locations that can't be developed will be preserved," he said. "If we bulldoze all the conservation areas, Bokor won't be a natural resort that has special value to tourists anymore."

"Any development can't avoid impact, but we also try our best to minimize it. We don't want to cut the mountain that is full of rock to make road, it is very difficult and costly, but if we don't do it how can we get a modern road like today," he says. "But we also planted over a million trees along the way."

The firm, he added, also studied and produced an environmental impact assessment (EIA) which was approved by the relevant government ministries ■



# បូកគោ: ទីក្រុងរមណីយដ្ឋាន ខ្នងរាបទី១ នៅកម្ពុជា

ក្រៅពីត្រូវបានទទួលស្គាល់ថាជារមណីយដ្ឋានខ្នងរាបទី១ នៅកម្ពុជា ខ្សែរាបជាតិបូកគោ ក៏នឹងក្លាយជាទីក្រុងលំហែកាយដ៏ប្រណិតមួយ នៅកម្ពុជាសាពេលអនាគតផងដែរ



បើទោះបីជាការសាងសង់បានដំណើរការ រយៈពេល៥ឆ្នាំមកហើយ គម្រោងអភិវឌ្ឍន៍ភ្នំ បូកគោដែលជាទីក្រុងរមណីយដ្ឋានលំហែកាយ ដ៏ធំមួយនៅកម្ពុជាបានបញ្ចប់ប្រហែល ១ភាគ៥ នៃប្លង់មេប៉ុណ្ណោះ ដោយសារតែវាជាគម្រោង ដ៏យូរអង្វែងមួយ។

«៥ឆ្នាំ បន្ទាប់ពីគម្រោងនេះបានចាប់ផ្តើម នៅឆ្នាំ ២០០៨ យើងបានសម្រេចសមិទ្ធផល ជាច្រើន ជាពិសេសផ្នែកហេដ្ឋារចនាសម្ព័ន្ធ។» បើតាមប្រសាសន៍លោក ស្វាយ វុឌ្ឍិ នាយក ផ្នែកនីតិកម្ម និងទំនាក់ទំនងនៃក្រុមហ៊ុន Sokimex Group ជាក្រុមហ៊ុនដ៏ធំមួយនៅកម្ពុជា ដែលអភិវឌ្ឍគម្រោងរមណីយដ្ឋានលើភ្នំនេះ។ « ប៉ុន្តែសមិទ្ធផលទាំងនេះគឺនៅតិចតួចណាស់ បើធៀបនឹងប្លង់មេដ៏ធំដែលយើងបានរៀបចំ ឡើង។»

ខណៈដែលថវិកាវិនិយោគបឋម ត្រូវ ចំណាយ ១ពាន់លានដុល្លារ ក្រុមហ៊ុនទើបបាន

ចំណាយថវិកាអស់ប្រហែល ២០០លានដុល្លារ ប៉ុណ្ណោះ មកទល់ពេលនេះ ហើយដើម្បីកសាង សមិទ្ធផលទាំងអស់ទៅតាមប្លង់មេនេះ ថវិកា ត្រឹម ១ពាន់លានដុល្លារនឹងមិនគ្រប់គ្រាន់នោះ ទេ។

លោកបានបន្ថែមថា បើទោះជាមានការ លំបាកជាច្រើនក៏ដោយ ការសាងសង់កំពុង បន្ត ប៉ុន្តែរមណីយដ្ឋានដ៏ធំមហិមាទេ នឹងត្រូវ ការរយៈពេលសាងសង់ជាច្រើនឆ្នាំទៀត។ ខណៈដែលលោកលើកឡើងថា ក្រុមហ៊ុន Sokimex មានផែនការច្បាស់លាស់សម្រាប់ រមណីយដ្ឋាននេះ ស្ថានភាពនយោបាយ និង សេដ្ឋកិច្ចជាតិ រួមទាំងលក្ខខណ្ឌកម្រៃការ និង ការផ្គត់ផ្គង់ក្នុងទីផ្សារ ក៏នឹងមានឥទ្ធិពលលើ គម្រោងនេះផងដែរ។

រមណីយដ្ឋានបូកគោស្ថិតនៅទីតាំងរមណីយដ្ឋានចាស់ ដែលត្រូវបានបោះបង់នៅ សម័យអណានិគមចាស់ដោយត្រូវបានអភិវឌ្ឍ

ជាលើកដំបូងនៅឆ្នាំ១៩១៧។ បន្ទាប់ពីទទួល បានកិច្ចសន្យារយៈពេល៩៩ឆ្នាំ ពីរាជរដ្ឋាភិបាលដើម្បីអភិវឌ្ឍខ្សែរាបជាតិព្រះមុនីវង្សទាំង មូល ឬខ្សែរាបជាតិបូកគោ ដែលមានផ្ទៃដី សរុប ១៤០ពាន់ហិកតា ក្រុមហ៊ុន Sokimex ចង់ប្រែក្លាយរមណីយដ្ឋានតំបន់ភ្នំដែលមាន កម្ពស់ ១.០៨០ ម៉ែត្រនេះ ទៅជារមណីយដ្ឋាន ទេសចរណ៍ទំនើបមួយ និងជារមណីយដ្ឋាន និងទីក្រុងលំហែកាយដ៏ប្រណិតមួយក្នុង ចំណោមតំបន់ទេសចរណ៍ដ៏ល្បីល្បាញបំផុត នៅកម្ពុជា។ លោកវុឌ្ឍិ បានថ្លែងយ៉ាងដូច្នោះ។

កេរ្តិ៍ឈ្មោះរបស់រមណីយដ្ឋាននេះ បូករួម នឹងការរំពឹងទុកថា វិស័យទេសចរណ៍នឹងកាន់ តែដើរតួនាទីសំខាន់ជាងនេះនៅក្នុងសេដ្ឋកិច្ច កម្ពុជាដែលជម្រុញឱ្យក្រុមហ៊ុន Sokimex អភិវឌ្ឍតំបន់កំពូលភ្នំដែលមានអាកាសធាតុដ៏ត្រជាក់នេះ។ បន្ថែមជាងនេះទៅទៀត បំណងចង់ បង្កើតការងារឱ្យប្រជាជនក៏ជាការលើកទឹកចិត្ត មួយទៀតដល់ក្រុមហ៊ុនផងដែរ។

« ដោយសារតែយើងបានមើលឃើញពីសក្តានុពលទាំងនេះ ទើបយើងសម្រេចចិត្តវិនិយោគ បើទោះបីជាយើងមិនទាន់ទទួលបានប្រាក់ចំណេញសោះមកទល់នឹងពេលនេះក៏ដោយ។» លោក វុឌ្ឍិ បានថ្លែងបែបនេះ ដោយបន្ថែមទៀតថា «ភ្នំបូកគោនឹងក្លាយជាតំបន់ទេសចរណ៍ដ៏ពេញនិយមមួយនៅកម្ពុជា។» ទីផ្សារគោលដៅរបស់រមណីយដ្ឋាននេះ គឺជាទេសចរមកពីបរទេសតំបន់ទន្លេមេគង្គដូចជាកម្ពុជា វៀតណាម និងថៃ ជាដើម។ រីឯទីផ្សារគោលដៅទីពីរគឺប្រទេសចិនភាគខាងត្បូង និងកូរ៉េ។

បើទោះជាទទួលស្គាល់ថាមានកិច្ចការជាច្រើនត្រូវកសាងឡើង លោក Michael Brabsche នាយកគ្រប់គ្រងទូទៅនៃរមណីយដ្ឋានឋានសួគ៌បូកគោ (ឈ្មោះពេញនៃការអភិវឌ្ឍន៍នេះ) កត់សម្គាល់ឃើញថា មានកំណើនភ្ញៀវទេសចរណ៍ជារៀងរាល់ឆ្នាំមកកាន់រមណីយដ្ឋាននេះ ដោយបានថ្លែងថា មានភ្ញៀវប្រមាណ ២ ទៅ ៣ ពាន់នាក់បានឡើងភ្នំបូកគោជារៀងរាល់ថ្ងៃ ដែលក្នុងនោះគឺប្រហែល ៦ ទៅ ៨ ភាគរយជាជនបរទេស។ នៅក្នុងរដូវទេសចរណ៍វិញ បរិមាណភ្ញៀវទេសចរប្រចាំថ្ងៃបានកើនឡើងដល់ ៤ ទៅ ៥ ពាន់នាក់ ក្នុងមួយថ្ងៃ។

តាមរយៈទិន្នន័យពីបុគ្គលិកសន្តិសុខដែលគ្រប់គ្រងផ្លូវឡើងភ្នំនេះបានប្រាប់ថា ចាប់ពីខែតុលាឆ្នាំ២០១២ រហូតដល់ខែវិច្ឆិកាឆ្នាំ២០១៣ គឺមានភ្ញៀវជាតិសរុប ៧៧២.២៧៤ នាក់និងភ្ញៀវបរទេសសរុប៩១.៨៤០ បានមកទស្សនាភ្នំបូកគោ។

បច្ចុប្បន្ននេះ សណ្ឋាគារនៅលើរមណីយ-

ដ្ឋាននេះមានបន្ទប់ស្រប ៥៦៤ បន្ទប់ ហើយនឹងកើនដល់ជាង ១ ពាន់បន្ទប់នៅពេលដែលអគារសណ្ឋាគារមួយចំនួនទៀតនឹងបើកដំណើរការនៅឆ្នាំ២០១៤។ រមណីយដ្ឋាននេះក៏មានបន្ទប់ប្រជុំមួយដែលអាចទទួលភ្ញៀវបានជាង ៨ រយនាក់ សាលញ្ញាអាហារដែលអាចទទួលភ្ញៀវបាន ៨ រយនាក់ មជ្ឈមណ្ឌលក្មេងលេង ផ្ទះវិទ្យាប្រណិតៗ និងអ្វីៗផ្សេងទៀតជាច្រើន។

លោក Brabsche បានមានប្រសាសន៍ថា នៅឆ្នាំ២០១៤នេះ រមណីយដ្ឋាននឹងបើកឱ្យទស្សនាតំបន់ថ្មពិសិដ្ឋ ដែលគាត់ពន្យល់ថាជាតំបន់ថ្មដែលមានដែនម៉ាញេទិចបែបធម្មជាតិ និងមានឥទ្ធិពលវិជ្ជមានមកលើសុខភាព និងអារម្មណ៍របស់មនុស្ស។

លោកនាយកគ្រប់គ្រងទូទៅរូបនេះបានសំណូមពរឱ្យរាជរដ្ឋាភិបាលពិចារណាស្ថាបនាកំពង់ផែទេសចរណ៍មួយនៅខេត្តកំពត ដើម្បីឱ្យភ្ញៀវទេសចរណ៍បរទេសដែលមកពីថៃ និងវៀតណាម អាចមកកាន់រមណីយដ្ឋាននេះបានងាយស្រួល។ «យើងរំពឹងថានឹងមានភ្ញៀវវៀតណាម និងភ្ញៀវអន្តរជាតិធ្វើដំណើរតាមរយៈកំពង់ផែវៀតណាមមកកាន់រមណីយដ្ឋាននេះ កាន់តែច្រើនជាងនេះទៀត ហើយវានឹងធ្វើឱ្យមានការផ្លាស់ប្តូរយ៉ាងខ្លាំងទៅលើសេដ្ឋកិច្ចរបស់ខេត្តនេះទាំងមូល។»

**បញ្ហាសាងសង់**

រមណីយដ្ឋានភ្នំបូកគោត្រូវបានរចនាប្លង់ដោយក្រុមហ៊ុន DP Architects នៃប្រទេសសឹង្ហបុរី ដែលការសាងសង់ត្រូវបានធ្វើឡើងដោយការរួមបញ្ចូលគ្នានៃក្រុមហ៊ុនសាងសង់ក្នុងស្រុក និងអន្តរជាតិ។ បច្ចុប្បន្ននេះមានប្លង់មេស្ថិតនៅលើខ្ពង់រាបបី ត្រូវបានរចនាឡើងដែលការសាងសង់កំពុងបន្ត។

ខ្ពង់រាបទី ១ ស្ថិតនៅកំពូលភ្នំមានកម្ពស់ប្រហែល ១ ពាន់ម៉ែត្រ គ្របដណ្តប់លើផ្ទៃដី ២០០ ហិកតា ដែលនឹងសាងសង់ ៤៥០ វីឡាសណ្ឋាគារ ស្ថានីយកន្ត្រកខ្សែកាបអគារខ្លួនដុំដែលមាន ៥០០ ឯកតា ផ្សារទំនើប និងតំបន់បៃតង។

ខ្ពង់រាបទី ២ គ្រប់ដណ្តប់លើផ្ទៃដី ៤៧៥ ហិកតា នៃរយៈកម្ពស់ ៩៤០ ម៉ែត្រ នៅជាប់នឹងខ្ពង់រាបទី ១ ដែលនឹងស្ថាបនាផ្ទះវីឡាចំនួន ២ ពាន់ខ្ពង់តំបន់លំនៅស្ថានមជ្ឈមណ្ឌលពាណិជ្ជកម្ម និងតំបន់សួនច្បារ។ ខ្ពង់រាបទី ៣ ដែលស្ថិតនៅចង្កេះភ្នំ គ្រប់ដណ្តប់លើផ្ទៃដី ១,៨ ពាន់ហិកតា និងមានប្រហែល ៣ ពាន់វីឡា អាជីវកម្មដែលមាន ៥៦៤ ឯកតា មជ្ឈមណ្ឌលពាណិជ្ជកម្ម និងសេវាកម្មទេសចរណ៍ផ្សេងៗទៀត។

ក្រុមហ៊ុនកំពុងអភិវឌ្ឍប្លង់មេមួយទៀតសម្រាប់ទីលានវាយកូនហ្គោលដែលមាន ១៨ ទ្វារមួយនៅលើផ្ទៃដី ៧០០ ហិកតាជាប់នឹងចង្កេះភ្នំ ជាមួយនឹងផែនការពង្រីកឱ្យដល់ទំហំ ៣៦ ទ្វារ។

នៅរយៈពេល២ ឬ៣ ឆ្នាំខាងមុខនេះ ក្រុមហ៊ុននឹងបើកដំណើរការសេវាកម្មកន្ត្រកខ្សែកាបដែលអាចដឹកជញ្ជូនភ្ញៀវពីជើងភ្នំមកកាន់ខ្ពង់រាបទី ១ ផងដែរ។ ក្រុមហ៊ុនមិនអាចចាប់ផ្តើមបើកដំណើរការសេវាកម្មនេះភ្លាមៗបានដោយសារបរិមាណភ្ញៀវនៅមានតិចតួចនៅឡើយ នៅពេលដែលការវិនិយោគមានតម្លៃថ្លៃ។

ជាសរុប ក្រុមហ៊ុនបានកំណត់ផែនការអភិវឌ្ឍន៍នានាលើរមណីយដ្ឋាននេះ ក្នុងទំហំប្រមាណជា ៦ ពាន់ ហិកតាក្នុងចំណោមផ្ទៃដី ១៤០ ពាន់ ហិកតានៃឧទ្យានជាតិនេះទាំងមូល ជាមួយនឹងផែនការអភិវឌ្ឍបន្ថែមទៀតនាពេលអនាគត។

«មានផែនការជាច្រើនទៀតនឹងកើតឡើង





Plateau - 1

គ្រោះថ្នាក់នានា។ ក្រុមហ៊ុនក៏បានសិក្សាពីឥទ្ធិពលនៃកម្លាំងខ្យល់មកលើអគារផងដែរមុននឹងសាងសង់។

លោក ចេង ខេង នាយកគ្រប់គ្រងនៃក្រុមហ៊ុនអចលនទ្រព្យCPLបានមានប្រសាសន៍ថា គម្រោងរមណីយដ្ឋានបូកគោស្ថិតនៅទីតាំងមួយដែលទាក់ទាញភ្ញៀវទេសចរណ៍ជាច្រើនដែលចង់មកទស្សនាបរិយាកាសធម្មជាតិ និងខ្យល់ត្រជាក់បរិសុទ្ធនៅលើតំបន់ភ្នំ។

«បើទោះបីជាការវិនិយោគមានទំហំទឹកប្រាក់ធំសម្បើម តែគម្រោងនេះស្ថិតនៅតំបន់មួយដែលកកកុញទៅដោយភ្ញៀវទេសចរណ៍។» លោកបានប្រាប់ភ្នំពេញប៉ុស្តិ៍នៅឆ្នាំ២០១២។ «ប៉ុន្តែទីផ្សារអចលនទ្រព្យនៅកម្ពុជាមិនទាន់ធំទូលាយដូចនៅប្រទេសអភិវឌ្ឍន៍នានានៅឡើយទេ ដូច្នេះយើងមិនអាចផ្ដោតតែអតិថិជនក្នុងស្រុកនោះទេ ប៉ុន្តែក៏ត្រូវមើលពីតម្រូវការមកពីអតិថិជនបរទេសផងដែរ។»

**បញ្ហាបរិស្ថាន**

កង្វល់ពីបរិស្ថានមកលើសួនឧទ្យានជាតិ នេះតែងត្រូវបានលើកឡើងជាដដែលៗ។ លោក Tony Whitten នាយកគ្រប់គ្រងប្រចាំតំបន់



នៅពេលណាដែលយើងអាចគិតឃើញគំនិតថ្មីៗបន្ថែមទៀត។»លោកវុឌ្ឍីបានថ្លែងបែបនេះ។ «ប៉ុន្តែប្លង់មេគម្រោងតែជាគំនិតតែប៉ុណ្ណោះ តថភាពនៃការអភិវឌ្ឍន៍ប្រហែលជាត្រូវការកែតម្រូវមួយចំនួន អាស្រ័យលើស្ថានភាពភូមិសាស្ត្រ និងស្ថានភាពជាក់ស្តែង។»

សម្រាប់រយៈពេលយូរ ក្រុមអ្នកអភិវឌ្ឍន៍គម្រោងនេះមិនទាន់ដឹងនៅឡើយទេថានៅពេលណាទើបការសាងសង់អាចបញ្ចប់ ហើយរមណីយដ្ឋានអាចបើកសម្ពោធជាផ្លូវការបាន។ «យើងមិនអាចនិយាយបានថា វានឹងបញ្ចប់នៅរយៈពេល ២០ ឬ៣០ឆ្នាំទៀតនោះទេ ប៉ុន្តែវានឹងក្លាយជាការអភិវឌ្ឍន៍ដែលបន្តពីជំនាន់មួយទៅជំនាន់មួយទៀត ដោយសារតែមានទីតាំងជាច្រើនត្រូវអភិវឌ្ឍ។»

ដោយសារតែគម្រោងនេះត្រូវបានស្ថាបនា

លើខ្ពង់រាបដែលមានកម្ពស់លើសពី១ គីឡូម៉ែត្រពីកម្រិតទឹកសមុទ្រ ការសាងសង់មានភាពលំបាកខ្លាំង ជាពិសេសពាក់ព័ន្ធនឹងការដឹកជញ្ជូនសម្ភារសំណង់ឡើងមកលើភ្នំ នៅពេលដែលតម្លៃពលកម្មក៏ថ្លៃ។ អាកាសធាតុសើមក៏ជាឧបសគ្គមួយទៀតដែរ ពីព្រោះតំបន់នោះត្រូវបានគ្រប់ដណ្តប់ដោយទឹកភ្លៀងលើសពី៦ ខែក្នុងមួយឆ្នាំដែលមានន័យថា កម្មករអាចធ្វើការបានប្រហែល ៦០ភាគរយជារៀងរាល់ថ្ងៃប៉ុណ្ណោះ។

ដោយសារតែវាខ្ពស់ស្រាប់ទៅហើយក្រុមហ៊ុនបានកម្រិតកម្ពស់អតិបរមារបស់សំណង់មកនៅត្រឹមជាង ១០ជាន់ប៉ុណ្ណោះ នៅពេលដែលសំណង់ភាគច្រើនគឺមានកម្ពស់ក្រោម ៥ជាន់។ អគារដែលខ្ពស់ៗតែងតែត្រូវស្ថាបនាឆ្ងាយពីមាត់ជ្រោះដើម្បីជៀសវាងការបាក់ដី ឬ



អាស៊ីប៉ាស៊ីហ្វិកនៃអង្គការ Fauna & Flora International បានបញ្ជាក់ពីក្តីបារម្ភលើបរិស្ថានអំពីការគម្រាមកំហែងនានាពីការផ្តល់សម្បទានសេដ្ឋកិច្ចនៅទីនោះ។ អង្គការដែលមានទិស្នាក់ការធំនៅប្រទេសអង់គ្លេសនេះបានចងក្រង និងចែកចាយព័ត៌មានផ្សេងៗទៅកាន់ក្រុមហ៊ុនអភិវឌ្ឍន៍គម្រោងនេះ និងរាជរដ្ឋាភិបាលអំពីបញ្ហាទាំងនេះផងដែរ។

« ទាក់ទិននឹងសារៈសំខាន់នៃស្ថានភាពអេកូឡូស៊ីនៃតំបន់នេះ ក្រុមរបស់យើងបានពិភាក្សាជាមួយនឹងពួកគេអំពីជម្រើសមួយចំនួនដើម្បីកាត់បន្ថយ និងបញ្ចៀសផលប៉ះពាល់ដល់បរិស្ថានពិតប្រាកដនេះ។» លោកបានប្រាប់កាសែតភ្នំពេញប៉ុស្តិ៍កាលពីឆ្នាំ២០១២។

ឆ្លើយតបនឹងកង្វល់ទាំងនេះអតីតនាយកប្រតិបត្តិនៃមណីយដ្ឋាននេះ លោក ឆិន បាណាល់ បានលើកឡើងថាការអភិវឌ្ឍន៍គម្រោងនេះគឺមានលក្ខណៈជាការស្តារឡើងវិញច្រើនជាងការលុកលុយលើតំបន់នេះ។

« តំបន់នេះបានធ្លាក់ទៅក្នុងភាពទ្រុឌទ្រោមយូរមកហើយ ហើយយើងកំពុងខិតខំស្តារវិស័យទេសចរណ៍នៅតំបន់នេះឡើងវិញ ដោយបង្កភាពងាយស្រួលក្នុងការធ្វើដំណើរមកកាន់រតនៈ

សម្បត្តិធម្មជាតិមួយនេះ តាមរយៈការវិនិយោគលើការពង្រីកផ្លូវ និងការស្តារហេដ្ឋារចនាសម្ព័ន្ធផ្សេងៗដើម្បីកសាងទីក្រុងអាកាស និងតំបន់ប្រវត្តិសាស្ត្រនានានៅទីនេះឡើងវិញ។» លោកបាណាល់ បានថ្លែងយ៉ាងដូច្នោះ។

លោកបានបន្តថា ក្រុមហ៊ុនក៏មិនបានរងការប្រឆាំងពីភាគីគាំពារបរិស្ថានណាមួយដែរ ដោយសារតែក្រុមហ៊ុនបានព្យាយាមទៅពិភាក្សាជាមួយក្រុមអភិរក្សបរិស្ថានទាំងឡាយ ដើម្បីទាក់ទាញពួកគេឱ្យចូលរួមក្នុងការអភិរក្ស។

លោក Brabsche បានប្រាប់ថាក្រុមហ៊ុនអភិវឌ្ឍន៍ក៏បានដាក់ចុងសម្រាមរាប់ពាន់នៅតាមផ្លូវឡើងភ្នំរួមជាមួយនឹងបុគ្គលិកសន្តិសុខជាច្រើនដើម្បីធានាថាអ្នកទេសចរមិនចោលសម្រាមគ្មានសណ្តាប់ធ្នាប់។ គាត់ទទួលបានការអភិវឌ្ឍន៍នេះនឹងធានាថាបរិស្ថានក្នុងតំបន់នឹងមិនរងផលប៉ះពាល់នោះទេ។

លោក ស្វាយ វុឌ្ឍី បាននិយាយថាការអភិវឌ្ឍន៍នេះគឺមិនគ្របដណ្តប់លើផ្ទៃដីស្ទើរខ្សោយជាតិទាំងមូលនោះទេ ដោយបច្ចុប្បន្ននេះមានតែផ្ទៃដីប្រមាណជាង ៦ ពាន់ហិកតាប៉ុណ្ណោះនៃផ្ទៃដីសរុប ១៤០ ពាន់ហិកតាត្រូវបានរួមបញ្ចូល

ក្នុងផែនការអភិវឌ្ឍន៍។

« តំបន់ធម្មជាតិ តំបន់អភិរក្ស និងទីតាំងដែលមិនអាចអភិវឌ្ឍន៍បាននឹងត្រូវអភិរក្ស។» លោកបានបញ្ជាក់បែបនេះ។ « ប្រសិនបើយើងឈ្នួសឆាយ តំបន់ដែលបញ្ជាក់ថា ជាតំបន់អភិរក្សទាំងឡាយនោះ ភ្នំបូកគោនឹងមិនមែនជាមណីយដ្ឋានធម្មជាតិដែលមានតម្លៃពិសេសទាក់ទាញភ្ញៀវទេសចរណ៍ទៀតនោះទេ។»

« រាល់ការអភិវឌ្ឍន៍មិនអាចជៀសផុតពីការប៉ះពាល់នោះទេ ប៉ុន្តែយើងក៏ព្យាយាមឱ្យអស់ពីសមត្ថភាពរបស់យើង ដើម្បីកាត់បន្ថយផលប៉ះពាល់ជាអតិបរមានៃផងដែរ។ យើងមិនចង់ច្រៀកភ្នំដែលពោរពេញទៅដោយថ្មដើម្បីស្ថាបនាផ្លូវនោះទេ ដោយសារតែវាលំបាក និងចំណាយថវិកាច្រើន ប៉ុន្តែប្រសិនបើយើងមិនធ្វើយើងក៏មិនអាចទទួលបានផ្លូវទំនើបដូចបច្ចុប្បន្ននោះដែរ។» លោកនិយាយបែបនេះ « ប៉ុន្តែយើងក៏បានដាំដើមឈើជាងមួយលានដើមនៅតាមផ្លូវឡើងភ្នំផងដែរ។» លោកបានបន្តថាក្រុមហ៊ុនក៏បានសិក្សា និងចងក្រងជារបាយការណ៍វាយតម្លៃពិផលប៉ះពាល់បរិស្ថាន (EIA) ដែលត្រូវបានទទួលស្គាល់ពីក្រសួងដែលពាក់ព័ន្ធផងដែរ។»





# COMIN KHMERE, A KINGDOM'S PRIDE

Founded more than two decades ago in Cambodia, Comin Khmere is the only well-known Cambodia-based firm offering engineering solutions that has spread to foreign markets.

