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Message from the
*CHAIRMAN of the
Cambodia Constructors Association (CCA)*



As chairman of the Cambodia Constructors Association (CCA), 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.

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Cover: Century 21 launches in Cambodia

Contents

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CONSTRUCTION

- 20 | Prime Minister Samdech Hun Sen opens Stung Mean Chey Flyover
- 24 | Diamond One open sales center
- 31 | PPWSA signs contracts to build Cambodia's largest water treatment facility
- 31 | Lighthouse club starts health and safety award
- 32 | Korea introduces construction management
- 36 | Lighthouse Club to expand impacts
- 38 | Tous Saphoeun: Driving quality in Cambodia's architecture and urbanism
- 40 | The era of sustainable design arriving in Cambodia?
- 41 | Tous Saphoeun: Driving quality in Cambodia's architecture and urbanism
- 46 | Camcona distributes brands of choice
- 47 | Bosch records double digit growth in Cambodia
- 49 | Nuri to build Parkson mall foundation
- 50 | The heat of the matter

ASSOCIATION

- 54 | CCA Hosts 1st members reunion
- 56 | Movable machinery supplied by CCA member
- 58 | Global brands register for 3rd CCA Construction Expo
- 60 | Over 350 exhibitors join Cambuild'14

PROPERTY

- 64 | Largest property brand worldwide arrives to lead market
- 66 | Century 21 VTRUST brings a new business model to the property market
- 68 | Shelters for expats
- 69 | Apartments Vs. Condominiums
- 70 | De Castle Royal open doors to residents
- 70 | Phnom Penh office rental rate fastest growing in region



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From the
PUBLISHER

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

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

The two sectors' healthy growth can be traced to the Kingdom's sound economy and political stability, growing market confidence and more incoming foreign investment, not only 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 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. Our information and insights 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,

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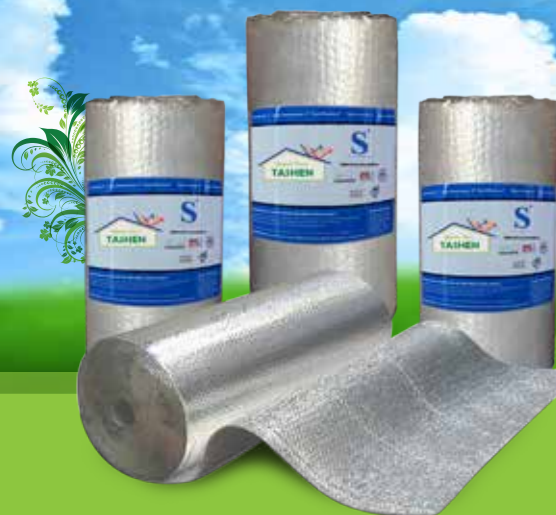
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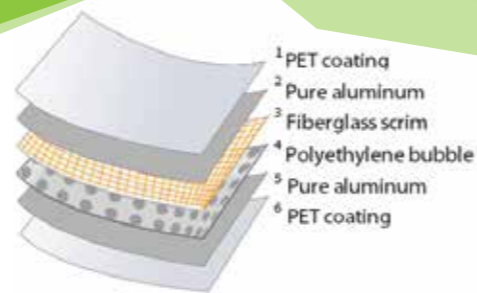
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PRIME MINISTER SAMDECH HUN SEN OPENS STUNG MEAN CHEY FLYOVER

On 31 July, Prime Minister Samdech Hun Sen officially inaugurated Phnom Penh's third flyover in Stung Mean Chey to reduce traffic congestion on the capital's increasingly crowded roads.

During the inauguration ceremony, PM Samdech Hun Sen evoked memories of a Phnom Penh without traffic not too long ago, but expressed his hope that, "the launch of the third flyover will respond to the traffic congestion in the city today"

With a population of nearly 2 million people using 300,000 cars, and a million

motorcycles in the city every day, significant infrastructure upgrades are required to reduce current congestion and also prevent future gridlock as population and vehicle numbers grow together with the development of the nation. The government's willingness to fight against traffic congestion has taken a number of approaches to reduce and improve the rush hour traffic flow, including twinned bridges, expanded roads, flyovers, tunnels, and public bus services.

The butterfly-shaped Stung Mean Chey flyover spans the intersection of Mean Chey, Chamkarmon, and Tuol Kork



districts in the southwest of Phnom Penh, and consists of four main bridges. According to the Municipal Department of Public Works and Transportation, the first main bridge is 429 meters long by 9 meters wide; the second is 376 meters long by 9 meters wide; the third is 18 meters long by 11 meters wide; with the fourth spanning 20 meters by 12.7 meters. The last two bridges cross the Stung Mean Chey sewage canal.

In his inauguration speech PM Samdech Hun Sen said, "The overpass will not only ease the traffic congestion in the area, but also add to the city's beautiful landscapes," adding an apology for disturbing the people who live in the construction area with sound, dust and congestion.

The Premier stressed the project's contribution to new development in the

capital, and announced the construction of a green park and playground under the overpass covering the sewage canal for locals to do exercise and in order to create a gorgeous area. "The new outcome will improve not only the hard traffic conditions, but also the economic activities and the environment as well," he added.

Worth US\$19 million, the 20-month flyover construction was designed and built by the Overseas Cambodian Investment Corporation (OCIC) with local architects and constructors. "I am really proud of this project and others, including the Peace Palace and other flyovers, resulting from Cambodian builders and architects without assistance from foreign experts," PM Samdech Hun Sen said. The new flyover's design certainly showcases and qualifies Cambodia's increased capacity in the architecture and construction sectors and their ability to respond to the

increasing development requirements of the nation.

PM Samdech Hun Sen also announced a new public bus service with 43 buses run by City Hall. The new service is likely to operate on four straight-lined routes on the capital's main roads with low-priced fares, with exemptions for the disabled and students, to decrease the number of vehicles moving around the city.

"A public bus service is a big part of a response to the overcrowded traffic flow," he said, adding that despite the second failure of operating the public bus service, it would not come to an end, and the government has enough capacity to handle it.

Following a 2012 groundbreaking ceremony, the government is soon going to build the city's fourth flyover at the

intersection of Russian Blvd and Mao Tse Toung Blvd in the west of Phnom Penh at an estimated cost of US\$14 million, covered by OCIC. This next overpass project will also include a tunnel, and construction is expected to take about 18 months.

According to Phnom Penh Municipality, the government will continue the campaign against increasing traffic flow and congestion with more significant projects including tunnel construction projects near Canadia Tower, a pavement for pedestrians along the riverside on Sisowath Blvd, and another new overpass constructed at the intersection of Russian Blvd and Hanoi Road ■



សម្តេចនាយករដ្ឋមន្ត្រី ហ៊ុន សែន សម្រេចស្ថានភាពស្ទឹងមានជ័យ



នៅថ្ងៃទី 31 ខែកក្កដា សម្តេចនាយករដ្ឋមន្ត្រី ហ៊ុន សែន បានសម្តេចអាកាសស្ទឹងមានជ័យ ដែលជាស្ថានភាពស្ទឹងមានជ័យបីនៅរាជធានីភ្នំពេញដើម្បីកាត់បន្ថយការកកស្ទះចរាចរនៅក្នុងទីក្រុងខណៈផ្លូវនានាក្នុងទីក្រុងកាន់តែកកស្ទះជាងមុន។

នៅក្នុងពិធីបើកសម្តេចនាយករដ្ឋមន្ត្រីបានរំលឹកឡើងកាលពីសម័យរាជធានីភ្នំពេញគ្មានការធ្វើចរាចរដែលបានកន្លងផុតទៅជាងបីទសវត្សរ៍មុន ប៉ុន្តែសម្តេចបានសម្តែងសេចក្តីសង្ឃឹមថា "ស្ថានភាពស្ទឹងមានជ័យនេះនឹងឆ្លើយតបទៅនឹងការកកស្ទះចរាចរក្នុងទីក្រុងនាពេលបច្ចុប្បន្ននេះ"។

ជាមួយនិងប្រជាជនប្រមាណជិត 2 លាននាក់ដែលកំពុងប្រើប្រាស់រថយន្តជាង 30 ម៉ឺនគ្រឿងនិងទៅចក្រយានយន្តជាងមួយលានគ្រឿងនៅក្នុងទីក្រុងជាម្យ៉ាងរាល់ថ្ងៃ ដូច្នេះការអភិវឌ្ឍន៍ហេដ្ឋារចនាសម្ព័ន្ធគឺជាកត្តាដ៏សំខាន់ដើម្បីកាត់បន្ថយការកកស្ទះចរាចរក្នុងពេលបច្ចុប្បន្ននិងនាពេលអនាគត ខណៈដែលចំនួនប្រជាជននិងយានយន្តកាន់តែកើនឡើង ស្របគ្នាជាមួយនិងការអភិវឌ្ឍន៍

នៃប្រទេសនេះផងដែរ។ ឆន្ទៈរបស់រដ្ឋាភិបាលក្នុងការកាត់បន្ថយការកកស្ទះចរាចរបានអនុវត្តនូវវិធីសាស្ត្រមួយចំនួនដើម្បីជួយសម្រួលដល់រថយន្តចរាចរដ៏ម៉ឺងម៉ាត់ ដែលរួមបញ្ចូលទាំងស្ថានភាពការពង្រីកផ្លូវ, ស្ថានភាពស្ទឹងមានជ័យ និងសេវាថែទាំស្ថានភាពស្ទឹងមានជ័យ។

ស្ថានភាពស្ទឹងមានជ័យដែលមានរាងដូចជាមេដៃប្រាំបីប្រសព្វចរាចរនៃខណ្ឌមានជ័យ, ចំការមន និងខណ្ឌទួលគោក នាភាគនិរតីនៃរាជធានីភ្នំពេញ ដែលស្ថានភាពនេះមានស្ថានសំខាន់ៗចំនួនបួន។ បើតាមមន្ទីរសាធារណៈការ និងដឹកជញ្ជូនរាជធានីភ្នំពេញ ស្ថានទី១មានប្រវែង ៤២៩ ម៉ែត្រ និងទទឹង ៩ ម៉ែត្រ, ស្ថានទី២ មានប្រវែង ៣៧៦ ម៉ែត្រ និងទទឹង ៩ ម៉ែត្រ, ស្ថានទី៣មានប្រវែង ១៨ ម៉ែត្រ និងទទឹង ១១ ម៉ែត្រ និងស្ថានទីបួនមានប្រវែង ២០ ម៉ែត្រ និងទទឹង ១២,៧ ម៉ែត្រ។ ស្ថានទី៤ ក្រោយគឺជាកាត់ប្រឡាយបង្ហូរទឹកស្ទឹងមានជ័យ។

ក្នុងសន្ទុកថាបើកសម្តេចនាយករដ្ឋមន្ត្រីបានប្រសាសន៍ថា "ស្ថានភាពស្ទឹងមានជ័យនេះនឹងមិនត្រឹមតែកាត់បន្ថយការកកស្ទះចរាចរនៅក្នុងតំបន់នេះទេ ប៉ុន្តែក៏អាចបន្ថែមសេវាភិវឌ្ឍន៍

ភាពស្រស់ស្អាតដល់ទីក្រុងផងដែរ"។ លោកបានសម្តែងទោសចំពោះការរំខានដល់ប្រជាជនដែលរស់នៅក្នុងតំបន់នៅក្នុងអំឡុងពេលសាងសង់ជាមួយនិងសម្លេង គុណវិបត្តិ និងការកកស្ទះចរាចរ។

លោកនាយករដ្ឋមន្ត្រីបានសង្កត់ធ្ងន់នូវការរួមចំណែករបស់គម្រោងនេះ ដល់ការអភិវឌ្ឍន៍នៅក្នុងរាជធានី ហើយបានប្រកាសសាងសង់ស្ទឹងមានជ័យប្រើប្រាស់ស្រូវ និងស្ទឹងមានជ័យនៅក្រោមស្ថានភាពស្ទឹងមានជ័យដែលគ្របដណ្តប់លើប្រឡាយល្អសម្រាប់ប្រជាជនក្នុងការធ្វើលំហាត់ប្រាណ និងនៅក្នុងគោលបំណងដើម្បីបង្កើតតំបន់ដ៏ស្រស់ស្អាតមួយ។ សម្តេចបានបន្ថែមថា "សមិទ្ធផលថ្មីនេះនឹងមិនត្រឹមតែធ្វើឱ្យចរាចរមានភាពប្រសើរឡើងនោះទេ ប៉ុន្តែក៏ជួយពង្រឹងដល់សកម្មភាពសេដ្ឋកិច្ច និងបរិស្ថានផងដែរ"។ ជាមួយនិងការចំណាយទឹកប្រាក់ ១៩ លានដុល្លារអាមេរិក ហើយត្រូវប្រើរយៈពេលអស់ ២០ ខែ។

សំណង់ស្ថានភាពស្ទឹងមានជ័យនេះត្រូវបានរចនាប្លង់និងសាងសង់ដោយក្រុមហ៊ុនវិនិយោគទុនអាណាជនកម្ពុជា (OCIC) ដែលមានស្ថាប័នក្រុមហ៊ុន និងស្ថាប័ននៅក្នុងស្រុកផ្ទាល់។ សម្តេចនាយករដ្ឋមន្ត្រីហ៊ុន សែន បានថ្លែងថា "ខ្ញុំពិតជាមានមោទនភាព



ចំពោះគម្រោងនេះ ក៏ដូចជាគម្រោងផ្សេងទៀត រួមមានវិមានសន្តិភាព និងស្ថានភាពស្ទឹងមានជ័យដែលជាលទ្ធផលចេញពីក្រុមហ៊ុនសាងសង់ និងស្ថាប័នក្រុមហ៊ុនរបស់កូនខ្មែរផ្ទាល់ ដោយមិនមានជំនួយពីអ្នកជំនាញបរទេសឡើយ"។

ការរចនាប្លង់នៃស្ថានភាពស្ទឹងមានជ័យនេះ ពិតជាបង្ហាញ និងបញ្ជាក់យ៉ាងច្បាស់ពីសមត្ថភាពប្រសើរជាងមុនរបស់កម្ពុជា ក្នុងវិស័យស្ថាប័នក្រុមហ៊ុនសំណង់ និងបញ្ជាក់ថា កម្ពុជាមានសមត្ថភាពដើម្បីឆ្លើយតបទៅនឹងកំណើនតម្រូវការនៃការអភិវឌ្ឍប្រទេស-

ជាតិរបស់ខ្លួន។ ប្រមុខរាជរដ្ឋាភិបាល ក៏បានប្រកាសពីសេវាថែទាំស្ថានភាពស្ទឹងមានជ័យនៃក្រុមហ៊ុនវិនិយោគទុនក្រុងកកកុញ។ ទោះបីជាមានការបរាជ័យជាលើកទីពីរនៃប្រតិបត្តិការសេវាថែទាំស្ថានភាពស្ទឹងមានជ័យនេះក៏ដោយក៏មិនមែនជាទីបញ្ចប់នោះទេ ហើយរដ្ឋាភិបាលមានសមត្ថភាពគ្រប់គ្រាន់ក្នុងការគ្រប់គ្រងវា"។ បន្ទាប់ពីបានបើកការផ្លាស់សាងសង់ស្ថានភាពស្ទឹងមានជ័យនៅឆ្នាំ ២០១២ រដ្ឋាភិបាលនាពេលឆាប់ៗខាងមុខនឹងសាងសង់ស្ថានភាពស្ទឹងមានជ័យ ចំនុចប្រសព្វនៃមហាវិថីសហព័ន្ធរុស្ស៊ី និងមហាវិថីម៉ៅសែទុងនៅភាគខាងលិចរាជធានីភ្នំពេញដែលអាចនឹងចំណាយទឹកប្រាក់ប្រមាណ ១៤ លានដុល្លារ។ គម្រោងថ្មីនេះនឹងត្រូវសាងសង់ដោយក្រុមហ៊ុន OCIC។ គម្រោងស្ថានភាពស្ទឹងមានជ័យនេះក៏នឹងរួមបញ្ចូលទាំងផ្លូវក្រោមដីមួយ ហើយការសាងសង់នេះត្រូវបានគេរំពឹងថានឹងបញ្ចប់ក្នុងរយៈពេល ១៨ ខែ។ បើយោងតាមសាលារាជធានីភ្នំពេញ រដ្ឋាភិបាលនឹងបន្តធ្វើយុទ្ធនាការប្រឆាំងនឹងការកើនឡើងនៃរថយន្តចរាចរ និងការកកស្ទះជាមួយនិងគម្រោងដ៏សំខាន់ៗបន្ថែមទៀតរួមទាំងគម្រោងសាងសង់ផ្លូវក្រោមដីនៅជិតអគាររាណាខ៊ីយ៉ា ការស្ថាបនាចិញ្ចើមផ្លូវសម្រាប់អ្នកថ្មើរជើងនៅតាមបណ្តោយមាត់ទន្លេនៅលើមហាវិថីព្រះស៊ីសុវត្ថិ និងការសាងសង់ស្ថានភាពស្ទឹងមានជ័យទៀតនៅចំណុចប្រសព្វរវាងមហាវិថីសហព័ន្ធរុស្ស៊ីនិងផ្លូវហាណូយ។

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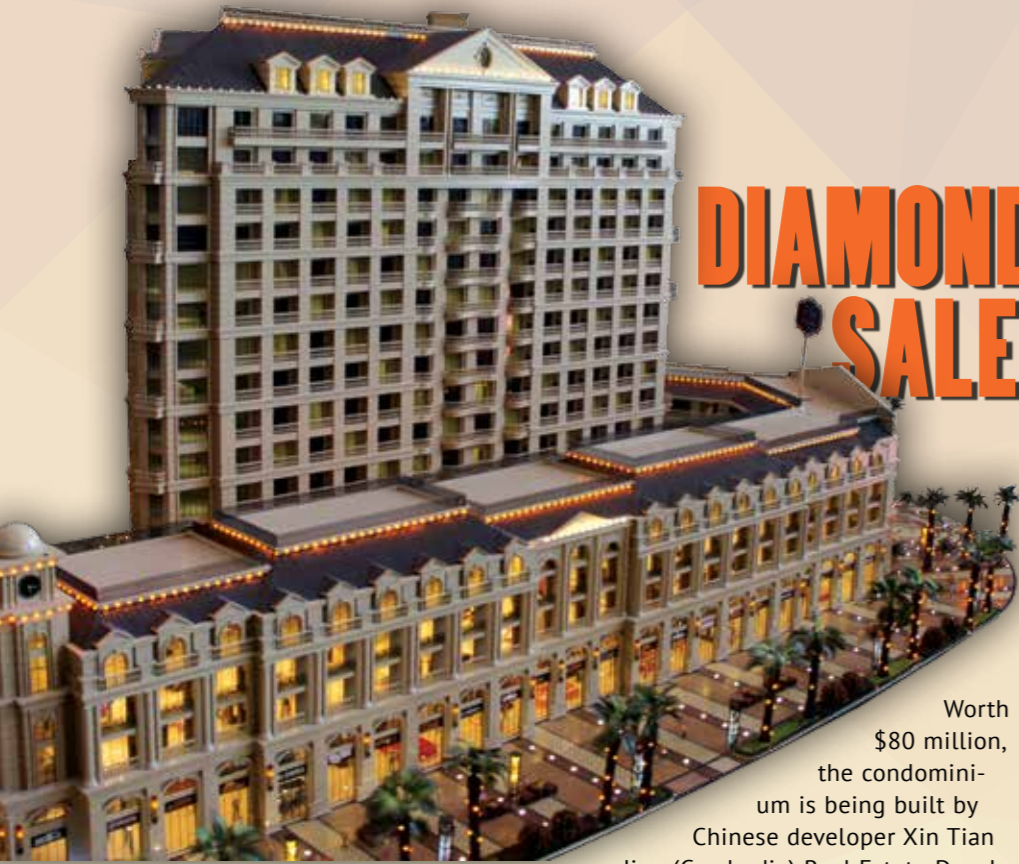
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DIAMOND ONE OPENS SALES CENTER

With 56,861 square meters of floor area, Diamond One will feature 43 flats and a 15-storey building featuring a commercial center and 372 condos. The project will be equipped with modern and high-end facilities to provide luxury living standards.

Worth \$80 million, the condominium is being built by Chinese developer Xin Tian Jian (Cambodia) Real Estate Development which has a background in the mining business. The company has bought 8,700 square meters of land on Diamond Island from the Overseas Cambodian Investment Corporation (OCIC) to develop the project.

"Diamond One Condominium is designed with new state-of-the-art concepts and technology that will cater for the lifestyle for high-end residents in Cambodia," said Zhen Tien Chian, Director of Xin Tian Jian (Cambodia) Real Estate Development at the sales center grand opening on 18 August.

After construction kicked off over a year ago, the Diamond One condominium opened its sales center in August, targeting high-net worth Cambodians and foreigners seeking luxury residences.



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The completion date is yet to be announced but, according to Sophal, the project's Chief Executive, the project is expected to be finished within three years. Sales are carried out through facilitation by Canadia Bank where customers can apply for long-term mortgages.

