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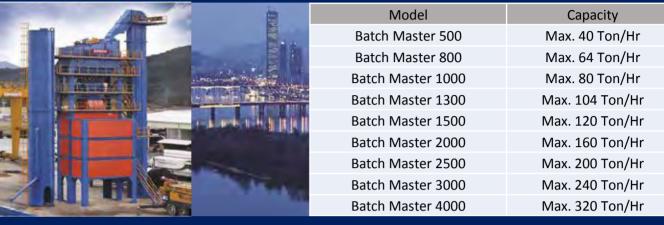








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Message from the CHAIRMAN of the Cambodia Constructors Association (CCA)

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.

Neak Oknha Pung Kheav Se







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Cover Photo: Phnom Penh International Airport's extension and renovation project, 3D perspective picture.

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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, MEAS Proeksa

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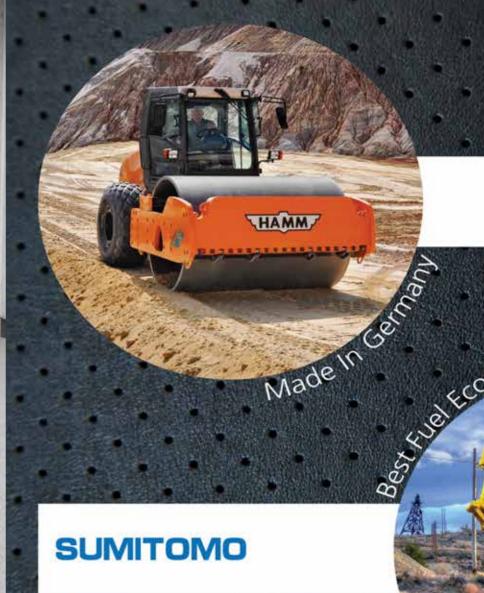
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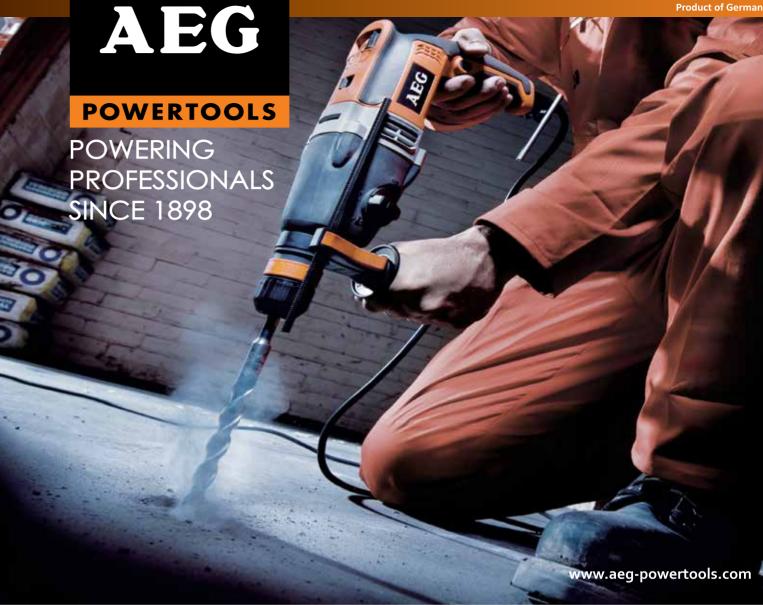




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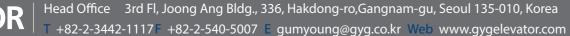






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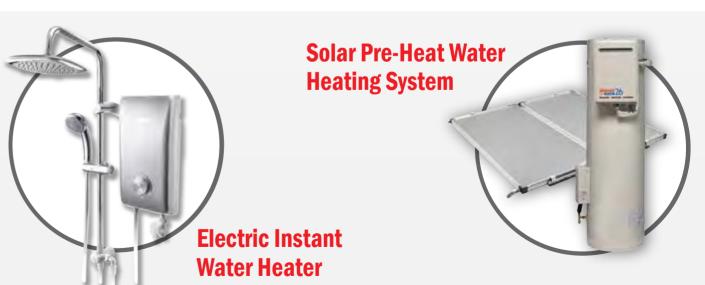




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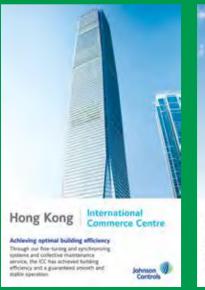
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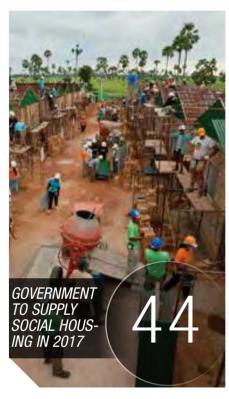
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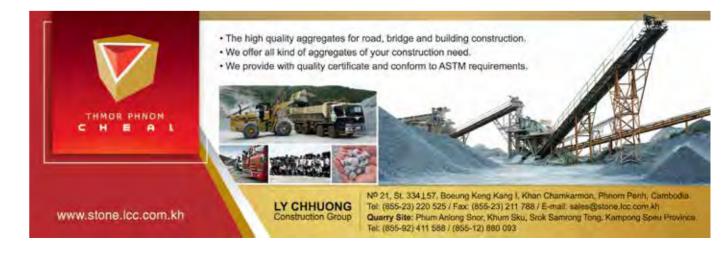
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Construction









THAI-CHINESE RAIL PROJECT BACK ON TRACK



the Thai government has said a \$10bn joint railway construction project with China is on track after it was widely reported the deal had been scrapped over disagreements on managing the finances.

Dismissing speculation of a cancellation, the government has said the Bangkok-Kaeng Khoi-Khorat section will begin construction this year.

In February the proposed scheme hit difficulties when the Thai govern-

ment demanded lower interest rates on the 20-year loan and took issue with China's reported plan to manage the new lines.

Thailand's National Legislative
Assembly approved a draft memorandum of understanding (MoU) with
China in December 2014 to jointly build
the \$10.64bn rail project, part of a
long-term scheme to develop the country's transport infrastructure



PHILIPPINES URGES UNITY AHEAD OF ASEAN



he Philippines is urging the construction sector to be united in facing the challenges posed by the ASEAN Integration.

"We are now facing a huge challenge from bigger and tougher competitors so it is fitting for us to update ourselves, let go of the old ways and practices, and innovate," said Department of Labour and Employment 7, Director Exequiel Sarcauga.

If construction companies want their businesses to continue being

profitable, Sarcauga said it is important for the industry to make sure that there is less downtime, less wastages, less rejects, less reworks, and the workers' safety and health are protected.

"We'd rather have the construction companies be one with us in the promotion of safety and health of the workers than see people dying because of accidents in the workplace." he said

NEW VIETNAM CONSTRUCTION COST DECREE PASSED

he Vietnam government recently announced new Decree, which came into effect on 10 May, 2015, and focuses on the management of construction costs, including total construction investment.

Key regulations of the new decree include construction costs having to be calculated correctly and sufficiently for each project, conformable to design requirements, technical instructions, construction conditions, market prices at that time, and the construction site.

In addition, investors may hire cost management advisors that are qualified to estimate, examine, control, and manage construction costs in terms of construction project management.

Finally, construction costs are to be managed according to criteria agreed by investment deciders and investors during corresponding stages of cost estimation



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ADB AND MYANMAR SIGN \$1B LOAN DEAL

he Asian Development Bank signed a deal with the Myanmar government in May for \$1 billion in loans, investments, and quarantees directly to private companies and projects in the country until 2016.

The funds will be directed into infrastructure investment projects in areas ranging from logistics and connectivity, power generation, telecommunications and urban development, to financial sector

and trade finance.

The ADB had previously provided \$1b in loans for infrastructure to the public

"The role of private sector investment in meeting infrastructure financing requirements and providing important expertise and technology is critical," ADB Vice Chairman Stephen Groff said at the signing ceremony according to Myanmar Business Today ■



1000 CHINESE PROJECTS OPENED TO FOREIGN INVESTORS



hina's National Development and Reform Commission (NDRC), has announced that more than 1,000 proposed infrastructure projects worth an estimated total of \$317.75bn will be open to both private and foreign investors.