**E**stablished in the Kingdom in 1992, Comin Khmere is part of Comin Asia Group – an international engineering solutions provider operating in the Mekong region. Its projects cover the spectrum of industry sectors including infrastructure development, industrial facilities and construction.

Following its vision to become the leading engineering solutions provider across Southeast Asia, after its Cambodia founding, Comin Asia opened Comin Vietnam in Vietnam in 1998, Comin Thai in 2006, Comin Laos in 2012 and, most recently, Comin Myanmar in 2013.

Its five-country network has a total of 10 offices: Phnom Penh, Siem Reap, Bangkok, Amata Nakorn, Koh Samui, Phuket, Hanoi, Ho Chi Minh City, Vientiane and Yangon. The companies has over 1,500 employees and its 2012 group sales volume was recorded at US\$76 million. Since 2003, annual growth has measured over 30 percent as the region experiences rapid development.



In 2011, Comin Asia joined the RMA Group, headquartered in Bangkok. RMA is the main shareholder and specializes in power generation, transport, communications and heavy equipment.

In Cambodia, Comin Asia operates as Comin Khmere. While the entities in Vietnam and Thailand are fully independent, Comin Khmere does support the new branches in Laos and Myanmar, according to Denis Astgen, Comin Khmere country director.

A bit of history: Comin Asia was

originally founded in Cambodia in 1960 as a branch of a Danish conglomerate. At the time, the company was involved in diverse activities such as automotive parts, garments, milk powder production, among others. The establishment was dissolved in 1975 due to the takeover of the country by the Khmer Rouge. Astgen, says the company's focus on the Mekong region has strong historical roots.

The booming construction market of Myanmar, where Comin Khmere



Mr. Denis Astgen, Comin Khmere Country Director

overseas group operations, is very dynamic says Denis Astgen with many impressive construction projects.

After established Comin Myanmar, Comin Asia is providing mechanical, electrical and plumbing (MEP) works, engineering and maintenance services as it does in the Cambodian market. The company is working on mainly retail and residential projects and many Cambodian experts have been sent to Laos and Myanmar to oversee operations there.

“Our activities there started in a very promising way in 2013 and we have big ambitions for the coming years,” he said.

As ASEAN economic integration approaches, the director agrees that competition among engineering firms is increasing in the Mekong region as the number of large contracting and engineering companies grows.

“However, our activity has been continuously increasing over the past few years,” he said, adding that “we decided to focus on high-standards project requiring innovative solutions

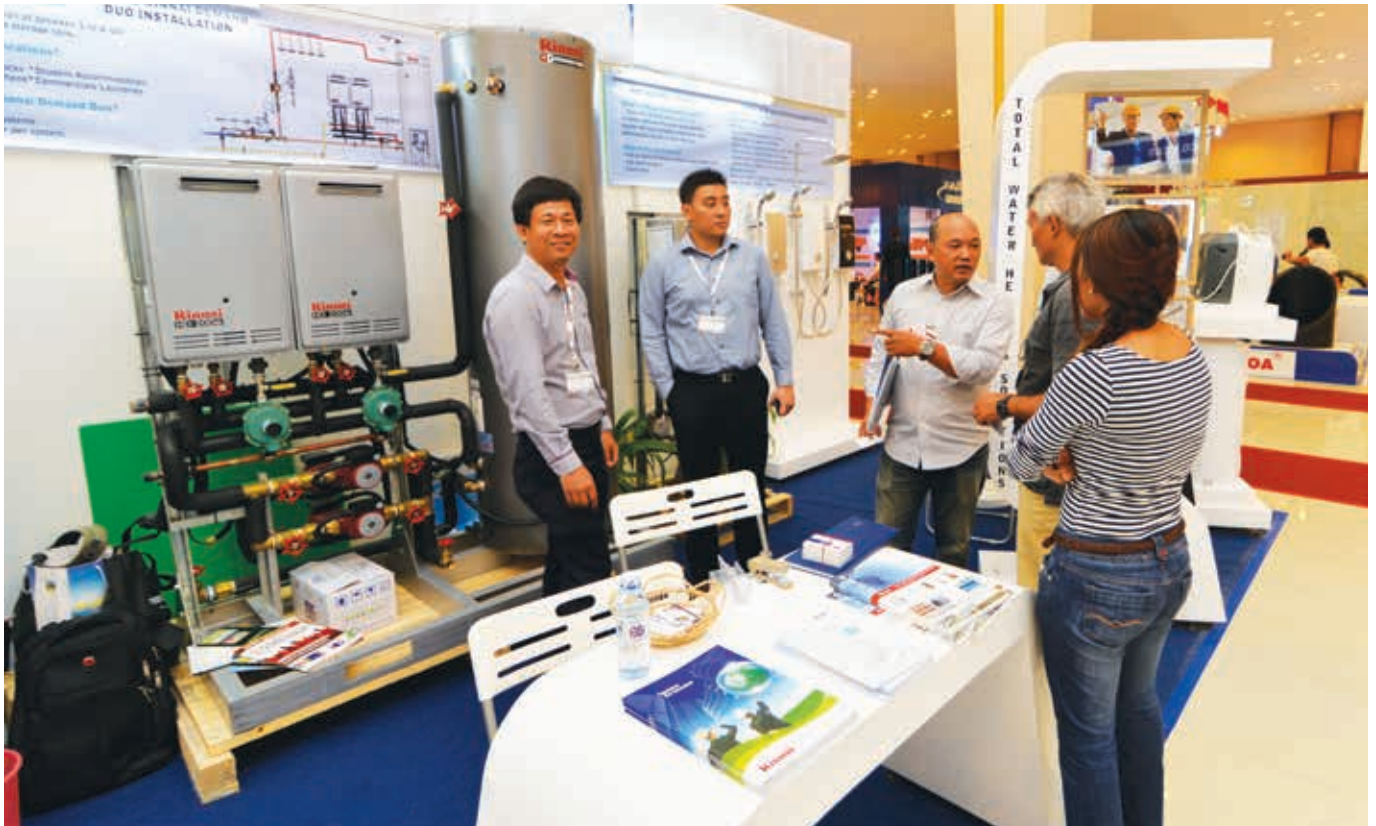
and quality equipment and for which the number of competitors having the right skills and capacity is limited.”

Unlike some other businesses, Comin Khmere sees ASEAN’s 2015 integration as a positive development that will enable the company to strengthen its regional business and increase synergies between its subsidiaries.

“We indeed have different capacities throughout the countries in which we operate and integration will mean sharing these across the group more easily and thus, increasing our competitive advantages,” he said. “Moreover, it will ease import procedures and lower import duties which we can only welcome.” ■



# SUSTAINABLE, INEXPENSIVE WATER HEATING SOLUTIONS



**S**ustainable solutions in a wide variety of areas are gaining traction the world over. They save on money and are easier on the environment. Builders in Cambodia should consider sustainability when it comes to water heaters. One company offering such products is Rinnai.

In Cambodia, many commercial buildings and industrial plants heat their water as they have done for years, using electric heat pumps, boilers, electric storage water heaters, or electric instantaneous water heaters, among others.

But these kinds of heaters, according to Elida Kimsrun, managing partner at Camcona Building Material Supplies (BMS), end up being no bargain due to their big investment costs, high energy bills and frequent maintenance.

Realizing the absence of sustainable water heating solutions in the market, Camcona signed a deal to be the exclusive distributor of Rinnai energy-efficient gas-fuelled water heating systems. Rinnai, from Japan, is a leading name in water heaters. The Rinnai water heating system is a simplified compact water heater along with a

water tank fueled by gas instead of electricity.

Rinnai follows an environmentally friendly heating approach, which leads to real benefits for users of its systems, said Kimsrun.

Many of its products are now available in Cambodia for residential, commercial and industrial projects and score well when it comes to safety, convenience, size and ongoing running costs.

Rinnai customers will notice a big benefit right away: the investment cost.



# Rinnai



In a 50-room hotel, installing a single electric storage water heater unit in each room is expensive, Kimsrun said. But a single Rinnai Demand Duo System with a gas water heater and a 250-liter tank is enough to supply hot water to 50 rooms, and it costs less. “With this centralized gas-fuelled system, an owner can save on initial investment costs such as connection fees with *Électricité du Cambodge* (EDC).”

Further, such a system saves on running costs because it uses gas. Gas tariffs are at US\$0.09/kwh, far below the US\$0.21/kwh that electricity costs.

A hotel with 50 rooms and kitchen at 100 percent occupancy with a per-room rate of 1.5 people, an estimated shower water-flow rate of 8L/min and estimated shower duration of seven minutes might cost owners only US\$424 per month with a centralized gas water heater. The monthly expense would rise to US\$841 if they used electric storage water heaters, according to Kimsrun.

Rinnai water heating systems provide fast recovery rates and a continuous hot water supply. With the instantaneous hot water production from a single

Rinnai gas water heater at 26 liters per minutes or 1,560 liters per hour, it can ensure unlimited hot water supply on demand.

For commercial buildings like hotels and condos, Rinnai’s gas water heating systems save on space and require a very small footprint compared to heat pumps or boilers.

Rinnai’s systems allow for future expansion as they are easy to modify by adding extra gas heaters if a more hot water capacity is required.

While electric storage water heaters and electric instantaneous water heaters are popular in Cambodia, Camcona reports it is attracting more customers from hotels, apartments, hospitals and sport clubs in Phnom Penh and Siem Reap.

While there are now six firms currently supplying about 10 water heating brands in Cambodia, most of which are electric water heaters, Kimsrun says, Rinnai’s popularity is rising because of its good global reputation ■



# THE NEW MOSCOW CITY SET FOR 2017

Moscow City, a luxury commercial and residential development under construction and set on 10,000 square meters west of the Khmer-Soviet Friendship Hospital in Phnom Penh, is set to open in 2017, targeting middle-class families.



**O**n Road 271, the new development will feature 11 two-story shop houses, a six-story department store, and over 300 condominium units from the 7th floor (over the store) to the 21st floor. The rooftop will feature a swimming pool and two basement levels with be dedicated to parking.

The local firm behind Moscow City, Meanchey International Investment, wants to capitalize on the Kingdom's fast-growing real-estate sector, says Teav Chheang Heng, the company's chief of sales. The firm has a dozen other property projects in Cambodia such as flats, villas and condominiums.

The developer will sell the shop houses at Moscow City for between US\$200,000 to over US\$700,000. Firmly targeting the city's growing middle class, condos will run from US\$50,000 to over US\$100,000, with sizes ranging between 48 and 100 square meters.

The retail spaces in the department store development will also be sold for between US\$20,000 and US\$36,000, and the size runs from 5.4 square meters up. Purchasers of retail units and condos will likely be able to take out loans from the Bank of Investment and Development of Cambodia (BIDC).

Heng says his condo properties are cheaper than other projects of the same size, with units on the lowest floor going for US\$60,000 while up to the seventh floor, the per-unit prices can surpass US\$70,000. While other developments increase a condo's price around US\$1,000 per floor, Meanchey adds US\$500 per story.

Two months after the groundbreaking, the company already has a sales center on site. Heng says the company has noticed more interest from people from other Asian countries than from Cambodians. He reports that about 10 percent of the properties have been sold.

All Moscow City properties are sold as freehold ownerships without any limitation terms.

Heng agrees that the condominium market is currently oversupplied, but says he's not worried. The project location, sales center and promotional activities, as well as the construction quality and design will ensure the project's success.

In a departure from practices of other projects, both the master plan designer and builders have been brought in from abroad and a majority of the workers are foreigners.

"What really matters to us is construction quality," he said.

When the property opens, Meanchey plans on managing it itself. Construction officially kicked off early November 2013, and the developer will need 40 months for completion. Heng declined to reveal the project's total capital investment.

For Nguon Chhayleang, executive director of Angkor 21, a local real estate agency, Moscow City is good for the market as well as the people living in the area because currently, in terms of shopping, Sovanna Shopping Center is the only option, although the local population continues to rise. "The project will be an excellent addition to the list of amenities that people are looking for," he said.

Chhayleang added that the condos' and shop houses' affordability for both the lower-end and middle-class segment is a good strategy.

"It could possibly attract a lot of people to the project," he said ■

# KEEPING COOL BY REFLECTING THE HEAT



According to Tashen Green Tech Co. Ltd., a provider of reflective insulation materials, buildings gain heat in three ways. Radiation – the transfer of heat in the form of electromagnetic waves from the sun, conduction – the transfer of heat through solid material, and convection – the transfer of heat by moving air.

All this heat transfer can cost building operators in Cambodia a lot. They're often hit with big energy bills from running air conditioners and fans. That's where Tashen Green Tech, a Chinese firm offering products that use thermal reflective insulation technology originally developed for NASA's Apollo missions, steps in. Tashen has now introduced its reflective insulation blanket to the Cambodian market.

Tashen's reflective insulation blanket is made of aluminum foil, which reflects up to 97 percent of the radiated heat away from a building. Once the heat is reflected, the interior stays cooler, resulting in less work for AC units and other cooling devices.

In addition, reflective insulation blankets can be used in a variety of situations where thermal insulation and temperature maintenance is necessary, such as on car roofs, around livestock shelters and container units.

Vicky Chen, executive assistant at Tashen, which began operations in Cambodia in 2013, said that when a metal building installs its insulation blanket, tests have shown that interior temperatures can drop by 10 degrees or more. "One must bear in mind that the temperature decrease after insulation will vary in each individual case due to weather and environmental factors," she added.

While several insulation products are available in Cambodia, mainly imported from neighboring countries like Vietnam, Chen says Tashen is unique in that it puts a priority on educating about heat transmission and the strengths and weaknesses of different kinds of insulation materials. Then people are better able to choose what is best for them.

"We are here to provide information

about insulation and compare the differences between materials," she said. "Our aim is to solve customers' insulation needs, help them to reduce the need for air conditioning to save more money, and to enjoy a better living environment."

Taking into consideration the booming construction industry and jump in foreign investment in Cambodia, Chen believes the market here is ready for insulation materials like Tashen offers. "Cambodia is warm to hot throughout the year, so the need for insulation exists," she said. "We believe there's plenty of opportunity for expansion here." ■





SANG  
SAA  
ISLAND



# SANG SAA ISLAND FOLLOWS 'SALE-LEASEBACK' STRATEGY

**S**ang Saa or "Sweethearts" Island is famous for its luxury tourist offering just off the coast from Sihanoukville. But less well known is its strategic business model.

Situated on two pristine islands in the Koh Rong Archipelago – Koh Ouen and Koh Bong – Sang Saa Private Island Resort features 27 luxury villas developed by Brocon Investment Co., Ltd., an Australian property development company.

Brocon, which has also developed over 25 French colonial apartments in Phnom Penh, pioneered the leasehold ownership model in Cambodia, allowing foreigners to purchase Cambodian property for the first time with the sale of villas on Song Saa Private Island. The company then leases the villas back from investors and rent them to tourists with investors and the developer sharing the profits.

The lease agreement allows the company to sub-lease plots of land and individual buildings to investors under the same terms as the lease agreement. The sub-lease is also fully transferable, allowing investors to take full advantage of any capital appreciation.

"The sale-and-leaseback model with this type of development is fairly common in countries such as Thailand and the Maldives," says Edward Gibbons, investor relations manager at Song Saa Private Island, the property management firm set up out of the investor-de-

veloper resort management agreement. "The development was built with no debt, so selling the villas was a good way to release some capital back into the project,"

Brocon began developing the islands in 2008 with a US\$22 million investment after receiving a 99-year lease agreement from the government. Sales of the villas began in 2012, with prices for each unit starting at US\$600,000. Only a few villas remain unsold.

When an investor buys a villa they sign a 99-year sublease and an agreement that allows the resort to lease the villas to visiting tourists. "The investor owns the villa, but they can use it for 30 days and the rest of the year the resort can use the villas for paying guests," Gibbons says.

For the first five years, the developer guarantees an 8 percent return on the investments, and then begins the revenue split between developers and villa owners.

The gross revenue from the villas is split with 50 percent going to the investor, 10 percent into a reserve fund to cover long-term maintenance and other expenses, and another 40 percent to the resort operator/manager to cover running costs, according to the island's newsletter.

The investors, Gibbons reports, are from all over the world, including Europe, Asia and Australia. Guests are large-

ly from Britain, other European countries, and the US. But the resort has noticed increasing numbers of guests from Asian markets such as Hong Kong, Korea and Singapore.

There is currently no further property development on these islands, although Gibbons says future development is still possible.

Kim Heang, general manager of Khmer Real Estate, says the sale-leaseback strategy is used widely in the world, especially in situations where developers found it difficult to sell their property. This strategy has enabled them to attract interested buyers.

"Based on the interest rate and capital turnover, the client may decide to buy the property then lease it back to the developer," he said.

While Heang finds the model a good one, he sees some disadvantages. "What would happen if the developer sold all the property then left without leasing the property back at a price agreed on with the buyer?" he asks.

This sale-leaseback strategy, according to this realtor, has been used in Cambodia since early 2007 by projects like BS Holiday Villa & Condominium in Sihanoukville, Mekong View Tower Condominiums at Chroy Changva, and Camko City ■



# A NEW KIND OF SHOPPING EXPERIENCE



Construction on the Aeon Mall Phnom Penh kicked off in early December 2012, and the shopping mall is expected to open its doors this June. A project of the Japanese retail operator Aeon, the new mall will be the largest retail market in Cambodia, where both local and foreign consumer goods will be on offer.

Mr. Makoto Yajima, Managing Director of Aeon Mall (Cambodia) Co. Ltd.

The center's floor plan is being redesigned, which has increased the necessary investment capital to slightly more than the initial investment of US\$205 million. The mall's presence also reflects foreign investor confidence in fast-growing Cambodia, especially in the capital Phnom Penh. With a population, according to a recent study, of over 1.6 million, the city is expected to continue to grow and its expat population jump significantly after the planned ASEAN regional integration set for 2015.

Makoto Yajima is the managing director of Aeon Mall (Cambodia) Co. Ltd. Construction & Property Magazine put a few questions to this Japanese native about how the mall will change the shopping experience in the Kingdom.

**Q1. In coming to Cambodia, you must feel that purchasing power in Cambodia is strong enough to support a mall such as yours. How long has that been the case?**

For more than 20 years, the Aeon Group, the parent company of Aeon Mall, has built a close relationship with Cambodia through assistance such as donations and help in constructing schools and other social contributions in Cambodia. We have talked about opening a mall here for a long time and have studied Cambodia's economy closely. In 2011, after a market survey, we thought that now was the right time to bring the mall here due to the Kingdom's growing economy coupled with people's growing incomes, mainly in Phnom Penh. Cambodia has a young population as opposed to Japan. That means Cambodia has a lot of future retail potential.

**Q2. What kind of customers are you targeting?**

Aeon's targeted customers in Cambodia are those from the middle class up with an average income of more than US\$5,000 per year, now about 80 percent of the city's population. It is very encouraging to know that the number of these middle-class citizens is increasing annually because of start-up businesses and a thriving industry that creates jobs. We have also noticed that working married adults are earning well, and they are our potential customers.

**Q3. How will Aeon Mall be different than ones that currently exist in Cambodia? Do you think Cambodians are ready for this kind of shopping experiences?**

Aeon Mall is completely different from local markets. The quality and the variety of the products in our mall are totally different as is the overall style. Malls in Cambodia generally retain traditional market characteristics; it is just like bringing the goods from the traditional market to sell in a bigger and brighter place. The centers aren't like malls in more developed countries. Another difference is the service quality. Unlike in many local malls where sellers are unprofessional, and they cook food, eat and sleep in the shop or even bring their children to play around, in Aeon Mall the service is professional. We don't allow personal

issues to take priority over fulfilling customers' needs. For Cambodians, both sellers and customers feel such things are normal, but for an international-standard mall, such things won't be permitted. I don't mean to criticize this nation's shopping mall style, but I just want to bring a new experience to the country. Japan used to be similar to Cambodia in terms of markets, but as modernization came, the shopping experience was upgraded. We believe Cambodians are ready to accept the change. We don't mean they will get used to it overnight, but we want them to get used to it gradually. It might feel strange for some at first, but it is easy to accept.

**Q4. Can you give us examples of international retailers who will be there? What is the split between local and international retailers?**

I can't disclose those brands for now, but I can tell that there are the split of about 1/3 Japanese brands, 1/3 Cambodian brands and another 1/3 which are international brands. This rule applies to all Aeon Malls, including those in Japan. International brands such as those along Sihanouk Blvd. and coffee shops located in BKK 1 will open branches in Aeon Mall as well. Regarding general merchandise stores (GMS), they will dominate a large space of about 18,000 square meters and offer various goods and eating outlets of local and international brands that are

operated by Aeon Co., the core part of the Aeon Group that manages the general merchandising business.

**Q5. How much of the space have you rented out to retailers in the mall now under construction? How full do you think the mall will be on opening day?**

There is a total floor area of over 100,000 square meters, and there are around 180 tenants, an increase from our original plan of 150 tenants. The smallest tenants can be in spaces measuring from 20 to 30 square meters while large tenants' stores might stretch over 100 square meters. I can't tell how much of the leasing price per square meter is because it depends on different factors, and rates vary depend on the rental size, the type of goods and location. As the mall's construction progress is over 70 percent complete now, almost 100 percent of the retail space has been booked. To our plan, we are trying to officially open the market in June 2014 and expect all the tenants will be fully operational.

**Q6. Aeon plans to build several other retail centers in the Phnom Penh suburbs. When will they open? Why are you confident that the country is ready for a number of new retail centers?**

We haven't set a schedule about when the next market will be built yet as we need to observe the first project, but it won't be long. If the first project





succeeds, we may build another one very soon. Initially, we may enlarge the existing mall, and our next projects here can be a similar size to this one or even bigger. We will kick off our later projects only when we see there is enough demand to sustain the business. However, there are other market operators arriving in Cambodia, which is a challenge for us.

**Q7. Do your retail centers have particularly Japanese characteristics or are they similar to malls we see in the West or in Bangkok?**

It is definitely the particular style of Aeon. Every Aeon Mall has the same architectural style which comes from mall designs in Japan, including the way tenants are arranged. We design the mall floor plan by locating big tenants at the edges and putting smaller tenants in the middle. All the malls we build are low-rise structures if compared to other markets. Aeon Mall Cambodia has from five to three floors. The mall will open from 9 am to 10 pm in its first stage, with operating hours extending possible in the future. But tenants like supermarkets and restaurants inside the mall may open or close early as well.

**Q8. Have you brought over your own builders to construct the facility or are local firms involved? How has it been accessing the construction materials and work force you need here?**

The main constructor is GS Engineering & Construction from South Korea, but there are Cambodian sub-constructors. The majority of the construction materials are imported, and few materials are domestically sourced. Most construction workers are Cambodians, and a few are Vietnamese.

**Q9. Any plans to expand to other urban areas in Cambodia?**

In the meantime, the company doesn't have plans to expand the mall to other urban areas such as Siem Reap or Sihanoukville because there are fewer people living in those areas than in Phnom Penh. Also, the living standards of provincial citizens are still far lower than in Phnom Penh.

**Q10. What if local supermarkets or small shopping centers offer goods that are more inexpensive than those on sale at Aeon Mall?**





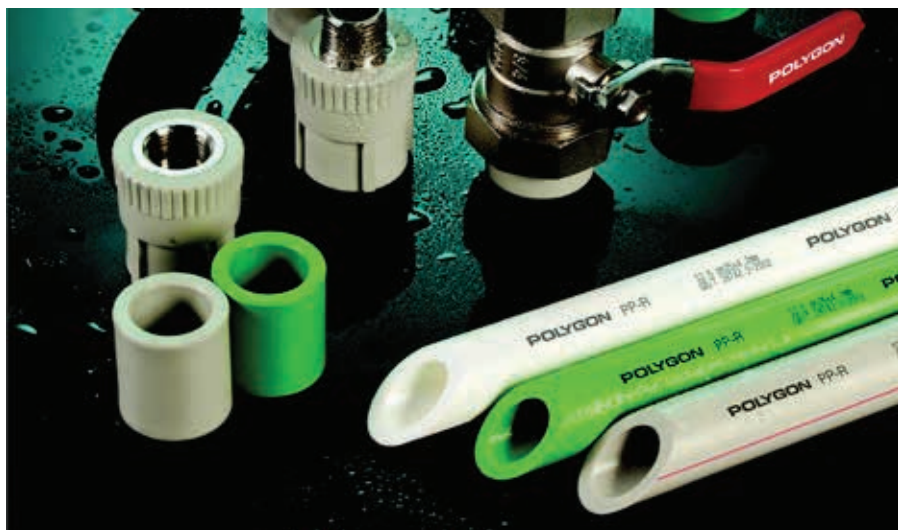
We don't worry about price competition with other retailers. There are many customers, and they can buy products wherever they want. What's special about Aeon Mall is that products are sold here which can't be found at other shops. After Aeon Mall opens, sales volumes at shops surrounding the mall will increase as well. We don't intend to gather all the buyers or steal customers from nearby shops, what we really want is to prosper together. We agree that there must be competition with existing and new markets, but we will utilize our unique style to succeed. We value customers, but we also value the tenants who are our partners as well.