Diamond Island City, home to over 20 projects with many more being planned, has been strategically planned to be the capital's centre of urban development. Ieng Onny, Phnom Penh Deputy Governor, said that besides high-end residential complexes, schools, commercial centers, exhibition centers, fitness centers, and a hospital, the island development plan has also reserved 50% of the total land for green space and gardens for

the comfort of the island's residents.

He added that Phnom Penh is now a magnet for foreign investment to Cambodia, and Diamond One condominium will be another private sector contribution to the construction and property industries which will increase the capital's prosperity. "City Hall would like to advise developers to ensure that the design and construction of condominiums are implemented to proper quality standards, and with sustainable, energy-saving designs with enough light and air to minimize impact on environment."

Neak Oknha Pung Kheav Se, Chairman of the Cambodia Constructors Association (CCA) which represents private constructors in Cambodia, says

Chinese investors are now searching for places to invest around the world. "While some of them are investing in Hong Kong, London, Melbourne, Sydney, and Vancouver, many of them are also seeing great potential in Cambodia."

The amendment of the property law that enables purchasers to obtain a hard title and foreign purchasers to buy freehold property under certain conditions has driven the growth of property investment in Cambodia. With these new opportunities now available, the CCA Chairman has appealed for more foreign investment in Cambodia in the construction and property sectors ■



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បន្ទាប់ពីសាងសង់អស់រយៈពេលជាងមួយឆ្នាំ ខុនដូខាយមិនរ៉ែន បានបើកសម្ពោធមជ្ឈមណ្ឌលលក់របស់ខុនដូនៅខែសីហានេះ ហើយមានទិសដៅលក់សម្រាប់ប្រជាជនកម្ពុជា និង ជនបរទេសដែលមានគោលបំណងស្វែងរកលំនៅដ្ឋានបែបប្រណីត។

ខុនដូនេះបានចំណាយប្រាក់សាងសង់អស់ ៨០លានដុល្លារ និងត្រូវបានសាងសង់ឡើងដោយក្រុមហ៊ុនស៊ីនធានធាន (ខេមបូឌា) រៀលអិស្តេត ឌីវឡូបមិន ដែលធ្លាប់មានបទពិសោធន៍ចេញពីអាជីវកម្មរ៉ែន។ ក្រុមហ៊ុននេះបានទិញដី ៨៧០០ ម៉ែត្រការ៉េ នៅលើកោះពេជ្រពីក្រុមហ៊ុនវិនិយោគ-ទុនក្រៅប្រទេសអាណិកជនកម្ពុជា (OCIC) ដើម្បីអភិវឌ្ឍគម្រោងនេះ។

នៅលើផ្ទៃដី ៥៦,៨៦១ម៉ែត្រការ៉េខាយមិនរ៉ែន

គ្រោងនឹងសាងសង់ផ្ទះ ៤៣ ល្វែង អគារមជ្ឈមណ្ឌលពាណិជ្ជកម្មកម្ពុស៍ ១៥ជាន់ និងមាន៣៧២ ខុនដូ។ គម្រោងនេះនឹងត្រូវបានបំពាក់ដោយសម្ភារបរិក្ខារទំនើបចុងក្រោយបង្កើនដើម្បីផ្តល់នូវកំរិតជីវភាពដ៏ប្រណីតមួយ។

កាលពីថ្ងៃទី ១៨ ខែសីហា នៅមជ្ឈមណ្ឌលលក់ នាយកក្រុមហ៊ុនអភិវឌ្ឍន៍អចលនទ្រព្យ ស៊ីនធានធាន លោក ជិន ធានធាន បានមានប្រសាសន៍ថា "ខុនដូខាយមិនរ៉ែន ត្រូវបានចនាឡើងមានគំនិតសិល្បៈ ខ្ពស់និងបច្ចេកវិទ្យាថ្មីដែលនឹងផ្តល់ឱ្យមានរបៀបរស់នៅស៊ីវិលយុទ្ធសាស្ត្រសម្រាប់ប្រជាជននៅក្នុងប្រទេសកម្ពុជា"។

កាលបរិច្ឆេទបញ្ចប់ការសាងសង់នៅមិនទាន់ត្រូវបានប្រកាសនោះទេ ប៉ុន្តែបើយោងតាមប្រធាននាយកប្រតិបត្តិរបស់គម្រោងនេះ លោក សុផល

បានរំពឹងថានឹងត្រូវបញ្ចប់ក្នុងរយៈពេលបីឆ្នាំ។ ការលក់ត្រូវបានអនុវត្តតាមរយៈធនាគារកាណាឌីយ៉ាដែលជាកន្លែងអតិថិជនអាចដាក់ពាក្យសុំប្រាក់កម្ចីរយៈពេលវែងបាន។

ស្ថិតនៅក្នុងគម្រោងជាក់ស្តែងជាង ២០ ជាមួយនឹងគម្រោងជាច្រើនទៀតត្រូវបានគេគ្រោងនឹងធ្វើជាបន្តបន្ទាប់នោះ ទីក្រុងកោះពេជ្រត្រូវបានគ្រោងជាផែនការយុទ្ធសាស្ត្រសម្រាប់មជ្ឈមណ្ឌលសំខាន់របស់ការអភិវឌ្ឍទីក្រុង។ អភិបាលរងរាជធានីភ្នំពេញ លោក អៀង អូននី បានឱ្យដឹងថា ក្រៅពីអគារលំនៅដ្ឋាន សាលារៀនមជ្ឈមណ្ឌលពាណិជ្ជកម្ម មជ្ឈមណ្ឌលតាំងពិព័រណ៍ ក្លឹបហាត់ប្រាណ និងមន្ទីរពេទ្យ ការអភិវឌ្ឍន៍កោះនេះក៏មានគម្រោងទុក ៥០% នៃផ្ទៃដីសរុបសម្រាប់សួនពណ៌បៃតងនិងសួនច្បារដែលជាការសំរួលផល



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ការរស់នៅរបស់ប្រជាពលរដ្ឋនៅលើកោះនេះ។

លោកបានបន្ថែមថា បច្ចុប្បន្ននេះរាជធានីភ្នំពេញ គឺជាទីកន្លែងដ៏មានភាពទាក់ទាញដល់ការវិនិយោគបរទេសមកកាន់ប្រទេសកម្ពុជា ហើយជាមួយនឹងខុនដូខ្នាតធំៗ និងមានការរួមចំណែកក្នុងឧស្សាហកម្មសំណង់ និងអចលនទ្រព្យដែលនឹងបង្កើនភាពរុងរឿងដល់រាជធានីភ្នំពេញ។ លោកមានប្រសាសន៍ថា "សាលារាជធានីបានណែនាំអ្នកអភិវឌ្ឍន៍សំណង់នេះ ដើម្បីធានាថាការរៀបចំនិងការសាងសង់ខុនដូត្រូវបានអនុវត្តទៅតាមស្តង់ដារដែលមានគុណភាពត្រឹមត្រូវ ជាមួយនឹងនិរន្តរភាពនៃការរចនាថាមពលសន្តិសុខដែលមានពន្លឺនិងខ្យល់គ្រប់គ្រាន់ដើម្បីកាត់បន្ថយផលប៉ះពាល់លើបរិស្ថាន"។



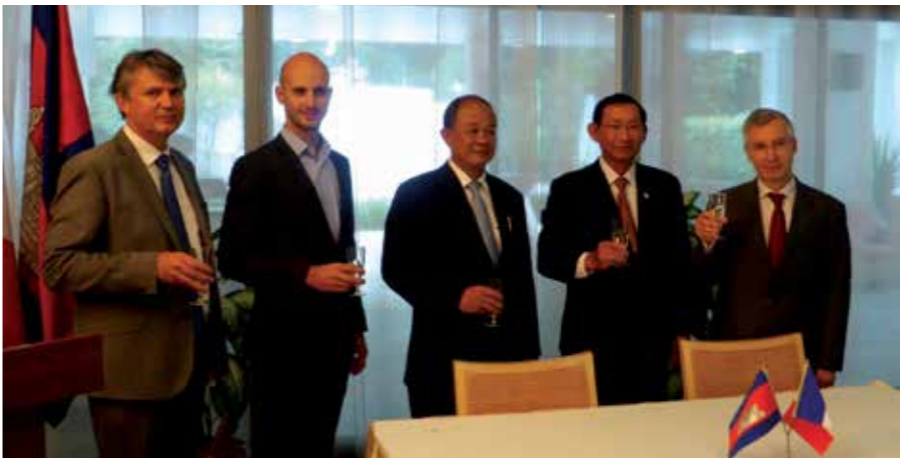
អ្នកឧកញ៉ាពងឃៅដែលជាប្រធានសមាគមអ្នកសាងសង់កម្ពុជា (CCA) តំណាងឱ្យក្រុមហ៊ុនសំណង់ឯកជននៅក្នុងប្រទេសកម្ពុជា បានឱ្យដឹងថា អ្នកវិនិយោគិនចិនកំពុងតែស្វែងរកទីកន្លែងវិនិយោគនៅជុំវិញពិភពលោក។ លោកមានប្រសាសន៍ថា "ខណៈពេលដែលពួកគេមួយចំនួនបានវិនិយោគនៅក្នុងទីក្រុងហុងកុង ទីក្រុងឡងដ៍ ទីក្រុងម៉ែលប៊ែន ទីក្រុងស៊ីដនី និងទីក្រុងវ៉ែនឌូ អ្នកជាច្រើនទៀតកំពុងមើលឃើញពីសក្តានុពល

ដ៏អស្ចារ្យនៅក្នុងប្រទេសកម្ពុជាផងដែរ"។

វិសោធនកម្មនៃច្បាប់ស្តីពីអចលនទ្រព្យដែលបានអនុញ្ញាតឱ្យអ្នកទិញអាចទទួលបានប្លង់រឹងហើយអ្នកទិញជាជនជាតិបរទេសអាចទិញអចលនទ្រព្យជាមួយសិទ្ធិអចិន្ត្រៃយ៍ ដែលតម្រូវឱ្យស្ថិតនៅក្រោមលក្ខខណ្ឌមួយចំនួននោះបានជម្រុញឱ្យមាន

កំណើននៃការវិនិយោគអចលនទ្រព្យនៅកម្ពុជា។ ជាមួយនឹងឱកាសថ្មីទាំងនេះ ប្រធានសមាគមអ្នកសាងសង់កម្ពុជា បានអំពាវនាវឱ្យមានការវិនិយោគបរទេសមកកាន់តែច្រើននៅក្នុងប្រទេសកម្ពុជាក្នុងវិស័យសំណង់ និងអចលនទ្រព្យ"។

PPWSA SIGNS CONTRACTS TO BUILD CAMBODIA'S LARGEST WATER TREATMENT FACILITY



The Phnom Penh Water Supply Authority (PPWSA) has signed two contracts worth US\$30 million for the construction (SAFEGE) and supervision (Vinci Constructions Grands Projets) of the

Niroth 2 Water Treatment Plant. Niroth Water Treatment Plant was designed to be built in two steps. The first stage, "Niroth 1", has been producing 130,000 m³ of potable water per day since

January 2013. The construction of the second stage, with the same capacity, will start in August 2014; water production is expected to start in early 2017. Construction works will be co-financed by the Agence Française de Développement (AFD) and PPWSA.

The plant, which will become the largest water treatment facility in Cambodia, will help PPWSA to cope with the dramatic increase of demand for drinking water (+30% over the past two years), and will eventually provide half of Phnom Penh's water.

Just as the other existing plants, Niroth 2 will feature a high level of technology including a fully automated control and will maintain PPWSA's edge as a true regional model for production and distribution of drinking water. Water quality conforms to all international standards and the loss rate is at a low record of 7%; comparatively lower than in France for instance ■

LIGHTHOUSE CLUB STARTS HEALTH AND SAFETY AWARD

Mr. Collin Rogers, 75, President of Lighthouse Club Cambodia addresses the health and safety issues in Cambodia's construction sites.

icy on a daily basis.

may be given. Additionally there should be a first aid box containing the necessary items for immediate relief for the victim. This should be checked regularly as items are frequently mislaid or stolen.

Do accidents just happen? Very rarely. Most are caused by human error or by failing to take proper precaution by using safety equipment.

Over the last few months I have visited many construction sites in and around Phnom Penh and found very few with a declared policy for Health and Safety. On those sites where there is visible signage stating the policy, I have not come across one where the policy is strictly enforced.

Construction equipment is frequently very old and lacking basic maintenance. When the equipment is hired in it should be accompanied by certification verifying that it has been thoroughly serviced. The employer's own equipment should have a maintenance schedule and the items should be serviced at the due time.

Why? There are two main reasons, the first being expediency, and the second employer greed. The first, in the rush to achieve a deadline for completion of a project, health and safety measures will be ignored, frequently with dire results. The second is down to cost. Most safety equipment is expensive and the employer is looking to maximize his profit from the project. Again, frequently with dire results.

Insurance for the employees is not common and when an accident occurs considerable hardship is inflicted upon the worker and his family. The employer must take responsibility both by providing the correct safety equipment and also by having insurance coverage for his team. There are many companies providing such cover at a very reasonable cost.

The Lighthouse Club of Phnom Penh is looking to introduce a scheme known as "The Golden Helmet Award" which will present the award to the company/employee that has contributed the most towards improving Health and Safety in the construction industry over the previous 12 months. More information will be forthcoming in the near future. The Club is looking to involve the Cambodia Constructors Association (CCA) and private contractors to participate and hopefully sponsor the award.

Some contractors are beginning to take notice that being safety conscious is usually cheaper than having employees injured or killed on the site.

I have seen too many bad situations on sites involving lack of equipment. Basic items should include helmets, and shoes and harnesses, when working above ground level. Training is essential for all employees but very little is given. There should be nominated "First Aid persons" on site so that immediate attention

However it is one thing to have a policy on "Health and Safety" at the workplace and it is another to enforce the pol-

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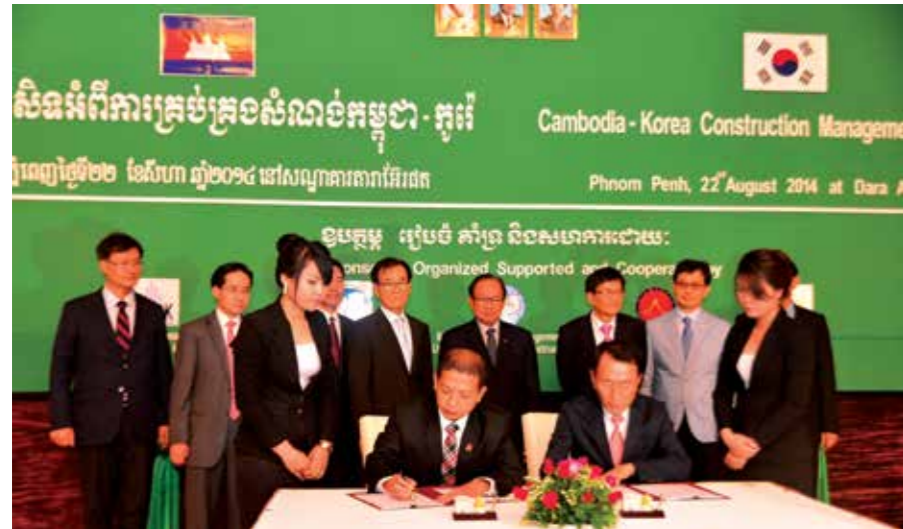
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KOREA INTRODUCES CONSTRUCTION MANAGEMENT



OCIC and Korean firm Shin Hwa Engineering sign a 30-month contract to bring construction management service to Olympia City Development.

Cambodia has been applauded for double-digit growth on construction projects over the last three years. Investment in construction projects soared 46% from 2010 with 2,125 projects worth \$1.2 billion to 1,641 projects worth \$2.1 billion in 2011. 2012 saw an increase of 72% over 2011 to 1,694 projects worth \$2.8 billion, with 2013 seeing 31% growth compared to 2012.

In the first five months of this year, the government recorded 728 projects with estimated total value of \$1.5 billion, marking a 210% increase against the same period in 2013.

But amid this construction boom, very few projects apply construction management, a little known technical service in Cambodia that is linked to construction quality and cost, and which has been highly productive elsewhere.

Construction management (CM) is the overall planning, coordination and control of a project from beginning to completion. CM aims to meet a client's requirements in order to produce a functionally and financially viable project. Construction experts agree that using proper construction management can save construction projects

cost, time, ensure quality, and safety, especially when integrating construction risk management.

Seeing the gap in the market, the Construction Management Association of Korea (CMAK), a Korean-private constructors group established in 1997 and with almost 200 members, has been exploring the potential for introducing the service to Cambodia since 2010. After their market research, CMAK signed an MoU with the Ministry of Land Management, Urban Planning and Construction (MLMUPC) in June 2012.

The agreement, which is funded by the South Korean government, aims to help prepare a construction code so as to bring construction management services to Cambodia. They have been working on a 2-year project in Cambodia conducting research related to construction management and the construction law, and transferring knowledge to Cambodian professionals about the services. The project is scheduled to be completed in June next year.

"With the application of construction management services in Cambodia, it will ensure construction projects in this country will prosper healthily," said Yung-HwiBae,

CMAK Chairman at the "Cambodia-Korea Construction Management Conference" hosted in Phnom Penh on 22 August.

Construction management implementation introduced by CMAK is a new subject for Cambodia's construction for both the public and private sectors. To pave the way for the industry, Olympia City Development Co., Ltd, the developer of the \$250 million Olympia City development project, implemented a CM pilot project with Korean firm Shin Hwa Engineering in March 2013. After realizing the benefits it gained Olympia has renewed the contract for another 30 months.

"We have conducted the construction management pilot project with this Korean company, and we have realized that the service can benefit us a lot regarding construction quality and cost, so we decided to extend the contract to another 30 months," said Touch Samnang, Deputy Director of the Overseas Cambodian Investment Corporation (OCIC), the parent developer of Olympia City development.

While the service has potential and use for construction projects in Cambodia, Professor Hyun Soo Lee of College of Engineering, Seoul National University said it is



RE-INFORCED PRECAST LIGHTWEIGHT CONCRETE WALL PANEL

ខ្នាតបន្ទះជញ្ជាំងបេតុងចាក់ស្រាប់

ទំហំបន្ទះជញ្ជាំងបេតុងចាក់ស្រាប់ (Concrete Wall Panel Size)

ទំហំ X កម្ពស់ (W x H) (mm)	កម្រាស់ (Thickness) (mm)	ទម្ងន់ (Weight)
610mm x (3000-3600mm)	105mm, 200mm	97kg/m ²





very hard to apply South Korean construction methods here since Cambodia doesn't yet have a well-organized construction law.

Cambodian officials admit the difficulties. H.E. Im Chhun Lim, Minister of MLMUPC thanked CMAK for the framework that has assisted the ministry to prepare legal regulations such as a construction law and a draft proclamation of construction work management used as inputs in the land management, urban planning and construction law.

The proclamation is to ensure that construction management implementation from beginning to end proceeds efficiently in accordance to the needs of project owners and to make sure that construction work finishes on time with guaranteed quality and security to the planned budget. The law has been drafted and requires further discussion among relevant stakeholders. The proclamation will apply to large projects but will not include foreign-aid funded projects.

The ministry has also been cooperating with U.K. developing partners to establish

building standards for Cambodia. It has also signed an MoU with the Cambodia Constructors Association (CCA) to exchange experience, technology, and information in the construction industry.

Despite the government having enacted various laws and regulations as the basis for construction management and controls, H.E. Huy Nara, General Director of the General Department of Construction, MLMUPC worries that those laws and regulations have not yet met the current demands of the construction sector's growth. The ministry has been actively revising existing laws and regulations in response to current construction demands, he added.

"Construction Management in Cambodia demands the development of laws, regulations and setting relevant policy to suit the current construction status, as well as the sharing of technology through new research and training," he said.

H.E. Huy Nara also added that Cambodia is currently drafting the "Land Management Urban Planning and Construction

Law" led by government advisor H.E. Dr. Sok Siphana, with the participation of expert officials. He hoped it would be finished by the end of this year.

The law will define duties and obligations of parties, construction technical preparation, construction business management, dispute resolution, and define fault and illegality.

Mr. Charles Vann, Acting Chairman of CCA, has also signed an MoU with CMAK and points out that despite admiring the capital's rapidly changing skyline, full growth potential in the construction sector has not yet been realized due to limited construction management competence and expertise.

"We are aware that there is a need to learn more and adopt from other progressive countries like Korea..." he said, adding that, "We fervently hope that after this construction regulation is officially issued and the standard is widely practiced, construction projects in Cambodia will be improved as well." ■

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THAI GOVERNMENT APPROVES \$75 BILLION TRANSPORT PLAN

After the Thai Constitutional Court ruled the Yingluck Shinawatra government's plan to borrow \$63 billion to build a high-speed train network unconstitutional in March this year, the new military government has approved a \$75 billion scheme to upgrade the nation's infrastructure over the next 8 years. The plan reinstates the high speed rail deal with the Chinese government signed by Yingluck.