The proposed public-private partnerships (PPPs) list is expected to bring in private finance for projects including water conservation, transport, public services, natural resources and the environment.

This follows the opening of 80 state projects to PPP in 2014 and the fresh announcement is seen as a further move by China in opening up its predominantly state-run economy.

The NDRC said it had designated 12 of the total 1,043 projects as pilot schemes, to perfect policies over the next two years ■

THAILAND INVESTS \$3BN



hailand's Eastern Seaboard Development Committee recently approved 91 projects under the Eastern Seaboard Logistic and Transportation Infrastructure Development Plan with an estimated investment of more than \$3.13 billion.

The Transport Ministry said this move aims at strengthening and integrating the whole logistic system in the country's core industrial area with completion slated

The projects will develop the water transportation system, particularly to connect two main ports, Laem Chabang in Chonburi and Map Ta Phut in Rayong 1, and the train logistic system, with 65 projects dedicated to developing land logistics networks.

There are around 2,000 factories in the Eastern Seaboard in Rayong, of which 1,800 factories are in the industrial estates ■





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ARCHETYPE WIN FUTURARC AWARD

rchetype Cambodia, one of nation's leading architecture firms has won the prestigious FuturArc Green Leadership Award 2015 for their Laurelton Diamonds complex in the Phnom Penh Special Economic Zone (PPSEZ).

Completed in April 2014, the 41,000sqm project was designed from the outset to be environmentally sustainable, utilise local materials and know-how, and provide exceptional working conditions for Laurelton's 1500 employees and could be easily expanded to double capacity in future economic growth. 75% of waste is recycled, power is provided by Cambodia's largest solar farm, 51% of the total site area is vegetated greenery, and the water systems save 40% of consumption.

The FuturArc Green Leadership Award was launched in 2009 by the BCI Group



of Companies to seek out innovative and ecologically responsible buildings in Asia. The competition recognises the team behind a completed project: architects, developers, consultants and contractors, who have collectively pushed the definition of what is a Green building in Asia.

"It's great news for the Kingdom and its workers, and I hope it will inspire industrial developers to build work spaces that benefit users and help to be more environmentally aware." said Michel Cassagnes, Architectural Design Director at Archetype Group ■

KINGDOM'S BRICK PRICES TUMBLE



Brick prices in the Kingdom have tumbled in the last year due to increased demand and production and lower manufacture costs according to a recent report in the Phnom Penh Post.

The Post reported that brick prices had fallen to \$280 to \$300 per 1,000 bricks compared to last year at this

time when the price was \$320 to \$330.

One of the key factors behind the tumble has been the introduction of technology. New machines can produce 8,000 bricks an hour with 10 staff compared to traditional methods require 25 people to produce 25,000 in one day and need to buy expensive wood to burn ■

MINES MINISTRY SETS SAND PRICE CAP

he lack of competition lets Ministry of Mines and Energy to set the sand price cap of US\$3.30 per cubic meter after the ministry has granted license to four companies to legally dredge the sand in late June.

While the ministry claim the bidding process is transparent, companies that were granted a dredging license are Chin Lin Construction Company, Tann Kim Eng Company, Khmer Anusa and another company that asked not to reveal name.

As the four companies have to sell the sand to depots for a fixed price of US\$3.30, depots can charge the end customers up to US\$4.50. If they violate the rule, they would lose license ■













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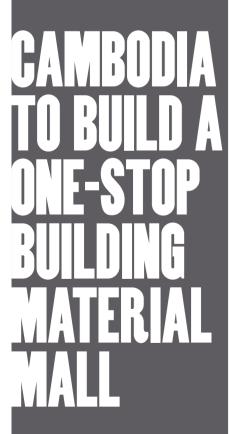


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CONSTRUCTION • FOCUS

JULY - AUGUST 2015 • ISSUE 016







Chinese building group is working on a construction venture in Cambodia to develop a huge building material mall in Phnom Penh where buyers can source any construction-related materials they need from manufacturers worldwide.

Construction on the 30,000 sqm two-floor mall is expected to start soon, according to Onkha Hann Khieng, Vice President of Cambodia Constructors Association (CCA) who recently represented Cambodia at the signing of the MoU with the China-ASEAN Construction Industry Cooperation Committee in May. The 5-year MoU was signed on the sidelines of the establishment of the China-ASEAN Committee in Nantong City.

The proposed market will only feature middle to high-end materials, given the current demands of the Cambodian construction sector. "Now, the Chinese side wants us to propose the location and design of the mall for them to consider," Onkha Hann exclusively told Construction & Property Magazine.

With the Chinese preference for a

downtown location to attract both retail and wholesale buyers, Okhna Hann indicated that one location being considered was in the Chroy Changvar Satellite City and that there were three options for the establishment of the mall. First, the Cambodian side (CCA) builds the market and operates it by itself. Second, the CCA builds the market and rents it to the Chinese, and third, the CCA establishes a joint venture with the Chinese to build and run the market.

"We will hold a meeting with our CCA members about this business and will see who can afford to join as share-holders and the approach of how to establish this joint venture because it is a golden opportunity for them," he said. "However, if no CCA members are able to join, I and Onkha Pung Kheav Se, CCA Chairman, will co-invest in this market business."

Once the market is open, Okhna Hann believes it can bring down the prices of construction materials in the Cambodian market since they will import materials in bulk amounts that will not only benefit contractors and end-users, but the economy in general.

"If you go to developed countries, you will see that they don't outsource construction materials from many places like here in Cambodia. They just go to one market and buy everything they need and deliver those materials to their construction sites at one time", he stressed. "So, it will help construction companies in term of sourcing materials as they don't have to survey the prices from a range of suppliers unlike today."

"When contractors get cheaper materials they can quote cheaper costs from developers which means end-users also get cheaper property prices," he added.

However, despite seeing the benefits of these kinds of markets in developing countries, Okhna Hann believed there will be some slightly negative impacts on the kingdom's existing material suppliers regarding price competition.

"Now society and the world are following this trend, and we can't stop it since we have applied the free-market economic system," he said. "However, I believe local businesses related to concrete, cement, iron, and steel won't be strongly affected by this new market."

The MoU also opens the gate for China to absorb back Cambodian-made building materials like luxury wooden doors and handicraft products, and sell them worldwide. This will boost local building and handicraft-related businesses and also create more jobs for local people that align with the Cambodian government's efforts.

But Varheng Dawuth, managing director of Camcona Trading (Cambodia) Co., Ltd, an active CCA member, said whether he is able to join as a shareholder for this mall depended on how the business, marketing, and strategic plans, along with the shareholder conditions, are defined. "If the plans are good and show potential, I will consider join-

ing," he said.

However, he recommended that the market should invite all the local and international brands that are already present in the kingdom to join as well so that the market can provide more options for buyers. "If we welcome local and international brands that already exist here, they will automatically join this market, and the market will surely be successful."