**Q11. Aeon Mall arrives in Cambodia along with the Aeon Company and Aeon Micro-finance. Can you say a bit about your overall strategic plans for the kingdom?**

Aeon Group manages more than 100 businesses, and only three businesses have arrived in Cambodia. I can say that there will be many more businesses soon in Cambodia, especially those related to products and services. Aeon would like to introduce more Japanese goods and services to people living in the Kingdom ■

# THE PIPES MATTER

Plastic pipes are widely used in Cambodia to supply both hot and cold water. But choosing the right pipes is important, according to a leading pipe supplier in the Kingdom. They should be friendly to users' health and the environment and help reduce overall utility costs.



anyway, is strong and durable which is the leading choice of modern Mechanical and Electrical (M&E) contractors for hot water piping system in all kinds of residential and commercial buildings.

PP-R pipe PN20 now is used to replace Pex-Al-Pex pipe and copper pipe because PP-R pipe is convenient, reliable installation, heat preservation, energy saving, resistant to high temperature, pressure, sound insulation and good price, Seyha compares.

Besides above potential advantages,

### Hot Water Piping System "PP-R Pipe vs Pex-Al-Pex Pipe and Copper Pipe"

**M**any users may not realize the advantages of PP-R pipe (Polypropylene Random Copolymer Plastic pipe). What are the good properties of PP-R pipe? What are the application that PP-R Pipe can be applied to?

In contrast PVC Pipe (Polyvinyl Chloride Plastic Pipe) is commonly used for many applications including portable water piping network in residential buildings, restaurants or housing kitchens. Users may not realize that using PVC pipe is

not hygienic for their health after years of uses, according to Peng Seyha, Sales Manager of TEM Trading Co., Ltd, a leading high-quality pipe distributor in Cambodia.

"Users could test by themselves by sketching the inside area of PVC pipe after demolishing old building, then they will find out lots of PVC tiny particles that can go through the drinking water or cooking water that may harm their health year by year," he said.

Beside ensuring health safety, PP-R Pipe



POLYGON PP-R PIPE

VS



PEX-AL-PEX PIPE



COPPER PIPE

### Cold Water Piping System "PP-R Pipe vs PVC Pipe"



POLYGON PP-R PIPE

VS



PVC PIPE

“Polygon PP-R pipe” that TEM Trading Co., Ltd distributes in Cambodia is superior to many other types. While it doesn't leach chemicals and results in lower energy costs and reduce environment impact, it has a longer life than lower-quality products in the market.

PP-R pipe is produced by AKAN International Group (Headquartered in Germany) which has specialized in the research, development, and manufacturing of cleaner, energy- saving and environmentally friendly pipe all around the world since 1995.

It is appropriate for potable water supply, solar heating and cooling system, plumbing system, ship building, and more. “Polygon” brand plastic pipe is exported to many parts of the world, with some of the largest markets being in Europe, America and the Middle East, according to him.

AKAN Enterprise Group (Shanghai) CO., LTD, the joint venture of American Polygon Group & AKAN International Group, is located in Shanghai, the largest commerce center in China. This location provides us abundant labor supplies as well as convenient shipping routes, and as a result, we are able to offer our high quality plastic pipe at the lowest prices to our customers, he said.

TEM Trading Co., Ltd is assigned by AKAN to be authorized dealer in Cambodia since 1999. TEM has set regular trainings for selling staff to equip them with deep product knowledge and great selling skill. Beside good human power, TEM offers good technical support, good service to value customers. As the result TEM has covered over 50% of PP-R market share in Cambodia and has many reference sites that purchased by retailers and contractors, Seyha says.

Some of those interested reference buildings that are equipped with Polygon PP-R pipe are; Shanghai World Financial Center in Shanghai. In Cambodia they are the; Olympia City, Bellevue Luxury Apartment, Hotel De La Paix Siem Reap, Kids City, and Central Mansion ■



World Financial Center in Shanghai, China



Kid City, Phnom Penh



Olympic City, Phnom Penh



Hotel De La Paix, Siem Reap



Bellevue Luxury Apartment, Phnom Penh

Property	Copper Pipe	PVC Pipe	Pex-Al-Pex Pipe	PP-R Pipe
Service Life	50 Years	30 Years	50 Years	50 Years
Resistant to High Pressure	Very Good	Common	Common	Good
Resistant to High Temperature	Good	Bad	Good	Good
Heat Preservation	Bad	Common	Common	Good
Sound Insulation	Bad	Common	Common	Good
Hygienic Property	Common	Bad	Good	Good
Recyclable and no pollution	Yes	No	Yes	Yes
Corrosion Resistant	Bad	Good	Good	Good
Installation	Hard	Easy	Easy	Easy
Price	High	Low	High	Common
<b>Reliability</b>	Common	Common	Common	Good

## CAMBODIA

## CONSTRUCTION INVESTMENT UP, BUT GROWTH SLOWER THAN 2012

The amount of investment capital in the construction sector increased 24 percent in the first nine months of 2013, according to the Ministry of Land Management, Urban Planning and Construction. From January to September, the ministry issued building permissions on 1,242 construction projects, which cost US\$2.27 billion. However, in the same period in 2012, there were 1,357 projects at a cost of US\$1.84 billion – a

growth rate of almost 84 percent over 2011. Many real estate experts believe that investment this year slumped due to the political tension after July's controversial elections. But Sung Bonna of Bunna Realty Group told the *Phnom Penh Post* that while the downturn was real, he was confident that investors would begin coming back in, especially in the lead-up to ASEAN integration in 2015 ■



## PHNOM PENH

## SOKIMEX PLANS 15-STORY HOTEL NEAR ROYAL PALACE

Local conglomerate Sokimex Group announced it will construct a 15-story hotel as well as a supermarket and high-end shops on more than 15,000 square meters of land near the Royal Palace in late 2014. The company had applied for a loan of US\$40 million from a Chinese-based bank to begin the project, but the bank suspended the request because of the political situation in Cambodia following the July 2013 election. Sokimex Chairman Sok Kong said the project would begin as soon as the loan is approved. The hotel and shops will sit on about 10,000 square meters, once the site of a prison, and Sokimex plans to sell the remaining 5,000 square meters, the former location of the Phnom Penh police headquarters, to a Japanese company. UNESCO said a building of such height should not be allowed so close to the Royal Palace ■

## PHNOM PENH

## VENG SRENG TO BE WIDENED TO IMPROVE VITAL TRANSPORT LINK

Veng Sreng Boulevard in western Phnom Penh, which has fallen into increasing disrepair, will be widened and repaved and improve links between the Meanchey and Posenchey districts as well as slightly increase property values, observers say. The 6.5-kilometer road will be expanded to 22 meters wide with a green strip running down the middle and dividing six lanes of traffic. The project is expected to take 14 months to complete and cost US\$10 million. Population growth and increasing traffic has led to severe congestion on the road and it has become a safety hazard, particularly for young people going to and from school and motorcycles. Once the renovation is complete, the traffic artery will be renamed Chorm Chaov Boulevard ■



MYANMAR

**MYANMAR CAPITAL  
FACES HOTEL SHORTAGE**

In preparation for the Southeast Asia (SEA) Games in December, workers in Myanmar's capital Naypyidaw were rushing to construct hotels as quickly as possible as providing accommodation for the sporting event has proven a big headache for the government. While the 27th SEA Games were the biggest sporting event the country had held

in decades, finding a cheap room was impossible. Per-night rates in hotels in Zone 1, with stylish, decorated rooms, ran as high as US\$300 per night. Others hotels in Zones 2 and 3 were not quite finished on time. Naypyidaw, the capital city built from scratch by the junta just a decade ago, is not a tourist destination and lacks a good hotel infrastructure. While several hotels put in rush orders to at least accommodate some guests for the games, they won't be complete until 2014 ■



SINGAPORE

**BUILDER AIMS TO SPEED  
UP CONSTRUCTION IN  
CHINA**

Singapore-based CapitaLand, Southeast Asia's biggest builder, says it will increase the pace of apartment construction in China to boost returns. Jason Leow, chief executive of the company's mainland division, said at a briefing in Shenzhen that development is not happening fast enough given China's rapid urbanization. CapitaLand has sold almost 2,400 homes in China in the first nine months of 2013, up from 2,000 over the same period in 2012. Despite pressure on the Chinese government to tighten lending policies given the widespread increase in housing prices, the Singaporean giant said it wasn't worried since it was "in a very comfortable position financially," said group chief executive Lim Ming Yan. In Singapore, housing prices fell 1.2 percent between September and November, but Lim said he was confident about the city-state's future. "As long as Asia continues to grow, Singapore will be well positioned for growth over the next five, 10, 15 to 20 years," he said ■

LAOS/MYANMAR

**FRIENDSHIP BRIDGE TO BE COMPLETE BY 2015**

A bridge connecting Tarchilaik township in Myanmar and Lwenintha province in Laos is set to be finished in 2015. The bridge, to be almost 700 meters long and 8.5 meters wide, is not 35 percent complete. The stake-driving ceremony was held in February of 2013 and the structure is part of a strategy to bring the two neighbors closer by strengthening trade and transport ties.

During a visit by the Lao president to Myanmar in December, the two sides discussed the bridge as well as promoting tourism and border trade, direct flights, and technical exchanges in the areas of education, forest, agriculture and livestock breeding and fisheries. While the two countries have had diplomatic ties since 1955, trade volumes between them are small compared to regional neighbors ■





## LAOS

## CONSTRUCTION FIRMS BRACE FOR DOWNTURN

Construction firms in Laos are preparing for a downturn in state investment projects as a result of the government's tighter spending plans to avoid debt, the *Vientiane Times* reported. Khanthavong Dalavong, secretary general of the Lao National Chamber of Industry and Commerce, told the paper that construction companies would feel an impact from the tightened spending. He said firms didn't expect to get government contracts for several years. The Lao economy has been expanding rapidly, driven partly by a massive infrastructure development drive, and the construction industry has grown rapidly in tandem. But in early November, the government announced it would halt a popular investment program due to abnormally high contracts largely won without a bidding process. It was mostly large firms that received government contracts, which means smaller firms might be spared some of the pain resulting from the new government direction ■

## VIETNAM

## WORKPLACE ACCIDENTS ON THE RISE

Construction sites are among the least-safe workplaces in Vietnam, besides mines and machine factories, according to the Occupational Safety Department at the Ministry of Labor, War Invalids and Social Affairs. In fact, the number of workplace accidents is on the rise in Vietnam, prompting calls by experts for stricter government supervision to punish employers that disregard safety measures to save money. According to recent statistics by the Occupational Safety Department, there were more than 3,300 workplace accidents in the first half

of 2013, killing 323 people and injuring more than 3,100 others. That is up from 2012, when a total of 279 people were killed and more than 2,800 others were injured in workplace accidents over the same period. The ministry has said the situation is "extremely complicated, with high potentialities of workplace accidents and fire" and recommended companies increase the number of self-inspections. Common violations include excessive working hours and a lack of safety training and equipment inspections ■



## CHINA

## RUNWAY CONSTRUCTION BEGINS FOR EASTERN CHINA AIRPORT



Runway construction began in November for a new regional airport in east China's Jiangxi Province, according to a report by the Xinhua news agency. Sanqingshan Airport in Shangrao City will cost an estimated US\$114 million and will open domestic routes to cities such as Beijing, Shanghai, Guangzhou and Chengdu. The airport's design was approved by China's civil aviation administration as well as provincial authorities. The airport will have a runway 2,400 meters long and 45 meters wide and completion is set for 2015. It is expected to have an annual passenger throughput of 750,000 and an annual cargo output of 4,500 tons. Jiangxi is known as the "cradle of the Chinese revolution" but has millions still living in poverty in its rural regions. The airport is part of Chinese plans to reduce poverty in this and similar areas ■



Cambodia Constructors Association (CCA)



The member of Asean Constructors Federation (ACF)

# CONSTRUCTION & PROPERTY

THE MAGAZINE LINKS YOURS BUSINESS SUCCESS



ទស្សនាវដ្តីដែលផ្សព្វផ្សាយពីសកម្មភាពសមាគមអ្នកសាងសង់កម្ពុជា និងវិស័យសំណង់នៅកម្ពុជា  
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

Tel: +855 23 991 771 Fax: +855 23 991 773 E-mail: info@construction-property.com Web: www.construction-property.com

## VIETNAM

CONSTRUCTION FIRMS  
EYE OVERSEAS MARKETS

Many construction material producers are looking at foreign markets as they outline their future business plans, according to a report in the online news site Vietnamnet. Markets outside Vietnam look more attractive to many construction firms due to the gloomy domestic outlook, analysts say. While the domestic construction material market has shown some signs of recovery after the two years of sluggishness, a significant improvement in purchasing power is still not expected. The cement industry is an example of the strategic shift. In the first 10 months of 2013, domestic firms consumed 48.27 million tons of cement, up 12 per cent year-on-year. But 10.5 million tons, or 10 percent, were exported, a year-on-year increase of 62 percent. The construction materials industry is still plagued by several problems, including low sales, huge inventories and stagnant production ■



## THAILAND

## CONSTRUCTION INDUSTRY EXPECTS SLUGGISH GROWTH

The Construction Institute of Thailand (CIT) has said that a 1 trillion baht (US\$31 billion) investment target in the construction sector is unlikely to be hit, and that the industry's growth in 2014 might still be slower than hoped for. The construction industry previously set its growth target for 2013 at 1 trillion baht or an 8 to 8.5% increase over 2012. But CIT Director Chakporn Oonjitt said he expected the same sluggish pace of

growth in 2014, considering the declining number of construction contracts between the government and the private sector. Construction of condominium and housing projects has also been on a decline since the middle of this year. But he added that the government's 350 billion baht water and flood management projects and the 2.2 trillion infrastructure development projects would likely succeed in breathing some life into the construction sector ■



## JAPAN

JAPANESE FIRM PLANS  
SOLAR PANEL BELT  
AROUND MOON

A Japanese construction firm wants to solve the energy problems facing Japan – and ultimately the entire planet – by turning the moon into a colossal solar power plant. Tokyo-based Shimizu Corp. wants to lay a belt of solar panels 250 miles wide around the equator of our orbiting neighbor and then relay the constant supply of energy to “receiving stations” on Earth by way of lasers or microwave transmission. The “Luna Ring” that is being proposed would be capable of sending 13,000 terawatts of power to Earth. In 2011 the United States generated 4,100 terawatts of power. “A shift from economical use of limited resources to the unlimited use of clean energy is the ultimate dream of mankind,” Shimizu said in the proposal on its website. “The Luna Ring ... translates this dream into reality through ingenious ideas coupled with advanced space technologies.”

# Construction Equipment from Europe



Germany



Netherlands



Belgium



Grader



Mobile Crane



Backhoe Loader



Crawl Excavator



Asphalt Distributor



Dump Truck



Generator



Asphalt Paver



Roller



Bull Dozer



Asphalt Plant



Concrete Batching Plant



Further Information Please Contact Us:  
Tel:(855-66) 611 168 / (855-77) 511 168

# POLYGON

## PP-R PIPE SYSTEM



German Standard: DIN 8077/8078  
ISO 9001:2000 / ISO 14001:2004  
Joint Venture Company USA - CHINA  
[www.polygonpipe.com](http://www.polygonpipe.com)



### RAW MATERIAL

Adopting all imported PP-R pipe material that is certified by authoritative testing agencies to ensure the performance of our products.



### EQUIPMENT

Adopting three-step special screw to apply to PP-R raw material that not only ensure its plasticizing properties, but also guarantee the producing efficiency.



### TECHNIQUE

Adopting computer control and online monitor to guarantee good quality.



### TEST

Equipped with many kinds of instruments according to the national standard.



### COMPLETE SET

After 10 years of development, we have developed almost 400 sets of moulds and added nearly 20 extrusion lines and 50 injection machines. Producing our own pipes and fittings fully guarantee the consistency and compatibility of the product.



### SERVICE

We have special technician team to support before and after sales.



**TEM Trading Co., Ltd**

#99A, St. 143, Boeng Kengkang III, Chamkar Morn, Phnom Penh, Cambodia.

Contact: (+855) 95 829 993 / [sales@tem-trading.com](mailto:sales@tem-trading.com), (+855) 95 829 992 / [sales2@tem-trading.com](mailto:sales2@tem-trading.com)

[www.tem-trading.com](http://www.tem-trading.com)

# Association

JANUARY - FEBRUARY 2014 | ISSUE 007

# FOCUS



**CominKhmere**

[www.cominasia.com](http://www.cominasia.com)

DESIGN, TESTING & COMMISSIONING  
SUPPLY & PROCUREMENT  
INSTALLATION & MAINTENANCE  
TOTAL FACILITIES MANAGEMENT

POWER | RENEWABLE ENERGIES | AIR CONDITIONING & REFRIGERATION  
WATER & FIRE PROTECTION | NETWORK, SECURITY & AUTOMATION  
WORLD CLASS LEADING BRAND DISTRIBUTOR



**PHNOM PENH OFFICE**  
8b Down Town Road 7, P.O. Box 28, Cambodia  
Tel: (855) 23 885 640-6 Fax: (855) 23 885 651  
E-mail: info.phnompenh@comin.com.kh

**SIEM REAP OFFICE**  
202, Salakanseng Village, National Route 6, Cambodia  
Tel: (855) 63 963 264 Fax: (855) 63 963 364  
E-mail: info.siemreap@comin.com.kh

**Cominasia**



# CAMBODIA CONSTRUCTORS ASSOCIATION WRAPS UP SECOND SUMMIT

The Cambodia Constructors Association (CCA), which represents the Kingdom's building industry, hosted its second general assembly to announce last year's accomplishments and boost its membership rolls.



**H**eld at the Dara Airport Hotel on November 12, about 300 participants representing constructors, materials suppliers, realtors and other construction-related businesses in Cambodia took part in the meeting.

At the event, there were presentations on applying for construction permits, construction business registrations and presentations about building technologies and other construction-related issues made by the association members. A over 10-booth exhibition of construction materials as well as products and services by the member companies was also part of the gathering.









CCA was founded in October 2011, an initiative of the Ministry of Land Management, Urban Planning and Construction. It brought together several hundred construction and design firms as well as material suppliers. In December of that year, CCA joined the ASEAN Constructors Federation (ACF) and successfully hosted the 34th ACF Board Meeting in Phnom Penh.

CCA's membership has grown from 23 in 2011 to 50 member companies now, including realtors, banks and insurers.

Among the achievements announced at the summit, Dr. Tan Mony Vann, representative of H.E. Neak Oknha Dr. Mong Rithy, CCA secretary-general, highlighted an MoU the association signed with the Ministry of Labor and Vocational Training on technical training cooperation and improving technical construction skills. Another MoU signed with the Ministry of Land Management, Urban Planning and Construction focuses on construction building work. CCA has also inked a deal with Malaysia-based AMB Events Cambodia to annually co-host Cambodia's International Building and Construction Exhibition (CamBuild).

CCA Chairman Neak Oknha PungW Kheav Se also pointed to another CCA achievement. While the government prohibits pumping sand from the riverbed to avoid landslides, the association successfully lobbied the government to allow sand pumping for construction purposes, which benefits many construction-related businesses. The association also got approval from the Ministry of Land Management to allow the issuance of titles for owners who purchase properties from a halted condominium in Phnom Penh in the hopes of preventing another high-profile, failed project such as Gold Tower 42.

The chairman also announced that the third general assembly in 2014 will be held at the Diamond Island Exhibition and Convention Center and will be accompanied by an even larger product and service exhibition. He

appealed to construction-related companies to register as association members to help collectively boost the nation's construction industry.

Presiding over the meeting, Land Management Minister H.E. Im Chhun Lim agreed that as CCA's membership rolls grow, it will be easier to share technical information, provide management consultation and give feedback on a variety of administrative, legal, health and safety issues related to the industry.

"The Ministry of Land Management, Urban Planning and Construction as well as other institutions will seriously support this activity in the framework of a public-private partnership for the sake of future construction development in Cambodia," he said.

He pointed out that the ministry is working with institutions from Singapore and South Korea to draft a construction law that responds to the rapid growth of the construction sector.

Citing the example of the Construction Management Association of Korea (CMAK), a private association which was tasked by the South Korean government to promote the sector, the minister said he hoped CCA would take on a similar role in the Kingdom.

The building industry reported US\$2.3 billion in investments in the first nine months of 2013, higher than the 2012 investment level of US\$2.1 billion. As Cambodia will be exposed to increased regional competition in 2015 as ASEAN initiates its economic integration plan, Im Chhun Lim stressed the need to strengthen the construction sector, especially around management and compliance with regional standards.

"I believe CCA will be able to contribute to this task, particularly in promoting standards to ensure that construction projects are carried out properly to safeguard health, safety and the environment," said the minister ■



# សមាគមអ្នកសាងសង់កម្ពុជា ប្រារព្ធបញ្ចសន្និបាតលើកទី២

សមាគមអ្នកសាងសង់កម្ពុជា (CCA) ដែលតំណាងឱ្យវិស័យសំណង់នៅកម្ពុជា បានប្រារព្ធបញ្ចសន្និបាតលើកទី២របស់ខ្លួនដើម្បីប្រកាសពីសមិទ្ធផលនានា ដែលសម្រេចបាននៅឆ្នាំ២០១២ និងដើម្បីទាក់ទាញសមាជិកថ្មីៗបន្ថែមទៀត ក្នុងន័យចូលរួមអភិវឌ្ឍន៍វិស័យនេះ។

**អ**ង្គប្រជុំប្រចាំឆ្នាំដែលប្រារព្ធនៅសណ្ឋាគារ Dara Airport កាលពីថ្ងៃទី១២ ខែវិច្ឆិកា ឆ្នាំ២០១៣ នេះបានចូលរួមដោយអ្នកជំនួញនិងមន្ត្រីរាជការប្រមាណជាង ៣០០នាក់ ដែលតំណាងឱ្យក្រុមហ៊ុន សំណង់ក្រុមហ៊ុនផ្គត់ផ្គង់សម្ភារសំណង់ ភ្នាក់ងារអចលនទ្រព្យ និងអាជីវកម្មពាក់ព័ន្ធនឹងសំណង់ដទៃទៀតនៅកម្ពុជា។

នៅក្នុងព្រឹត្តិការណ៍នេះក៏មានការធ្វើបទបង្ហាញដោយមន្ត្រីជំនាញក្រសួង និងសមាជិករបស់សមាគម អំពីនីតិវិធីក្នុងការស្នើសុំលិខិតអនុញ្ញាតសាងសង់ ការចុះបញ្ជីពាណិជ្ជកម្មសំណង់ បទបង្ហាញអំពីបច្ចេកវិទ្យាសាងសង់

ថ្មីៗនិងបញ្ហាពាក់ព័ន្ធនឹងវិស័យសំណង់ផ្សេងៗទៀត។ ជាមួយគ្នានេះដែរក៏មានការដាក់តាំងបង្ហាញផលិតផល និងសម្ភារសំណង់ចំនួនជាង ១០ស្តង់ ពីសំណាកក្រុមហ៊ុនដែលជាសមាជិករបស់សមាគមផងដែរ។

សមាគមអ្នកសាងសង់កម្ពុជាត្រូវបានបង្កើតឡើងនៅខែតុលា ឆ្នាំ២០១១ ក្រោមការផ្ដួចផ្ដើមឡើងពីក្រសួងរៀបចំដែនដី នគរូបនីយកម្មនិងសំណង់តាមរយៈអង្គសន្និបាតលើកទី១ របស់ខ្លួនដែលបានចូលរួមដោយតំណាងក្រុមហ៊ុនសំណង់ ក្រុមហ៊ុនសិក្សាគំរោងប្លង់ និងក្រុមហ៊ុនផ្គត់ផ្គង់សម្ភារសំណង់រាប់រយ។ នៅខែធ្នូឆ្នាំដដែល CCAបានចូលរួមជាមួយសមា-

គមអ្នកសាងសង់អាស៊ាន ASEAN Constructors Federation (ACF) ហើយក៏បានធ្វើជាម្ចាស់ផ្ទះអង្គប្រជុំក្រុមប្រឹក្សាភិបាល ACF លើកទី៣ ដែលបានប្រារព្ធឡើងនៅរាជធានីភ្នំពេញ ប្រកបដោយជោគជ័យផងដែរ។

សមាជិករបស់សមាគមអ្នកសាងសង់កម្ពុជាបានកើនពី២៣នៅឆ្នាំ២០១១រហូតដល់ជាង៥០សមាជិកនាបច្ចុប្បន្ននេះ ដែលរួមបញ្ចូលទាំងភ្នាក់ងារអចលនទ្រព្យ ធនាគារ និងក្រុមហ៊ុនធានារ៉ាប់រង។

ក្នុងចំណោមសមិទ្ធផលនានាដែលត្រូវបានរាយការណ៍នៅឯសន្និបាតនេះ លោក



បណ្ឌិត តាន់ មន្ទីរណ្ណ តំណាងឯកឧត្តមអ្នក ឧកញ៉ាបណ្ឌិត ម៉ុង វិទ្ធី អគ្គលេខាធិការសមាគមអ្នកសាងសង់កម្ពុជា បានលើកឡើងពីអត្ថប្រយោជន៍នៃអនុសាសន៍ នៃការយោគយល់គ្នា (MoU) មួយដែលសមាគមបានចុះហត្ថលេខាជាមួយក្រសួងការងារ និងបណ្តុះបណ្តាលវិជ្ជាជីវៈ ស្តីពីកិច្ចសហប្រតិបត្តិការលើការបណ្តុះបណ្តាលបច្ចេកទេសសំណង់ និងការធ្វើឱ្យប្រសើរឡើងនូវជំនាញផ្នែកសំណង់។ សមាគមបានចុះហត្ថលេខាលើអនុសាសន៍នៃការយោគយល់គ្នាមួយទៀត រវាងក្រសួងរៀបចំដែនដី នគរូបនីយកម្ម និងសំណង់ ដែលផ្តោតលើកិច្ចការសាងសង់។ មិនតែប៉ុណ្ណោះ សមាគមក៏បានចុះកិច្ចព្រមព្រៀងជាមួយក្រុមហ៊ុនរៀបចំព្រឹត្តិការណ៍ដែលមានទីស្នាក់ការនៅប្រទេសម៉ាឡេស៊ី ដើម្បីសហការរៀបចំពិព័រណ៍វិស័យសំណង់អន្តរជាតិនៅកម្ពុជា (CamBuild) ជាដំបូងរាល់ឆ្នាំ។