The infrastructure master plan will help bolster consumption and investment to give a boost to the struggling economy the government said in a press conference after the ruling council's weekly meeting. Large-scale Thai transport upgrades have been in the pipeline since Thaksin was in power in 2006, but political instability has meant plans have been consistently delayed.

The new plans include expanding six dual-line rail tracks which, with extra investment, will eventually be able to handle 200km/h high speed trains; extending the elevated train lines in Bangkok; and increasing the capacity of

airports, seaports, border areas, and cargo areas. Chinese companies are expected to be involved in assisting Thailand to upgrade its domestic rail network.

The two high-speed rail links will eventually link with Kunming, in the southern Chinese province of Yunnan. The \$23 billion plan, scheduled for completion in 2021, will connect Map Tha Phut, south-east of Bangkok, to Nong Khai in the north, and Ban Pachi, in Ayutthaya, to Chiang Khong, just south of the Lao PDR capital Vientiane.

These rail links are part of a Chinese plan to construct a 3,000km rail network from Kunming to Singapore running through Lao PDR, Thailand, and Malaysia. A former chairman of China's railways told the China Daily the network would increase the nation's involved GDP by \$375 billion and is seen to be a part of China's 'railway democracy'. Analysts have predicted that with the ease of travel and commerce that the new network will bring the region will fundamentally change, and Yunnan will effectively become the capital of Southeast Asia ■



LIGHTHOUSE CLUB TO EXPAND IMPACTS



Launched in early 2011, the Cambodian chapter of the Lighthouse Club, part of a global network for construction professionals with branches in over 50 countries, is planning bigger contributions to society.

The Cambodia chapter has gathered over 200 local and international building-related professionals with the vision to promote the construction industry, help those in need such as construction workers especially on health and safety, and provide scholarships to poor students to study construction-related majors at local universities.

"Every day there must be somebody injured at a site, and most construction companies don't have insurance to protect workers, so the poor workers and their families suffer too much," said Colin Rogers, the chapter Chairman.

"These are the people we try to help," he said, stressing the club's main vision is to promote workers' health and safety.

To expand the club's impact on the community, Rogers revealed that the team will provide 10 scholarships to poor Cambodian students, along with a living allowance, in addition to the current scholarships from 2015 and beyond. "We hope in the next three or four years we will gradually increase the numbers," he added.

With years of experience living in Cambodia, Rogers reminded the Cambodian middle-class not to forget how poor the Cambodian people are, especially those living in remote provinces that live on an average income of US\$25 per month.

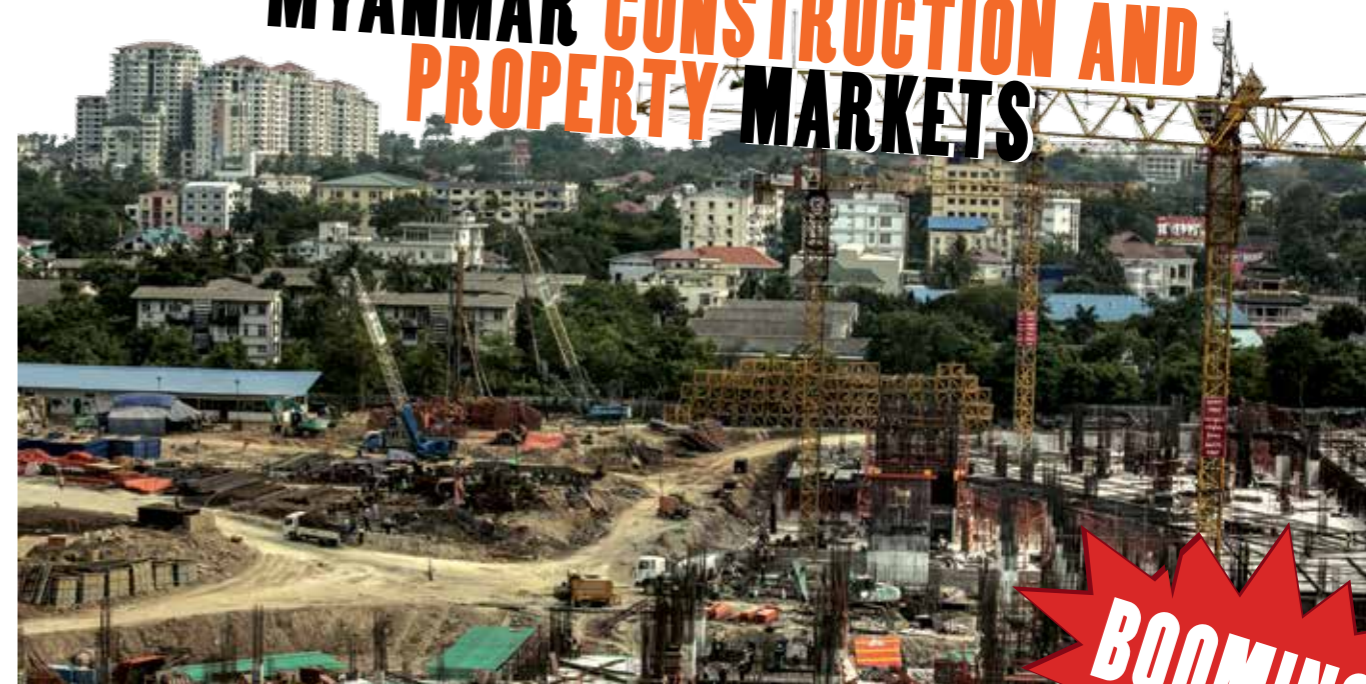
The Lighthouse Club is also planning two social projects. The first, with

assistance from a company in Hong Kong that can build cheap houses for US\$2,000 each, the club aims to help poor Cambodian households to have decent shelters. The second is a program with an NGO to build cheap western-style toilets costing around US\$100 each.

After two successful sporting events, the Lighthouse Club is also organizing its 3rd charity golf competition in January 2015 where Health & Safety awards will be presented for both companies and individuals attending the event. "We call it the 'Golden Helmet' which is very successful in Hong Kong and Malaysia and it will create awareness about health and safety," explained Rogers.

To raise funds, the club meets monthly and companies sponsor the events with all entrance fees being used for the club's charity programs ■

MYANMAR CONSTRUCTION AND PROPERTY MARKETS



BOOMING

Myanmar's construction and property investment market is rapidly becoming the most dynamic in the region following the economic and political reforms which began in November 2011. A recent ADB report indicated that Myanmar's economy is set to grow 7.8% over the next two years.

Energy, infrastructure and property development projects have been one of the main drivers of this growth with US\$46 billion in government-approved foreign investment confirmed by the end of last year. The energy sector represents the largest percentage of foreign investment accounting for \$19.28 billion, with the oil and gas sector not far behind totalling \$14.37 billion. Gas exports alone accounted for income of \$10 billion since 2011. The multi-billion dollar 2,400km China-Myanmar Gas Pipeline saw 1.8 billion cubic metres flow from Shwe fields off the coast of Myanmar's western state of Rakhine to the Chinese city of Kunming its first year of operation alone.

In July this year, Thailand's Siam Cement Group announced a \$400 million investment to construct a cement factory in Mawlamyine, Mon State, scheduled for completion in the middle of 2016. According to company representatives and Myanmar officials, the growing investments in the industry and

housing construction sectors, especially in major cities, means the manufacture of cement and ready mixed concrete and pre-cast concrete blocks are priorities.

By 2020 Myanmar is expected to be welcoming 7.5 million tourists annually, up from 1 million in 2013, making construction of transport infrastructure a priority. A \$1.5 billion Yangon International Airport project was originally slated to begin construction this year, but the bid ran into cost difficulties after Korea's Incheon Airport Consortium initially won the contract in 2013. Myanmar is currently seeking \$75 million (50% of the expected costs) from ODA (overseas development assistance) to complete the project.

This booming emerging construction market is also being driven by the need to build and upgrade the majority of Myanmar's infrastructure including national projects (schools, hospitals etc), commercial projects (industrial zones, hotels, factories etc), transport (roads, bridges, airports, seaports etc), and housing (affordable, condominiums, luxury etc). Reflecting this construction growth, Yangon will be hosting the Building & Construction Myanmar trade show from 30 October to 1 November, 2014. The 2013 show attracted 171 exhibitors and the 2014 show is expected to attract many more.

The property market is also experiencing a boom as a result with new offices, hotels and apartment complexes quickly sprouting up in Yangon, Myanmar's largest city. According to recent surveys in downtown Yangon, the cost of land has rapidly risen to as much as \$1,500 per square foot (around \$16,000 per square metre). That is approximately six times the price of similar plots in the Thai capital, Bangkok.

Fears remain however over Myanmar's exposure to risk from natural disasters, like Cyclone Nargis in 2009, which can potentially disrupt and destroy growth. A new disaster management law was enacted in June 2013 and, in response, a new building code was instituted in March 2014 which takes into account new knowledge on possible effects from earthquakes and strong winds in the country.

However, despite fears in some quarters about the long-term economic and political stability, it is clear that in 2014 the construction and property sectors in Myanmar are booming and are set to do so for the immediate future ■



TOUS SAPHOEUN: DRIVING QUALITY IN CAMBODIA'S ARCHITECTURE AND URBANISM

H.E. Tous Saphoeun, 42, Deputy Secretary General of Board of Architects Cambodia (BAC), specializes in architecture and urban planning. Holding three significant positions, he started off small and rose rapidly in his specialty. He sat down with Construction & Property Magazine to talk about how he got to where he is today and his significant roles in this field.

A few decades ago, a young man left his family to continue his academic career majoring in Architecture and Urban Planning at the Royal University of Fine Arts in Phnom Penh. While studying, Tous Saphoeun took a part-time job as a Thai language teacher to support himself. During his third academic year he started working as a contractor in his brother's construction firm and it was then he realized his future path.

"Success has come from my certain vision and goal with a strong commitment and a small start-up," he said. After graduating, he rapidly set up his own architecture firm in 1997 to establish a highly-standardized architectural, physical planning, and environmental impact assessment based on socio-economic research.

As a managing director of Creative Green Design Co, Ltd, Saphoeun has been open-minded about promoting his knowledge and experiences with foreign

partnerships on architectural specialty. He also joined a 6-month pre-Master's program on conservation organised by the Apsara Authority in Siem Reap, lectured by Vann Molyvann, Cambodia's most famous architect responsible for the New

Cambodian Architecture movement in the 1950s-60s.

For his higher career development, Saphoeun continued his Master's degree in Thailand majoring in Urban Environmental Management. "If I didn't take up



further education, I could only be a simple contractor and construction material supplier," he said, adding that his business now provides architecture and engineering consulting services, and social research, including environmental impact assessments for the Ministry of Environment among others.

Beyond wanting to upgrade his business, Saphoeun loves to lecture and share knowledge and experience with Cambodia's next generation. As a result, he was chosen to be the Head of Department of Architecture and Civil Engineering at Norton University in 2002, and then become the Dean of Architecture and Urbanism at Paññasatra University of Cambodia in 2009.

"I really love education the most, and what makes me happy is to transfer my existing knowledge and experience," he explained, adding that he is proud to see his students succeed in their architectural specialty and the industry growing. He believes that those graduate architects will contribute to the nation's development.

Driven by the lack of local qualified architects, he is attempting to standardize the architectural program, engage with international programs, and strengthen local architects. Once they have graduated, he tries to link his students to actual practice through internships.

Thanks to his concern for vulnerable



Khmer-style architecture after ASEAN integration, Saphoeun has joined with other co-founders to establish the Board of Architects Cambodia (BAC), a state-run architects association established in 2011, and recognized as a member of the ASEAN Architects Council in 2012. The association is designed to educate and manage local architects, and control the nation's architectural form.

"Architecture is the national spirit and notion," he said, "the architectural designs of the buildings reveal Cambodian culture." He confirmed that the BAC will probably do assessments on development projects to ensure the social, environmental impact, and Khmer-style design.

Saphoeun says architecture and engineering students who expect to have successful careers should make sure they are highly tolerant, hard-working, creative and self-disciplined. More importantly, he recommends them having a clear vision and goal with good time management and social communication skills.

Saphoeun has visualized his dream with a successful career in business, education, and associations with a high-ranking position in the country. With this kind of responsibility, he also has the role to produce qualified architects, give them opportunities, and manage the nation's architecture and urban planning.

He criticized today's investors and developers who have never highly rated local architects' masterpieces and projects. Although their projects are often designed by local architects, they publicize the projects as being designed by foreigners. "The thousands of ancient temples were designed by Cambodian architects, so why don't they trust in the local architects?" he asked.

Noting that the real estate sector is growing remarkably, meaning the demand for local architects and architectural management will keep rising, Saphoeun encourages developers to give opportunities and credit to Cambodian architects' skills and achievement and to maintain the Khmer-style design to strengthen the national identity ■



THE ERA OF SUSTAINABLE DESIGN ARRIVING IN CAMBODIA?

When construction projects are not carefully designed, material waste is high and costs quickly climb. Once the building is completed, owners will likely be burdened with high energy bills, while pollutants emitted from the building can also harm the environment.

This scenario is a nightmare for many building owners and operators, and is all too common in Cambodia. But through modern architectural design concepts there is a way around the pitfalls. Many architects believe that sustainable design - an environmentally friendly architectural standard - can help building owners avoid bad news and headaches after construction.

Sustainable design refers to a set of construction principles which lead to reduced environmental impacts and sustainable buildings are also known as green buildings. The most respected category of structure is a LEED-certified building, which stands for Leadership in Energy and Environmental Design.

Currently, there is only one LEED-certified building in Phnom Penh; the dragon-like Vattanac Capital Tower, scheduled to open this year. Thanks to its certification, Vattanac Capital was awarded the Best Commercial Development prize at the South East Asia Property Awards in 2012.

Various construction forms in Cambodia are classified as having sustainable designs; mostly commercial buildings, hotels, and office buildings in Phnom Penh and Siem Reap. Architect Seng Sona of Advancing Engineering Consultants says that structures that are designed to consume less electricity by utilizing solar power and turbines to generate electricity, natural air to reduce air-conditioning requirements, and mirror walls to absorb sunlight are considered sustainable buildings. Other features include the use of sustainable building materials such as wood to reduce energy drain and minimize environmental impact.

Fit for Cambodia

Architect David Cole, Principal of Atelier Cole and Director of Building Trust International, a British NGO founded in 2011, offers design assistance to communities and individuals in developing countries, including Cambodia. He points out that sustainable design appeared in Cambodia centuries ago, referring to the millions of traditional homes built using wood.

Since Cambodia is undergoing a process of urbanization and has a hot, sunny, windy climate, the British architect recommends designs for high-density urban social housing that respond to those environmental as well as social needs. "Rather than rows of Chinese shop houses on narrow, deep plots, could we look at small affordable housing units that are low rise and have access to green space for walking and play areas for children, that are passively ventilated, have access to natural light and are free from the threat of flooding?"

Cole stresses that the responsibility of designers in a modern sustainable era is essentially to do "more with less. More social impact, more flexibility in design, more thought paid to the future and less negative environmental impact, less materials, and, what may be the most important factor if sustainable design is ever going to become common practice, less overall cost," he said.

Building Trust organized a low-cost housing design challenge in March last year called, "The Future of Sus-

tainable Housing in Cambodia Competition." It aimed to encourage innovative housing design and delivery for low-income families in both suburban and rural areas of the country.

Building Trust is now supporting NGOs that want to design and build homes for low-income families where total building costs are lower than \$2,500. Their plan is to create homes that allow better ventilation, more natural lighting, better resilience to seasonal flooding, and provide the opportunity for people to extend and modify the properties themselves in a safe and structured way when compared with more conventional house designs.

"The fact that we use bamboo, timber, earth bags, etc. to create carbon-neutral homes is an additional benefit for everyone," Cole pointed out. "We live in a world with a growing urban poor and providing ways to build in more 'green' ways has positive benefits for us all."

In February this year Building Trust International and The Room Design Studio, a Swedish design consultancy, hosted the "Our City Festival" to introduce sustainable housing tailored to Cambodia's needs using materials like bamboo and insulation crafted from coconut fibers. The concept creators hope it will transform low-cost living in the capital.

Nina Appelin, The Room Design Studio's branch manager, said the project employed a "Lego block" principle, which meant they were easy for landowners to assemble on vacant blocks of land, and then disassemble and move when the land was developed or sold.

"Our project tries to deal specifically with creating a way to use some of the many vacant sites where the owners are waiting for prices of land to rise," she said. "We hope to provide a system that can be easily adapted to the specific site and be reused in a different context later on."

The design is also intended to use

solar cells on roofs facing south for affordable electricity. The materials will all be sourced

locally, according to Appelin, adding that architects were investigating other sustainable projects in and around Phnom Penh to determine the most environmentally friendly and cost-effective options available.

"If everyone who has the possibility to build and live eco-friendly takes responsibility for our planet that we borrow from our children, we will all benefit from that. We all have to do what we can to minimize pollution and consumption," said Frida Hultén, The Room Design Studio director.

Howric Ghotbi, chairman of British Khmer Engineering and Construction, said there is a need for more sustainable and resourceful construction in Phnom Penh, adding that the low-cost housing model should be a good choice for the Cambodian people. "At the moment they are using old technology in Phnom Penh, and it does damage the environment, they use a lot of concrete and steel," he said. "It's not cheap."

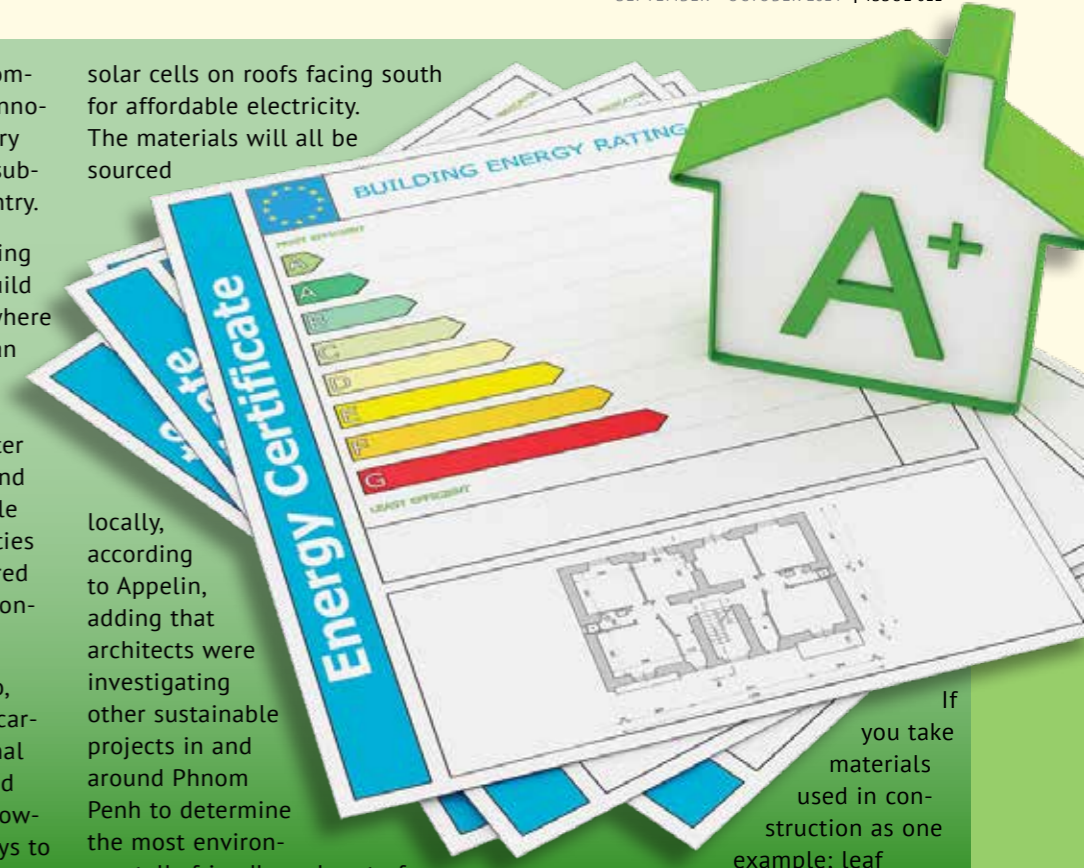
Construction costs

The cost of constructing a sustainable building varies depending on the design and project features. Architect Cole believes the construction of sustainable homes for rural people is still cheap now.

that, bamboo, sustainably-forested timber are all quick-growing, locally-sourced products which sequester carbon and are fit for small-scale construction purposes, he said. "The question is can an ever-increasing, dense urban population find ways to employ sustainable materials? We would argue yes! There are ways of doing this but it also needs to be done in line with firmer planning regulations, increased density, building regulations, and a host of other interrelated factors."

But for higher-end, large-scale buildings, the construction costs of a sustainable building like a LEED one may be 20-30% higher than a traditional one since most of the sustainable materials must be imported. For lower-end green buildings where materials can be locally sourced, construction costs are similar or even cheaper than conventional buildings, according to Darn Davis, former manager of Vattanac Properties.