Andre de Jong, managing director of Bosch in Cambodia and an active member of CCA, said: "This business concept is interesting. It is happening at the right time when the construction industry in Cambodia is experiencing a robust growth. Bosch is looking forward to working with potential partners to extend the distribution of our products to such markets." Bosch is one of the world's leading suppliers of power tools

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កម្ពុជានឹង សាងសង់ផ្សារ ផ្គត់ផ្គង់គ្រឿង សំណាង់រួម ខ័ធិមួយ មវិនិយោគិនវិស័យសំណង់នៃប្រទេស ចិនកំពុងធ្វើការលើកិច្ចសហប្រតិបត្តិការ អាជីវកម្មមួយនៅកម្ពុជាដើម្បីអភិវឌ្ឍ ផ្សារលក់សម្ភារសំណង់រួមដ៏ធម្មយនៅរាជធានី ភ្នំពេញ ដែលអ្នកទិញគ្រឿងសំណង់នឹងអាច ស្វែងរកសម្ភារសំណង់គ្រប់ប្រភេទពីអ្នកផ្គត់ផ្គង់ មកពីទូទាំងសកលលោក។

ការស្ថាបនាផ្សារសំណង់រួម ដែលមានផ្ទៃ ក្រឡា៣០៣ន់ម៉ែត្រការ៉េនេះនឹងចាប់ផ្ដើមឆាប់ៗ នេះ។ នេះបើតាមប្រសាសន៍របស់លោកឧកញ៉ា ហាន់ យៀង ជាអនុប្រធានសមាគមន៍អ្នកសាងសង់កម្ពុជា (CCA) ដែលបានតំណាងកម្ពុជា ចុះហត្ថលេខាលើកិច្ចព្រមព្រៀងជាមួយគណៈកម្មការនៃកិច្ចសហប្រតិបត្តការលើវិស័យសំណង់ ចិន-អាស៊ានក្នុងខែមិថុនាឆ្នាំនេះនៅឯប្រទេស ចិន។អនុសារណៈនៃការយោគយល់គ្នា MoU ដែលមានរយៈពេល៥ឆ្នាំនេះ ត្រូវបានចុះហត្ថលេខានៅអំឡុងពេលពិធីសម្ពោធការបង្កើត គណៈកម្មការចិន-អាស៊ានមួយនេះនាទីក្រុង ណានតុង ប្រទេសចិន។

ទីផ្សារដែលត្រូវបានលើកឡើងនេះនឹងដាក់ លក់គ្រឿងសំណង់គ្រប់ប្រភេទ ចាប់ពីលំដាប់ ស្តង់ដារមធ្យមទៅលំដាប់ប្រណិតដោយសារតែ កំណើនតម្រូវការទីផ្សារសំណង់នៅកម្ពុជា។« ឥឡូវ នេះខាងភាគីចិនចង់ឲ្យយើងស្នើទីតាំងផ្សារនិង ការគូសប្លង់ឲ្យពួកគេពិចារណាសិន។» លោក ឧកញ៉ាបានថ្លែងប្រាប់ទស្សនាវដ្តីសំណង់ និង អចលនទ្រព្យយ៉ាងដូច្នេះ។

ដោយសារតែភាគីចិនចង់ស្ថាបនាផ្សារនេះ

នៅក្នុងតំបន់ទីប្រជុំជននៃរាជធានីភ្នំពេញដើម្បី
ទាក់ទាញទាំងអតិថិជនទិញរាយនិងដុំ លោក
ឧកញ្ញាបានលើកឡើងថាភាគីខាងកម្ពុជាបាន
ស្នើទីតាំងមួយនៅតំបន់ទីក្រុងរណបជ្រោយចង្វារ
ខណៈដែលគម្រោងវិនិយោគលើផ្សារនេះមាន
បីជម្រើស។ ទីមួយ ខាងភាគីកម្ពុជា (CCA)
ជាអ្នកស្ថាបនាផ្សារ និងដំណើរការដោយខ្លួន
ឯង។ ទីពីរភាគីកម្ពុជាជាអ្នកស្ថាបនាផ្សារ និង
ជួលឲ្យភាគីចិនដើម្បីដំណើរការ និងទីបីភាគី
ទាំងពីរបង្កើតជាក្រុមហ៊ុនវិនិយោគរួមមួយដើម្បី
ស្ថាបនានិងដំណើរការផ្សារនេះ។

«យើងនឹងបើកកិច្ចប្រជុំជាមួយសមាជិករបស់ យើងអំពីអាជីវកម្មមួយនេះដើម្បីមើលថា តើ ក្រុមហ៊ុនដែលជាសមាជិកណាខ្លះ ដែលមាន ចំណាប់អារម្មណ៍ និងមានលទ្ធភាពចូលរួមជា ភាគហ៊ុន និងការរៀបចំបែបបទក្នុងការបង្កើត កិច្ចវិនិយោគរួមគ្នាមួយនេះ ពីព្រោះវាគឺជាឱ្កកាសល្អមួយសម្រាប់ពួកគេ។» លោកបានប្រាប់ បែបនេះដោយបានបន្ថែមទៀតថា «ប៉ុន្តែទោះ បីជាយ៉ាងណាក៏ដោយប្រសិនបើមិនមានសមាជិកណាមានលទ្ធភាពចូលរួមជាភាគហ៊ុនទេ លោកនិងអ្នកឧកញ៉ា ពុង ឃាវសៃ ដែលជា ប្រធានសមាគមន៍នេះនឹងសហការគ្នាវិនិយោគ លើផ្សារនេះតែពីរនាក់»។

នៅពេលដែលទីផ្សារនេះ ត្រូវបានដាក់ឲ្យ ដំណើរការ លោកខកញ៉ាជឿថា វានឹងអាចទាញ ចុះនូវតថ្លៃគ្រឿងសំណង់នានានៅកម្ពុជា ដោយ សារតែក្រុមហ៊ុនដែលដំណើរការផ្សារនេះ នឹង នាំចូលគ្រឿងសំណង់គ្រប់ប្រភេទក្នុងបរិមាណ ច្រើន ដែលនឹងផ្តល់អត្ថប្រយោជន៍មិនសម្រាប់ តែក្រុមហ៊ុនម៉ៅការសំណង់នោះទេ ប៉ុន្តែក៏សម្រាប់ សេដ្ឋកិច្ចជាតិទាំងមូលផងដែរ។

«ប្រសិនបើយើងក្រឡេកមើលទៅប្រទេស
អភិវឌ្ឍន៍ផ្សេងៗ យើងនឹងសង្កេតឃើញថា
ពួកគេមិនទិញគ្រឿងសំណង់ ពីអ្នកផ្គត់ផ្គង់នៅ
កន្លែងផ្សេងៗគ្នាដូចនៅកម្ពុជានោះទេ គឺពួកគេ
គ្រាន់តែទៅកាន់ផ្សារសំណង់រួមមួយ ហើយ
ទិញសម្ភារទាំងឡាយ ដែលពួកគេចង់បាន
ហើយដឹកជញ្ជូនសម្ភារទាំងនោះទៅការដ្ឋាន
សំណង់របស់គេតែម្តង»។លោកបានសង្កត់ធ្ងន់
យ៉ាងដូច្នេះ។ «ដូចនេះវានឹងជួយឲ្យក្រុមហ៊ុន
សាងសង់ទាំងឡាយមានភាពងាយស្រួលច្រើន
ក្នុងការស្វែងរកសម្ភារសំណង់ទាំងឡាយជោយ
ពួកគេមិនចាំបាច់ត្រូវប្រៀបធៀបតម្លៃដែលផ្តល់
ដោយក្រុមហ៊ុនផ្គត់ផ្គង់ជាច្រើនដូចសព្វថ្ងៃនោះ
ទេ»។

«នៅពេលក្រុមហ៊ុនម៉ៅការសំណង់អាចរក បានគ្រឿងសំណង់ ដែលមានតម្លៃថោកជាងមុន ពួកគេក៏អាចផ្តល់ជូនតម្លៃសាងសង់ដល់ម្ចាស់ គម្រោងបានថោកជាងមុនដែរ ដែលនេះមាន ន័យថា អតិថិជនដែលទិញអចលនទ្រព្យទាំង ឡាយ នឹងទទួលបានតម្លៃអចលនទ្រព្យថោក ជាងមនជងដែរ»។លោកបានបញ្ជាក់បនៃម។

ប៉ុន្តែទោះជាយ៉ាងណាក៏ដោយខណៈដែល ផ្សារនេះនឹងផ្តល់អត្ថប្រយោជន៍ច្រើនដល់សេដ្ន-កិច្ចនៅក្នុងប្រទេសកំពុងអភិវឌ្ឍន៍ លោកឧកញ៉ា ជឿជាក់ថាផ្សារនេះក៏នឹងជះឥទ្ធិពលអវិជ្ជមាន មួយចំនួនដល់ ក្រុមហ៊ុនផ្គត់ផ្គង់សំណង់ដែល កំពុងជំណើរការនៅកម្ពុជាផងដែរ ទៅលើការ ប្រកួតប្រជែងតម្លៃ។