ប្រធានសមាគមអ្នកសាងសង់កម្ពុជា អ្នកឧកញ៉ា ពុង យារ៉ា ស៊ី ក៏បានលើកឡើងពីសមិទ្ធផលមួយចំនួនទៀតដែលសមាគមសម្រេចបានផងដែរ។ ខណៈដែលរដ្ឋាភិបាលបានហាមឃាត់ការបូមខ្សាច់ទន្លេ សមាគមបានស្នើសុំរាជរដ្ឋាភិបាលឱ្យបើកការអនុញ្ញាតបូមខ្សាច់ទន្លេឡើងវិញដើម្បីបម្រើវិស័យសាងសង់បានដោយជោគជ័យ ដែលបានផ្តល់អត្ថប្រយោជន៍យ៉ាងច្រើនដល់អាជីវកម្មពាក់ព័ន្ធនឹងវិស័យ



សំណង់ទាំងឡាយ។ សមាគមក៏បានទទួលការអនុញ្ញាតពីក្រសួងរៀបចំដែនដី នគរូបនីយកម្ម និងសំណង់ ដើម្បីអាចចេញប័ណ្ណកម្មសិទ្ធិឱ្យអតិថិជនដែលទិញអចលនទ្រព្យពីសំណង់ខុនដូដែលជាប់គាំងមួយនៅភ្នំពេញដោយបំបែកចេញពីប្លង់រួម និងបានជួយឱ្យអគារនោះមិនជាប់គាំងដូចអគារខុនដូ Gold Tower 42 នោះទេ។

លោកប្រធានសមាគមក៏បានប្រកាសពីសន្និបាតសមាគមលើកទី៣ ដែលនឹងត្រូវប្រារព្ធឡើងនៅឆ្នាំ ២០១៤ នេះនៅឯមជ្ឈមណ្ឌលសន្និបាត និងពិព័រណ៍កោះពេជ្រផងដែរដែលនឹងមានទ្រង់ទ្រាយធំជាងនេះ។ លោកក៏បាន

ថ្លែងទៅកាន់ក្រុមហ៊ុនពាក់ព័ន្ធនឹងវិស័យសំណង់ទាំងអស់ឱ្យចុះឈ្មោះជាសមាជិកនៃសមាគមអ្នកសាងសង់កម្ពុជាដើម្បីរួមគ្នាជួយអភិវឌ្ឍន៍វិស័យសំណង់នៅកម្ពុជា។

ចូលរួមជាអធិបតេយ្យក្នុងអង្គប្រជុំនេះដែរ រដ្ឋមន្ត្រីក្រសួងរៀបចំដែនដី នគរូបនីយកម្ម និងសំណង់ ឯកឧត្តមទេសរដ្ឋមន្ត្រី អ៊ឹម ឈុនលីម យល់ស្របថានៅពេលដែលសមាជិកភាពនៃសមាគមអ្នកសាងសង់កម្ពុជាបានកើនឡើងវាក៏នឹងមានភាពងាយស្រួលសម្រាប់ការចែកចាយព័ត៌មានបច្ចេកទេស និងការផ្តល់ប្រឹក្សាលើការគ្រប់គ្រង និងផ្តល់នូវអនុសាសន៍មកកាន់រាជរដ្ឋាភិបាលវិញលើបញ្ហារដ្ឋបាល ច្បាប់សុខភាព



និងសុវត្ថិភាពក្នុងវិស័យសំណង់។ «ក្រសួងរៀបចំផែនដី នគរូបនីយកម្ម និងសំណង់ក៏ដូចជាស្ថាប័នសាធារណៈផ្សេងៗទៀត នឹងគាំទ្រសកម្មភាពនេះក្នុងបរិបទភាពជាដៃគូរវាងវិស័យសាធារណៈនិងវិស័យឯកជនដើម្បីខ្ពង់ខ្ពស់ភាពនៃវិស័យសំណង់នៅកម្ពុជា។» ឯកឧត្តមទេសរដ្ឋមន្ត្រីបានមានប្រសាសន៍បែបនេះ។

លោកបានលើកឡើងថា ក្រសួងកំពុងធ្វើការជាមួយនិងស្ថាប័នផ្សេងៗពីប្រទេសសិង្ហបុរី និងប្រទេសកូរ៉េខាងត្បូង ដើម្បីពង្រឹងច្បាប់សាងសង់ដែលជាការឆ្លើយតបនឹងការលូតលាស់យ៉ាងឆាប់រហ័សលើវិស័យនេះ។

ជាឧទាហរណ៍ជាក់ស្តែងក្រសួងកំពុងធ្វើការជាមួយសមាគមគ្រប់គ្រងសំណង់នៃប្រទេសកូរ៉េ ដែលជាសមាគមឯកជនមួយបានទទួលការចាត់តាំងពីរដ្ឋាភិបាលកូរ៉េខាងត្បូង ដើម្បីជួយអភិវឌ្ឍបច្ចេកទេសគ្រប់គ្រងការងារសាងសង់នៅកម្ពុជា។ លោកសង្ឃឹមថាសមាគមអ្នកសាងសង់កម្ពុជា នឹងអាចដើរតួនាទីស្រដៀងគ្នានេះនៅកម្ពុជា។

ទិន្នន័យពីវិស័យសំណង់បានរាយការណ៍ថា ត្រឹមរយៈពេល៩ខែក្នុងឆ្នាំ២០១៣ ការវិនិយោគលើវិស័យសំណង់បានកើនដល់ ២,៣ ពាន់លានដុល្លារដែលបរិមាណនេះច្រើនជាង

រយៈពេលដូចគ្នានៅឆ្នាំ ២០១២ ដែលមានត្រឹម២,១ពាន់លានដុល្លារតែប៉ុណ្ណោះ។ ដោយសារតែកម្ពុជានឹងបើកទ្វារទទួលការប្រកួតប្រជែងធំជាងនេះនៅពេលដែលអាស៊ានបានផ្តួចផ្តើមផែនការសមាហរណកម្មសេដ្ឋកិច្ចនៅក្នុងតំបន់នៅឆ្នាំ២០១៥ ឯកឧត្តម អ៊ឹម ឈុនលីម បានសង្កត់ធ្ងន់អំពីភាពចាំបាច់ក្នុងការពង្រឹងវិស័យសំណង់ ជាពិសេសពាក់ព័ន្ធនឹងការគ្រប់គ្រង និងការអនុលោមជាមួយនិងស្តង់ដារនានានៃថ្នាក់តំបន់។

«ខ្ញុំជឿជាក់ថា សមាគមអ្នកសាងសង់កម្ពុជា នឹងអាចចូលរួមចំណែកនៅក្នុងកិច្ចការនេះ ជាពិសេសការលើកកម្ពស់ស្តង់ដារនានាដើម្បីធានាថាគម្រោងសាងសង់នានាត្រូវបានអនុវត្តត្រឹមត្រូវដើម្បីបង្កាសុខភាព សុវត្ថិភាព និងបរិស្ថាន។» នេះបើតាមប្រសាសន៍ឯកឧត្តមទេសរដ្ឋមន្ត្រី។



# LAND MINISTRY HOSTS GREEN BUILDING TRAINING

As Cambodia's rate of urbanization continues apace, there have been concerns about the rapid development's effects on the natural world. A green building course has been launched to introduce environmentally friendly building methods to construction professionals.



**C**o-hosted by the Ministry of Land Management, Urban Planning and Construction along with the Temasek Foundation of Singapore, Singapore Cooperation Enterprise (SCE), Singapore's international development agency, and Grenzone, a sustainable building materials firm, the 134-day course is educating 80 Cambodian trainees including 10 from Cambodia Constructors Association (CCA) about modern green building concepts.

Launched in early November 2013 and

is expected to wrap up in the middle of 2014, the trainees are comprised of officials from the Ministry of Land Management, Urban Planning and Construction and other public agencies as well as construction graduates from higher education institutions.

A green building is an environmentally sustainable building, designed, constructed and operated to minimize its impact on the environment.

The program is divided into four sections, including an introduction to

green building concepts, solar technology methods, and a practical green building component, which allows trainees to construct an environmentally friendly building. The last section will include a compilation of lessons learned into a book to be used by future trainees and builders, according to Benghong Socheat Khemro, a ministry spokesman who is facilitating the workshop.

A two-story green building will be built during the third course in early 2014 to test trainees' understanding of



future green building experts in Cambodia, so it is compulsory to ensure that all trainees can attend the whole course because we will issue them the certificate upon completion that they can use it to help develop other green building campaigns," he said.

Despite no exact record of the number of environmentally friendly buildings in Cambodia, according to the Ministry's Construction Department, more new buildings are using green building technologies which minimize power consumption, operation costs and CO2 emissions

"The popularity of green buildings is surging now such as those that install solar panels or fans to generate power and which are designed to absorb more natural air to help cool the interior," said Lao Tip Seiha, deputy director of the ministry's Construction Department. "These facilities aren't only in cities but also in rural areas where electricity is either expensive or unavailable." ■

how to recycle and use green energy, according to Tay Lian Chew of SCE. "The training center will be used to train future green building experts in Cambodia for years to come," he said.

Presiding over the training's opening event, H.E. Im Chhun Lim, Minister of Land Management, Urban Planning

and Construction, said the timing for such a course was right given that the government has adopted a national green development policy and green growth roadmap that sets the country on a course toward greener development.

"This course is very important to train

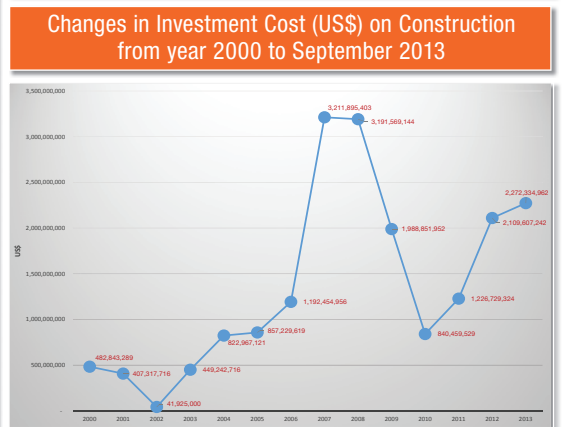
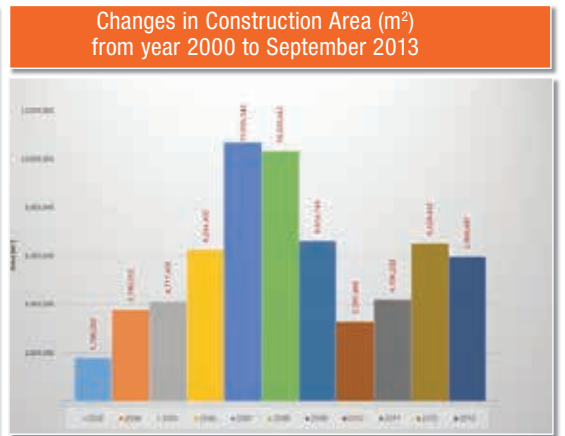




# CONSTRUCTION INDICATORS

Total construction projects obtained construction permits from the Ministry of Land Management Urban Planning and Construction along with the city/provincial municipality from year 2000 to September 2013

Year	Authority	Number of Projects	Construction Area (m <sup>2</sup> )	Estimate Investment Cost (USD)	Percentage Changes of Investment Cost (%)
2000	Ministry	22	No Record	70,274,628	
	City/Province	1,426		256,662,135	
	<b>Total</b>	<b>1,448</b>		<b>326,936,763</b>	
2001	Ministry	46	No record	179,832,075	23% increase compared to 2000
	City/Province	1,537		224,010,074	
	<b>Total</b>	<b>1,583</b>		<b>403,842,149</b>	
2002	Ministry	55	No record	203,944,632	20% increase compared to 2001
	City/Province	1,688		278,898,657	
	<b>Total</b>	<b>1,743</b>		<b>482,843,289</b>	
2003	Ministry	67	1,450,633	407,317,716	7% increase compared to 2002
	City/Province	2,795	335,400	41,925,000	
	<b>Total</b>	<b>2,862</b>	<b>1,786,033</b>	<b>449,242,716</b>	
2004	Ministry	80	1,668,487	523,144,629	83% increase compared to 2003
	City/Province	2,720	2,111,824	299,822,419	
	<b>Total</b>	<b>2,800</b>	<b>3,780,312</b>	<b>822,967,121</b>	
2005	Ministry	85	2,605,345	608,703,484	4% increase compared to 2004
	City/Province	2,910	1,512,056	248,526,135	
	<b>Total</b>	<b>2,995</b>	<b>4,117,402</b>	<b>857,229,619</b>	
2006	Ministry	127	3,591,004	726,148,519	39% increase compared to 2005
	City/Province	2,456	2,653,268	466,306,437	
	<b>Total</b>	<b>2,583</b>	<b>6,244,402</b>	<b>1,192,454,956</b>	
2007	Ministry	167	9,549,838	3,000,771,245	169% increase compared to 2006
	City/Province	1,775	1,145,502	211,124,158	
	<b>Total</b>	<b>1,942</b>	<b>10,695,340</b>	<b>3,211,895,403</b>	
2008	Ministry	181	8,940,753	2,966,700,347	0.64% decrease compared to 2007
	City/Province	1,975	1,398,888	224,868,797	
	<b>Total</b>	<b>2,156</b>	<b>10,339,642</b>	<b>3,191,569,144</b>	
2009	Ministry	116	5,657,662	1,709,256,763	37.68% decrease compared to 2008
	City/Province	2,114	957,086	279,595,189	
	<b>Total</b>	<b>2,230</b>	<b>6,614,748</b>	<b>1,988,851,952</b>	
2010	Ministry	126	1,724,677	557,250,880	57.74% decrease compared to 2009
	City/Province	2,023	1,562,791	283,250,649	
	<b>Total</b>	<b>2,149</b>	<b>3,287,468</b>	<b>840,459,529</b>	
2011	Ministry	208	3,200,004	976,167,020	45.97% increase compared to 2010
	City/Province	1,917	994,199	290,562,304	
	<b>Total</b>	<b>2,125</b>	<b>4,194,203</b>	<b>1,226,729,324</b>	
2012	Ministry	248	5,528,198	1,826,065,250	71.97% increase compared to 2011
	City/Province	1,446	1,000,254	283,541,992	
	<b>Total</b>	<b>1,694</b>	<b>6,528,452</b>	<b>2,109,607,242</b>	
9 months of 2012	Ministry	200	4,825,037	1,615,243,120	
	City/Province	1,157	768,247	219,730,099	
	<b>Total</b>	<b>1,357</b>	<b>5,593,284</b>	<b>1,834,973,219 (B)</b>	
9 months of 2013	Ministry	116	4,586,545	1,884,118,720	23.83% increase compared to the same period in 2012
	City/Province	1,126	1,382,942	388,216,242	
	<b>Total</b>	<b>1,242</b>	<b>5,969,487</b>	<b>2,272,334,962 (A)</b>	



Number of design and construction firms registered to the Ministry of Land Management Urban Planning and Construction from Year 2000 to September 2013

No.	Company	Total	Grade 3	Grade 2	Grade 1
1	Local construction firm	949	821	91	37
2	International construction firm	296	171	62	63
	<b>Total 1+2</b>	<b>1,245</b>	<b>992</b>	<b>153</b>	<b>100</b>
3	Local design firm	42	27	4	11
4	International design firm	11	7	0	4
	<b>Total 3+4</b>	<b>53</b>	<b>34</b>	<b>4</b>	<b>15</b>
	<b>Grant total</b>	<b>1,298</b>	<b>1,026</b>	<b>157</b>	<b>115</b>

Source: Ministry of Land Management, Urban Planning and Construction

**ROTECH (CAMBODIA) CO., LTD**

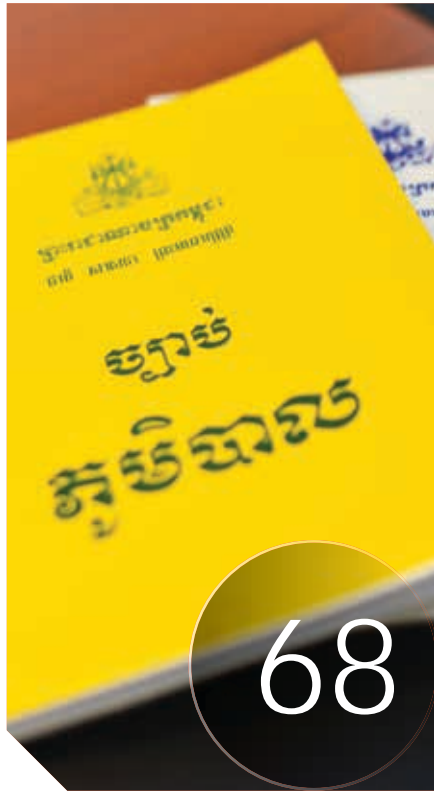
- Traffic Sign
- Traffic Light
- Road Marking
- Road Accessories

**Tel: 077 777 891**

# Property

JANUARY - FEBRUARY 2014 | ISSUE 007

# FOCUS



# ADDING VALUE TO PROPERTY



For serviced properties like condominiums or apartments, selling or renting the units to buyers is a front-line activity that generates profits. But adding value to the building in the form of services after residents actually move in is something developers shouldn't lose sight of.

While Nuri D&C, the Korean developer of the high-end De Castle Royal condominium project, is satisfied that the company has sold about 80 percent of the building's units so far and expects to have them all sold when the building opens early next year, Nuri D&C is strategically bringing more value to the property with different kinds of services, says Andrew Ahn, the firm's vice-president for sales and marketing.

"We are trying to add value by bringing something to the building that will benefit our customers," he said. "If investors paid us US\$10, we want given them US\$40 back in value."

The 32-floor complex will offer a variety of in-house services, such as laundry, 24-hour security, a reception staff and housekeeping. All this will improve residents' day-to-day lives, he added.

Nuri D&C is working with global property company CBRE to ensure an international management standard along with the SecureP, one of the world's top parking service operators, to manage the car park. There will also be the second branch of The Place, Phnom Penh's leading high-end fitness center, in the building.

The condominium will have a website that allows residents to look through a service menu and place orders online, according to Ahn. There will be a swimming pool on the condo rooftop, and he

also mentioned the possibility of installing a small cinema.

Down below, retail space will offer international brands and a food court.

"Nobody likes parting with their money, but if high-quality services are available, people will not mind paying a little extra," he said, adding that most residents who will live in the complex have higher incomes and can afford to focus on convenience and quality.

The Korean manager, however, understands that bringing such value to a building doesn't always guarantee profit. But he says the company is looking at things from a long-term perspective and can help with later developments.

"We are not all about making excessive profits with this project; it is about building our reputation and providing top-class living space in the capital," he said. "Any additional cash flow coming from residents will go back to the residents to make management fees more competitive."

According to Ea Saraboth, managing director of MAXEM Property, if property developers really want to add value to their projects, they and owners need to look more closely at the concept, planning and design of the project.

For residential properties, Saraboth recommends a developer pick a good location while keeping in mind the area's

future development potential. Then the focus should be on the design, construction quality, furnishings, services and amenities.

"These days, people are looking for access to swimming pools, fitness centers, spas, dry-cleaning facilities, and dining options within the building or very close by," he said, adding that "A safe environment and a clean community are also important."

He has noticed a majority of developers have taken notice and do try to offer things that can add value and fall within their own budget constraints. "But as we all know, it usually comes down in the end to a financial decision from developers about investment cost versus return and who the target buyer segment is," he said.

Located at the prime location of BKK1, Ahn of Nuri D&C says customers will benefit from the additional value at De Castle Royal condominiums, which was carefully designed and planned and features a wide range of services and facilities.

Having observed that current property management in Cambodia doesn't yet meet international standards, Ahn claims Nuri D&C is focusing on providing good services at a good price in the hopes that this could become the norm in Cambodia. The company currently has plans to develop two more high-end condominium projects in Phnom Penh ■



# 5 STAR HOTEL CONDOMINIUM

INVEST IN CAMBODIA, INVEST IN DE CASTLE ROYAL



DE CASTLE  
*Royal*

## NEW STANDARD FOR SUCCESSFUL INVESTMENT

Enjoy a Full Retirement Package in De Castle Royal



**BOOKING NOW:**

**023 222 214 / 023 991 091**

De castle showroom  
Opens from 9am to 6pm  
from monday to sunday

#431, monivong blvd  
khan 7 makara  
Phnom Penh, Cambodia

[WWW.DECastle.NET](http://WWW.DECastle.NET)



Financed by:

កម្ពុជា កាណាដា ភី.អ  
CANADIA BANK PLC.

### SOME OF DE CASTLE'S INVESTMENT BENEFITS



Return on investment  
19-22% p.a.



Rental cash flow  
E.g. Condo 1 bedroom:  
\$1,600/month



Great appreciation  
E.g Condo 2 bedrooms:  
\$150k (2011) > \$220k (2013)  
by CBP

- Location** Center of BKK1, Convenient lifestyle, District's best schools, Close to CBD
- Amenities** Swimming pool, Fitness center, Sauna, Market, Cafeteria, Children's park
- Service** A 24 hours & 3 layer security, a unique 5 star hotel service including laundry and cleaning
- Quality** High-quality finishing materials imported from Korea

Our catalogue's 3D images may differ from actual products

# HOW FOREIGNERS CAN BUY LAND IN CAMBODIA



**M**ore foreigners are expressing interest in moving themselves and/or their businesses to Cambodia since the Kingdom is both a safe place to live and a full of business opportunities.

To live here long term, land ownership may be necessary or desirable in some cases. According to [globalpropertyguide.com](http://globalpropertyguide.com), there are three ways foreigners can hold land in Cambodia.

## 1. Buying land through a locally incorporated company

Foreigners often hold land in Cambodia through a company. This structure offers the least risk, and the landholder can be an individual or a legal person. More than one piece of land can be held. But setting up a landholding company is expensive: there are high maintenance costs and high taxes on rental income.

The Law on Investments of the Kingdom of Cambodia (Chapter VI, Article 16) states that land ownership can be vested in “legal entities in which more than 51 percent of the equity capital is directly owned by natural persons or legal entities holding Cambodian citizenship.” Moreover, “the use of land shall be permitted to investors, including long-term leases of up to a period of 70 years, renewable upon request.”

There are three layers of security in the land-holding company structure:

**1. Different classes of shares.** The land holding company must be 51 percent Cambodian owned. But it is usually structured with two classes of shares having different rights: one class held by foreign investor and another by local investors. For example the Cambodian entities or persons might have fewer rights to transfer shares and nominate directors, and company decisions might require a 2/3 majority.

**2. Minority control document.** A series of private agreements are usually drawn up by which Cambodian shareholders grant the foreigner special rights – e.g. a permanent majority on the board, or different powers of attorney, or blank shareholder transfer forms.

**3. Land Security.** The landholding company often registers a mortgage on the land, which means that the land cannot be transferred without the consent of the foreigner.

The result is not 100 percent bulletproof – the main risk is always the Cambodian partner. Because the Cambodian courts are corrupt and decisions are normally bought, the buyer should also methodically undertake due diligence regarding the local

partner to reduce the likelihood of an issue arising in future which will reach the courts.

“In 10 years, we have only had two problems,” says Martin DeSautels, managing director of DF DL Mekong Phnom Penh, an international law firm operating in Cambodia. “But if you have a problem and you have to go to court, sorting things out can cost a lot.”

## 2. Taking control of land through a lease.

Long-term leases are another common way for foreigners to control land in Cambodia. For instance, the luxurious Phnom Penh Raffles Le Royal Hotel is held on a long-term lease. A long term lease gives the lessor all necessary rights to develop the land – e.g., he can get construction permission in his own name.

This is a very simple structure, but is less secure than the company structure.

There is no maximum term for which land can be leased from a private owner – the period is indefinite in the Land Law. Leases commonly last 50 years, 70 years, or 99 years. Leases longer than 15 years must be registered at the Land Office. On state land, there is a 40-year maximum, with the possibility of extension.

A background check on the owner is essential, as in the case of the landholding company structure. Leasing from a greedy, politically well-connected owner can be disastrous.

Safeguards typically built into the lease contract involve:

1. Dispute resolution is often placed by contract outside Cambodia, e.g. in Singapore. This is less effective than widely believed, as many land disputes do not involve disputes over the contract itself, but over other matters. In addition, Cambodian courts often refuse to recognize foreign arbitration, or revisit issues already decided in the Court of Arbitration.
2. A clause is often inserted requiring the owner to get the lessee's permission to sell. Or preventing the owner from selling, unless the new owner recognizes the lease.

3. In addition, a “block sale notice” can be registered with the Land Office, instructing the office not to sell the land without the lease owner's permission.

**There are currently two problems with the lease structure.**

### *Problem 1 – ownership of buildings at expiry of lease*

It is not settled who owns the buildings after the lease has finished. The second and third floors of buildings clearly belong to the lessee, who can register the title. Because the owner of the first floor also owns the land, according to the Land Law, once the lease is finished the owner of the building is the landowner. But according to the Law on Investment (covering companies registering for tax incentives) the buildings are owned by the lessor.