Despite the potential for a sustainable building boom in Cambodia, many hurdles remain. Cole believes building codes are perhaps the most



If you take materials used in construction as one example; leaf

important factor. "Poor construction practices and a lack of clear guidelines and incentives for developers mean that we are a long way off seeing more widespread sustainable design," he said.

Frida Hultén is in favor of strong, future-oriented city planning, pointing to big urban areas which were developed without eco-unfriendly character in Cambodia. "If we all help out to change our daily behavior there might be a small chance that our children can have a good and healthy life," she said. "If we don't do anything, our own children will be suffering from our mistakes."

Normally the government for each country decides how much a new con-

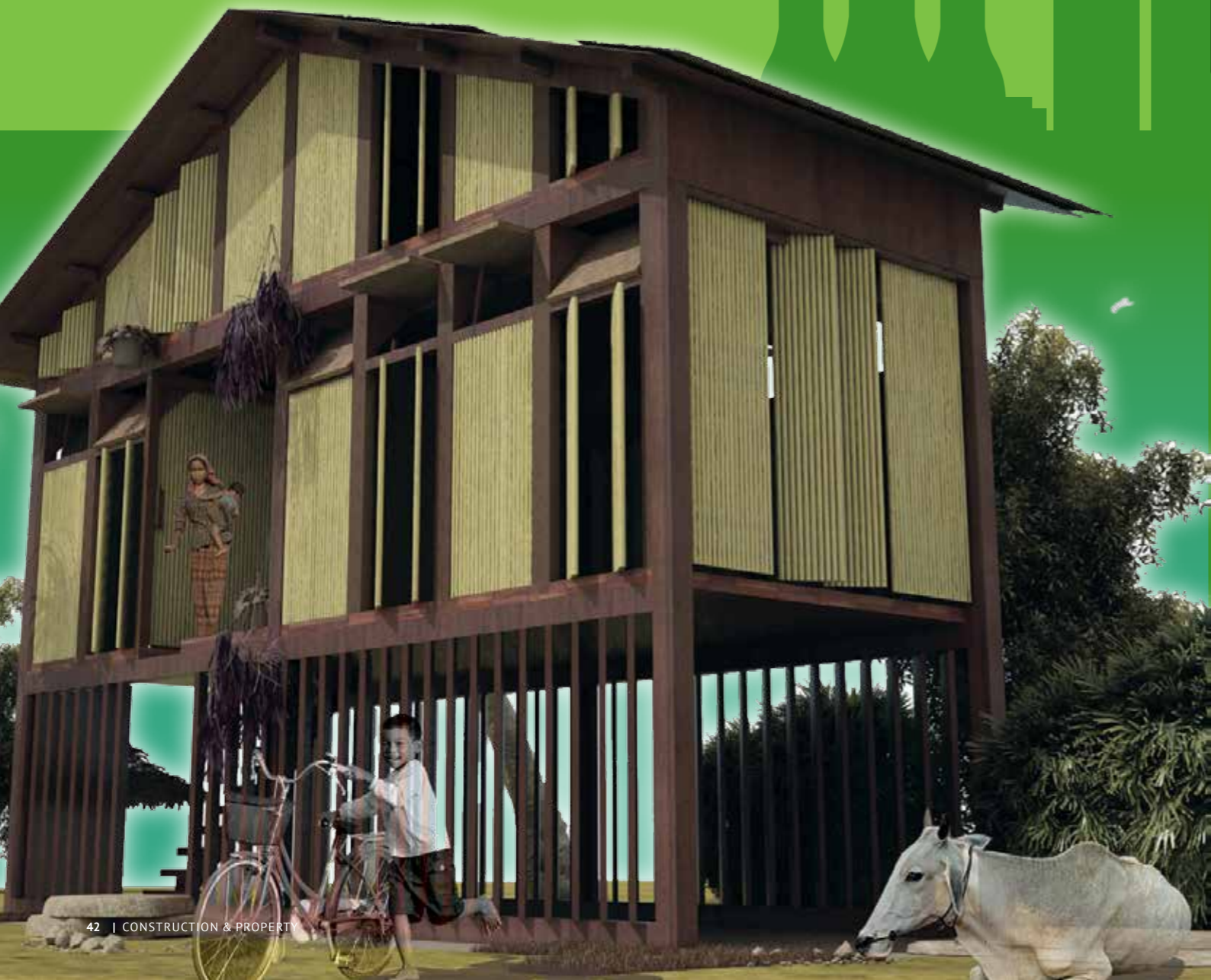
struction can pollute the environment, she says. "In Sweden, it's very strict and you won't get permission to build if you surpass the limits. In Cambodia, I don't know if there are any limits."

The main challenges faced in developing green technologies in Cambodia are centered on education and initial capital costs. Darn Davis recommends teaching green building design in architectural schools, and introducing a carbon emission tax to encourage more green building development.

Michel Cassagnes, design director of Archetype Cambodia, a leading integrated international design and project management consultancy now in Cambodia for 10 years, advises project

owners in Cambodia to have standardized architecture and design for every project, which he says brings remarkable benefits. "As designers, we are on the forefront of projects, advising developers towards sustainable building to secure a long and safe investment with good quality construction."

The government does agree on the need to promote the sustainable building design which led to the launch of a 134-day green building training course in September last year and which is expected to be completed sometime in mid-2014 ■



INDONESIA INFRASTRUCTURE GETS BOOST FROM 2018 ASIAN GAMES

After a period of political uncertainty, the Indonesian construction sector is back on track with massive infrastructure projects to come on line as part of preparations for the 2018 Asian Games.

Jakarta governor Joko Widodo announced during a meeting between the Indonesian Olympic Committee and the Asian Olympic Committee that the city has begun construction to ensure the infrastructure is in place ready for the games.

Completing the landmark BMW Stadium in Pappongo, North Jakarta within two years is the major priority with upgrades to Ciracas, Cibubur and Senayan stadiums also planned. A MRT (Mass Rail Transit) system is also being constructed in Jakarta and is expected to start carrying passengers in 2018.

In anticipation of increased government spending on infrastructure projects and in response to the new government, Semen Indonesia, the country's largest cement manufacturer, has set aside \$500 million in capital expenditure for 2015. This 25% increase over 2014 will be used to build, or upgrade, cement plants and improve Semen's distribution network. The state-controlled company aims to produce up to 40 million metric tons of cement by 2017, foreseeing a jump in cement demand between 2014 and 2019 from infrastructure projects with the country's new administration ■

LAO PDR CEMENT MARKET FIRMS UP

The Lao PDR government has halted coal exports to protect cement and other key national industries, according to the Lao Ministry of Energy and Mines. The country has six cement plants, which import a large volume of high-price coal, the ministry reported.

According to local cement producers, the price of locally produced cement is currently higher than that in Thailand. This poses a challenge for the industry when the Association of Southeast Asian Nations (ASEAN) Economic Community is established in 2015. Hence they are supporting a legal means to secure an adequate supply of coal mined inside the country.

The move comes after Siam Cement announced plans in May to build a \$370 million 1.8mt/yr cement plant in Lao PDR with production expected to start in the second quarter of 2017. "This plant is meant to serve the greater Mekong region," said President and CEO of Siam Cement, Kan Trakulhoo. Siam Cement intends to continue investing within ASEAN which is set to introduce a common market at the end of 2015. Siam Cement's revenue for the first quarter of 2014 increased by 11% year-on-year to US\$3.74bn ■



Vietnam is close to completing three inter-connected mega-development projects in Hanoi worth almost a \$1 billion each, jointly funded by the Japan Bank of International Cooperation (JIBC) and the Vietnamese government.

Linking the main section of Hanoi with Noi Bai International Airport, the magnificent Nhat Tan bridge will be the longest in Hanoi. At 33.2m wide, 8.9km long, and with 8 traffic lanes, the stunning construction will be Vietnam's largest cable-stayed bridge. After construction started in March 2009, the \$639.2 million project will be inaugurated on October 10, 2014.

Construction of the \$968 million Terminal 2 at Hanoi's Noi Bai International Airport is also nearing completion and is expected to come on line by the end of 2014. The 4-storey, 139,216 square meter building will add significant capacity to the airport and will be able to serve up to 10 million passengers a year.

Linking these two mega-developments together is a \$317 million road which will be opened to traffic simultaneously with Nhat Tan bridge.

Also, following JICA's reinstatement of ODA in July, a delegation visited Vietnam in August to appraise the \$120 million Phase II of the Tien Sa seaport in Danang planned to be capable of receiving container ships of up to 70,000DWT and cruise ships of 100,000GRT ■

INFRASTRUCTURE SPENDING TO HIT \$9 TRILLION

Global capital project and infrastructure spending will more than double to \$9 trillion annually by 2025 according to a report from PwC. Worldwide, infrastructure spending will grow from \$4 trillion per year in 2012 to more than \$9 trillion per year by 2025. Overall, close to \$78 trillion is expected to be spent globally between 2014 and 2025.

'Capital project and infrastructure

spending: outlook to 2025' analyses capital project & infrastructure (CP&I) spending across 49 of the world's largest economies. These account for 90% of global economic output, covering the extraction, utilities, manufacturing, transport and social infrastructure sectors.

The most important catalyst for this growth will be the development of megacities in both emerging and developed

markets which will create an enormous need for new infrastructure. These shifts in economic and demographic trends will fundamentally impact infrastructure development in the coming decades.

Globally, in contrast, Western Europe's share will shrink to less than 10% from twice as much just a few years ago. The recovery in infrastructure spending will be geographically uneven, led overwhelmingly by emerging Asia, as spending overall shifts from west to east. The Asia-Pacific market will represent nearly 60% of all global infrastructure spending by 2025, driven by China's growth.

The report also concludes that effective 'enabling environments' i.e. social, economic and environmental factors, will be needed to facilitate this surge in infrastructure spending and development. Emerging economies especially will have to create a more conducive business environment for investors, engineering and construction firms by overcoming such obstacles as unpredictable regulations, bureaucratic delays, and struggles to secure land rights.

Significantly for the region, and Cambodia in particular, increasing prosperity in emerging markets will impel infrastructure financing toward consumer sectors, including transportation and manufacturing sectors that provide and distribute raw materials for consumer goods ■

The huge \$29 billion merger in Europe between Holcim and Lafarge drove much of the flow in the quarter. 8 of the 39 transactions in the quarter valued at \$50 million or above involved the cement business, an important post-economic downturn development.

The other significant mega deal in the quarter was the \$17 billion acquisition of Alstom's energy unit, including its gas turbine business by US giant General Electric. The purchase will give GE access to power plants in emerging Asia and Africa. GE's acquisition reflects interest in high quality assets that will give leverage to projected mega infrastructure development and urbanisation in emerging regions, especially in Asia-Pacific ■



MEGA DEALS DRIVE GLOBAL MERGERS

Mergers and acquisitions among building materials businesses and seven 'mega deals' worth more than \$1bn drove the recent high levels of deals in the worldwide engineering and construction industry.

According to the Engineering Growth report by PwC released in August, during the second quarter of 2014, the value of M&A deals in the E&C sector in Q2 2014 surged to \$67 billion, up from \$15 billion in the prior quarter, as the number of transactions increased by 18%. This growth was largely thanks to two mega-deals in the sector and transactions worth over \$1 billion. As a result, the average size of transactions in the construction and engineering sector has reached the highest levels in history.



LEGO INSPIRES THE FUTURE OF CONSTRUCTION DESIGN



Though it is best known around the world for products which develop children's creativity through playing and learning, LEGO continues to inspire the future of construction design for adults.

LEGO recently launched its Architecture Studio set which allows ideas to be made into models based on the LEGO brick. Developed in collaboration with leading architects, the set comes with over 1,200 monochromatic building pieces and an inspirational 250 page design guidebook full of tips, techniques, instructions and building exercises.

The Architecture Studio can be used to create scale models of any type of building. It is endorsed by leading architectural firms including REX architecture, Sou Fujimoto Architects, SOM, MAD Architects, Tham & Videgård Arkitekter, and Safdie Architects.

Reflecting the revolutionary ideas behind the LEGO brand which was established in Denmark in 1932, a new company plans to take the concept to an industrial scale. Kite Bricks has developed the Smart Brick; a LEGO-like brick which could make vertical construction faster, stronger, and cheaper.

Featuring interlocking knobs for easy stacking, Smart Bricks are held together with a strong adhesive and can also be reinforced with steel bars inserted into dedicated channels. Designed to be a modular system, Smart Bricks kits would be ordered and delivered to site.

Kite Bricks claims Smart Bricks can cut construction costs in half and a five-story building made with the bricks can cut energy

costs by 30 percent when compared to the traditional brick structure.

The Smart Bricks are patent pending and the company currently needs another \$3 million in funding to bring them to market.

A video of how assembly of the bricks (complete with robotic builder) work is available at: https://www.youtube.com/watch?v=_Yf0KEcXIYA ■

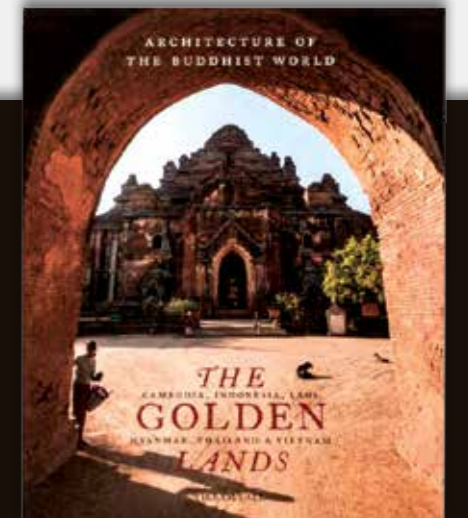
NEW BUDDHIST ARCHITECTURE BOOK FOCUSES ON SOUTHEAST ASIA

September will see the publication of new book entitled Architecture of the Buddhist World: The Golden Lands; Cambodia, Indonesia, Lao, Thailand & Vietnam.

It is the first ever art historical book focusing only on the Buddhist architecture of Southeast Asia. The Golden Lands aims to highlight the finesse and cultural importance of Buddhist architecture. The author Vikram Lall is a practicing architect and his book is the first in a series of six. Lall is the principal architect and partner of Lall

& Associates, a leading architecture firm in Delhi, India.

The extensive new photography and groundbreaking survey work contributes to architectural diagrams about the ancient Buddhist architecture, including the Stupa, the temple, and the monastery. Readers will be taken around the architectural forms of Cambodia and the regions of Southeast Asia through perfect colour photography and 3D renderings. For each country, Lall provides a historical overview and case studies of noteworthy structures.



The 3D architectural renderings in the book make even the most complex structures easily understandable. It strives to bring all the architectural types in Asia within a single landscape of history, religion, and creative originality.



CAMCONA DISTRIBUTES BRANDS OF CHOICE

Capitalizing on the booming construction market, Camcona Trading has introduced three leading global brands to Cambodia; Rinnai, producers of innovative water heater systems; Ligman, the professional lighting solutions specialists; and Imer, Italy's premier manufacturer of construction machinery.

Speaking at the launch event on 5 August, Ms. Elida Kimsrun, Managing Director of Cambodia Trading Co., Ltd emphasized that the growing economy and customers' increasingly modern requirements have created a ripe market for the three brands.

"Despite being eager to sell our products, we also explore customers' needs, so that we can supply them the right ones," she said. "That is the win-win solution we follow."

Realizing the absence of sustainable water heating solutions on the Cambodian market, Camcona is distributing Rinnai, the leading Japanese brand.

Rinnai systems use a simplified, environmentally-friendly compact water heater fuelled by gas instead of electricity. Rinnai will become the market leader for sustainable water heating solutions in Cambodia thanks to the benefits for users, said Kimsrun.

In mid-2013, Camcona introduced Ligman lighting to the Cambodian market. Manufactured in Thailand and recognized globally, Ligman has 14 product lines, ranging from underwater, in-ground and recessed lighting, pillar lights, street and

area lighting fixtures, floodlights, and more.

One year after its Cambodia launch, Ligman has already been ranked as a competitive player largely due to its LED features which consume less energy, provide brighter illumination, and last longer than other brands in the market. Speaking to audiences at the event, Vincente Steve, Lighting Design Manager at Ligman Lighting, said their products are recognized and distributed in over 60 countries worldwide.

Kea Thai, owner of a Phnom Penh hotel that has installed both Rinnai water heater and Ligman lighting, has endorsed the brands. He said the Rinnai Instantaneous Gas Water Heater required a small installation space and saves him 60% on energy costs compared to electricity-based water heaters. He's also impressed by the high-quality and energy-saving benefits offered by Ligman lights.

Camcona has also secured distribution rights for Italian construction power machine brand Imer in 2014. Imer's products which range from concrete mixers and mortar mixers, to tile, masonry and slab saws allow users to save time and materials and are the target market are contractors who have difficulties with labor shortages.

To find out more about products distributed by Camcona, please visit their booth at the 3rd CCA Summit and Construction Expo on 3-5 December at the Diamond Island Exhibition and Convention Center ■

BOSCH RECORDS DOUBLE DIGIT GROWTH IN CAMBODIA



Mr. Andre de Jong, Managing Director of Robert Bosch Cambodia Ltd., (middle) announces annual growth figures.

Since its official inception in Cambodia in 2010, Robert Bosch, a world leader in technologies and services, has recorded doubled digit growth in the local market.

Robert Bosch products, in particular power tools, have been on the market in Cambodia since 2004. The company opened a representative office in 2010 to legally import the products and supply the market.

Three years later, it launched an official subsidiary, Robert Bosch (Cambodia) Ltd, following double digit growth in the sales volume of its products.

Despite no official data being recorded, the company announced it achieved double-digit growth for the periods 2010-2011 and 2011-2012 respectively, while 2012-2013 saw growth of 25%. The company had predicted similar growth this year, though in Q1 2014, it had already seen 30% growth against the same period for last year.

"In Vietnam we had a representative office set up for 10 years before upgrading into a company, but here it only took

us three years to change into a company," said André de Jong, Managing Director of Bosch Cambodia and head of the representative offices in Laos and Myanmar.

In 2013, Bosch saw an overall increase of around 10% in manpower in Southeast Asia to more than 4,500 employees, underlining a healthy expansion across all countries. Currently, Bosch has six manufacturing plants across the region in Thailand, Malaysia and Vietnam, delivering a multitude of product categories such as power tools; automotive components and multimedia; and industrial technology.

De Jong has long admired Cambodia's potential compared to Myanmar and Laos, and says he hopes the parent company will decide to set up a factory here sometime in the future. "But for now, we focus on distribution first, not production yet," he explained.

Bosch currently has four business divisions in Cambodia which comprise of automotive aftermarket, power tools, security systems and thermo-technology. The majority of sales growth has been contributed by the power tools and security systems divisions.

To expand its penetration in the Cambodia market, Bosch has recently expanded its customer service centers in Phnom Penh, Siem Reap, and Battambang. It has also established a local warehouse for ease of supply across the country.

Bosch aim to double sales in Asia Pacific by 2020, and believes Cambodia has played an important role in



Bosch's Asia Pacific success story. Over the past ten years, the company's sales in Asia Pacific have more than doubled to some \$14.81 billion in 2013. "By 2020, we aim to double our sales in the region once again," said Peter Tyroller, member of the board of management of the Bosch Group responsible for Asia Pacific since July 2013. "Our investment in the coming years in Asia Pacific will remain at a high level and we will further intensify our localization efforts," he added.

To achieve its target in the region, Bosch has invested \$4.4 billion in the region between 2010 and 2014.

"Southeast Asia continues to be one of the focus markets for Bosch," said Martin Hayes, president of Bosch in Southeast Asia. "We anticipate an increased demand for our products and services with the rising consumption power across the ten countries in Southeast Asia we are active



in. We will ramp up our production and service capabilities in the coming years in line with this development."

In 2013, the Bosch Group invested some €4.5 billion in research and development and applied for some 5,000 patents. This is an average of 20 patents per day. Last year, the Bosch Group, with its roughly 281,000 associates, generated

sales of around \$61 billion.

First established in Stuttgart in 1886 by Robert Bosch, today the Bosch Group comprises Robert Bosch GmbH and its more than 360 subsidiaries and regional companies in some 50 countries. If its sales and service partners are included, then Bosch is represented in roughly 150 countries ■

NURI TO BUILD PARKSON MALL FOUNDATIONS



Korean constructor Nuri Engineering and Construction (E&C) has won the contract to build the foundations for Aeroport Phnom Penh (Lion City). The capital's second Parkson Mall is to be built on a 4.12 hectare site in front of Phnom Penh International Airport.

Operating in Cambodia since 2004, Nuri has built the De Castle condominium series including De Castle TK-24, De Castle TK-83, De Castle Diamond, Nobles condominium, and De Castle Royal condominium.

The contractor broke ground on the

foundations on the \$100 million mall project in late July and is scheduled to complete the works within four months.