«បច្ចុប្បន្ននេះ សង្គមរបស់យើង ក៏ដូចជា ពិភពលោកទាំងមូលកំពុងធ្វើដំណើរតាមនិន្នាការនេះទៅហើយ ហើយយើងមិនអាចបញ្ឈប់ វាបានទេ ដោយសារតែប្រទេសយើងអនុវត្ត
ប្រព័ន្ធសេដ្ឋកិច្ចទីផ្សារសេរី»។ លោកនិយាយ ដោយបានបន្ថែមថា «ប៉ុន្តែទោះជាយ៉ាងណា ក៏ដោយ ខ្ញុំជឿជាក់ថាអាជីវកម្មក្នុងស្រុកមួយ ចំនួនដែលពាក់ព័ន្ធនឹងបេតុង ស៊ីម៉ង់ ដែក និង ដែកថែប នឹងមិនប៉ះពាល់ខ្លាំងពីផ្សារសំណង់ រួមមួយនេះទេ»។

កិច្ចព្រមព្រៀងនេះ ក៏បានបើកឱកាសឲ្យ
ប្រទេសចិន អាចស្រូបយកនូវសម្ភារសំណង់
ដែលផលិតនៅកម្ពុជាដូចជា ទ្វារ និងបង្អួចធ្វើ
ពីឈើប្រណិត និងផលិតផលសិប្បកម្មរបស់
កម្ពុជាទៅលក់នៅទូទាំងសកលលោកផងដែរ។
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ផងដែរដែលស្របទៅនឹងកិច្ចខិតខំរបស់រាជរដ្ឋាភិបាល។

ប៉ុន្តែលោក វ៉ាហេង ដាវុធ នាយកគ្រប់គ្រង ក្រុមហ៊ុន Camcona Trading (Cambodia) Co.,Ltd. ដែលជាសមាជិកដ៏សកម្មរបស់សមា-គមន៍បានថ្លែងថា ការដែលលោកអាចចូលរួម ភាគហ៊ុនបង្កើតផ្សារសំណង់រួមនេះឬអត់វ៉ាអា-ស្រ័យទៅលើផែនការអាជីវកម្ម ផែនការម៉ាឃីត-ធឹង និងផែនការយុទ្ធសាស្ត្ររបស់គម្រោងអាជីវ- កម្មផ្សារមួយនេះ បូករួមជាមួយលក្ខខណ្ឌចូល រួមភាគហ៊ុនត្រូវបានធ្វើឡើងយ៉ាងដូចម្ដេច។ « ប្រសិនបើផែនការផ្សេងៗរបស់ផ្សារនេះត្រូវ បានរៀបចំឡើងបានល្អ និងបង្ហាញនូវសក្ដា-នុពល ខ្ញុំនឹងពិចារណាចូលរួមជាភាគហ៊ុន»។

ប៉ុន្តែទោះជាយ៉ាងណាក៏ដោយលោកផ្តល់ យោបលវិញថា ផ្សារនេះគួរតែប្រមូលយកផលិត- ផលសំណង់ក្នុងស្រុក និងអន្តរជាតិដែលមាន ស្រាប់នៅកម្ពុជាមកដាក់លក់ក្នុងផ្សារនេះ ដូច្នេះ ផ្សារនេះនឹងអាចផ្តល់ជូនជម្រើសច្រើនដល់អ្នក ទិញ។ «ប្រសិនបើផ្សារនេះអាចស្វាគមន៍សម្ភារ សំណង់ម៉ាកក្នុងស្រុក និងអន្តរជាតិដែលមាន ស្រាប់នៅកម្ពុជា ពួកគេនឹងចូលរួមក្នុងផ្សារនេះ ជាស្វ័យប្រវត្ត ហើយផ្សារនេះនឹងប្រាកដជា ជោគជ័យ»។

ចំណែកលោក Andre de Jong ដែលជា នាយកគ្រប់គ្រងក្រុមហ៊ុនRobertBoschប្រចាំ កម្ពុជាវិញ និងជាសមាជិករបស់សមាគមន៍ដែរ នៅ: បានថ្លែងថា «គំនិតអាជីវកម្ម នេះគឺគួរឲ្យ ចាប់អារម្មណ៍ ដោយវាបានកើតឡើង ខណៈ ពេលដែលឧស្សាហកម្មសំណង់នៅកម្ពុជាកំពុង តែមានសន្ទុះលូតលាស់ខ្លាំង។ Bosch កំពុង រង់ចាំធ្វើការជាមួយដៃគូរដែលមានសក្តានុពល

ដើម្បីពង្រីកការចែកចាយផលិតផលរបស់ យើងទៅកាន់ផ្សារសំណង់រួមបែបនេះ»។ Robert Bosch គឺជាក្រុមហ៊ុនមួយក្នុងចំណោម ក្រុមហ៊ុនផ្គត់ផ្គង់ឧបករណ៍ប្រើប្រាស់ផ្នែកជាង នៅលើពិភពលោក៕

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PAINTING FOR SOCIETY

s part of its Corporate Social Responsibility (CSR) policy, HSC Decor Center, a supplier of various globally-recognised building material and sanitary brands in Cambodia, has donated almost 130 units of Kansai Paint to remote communities in Cambodia where high quality painting brands are generally unknown.

The donation aims to introduce Kansai Paint - Japan's leading painting brand - to distant communities in Cambodia where residents can't afford and rarely experience high quality painting brands.

Hosting the donation drive on different dates and places, HSC donated 72 units of Kansai paint to a primary school located in Somroung District, Takeo Province, 36 units to a pagoda based in Kong Pisei District, Kampong Speu Province, and another 18 units to a pagoda located at Kampong Chhnang's Samaky Meanchey District. The donation is worth a total of over \$2,000.

"It is part of the corporate and brand strategy in setting up the proposition which consists of: "Brand Value. Benefits, and Reasons to Believe," said Ms. Row Pheavy, HSC's Marketing Manager, adding that, "Research has shown that 91% of global consumers would switch brands if a different brand of similar price and quality supported a GOOD CAUSE."

The donation program is the first the company has launched after they changed to a new management team. Moreover, it is also because Kansai Paint is part of a global collaboration with International Planned Parenthood Federation (IPPF), an international organisation that plays a role as a global service provider and leading advocate of sexual and reproductive health and rights for all, and is kicking off its global CSR projects in 170 countries across six regions.

"HSC has followed in the footsteps by contributing to the community in line with the CSR policies of Kansai Paint and IPPF," Ms. Pheavy stressed.

Established in 2009, HSC Decor Center is one of Cambodia's leading suppliers of top building material and sanitary brands such as Kansai Paint, Linax. Series Supplies, Tostem, and Mitsubishi air conditioners.

With a new management team, the company has recorded a satisfactory growth rate in sale volumes of its brands, especially Kansai Paint.

Describing Kansai Paint's strengths as Japan's No.1 painting brand equivalent to Japanese quality and standard, a brand with strong Research and Development (R&D) in Japan and containing ALES Anti-MosQ - the latest technology for

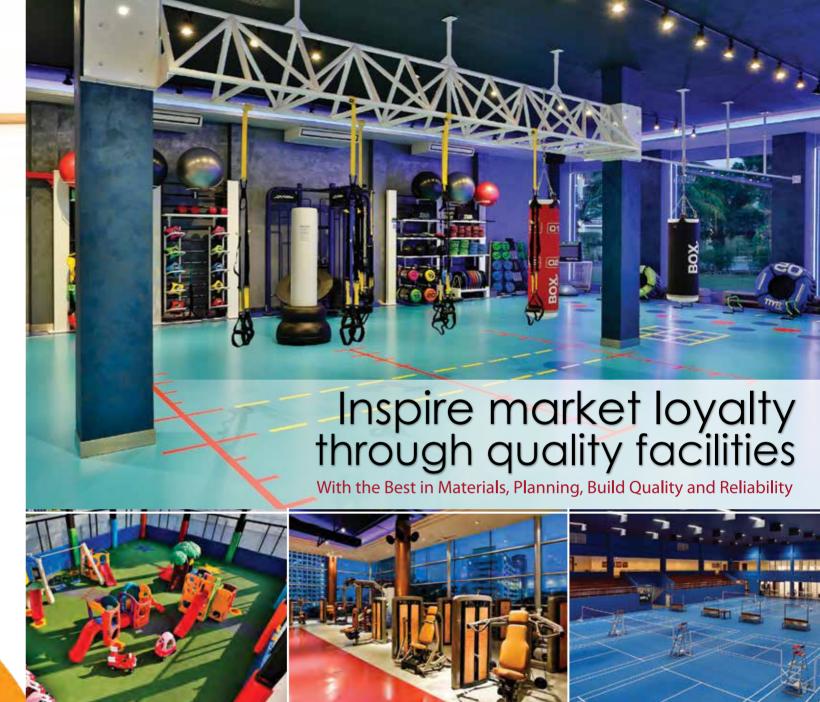
- HSC's strategy for Kansai Paint is to focus on retail sales more than on wholesale, like building projects, she added. "We are aiming to have 24 dealers in the 24 provinces of Cambodia."