The issue could be settled by changes in the revised Land Law and elsewhere. “The Cambodian authorities are reportedly thinking of setting up a separate registry to register the ownership of buildings. This would be a massive step forward,” says Matthew Rendall of Sciaroni & Associates, an American law firm established in Cambodia in the 1990s. Such registration would strengthen the Law on Investment provisions.

### *Problem 2 – leases are not recordable at Land Registry*

Up to now leases has not been recordable on title deeds at the Land Registry. “I have heard that now they are registering,” says Rendall. “If this is true, it is another significant development, which would greatly improve leaseholder security.”

## 3. Buying land by acquiring Cambodian citizenship.

Taking out Cambodian citizenship is another way of gaining the right to buy land, which the government is encouraging. Citizenship applications will be considered if a significant investment is being made in Cambodia. It is important to ensure that the Ministry of Interior, the Council of Ministers and the King all agree to grant citizenship ■





# SLOW PROGRESS ON MONDULKIRI RESORT

Realty firm Vtrust Property is developing a large property project in Mondulkiri province called “Mount Dream Village.” But progress has been hampered by economic uncertainty, according to the company’s deputy director.

**T**he project was launched just before the 2009 economic crisis on 77 hectares of land, although now it has been expanded to more than 100 hectares in Sen Monorom City.

The project was conceived as a mix of holiday resort and housing development for people and tourists who want to relax amidst unspoiled nature. Originally, Vtrust planned to invest US\$3 million and scheduled three years to develop the area into residential lots, recreational resorts, a conference hall, a sport arena, restaurants, and a shopping mall. Vtrust will also develop the infrastructure, including the power supply.

But things aren’t going exactly to plan, Soknim said, blaming economic uncertainty, which has discouraged investors and potential buyers. They have been very cautious about investing in properties outside urban zones like Phnom Penh, he added.

“The project was on track before the economic crisis, mainly regarding the infrastructure, and many bought plots,” he said. “But after the crisis, people focused more on the properties in the cities.”

For the flats and luxurious villas, Vtrust sells the land to buyers and lets them build the house by themselves or they can finance the house through the firm, with the option of following Vtrust’s own recommended schematics. Regarding the motel, conference hall and other properties, Vtrust is seeking interested investors, said Soknim.

Although the company hasn’t finalized the master plan yet, architectural planning is complete, although it doesn’t want to reveal it to the public out of fear of being copied.

“We are still looking for interested investors to help this project survive,” Soknim said.

Vtrust decided to launch the development in this northeastern province because it saw great potential in the region’s natural and commercial potential. Rich in minerals, gems, ecotourism and natural beauty, Mondulkiri is also a focus of agribusiness concerns. The province is seeing infrastructure development as hotels, motels, restaurants, shopping centers, recreational resorts and business centers open to welcome increasing numbers of businesspeople and tourists, the company said on its website.

The Vtrust investment portfolio is worth over US\$2 million, with nearly all its businesses based in Phnom Penh. This company, established in 2004, has developed the Chamkar Dong Residence with 45 flats in southern Phnom Penh. It also manages two office complexes: the Parkway Office Center with 180 units and another one behind the Prime Minister’s office with 58 units. Vtrust also has four serviced apartment buildings.

The company doesn’t have a new investment plan now, but is seeking developers who need property management services. It has already announced plans to list on the Cambodian Stock Exchange in 2015 ■



**KHMERROCK**  
C A M B O D I A



Column Capital



Corbel



Cornice



Corbel



Arcade Design

## Architectural Elements



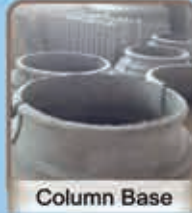
Corbel



Entablature



Corbel



Column Base



Corbel



Column Capital



Stone Pagoda

## Re-inforced Concrete Wall Panel



Brick  
(1 m<sup>2</sup>/h)

Concret wall panel  
(6 m<sup>2</sup>/h)

Concret Block  
(3 m<sup>2</sup>/h)

## Terrazzo



## Engineered Door





PHNOM PENH

OFFICE DEMAND LIKELY TO PICK UP NEXT YEAR

While political uncertainty after July's National Assembly elections put a damper on construction investment in 2013 compared to the previous year, office space remained stable in the third quarter of this year and will likely pick up, experts say. Hang Yuwan, sales manager at Phnom Penh Tower, told the *Phnom Penh Post* that he expected the rental market to be more competitive next year as fears about political instability fade. At Canadia Tower, rents in the third quarter increased only slightly due to worries about the political situation, but that building's rental manager said more business activity by Chinese and Malaysian companies should boost demand. Grade A office space is expected to be in high demand over the next two to three years as companies currently renting grade B space look to upgrade ■



CAMBODIA

REAL ESTATE FIRM GROWTH REFLECTS HEALTH OF MARKET



The rapid increase in the number of legally registered real estate companies is a reflection of a healthy property market and an indication of

confidence in Cambodia's future, industry leaders say. The number of real estate firms has grown by nearly 50 percent in the past year as 19 new licenses have been issued by the government since the end of 2012. There are now 59 licensed real estate companies in the Kingdom, 33 of which are members of the Cambodian Valuers and Estate Agents Association (CVEAA). Cheng Kheng, CVEAA president and director, told the *Phnom Penh Post* that the 48 percent jump in company numbers illustrates the increasing international interest in Cambodian real estate. Kuy Vat, CEO of the VTrust Group, said the growth would have a positive effect on the industry by driving competition ■

PHNOM PENH

O'RUSSEY MARKET NOT LOCATION FOR PLANNED CHINATOWN: MINISTER

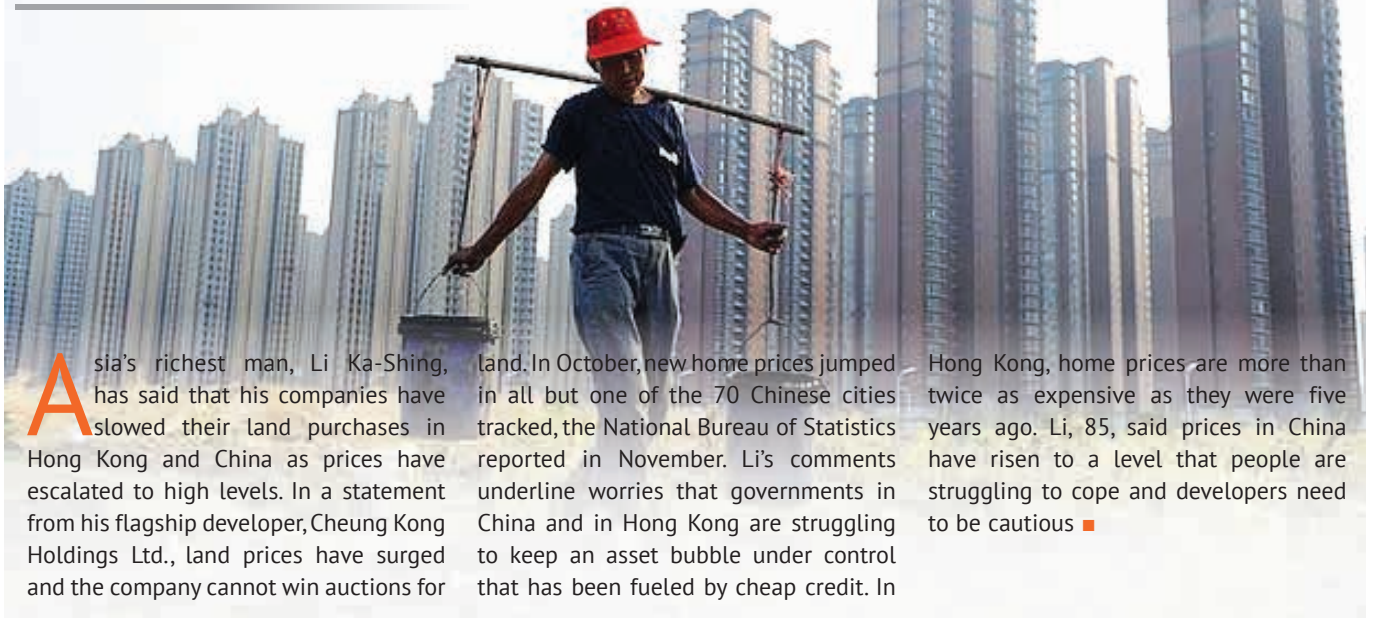
Despite reports in Japanese media, the Cambodian government is not planning to locate a planned tourism project aimed at Chinese tourists at the location of the historic O'Russey Market. In mid-November, Japan's Nikkei financial news service reported that the market was under consideration by the government for the new development, which is intended to create a Chinese atmosphere in central Phnom Penh to

attract even more Chinese tourists. In an interview with the *Phnom Penh Post*, Tourism Minister Thong Khon said the government was looking for another site and O'Russey was not under consideration. More than 330,000 Chinese travelers visited the Kingdom in 2012, a 35 percent increase over the previous year. Many of them are heavy spenders and they have become an attractive group for tourism-dependent Cambodia ■



CHINA

LAND PRICES TOO HIGH: TYCOON



Asia's richest man, Li Ka-Shing, has said that his companies have slowed their land purchases in Hong Kong and China as prices have escalated to high levels. In a statement from his flagship developer, Cheung Kong Holdings Ltd., land prices have surged and the company cannot win auctions for

land. In October, new home prices jumped in all but one of the 70 Chinese cities tracked, the National Bureau of Statistics reported in November. Li's comments underline worries that governments in China and in Hong Kong are struggling to keep an asset bubble under control that has been fueled by cheap credit. In

Hong Kong, home prices are more than twice as expensive as they were five years ago. Li, 85, said prices in China have risen to a level that people are struggling to cope and developers need to be cautious ■

CHINA

PROPERTY DEVELOPERS OWE US\$624 BILLION IN TAXES: TV REPORT



Chinese property developers have failed to pay at least US\$624 billion (3.8 trillion yuan) in back land taxes, a report on China's CCTV said in late November. However, some analysts have questioned the report, saying it was either a miscalculation or didn't take into account tax payments made at different times. The CCTV report said that Agile Property Holdings Ltd owes the government 8.3 billion yuan in land appreciation taxes and that Soho China Ltd., the biggest developer in central Beijing's business district, is another firm with high tax debts. In all, 45 developers are have failed to pay, CCTV reported. Spokespeople at the two firms refused to comment to Bloomberg News ■

THAILAND

SUPPLY OF NEW CONDOS DROPS IN PHUKET



After the supply of new condos in the Thai resort city of Phuket grew by as much as 300 percent from 2010-2012, in the first ten months of 2013, it had fallen by 30 percent. The slowdown is expected to continue in 2014 as so many were built in the past that developers have slowed down on their new launches, according to Thanusak Phungdet, president of the Phuket Real Estate Association. Many developers, he added, are waiting to assess the situation in 2014 when several

projects under construction are completed. Despite this, Thanusak said the property market in Phuket still has potential for growth and that the condo sector has not reached unsustainable levels of growth. But, he added, developers should consider the existing supply before launching new projects. About 30 percent of condo buyers in Phuket are speculators, the real estate association estimates ■

## MYANMAR

## DRAFT LAW TO ALLOW FOREIGNERS TO OWN APARTMENTS

Foreigners in Myanmar will be able to own apartments on the sixth floor or above of buildings, according to an official draft of the Condominium Law, published on November 10. The bill, introduced in November 2012, will allow foreigners to buy up to 40 percent of the apartments above the sixth floor of condominium buildings. Observers said they hoped the law would help stabilize skyrocketing rental and sales prices for condos, some have more than tripled in a year. While the draft law has in place several regulations about plot size and management, it does not specify heights or sizes of condominium buildings or individual units. Industry experts had warned against too many restrictions in the law for fear it would keep away investors ■

## VIETNAM

## PRICES KEY TO ENDING HO CHI MINH SLUMP: ANALYSTS



Housing prices should fall to end the prolonged real estate slump in Ho Chi Minh City, according to analysts. The real estate doldrums have lasted since 2009, when the property market in the country's financial capital froze up. Big projects have been halted and other complete developments have attracted few buyers, even after being on the market for three years. While buyers have been few, prices have remained high due to

high input costs; clearance and land-use fees often account for up to 40 percent, and such costs are increasing. Nguyen Van Duc, deputy director of real estate firm Dat Lanh, told Thanh Nien News that he hoped regulations on building commercial housing could be changed to cut input costs by 10-20 percent. That would bring down per-square-meter prices down to a level that would hopefully entice buyers to open their wallets again ■

## INDONESIA

## PROPERTY DEVELOPERS FACE A CHALLENGING 2014: FITCH



Fitch Ratings has released a report saying that Indonesian residential-property developers will face a more challenging 2014 due to stricter mortgage rules, a higher-than-average average selling price base and delays by buyers, who are waiting to purchase until after the 2014 general election. The ratings agency said the demand slowdown will be more evident in the high- and medium-end segment and that it expects developers to limit new project launches, among other strategies. Still, it said over the long term, Indonesia's young and growing population will sustain property demand and that property still maintains its traditional role as a safety net since the social welfare and pension systems are undeveloped ■

LAOS

PROPERTY MARKET HEATING UP IN VIENTIANE



Considered a quiet backwater until recently, Vientiane is now seeing its property market spread its wings as more office buildings go up to accommodate the increasing business done in the Lao capital. Office construction was quiet in the capital until 2010, property services firm Colliers International told the *Bangkok Post*, when office supply doubled with the building of Kolao Capital Tower. Since then, the supply has risen dramatically, at least by local standards. Total office space in

Vientiane is now almost 49,700 square meters, 79 percent of which was added between 2010 and 2012. The uptick is largely due to investors in the banking and power sectors. The houses and villas that up until then had been adapted for business use were no longer sufficient for these bigger players. Lack of parking was also a problem. The average occupancy rate of office space in the capital is around 82 percent, up from 77 percent one year ago ■

MALAYSIA

FOREIGN INVESTORS HIT BY ANTI-SPECULATION MEASURES



SINGAPORE

SINGAPORE PROPERTY WILL LOSE SHINE THIS YEAR

Demand for Singapore real estate will fall next year, according to a report from global accountancy firm PricewaterhouseCooper, which said the market slipped four places in its 2014 ranking of property markets. According to PwC's Emerging Trends in Real Estate Asia-Pacific forecast, concerns around oversupply in some Singapore property sectors have dampened appetites. The top five property markets in 2014 are Tokyo, Shanghai, Jakarta, Manila and Sydney. The decline may come as a surprise to many, given that the Southeast Asian capital is one of the most expensive real estate markets in the world. Low interest rates have spurred a massive rise in prices, and as a result regulators introduced a swathe of market cooling measures in 2009 ■

Malaysia's booming property market is expected to slow once new taxes in the 2014 budget take effect. Beginning January 1, real property-gains tax (RPGT) will double from the current 15 percent rate. For disposals within the first three years, the new RPGT will be 30 percent. For citizens, RPGT will be 20 percent for disposal in the 4th year and 15 percent for disposal in the 5th year. No tax is levied on disposals after the 5th year. For non-citizens and business firms, RPGT will be 30 percent within a five-year holding period, and 5 percent in any subsequent year. The minimum price of property that can be purchased by foreigners will increase from RM 500,000 (US\$157,282) to RM 1,000,000 (US\$314,564). Property developers and financial institutions will be banned from using the Developer Interest Bearing Scheme (DIBS), whereby the developer absorbs the home loan interest of the buyer during the period of a property's construction ■



# Engineering Technical Service

M&E Design/ Contract / Maintenance

M&E SOLUTION

## OUR SERVICES:

- Chiller Systems
- Water Cool & Air Cool
- A/C Split Systems
- Plumbing Systems
- Fire Fighting Systems
- Electrical Systems
- Security Systems
- Electrical Panel Boards
- Data & Communication Systems
- Lightning & Surge Protection



N° 96, Street 247, Sangkat Boeung Salang, Khan Toul Kork, Phnom Penh  
 Tel: (855) 23 88 34 77 • HP: (855) 16 928 929 / (855) 12 909 098  
 Email: info@etscambo.com

## Linnhoff Asphalt Mixing Plants

- Our Technology, Your Advantage -

Linnhoff is committed to constant innovation of more productive, efficient, and environment-friendly asphalt mixing plants with various capacities.

Whichever solution you choose, our asphalt plants are designed for robust conditions and different climates around the world. We have been involved in various road, highways, and airport projects.

With our expertise in asphalt mixing plants, let's construct better roads with Linnhoff.



TRX - TransitMix Plant



HRC - Hot Recycling Plant



WM - Base Stabilization Plant



CMX - CompactMix Plant



TSD - Mobile Plant



CSD - Containerized Plant



LH - Tower Plant



LINNHOF TECHNOLOGIES PTE. LTD.

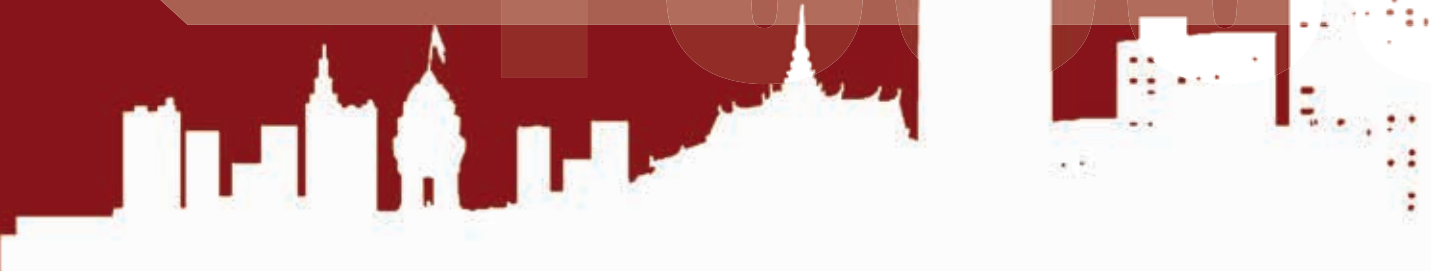
71, Tech Park Crescent, Tuas Tech Park, Singapore 638072.

Tel: +65 6863 1111 • Fax: +65 6863 1080 • E-mail: sales@linnhoff.com.sg • www.linnhoff.com.sg

# Classifieds

JANUARY - FEBRUARY 2014 | ISSUE 007

# FOCUS



## EVENTS

.....  
Construction

78

## LISTINGS

.....  
Property

82

## DIRECTORY

.....  
Company

84



## ASPHALT Concrete Supply & PAVEMENT Services



- Optimize your transport cost with our mobile plant
- Experience and qualified designer and operator
- Quality design conform to MPWT, AASHTO and any requirement specs
- Production capacity up to 100 ton/h
- Double precision screening and weighing (cold bin & hot drum)
- Pavers and rollers are fully equipped with advanced technology



N° 21, St. 334 157, Khan Chamkarmon, Phnom Penh, Kingdom of Cambodia.  
Tel: (+855) 23 220 525 / Fax: (+855) 23 221 788 / E-mail: info@wikitrade.com.kh / www.wikitrade.com.kh

## EVENT | 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.



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.

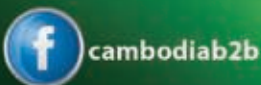
Endorsed by the Ministry of Commerce and supported by the Board of Engineers, Cambodia, CAMENERGY '14 is the biggest industry gathering, bringing together over 7,000 professionals to source for new technology & supplies and equipment, seek business partnerships and network. Held concurrently with the 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

# Your guide to doing business in Cambodia

Your one-stop-shop for a boots on the ground guide to doing business in Cambodia

- industry overviews
- feature articles
- events
- news
- forums
- classifieds

and more...



Call us on 023 210 407 and we'll deliver a copy of the handbook to you, free of charge or visit our website at [www.b2b-cambodia.com](http://www.b2b-cambodia.com)



## POST TENSION SYSTEM FOR BUILDING



PC Strand & Wire



Coated Unbonded Strand



Anchorage Assembly



Slap Anchorage



Wedge & Anchorage



Coupler



Galvalize Corrugated Duct



Plastic Corrugated Duct

- Post tension system design with calculation and solutions.
- Supply and on site delivery.
- Installation and supervision.
- Quality control with regonized testing certificate.
- Full range of products from building to bridge.
- Products are complying with AASHTO, ASTM, BS, ETA, FIP, GB, JIS.

For more information please contact:  
Tel: 066 688 988  
e-mail: [postensioeam@gmail.com](mailto:postensioeam@gmail.com)



Hydraulic Jack



Mono Jack



Mortar Pump



Modified



Hydraulic Pump



Grout Mixer



Grout Machine



Strand Pushing Machine





## EVENT CALENDAR | ASIA

**Event name** : Intersec2014  
**Start date** : January 19, 2014 **End date** : January 21, 2014  
**Location** : Dubai Int'l Convention and Exhibition Center **Organizer** : EPOC Messe Frankfurt GmbH  
**Details** : Exhibition for the Security and Safety industries, Intersec 2014 offers you a unique spectrum of products from the fields of Commercial Security, Information Security, Fire & Rescue, Safety & Health, Homeland Security and Policing.

**Event name** : Prolight + Sound Guangzhou 2014  
**Start date** : February 24, 2014 **End date** : February 27, 2014  
**Location** : China Import and Export Fair Complex **Organizer** : EPOC Messe Frankfurt GmbH  
**Details** : Prolight + Sound Guangzhou is the largest pro audio and lighting show in China. The show is conveniently located in Guangzhou, the pro audio and lighting manufacturing hub in China. It is the largest pro audio, lighting and stage products show in China with a broad spectrum of products, seminars, forums, product demonstrations and live entertainment.

**Event name** : XIAMEN STONE FAIR 2014  
**Start date** : March 06, 2014 **End date** : March 09, 2014  
**Location** : Xiamen Int'l Conference & Exh. Center, China **Organizer** : Xiamen Jinhongxin Exhibition Co., Ltd.  
**Details** : Xiamen Stone Fair 2014-International Stone Fair and International Tools and Machinery Fair, considered one of the main global events for the stone and machinery segment. This edition will offer you more elaboratively-selected samples. It is an opportunity for buyers and sellers of stone products and services from around the world to source an astounding array of the very latest technologies, innovations and techniques.

**Event name** : Maison & Object Asia 2014  
**Start date** : March 10, 2014 **End date** : March 13, 2014  
**Location** : Marina Bay Sands Expo and Convention Center **Organizer** : MAISON&OBJET PARIS  
**Details** : The lifestyle platform merging business and creativity where the meeting place for buyers and specifiers over the world. Being a facilitator of encounters, a business booster and a strategy scout all rolled into one, this essential trade exhibition draws its inspiration from Paris. Luxury, know-how, design, avant-garde.

**Event name** : Expo Build China 2014  
**Start date** : March 31, 2014 **End date** : April 03, 2014  
**Location** : Shanghai New International Expo Center **Organizer** : Shanghai UBM Sinoexpo International Exhibition Co., Ltd.  
**Details** : The exhibitors revealed a phenomenal artistic side in buildings and interiors. It is the show that features design and innovative building material dedicated to the hospitality & commercial Industry. Expo Build China incorporates building industry with other related industries (Ceramics, Tiles & Sanitary Ware China, Mosaic & Stone China, Hotelex, ExpoLight, China Clean and ExpoShop) in a 400,000-sqm venue, providing one-stop solutions to building and hospitality industries.

**Event name** : iFaME- International Facility Management Expo 2014  
**Start date** : April 22, 2014 **End date** : April 24, 2014  
**Location** : Marina Bay Sands, Singapore **Organizer** : Conference & Exhibition Management Services Pte Ltd (CEMS)  
**Details** : iFaME 2014 will 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** : ARCHITECT EXPO 2014  
**Start date** : April 29, 2014 **End date** : May 04, 2014  
**Location** : IMPACT Exhibition and Convention Center, Thailand **Organizer** : TTF international Co.,Ltd.  
**Details** : ARCHITECT EXPO aims to create opportunities for developers, designers, consultants, engineers, contractors, etc. to meet up with worldwide manufacturers and distributors in building industry. The show also seeks to promote the usability of most modern building materials and technology, with the intention of improving construction and decoration industry in Thailand to become the center of building materials exhibition in ASEAN.

## EVENT CALENDAR | ASIA

**Event name** : Build4Asia 2014 and Asian Securitex 2014  
**Start date** : May 07, 2014 **End date** : May 09, 2014  
**Location** : Hong Kong Convention & Exhibition Centre **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...

**Event name** : LED Expo Thailand 2014  
**Start date** : May 22, 2014 **End date** : May 24, 2014  
**Location** : IMPACT Exhibition and Convention Center, Thailand **Organizer** : IMPACT Exhibition Management Co., Ltd.  
**Details** : LED Expo Thailand 2014 is dedicated to the science, technology and application of LEDs and solid-state lighting. LED Expo has evolved as the no.1 premier exhibition & the biggest & only show exclusively for this segment in India and is defining the future of this industry in an increasingly competitive and fierce market.

**Event name** : PALM EXPO 2014  
**Start date** : May 26, 2014 **End date** : May 29, 2014  
**Location** : China International Exhibition Centre, Beijing **Organizer** : INFORMA Exhibitions  
**Details** : PALM EXPO - Undisputedly China's Largest and Most Established International Exhibition on Pro Audio, Light, Music and Technology (PALM). With an impressive track record for the past 22 years, the 23rd staging of PALM EXPO continues to reign as the key sourcing platform for international and Asian industry professionals and buyers to penetrate into the huge China market.

**Event name** : TRENCHLESS ASIA 2014  
**Start date** : June 02, 2014 **End date** : June 04, 2014  
**Location** : Marina Bay Sands, Sands Expo and Convention Centre, Singapore **Organizer** : Westrade Group Ltd.  
**Details** : TRENCHLESS ASIA 2014 is a highly focused pavilion providing a forum for trenchless technologists to meet and discuss the latest industry developments. Located within SIWW 2014, exhibitors will have the opportunity of reaching out to an influential audience of international water industry experts. Reach your target market at this prestigious event targeting audiences to be drawn from Singapore and around the world.