Nuri E&C is applying the British Standard on the project and the biggest challenge is to complete the project to meet the high quality standards of the building requirements. However, Jang Tae Joon, General Director of Nuri E&C says the company's well-established achievements, experience and reputation in the market, coupled with exceptional references from customers and business partners inspired Parkson's choice of their company.

"Nuri E&C continues on its path to be a market leader in the region because we always make every effort to provide the highest quality and bring the best value to every project," said Joon. "Through our efforts we strongly believe that the Parkson Mall will be an iconic building in Phnom Penh." ■

THE HEAT OF THE MATTER



www.tashengreen.com

Cambodia's tropical geography makes it a hot and humid country all year round. This often creates harsh working environments for workers, especially in factories, which themselves also have to pay high energy bills for cooling devices.

A Ministry of Labour official recently reported that as of June this year over 600 workers have fainted in factories, compared with a total of about 800 such incidents in 2013. Pok Vanthat, Deputy Director of the Ministry's Labour Health department and head of a committee that aims to prevent fainting in

factories, told local media that hot indoor environments are the major factor in these mass faint-

ings which seriously impact factories' productivity and workers' welfare. "The weather is extremely hot this year and workers cannot stand the heat," he said. Experts and factory owners all agree.

Heat not only harms the garment industry that employs some 600,000 workers nationwide, but also impacts many other industries when it comes to working environments and energy expense. The ILO Better Factories Cambodia project that has been working with factories in Cambodia to improve workers' welfare and safety since 2008 also encourages factories to enhance indoor working environments so that both workers and factories can benefit.

TASHEN Green Tech, a company specializing in insulation products explains that heat gain in buildings mainly comes from solar radiation and 75% of that comes through a structure's roof. TASHEN products provide a solution to reduce factories' energy expenses and improve workers' comfort.

Having started operations in Cambodia last year after supplying insulation materials in Southeast Asia, TASHEN confidently assures clients that installing their reflective blanket around a building can block up to 97 percent of radiant heat, which brings down internal temperatures by up to 10 degrees and reduces overall energy consumption.

The TASHEN reflective insulation blanket is made of two aluminum foil layers that surround a single core layer of polyethylene bubble film. The design results in high thermal resistance and keeps humidity from the exterior from bleeding into a building's interior.

With reduced heat, building owners will significantly save on their energy bills for cooling devices. According to the American Council for an Energy-Efficient Economy (ACEEE), each degree saved from an air-con's thermostat, allowed users to save 3-5% on air conditioning costs. TASHEN explains in a study report that if an electricity bill is \$3,000/month and the indoor tempera-

ture is 8 degrees lower, from 38 degrees to 30 degrees, after insulation, users save at least 24% on air conditioning costs which equals \$720, based on the ACEEE estimates.

Sabrina Cambodia Garment Manufacturing Corp which has installed the reflective insulation blanket is incredibly impressed by the product. The factory installed the blanket on its 180 sq/m tiled cafeteria roof with the result that the temperature underneath has decreased from 48.5 degrees before installation to 27 degrees afterwards. Sabrina also installed the blanket on the metal roof of their 4,500 sq/m production line building roof resulting in a temperature reduction from 40.5 degrees to 30 degrees under the metal roof and down to 26 degrees under the ceiling. The cooler environment has comforted workers in the factory, while the factory also spends less on energy consumption for cooling and ventilation devices.

Im Vibol of Group Four Architects & Engineers has installed the insulation

blanket on a 3.5m high restaurant roof. After installation, they noticed that much of the heat was reflected outward, and occupants felt a real difference after the blanket was put in. "Now we feel very little heat and the air-con works less, so we save energy," the manager said.

Besides these benefits, reflective insulation blanket installed under metal roofs reduce the sound of heavy rain, traffic noise or other disturbing noises. They are non-toxic, reusable and do not require regular check-ups or maintenance.

Standard insulation can be used for up to 10 years with superior performance compared to other conventional materials found in the local market. "The higher the temperature is, the better the Reflective Insulation Blanket works," says TASHEN.

Currently, several insulation products are available in Cambodia, mainly imported from neighboring countries like Vietnam. Unlike other insulation

materials that trap air inside and absorb the heat, TASHEN says its insulation blanket reflects radiant heat and decreases the flow of heat throughout an open airspace. In addition, installers don't need to apply gloves, masks, other special equipment or waterproofing layers. Importantly, no maintenance or special checking needed after installation and the material is fire-retardant.

Reflective insulation blankets offer a perfect solution for insulation and temperature maintenance in residential, commercial and industrial buildings, and projects. They are ideal for cement roofs, iron sheet roofs, rooftop additions, walls, ceilings, attics, and floors of buildings. They can also be applied to automotive insulation. Building insulation is one of the most effective ways to save energy and improve indoor comfort. TASHEN Green Tech knows how important it is for you to spend your money wisely and knows you will be satisfied about the insulation performance ■



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CCA HOSTS 1ST MEMBERS REUNION

In celebration of its third anniversary, the Cambodia Constructors Association hosted the 1st Members Reunion to strengthen relationships and promote intra-business networking among its members.

On the night of 22 August, the CCA Members Reunion gathered over 100 and international representatives of member companies at the Dara Airport Hotel.

“This first and foremost event is hosted to offer the opportunity for each and every member of CCA to meet and build great networking altogether,” said Neak Oknha Pung Kheav Se, Chairman of the Cambodia Constructors Association at the opening of the event. “As our members are well aware, our businesses are so active and busy that we rarely get together. To this end, CCA requested your valuable time to organize this event.”

The Chairman aims to host this networking event at least once per year from now on.

CCA was established on 6 October 2011 and currently has a total of 73 supportive members including companies involved in the construction, architecture, planning, equipment and material supply, machinery, real estate, banking and insurance

sectors. Among them are international companies from China, Japan, Korea, Thailand, Singapore, Sweden, Switzerland, Malaysia, German, France, and Vietnam.

Earlier this year, the CCA became a member of, and was selected as Co-chair of, the China-ASEAN Building Materials Industry Cooperation Committee. More recently, it has also become a member of the International Federation of Asian and Western Pacific Contractors' Associations which includes countries such as Bangladesh, India, Korea, Nepal, Hong Kong, Indonesia, the Maldives, Australia, Malaysia, Sri Lanka, New Zealand, Japan, Philippines, Singapore, Thailand, and Taiwan.

“Therefore, we deem and assess that the CCA is expanding its relations at both local and international levels and is prepared, with the Royal Government, for the upcoming integration of the ASEAN Economic Community by 2015,” said the Chairman.

The Chairman would like to appeal to all CCA members to continuously cooperate, exchange ideas and be even more closely and strongly involved in business networking in order to be successful and productive for each and every company ■



MOVABLE MACHINERY SUPPLIED BY CCA MEMBERS

PTS Group

The Branch of P.T.S Group Co., Ltd, that joined CCA in 2012 after opening operations in November 2011, are one of the leading machinery distributors in Cambodia. It is an exclusive distributor of heavy construction and agriculture machinery as well as integrated services. For heavy construction equipment, PTS distributes Japanese brands including KOBELCO Hydraulic Excavators, SAKAI Rollers, Hino 700 Series Trucks, and MITSUBISHI Motor Graders. For agriculture machinery and attachments, it supplies New Holland Tractors from Europe, CASE IH Sugar Cane Harvesters and Billet Planters (Sugar Cane Planter) both from Brazil, Kivi-Pekka Stone Pickers from Finland, and Nakhonsavan Steel-Attachments from Thailand.



Plus Enterprises



Joining CCA last year, Plus Enterprises has built a global reputation as the alternative provider for all kinds of machinery, construction and civil engineering solutions in Cambodia. For construction machinery, it supplies excavators, bulldozers, cranes, and rollers. For civil engineering machinery, it distributes cranes, and various foundation-drilling solutions. It also imports forklifts, wheel loaders, motor graders, tractors, automobiles and aftermarket products.

United Mercury Group (UMG)

Opening its office in 2010, UMG is a heavy machinery equipment solution provider in Cambodia that joined CCA in 2013. It supplies heavy machinery from cars and trucks (CIMC Truck and Dongfeng Trucks) to concrete machinery (Schwing Stetter to construction machinery (bulldozers, excavators, crawlers, drills, forklifts, motor graders, pavers, road rollers, rock drills, and wheel loaders) to tractors (LS Tractor brand). For smaller equipment, it distributed dewatering pumps (Tsurumi Pumps), generators, and screw compressors (Airman brand).



Multico MS (Cambodia) Co., Ltd.

Joining CCA this year, Multico is one of the leading distributors of heavy equipment, engines, and parts, not only in Cambodia but also in the region. The firm provides machinery for various industries including construction, agriculture & material handling, industrial, marine, oil & gas; and clean & renewable energy. So far it is present in Cambodia, Indonesia, Laos, Malaysia, Myanmar, Philippines, Singapore, Taiwan, Thailand, and Vietnam.



Kong Nuon Group (KNG)

As a new CCA member this year, Kong Nuon Group, a company with years of experience in automobile parts, has been the loyalty distributor for various Japanese-brand machinery to serve the construction, agriculture, and handling industries in Cambodia. These include Hitachi excavators for the construction market, Yanmar tractors to serve the growing farming industry and Toyota forklifts to supply the handling market.



ជួល លក់ និង សេវាកម្មជូនសេវា សំរាប់គ្រឿងចក្រកសិកម្ម និងវិស្វកម្មសំរាប់សេវា
Leasing, Sales and Services of equipment for engineering and construction



ទស័យផ្លាស់: ផ្ទះលេខ139, ផ្លូវជាតិលេខ 3, សង្កាត់ ចោមចៅ, ខ័ណ្ឌ ពោធិ៍សែនជ័យ, រាជធានី ភ្នំពេញ, ព្រះរាជាណាចក្រកម្ពុជា ។
 #139, National Road 3, Sangkat Chom Chao, Khan Por Sen Chey, Phnom Penh, Cambodia.
 Tel: 011 20 8888, Fax: 023 218040, E-mail: prayut@prayut.com, Website: www.prayut.com

GLOBAL BRANDS REGISTER FOR 3RD CCA CONSTRUCTION EXPO

With only three months to go before the 3rd Cambodia Constructors Association (CCA) Summit and Construction Industry Expo, more than half of the booths have already been booked with many leading global and local brands confirming their presence.

Scheduled for 3-5 December, 2014 at the Diamond Island Exhibition and Convention Center, the CCA-organized Expo will showcase a huge range of products and services across the construction and property industries. On display will be materials and technologies, property development projects, and services from real estate agencies, banks and insurers. The Expo venue is divided into three sections: real estate firms, banks, and insurers; construction materials and decoration; and electrical, plumbing and water supply, machinery, mechanical and steel.

In the real estate sector, the Overseas Cambodian Investment Corporation (OCIC), Cambodia's leading developer, will showcase its various large-scale projects. Nuri D&C (De Castle condominiums) and Sokha Real Estate (Sokha Hotels and Resorts) are also both expected to announce their respective new projects. Many other condominium and residential developers will also exhibit their projects.

The construction materials and decoration section will be dominated by global brands and local distributors showcasing the quality and technology of their products. Among the industry leaders who have confirmed their participation are Heng Asia, (distributor of Hansgrohe, Karat, Fagor, and Kenzai), HSC Décor Center (distributor of Mitsubishi air-con), Camcona Trading (distributor of Rinnai, Ligman, and Imer), Wiki Trade (distributor of York air-con, and Khmer Rock),

and Shandong Xingang International Formwork Co.,Ltd.

Inovar, supplier of Malaysia' best flooring materials; Xinchu Tashen Green Tech, which have introduced Chinese building insulation blankets; ESCORT, a leading producer and distributor of security cameras; and NgyHeng, an elevator supply and installation company will also be present.

PTS Group, UMG, and Kong Nuon Group will dominate the Expo outdoor space with their displays of leading brands of excavators and tractors.

Robert Bosch and Melchers, the world-leading power tool manufacturers will also introduce their latest technologies to Cambodia.

Besides the expo, the CCA Summit will feature various panel discussions and seminars where industry experts,

construction professionals, leading academics, government officials, and engineering students will discuss a wide range of issues related to the construction and property industries.

Turnout is expected to be high thanks to CCA's unrivalled local and international connections. Organizers predict that this third hosting of Cambodia's flagship building expo will attract hundreds of thousands of local and international visitors seeking information on the construction and property sectors or new business opportunities. Bookings and interest are high in the remaining booths with many more firms close to signing up as exhibitors.

Exhibitors can expect to gain real benefits by networking with others in the sector as well as showcasing their products to new and prospective customers. CCA encourages interested firms to sign up for booths as soon as possible to capitalize on this unique opportunity.

The 3rd Cambodia Constructors Association (CCA) Summit and Construction Industry Expo is supported by the Ministry of Land Management, Urban Planning and Construction, the Ministry of Commerce, the Ministry of Labor and Vocational Training, the Cambodian Board of Architects and the Cambodian Board of Engineers ■



សូមអញ្ជើញពាក់សិខិតនេះយកទៅចូលរួមទស្សនាពិធីរំលឹកដោយសេរី
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Please cut this invitation for free admission
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រៀបចំ និង គាំទ្រដោយ :
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ពិធីរំលឹកដោយសេរីស្របច្បាប់
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និងក្រុងហាមពូល

CAMBODIA EXPO 2014
CONSTRUCTION SUMMIT &

សិខិតអញ្ជើញ

សមាគមអ្នកសាងសង់កម្ពុជាមានកិត្តិយសសូមគោរពអញ្ជើញ
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INVITATION

Cambodia Constructors Association has honor to invite
Samdach, His Excellency, Lok Chumteav, Ladies, and
Gentlemen to visit Cambodia Construction Industry
Expo, that organized and supported between Cambodia
Constructors Association and Ministry of Land Management
Urban Planning and Construction for 3days, started
from 3,4,5 December 2014 from 08 : 30 to 19 :30 at
Convention and exhibition Center Diamond Island, Phnom
Penh, Cambodia.

ACCF
Asian Constructors Federation

សូមអញ្ជើញកាត់លិខិតនេះយកទៅចូលរួមចូលរួមសម្បទានាពិធីរៀនដោយសេរី
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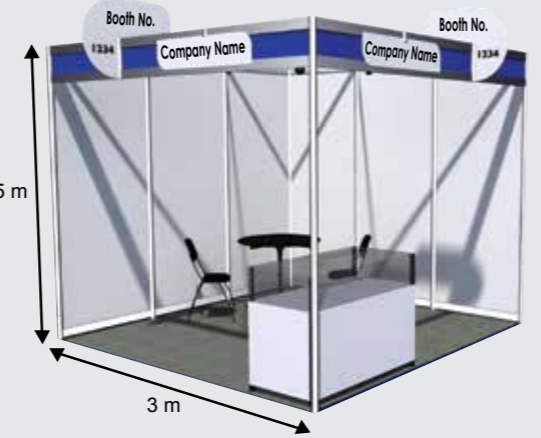
Welcome to visit
 Cambodia construction industry Expo 2014

Entry Free
 No Children

សមាគមអ្នកសាងសង់កម្ពុជា សូមជម្រាបជូនភ្ញៀវជាតិ និងអន្តរជាតិមេត្តាជ្រាបថា៖
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CCA would like to Inform to all national and International guest
 that this event possible to related and find for selling or buying
 the materials, equipments, and machineries of construction
 from different countries in the world. Especially could seek the
 partnership for join venture and develop or branch of compa-
 nies for wholesaler and retailer.

Booth Plan



- Booth Inclusive of:**
- Needle punch carpet
 - White polyester laminated panels for back walls, two side walls and fascia board
 - Fluorescent lights (40watts) - 2
 - Information counter
 - Folding chairs - 2
 - Wastepaper basket - 1
 - Electrical socket - 1

The Venue:
 The Diamond Island Exhibition & Convention Center is Cambodia's premiere exhibition center located in central Phnom Penh and close to all major hotels and attractions. All halls are fitted with air cooling systems. There are supporting facilities including seminar rooms, cafés, restaurants, VIP rooms, Internet access and a high-tech security system.

For more information, please contact:

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 Monivong Blvd., Phnom Penh
 Tel: +855-23-991 771
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 E-mail: expo@construction-property.com

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 CONSTRUCTION SUMMIT & EXPO 2014

3rd CAMBODIA CONSTRUCTORS ASSOCIATION SUMMIT & CONSTRUCTION INDUSTRY EXPO

03-05 December 2014
 Diamond Island Exhibition & Convention Center
 Phnom Penh, Cambodia



Booking Booth Contacts:

Mr. Ya Chanthy +855 60 66 72 72 / 92 66 72 72 chanthy@construction-property.com	Mr. Tim Vutha +855 60 888 944 / 10 947 640 tim_vutha@construction-property.com
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CCA Address : Canadia Tower - Floor 12 (No. 315), Preah Monivong Blvd. corner St. 110 Sangkat Wat Phnom (12202), Khan Doun Penh, Phnom Penh, Cambodia.
 E-mail: expo@construction-property.com



OVER 350 EXHIBITORS JOIN CAMBUILD '14



The Cambodia International Building and Construction Industry Show (CAMBUILD '14) hosted on 10-12 September 2014 at the Diamond Island Exhibitions and Convention Center will gather over 350 exhibiting companies, an increased from 318 last year.

Hosted by the Cambodia Constructors Association (CCA) and the Board of Engineers Cambodia, and organized by Malaysian-based event organizer, AMB Events Cambodia, the 4th edition of CAMBUILD

welcomes exhibitors from 23 countries with major pavilions from China, India, Korea, Malaysia, Taiwan, Thailand, and Singapore.

Five related events are organized concurrently in the show, up from three in 2013. They are CAMWATER '14; an international water and wastewater technology exhibition, CAMSECURITY '14; a security, safety, and fire protection exhibition, CIVAR '14; focused on ventilation and air-conditioning technology, CAMENERGY '14; highlighting electrical engineer-

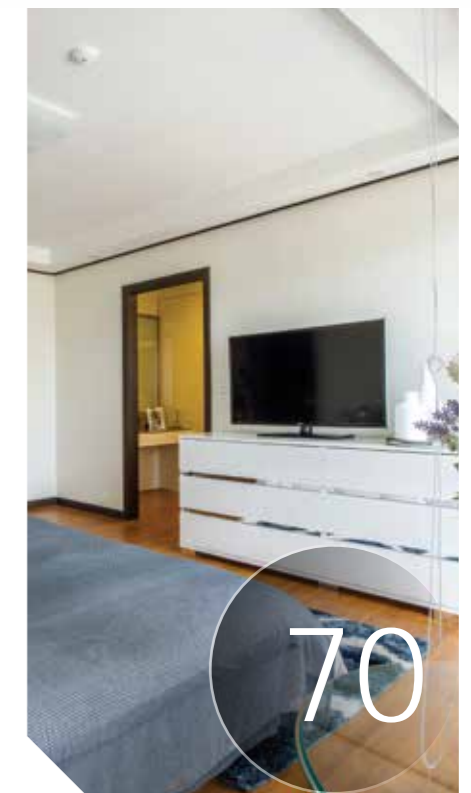
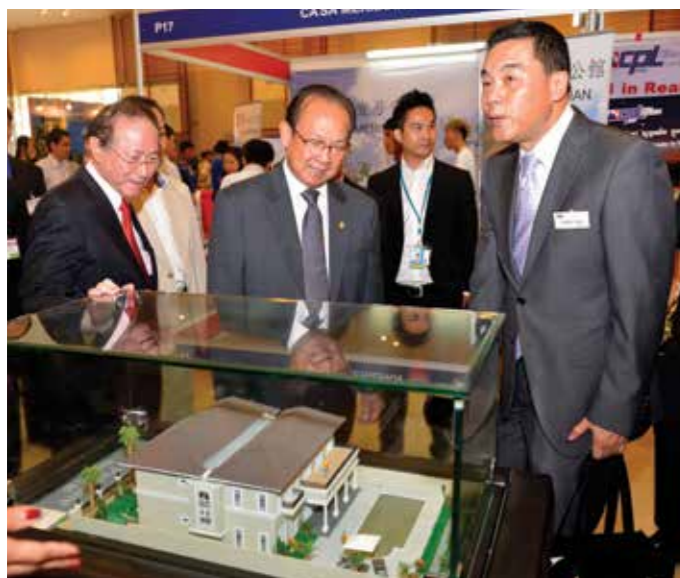
ing, and CAMPROPERTY'14; the Cambodia international property show.

CAMBUILD '14 features a wide range of local and international products and services relevant to the five related events. There are also technology seminars where industry insiders can discuss product innovation, challenges, and opportunities within their respective industry.

Local and international visitors and buyers are all welcome at this 3-day event to gain their respective benefits.

AMB Events started organizing the CAMBUILD expo in 2010 on a bi-annual basis. However, thanks to the nation's growing economy and industrial development, it updated the event to an annual basis from 2013. It is an expression of the organizer's increased confidence in the growth of the Kingdom's economy, and especially in the building and construction industry.