Established in 1918, Kansai Paint has grown into Japan's largest paint manufacturer as well as one of the country's most progressive businesses. Today, the company enjoys a well-established position as one of the world's leading paint manufacturers.

By April 2015, Kansai Paint Group ranked 8th in global paint manufacturers and 2nd in Asia Pacific with \$2.9 billion sales revenue in 2014. The group is targetting \$452 million sales revenue in Asia Pacific this year this, climbing to \$800 million by 2019, according to Ms.









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BUILDTECH **2015 A HUGE** SUCCESS

eld over three days in May, Build-Tech Yangon 2015 was a huge success, bringing together over 4,200 exhibitors, speakers, delegates, and trade associations.

Hosted on May, 27-29, 2015 at the 12,000 sqm Myanmar Convention Center, in Yangon, the second year of Myanmar's definitive building and construction industry trade show saw a 30 percent

increase in visitors on last year.

Over 150 companies from ASEAN, and Germany, Hong Kong, Indonesia, and Korea, exhibited at this year's show which wrapped up with quality business deals and successful knowledge sharing.

Organised by SPHERE Exhibits, a subsidiary of Singapore Press Holdings, and co-organised by the Myanmar Construction Entrepreneurs Association (MCEA), the event showcased the latest hi-tech products, services and technologies for infrastructure, residential and commercial buildings, transportation, manufacturing, and trade development. Delegates also took the opportunity to share knowledge, and ink many successful commer-

According to a June 16 press release from the organisers, the three-day business seminar series was driven by discussions on the abundant growth opportunities in the region. It also unveiled innovative products and solutions for Myanmar's building environment sector.

"The second edition of BuildTech Yangon has gone extremely well," said Mr. Chua Wee Phong, Chairman of SPHERE Exhibits Pte Ltd. "Our comprehensive platform combined a product showcase, seminar programs, and networking sessions to encourage industry dialogue and forge business partnerships. With strong partnership from the MCEA and other supporting organisations, BuildTech Yangon 2015 introduced new elements to promote industry development. We will continue

to strengthen our partnerships with key U Tha Hthay, Chairman of the Myanmar industry associations as we cater to the growing needs of the building and construction sector in the region."

This year's expo also hosted the first annual Entrepreneur of the Year Award by the MCEA to encourage local professionals to elevate construction industry standards and the skills of the workforce. The award honoured individuals who had been able to incorporate the latest construction technologies into various stages of the supply chain.

The awards were divided into three categories according to age (30-40, 40-50, 50-60) with Diamond, Gold and Platinum awards presented in each.

Construction Entrepreneurs Association said, "BuildTech Yangon 2015 has once again placed Myanmar on the regional map by showcasing the vast potential that Myanmar offers to regional and international players in the industry."

Terence Chan of Tet Phyo Wai Pte Ltd was impressed after his first time participation at show asserting that, "The trade show has exceeded our expectations both with the number of visitors and also the quality of potential business leads we garnered. We have developed new relationships with potential customers and partners across the region. We will be returning next year and also recommending the event to others"





ater plays is vital for humans either both for drinking, and other uses. But few consumers realized the dangers of drinking and using unsafe water every day.

While natural sources of water such as rivers, lakes, and ponds contain countless harmful microorganisms, viruses, and dangerous chemical elements, the water supplied by the public water supply system can also be unsafe.

Even though the water is treated by a centralized filtration process, contamination of water distribution lines may occur due to main water pipe breakage, varying degrees of residual chlorine, lead pipes, and floods etc.

The drinking water supplied by factories can also be unsecure due to poor quality of factory production process, dust, careless transportation, poor storage and the effects of being displayed under the sunlight for long period of time before usages.

These issues can lead to drinking and consumable water that strongly affects human health. The problems that can arise from these three types of water source are: sediment, high turbidity, unpleasant taste and odour, chemical substances, harmful microorganisms like bacteria, viruses and cysts which will caused vomiting, diarrhea, fever and stomach cramps, etc.

But these water safety issues can be eliminated, according to Mr. Claff Yeap, Director of One Marketing (Cambodia) Co., Ltd that supplies globally well-known water filtration equipment brands from America like Pentair, GE, and Everpure to the Cambodian market.

Pentair is a global US company involved in water, food and energy industries with a US\$8 Billions sales turnover annually. They are the biggest water solutions provider in the world with 30.000 employees over 6 continents. Targeting residential uses, the water filters are easy and cost-effective to use by just connecting it to the tap-water in the kitchen or anywhere inside the house. After just a few minutes of the filtration process and installation done, users can drink the water directly from tap as filter removes harmful chemical elements and microorganism that might be present in the water.

"Water is the most basic requirement that people need to survive every day. Therefore, it is very important that you and your family have a purer and healthier drinking water every day, and our water filtration system will be able to achieve that," Mr Yeap said, asserting that more Cambodians are changing toward a healthier lifestyle.

Mr Yeap recommends to many Cambodians that are still using bottled water or Reverse Osmosis (RO) water filtration systems in their home to consider using the brands he has introduced, explaining that they will spend less and be healthier.

While bottled water is costly (about US\$1.00 per 20 litres bottle retailing price), it might still be unsafe due to the production equipments quality / environment, poor sterilization process of re-cycled water bottles used, and the bad effects from sunlight and dust during transportation and storage before reaching peoples' homes.

For RO filtration systems, electricity costs and frequent replacements of filtration canisters are another burden for users, while water filtered by RO systems doesn't provide any minerals to support

consumers' health.

"...With NSF certification approval, our water filtration brands enable all users to have purer and healthier water usage directly from tap-water. After having our water filtration system installed in their homes, offices or any other location, they will have pure drinking water that costs less than bottled water," he stressed, adding that, "While the user's home will look cleaner without bottled water storage, they will enjoy the convenience of having water usage 24 hours a day, 7 days a week directly from their tap without having to call to order and wait for bottled water to

With a maximum water filtration capacity on their Everpure brand product model no. EVP PBS-400 of 11,356 litres (about 600 x 20 litres of bottled water). users will only need to change the main filtration canister once a year. This can save money and provide water at a cost of only \$0.20 -\$0.30 per 20 litres of water.

Besides distributing drinking water filters, the company also supplies other Point of Entry (POE) type water filtration systems to be installed before the main water source comes into the house or on other larger buildings. These POE type filtration systems will removed sediments, Odour, Chlorine and harmful chemical substances contained in the water that can affect peoples' hair and skin. It also reduces yellowish stains on white shirts after washing.

Beyond these benefits some of the product models are also able to remove toxic materials and pesticides like lead, mercury, lindane, asbestos, and atrazine from

PURE DRINKING WATER DIRECTLY FROM TAP



Pentair

CTS-QC1000

Performance Specifications

- Claims: Sediment, Chlorine, Taste & Odor

- Pressure Range: 1.6 - 6.8 bar [25-100 psi] - Temperature Range:

- Filter Capacity:

3785 Litres [1000 gallon] - Rated Service Flow: 2.3 Litres per minute (0.6 apm)

Pentair CTD-104M

Performance Specifications

- Claims Odor, Lead, Cysts

- Fitter Capacity:

Rated Service Flow:

Everpure CTS-H54

Performance Specifications

Sediment, Chlorine, Taste &

Pressure Range: 1.6 - 6.8 bar [25-100 psi]

- Temperature Range:

9450 Litres (2500 gallon)

2.3 Litres per minute (0.6 gpm)

Performance Specifications

- Claims: Sediment, Chlorine, Taste &

3780 Litres [1000 gallon]

1.9 Litres per minute (0.5 gpm)

NSF/ANSI Standard 53 certified

Cryptospordium and Giardia by

top reduce cysts such as

Rated Service Flow:

- Substance Reduction:

mechanical means.