**Event name** : Asian Building Technologies 2014  
**Start date** : June 03, 2014 **End date** : June 05, 2014  
**Location** : Hong Kong Convention & Exhibition Center **Organizer** : Hong Kong Exhibition Services Ltd.  
**Details** : Asian Building Technologies 2014 is one of the most important event related to the Building & Construction sector in Hong Kong (SAR). This leading event will start on 03 June 2014 and it will end on 05 June 2014. Asian Building Technologies 2014 will take place at Hong Kong Convention & Exhibition Centre (HKCEC) in the city of Wanchai. This important trade event is being organized by Hong Kong Exhibition Services Limited.

**Event name** : Guangzhou International Lighting Exhibition 2014  
**Start date** : June 09, 2014 **End date** : June 12, 2014  
**Location** : Guangzhou International Exhibition Center **Organizer** : Messe Frankfurt  
**Details** : The fair presenting wide diversified lighting solution including decorative lighting, technical lighting, lighting accessories, components and LED Technology offering a one-stop sourcing platform for lighting manufacturers, project-based and trade-based visitors. Through a series of concurrent seminar & networking events presenting cutting-edge lighting technology, inspired lighting design ideas and market intelligence.

**Event name** : ARCHIDEX 2014  
**Start date** : June 25, 2014 **End date** : June 28, 2014  
**Location** : Kuala Lumpur Convention Centre, Malaysia **Organizer** : C.I.S NETWORK SDN BHD  
**Details** : The global stage is set for the 15th edition of ARCHIDEX - the famous acronym for the International Architecture, Interior Design & Building Exhibition in Kuala Lumpur, Malaysia. Based on the long and successful run of ARCHIDEX held on an annual basis, a regional record turn-up of architects, interior designers, developers and other building related professionals of the built and interior design industries have made this the most important, must-attend exhibition of all time.



**FOR LEASE**  
**\$1,500/Month**

**Apartment with Fabulous City View**  
located at Rose Condo (Sangkat Tunle Bassac)  
3 Bedrooms, 3 Bathrooms, Big Living Room  
1 Car Parking, and Full Security  
**Call: 060 62 72 72 / 092 66 72 72**

**\$12.5 per issue only for (4.20cm x 6.85cm) to upgrade your property listing with us**  
**023-991 771**

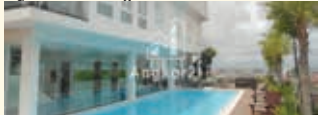
**Property Listing FOR RENT**  
070 6666 22  
070 9999 44



**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 វិទ្យុមានដំបូង ជួលសម្រាប់ការិយាល័យ ស្ថិតនៅសង្កាត់បឹងត្របែក មានទីតាំងល្អ ទំហំដី 15m x 25m អាចចតឡានបាន 5 ទៅ 6 គ្រឿង



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



**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. វិទ្យុបែបទំនើបសម្រាប់ជួលនៅទីក្រុងស្នាក់មានរោងហែលទឹក 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. វិទ្យុទំហំធំសម្រាប់ជួលនៅទីក្រុងស្នាក់មានរោងហែលទឹក បន្ទប់គេង១៤ 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. វិទ្យុសម្រាប់ជួលនៅទីក្រុងស្នាក់មានរោងហែលទឹក បន្ទប់គេង៩ 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 វិទ្យុសម្រាប់ជួលនៅទីក្រុងស្នាក់មានរោងហែលទឹក បន្ទប់គេង៥ បន្ទប់ទឹក៦ មានសំភារៈ ល្អសម្រាប់ស្នាក់នៅ



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

**OFFICE SPACE FOR RENT**



- Professional Office Units: Air-conditioned, Carpeting/ Tiling floor, 24/7 operation hour, Power system, Exhaust fans & Free maintenance services.
- Space available from 40sqm
- Reliable power supply
- Secure & large parking space
- 24 hour security guard
- In the business hub
- Friendly receptionists
- Central Location

**Price USD 10/ M<sup>2</sup>**

**VTRUST**  
vtp@vtrustproperty.com  
012 569 832/ 012 912 651/ 012944191  
www.vtrustproperty.com  
H/Q: #113 (Parkway Square) Mao Tse Toung Blvd, Phnom Penh

**Living excellence**



Visit our apartment buildings and examine our Services...  
...you just might find yourself at home!

# CBRE Cambodia

Part of the CBRE affiliate network

## 097 230 0000

### CAMBODIA'S INDEPENDENT INTERNATIONAL LEADER IN REAL ESTATE SERVICES

Sales • Lettings  
Research & Consultancy  
Valuation  
Property Management

[www.cbre.com.kh](http://www.cbre.com.kh)  
[cambodia@cbre.com](mailto:cambodia@cbre.com)



**FOR SALE**  
**\$1,200,000**

**Good Location Special for Condo or School**  
ដីទំហំ (Land) 20m x 50m វិទ្យាមាន 5បន្ទប់ ផ្លូវក្រៅស្ថិតនៅក្នុងសង្កាត់ ទឹកល្អក់៣ ជិតមជ្ឈមណ្ឌលបម្រុងឱ្យយ៉ាវ (Asphalt Road, Located in Sangkat Toek Laak 3, near Mondial Center)  
**ទំនាក់ទំនងទូរស័ព្ទលេខ Call: 077 511 168**

**Property Listing FOR SALE**  
.....  
**070 6666 22**  
**070 9999 44**



**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) ដីលក់លើផ្លូវឧកញ៉ាទ្រីយ៉ាង ក្បែរប៊ូរីណូ 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 ឡាណក់បន្ទាន់នៅទួលគោក ដី ១៣.៥ x ៤០m ផ្ទះ ១២m x ២០m, បន្ទប់គេង ៦ បន្ទប់ទឹក៦



**USD 540,000** (Ref: ANG-158)  
Land for Sale in Tuol Tom Pong, Good for Apartment, Land Size: 15m x 26m, ដីលក់នៅទួលទំពូង ល្អសម្រាប់សាងសង់អាជ្ញាធរ ទំហំដី ១៥ x ២៦ ។



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



**USD 110,000** (Ref: ANG-159)  
Condo for Sale near Tuol Kok, 2beds/2baths, 118m2, 24/7 Security, Pool and gym, ខ្លួនដួលក្នុងទួលគោក បន្ទប់គេង២ បន្ទប់ទឹក២ ទំហំ ១១៨ម្ភៃ ស្ថិតនៅក្នុងសង្កាត់ ទឹកល្អក់៣ និង កន្លែងហាត់ប្រាណ



**USD \$270/m2** (Ref: ANG-155)  
Best Price!!! Land for Sale along Duong Ngeab 2 Road, 3.5 Ha (\$5,000m2), frontage 100m កម្រិតសេស!!! ដីលក់លើផ្លូវខ្លុងផ្សេងៗ ទំហំ ៣.៥ហិកតា ជាប់ផ្លូវ ១០០ម៉ែត្រ



**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), មានប្លង់រឹងស្រាប់



**USD 450,000** (Ref: ANG-SP3)  
Land for Sale in Chomroeu National Park area, near Soviet Hospital, Size: 18m x 58m, hard title deed. ដីលក់នៅភូមិចំរើនផល នៅជិតពេទ្យសូវៀត ទំហំដី 18m x 58m មានប្លង់រឹងស្រាប់



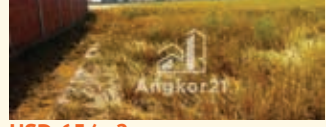
**USD 90,000** (Ref: ANG-C01)  
Condo for Sale along Mekong River, 2beds/2baths, 100m2, 24/7 Security, Pool and gym ខនដួលក្នុងទួលគោក បន្ទប់គេង២ បន្ទប់ទឹក២ ទំហំ ១០០ម២ សន្តិសុខ ២៤ ម៉ោងមានអាងទឹក និងកន្លែងហាត់ប្រាណ។



**USD 530,000** (Ref: ANG-SP4)  
Land for Sale in Tuol Kok, Size: 515m2, Good location for villa, apartment and office, Hard title deed ដីលក់នៅទួលគោក ទំហំ515m² ទីតាំងល្អសម្រាប់វីឡា អាជ្ញាធរ និងអគារការិយាល័យ មានប្លង់រឹង



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



**USD 65/m2** (Ref: ANG-SP5)  
BEST PRICE!!! Land for Sale, 2.5 Km from Phnom Penh International Airport, Size: 5,478m2 តម្លៃពិសេស!!! ដីលក់ចំងាយ ២.៥ គីឡូម៉ែត្រពីព្រលានយន្តហោះអន្តរជាតិភ្នំពេញ ទំហំដី 5,478m2



**\$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 ដីកែងលក់លើផ្លូវ២០០៤ (ផ្លូវម៉ែដា) ទំហំដី 60m x 80m មានប្លង់រឹងស្រាប់ ល្អសម្រាប់ប្រាក់សាងសង់សាលារៀន ឬអគារការិយាល័យ



**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 ដីលក់នៅទួលគោក លើផ្លូវ ៥៩៨ ទំហំដី 16m x 37m មានប្លង់រឹង ល្អសម្រាប់អគារពាណិជ្ជកម្មផ្សេងៗ



**USD55/m2** (Ref: ANG-SP7)  
Land for Sale near Borey Sontephea 2 near factory, Land size: 1,522m2 ដីលក់នៅក្បែរប្រាសាទស្រីស្រី ២ ចោមចៅ ក្បែរពោធិ៍ចក្រ ទំហំដី 1,522m²

**Cambodia Contractors Association (CCA) Member**  
**Listing**



**CAMBODIA CONSTRUCTORS ASSOCIATION (CCA)**

[a]: N°315 Preah Monivong Blvd., Canadia Tower (Floor-12th), Sk. Wat Phnom Kh. Daun Penh, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 868 222  
 [f]: ..... (855-23) 988 828  
 [e]: ..... secretariatcca@yahoo.com  
 [w]: ..... www.cca.org.kh



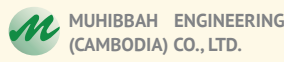
**OVERSEAS CAMBODIA INVESTMENT CORPORATION**

[a]: N°315 Canadia Tower, Preah Monivong Blvd., and St. Angdoug, Sk. Wat Phnom, Kh. Daun Penh, Phnom Penh, Cambodia  
 [t]: ..... (855-23) 868 222  
 [f]: ..... (855-23) 427 064  
 [e]: ..... canadia@canadiabank.com.kh  
 [w]: ..... www.canadiabank.com.kh



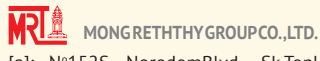
**LY CHHUONG CONSTRUCTION & IMPORT EXPORT CO., LTD.**

[a]: N°21, St. 334/57, Sk. Boeung Keng Kang I, Kh. Chamkarmon, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 220 525  
 [f]: ..... (855-23) 211 788  
 [e]: ..... info@LCC.com.kh  
 [w]: ..... www.LCC.com.kh



**MUHIBBAH ENGINEERING (CAMBODIA) CO., LTD.**

[a]: N°313-315A, Mao Se Tong Blvd., Sk. Phsardeomkor, Kh. Toul Kork, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 884 093  
 [f]: ..... (855-23) 366 888  
 [e]: ..... kh.mec@muhibbah.com.kh  
 [w]: ..... www.muhibbah.com



**MONGRETHTHY GROUP CO., LTD.**

[a]: N°152S, Norodom Blvd., Sk. Tonle Bassac, Kh. Chomkarmorn, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 211 065  
 [f]: ..... (855-23) 216 496  
 [e]: ..... mrtgroup@mongreththy.com  
 [w]: ..... www.mongreththy.com



**CHIP MONG GROUP CO., LTD.**

[a]: N°137B, St. Mao Se Toang, Sk. Boeung Keng Kang III, Kh. Chomkarmorn, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 218 060/61  
 [f]: ..... (855-23) 210 155  
 [e]: ..... info@chipmonggroup.com  
 [w]: ..... www.chipmonggroup.com



**KHUN SEA DEVELOPMENT GROUP**

[a]: N°217, St. 369, Sk. Chbaumpov I, Kh. Meanchay, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 720 788  
 [f]: ..... (855-23) 720 788  
 [e]: ..... khun\_22@yahoo.com  
 [w]: .....



**7 F T D CO., LTD**

[a]: N°124, St. Sothearos, Sk. Tonle Bassac, Kh. Chamkarmon, Phnom Penh, Cambodia  
 [t]: ..... (855-23) 996 876  
 [f]: ..... (855-23) 996 876  
 [e]: ..... sales@7ftd.com.kh  
 [w]: ..... www.7ftd.com.kh



**JIT ENGINEERING CO., LTD**

[a]: N°129-131, Monireth St. 217, Sk. Boeung Salang, Kh. Toul Kork, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 882 733  
 [f]: ..... (855-23) 882 738  
 [e]: ..... jitenrg@jit.com.kh  
 [w]: ..... www.jit.com.kh



**Comin Khmer**

[a]: N° 8b, Down Town Road No.7, Sk. Chom Chao, Kh. Dangkor, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 885 640-6  
 [f]: ..... (855-23) 885 651  
 [e]: ..... ckinfo@comin.com.kh  
 [w]: ..... www.cominasia.com



**SENG ENTERPRISES CO., LTD.**

[a]: N°138, Pasteur St.51, Sk. Boeung Keng Kang I, Kh. Chamkarmon, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 215 342  
 [f]: ..... (855-23) 212 267  
 [e]: ..... admin@seng-enterprise.com.kh  
 [w]: ..... www.seng-enterprise.com



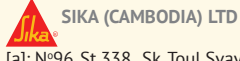
**MEGA CAMBO CONSTRUCTION COMPANY LIMITED**

[a]: Canacity Industry Garden, St. Veng Sreng, Sk. Chormchoa, Kh. Doungkour, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 686 0 511  
 [f]: ..... (855-23) 430 686  
 [e]: ..... charlesvann@canadiabank.com.kh  
 [w]: ..... www.canadiabank.com.kh



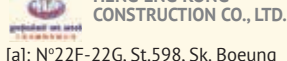
**NOVARE DESIGN INTERNATIONAL LTD**

[a]: N°445, Monivong Blvd, Sk. Boeung Prolit, Kh. 7 Makara, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 679 0 623  
 [m]: ..... (855-17) 790 623  
 [e]: ..... cambodia@novaredesign.com  
 [w]: ..... www.novaredesign.com



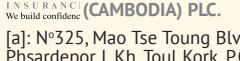
**SIKA (CAMBODIA) LTD**

[a]: N°96, St. 338, Sk. Toul Svay Prey II, Kh. Chamkarmon, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 215 198  
 [f]: ..... (855-23) 222 367  
 [e]: ..... sales@kh.sika.com  
 [w]: ..... www.sika.com



**HENG ENG KONG CONSTRUCTION CO., LTD.**

[a]: N°22F-22G, St.598, Sk. Boeung Kork II, Kh. Toul Kork, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 886 899  
 [f]: ..... (855-23) 886 899  
 [e]: ..... hek.construction@yahoo.com  
 [w]: ..... www.hekconstruction.com



**FORTE INSURANCE (CAMBODIA) PLC.**

[a]: N°325, Mao Tse Toung Blvd., Sk. Phsardepour I, Kh. Toul Kork, P.O. Box 565, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 885 077/ 066 Ext. 217  
 [f]: ..... (855-23) 986 922/ 882 798  
 [e]: ..... info@forteinsurance.com  
 [w]: ..... www.forteinsurance.com



**NURI E&C Engineering & Construction**

[a]: N°431, Preah Monivong Blvd., Kh. 7 Makara, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 998 609  
 [m]: ..... (855-92) 195 754  
 [e]: ..... sale@decastle.net  
 [w]: ..... www.decastle.net



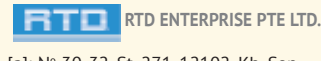
**BRANCH OF P.T.S GROUP CO., LTD**

[a]: N°139, Russia Federation Blvd, Sk. Chom Chao, Kh. Posenchey, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 866 628 / 866 638  
 [f]: ..... (855-23) 866 618  
 [e]: ..... saleskobe@kobelcocambodia.com  
 [w]: ..... www.kobelcocambodia.com



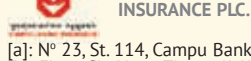
**VENTURE (CAMBODIA) PTE LTD**

[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  
 [w]: .....



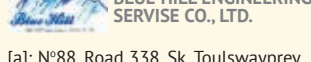
**RTD ENTERPRISE PTE LTD.**

[a]: N° 30-32, St. 271, 12102, Kh. Sen Sok, Phnom Penh, Cambodia  
 [t]: ..... (855-23) 883 005  
 [m]: ..... (855-16) 725 550  
 [e]: ..... info@rtdcambodia.com  
 [w]: ..... www.rtdcambodia.com



**CAMPU LONPAC INSURANCE PLC.**

[a]: N° 23, St. 114, Campu Bank Building, 7th Floor, Sk. Phsar Thmey II, Kh. Daun Penh, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 966 966  
 [f]: ..... (855-23) 986 273  
 [e]: ..... enquiries@campulonpac.com.kh  
 [w]: ..... www.campulonpac.com.kh



**BLUE HILL ENGINEERING SERVICE CO., LTD.**

[a]: N°88, Road 338, Sk. Toulswayprey, Kh. Chomkarmorn, Phnom Penh, Cambodia.  
 [m]: ..... (855-12) 487 362  
 [f]: ..... (855-23) 212 435  
 [e]: ..... owen.sunfenix@gmail.com  
 [w]: ..... www.midea.com.ch



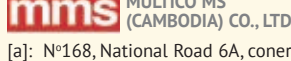
**CAMCONA GROUP CO., LTD.**

[a]: N° 20, St. 554, Sk. Boeung Kak I, Kh. Tuol Kok, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 884 480  
 [m]: ..... (855-12) 222 030  
 [e]: ..... camcona@yahoo.com  
 [w]: ..... www.camconagroup.com



**DAT HOA TRADING (CAMBODIA) CO., LTD**

[a]: N°426, St. 271, Sk. Tumnuop Toek, Kh. Chamkarmon, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 219 646  
 [f]: ..... (855-23) 219 646  
 [e]: ..... info@dathoatc.com.kh  
 [w]: ..... www.dathoatc.com.cn



**MULTICO MS (CAMBODIA) CO., LTD**

[a]: N°168, National Road 6A, coner of New Chroy Changvar(St.), Sk. Chroy Changvar I, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 432 130  
 [f]: ..... (855-23) 432 130  
 [e]: ..... multicomcs.cs@live.com  
 [w]: ..... www.multicorporation.com



**HENG ASIA**

[a]: N°22, Mao Tse Toung Blvd. (St. 245), Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 218 995-7  
 [f]: ..... (855-23) 218 339  
 [e]: ..... hengasiahp@yahoo.com  
 [w]: ..... www.hengasia.com



**JOTUN CAMBODIA LIMITED**

[a]: N°113, Mao Tse Tong Blvd., (St.245) Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 218 751  
 [f]: ..... (855-23) 218 751  
 [e]: ..... sovath.teng@jotun.com  
 [w]: ..... www.jotun.com



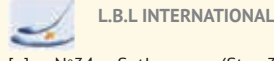
**T-RO CONSTRUCTION CO., LTD.**

[a]: N°281, St. Preysar, Sk. Dangkor, Kh. Dangkor, Phnom Penh, Cambodia.  
 [m]: ..... (855-17) 999 007  
 [m]: ..... (855-12) 236 555  
 [e]: ..... info@troconstruction.com  
 [w]: ..... www.troconstruction.com



**SUN HOUR GROUP**

[a]: N°427, St. 93, Sk. Beong Prolit, Kh. 7 Makara, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 218 508  
 [f]: ..... (855-23) 218 988  
 [e]: ..... info@sunhour.com  
 [w]: ..... www.sunhour.com



**L.B.L INTERNATIONAL**

[a]: N°34, Sothearos (St. 3), Sk. Chachtomok, Kh. Daun Penh, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 722 532  
 [f]: ..... (855-23) 214 272  
 [e]: ..... lbl.international@lbl-group.cpm  
 [w]: ..... www.lbl-group.com



**ADVANCED TECHNICAL SUPPLIES CO., LTD**

[a]: N° 19, St. 209, Sk. Tumnuop Toek, Kh. Chamkarmon, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 222 411  
 [m]: ..... (855-93) 715 333  
 [e]: ..... e-mail@ats.com.kh  
 [w]: ..... www.ats.com.kh



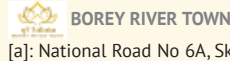
**ETS ENGINEERING TECHNICAL SERVICE CO., LTD.**

[a]: N° 96, St. 247, Sk. Boeung Salang, Kh. Toul Kork, Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 883 477  
 [m]: ..... (855-16) 928 929 / 12 909 098  
 [e]: ..... info@etscambo.com  
 [w]: ..... www.etscambo.com



**UNITED MERCURY GROUP**

[a]: N° 48, National Road No 4, Sk. Chom Chao, Sk. Dangkor, 12405 Phnom Penh, Cambodia.  
 [t]: ..... (855-23) 729 217  
 [f]: ..... (855-23) 729 219  
 [e]: ..... umg@umg.com.kh  
 [w]: ..... www.umg.com.kh



**BOREY RIVER TOWN**

[a]: National Road No 6A, Sk. Chroy Changvar, Kh. Russey keo, Phnom Penh, Cambodia.  
 [m]: ..... (855-95) 888 890  
 [m]: ..... (855-97) 566 3 333  
 [e]: ..... info@boreyriverstown.com  
 [w]: ..... www.boreyriverstown.com

**HSC HSC CO., LTD.**  
 [a]: N° 37ABCD, Russian Blvd. (St. 110),  
 Sk. Monorom, 12305, Phnom Penh.  
 [t]: (855-23) 218 472 / 885 027  
 [f]: (855-23) 212 796  
 [e]: info@hsc.com.kh  
 [w]: www.hsc.com.kh

**AAP GROUP CO., LTD.**  
 [a]: N° A11-A13, St. 271, Sk. Tumnu  
 Toeuk, 12306 Phnom Penh, Cambodia.  
 [m]: (855-17) 666 889  
 [f]: (855-23) 996 238  
 [e]: business@aapgroup.com.kh  
 [w]: www.aapgroup.com.kh

**OCEAN COOLING TOWER SDN. BHD.**  
 [a]: N° 15-1, Jalan 9/23E, Taman Danau  
 Kota, Setapak, 53300 Kuala Lumpur,  
 West Malaysia.  
 [m]: 0063 4142 6263/4143 6263  
 [f]: 00603 4143 6870/4142 8260  
 [e]: thomas@oceancoolingtower.com  
 [w]: www.oceancoolingtower.com

**ANGKORTEL INVESTMENT CO., LTD.**  
 [a]: Sapino Building 4<sup>th</sup> Flr., Room4, St. 289,  
 Sk. Boueng Kork II, Phnom Penh, Cambodia.  
 [m]: (855-60) 999 123  
 [f]: (855-60) 999 955  
 [e]: info@angkortel.com  
 [w]: www.angkortel.com

**K SUPPLY CO., LTD.**  
 [a]: N°A25-27, Russian Blvd, Sk Toeuk Thla,  
 Kh. Sen Sok, Phnom Penh, Cambodia.  
 [t]: (855-23) 886 789  
 [f]: (855-23) 881 898  
 [e]: sales@wannaco.com  
 [w]: www.wannaco.com

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

**XINCHU TASHEN GREEN TECH CO., LTD.**  
 [a]: N°10 AB, St.271, Sk. Toeuk Lark III,  
 Khan Toul Kork, Phnom Penh, Cambodia.  
 [t]: (855-23) 881 968  
 [f]: (855-23) 881 967  
 [e]: info@tashengreen.com  
 [w]: www.tashengreen.com

**Plus+**  
 [a]: N° 333B, Monivong Blvd., Sk. Orussey 4,  
 Kh. 7 Makara, Phnom Penh, Cambodia.  
 [m]: (855-11) 208 888  
 [f]: (855-23) 218 040  
 [e]: prayut@prayut.com  
 [w]: www.prayut.com

**SMART-ACON TRADING CO.,LTD**  
 [a]: N°98, Norodom Blvd., Sk. Chaktomouk,  
 Phnom Penh, Cambodia.  
 [m]: (855-12) 812 841  
 [t]: (855-23) 950 338  
 [e]: meng@smart-acon.com  
 [w]: www.smart-acon.com

**Cambodia-Vietnam Insurance Plc.**  
 [a]: N°99, Norodom Blvd, Sk. Boeung Raing  
 Khan Doun Penh, Phnom Penh, Cambodia.  
 [t]: (855-23) 212 000  
 [f]: (855-23) 215 505  
 [e]: kearik@cvi.com.kh  
 [w]: www.cvi.com.kh

**TAING CHENG OING CONSTRUCTION CO.,LTD**  
 [a]: N°9, St.337, Sk. Boeung Kok I, Kh. Toul Kok,  
 Phnom Penh, Cambodia.  
 [t]: (855-23) 881 238  
 [m]: (855-12) 887 882  
 [e]: chengoing@yahoo.com

**PEB STEEL BUILDING CO., LTD**  
 [a]: N°1-06Jade St., Sk. Tumnu tuk,  
 Kh. Chamkarmon, Phnom Penh, Cambodia.  
 [t]: (855-23) 67 88 679  
 [m]: (855-16) 851 828  
 [e]: thi@pebsteel.com.vn  
 [w]: www.pebsteel.com.kh