AMB plans a bigger expo next year by adding a new event for interior design and home living as more Cambodians are looking for better quality furniture, furnishings, kitchens, bathrooms, and home appliances ■





- ◆ ផលិតផលថ្នាំលាបសុទ្ធពីប្រទេសអាល្លឺម៉ង់
- ◆ កិត្តិយសបំផុត លាបក្រាមចូលទៅជានិច្ច
- ◆ មិនប៉ះពាល់សុខភាព ឬសារធាតុដែលបង្កផ្ទុះមហារីក
- ◆ មិនរលក មិនប្រេះ មិនកាត់ស្នែង ងាយស្រួលសំអាត និងការពារជម្រាបទឹក
- ◆ គុណភាពលេខ១ ធានារហូតដល់ ១០ឆ្នាំ
- ◆ មានម៉ាស៊ីនលាយព័ណ៌ស្វ័យប្រវត្តតាមតម្រូវការ



ទទួលម៉ៅការលាបដល់គេហដ្ឋាន និងគម្រោងសំណង់តូចធំ

ទំនាក់ទំនងទូរស័ព្ទលេខ 077 566 888



LARGEST PROPERTY BRAND WORLDWIDE ARRIVES TO LEAD MARKET

U.S.-based Century 21 enjoys a global reputation and, having realized the potential that the Cambodia property market represents, the world's biggest global franchised real estate operation officially celebrated its inception in Cambodia as its 75th market on 4 September, 2014. The giant real estate brand was founded in 1971 and now has with some 7,100 affiliated offices in 75 countries and more than 100,000 sales agents.

Mr. Kevin Goos, CEO of Century 21 Cambodia, claims this global real estate brand will lead and restructure the local property market to a higher level. He gave an exclusive insight into the company's vision and mission in Cambodia to Construction & Property Magazine.

1. What inspired Century 21's entry to the Cambodian market?

Cambodia is currently the most attractive country in the region for real estate at the moment, and Century 21 entering the market is a sign that Cambodia is open for business. Based on our market research since the second half of 2013, we began seeing an upward curve in the real estate sector, and the first half of 2014 has been very exciting. We can realize the trend via various development projects, not only the large-scale projects, but also the medium-sized ones.

Now that the real estate market here is rebounding, many international real

estate firms are coming to compete with local agencies, so those local ones need to increase their level of professionalism in order to compete in the market and work with international buyers; that's what we do. What we are looking for are local real estate offices and agents that wish to take their businesses or skills to the next level so that they can be professional real estate agents that can work with the global real estate community. So we are looking for market leaders here to come and affiliate with Century 21 Cambodia and we want the best of the best.

2. What are your specialized services globally? What services do you provide in Cambodia?

Our main focus is property transactions, i.e. the buying/selling. However, we support our agents with some of the best technologies, training programs, a global network and, most importantly, we provide them with a brand. We also do other services such as property management, appraisal, and consultancies, but everything is to facilitate our main service which is the brokerage side, and we inspire our agents to do more transactions.

3. VTrust has quickly joined the brand as Century 21 VTrust, is this correct?

Yes, as I mentioned we are looking for transparent market leaders who are

looking to increase their level of professionalism and take their business to the next level to work with the international community. Century 21 VTRUST is a great example of a market leader and has seen a lot of action as a result. Their agents can now connect with our global community and global markets. When a seller wants to sell a property, they want to speak to an agent, and they know that this company is part of the Century 21 team and has access to the largest global network and are some of the best trained agents in the Cambodian market. So customers trust them in doing property transactions through the professional services they offer.

4. What role do you expect to play in this thriving market?

When we come to the market, we come in as market leader. We want to make the market more competitive by bringing tools and systems that have never been seen before. We will bring real estate training programs which are some of the top training programs in the world. We take agents, and in fact, if they don't have any real estate experience that's the benefit for us because we take them and train them to be the professional real estate agent in the market. So, Century 21 focuses on the agents; we want to see our agents successful first and everything we do is to support our agents.

Purchasing property is probably one of the most important decisions a person can make in their life, and having a Century 21 Agent who you can trust is the most important, because we have trained them on every step of a real estate transaction.

We train our agents on transparency, trust, and to build a long term working partnership with all our buyers and sellers. So it's not just one transaction that we focus on, but rather building a relationship over 25 years and helping our clients whenever they need us.

5. What kinds of companies are eligible to be your affiliates? How about individuals? What are the criteria for the selection?

Existing real estate offices who want to take their business to the next level to work with international buyers and

larger companies are our target market.

For individuals, we welcome all who are ready to begin their professional career in real estate. Individuals can apply to an affiliated office in Cambodia.

For approval, we have a national selection committee that interviews all potential applicants, but the most important is the individuals' interest to join the Century 21 brand. We are group of elite real estate professionals and we only want the best of the best to represent our brand here in Cambodia.

6. How many agents do you expect to have in the coming year?

In the next 18 months, we expect to have around 200 sales agents. And we also have other agents outside of Cambodia coming in and opening office in the country.

7. In Cambodia, who are your target customers?

We focus on residential customers, and people who are land owners and want to sell their land. We also target buyers, not only international buyers, but also local buyers. For local buyers, we are targeting the middle class families, which are on the rise. Couples earning a combined salary of US\$1,000 per month now have the option to purchase their first home; that's a great opportunity for Cambodia.

8. Before Century 21's entry into the market, around 54 real estate agencies including several international agencies are already established. Are you confident there is space for you to grow here?

Well, we are working on a different level; currently we have no competition because we don't compete with local real estate companies but rather support them. Our business model is different than other international real estate firms; we view local real estate companies as our friends and we want the best in Cambodia to become a part of the Century 21 brand.

Besides the existing 54 licensed real estate agencies, based on our market research over 100 other real estate offices are operating nationwide, while many development companies also have a real estate brokerage wing. But compared to

Taiwan, that has 60,000 agents, I don't think 54 offices here with less than 10 agents each is a competitive market. What we do is we come in, and we focus back on the basics. We want the best of the best of those offices to join Century 21, but we only want offices that want to take their business to the next level.

We also work heavily with all new developments, both housing and condominium projects. Through our investment conferences in the Asia Pacific region, we are the Ambassadors to Cambodia representing the country as an attractive market and new opportunity for buyers looking to purchase a condominium as an investment.

We are the first company in Cambodia to target retail investors to purchase condominium units in the country, and we have been hugely successful so far and will continue to expand our investment conferences to China and Japan in the next 6 months.

9. What is your expansion strategy in this limited market?

At this point in time, we are working with 10 real estate offices. When they become our affiliates, we want each office to have about 10 to 15 agents. But most importantly we are training these 10 local offices to work with 38,000 Century 21 real estate agents in Asia. We are the largest brand in Asia in real estate and our local offices are extremely excited about this.

What we are looking for is to train the agents of those 10 offices so that they are able to walk and talk like Century 21 agents. That is what we want in the first 18 months. While we also get lots of office and agent applications from Siem Reap and Sihanouk Ville, we want to focus on Phnom Penh market first.

We are going to open our Century 21 University here soon that focuses specifically on real estate training programs. We want the best sales people in Cambodia to be a real estate agents. We are not planning for the next five years here, but my game is planning for the next 25 years in Cambodia ■

CENTURY 21 VTRUST BRINGS A NEW BUSINESS MODEL TO THE PROPERTY MARKET

Cambodia's thriving property market has recently seen the addition of a new player - Century 21 VTRUST.



*Mr. Chrek Soknim, CEO of Century 21 VTRUST (second left, front)
Mr. Kevin Goos, CEO of Century 21 Cambodia (middle).*

Founded in California in 1971, Century 21 is the world's largest globally-franchised real estate operation with some 7,100 affiliated offices in 75 countries, including Cambodia. VTRUST Realty, a subsidiary of leading local property firm VTRUST Group, has affiliated with Century 21 Cambodia to raise its level of professionalism and trust in the brokerage market in Cambodia. The new company is now Century 21 VTRUST.

Since 2008, VTRUST has only focused on brokering its own properties, but the new Century 21 VTRUST franchise cooperation will see brokering services utilize the service management system and brand name of Century 21, which is globally-known for its specialization in selling, purchasing, and leasing properties.

"By affiliating with Century 21, VTRUST still bears its name along with Century 21, and the advantage is that this well-recognized brand raises the level of trust among our customers in our property brokerage," said Chrek Soknim, former deputy director at VTRUST Property and now CEO of Century 21 VTRUST.

So what has VTRUST gained from the affiliation of this international brand? Century 21 has a global reputation, an effective management system, training programs, and strong local and global market connectivity. VTRUST can benefit from all these potentials to grow its brokerage business.

Soknim explained that in the past, VTRUST faced the challenge of writing, programming and posting advertisements online and providing global customers with the knowledge they needed about properties in Cambodia. But thanks to the affiliation with Century 21, the process is far more convenient and efficient.

"Now, we post information on Century 21's intranet website, and our website can go global. So if a customer wants to buy a condo in Cambodia, they can contact any one of the Century 21 offices worldwide, which will link with our office in Cambodia," he said. "With only a one-click transaction, they can buy the condo easily without having to come directly to Cambodia."

Century 21 doesn't exclusively franchise to VTRUST. Any other local brands

can be affiliated to the brand and use the existing system to raise their level of professionalism and trust in the brokerage market.

Century 21 Cambodia is slated for its soft launch on 4 August, 2014 at Sofitel Phnom Penh Phokeerthra. The company has elected Kuy Vat, Chairman and CEO of VTRUST Group as Chairman on the company's Board of Directors.

In Cambodia, Century 21 VTRUST focuses on commercial and residential properties and any other projects that need a brokerage firm to handle selling, buying and leasing.

Kuy Vat says Century 21 will bring previously unseen levels of professionalism to the Cambodian property market. "Century 21 approaches the market in a different manner, looks at things differently, while also bringing in tools and systems that have never been seen here before."

Century 21 VTRUST will be launched following the official launch of Century 21 Cambodia ■



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SHELTERS FOR EXPATS

Cambodia's apartment market has prospered with the arrival of increasing numbers of foreigners.



The journey toward ASEAN Integration in 2015, together with the resolution of the year-long political deadlock has attracted more expatriates to Cambodia which has, in turn, triggered the rapid growth of the apartment sector in the capital, according to a July market research report.

Co-authored by VTRUST Group and its affiliates, the 3-month comprehensive survey studied 180 sample serviced apartments in Phnom Penh's six central districts of Prampri Makara, Chamkarmon, Chruoy Changva, Daun Penh, Reusse Keo, and Tuol Kork.

The report found the apartment market has rapidly grown over the last three years, to a total of 374 buildings, including both graded and ungraded apartments.

'Graded serviced' apartments refers to rental properties from low-class to luxurious with additional in-house services and other amenities. These apartment buildings are classified into grades A, B, and C.

As of the second quarter this year, the supply of graded serviced apartments has reached 180 buildings (equal to 48% of the total) with about 3,500 units. Supply increased 3% in the first half of this year against the same period last year. Among these graded serviced apartments, 92% are in service, 3% are still under construction, 2% are completed but not yet in service, while 3% are still not operating.

The majority of graded serviced apartment units are two-bedroom, representing slightly over 50%, with one-bedroom units representing about 37%. The occupancy rate of these types of unit remains high thanks to their affordable prices and sizes.

Non-graded apartments are those that are below serviced apartment standards with between 5-30 units operated by family-scale operations. The majority of tenants are low-budget foreigners and locals. Currently, the supply of this category has reached 194 buildings equal to 52% of the total supply. The total number of these units on the market was not

identified by the research report.

Among the apartment buildings researched, 72% have 20 or fewer units, 37% have between 2-10 units, while those with 11-20 units represent 35%. Apartment buildings with 21-30 units represent about 16% while large-scale apartments with over 30 units remain very low.

The majority of apartment buildings have been built recently. About 47% of the apartment buildings were built less than 3 years ago. 34% of the buildings are between 4-8 years old, while the rest were built more than a decade ago.

Occupancy and Vacancy Rates

The study stressed that occupancy rates among apartments in Phnom Penh remains relatively high. It found that about 84% of all apartment units were occupied in the first half of 2014, while the vacancy rate was about 16%. A small percentage of apartment buildings were fully occupied, while some others remained largely vacant- with up to 40 units to be filled. The average number of vacancies was 5 units.

At the current time, it is estimated that approximately 47,000-50,000 foreigners, representing about 68% of all foreigners working in Cambodia, reside in Phnom Penh. Serviced apartments absorb the majority of these expatriates' property needs.

The majority of tenants living in apartments are also expatriates. Tenants from Asian countries contribute 50% to the current market, whereas those from Western countries contribute 47%. Local tenants represent only 2%, and African tenants represent only 1% of the apartment market.

Kuy Vat, Chairman of VTRUST Group believes the number of local tenants will increase as the city becomes denser and traffic gets harsher. "Living in an apartment, they can have full services and reduce their traveling time. Even though the price is higher than living in a flat, they will have no choice rather to accept it," he explained.

Rental Price

The findings suggest that the average monthly rental prices of serviced apartments vary according to types of unit. For studios, the minimum monthly rental price starts at \$250, while the maximum commands \$1,280, with an average of \$640.

The average monthly rental price of one-bedroom serviced apartment units is \$720, with the minimum starting at \$250, and the maximum commanding \$6,500. Rental prices between \$250-\$500 represent 41% of supply, while rental prices between \$501-\$1,000 per month represent 51% of supply. Rental prices of over \$1,000 represent only 10% of the market.

Even though there is an abundant supply of two-bedroom apartment units, the average monthly rental price is \$1,020. The minimum rate is \$450, while the maximum is \$3,500. The majority (50%) of price ranges for monthly rentals of two-bedroom apartment units are \$450-\$1,000. The \$450-\$600 range represents 28% of the total price, while those between \$601-\$1,000 represent 30% of the market.

Three-bedroom serviced apartment units are priced between \$600-\$3,500 and average \$1,520. However, very few apartments are on offer in the range up to \$7,000 per month.

Penthouse serviced apartments units are so far rare, representing only 1% of the total units of all types. The average monthly rental price is about \$2,750, with a minimum of \$1,000, and a maximum of \$7,000. Prices between \$1,000-\$2,500 represent about 64% of the total range. The price range of \$2,500-\$3,500 is 8%, while that with over \$3,500-\$5,000 is 16%. Over \$5,000 represents only 12% of the price range.

Because of the many options available for tenants, lengths of rental contracts have started to become shorter over the last few years. According to the survey, 63% of tenants are offered a rental contract of a half year, and about 30% of them are offered a one year rental contract while it is less common for rental periods of 3 months or shorter.

The research also found that the majority of apartments (92%) are managed by the property owners themselves; either family-run businesses or major property developers. 8% are managed by property management firms.

The researchers believe these statistics represent is a golden opportunity for companies providing property management services for these family-run apartment buildings.

"It is really a golden opportunity for property/facility management agencies because the apartment owners themselves are now realizing the benefits of having a company manage their properties for them," said Chrek Socknim, Deputy Director of Vtrust Properties and Chief Executive officer of Century 21 Vtrust. "Normally, a general manager can manage 20-30 apartment buildings so the operation costs start going down for apartment owners."

In the next five years, he believes the market will see 20-30% in the annual growth of apartment supply to meet the rising demand of the next decade.

With ASEAN Integration approaching, the apartment market in Cambodia will only prosper as Cambodia represents great opportunity in terms of political stability and economic potential which will encourage the free flow of foreign labor and investors, explained Socknim. "Most accommodation investors, including in the apartment sector, are looking towards future demand amid regional merging," he added ■

APARTMENTS VS. CONDOMINIUMS

Apartments and condominiums are generally treated as similar property types in many countries, but in Cambodia these two types of accommodation have some interesting differences.

While apartment developments are generally small with around 20 units on average, condominium complexes are generally larger and higher structures with between 30 and over 100 units. Rental rates between condos and apartments are similar, but prices vary based on facilities and standards.

But it is the legal classification between the two styles of property which is remarkably different in Cambodia. For buildings that are registered as apartments, owners can only rent to tenants and cannot separate ownership for each unit and sell them, because the whole building must be registered under only one owner.

For buildings that are registered as condominiums (co-private ownership buildings), owners can separate ownership of each unit to sell to individual tenants.

While the law doesn't presently allow apartment block owners to sell individual units, realtors believe the legal situation will eventually change to allow separate apartment unit ownership or conversion of apartment buildings into condominiums ■

DE CASTLE ROYAL OPEN DOORS TO RESIDENTS



A new style of luxury living has opened in Phnom Penh in the form of the high-end De Castle Royal condominium development.

The 32-floor, prestigious accommodation offering has set the benchmark for a new standard of living in Cambodia, paving the way for what looks to become a high-end apartment boom in the capital.

De Castle Royal, headed by renowned company Nuri D&C, welcomed its first tenants through the door of its prime BKK1 location on 28 July after construction on the unique, five-star living space was completed.

Offering a premium standard of living, De Castle Royal aims to keep life simple and running smoothly by catering for residents' every need.

The 414 spacious and contemporarily-designed residential units range from one bedroom to penthouse and come complete with international standard quality equipment and utensils. Here, sleek wooden

floors sit alongside luxurious furnishings.

A spacious living area merges into a dining room with a separate kitchen. All bedrooms come with en suite bathrooms, with some boasting a shower, bath and separate dressing room. The modern design coupled with the contemporary architecture that is a signature throughout the building adds to the lavish environment.

Acknowledging that fitness can often be difficult to factor into busy daily lives, De Castle Royal has teamed up with Phnom Penh's only independent five-star gym, The Place, to manage its fourth floor fitness centre and 25-metre indoor swimming pool and adjoining kids' pool. The gym has trainers on hand to tailor-make fitness programmes and is kitted out with state-of-the-art equipment from Technogym in Italy.

The rooftop garden, offering searing 360-degree views of Phnom Penh from the 32nd floor, offers a place to relax and unwind, with several seating areas, and paved and decked areas, scattered about the tropical flora and fauna.

An exclusive restaurant serving local and international food, and a big-name coffee shop yet to be unveiled, can also be enjoyed by residents. And those who love to read can scour the shelves of the building's library.

Safety is also tantamount and at De Castle, 24-hour security and reception staff are on hand to offer reassurance to residents. A high-tech security system using the latest technology also operates throughout the building. And 3 storeys of underground parking provide residents with a safe place to keep their car or motorbike.

GProav, a professional property management company, is cooperating with CBRE on the condo's management office which is available throughout the week to answer residents' questions or concerns.

De Castle Royal proved popular even before completion, with more than 95% of the units being snapped up by investors. At time of publication, De Castle Royal has only 15 units (3 bedroom condos) left available for sale ■

SINGAPORE TO HOST SOUTHEAST ASIA PROPERTY AWARDS 2014

Singapore will host the grand finale of the 3rd Annual South-east Asia Property Awards 2014 in October to celebrate the region's best property developers and projects and services across 31 categories.

The awards showcase the Southeast Asian property industry encompassing construction, architecture and interior design from Thailand, Singapore, Indonesia, Malaysia, the Philippines and Vietnam.

Established in Thailand in 2005, the Asia Property Awards have been separated into two streams – the Southeast Asia Property Awards and the China Property Awards. Cambodia's real estate and construction industry was boosted at last year's awards when Vattanac Tower, the nation's first LEED-certified Grade A office building, won Best Commercial Development (Southeast Asia), and Song Saa Private Island won Best Hotel Architectural Design (Southeast Asia).

This year's Southeast Asia award categories include Best Developer, Best Villa Development, Best Condo Development, Best Commercial Development, Best Green Development, Best Shared Ownership Development, Best Residential Architectural Design, Best Commercial Architectural Design, and Best Interior Design.

The South East Asia Property Awards Gala Dinner and awards presentation ceremony will be held at The Shangri La Hotel in Singapore on Thursday October 16 2014 ■



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PHNOM PENH OFFICE RENTAL RATES FASTEST GROWING IN REGION

Office rental rates in Phnom Penh were the fastest growing in the region in Q1 2014 according to the Knight Frank Asia-Pacific Prime Office Rental Index.

Phnom Penh was included in the Index for the first time in Q1 2014 reflecting the growth and stabilization

of the nation's economy and property market. While the overall index saw a rise of 1.3%, Phnom Penh saw the largest increase in prime office rental rates in the Asia-Pacific region with a substantial-quarter-on-quarter rise of 18.6%.

Office vacancy rates dropping to 5.5% were considered a key factor in this rate

rise, indicating an increasing level of demand. However, the scheduled opening of Vattanac Tower, the capital's first LEED-certified Grade A office building, later in the year will add significant supply to Phnom Penh's small office market and growth in rental rates is expected to moderate during the remainder of 2014.