Chlorine taste & Odo

· Particulates loxidize iron,

manganenese and sulfides!*

Dirt and cloudiness*

Mold and algae*

Odor, Cysts & Lead

Micron Rating:

- Filter Capacity:

0.5 micron

• lead



- Temperature Range:

- Micron Rating:

0.5 micron

Filter Capacity: 2835 Litres (750 gallon)

Rated Service Flow: 1.9 Litres per minute (0.5 gpm)

EVERPURE

EVP PBS-400



GE

GSBF-1500

Performance Specifications

Sediment, Chlorine, Taste & Odor

- Pressure Range: 2.0 6.9 bar |21-65 psil
- Temperature Range: 5 38°C
- Micron Rating: 0.5 micron - Filter Capacity:
- 9450 Litres (2500 gallon) - Rated Service Flow: 2.3 Litres per minute (0.6 gpm)
- Replacement Cartridge:



GDBF-2000

Performance Specifications

- Sediment, Chlorine, Cysts*, Lead, Lindane, asbestos, mercury and atrazine
- Pressure Range: 2.0 6.9 bar (21-65 psi)
- Temperature Range:
- Micron Rating:
- Filter Capacity: 2839 Litres (750 gallon)
- Rated Service Flow: 23 Litres per minute (0.6 gpm)
- Replacement Cartridge: GSBF-1750R, GSBF-1250R



EVERPURE EVP-H104

Performance Specifications

Sediment, Chlorine, Taste & Odor, Cysts & Lead

- Micron Rating: 0.5 micron

- Filter Capacity: 11,356 Litres (3000 gallon).

- Rated Service Flow: 8.3 Litres per minute [2.2 gpm]

- Substance Reduction:

 NSF/ANSI Standard 53 certified top reduce cysts such as Cryptospordium and Giardia by mechanical means.

Chlorine taste & Odor

Dirt and cloudiness*

· Mold and algae*

 Reduce particles as small as 0.5 micron in size by mechanical means







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AIRPORTS' CAPACITY GROWS WITH TRAFFIC

he double-digit growth of air passengers through Cambodia's airports has led to the launch of a huge airport development master plan which offers a transport infrastructure vision for the next 30-40 years.

The kingdom's three international airports; Phnom Penh (PNH), Siem Reap (REP), and Sihanoukville are currently undergoing construction, extension, and renovation projects to increase their respective capacities.

Cambodia Airports— a joint venture between France's VINCI Airports (70%) and Malaysia's Muhibbah Group (30%) has concession to develop and operate the three international airports for 45 years starting from 1995. It decided to launch the extension and renovation projects for Phnom Penh and Siem Reap airports after seeing the steep rise in traffic at the airports.

"We at the airports of Phnom Penh and Siem Reap have observed double-digit growth annually of passengers since 2010 from 18% to 20% in Siem Reap and 12% to 15% in Phnom Penh although the increases have been softer in 2014," said Emmanuel Menanteau, CEO of Cambodia Airports.

While construction projects for both airports are jointly built by Vinci Construction Grands Projets (VCGP) and Muhibbah, Hamiltons International were selected as architectural consultant for Phnom Penh and Archetype won the bid for Siem Reap.

Since there was already an expansion plan in place during construction in 2004, upgrading Siem Reap airport is relatively straightforward with some new facilities already open between check-in and boarding. As the airport's brand new international arrival terminal opened on 13 June, work will also start this year to extend the apron to accommodate three more additional aircraft. No aircraft-terminal walkways have yet been installed in Siem Reap to conserve its unique architecture.

In Phnom Penh, construction is more complicated because the terminal building is quite old, although it was partly planned for an extension. After the new

design was approved, construction started in June 2014 with completion expected by March 2016. The design involves an extension wing which increases the current terminal size as well as renovating the existing facilities including car parks, etc. The new wing is expected to be open and connected to the existing terminal by December and fully operational in 2016.

"This is why it is a complicated project because rather than building a brand new terminal, we build a wing that connects to an existing terminal and then we refurbish the old facilities, all of that without stopping operations," Menanteau explained.

Thanks to these projects, both airports will be equipped with larger spaces for premium lounges and duty-free areas, more food and beverage outlets, check-in counters and boarding gates, and luggage delivery carousels, as well as increased aircraft parking capacity.

Responding to environmental conditions, brand-new waste water treatment plants have been installed at both airports. Waste water and garbage from the airports will be composited and transformed into agriculture fertiliser that will be offered to external users.

So far, Cambodia Airports has spent over \$100 million on various projects at both airports under its own financing as the airport concessionaire.

Expansion and renovation works have also been launched at Sihanoukville airport this year. Besides extending its facilities to ensure this coastal airport can accommodate medium-sized regional commercial planes, have enough passenger facilities, and also be connected to the EdC electrical grid.

By the end of 2015, PNH and REP are expected to handle a combined traffic of around 6.1 million passengers, while the Sihanoukville airport, which handled 40,000 passengers last year, is expected to receive 80,000 passengers this year.

For 2020, PNH and REP are expected to receive around 7.3 million passengers, roughly 3.5 million for each airport with 200,000 passengers through Sihanoukville.

To help ease the burden on the three international airports, the government and Cambodia Airports, via cooperation

tic airports.

The study aimed to create a long-term vision of Cambodia's airport infrastructure that will link to other transport infrastructure developments in the country, and also connect Cambodia to the rest of the world.

with the International Air Transport

Association (IATA), have been studying

the feasibility of reopening some domes-

IATA recommended Ratanakiri, Kong Kong, and Preah Vihear provinces as prospective areas for either reopening or developing airports' due to tourism potential.

Cambodia doesn't need to build another new international airport near the capital according to IATA, asserting that the size of the current Phnom Penh airport will be able to handle traffic until almost 2035 or 2040 ■

Source: Cambodia Airports

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GOVERNMENT TO SUPPLY SOCIAL HOUSING IN 2017

espite 20 percent of Cambodian people reported to live at or under the poverty line, having access or ownership of decent shelter remains a hot issue for most low-income citizens among the population of 15 million.

However, solutions for these low-income residents are set to be deployed in the next two to three years, after a national housing policy drafted by the Ministry of Land Management, Urban Planning and Construction's newly-established Housing Department is finalised and approved.

Dr. Penghong Socheat Khemro, General Director of the Ministry's Housing Department told Construction and Property Magazine that Ministry officials, other public authorities and experts from relevant development partners (such as the Catholic Church organisation CARITAS, the German international development agency GIZ, and the Asian Coalition for Housing Rights (ACHR)) are presently conducting joint feasibility studies on this issue. He explained that they are currently working on project locations, design technicalities, legal frameworks, types of residences, and the target beneficiaries for this project.

"We are now at the step of preparing the regulations of public housing, and we have lots of steps to do," he said, adding that, "We have to conduct surveys to identify the [living conditions] of the people."

Once the technicalities and financing of this national housing mechanism are drafted and approved by the government, this new housing department consisting of three divisions will launch a public housing development pilot project in 2017 or 2018 before applying it nationwide. "In the meantime, we are setting up housing departments in every province/city and they are working to set up their respective housing development

mechanisms for their territory as well," said Dr Penghong.

Since the process is still at the interim stage, no details of the funding package have yet been released. But Dr. Penghong confirmed that once the mechanism and the responsible officials are ready, the government 'might' offer budget support for this project. He also indicated that CARITAS, GIZ, ACHR and other development partners are also likely to contribute some financial support for this project.

It is planned that two kinds of shelters will be built, i.e. houses for sale and for rent to low and medium income citizens. The property value and rental price will be dependent on the outcome of the feasibility studies.

Three categories of citizens will benefit from this housing policy; those with medium-income, low incomes, and the vulnerable.