**BOSCH ROBERT BOSCH (CAMBODIA) CO., LTD**  
 [a]: Unit 4B, Premier Office Centre, N° 184  
 Munireth Blvd., Phnom Penh, Cambodia.  
 [t]: (855-23) 966 660  
 [f]: (855-23) 966 660  
 [e]: info@bosch.com.kh  
 [w]: www.bosch.com.kh

**3ECO CITY 3 ECO CITY CONSTRUCTION**  
 [a]: N°166 St. 122, Sk. Teuk laak I, Kh.  
 Toul Kork, Phnom Penh, Cambodia.  
 [t]: (855-23) 995 678  
 [m]: (855-96) 3 671 968  
 [e]: vh@clmvcapital.com  
 [w]: www.3ecocostruction.com

**ENVOTECH ENVOTECH CO., LTD.**  
 [a]: N°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

**ANGKOR REALTY**  
 [a]: N°209, St. 51, Sk. Boeung Keng  
 Korng I, Kh. Chamkar Morn, Phnom  
 Penh, Cambodia.  
 [t]: (855-23) 861 999  
 [f]: (855-23) 993 392  
 [e]: info@bonnarealty.com.kh  
 [w]: www.bonnarealty.com.kh

**BITUS BITUS CONSTRUCTION & DEVELOPMENT**  
 [a]: N° 4F No 66, Norodom Blvd., Sk.  
 Chey Chomnas, Kh. Doun Penh, Phnom  
 Penh, Cambodia.  
 [t]: (855-23) 990 380  
 [m]: (855-23) 990 381  
 [e]: admin@bitus.com.kh  
 [w]: www.bitus.com.kh

**TEM TRADING CO., LTD**  
 [a]: N° 99A, St. 143, Sk. Boeng Keng  
 kang III, Kh. Chamkarmon, Phnom Penh,  
 Cambodia.  
 [m]: (855-23) 63 63 030  
 [f]: (855-95) 829 992/3  
 [e]: sales@tem-trading.com  
 [w]: www.tem-trading.com

**ESCORT ESCORT IMPORT-EXPORT(CAMBODIA)CO., LTD**  
 [a]: N° 403, Kampuchea Krom Blvd,  
 Phnom Penh, Cambodia.  
 [m]: (855-97) 741 118 3  
 [t]: (855-23) 689 0788  
 [e]: info@escort.com.vn  
 [w]: www.escort.com.kh

**WIKI TRADE COMPANY LTD.**  
 [a]: N°60E1 St. 110, Sk. Toeuk Thla, Kh.  
 Sen Sok, Phnom Penh, Cambodia.  
 [t]: (855-23) 887 168  
 [f]: (855-23) 883 786  
 [e]: info@wikitrade.com.kh  
 [w]: www.wikitrade.com.kh

**Construction, Architect, Design, Consultant and Construction Management Listing**

**7NG Group Co., Ltd.**  
 [a]: N°124, Sotheaeros St., Phnom Penh.  
 [m]: (855-12) 380 830  
 [f]: (855-23) 555 1334  
 [e]: vannrycaf@yahoo.com  
 [w]: www.7nggroup.com.kh

**AAP GROUP**  
 [a]: N°A11-A13, St. 271, Sk. Tumnu  
 Toeuk, Kh. Chamkarmon, Phnom Penh.  
 [t]: (855-23) 223 176  
 [f]: (855-23) 996 238  
 [e]: business@aapgroup.com.kh  
 [w]: www.aapgroup.com.kh

**A-BEC Enterprises Co., Ltd.**  
 [a]: N°1C, St. 167, Phnom Penh, Cambodia.  
 [t]: (855-23) 994 794  
 [f]: (855-23) 994 404  
 [e]: a-bec@camintel.com  
 [w]: www.a-bec.biz

**Advancing Engineering Consultants Ltd.**  
 [a]: N°23, Rue Oknha Chrun Youhak  
 St.294, Phnom Penh, Cambodia.  
 [t]: (855-23) 986 330  
 [e]: info@aeconsults.com  
 [w]: www.aeconsults.com

**Alpha Property Construction Co., Ltd.**  
 [a]: N°37E, Lovieem St. 282,  
 Phnom Penh, Cambodia.  
 [t]: (855-23) 222 371  
 [f]: (855-23) 222 373  
 [e]: alpha.builder@yahoo.com  
 [w]: www.alphaapc.com

**Angkor Engineering & Architecture**  
 [a]: N°23, St.112, KT Tower, 4<sup>th</sup> Flr., Room  
 402, Phnom Penh, Cambodia.  
 [t]: (855-23) 455 5668  
 [m]: (855-88) 999 9446  
 [e]: aea\_decor@yahoo.com  
 [w]: www.aea-kh.com

**ANGKORTEL INVESTMENT CO., LTD.**  
 [a]: Sapino Building 4<sup>th</sup> Flr., Room4, St. 289, Sk.  
 Boueng Kork II, Kh. Toul Kork, Phnom Penh,  
 Cambodia.  
 [m]: (855-60) 999 123  
 [f]: (855-60) 999 955  
 [e]: info@angkortel.com  
 [w]: www.angkortel.com

**Asia Engineering Co., Ltd.**  
 [a]: N°110, St. 148, Kh. Daun Penh,  
 Phnom Penh, Cambodia.  
 [t]: (855-23) 630 3 536  
 [m]: (855-12) 202 001 / 851 756  
 [e]: info@asiaengineering-kh.com  
 [w]: www.asiaengineering-kh.com

**Aruna Technology Ltd.**  
 [a]: N°417Eo, Preah Sisowath Quay, Kh.  
 Daun Penh, Phnom Penh, Cambodia.  
 [t]: (855-23) 215 231  
 [f]: (855-23) 215 234  
 [e]: info.aruna@arunatechnology.com  
 [w]: www.arunatechnology.com

**ATS ADVANCED TECHNICAL SUPPLIES CO., LTD.**  
 Electrical Contractor . Control Switch-  
 board Solution . Energy Diagnostic  
 . Monitoring System . Electrical  
 Components and Accessories  
 [a]: N°19, St. 209, Sk. Tumnu Toeuk, Kh.  
 Chamkarmon, Phnom Penh, Cambodia.  
 [t]: (855-23) 222 411  
 [m]: (855-93) 715 333  
 [e]: e-mail@ats.com.kh  
 [w]: www.ats.com.kh

**Biz & Trust Group Co., Ltd.**  
 [a]: N°20B, St.288, Kh. Chamkarmon,  
 Phnom Penh, Cambodia.  
 [t]: (855-23) 666 6 208  
 [f]: (855-23) 722 185  
 [e]: info@biz-trust.com  
 [w]: www.biz-trust.com

**BITUS BITUS CONSTRUCTION & DEVELOPMENT**  
 [a]: N° 4F No 66, Norodom Blvd., Sk. Chey  
 Chomnas, Kh. Doun Penh, Phnom Penh,  
 Cambodia.  
 [t]: (855-23) 990 380  
 [f]: (855-23) 990 381  
 [e]: admin@bitus.com.kh  
 [w]: www.bitus.com.kh

**BKE - British Khmer Engineering Lte.**  
 [a]: N°13, Kh. Russey Keo, Phnom Penh, Cambodia.  
 [t]: (855-23) 986 814  
 [f]: (855-23) 987 217  
 [e]: BKE@online.com.kh  
 [w]: www.bke.com.kh

**BLUE HILL ENGINEERING SERVICE CO., LTD.**  
 [a]: N° 88, St. 338, Sk. Toulsvayprey, Kh.  
 Chomkarmon, Phnom Penh, Cambodia  
 [t]: (855-23) 727 185  
 [m]: (855-93) 212 435  
 [e]: owen.sunfenix@gmail.com  
 [w]: www.midea.com.ch

**Borey Kamkor Construction Co., Ltd.**  
 [a]: Snoul Village, Chbar Morn City,  
 Kampong Speu, Cambodia.  
 [t]: (855-25) 987 228  
 [m]: (855-12) 996 596  
 [e]: sokchea\_79@hotmail.com

**Cade Group Cambodia Company Ltd.**  
 [a]: N°27, St.5BT, Phnom Penh, Cambodia.  
 [t]: (855-23) 996 485  
 [f]: (855-23) 996 485  
 [e]: cade\_group@yahoo.com

**Camatec Engineering & Construction**  
 [a]: N°539Eo, Kampuchea Krom St.128,  
 Phnom Penh, Cambodia.  
 [t]: (855-23) 883 311  
 [f]: (855-23) 883 511  
 [e]: info@camatec.com.kh  
 [w]: www.camatec.com.kh

**Cambobuil Construction Camatec Co., Ltd.**  
 [a]: N°31B, St.271, Kh. Sen Sok, Phnom Penh,  
 Cambodia.  
 [t]: (855-23) 882 868  
 [f]: (855-23) 882 858  
 [e]: general@Cambobuild.com  
 [w]: www.Cambobuild.com

**Cam E.s Co., Ltd.**  
 [a]: N°20, St. 606, Kh. Toul Kork, Phnom  
 Penh, Cambodia.  
 [t]: (855-23) 882 704  
 [m]: (855-12) 986 576  
 [e]: tiveasuon@comes.com.kh  
 [w]: www.comes.com.kh

**Camcal Co., Ltd.**  
 [a]: N°78, St.360, Phnom Penh, Cambodia.  
 [t]: (855-23) 993 499  
 [f]: (855-23) 993 488  
 [e]: kkanzaki@online.com.kh

**CAMCONA GROUP CO., LTD.**  
 Construction - Contractors.....  
 Consultants & Management .....  
 Construction equipment & materials .....  
 [a]: N°20, St. 554, Sk. Boeung Kak I, Kh.  
 Tuol Kok, Phnom Penh, Cambodia  
 [t]: (855-23) 884 480  
 [m]: (855-12) 222 030  
 [e]: camcona@yahoo.com  
 [w]: www.camconagroup.com

**Canrich Machinery**  
 [a]: N°105, National Road N°6, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 633 7088  
 [f]: .....  
 [e]: ..... canrich\_machinery@yahoo.com

**Cemp Engineering Co., Ltd.**  
 [a]: N°9C, St. Lum, Kh. Dangkor, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 969 718  
 [f]: .....(855-23) 969 717  
 [e]: ..... info@cemp-engineering.com  
 [w]: ..... www.cemp-engineering.com

  
 Electrical Works.....  
 Cold Rooms - Wholesalers.....  
 Measuring Machines & Equipment.....  
 [a]: N°8b, Down Town Road No.7, Sk. Chom Chao, Kh. Dangkor, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 885 640-6  
 [f]: .....(855-23) 885 651  
 [e]: ..... ckinfo@comin.com.kh  
 [w]: ..... www.cominasia.com

**CGN Group Co., Ltd.**  
 [a]: N°Villa 12, St.426, Kh. Chamkarmon, Phnom Penh, Cambodia.  
 [m]: .....(855-97) 950 1111  
 [n]: .....(855-13) 434 343  
 [e]: ..... cnggroup@hotmail.com  
 [w]: ..... www.cgncambodia.com

**CSA - Chea Sakal Aphivath Co., Ltd.**  
 [a]: N°70Eo, St.336, Phnom Penh, Cambodia.  
 [m]: .....(855-12) 524 748  
 [f]: .....  
 [e]: ..... cheasakal.csa@gmail.com

**Daiho Corporation**  
 [a]: N°64ZA, St.360, Sk. Boeng Kengkang I, Kh. Chamkarmon, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 219 205  
 [f]: .....(855-23) 219 216  
 [e]: ..... sdanakas@hotmail.com  
 [w]: ..... www.daiho.co.jp

**Daun Penh Construction Co., Ltd.**  
 [a]: N°27DEF, Preah Monivong Blvd. (St.93), Phnom Penh, Cambodia.  
 [t]: .....(855-23) 427 788  
 [f]: .....(855-23) 427 788  
 [e]: ..... dpcgroup@online.com.kh  
 [w]: ..... www.dpcc.com.kh

**David Construction & Import Export Co., Ltd.**  
 [a]: N°676, St.59, Phnom Penh, Cambodia.  
 [m]: .....(855-12) 838 814  
 [f]: .....  
 [e]: ..... virakbothuon@yahoo.com

**DEG - Dynamic E Group Ltd.**  
 [a]: N°18ABC, St.110, Kh. Toul Kork, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 992 299  
 [f]: .....(855-23) 993 299  
 [e]: ..... info@degolution.com  
 [w]: ..... www.deg.com.kh

**DBD Engineering Co., Ltd.**  
 [a]: N°C45, St.369, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 966 006  
 [f]: .....(855-23) 986 644  
 [e]: ..... services@dbdengineering.com  
 [w]: ..... www.dbdengineering.com

**DNG Group**  
 [a]: N°15B, St. 105/ Corner St 198, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 215 481  
 [f]: .....(855-23) 215 482  
 [e]: ..... dng11111@yahoo.com

**Double Decor**  
 [a]: N°7C, Penn Nouth St.289, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 638 8 768  
 [m]: .....(855-12) 688 768  
 [e]: ..... dd\_indes@yahoo.com  
 [w]: ..... www.double-decor.com

**DP - Decor Plaza Import Export Co., Ltd.**  
 [a]: N°148Eo, Mao Tse Toung Blvd. (St. 245), Phnom Penh, Cambodia.  
 [t]: .....(855-23) 213 121  
 [f]: .....(855-23) 213 221  
 [e]: ..... choub\_cheap@yahoo.com  
 [w]: .....

**Duong Heng Enterprise Construction**  
 [a]: N°92, Russian Federation Blvd. (St.110), Phnom Penh, Cambodia.  
 [m]: .....(855-12) 846 551  
 [n]: .....(855-12) 320 888  
 [e]: .....  
 [w]: .....

**Eng Kaing Development Corporation**  
 [a]: N°223, Oknha Tep Phan St.182, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 882 360  
 [m]: .....(855-11) 561 168  
 [e]: .....

**EM Construction Import Export Co., Ltd.**  
 [a]: N°85, St.344, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 969 888  
 [f]: .....(855-23) 969 666  
 [e]: ..... info@emc.com.kh  
 [w]: ..... www.emc.com.kh

  
 Chiller System . Water cool . Air cool Plumbing System . Fire Fighting System Electrical System . Security System . A/C Split System, Electrical Panel Board  
 [a]: N°96, St. 247, Sk. Boeung Salang, Kh. Toul Kork, Phnom Penh, Cambodia  
 [t]: .....(855-23) 883 477  
 [m]: .....(855-16) 928 929 / 12 909 098  
 [e]: ..... info@etscambo.com  
 [w]: ..... www.etscambo.com

**EXPERT PLAN DECOR**  
 [a]: N°190, St.336, Corner of St.255, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 303 078  
 [m]: .....(855-12) 965 120  
 [e]: ..... expertplan\_decor@ymail.com  
 [w]: ..... www.iknow.com.kh/epdecor

**G HOLDINGS COMPNY LTD GW DESIGN**  
 [a]: N°12, St.392, Kh. Chamkarmon, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 214 421  
 [f]: .....(855-23) 214 421  
 [e]: ..... info@g-holdings.com.kh  
 [w]: ..... www.g-holdings.com.kh

**GROUP FOUR**  
 [a]: N°28, St.528, Sk. Boeung Kak I, Kh. Tuol Kok, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 6300 081  
 [m]: .....(855-88) 855005  
 [e]: ..... group4@consultant.com  
 [w]: ..... www.g4cambodia.com

**GS Engineering & Construction**  
 [a]: N°132, Sothearos St. 3, IFC Building, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 216 016  
 [f]: .....(855-23) 216 113 Ext 521  
 [w]: .....

**Hang Sun Hak Construction Co., Ltd.**  
 [a]: N°5B, St.271, Kh. Sen Sok, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 880 853  
 [f]: .....(855-23) 880 853  
 [e]: ..... info@hsh.com.kh  
 [w]: ..... www.hsh.com.kh

**Hari Hara Construction & Decor Group**  
 [a]: N°30, Preah Ang Makhak Vann St. 178, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 221 393  
 [m]: .....(855-12) 222 551  
 [e]: ..... hariharagroup@gmail.com

**Hazama Corporation**  
 [a]: N°313, Preah Sisowath Quay, Camabodiana, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 992 914  
 [f]: .....(855-23) 221 041  
 [e]: ..... ranalin@online.com.kh  
 [w]: .....

**HENG ENG KONG CONSTRUCTION CO., LTD.**  
 Construction - Contractor.....  
 Architecture - Design.....  
 Consultant - Construction Management...  
 [a]: N°22F-22G, St.598, Kh. Toul Kork, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 886 899  
 [f]: .....(855-23) 886 899  
 [e]: ..... hek.construction@yahoo.com  
 [w]: ..... www.hekconstruction.com

**HSC Décor Center**  
 Architectural, design and decoration.....  
 Construction equipment and materials supplier.....  
 [a]: N° 37ABCD, Russian Blvd, Kh. 7makara, Phnom Penh  
 [t]: .....(855-23) 218 472  
 [f]: .....(855-23) 212 796  
 [e]: ..... info@hsc.com.kh  
 [w]: ..... www.hsc.com.kh

  
 [a]: N°41, St.588, Sk. Boenk Kak II, Kh. Toul Kork, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 884 284  
 [f]: .....(855-23) 987 907  
 [e]: ..... mail@ili-consult.com  
 [w]: ..... www.ili-consult.com

**KACE - Khmer Associates Consulting Engineers**  
 [a]: N°125B, St.204, Teuk Laak III, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 555 1216  
 [f]: .....(855-23) 555 1216  
 [e]: ..... kaceconsult@gmail.com  
 [w]: ..... www.kaceconsult.com

  
 Bore Pile Contractors.....  
 Structure & Superstructure Contractor ....  
 Road, Bridge, Drainage & Irrigation.....  
 PPE & Safety Equipment Supplier.....  
 Concrete Batching Plant, Mobile Mixer & Pump  
 [a]: N°129-131, Monireth Blvd. (St. 217), Sk. Boeung Salang, Kh. Toul Kork, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 882 733  
 [f]: .....(855-23) 882 738  
 [e]: ..... jiteng@jit.com.kh  
 [w]: ..... www.jit.com.kh

**KC Gecin Enterprises**  
 [a]: N°500, National Road N° 2, Chak Ang Re Loeu, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 360 288  
 [f]: .....(855-23) 994 618  
 [e]: ..... kc\_gecin@ymail.com  
 [w]: ..... www.kc\_gecin.com

**KCE - Keurt Construction Enterprise**  
 [a]: N°39, St.353, Kh. Toul Kok, Phnom Penh, Cambodia.  
 [m]: .....(855-16) 446 384  
 [n]: .....(855-12) 938 760 / 77 779 880

**Khmer Builder Enterprise**  
 [a]: N°94D, St.432, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 655 5633  
 [e]: ..... chanra.pho@gmail.com  
 [w]: ..... www.khmer-builder.com

**Khaou Chuly - MKK Co., Ltd**  
 [a]: N°0117-0118, Sorla St.2004, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 882 016  
 [f]: .....(855-23) 882 301  
 [e]: ..... info@khaouchuly.com  
 [w]: ..... www.khaouchuly.com

  
 Construction - Contractors.....  
 M&E Contractor .....  
 Architect - Design.....  
 [a]: N°217, St.369, Sk. Chbaoupov I, Kh. Mean Chay, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 720 788  
 [f]: .....(855-23) 720 788  
 [e]: ..... khun\_22@yahoo.com

**Kuy Leang Ky Construction Trading Group**  
 [a]: No. 2Eo, St. 516, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 884 883  
 [f]: .....(855-23) 884 883  
 [e]: ..... kuyleangky007@yahoo.com

  
 Construction - Contractor.....  
 Architecture - Design.....  
 Consultant - Construction Management...  
 [a]: N°34, Sothearos (St. 3), Phnom Penh, Cambodia.  
 [t]: .....(855-23) 722 532  
 [m]: .....(855-12) 811 619  
 [e]: ..... lbl.international@lbl-group.cpm  
 [w]: ..... www.lbl-group.com

**Liv Construction Import Export Co., Ltd.**  
 [a]: N°53, St.125, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 213 545  
 [f]: .....(855-23) 214 535  
 [e]: .....  
 [w]: ..... www.liv-construction.com

**LS Construction (Lee Service Cambodia) Pte.Ltd.**  
 [a]: N°88, St. Lum, Kh. Por Senchey, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 863 333  
 [f]: .....(855-23) 863 335  
 [e]: ..... lscpl@online.com  
 [w]: ..... www.lscambodia.com

  
 General Contractor.....  
 Architecture - Design - Consultant .....  
 MEP Contractor.....  
 Road & Bridge.....  
 [a]: N°21, St.57, Corner of St.334, Boeung Keng kang I, Kh. Chamkarmon, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 220 525  
 [f]: .....(855-23) 211 788  
 [e]: ..... info@lcc.com.kh  
 [w]: ..... www.lcc.com.kh

**Ly Design Engineering (Cambodia) Ltd.**  
 [a]: N°16, St. 202, Phnom Penh, Cambodia.  
 [m]: .....(855-12) 600 765  
 [f]: .....  
 [e]: ..... lydec@lydec.fr  
 [w]: ..... www.lydec.fr

  
 Construction - Contractors.....  
 Architect - Design .....  
 Road & Bridge.....  
 [a]: Canacity Industry Garden, St. Veng Sreng, Kh. Doungkour, Phnom Penh, Cambodia.  
 [t]: .....(855-23) 6860 511  
 [f]: .....(855-23) 430 686  
 [e]: ..... charlesvann@canadiabank.com.kh  
 [w]: ..... www.canadiabank.com.kh



Construction - Contractors.....  
 Consultants & Management .....  
 Road Building Contractors & Equipment

[a]: N°152S, Preah Norodom (St.41),  
 Sk. Tutle Bassac, Kh. Chamkarmon,  
 Phnom Penh, Cambodia.  
 [t]:.....(855-23) 211 065  
 [f]:.....(855-23) 216 496  
 [e]:.....mrtgroup@mongreththy.com  
 [w]:.....www.mongreththy.com



Construction - Contractors.....  
 Consultants & Management .....  
 Engineering Equipment & Supplies.....

[a]: N°313-315, Mao Tse Toung Blvd.  
 (St.245), Sk. Phsardeomkor, Kh. Toul Kork,  
 Phnom Penh, Cambodia.  
 [t]:.....(855-23) 367 988  
 [f]:.....(855-23) 366 888  
 [e]:.....mec@muhibbah.com.kh  
 [w]:.....www.muhibbah.com



Providing local & International civil,  
 Structural design consultancy services  
 Specializing in bridges, buildings.....

[a]: N°445, Monivong Blvd, Sk. Boeung  
 Prolit, Kh. 7 Makara, PP., Cambodia.  
 [t]:.....(855-23) 679 0623  
 [f]:.....(855-17) 790 623  
 [e]:.....cambodia@novaredesign.com  
 [w]:.....www.novaredesign.com



Construction - Contractors.....  
 Consultants & Management .....  
 Developer.....

[a]: No.315 Canadia Tower, Preah  
 Monivong Blvd., and St. Angdoug,  
 Phnom Penh, Cambodia  
 [t]:.....(855-23) 868 222  
 [f]:.....(855-23) 427 064  
 [e]:.....canadia@canadiabank.com.kh  
 [w]:.....www.canadiabank.com.kh



Construction - Contractors.....  
 Consultants & Management .....  
 Engineering - Contractors & Consultants

[a]: N°431, Preah Monivong Blvd., Kh. 7  
 Makara, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 998 609  
 [m]:.....(855-92) 195 754  
 [e]:.....sale@decastle.net  
 [w]:.....www.decastle.net



[a]: N°333B, Monivong Blvd, Sk. Orussey 4, Kh.  
 7 Makara, Phnom Penh, Cambodia.  
 [m]:.....(855-11) 20 8888  
 [m]:.....(855-88) 451 6666  
 [e]:.....prayut@prayut.com  
 [w]:.....www.prayut.com

**Royal Construction Group (Cambodia)**

[a]: N°Solar St.2004, Northbridge  
 Communities, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 886 058  
 [e]:.....info@northbridge.com.kh  
 [w]:.....www.northbridge.com.kh

**Sadiq International Co., Ltd.**

[a]: N°22A, St.110, Kh. Toul Kork, Phnom  
 Penh, Cambodia.  
 [t]:.....(855-23) 996 612  
 [f]:.....(855-23) 996 460  
 [e]:.....info@sadiqinternational.com

**Saim International**

[a]: N°204 Ta Ngov St.351, Kh. Mean  
 Chey, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 633 6786  
 [f]:.....(855-23) 645 7878  
 [e]:.....info@saim-decorators.com

**SBK Research & Development**

[a]: N°334B, Oknha Tep Phan St.182,  
 Phnom Penh, Cambodia.  
 [t]:.....(855-61) 338 888  
 [e]:.....sbkresearch@online.com.kh  
 [w]:.....www.sbkdevelopment.com.kh

**Seaboard Cambodian Development  
 Construction Co., Ltd.**

[a]: N°PK16, National Road N°4, Kambol,  
 Kh. Dangkor, Phnom Penh  
 [t]:.....(855-23) 366 342  
 [f]:.....(855-23) 368 171  
 [e]:.....sopanha.soth@yahoo.com

**Sea Union Construction Cambodia Co., Ltd.**

[a]: N°199, Monireth St.217, Phnom Penh,  
 Cambodia.  
 [t]:.....(855-23) 995 100  
 [f]:.....(855-23) 424 083  
 [e]:.....sea\_union@online.com.kh



[a]: N°138, St.51, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 215 342  
 [f]:.....(855-23) 212 267  
 [e]:.....admin@seng-enterprise.com.kh  
 [w]:.....www.seng-enterprise.com



[a]: N°98, Norodom Blvd., Sk. Chaktomouk,  
 Phnom Penh, Cambodia.  
 [m]:.....(855-12) 812 841  
 [t]:.....(855-23) 950 338  
 [e]:.....meng@smart-acon.com  
 [w]:.....www.smart-acon.com

**Sok Sokha Co., Ltd.**

[a]: N°216G, St. High School, Kh. Russey  
 Keo, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 991 675  
 [f]:.....(855-23) 430 157  
 [e]:.....info@soksokha.com

**Space Design**

[a]: N°354B, Monivong Blvd., Kh.  
 Chamkarmon, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 991 082  
 [f]:.....(855-23) 991 084

**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  
 [e]:.....yensrorn@sce.com.kh

**Sterling Project Management**

[a]: N°315, Preah Monivong St.93,  
 Canadia Tower, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 426 045  
 [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  
 [e]:.....stl368@yahoo.com

**STS (Cambodia) Co., Ltd.**

[a]: N°52, Oknha Khleang Moeung St. 70,  
 Phnom Penh, Cambodia.  
 [t]:.....(855-23) 722 276  
 [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



[a]: N°9, St.337, Sk. Boeng Kak I,  
 Kh. Toul Kok, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 881 238  
 [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



[a]: N°281, St. Preysar, Sk. Dangkor, Kh.  
 Dangkor, Phnom Penh, Cambodia.  
 [m]:.....(855-17) 999 007  
 [m]:.....(855-12) 236 555  
 [e]:.....info@troconstruction.com  
 [w]:.....www.troconstruction.com

**Trang Construction Co., Ltd.**

[a]: Phsar Kralanh, Teaksin Thong Village,  
 Sk. Kork Chak, Siem Reap, Cambodia.  
 [m]:.....(855-12) 563 144  
 [e]:.....email@trang.com.kh  
 [w]:.....www.trang.com.kh

**W Design**

[a]: N°363, St.128, Kh. Toul Kork, Phnom  
 Penh, Cambodia.  
 [t]:.....(855-23) 300 392  
 [e]:.....contact.waterdesign@gmail.com



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

**Construction Equipment  
 and Materials Supplier**

.....