ASIA PACIFIC PRIME OFFICE RENTAL INDEX

FIGURE 2
Asia-Pacific Prime Office Rents
Q1 2014

City	Submarket	Prime Net Headline Rent	Local Measurement ^A	US\$/sqm/mth	12mth % change	3mth % change	Gross Effective Rent** US\$/sqm/mth	Forecast next 12mths
Brisbane	CBD	544.0	AUS/sq m/yr	41.9	-3.0%	-0.2%	34.8	↔
Melbourne	CBD	485.0	AUS/sq m/yr	37.4	5.0%	0.0%	35.9	↔
Perth	CBD	692.0	AUS/sq m/yr	53.3	-8.7%	-1.3%	55.8	↓
Sydney	CBD	759.8	AUS/sq m/yr	58.6	2.5%	-0.1%	48.7	↔
Phnom Penh	City Centre	20.5	USD/sq m/mth	20.5	17.9%	18.6%	27.1	↑
Beijing	Various	377.2	RMB/sq m/mth	61.2	-4.7%	-1.1%	89.4	↔
Guangzhou	CBD	177.2	RMB/sq m/mth	28.8	-1.0%	0.6%	49.0	↓
Shanghai	Puxi, Pudong	273.6	RMB/sq m/mth	44.4	-1.3%	-1.6%	68.1	↓
Hong Kong	Central	119.8	HKD/sq ft/mth	166.3	0.6%	2.9%	167.1	↔
Bangalore	CBD	1,086.0	INR/sq ft/yr	16.3	2.0%	0.6%	25.7	↔
Mumbai	BKC	3,035.0	INR/sq ft/yr	45.6	-2.6%	0.1%	73.1	↔
New Delhi	Connaught Place	3,175.0	INR/sq ft/yr	47.7	1.8%	-0.2%	76.5	↔
Jakarta	CBD	6,329,500.3	IDR/sq m/yr	46.7	46.4%	1.0%	59.0	↑
Tokyo*	Central 3 Wards	29,482.0	JPY/Tsubo/mth	86.8	6.2%	6.2%	85.3	↑
Kuala Lumpur	City Centre	4.9	MYR/sq ft/mth	16.1	0.8%	1.0%	20.0	↔
Singapore	Raffles Place, Marina Bay	9.8	SGD/sq ft/mth	83.5	7.3%	3.6%	96.6	↑
Seoul	CBD	31,300.0	KRW/sq m/mth	29.3	3.6%	0.6%	81.1	↔
Bangkok	CBD	697.2	THB/sq m/mth	21.5	4.1%	0.0%	26.1	↑
Hanoi	Hoan Kiem District	28.4	USD/sq m/mth	28.4	-5.4%	-5.2%	36.0	↓
Ho Chi Minh City	District 1	32.0	USD/sq m/mth	32.0	3.2%	3.2%	39.8	↑

Source: Knight Frank Research / * Sanko Estate
^ABased on net floor areas for except for China, India, Korea, Thailand (gross) and Indonesia (semi-gross)
^{**}Inclusive of incentive, service charges and taxes. Based on net floor areas.

Ross Wheble, Country Manager at Knight Frank Cambodia told CPM that, "The inclusion of Phnom Penh on the Index for the first time gives us an indication that there is increasing interest from international companies looking to enter into Cambodia, and that the Kingdom is now on people's radar as an attractive emerging market."

On the issue of rising prices, Mr Wheble explained that, "Regarding the significant increase in market rents during Q1 2014, this is purely a factor of supply and demand; with the opening of office space in Vattanac Tower in Q2 2014 and G.T. Tower scheduled for completion at the beginning of 2015, there will be sufficient supply to meet demand and market rents will stabilize. Future

increases will be driven by the improvement in quality of office space in Phnom Penh."

Knight Frank also recently published the first Prime Asia Development Land Index. This first Index reported that the region, and Phnom Penh in particular, is enjoying strong growth. Of the 13 markets tracked, Southeast Asian locations

make up four of the top five cities when ranked by the growth in land prices – for both residential and office development land. The report showed that growth was fastest in developing Asian nations and cities like Jakarta and Phnom Penh, while it remained relatively static in highly-developed, highly priced, mature markets like Singapore and Tokyo.

The Index also pointed to the Asia-wide trend of developers buying up land and sitting on it until a more profitable time to develop. Total returns (or a development's IRR) for many developers in less mature markets are not highly leveraged

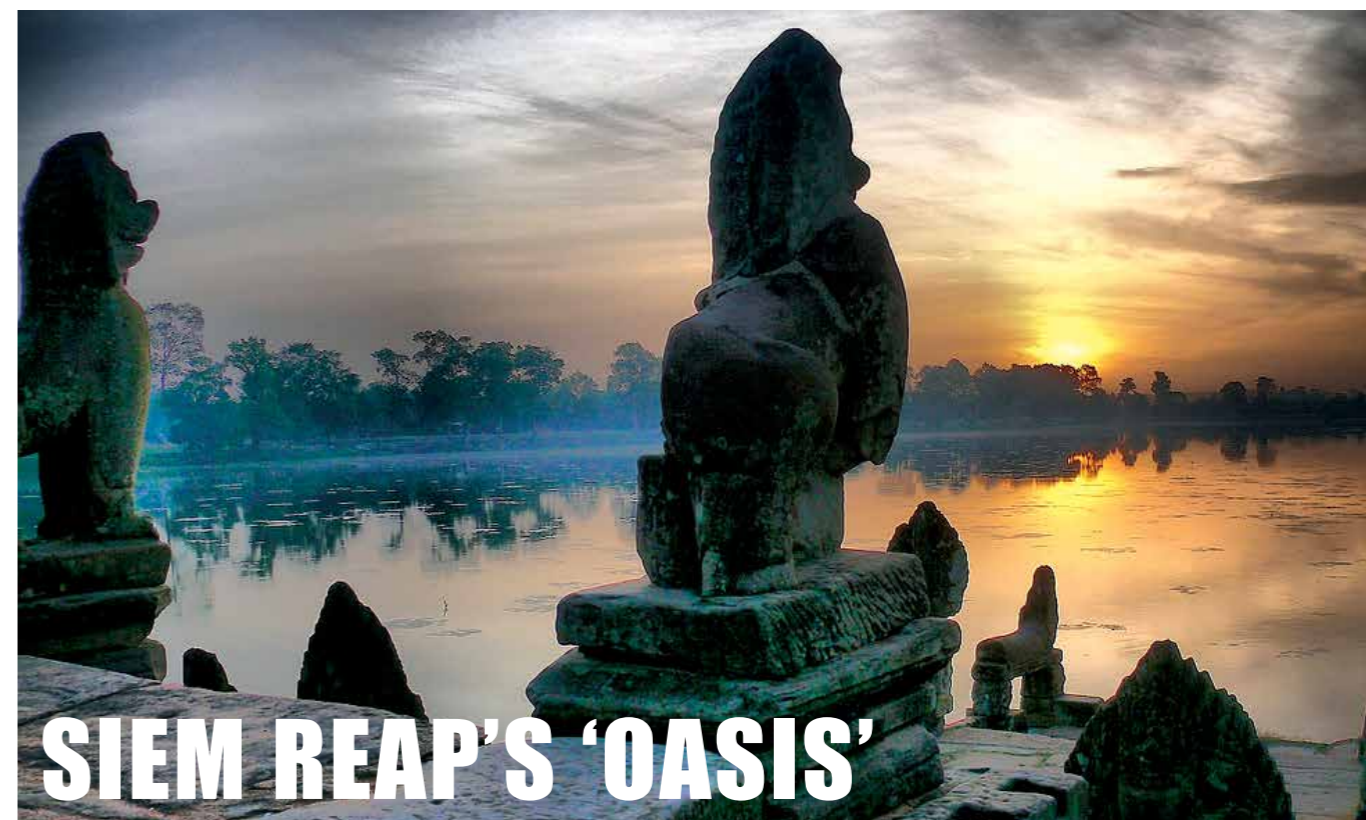
using capital markets, as happens in the west – but more reliant on increasing land values and traditional funding sources. This is certainly a trend which is visible in the Cambodian market.

Knight Frank's Prime Residential Development Land Index registered an increase of 20.7% over 2013 in Cambodia's capital city, whilst the Prime Office Development Land Index registered an increase of 19.9% over the same period for Phnom Penh.

The Index points to increased local and international investment after the turbulence global financial crisis of 2008

as a key factor in this growth. "Rapid growth in land prices has been underpinned by renewed interest from both international and local developers subsequent to the Global Financial Crisis," said Ross Wheble.

According to the Index, another factor which has contributed to a favorable investment climate in Cambodia is changes to the legal framework which have allowed building owners to obtain strata titles, thus enabling purchasers to obtain a hard title and foreign purchasers to buy freehold property under certain conditions ■



After a groundbreaking ceremony held at the end of June, Hong Kong-based Cheung Sheng Global Holdings is underway with construction on the 18,000 sqm Oasis Integrated Resort close to central Siem Reap. "The Oasis Integrated Resort will bring about a new angle in retail and services industry here, to bring out the local flavours and work out products and services to appeal to foreigners and locals alike," said Mr. Jerome Ang, Cheung Sheng Global

Holdings Chairman, during the project's launch. Planned to be operational in the first quarter of 2015, the Oasis Integrated Resort will feature a 120-room medium-sized boutique hotel, retail and pub areas, and a large open concept glass-lined ceiling food street, which will house a mix of local and international cuisine. The resort aims to provide visitors to Siem Reap somewhere to hang out in the evenings which will cater for all their

needs in one place. Cheung Sheng Global Holdings is also underway with the enormous Siem Reap Metropolis project, with the first phase scheduled for completion in 2016. At 227,981.650 sq m the mega-development is the one of the largest mixed-use real estate projects in the country and is planned to feature offices, hotels, residential condos, retail space and a heritage theme park ■

ASIAN INVESTMENT BOOSTS EUROPEAN REAL ESTATE MARKETS

Massive capital flow from east to west is driving investment and growth in European property markets according to experts who gathered at an Urban Land Institute Real Estate Trends conference in London last month.

It is estimated that the investment drive from China, Hong Kong, South Korea, Malaysia, and Singapore in particular is twice the level of capital flowing from Europe to Asia. Asia Pacific investors had already reportedly invested US\$28.6 billion into European real estate by March this year to diversify assets overseas and offset high exposure at home. This compares to US\$12.3 billion in the first half of 2013 which was almost the total for the whole of 2012.

According to statistics from CBRE, if Asian investors increase their total

allocation to the real estate sector to 2.5 to 3.5% in the next five years, it could mean an additional \$150 billion in direct and indirect investment in real estate globally.

This relatively new trend is partly the result of legislative developments across Asia. Asian Real Estate Investment Trusts (REIT) are big players, with Singaporean REITs having led the way in European investment. Recent changes to Hong Kong REIT legislation signalled a desire to catch up with regional trends in Singapore, Korea and Australia.

After changes in legislation in October 2012 allowing Chinese life insurance companies to invest overseas, these groups are now by far the fastest-growing sector of Asian real estate investors. In April 2013, Ping An purchased the Lloyds building in the City of London

for US\$446 million and experts predict upwards of a further \$3 billion of Chinese investment in London real estate alone by the end of 2014.

London is currently the focus of 75% of potential investment capital, ten times the figure for Paris, though this may not be sustainable. In June, for example, Hong Kong-based Kai Yuan Holdings announced plans to buy the five-star Marriott Hotel Champs Elysées in Paris for €345 million (US\$475 million).

According to the experts at the ULI conference, Europe is more attractive to Asian investors than the US because its diverse markets are considered to be less efficient, and so offer greater returns.

This global trend is also playing out in Asia itself. The Asia Pacific Real Estate Emerging Trends 2014 Report produced by Price WaterhouseCooper shows that 88% of all real estate transactions in the first three quarters of 2013 sector came from within the region with the majority being purchased by Chinese investors ■

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84



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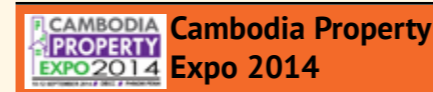


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Book your booth at CAMBUILD 2014 – the 4th Edition of Cambodia's Biggest International Building & Construction Exhibition & Conference which will be held from 10-12 September 2014 at the Diamond Exhibitions and Convention Center, Phnom Penh. Supported 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.

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Cambodia Property Expo 2014 is scheduled on the 10 -12 September 2014 at the Diamond Island Exhibition and Convention Center.



CIVAR '14 – is scheduled on the 10 -12 September 2014 at the Diamond Island Exhibition and Convention Center.



CAMENERGY '14 is scheduled on the 10 -12 September 2014 at the Diamond Island Exhibition and Convention Center.



3rd CAMBODIA CONSTRUCTORS ASSOCIATION SUMMIT & CONSTRUCTION INDUSTRY EXPO

Event name : CAMBODIA CONSTRUCTORS ASSOCIATION SUMMIT & CONSTRUCTION INDUSTRY EXPO
 Start date : December 03, 2014 End date : December 05, 2014
 Location : Diamond Island Exhibition and Convention Center Organizer: Cambodia Constructors Association (CCA)

The 3th Cambodia Constructors Association Summit & Construction Industry Expo is scheduled for December 3-5, 2014 at the Diamond Island Exhibition and Convention Center and will bring together professionals from the construction industry as well as government officials.

The expo will feature some 280 booths and showcase a wide range of materials and services from building materials and decoration to mechanical and electrical (M&E) equipment and technology to plumbing and water supply systems, machinery, and mechanical and steel forms. Several property development projects will be represented as well as information provided on services related to the construction and property sectors, including from real estate agencies, banks and insurers.

Exhibiting at the trade fair can bring real benefits to firms, and CCA encourages material producers and dealers, M&E material and technology suppliers, water and plumbing suppliers, property developers, real estate agencies, banks and financial institutions, architectural and interior design consultancies, insurance firms and other related businesses to sign up for booths. It will be an opportunity to meet others in the sector as well as make contacts with new customers.

Organizers predict this first Cambodian flagship building expo will attract hundreds of thousands of local and international visitors and exhibitors looking for information on the sector or seeking new business opportunities.

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EVENT CALENDAR | ASIA

Event name : THE BIG 5 CONSTRUCTION INDIA 2014
Start date : September 11, 2014 **End date** : September 13, 2014
Location : Bombay Exhibition Centre, Mumbai **Organizer** : Big5 India
Details : The Big 5 Construct India will provide your business with a distinctive platform enabling you to: Increase marketing awareness in one of the fastest expanding construction markets in the region
 Raise your profile in front of budget holders from some of the largest construction projects in India

Event name : ECOBUILD SOUTHEAST ASIA
Start date : September 17, 2014 **End date** : September 19, 2014
Location : PWTC Kuala Lumpur, Malaysia **Organizer** : UBM Malaysia
Details : Secure your place today at the Ecobuild Southeast Asia 2014. The event is expecting over 8,000 industry players and professionals from across the Southeast Asia regions with over 250 exhibitors.

Event name : CONCRETE EXPO ASIA 2014
Start date : September 18, 2014 **End date** : September 20, 2014
Location : Hall 6, IMPACT Exhibition Center, Thailand **Organizer** : Impact Muang Thong Thani
Details : Construction Concrete Expo Asia is an international platform for construction industry to sourcing several of construction materials, technology and alternative material products exclusively focus in steel, stone materials & stone decoration, ceramic tiles, construction tool & equipments and innovative material products.

Event name : iFAME- INTERNATIONAL FACILITY MANGEMENT EXPO 2014
Start date : September 29, 2014 **End date** : October 01, 2014
Location : Marina Bay Sands, Singapore **Organizer** : CEMS
Details : iFaME 2014 will not only be a showcase of relevant products in facility management, but also a meeting of minds for professionals who want to further their knowledge of their discipline and build contacts within the industry through a combination of exhibitions and conferences

Event name : ARCHXPO 2014: THE INTERNATIONAL EXHIBITION FOR ARCHITECTURE & THE BUILT ENVIRONMENT
Start date : September 29, 2014 **End date** : October 01, 2014
Location : Marina Bay Sands, Singapore **Organizer** : Conference & Exhibition Management Services Pte Ltd
Details : Co-organised by Singapore Institute of Architects and Conference & Exhibition Management Services Pte Ltd, ArchXpo 2014, the International Exhibition for Architecture & The Built Environment is the latest addition to the key pillars of the Archifest series.

Event name : LED+LIGHT ASIA 2014
Start date : September 29, 2014 **End date** : October 01, 2014
Location : Marina Bay Sands, Singapore **Organizer** : CEMS
Details : LED+Light Asia 2014 is the only trade show entirely dedicated to the LED/OLED industry in Singapore. It features the latest LED and lighting technologies from industry professionals and develops new opportunities across the globe to key customers.

Event name : INTERNATIONAL FACILITY MANAGEMENT EXPO (IFAME) 2014
Start date : September 29, 2014 **End date** : October 01, 2014
Location : Marina Bay Sands, Singapore **Organizer** : IFAME
Details : It is easy to build environmentally-friendly buildings that fit the Green Mark Standard, but it is a challenge to convert existing infrastructure into a green building.

EVENT CALENDAR | ASIA

Event name : BMAM EXPO ASIA 2014 & GREEN BUILDING & RETROFITS EXPO ASIA 2014
Start date : September 18, 2014 **End date** : September 20, 2014
Location : Hall 5, IMPACT Exhibition and Convention Center **Organizer** : IMPACT Exhibition Management Co., Ltd. Bangkok, Thailand

Details : CBMAM Expo Asia 2014 for the 7th edition in Thailand will act as the leading platform for building maintenance and facilities management industry show casing leading and quality new products, services and solutions to the expected presences of 10,000 industry professionals from Building & Construction and Facilities industry. Alongside with BMAM Expo Asia 2014, various activities from international conferences, industry seminars, certification courses, networking opportunities and many more will be running parallel with the exhibition ensuring the highest visitor quality attending the show. GBR Expo Asia 2014 for the 4th edition in Thailand will act as the leading platform for green building and retrofits industry showcasing leading and quality new products, services and solutions to the expected presences of 10,000 industry professionals from Building & Construction and Facilities industry. Alongside with GBR Expo Asia 2014, various activities from international conferences, industry seminars, certification courses, networking opportunities and many more will be running parallel with the exhibition ensuring the highest visitor quality attending the show. The event is part of CONSTRUCTION AND BUILDING TECHNOLOGY WEEK that consists of a series of highly targeted 5 in 1 exhibition and conference platforms that serve specific key sectors of the construction and building industries. It is expected to draw huge participation of over 15,000 local and foreign visitors.



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Event name : BUILDTECH MALAYSIA 2014
Start date : October 8, 2014 **End date** : October 11, 2014
Location : Putra World Trade Centre, Kuala Lumpur **Organizer** : Trade Link ITE Sdn Bhd.
Details : Trade Link ITE Group is Malaysia's largest home-grown organizer of exhibitions and specialised events, creating high profile, targeted industry events where suppliers and buyers come together in a business setting to do business.

Event name : BUILDTECH ASIA 2014
Start date : October 14, 2014 **End date** : October 16, 2014
Location : Singapore EXPO, Hall 3 & 4 **Organizer** : Sphere Exhibits Pte Ltd
Details : The 4th edition of BuildTech Asia 2014 (BTA 2014) is the region's leading trade show for the building and construction industry that addresses the challenges of building and construction across different vertical industries such as power generation, pharmaceutical, petrochemical and manufacturing.

Event name : CONCRETE SHOW SOUTH EAST ASIA 2014
Start date : October 15 2014 **End date** : October 17, 2014
Location : Jakarta International Expo, Jakarta, Indonesia **Organizer** : UBM Indonesia - PT Pameran Niaga Indonesia
Details : Concrete Show South East Asia is the region's only dedicated event for the entire concrete and construction industry. Exhibitors meet buyers of concrete products, ingredients, manufacturing and application equipment. They meet purchasing managers, engineers, project managers and senior management from construction companies, developers and public bodies.

Event name : HONG KONG INTERNATIONAL LIGHTING FAIR
Start date : October 27 2014 **End date** : October 30, 2014
Location : Hong Kong Convention & Exhibition Centre **Organizer** : HKTDC
Details : the Hong Kong International Lighting Fair (Autumn Edition) is the largest autumn lighting fair in Asia. Exhibits include advertising lighting, commercial lighting, household lighting, LED & green lighting, lighting accessories, parts & components, outdoor lighting, smart lighting & solutions, testing, certification & inspection, along with Hall of Aurora for branded lighting.



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[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

SPORTS ENGINEERING AND RECREATION ASIA (CAMBODIA) CO., LTD.

[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 Chommas, 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

TEM TRADING CO., LTD

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

ESCORT IMPORT-EXPORT(CAMBODIA)CO., LTD

[a]: N° 403, Kampuchea Krom Blvd, Phnom Penh, Cambodia.
[m]: (855-97) 741 118 3
[t]: (855-23) 950 0788
[e]: info@escort.com.vn
[w]: www.escort.com.kh

WIKI TRADE COMPANY LTD.

[a]: N° 857, Russian Federation Blvd., Sk. Toeuk Thla, Kh. Sen Sok, Phnom Penh
[t]: (855-23) 887 168
[f]: (855-23) 883 786
[e]: info@wikitrade.com.kh
[w]: www.wikitrade.com.kh

POSOCO POSCO ENGINEERING & CONSTRUCTION CO., LTD.