Aside from the government's national housing policy, the Overseas Cambodian Investment Cooperation (OCIC), the country's leading property developer, announced a few years ago that it also launched a public housing development project that will be sold to low and medium-income officials to be built at the 387-hectare Chroy Changvar Peninsular-Phnom Penh's future satellite city. Officials interested in owning a house in this project can take out a mortgage from Canadia Bank with payment terms up to 15 years.

According to a report by the World Bank, about 21 percent of the Cambodian population still lives at or below the poverty line of \$1.25 per day. About 56 percent live within the "vulnerable poor" bracket, with an expenditure of between \$1.25 and \$2.60 per day; and about 20 percent account for the middle class income bracket ■







echanical and Electrical (M&E) equipment plays a vital role in every construction project whether large or small, and EMT is well-known as a major M&E material supplier in Cambodia.

Established in the early 2000s as an authorised distributor of Schneider electrical components, EMT today distributes a range of globally renowned M&E brands in Cambodia's booming construction sector.

These brands include Franklin France products for lightning protection; Kumwell for grounding and lighting protection systems; EVT and Blue Eagle for IMC and EMT electrical conduit and fittings; Ginde for uPVC pipe and PPR pipe; Japanese Tsurumi pumps; and, most recently, Japanese YAZAKI premium electrical cables.

Besides supplying M&E products, the company also provides a wide range of personal lifting equipment from Haulotte from France.

Among its product lines, Ginde uPVC and PPR, and EVT IMC & EMT conduits are the most popular on the market due to the company holding a large stock which allows it to deliver products immediately upon receiving orders, while retaining highly competitive pricing.

Although YAZAKI cable is the latest product line from Japan, it's now becoming more popular in Cambodian market due to its high quality and global reputation.



"Besides those high quality and famous brands, we also work directly with factories to supply other products like HDPE, Corrugated Conduit (FP/ EFLEX), steel cabinets, grounding systems, and so on," said Mr Lim, EMT's Sales Manager.

The company is now also fabricating Galvanized Iron (GI) sheet for products like spiral ducts, air-con ducts, chiller ducts, cable way/ trunking at their workshop. EMT is also the only supplier in Cambodia that can do Powder Coating.

While EMT supplies products to the end-users through retailers, it also supplies foreign projects as well. "Where we are different from other local suppliers, is that our production team are experienced engineers and our modern machinery makes our products better quality with a shorter delivery time,' stressed Mr Lim.

Mr Lim understands that most of his customers tend to compare both price and quality, while some others prioritise quality rather than price. "With a high quality product, you buy it once, while with low quality and cheap, you probably need to buy it at least twice" he said.

"So our objective is to supply only high quality products with reputable brand names. We only supply products when we work directly with the factory, and that's why we can offer a competitive price," he concluded ■



























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BOSCH POSTS DOUBLE DIGIT GROWTH



obert Bosch, a leading global supplier of technologies and services has recorded double digit sales growth in the Cambodian market since its official establishment in the kingdom in 2010.

While Bosch manufactures and supplies a wide range of hi-tech tools worldwide, it supplies four product categories in Cambodia; automotive aftermarket parts, power tools, security systems, and drive and control technology.

"While we grew 25 percent in 2013, last year we grew almost 50 percent. This year we expect similar growth to last year's rate," said Andre de Jong, managing director of Bosch in Cambodia adding that, "We experienced strong growth in most of our businesses in 2014, and will continue expanding our product portfolio and footprint throughout the country."

According to a June press release, in 2014, the mobility solutions business sector, formerly known as automotive technology, remained as one of the main contributors to Bosch's business growth in Cambodia due to growth in the automotive market and product diversification.

The consumer goods business sector also achieved another year of growth in Cambodia, mainly propelled by its power tools distribution network into provinces beyond Phnom Penh to meet increasing demand in the thriving construction industry.

The construction boom also presented opportunities for Bosch's energy and building technology stream which offers safety and security solutions for commercial buildings.

This year Bosch also introduced its new industrial technology business sector to support the country's industrial development policy (2015-2025) by supplying hi-tech drive and control products for industrial machinery in businesses relevant to the manufacturing, agriculture, mining, energy, and construction industries.

De Jong said it is difficult to say which Bosch product is the most popular in the market, since it depends on each buyer's preference and the sector they represent.

In June 2015, Bosch opened its first Bosch Diesel Service workshop with United Mercury Group (UMG) in Phnom Penh to service vehicles equipped with diesel systems in Cambodia.

Having acknowledged the rapid increase of vehicles along with rising traffic fatalities, Bosch is also aiming to help Cambodian roads be cleaner and safer by upholding the safety standards of vehicles through its line of Bosch Car Service workshops and its innovations in braking and vehicles dynamics control systems such as Anti-lock Braking System (ABS) and Electronic Stability Program (ESP). In line with this, Bosch

also provides regular expert training to vocational schools such as Don Bosco to uplift the standard of professional automotive workshops in Cambodia

Having seen many power tool products supplied by various distributors in the market, Andre De Jong said Bosch values competition as it pushes innovation which brings benefits to users. Looking toward ASEAN integration, he doesn't think it will result in a significant reduction in product prices since duty free tariffs on certain imports have already been implemented this year.

Established in Stuttgart in 1886 by Robert Bosch, today the Bosch Group comprises Robert Bosch GmbH and over 440 subsidiaries and regional companies in some 60 countries while its products and services have covered in roughly 150 countries. As of April 2015, the conglomerate employs roughly 360,000 associates worldwide with \$65.1 billion of net sales last year.

For the 2015 business outlook, the Bosch Group expects global sales to grow within 3 to 5 percent this year. With its slogan of "Invented for life", the company invested 10 percent of its total revenue in Research and Development (R&D) annually equivalent to \$6.64 billion (2014) which result in some 4,000 to 5,000 patents worldwide about 18 to 20 daily

QUALITY CLEANING MATTERS



anual cleaning is not only very tiring but hygiene and cleanliness also cannot be guaranteed. But with Kärcher cleaning equipment, cleaning work is no longer tough and the quality of the cleaning can also be maximised.

Established in Germany in 1950, Kärcher is today one of the world's leading hi-tech cleaning equipment producers. Knowing its reputation, Meng Leng Eav Co., Ltd, one of the leading power tool and hi-tech equipment suppliers in Cambodia, introduced this brand in Cambodia over a decade ago before becoming the official authorised dealership in 2006.

"Previously, we imported this brand from our Thai partner that had an official dealership agreement with Kärcher, but starting from 2006 we became recognised as an official authorised dealership from the company's distribution representative based in Singapore," said Meng Reaksmey, Meng Leng Eav's General Manager.

Kärcher manufactures two ranges of products; for the home and for professional use.

For home cleaning solutions, Kärcher offers an entire range of products for efficient cleaning equipment from high pressure washers to watering ranges to create an all-inclusive package for home cleaning tasks. First and foremost, the steam cleaner and a battery-driven window vacuum, but also cordless electric brooms, vacuum cleaners, spray extraction cleaners, and hard-floor cleaners all of which make light work of cleaning around the home.

For professional use, the cleaning machines are used for heavy work such as cleaning hotels, factories, buildings, heavy machinery, building sites, and road construction sites, etc. This professional equipment is very economical and environmentally friendly with products ranging from high pressure cleaners to vacuums, and scrubber driers.

Both types of products are offered with a one-year warranty from the company including maintenance services.

Currently, home-use devices are more popular than the professional ones because they are cheaper, and more households find them affordable with prices propelled by accessibility and cheaper electricity. "There are millions of houses and they keep increasing daily, so if we can catch only 10 percent of those residences, it will mean we can supply hundreds of thousands of devices," explained Reaksmey.

He also sees the steep rise of automobile imports as another potential growth area for home-use cleaning equipment that can also clean automobiles.

While sales of Kärcher products have increased between 15-20 percent over the last few years, about 70 percent of their clients are based in Phnom Penh, with the rest are in Siem Reap and Sihanoukville.