**Listing**



Construction Equipment.....  
 Materials - Supplies.....  
 Prestress - Precast Pile Supplier.....  
 [a]: N°124, St. Sothearos, Sk. Tonle Bassac,  
 Kh. Chamkarmon, Phnom Penh, Cambodia  
 [m]:.....(855-23) 996 876  
 [f]:.....(855-23) 996 876  
 [e]:.....sales@7ftd.com.kh  
 [w]:.....www.7ftd.com.kh



[a]: No. A11-A13, Yothapol Khemararak  
 Phoumin (St. 271), Sk. Tumnuv Teuk,  
 Kh. Chamkarmon, 12306 Phnom Penh,  
 Cambodia.  
 [m]:.....(855-17) 666 889  
 [f]:.....(855-23) 996 238  
 [e]:.....business@aapgroup.com.kh  
 [w]:.....www.aapgroup.com.kh

**A.C.M.E - Advanced Construction  
 Materials & Engineering Co., Ltd**

[a]: N°2 76H, National Road N° 6A,  
 Phnom Penh, Cambodia.  
 [t]:.....(855-23) 989 788  
 [f]:.....(855-23) 989 778  
 [e]:.....info@acme-3rd.asia  
 [w]:.....www.acme-3dr.asia



[a]: N° 19, St. 209, Sk. Tumnuv Teouk, Kh.  
 Chamkarmon, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 222 411  
 [m]:.....(855-93) 715 333  
 [e]:.....e-mail@ats.com.kh  
 [w]:.....www.ats.com.kh

**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  
 [w]:.....www.aming.com.kh

**Angkor Meas Construction Shop**

[a]: N°225A, Mao Tse Toung Blvd. (St.  
 245), Phnom Penh, Cambodia.  
 [t]:.....(855-23) 216 110  
 [f]:.....(855-23) 216 110  
 [e]:.....angkor.meas@yahoo.com  
 [w]:.....www.iknow.com.kh

**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**

[a]: N°11Eo, St.150, Phnom Penh, Cambodia.  
 [m]:.....(855-17) 567 137  
 [m]:.....(855-77) 868 807  
 [e]:.....daravy\_leng@yahoo.com

**Associated Concrete Products  
 (Cambodia) Pte., Ltd.**

[a]: National Road #4 (Km 22), Bek Chan,  
 Angsoul District, Kandal, Cambodia.  
 [m]:.....(855-12) 664 900  
 [e]:.....nget\_navy@yahoo.com

**Azza Decor**

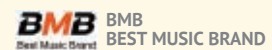
[a]: N°40, Mongkol Lem St.228, Phnom Penh,  
 Cambodia.  
 [m]:.....(855-12) 985 895  
 [e]:.....azza.decor@gmail.com

**Blue-Build Investment Co., Ltd.**

[a]: N°310C, St.150, Kh. Toul Kork,  
 Phnom Penh, Cambodia.  
 [t]:.....(855-23) 884 508  
 [f]:.....(855-23) 882 215  
 [e]:.....info@blue-build.com  
 [w]:.....www.blue-build.com



Air-conditioning system.....  
 Construction materials & equipment  
 supplier.....  
 [a]: No.88, Road 338, Sk. Toulsvayprey,  
 Kh. Chomkarmon, Phnom Penh,  
 Cambodia.  
 [m]:.....(855-12) 487 362  
 [m]:.....(855-93) 212 435  
 [e]:.....owen.sunfenix@gmail.com  
 [w]:.....www.midea.com.ch



[a]: Sovanna super market, 4th floor,  
 (Store C4.17-19) Phnom Penh, Cambodia.  
 [m]:.....(855-11) 588 228  
 [m]:.....(855-12) 804 486  
 [e]:.....bmb@ngyheng.com.kh  
 [w]:.....www.bmb.com







**Ty Thai Henglong Supply Construction Materials**  
 [a]: N°22Eo, Mao Tse Toung Blvd.(St.245), Phnom Penh, Cambodia.  
 [t]:.....(855-23) 218 346  
 [f]:.....(855-23) 221 772  
 [e]:..... ty\_thai\_henglong@yahoo.com  
 [e]:..... ty.thaihenglong@gmail.com


**United Mercury Group**  
 [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]:.....

**VTJ Vinh Tuong Plc.**  
 [a]:N°60E1,St.110,PhnomPenh,Cambodia  
 [t]:.....(855-23) 885 567  
 [f]:.....(855-23) 885 255  
 [e]:..... vtjplc@vtj.com.kh  
 [w]:..... www.vtj.com.kh

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

 **WIKI TRADE COMPANY LTD.**  
 Construction Materials & Equipment Supplier . Airconditioning . Chiller . Outdoor Floor Tile . Mould  
 [a]: N°60E1 St. 110, Sk. Toeuk Thla, Kh. Sen Sok, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 887 168  
 [f]:.....(855-23) 883 786  
 [e]:..... info@wikitrade.com.kh  
 [w]:..... www.wikitrade.com.kh

 **UNITED MERCURY GROUP**  
 [a]: N°48, National Road No 4, Sk. Chom Chao, Kh. Dangkor, 12405 Phnom Penh.  
 [t]:.....(855-23) 729 217  
 [f]:.....(855-23) 729 219  
 [e]:..... umg@umg.com.kh  
 [w]:..... www.umg.com.kh

**Bank & Financial Institution Listing**

**ACLEDA Bank Plc.**  
 [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

**ANZ Royal Bank (Cambodia) Ltd.**  
 [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

**BIDC (Cambodia) Plc.**  
 [a]: N°23, St. Kramoun Sar, Kh. Daun Penh, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 201 044  
 [f]:.....(855-23) 220 511  
 [e]:..... info@bidc.com.kh  
 [w]:..... www.bidc.com

**Bank of China**  
 [a]: Canadia Tower, 1<sup>st</sup>-2<sup>nd</sup> 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

**CCB - Cambodian Commercial Bank**  
 [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

 **CANADIA BANK PLC.**  
 Investment Companies.....  
 Banks & Finance.....  
 Travellers' Cheques.....  
 [a]: N°315, Preah Monivong Blvd., Kh. Daun Penh, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 868 222  
 [f]:.....(855-23) 427 064  
 [e]:..... info@canadiabank.com  
 [w]:..... www.canadiabank.com

**CIMB Bank**  
 [a]: N°20AB, Preah Norodom, (St. 41) Corner of St 118, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 988 088  
 [f]:.....(855-23) 996 947  
 [w]:..... www.cimbbank.com.kh

**First Commercial Bank**  
 [a]: N°66, Preah Norodom St.41, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 210 026  
 [f]:.....(855-23) 210 029  
 [e]:..... fcbsp@online.com.kh  
 [w]:..... www.firstbank.com.tw

**Foreign Trade Bank of Cambodia**  
 [a]: N°3, Kramoun Sar, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 724 466  
 [f]:.....(855-23) 426 410  
 [e]:..... info@ftbbank.com  
 [w]:..... www.ftbbank.com

**HwangDBS Commercial Bank Plc.**  
 [a]: N°61-64, Norodom Blvd., Phnom Penh, Cambodia.  
 [t]:.....(855-23) 218 866  
 [f]:.....(855-23) 220 108  
 [e]:..... info@hwangdbs.com.kh  
 [w]:..... www.hwangdbs.com.kh

**Maruhan Japan Bank Plc.**  
 [a]: N°83, Preah Norodom, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 999 010  
 [f]:.....(855-23) 999 011  
 [e]:..... info@maruhanjapanbank.com  
 [w]:..... www.maruhanjapanbank.com

**Maybank (Cambodia) Plc.**  
 [a]: N°4B, Kramoun Sar St.114, Phnom Penh.  
 [t]:.....(855-23) 210 123  
 [f]:.....(855-23) 210 099  
 [e]:..... mbb@maybank2u.com  
 [w]:..... www.maybank2u.com

**OSK Indochina Bank Limited**  
 [a]: N°263, Ang Duong St.110, Kh. Daun Penh, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 992 833  
 [f]:.....(855-23) 991 822  
 [e]:..... customerservice@kh.oskgroup.com

**Phnom Penh Commercial Bank (PPCB)**  
 [a]: N°767-769, Preah Monivong Blvd, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 999 500  
 [f]:.....(855-23) 999 540  
 [e]:..... service@ppcb.com.kh  
 [w]:..... www.ppcb.com.kh

**Sacombank (Cambodia) Plc.**  
 [a]: N°60, Preah Norodom Blvd., Phnom Penh.  
 [t]:.....(855-23) 223 422  
 [f]:.....(855-23) 223 433  
 [w]:..... www.sacombank.com.kh

**SBC Bank - Singapore Banking Corporation Ltd.**  
 [a]: N°68, Samdech Pan St.214, Phnom Penh.  
 [t]:.....(855-23) 211 211  
 [f]:.....(855-23) 212 121  
 [e]:..... info@sbc-bank.com  
 [w]:..... www.sbc-bank.com

**Shinhan Khmer Bank**  
 [a]: N°277, Preah Norodom St.41, Phnom Penh.  
 [t]:.....(855-23) 727 380  
 [f]:.....(855-23) 727 383

**Vattanac Bank**  
 [a]: N°89, Preah Norodom St.41, Phnom Penh.  
 [t]:.....(855-23) 212 727  
 [f]:.....(855-23) 216 687  
 [e]:..... service@vattanacbank.com  
 [w]:..... www.vattanacbank.com

**Insurance Company Listing**

**Asia Insurance (Cambodia) Plc.**  
 [a]: N°5, Ang Eng St.13, Phnom Penh.  
 [t]:.....(855-23) 427 981  
 [f]:.....(855-23) 216 969  
 [e]:..... email@asiainsurance.com.kh  
 [w]:..... www.asiainsurance.com.kh

**Caminco - Cambodian National Insurance Company**  
 [a]: N°28, St. 106/13, Kh. Daun Penh, Phnom Penh.  
 [t]:.....(855-23) 722 043  
 [f]:.....(855-23) 427 810  
 [e]:..... info@caminco.com.kh  
 [w]:..... www.caminco.com.kh

 **CAMPU LONPAC INSURANCE PLC.**  
 Insurance Company . Property Insurance Contractor All Risk . Staff-Workers.....  
 Insurance . Equipment-car insurance .....  
 Life-Health Insurance .....  
 Brokers Agent - Re-insurer.....  
 [a]: N° 23, St. 114, Campu Bank Building, 7th Flr., Sk. Phsar Thmey II, Kh. Daun Penh, Phnom Penh, Cambodia.  
 [t]:.....(855-23)966 966/998 200/986 279  
 [f]:.....(855-23) 986 273/986 308  
 [m]:.....(855-16) 810 999/820 999  
 [m]:.....(855-17) 799 902/799 903  
 [e]:.....enquiries@campulonpac.com.kh  
 [w]:..... www.campulonpac.com.kh


 **Cambodia-Vietnam Insurance Plc.**  
 [a]:N°99,Norodom Blvd,Sk. Boeung Raing Khan Doun Penh, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 212 000  
 [f]:.....(855-23) 215 505  
 [e]:..... kearik@cvi.com.kh  
 [w]:..... www.cvi.com.kh

 **Cplagent**  
 [a]: N°20B, St.294 / 21, Sk. Tonle bassac, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 213 666  
 [f]:.....(855-23) 220 239  
 [e]:..... info@cplagent.com  
 [w]:..... www.cplagent.com

 **FORTE INSURANCE (CAMBODIA) PLC.**  
 We build confidence  
 Insurance Company . Property Insurance Contractor All Risk . Staff-Workers.....  
 Insurance . Equipment-car insurance .....  
 Life-Health Insurance .....  
 Brokers Agent - Re-insurer.....  
 [a]: N°325, Mao Tse Toung Blvd., Kh. Toul Kork, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 885 066  
 [f]:.....(855-23) 986 922  
 [e]:..... info@forteinsurance.com  
 [w]:..... www.forteinsurance.com

**Infinity General Insurance Plc.**  
 [a]: N°126, Norodom Blvd., Phnom Penh, Cambodia.  
 [t]:.....(855-23) 999 888  
 [f]:.....(855-23) 999 123  
 [e]:..... info@infinity.com.kh  
 [w]:..... www.infinity.com.kh

**Trade and Service Listing**

 **B2B CAMBODIA**  
 [a]: Phnom Penh, Cambodia.  
 [t]:.....(855-23) 210 407  
 [e]:..... www.b2b-cambodia.com

 **EUROGAL SURVEYS (CAMBODIA) LTD.**  
 **LLOYD'S AGENCY IN CAMBODIA**  
 [a]: N°168KA, St.598, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 996 566  
 [f]:.....(855-23) 996 567  
 [e]:..... cambodia@eurogal-surveys.com  
 [w]:..... www.eurogal-surveys.com

 **GLOBAL LINK SERVICE PTE LTD**  
 Worldwide Transportation and Logistics  
 International Air & Sea Freight Forwarding.....  
 FCL/LCL Cargo Service.....  
 [a]: N°168KA, St.598, Sk.Toul Sangke, Kh. Russey Keo, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 998 805  
 [f]:.....(855-23) 998 807  
 [e]:..... por-sour@gls.com.kh  
 [w]:..... www.gls.com.kh

**Real Estate Company Listing**

 **Cambodia Valuers and Estate Agents Association**  
 [a]: N°20B, Street 294/21, Sk. Tonle bassac, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 6324 834  
 [f]:.....(855-23) 6324 834  
 [e]:..... info@cvea.org.kh  
 [w]:..... www.cvea.org.kh

 **Cplagent**  
 [a]: N°20B, St.294 / 21, Sk. Tonle bassac, Phnom Penh, Cambodia.  
 [t]:.....(855-23) 213 666  
 [f]:.....(855-23) 220 239  
 [e]:..... info@cplagent.com  
 [w]:..... www.cplagent.com



# រថយន្តស្តង់ដារអឺរ៉ុប

មានទទួលបានបញ្ចាំទិញ រថយន្តថ្មី-ប្រើប្រាស់គ្រប់ប្រភេទពីអាស៊ីប៉ាស៊ីហ្វិក, ប៊ែលហ្ស៊ិក, ហូឡង់...។ល។ តម្លៃមីក្រូជញ្ជូន និងពន្ធ បង់ខ្ញុំពេញ

## AUTOMOBILE FROM EUROPE

NEW-USED AND ALL KINDS OF VEHICLES DELIVERY DUTIES PAID OR UNPAID TO PHNOM PENH

ទទួលបានសំបុកយន្តហោះនិងការស្នាក់នៅ៣ថ្ងៃនៅអាស៊ីម៉ុង  
សំរាប់ការទិញចាប់ពី  
**200.000 \$**



Get airticket 3days & stay in Germany for  
purchasing up to  
**200.000 \$**



**US\$299,168**  
Rolls Royce 2010 Full Option  
ម៉ាស៊ីនសាំង (Petrol) 6.6 (Km 44.5K)  
ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)



**US\$136,500**  
Land Cruiser 2013 LC200  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 4.5 V8  
ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)



**US\$121,100**  
Rang Rover Voque 2013  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0 TDV6  
ក្រៅស (White) ក្នុងលឿង (Beige)




**US\$145,350**  
Mercedes Benz Model 2014 S350  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0  
ក្រៅខ្មៅ (Black) ក្នុងត្នោត (Brown)



**US\$ 154,700**  
Rang Rover Sport 2014  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0 TDV6  
ក្រៅស (Whit) ក្នុងលឿង (Beige)



**US\$ 134,000**  
Mercedes Benz - Sprinter (VIP)  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0 AT  
ក្រៅប្រាក់ (Silver) ក្នុងលឿង (Beige)



**US\$ 348,500**  
Mercedes Benz - Viano (Business VIP)  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0 AT  
ក្រៅខ្មៅ (Black) ក្នុងត្នោត (Brown)



**US\$ 144,600**  
Mercedes Benz GL350 BlueTecAMG  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0  
ក្រៅស (White) ក្នុងលឿង (Beige)



**US\$ 66,100**  
BMW Series 730d 2010  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0  
ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)



**US\$68,100**  
Rang Rover Sport HSE 2010  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0 TDV6  
ក្រៅខ្មៅ (Black) ក្នុងខ្មៅ (Black)



**US\$ 96,000**  
Porsch Cayenne 2010  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0  
ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)



**US\$ 92,300**  
Land Cruiser 2008 VIP  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 4.5  
ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)



**US\$ 76,100**  
Land Cruiser Prado 2010  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0 V6  
ក្រៅស (White) ក្នុងខ្មៅ (Black)



**US\$47,200**  
Toyota Land Cruiser 2003 VIP  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 4.2 TDV6  
បៃតងចាស់ (Green) ក្នុងលឿង (Beige)



**US\$82,500**  
Mercedes Benz S400 Model 2010  
ម៉ាស៊ីនសាំង (Gasoline/Hybrid) 3.5  
ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)



**US\$ 67,100**  
Volkswagen Touareg 2011  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0  
ក្រៅបៃតង (Green) ក្នុងលឿង (Beige)



**US\$ 103,000**  
Audi SUV Q7 Model 2013  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0  
ក្រៅស (White) ក្នុងខ្មៅ (Black)



**US\$ 47,400**  
Jaguar XF 2010 Premium Luxury Full  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0  
ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)



**US\$ 67,100**  
Rang Rover Sport 2008 HSE  
ម៉ាស៊ីនម៉ាស៊ូត (Diesel) 3.0 TDV6  
ក្រៅខ្មៅ (Black) ក្នុងលឿង (Beige)



**US\$ 64,800**  
Toyota RAV-4 EU model 2014  
ម៉ាស៊ីនសាំង (Petrol) 2.0  
ក្រៅស (White) ក្នុងខ្មៅ (Black)



# ក្រុមហ៊ុន ខេស៊ីបធាយ ខូអិលធីឌី

## K SUPPLY CO., LTD.

THE SUPPLIER OF PREMIUM BUILDING PRODUCTS.



The Chemical Company



Global leadership local expertise

### Full Ranges of BASF Construction Chemicals

- Admixtures for Concrete & Mortar
- Grout
- Repair
- Flooring
- Waterproofing
- Special Products
- Cement Additives
- Underground Construction



We Don't Make Concrete. We Make Concrete Better.

### Project References:



Distributor



MOMENTIVE

### GE Silicone Construction Sealants

- General Sealants
- Specialty Sealants
- Structural Sealants
- Waterproofing Sealants



**SAMSUNG** 100% MADE IN KOREA

Digital Door Lock

SHS-2320

SHS-6020

SHS-5120

SHS-5230 EZON The Lock know who opens

SHS-2620 SHS-1200 SHS-1201 SHS-3430 Glass Lock

**BALDWIN** 100% FROM USA

5000-100 5000-011 5000-040 5000-011

**Kwikset**

**LINEACALI** 100% MADE IN ITALY

Poggi & Mariani srl

420 P Firenze 407 P Torino 405 P Cortina

Isana 507R Selene 422

Onda 400 Noor 425



**LY CHHUONG**  
Construction & Import Export Co., Ltd.

## YOUR LIFE'S SAFETY AND COMFORT

- Building Construction and Engineering.
- AV System, Telecommunication and Networking, Broadcasting System, PA & CCTV System, Plumbing work, Air-Con System, Lighting & Wiring, Fire Fighting & Protection.
- Architectural, Structure & Mechanical and Electrical Design.
- Construction Service, Management and Development.
- Construction Materials Supply & Import-Export.



# INSURING THE FUTURE CAMBODIA

For over a decade now, we have been insuring aspirations and safeguarding ambitions. We believe that the possibilities are endless, and all it takes is the right footing. By building strong foundations and lasting partnerships, we ensure that things go as planned. Our qualified professionals are committed to provide sound advice to help you take that next step and to offer solutions rather than products to meet your individual needs. At Forte, we make it happen.

CORPORATE SOLUTIONS | PROPERTY | CONSTRUCTION & ENGINEERING | MOTOR | ACCIDENT | HEALTH | LIABILITY



325 Mao Tse Toung Blvd., Phnom Penh, Cambodia.  
Telephone: (855) 023 885 066 / 077 Fax: (855) 023 986 922 / 882 798  
Email: [info@forteinsurance.com](mailto:info@forteinsurance.com)  
[www.forteinsurance.com](http://www.forteinsurance.com)

**FORTE**  
INSURANCE  
We build confidence



The Leading Technology  
in **Air Conditioning**

**Multi Digital Scroll • Chilled Water System • Air-Cooled Rooftop Package Unit  
Light Comercial Split System • Residential Split System • Ducted Split**



កំណែទំរង់នៃប្រព័ន្ធទឹក

Turn keys for Water System



**AQUA Water Solution**

ធុងចំរោះទឹកកខ្វក់

Septic tank for waste water



ធុងចំរោះខ្នាញ់

Grease trap tank



ធុងស្តុកទឹកស្អាត

Water storage tank



**HENG ASIA** home product

Address : # 22 Maotsetoung Blvd, Phnom Penh, Cambodia

Tel : (855) 23 218 995 / Fax : (855) 23 218 339

Email : info@hengasia.com , Website : [www.hengasia.com](http://www.hengasia.com)



CANADIA TOWER

**GRADE A**  
**AVAILABLE OFFICE SPACE AND**  
**SHOP FOR LEASE**



**+855 23 686 0506 / +855 86 999 099**

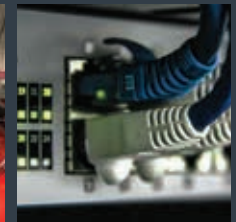
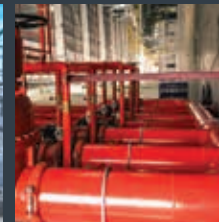
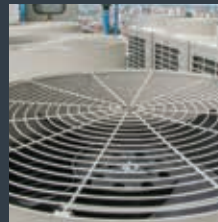
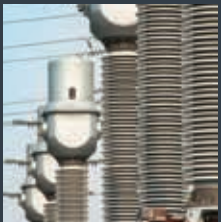


**DESIGN, TESTING & COMMISSIONING**

**SUPPLY & PROCUREMENT**

**INSTALLATION & MAINTENANCE**

**TOTAL FACILITIES MANAGEMENT**



**POWER | RENEWABLE ENERGIES | AIR CONDITIONING & REFRIGERATION | WATER & FIRE PROTECTION  
NETWORK, SECURITY & AUTOMATION | WORLD CLASS LEADING BRAND DISTRIBUTOR**

**PHNOM PENH OFFICE**

8b, Down Town Road N°7, P.O. Box 28  
Tel: (855) 23 885 640 - 8 / Fax: (855) 23 885 651  
E-mail: ckinfo@comin.com.kh

**SIEM REAP BRAND**

N° 202, Salakanseng Village, National Road 6  
Tel: (855) 63 963 264 / Fax: (855) 63 963 364  
E-mail: info.siemreap@comin.com.kh

## Select your Shower Pleasure.

Raindance® Select.

Rinse out shampoo with a strong Rain spray, relax under soft RainAir drops, or a massage with the concentrated whirl spray. All you have to do is choose your favourite spray on the Raindance Select E 120 hand shower by clicking the "Select" button.

[www.hansgrohe.com.sg/select](http://www.hansgrohe.com.sg/select)



**Hansgrohe Pte Ltd** • Website: [www.hansgrohe.com.sg](http://www.hansgrohe.com.sg)  
Email: [info@hansgrohe.com.sg](mailto:info@hansgrohe.com.sg)

**Heng Asia Home Products:** 22 Maotsetoung Road · Phnom Penh, Cambodia  
Website: [www.hengasia.com](http://www.hengasia.com) · Tel: 855 23 2189957 · Fax: 855 23 218339



**ហេង អាស៊ី HENG ASIA**

No.22, Maotsetoung Blvd, Phnom Penh 12305, Cambodia  
Tel : (855) 23 218 995 / Fax : (855) 23 218 339  
Email : [info@hengasia.com](mailto:info@hengasia.com) , [www.hengasia.com](http://www.hengasia.com)



Also available with EcoSmart technology:  
saving water and energy.