[a]: IOC 254, St. Monivong Blvd, Sk. Boeung Rang, Kh. Doun Penh, Phnom Penh, Cambodia.
[t]: (855-23) 211 982
[f]: (855-23) 224 544
[e]: han.yu@poscoenc.com
[w]: www.poscoenc.com

VON-CHIMIN IMPORT EXPORT CO.,LTD

[a]: N°41, St. 03, Sk. Teuk Thla, Kh. Sen Sok, Phnom Penh, Cambodia
[m]: (855-77) 888 378
[m]: (855-77) 998 668
[e]: info@von-chimin.com
[w]: www.von-chimin.com

Lotus Green Team Co.,Ltd

[a]: N°126, St. 204, Sk. Teuk Laok 3, Kh. Tuol Kok, Phnom Penh, Cambodia
[t]: (855-23) 555 0708
[m]: (855-12) 388 609
[e]: info@lotusengineering.biz
[w]: www.lotusengineering.biz

HANG SUNHAK CONSTRUCTION CO.,LTD

[a]: N°5B St. 271, Sk. Teuk Thla, Kh. Sen Sok, Phnom Penh, Cambodia
[t]: (855-23) 880 853
[f]: (855-23) 850 823
[e]: info@hsh.com.kh
[w]: www.hsh.com.kh

HONGKONG FUJI ELEVATOR CO.,LTD

[a]: N°10, St.105K, Sk. Kakab, Kh. Poursenchey, Phnom Penh, Cambodia.
[m]: (855-23) 11 880 686
[m]: (855-89) 335 453/ 15 6666 82
[e]: kao.vothy@ngyheng.com.kh
[w]: www.ngyheng.com.kh

T.A.G SERVICE & TRIASIA GROUP TRADING CO., LTD.

[a]: N°3Eo, St.278, Sk. Boeung Keng Kang I, Kh. Chamkarorn, Phnom Penh, Cambodia.
[m]: (855-17) 222 682
[e]: all@triasiagroup.com
[w]: www.triasiagroup.com

SEARA SPORTS ENGINEERING AND RECREATION ASIA (CAMBODIA) CO., LTD.

[a]: Camnet build., 4th Flr., No.412, Preah Norodom Blvd., Sk. Tonle Bassac, Kh. Chamkarorn, Phnom Penh.
[t]: (855-23) 211 614/211 615
[f]: (855-23) 211 617
[e]: info@searasports.com
[w]: www.searasports.com

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[a]: S.I. Build., 3rd Flr., No.93, Preah Sihanouk Blvd., Phnom Penh, Cambodia.
[m]: (855-23) 6 314 174
[t]: (855-89) 333 613
[e]: pfaettisch@melchers.com.kh
[w]: www.melchers.com.kh

BRANCH OF SINOHYDRO CORPORATION LIMITED.

[a]: 27th Flr., Canadia Tower, No. 315, Ang Duong St., Phnom Penh, Cambodia.
[t]: (855-23) 666 966 6
[f]: (855-23) 959 696
[e]: kimsovan@hotmail.com
[w]: www.sinohydro.com

INOVAR (CAMBODIA) PTE LTD.

[a]: No.149 Aeo, Mao Tse Tong Blvd., SK. Toul Svay Prey, Kh. Chamkarorn, Phnom Penh, Cambodia.
[t]: (855-23) 222 336
[f]: (855-

Angkor Engineering & Architecture

[a]: N°23, St.112, KT Tower, 4th 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 4th Flr., Room 4, St. 289, 12152 Phnom Penh.
 [t]:.....(855-60) 999 123
 [m]:.....(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

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 [a]: N°19, St. 209, Sk. Tumnuop 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

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 CONSTRUCTION & DEVELOPMENT

[a]: N° 4F No 66, Norodom Blvd., 12206 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
 [m]:.....(855-23) 987 217
 [e]:.....BKE@online.net.kh
 [w]:.....www.bke.com.kh

Blue Hill Engineering Service Co., Ltd.

[a]: N° 88, St. 338, 12308 Phnom Penh.
 [t]:.....(855-23) 727 185
 [m]:.....(855-93) 212 435
 [e]:.....owen.sunfenix@gmail.com

Borey Kamkor Construction Co., Ltd.

[a]: Snoul Village, Chbar Morn City, Kg. Speu
 [t]:.....(855-25) 987 228
 [m]:.....(855-12) 969 596
 [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

Cambouil Construction Chemical Co., Ltd.

[a]: N°31B, St.271, Kh. Sen Sok, Phnom Penh.
 [t]:.....(855-23) 882 868
 [f]:.....(855-23) 882 858
 [e]:.....general@cambouil.com
 [w]:.....www.cambouil.com

Cam E.S Co., Ltd.

[a]: N°20, St. 606, Phnom Penh.
 [t]:.....(855-23) 882 704
 [m]:.....(855-12) 986 576
 [e]:.....tivesuon@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

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Construction - Contractors.....
 Consultants & Management
 Construction equipment & materials
 [a]: N° 20, St. 554, 12151 Phnom Penh.
 [t]:.....(855-23) 884 480
 [m]:.....(855-12) 222 030
 [e]:.....camcona@yahoo.com
 [w]:.....www.camconagroup.com

Canrich Machinery

[a]: N°105, NR 6, Phnom Penh, Cambodia.
 [t]:.....(855-23) 633 7088
 [e]:.....canrich_machinery@yahoo.com

Cemp Engineering Co., Ltd.

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

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Electrical Works.....
 Cold Rooms - Wholesalers.....
 Measuring Machines & Equipment.....
 [a]: N° 8b, Down Town Road No.7, 12405 Phnom Penh, Cambodia.
 [t]:.....(855-23) 885 640-8
 [f]:.....(855-23) 885 651
 [e]:.....ckinfo@comin.com.kh
 [w]:.....www.cominasia.com

CGN Group Co., Ltd.

[a]: N°Villa 12, St.426, Phnom Penh.
 [m]:.....(855-97) 950 1111
 [m]:.....(855-13) 434 343
 [e]:.....BKE@online.net.kh
 [w]:.....www.cgngroup@hotmail.com
 [w]:.....www.cgncambodia.com

CSA - Chea Sakal Aphivath Co., Ltd.

[a]: N°70Eo, St.336, Phnom Penh,
 [m]:.....(855-12) 524 748
 [e]:.....cheasakal.csa@gmail.com

Daiho Corporation

[a]: N°64ZA, St.360, 12302 Phnom Penh.
 [t]:.....(855-23) 219 205
 [m]:.....(855-23) 219 216
 [e]:.....sdanakas@hotmail.com
 [w]:.....www.daiho.co.jp

Daun Penh Construction Co., Ltd.

[a]: N°27DEF, St.93, Phnom Penh.
 [t]:.....(855-23) 427 788
 [f]:.....(855-23) 427 788
 [e]:.....dpcgroup@online.com.kh
 [w]:.....www.dpc.com.kh

David Construction & Import Export Co., Ltd.

[a]: N°676, St.59, Phnom Penh, Cambodia.
 [m]:.....(855-12) 838 814
 [e]:.....virakbothuon@yahoo.com

DEG - Dynamic E Group Ltd.

[a]: N°18ABC, St.110, Phnom Penh.
 [t]:.....(855-23) 992 299
 [f]:.....(855-23) 993 299
 [e]:.....info@degscsolution.com
 [w]:.....www.deg.com.kh

DBD Engineering Co., Ltd.

[a]: N°C45, St.369, Phnom Penh.
 [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 & 198, Phnom Penh.
 [t]:.....(855-23) 215 481
 [f]:.....(855-23) 215 482
 [e]:.....dng11111@yahoo.com

Double Decor

[a]: N°7C, St.289, Phnom Penh, Cambodia.
 [t]:.....(855-23) 638 8 768
 [m]:.....(855-12) 688 768
 [e]:.....dd_inde@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_cheon@yahoo.com

Duong Heng Enterprise Construction

[a]: N°92, St.110, Phnom Penh.
 [m]:.....(855-12) 846 551
 [m]:.....(855-12) 320 888

Eng Kaing Development Corporation

[a]: N°223, St.182, Phnom Penh.
 [t]:.....(855-23) 882 360
 [m]:.....(855-11) 561 168

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

ENVIRONMENTAL SANITATION CAMBODIA (ESC)

Decentralized Wastewater Treatment Solution
 [a]: No. 6B, St. 187, 12306 Phnom Penh.
 [t]:.....(855-23) 218 084
 [m]:.....(855-17) 919 927
 [e]:.....contact@escscambodia.org
 [w]:.....www.escscambodia.org

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 Split System, Electrical Panel Board
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 [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 & 255, Phnom Penh.
 [t]:.....(855-23) 303 078
 [m]:.....(855-12) 965 120
 [e]:.....expertplan_decor@gmail.com
 [w]:.....www.iknow.com.kh/epdecor

G Holdings Company Ltd.

[a]: N°12, St.392, 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

GREEN LAKE CO., LTD.

[a]: No.189, Road Samdech Chea Sim, Chres Village, Sk. Phnom Penh Thmey, Kh. Sen Sok, Phnom Penh, Cambodia.
 [t]:.....(855-78) 777 683/ 76 5555 456
 [e]:.....greenlake_11@hotmail.com

GROUP FOUR

[a]: N°28, St.528, Phnom Penh, Cambodia.
 [t]:.....(855-23) 6300 081
 [m]:.....(855-88) 8550005
 [e]:.....group4@consultant.com
 [w]:.....www.g4cambodia.com

GS Engineering & Construction

[a]: N°132, St. 3, IFC Bld., Phnom Penh,
 [t]:.....(855-23) 216 016
 [f]:.....(855-23) 216 113 Ext. 521

Hang Sunhak Construction Co., Ltd

[a]: N°5B St. 271, Sk. Teuk Thla, Kh. Sen Sok, Phnom Penh, Cambodia
 [t]:.....(855-23) 880 853
 [f]:.....(855-23) 850 823
 [e]:.....info@hsh.com.kh
 [w]:.....www.hsh.com.kh

Hari Hara Construction & Decor Group

[a]: N°30, St. 178, Phnom Penh, Cambodia.
 [t]:.....(855-23) 221 393
 [m]:.....(855-12) 222 551
 [e]:.....hariharagroup@gmail.com

Hazama Corporation

[a]: N°313 (Cambodiana), St. Sisowath.
 [t]:.....(855-23) 992 914
 [f]:.....(855-23) 221 041
 [e]:.....ranalin@online.com.kh

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[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

iLi Consulting Engineers Mekong Ltd.

[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, Phnom Penh, Cambodia
 [t]:.....(855-23) 555 1216
 [f]:.....(855-23) 555 1216
 [e]:.....kaceconsult@gmail.com
 [w]:.....www.kaceconsult.com

JIT Engineering Co., Ltd.

[a]: N°129-131, Monireth Blvd. (St. 217), 12160 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, NR 2, Phnom Penh, Cambodia.
 [t]:.....(855-23) 360 288
 [f]:.....(855-23) 994 618
 [e]:.....kc_gecin@gmail.com
 [w]:.....www.kc_gecin.com

KCE - Keurt Construction Enterprise

[a]: N°39, St.353, Kh. Phnom Penh.
 [m]:.....(855-16) 446 384
 [m]:.....(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

KHMER GALADÉCOR CO., LTD

[a]: No.17AE1, St.306, 12302 Phnom Penh
 [t]:.....(855-23) 977 017
 [f]:.....(855-23) 978 018
 [e]:.....info@khmergaladecor.com
 [w]:.....www.khmergaladecor.com

Khaou Chuly - MKK Co., Ltd

[a]: N°0117-0118, St.2004, Phnom Penh.
 [t]:.....(855-23) 882 016
 [f]:.....(855-23) 882 301
 [e]:.....info@khaouchuly.com
 [w]:.....www.khaouchuly.com

KHUN SEA DEVELOPMENT GROUP

Construction - Contractors.....
 M&E Contractor.....
 Architect - Design.....

[a]: N°217, St.369, Sk. Chbaoumpov 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
 [w]:.....

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 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.com
 [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]:.....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

LY CHHUONG CONSTRUCTION & IMPORT EXPORT CO., LTD.

General Contractor, Building Contractor
 Architecture - Design - Consultant
 MEP Contractor, Road & Bridge
 [a]: N°21, St.57, Corner of St.334, 12302 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
 [e]:.....lydec@lydec.fr
 [w]:.....www.lydec.fr

MEGA CAMBO CONSTRUCTION COMPANY LIMITED

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

MONG RETHTHY GROUP CO., LTD.

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

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

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

[a]: No. 175, St. 339, Sk. Beong Kak I, 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

NIKKAM CONSTRUCTION

General Contractor.....
 Architecture - Design - Consultant.....
 MEP Contractor.....

[a]: No. 35-37, Samdech Pan (St. 214), CBM BLD., 1st Floor, 12211 Phnom Penh
 [t]:.....(855-23) 221 545
 [e]:.....ygo@triasiagroup.com
 [w]:.....www.triasiagroup.com

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[a]: N°124, St. Sotheaors, 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

AAP GROUP CO., LTD

[a]: No. A11-A13, Yothapot Khemarak Phoumin (St. 271), Sk. Tumnuap Teuk, Kh. Chamkarmon, 12306 Phnom Penh.
 [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, NR6A, Phnom Penh, Cambodia.
 [t]: (855-23) 989 788
 [f]: (855-23) 989 778
 [e]: info@acme-3rd.asia
 [w]: www.acme-3dr.asia

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 [t]: (855-23) 222 411
 [f]: (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, 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
 [f]: (855-77) 868 807
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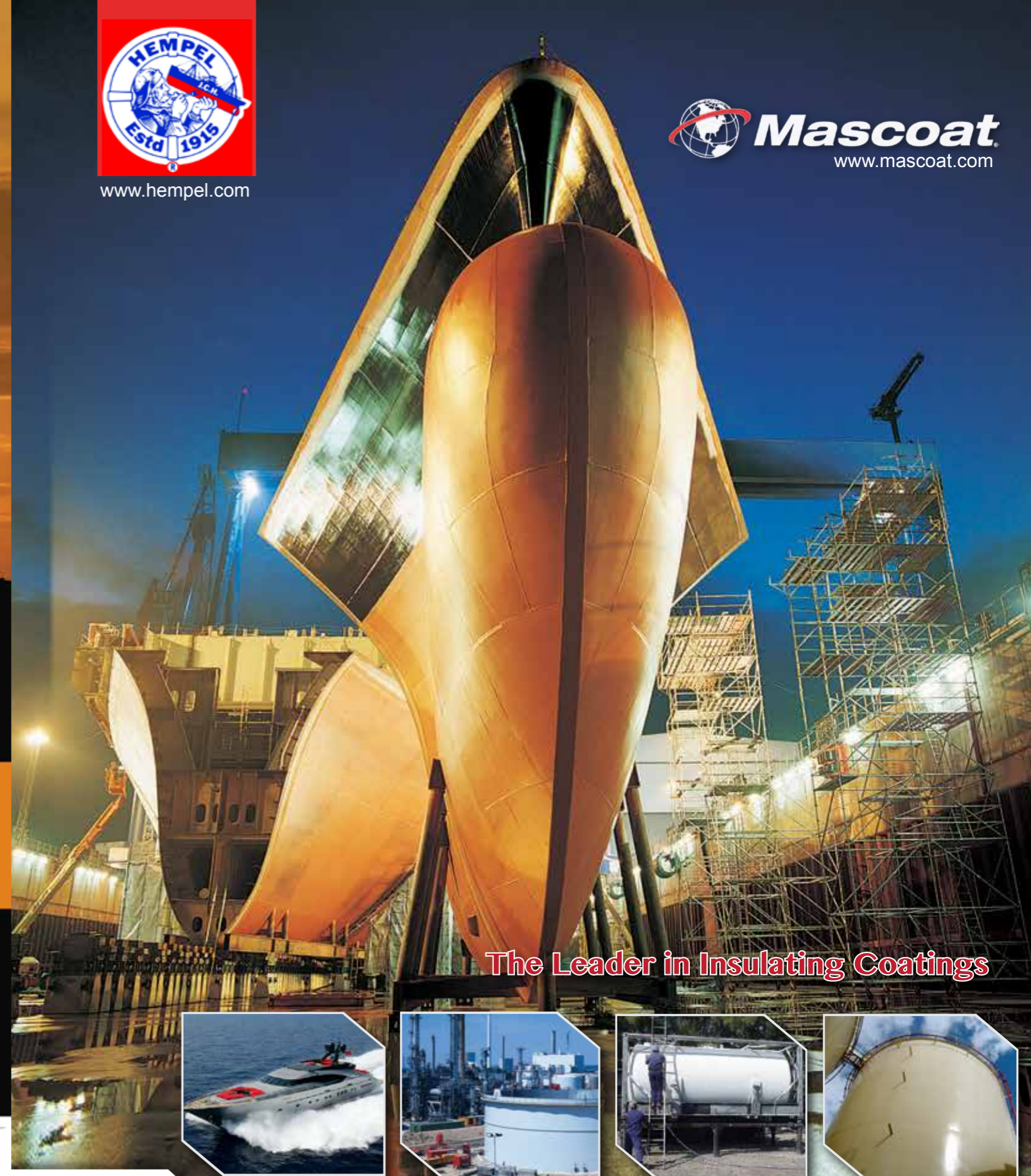
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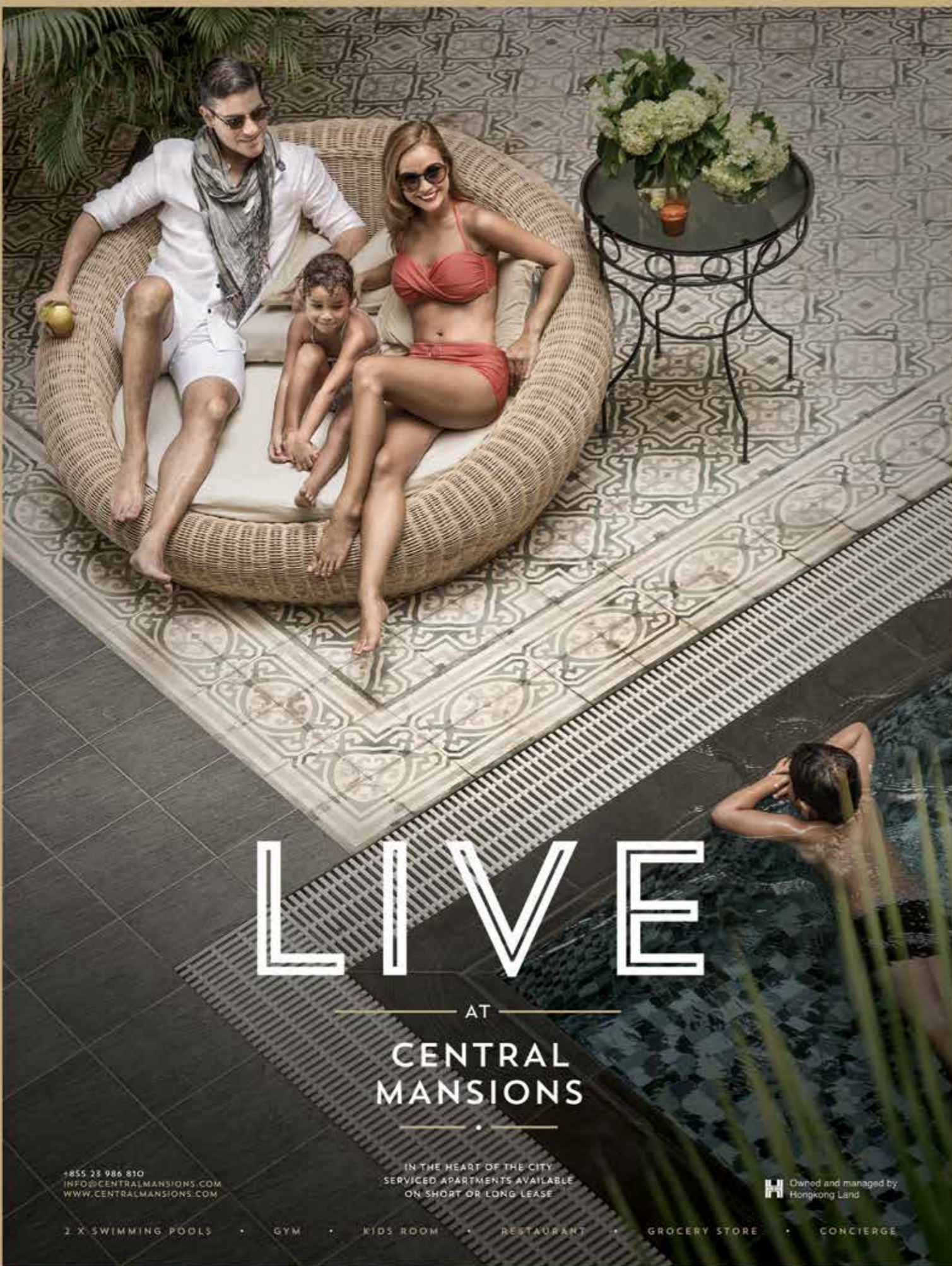
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