Due to its exceptional quality and reputation, Kärcher doesn't face tough competition despite many cheaper and low-quality brands being imported from China. "Right now we face tough competition only for some models because cheaper and lower-quality brands are in abundant sup-





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By Paul Hurford, Managing Director, AZISAFE

let fire systems are a serious consideration in the design of any new project, and they can be an expensive addition. However, retrofitting them after a building is completed is an extremely difficult and more expensive task. Ensuring you select the best system for your project needs to be more than simply following the building standard or code you have chosen to use for your project.

It is also essential to remember that whatever option is selected, it will require an independent reserve supply of water and fire pump; mains supplies are not a reliable source of water in the event of a fire.

Fire Hose Reels systems are designed as an easy-to-operate, first intervention tool for building residents to use in the early stages of a fire. They are also a cost-effective solution due to the limited plumbing and pipe work requirements. They are unfortunately not a genuine firefighting solution if your building is of a size or height that limits the fire service from accessing all areas from the outside, as they do not deliver enough water to effectively fight a developed fire.

Sprinkler systems are often seen as the automatic solution for firefighting in a building, and would seem to be the ideal solution for Cambodia where fire safety awareness is limited and the likelihood of those present in the initial stages of a fire taking action to stop a fires spread is low. Sprinklers however are primarily designed to slow the development of a fire and aid in the evacuation process rather than extinguish a fire Without quality ongoing maintenance sprinkler systems can do significant water damage to a building and can result in higher expense than a potential fire would cause.

Fire Hydrant systems with fire hoses

are a very effective tool for internal firefighting for trained professionals, however are not designed for use by individuals with no training, and can be quite dangerous to those attempting to fight a fire without the relevant skills and knowledge. This is a problem that can be easily overcome by ensuring building employees are trained appropriately, or better still developing onsite fire response teams.

As I have discussed in an earlier article, fire standards from different countries are not always the answer for Cambodia. When it comes to fire hydrants, sprinkler systems and hose reel systems there are some clear examples of quality installations being inappropriate for

The fire service in Cambodia is dramatically improving, however they still have limited resources and training to be able to internally fight fires, particularly in larger buildings. Most fire codes or standards are designed with the response procedures of local fire authorities taken into account, which in the case of Singapore or Malaysia for example are some of the best trained and equipped fire services in the world. Applying these standards to Cambodia without looking at the difference in response capability, and the impact this will have can be very

Other installations which are commonly found in Cambodia due to the application of international standards include dry risers systems and sprinkler or hydrant boost points which are currently a waste of resources as the majority of firefighting vehicles used in Cambodia are not designed to work with these installations. Investment in higher capacity fire pumps and effective internal procedures would be a far more efficient option ■



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TOP KOREAN ASPHALT MIXING PLANT NOW IN CAMBODIA

ambodia's large-scale investment in infrastructure development, particularly on road construction, has attracted global asphalt mixing plant brands to the country, including Speco from Korea.

Established in 1979, Speco is a top Korean manufacturer of asphalt mixing plants, which are key equipment in road construction. Speco has supplied its quality-proven plants to over 2,500 projects in 50 countries worldwide. Initially only producing asphalt mixing plants, Speco's core business has expanded to include concrete plants, crusher plants, and wind power generators.

Cambodia's stable economic growth, open business environment for foreigners, undeveloped infrastructure, and booming construction industry led Speco to enter this high-potential market, said Kim Jin Kyong, Speco Vice President for Sales and Business Operations. "Our strategic plan in Cambodia is to gain trust in our products, promote our brand, and receive/offer prompt feedback to meet our customer's needs."

Speco offers three types of asphalt mixing plants with different features that cater for users' varying needs. While its stationary plants enable users to stably operate highly efficient plants on their local road construction sites, the mobile plants are designed not only to fully maximise 'mobility' but also to fully automate the process from drying, mixing, and discharging aggregates which can save a lot of time on transporting the plants from one site to another. Its recycling plants can mix together waste with new materials after heating it up and offer the opportunity not only to save on production costs but also to minimise impacts on the environment.

Compared to other brands on the

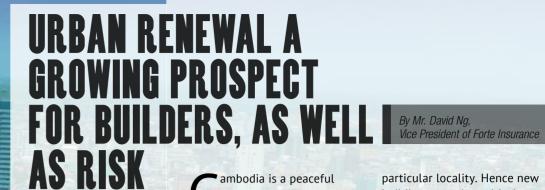
market, Speco plants are based on innovative mixer technology that increases overall productivity by up to 20 percent, depending on the mixture design, while it can also reduce maintenance costs by 20 percent.

Unlike other conventional dryers with irregular inner flight designs, Speco dryer uses a complete aggregate curtain to maximize heating efficiency. Its low noise burner utilizes a trochoid pump using a low pressure of 10kg/ cm(2) to reduce noise, and, with compressed air supply, complete combustion can be achieved as usual.

Here, in Cambodia Speco's main target customers are constructors working on infrastructure projects, and any companies interested in asphalt mixing plants, concrete batcher plants, and crushing plants. "Speco's long established reputation along with the consistent effort on Research and Development (R&D) pushed by a highly committed team of staff enables us to enter into global infrastructure projects and to contribute to the development of worldwide road construction through our plant supply to local road construction sites as well as to major overseas road construction companies," said Mr. Kim said.

"Our goal is becoming the world's top manufacturer by supplying the best quality products along with our lavish investment into consistent R&D," he added.

With its Eumseong manufacturing facility in Korea, the world's largest asphalt plant factory at 200,000 sqm and its progressive high technology innovation, Speco has set a vision to firmly maintain its Number 1 rank in Korea's road-construction plant business and to be one of the global leading manufacturers of asphalt mixing plant and other related plant ■



ambodia is a peaceful developing country and offers vast opportunities for both local investments and foreign direct investments. With the flow of new local and foreign investments, engineering and building construction companies can see a growing market to offer their specialised services to the developers.

For Phnom Penh where there is an emerging trend of urban renewal where dilapidated buildings give way to new skyscrapers, and building and construction activities increasingly encroach on older areas of Phnom Penh, construction risks increase as the city undergoes its urban renewal phase.

Developers and construction companies alike would encounter various exposures to third party liabilities apart from the inherent construction risks.

Work stop orders have been issued in many cases of developers and contractors alike that have ignored their risks to liabilities to third parties affected by their direct activities, especially in close proximity to heavily built-up areas of the city.

Lack of development control and building standards, and a building design code of practice are factors that allow most developers to try to maximise their land development without any consideration of issues relating to their adjoining neighbours, for example, the blending of architectural aesthetics of the

particular locality. Hence new buildings can abut with the existing ones or with minimal clearance or without any road set-back as usually found in a well planned city.

Building construction close to third party properties could give rise to many negative effects of vibrations, like cracks, soil subsidence and compaction, when foundation machines work in close proximity to very old and sometimes weak dilapidated buildings. Builders are expected to pre-empt some of the safety issues surrounding the work site, such as conducting a dilapidation survey for work process safety planning.

Contractor's All Risks insurance protection is designed to offer the builder a more comprehensive indemnity protection from the adverse effects of work-related accidents and also third party issues and stop work orders, which can mean disruptions to both the developer and the contractor's business commitments.

Forte Insurance understands this current high exposure situation and can offer a role to help risk manage projects through our dedicated service and inputs on risk identification, assessment and recommendations to mitigate their exposures and facilitate their projects to be completed on time, and, in any event of loss, their turnaround will be much shortened to minimise the impacts from delays ■

OVER SOUEXIBIONS JOIN THAILANDS OF THE SUCCESSFULLY HOSTING CON each took two big pavilions. Their products and services at the

fter successfully hosting consecutive annual shows, Thailand's International Construction Machinery, Equipment and Technology Exhibition 2015 (CONSTECH 2015) welcomed over 315 brands and companies from all over the world.

Hosted on March 27-29, 2015 by the Thai Constructors Association (TCA) which is under the patronage of H.M. the King, and organised by IMPACT Exhibition Management Co., Ltd, CONSTECH covered 21,000 sqm (indoor and outdoor space) of Bangkok's IMPACT Exhibition & Convention Center.

This 8th expo brought 315 companies and brands from 15 countries that were comprised of 82 Thai companies and 78 international companies. Exhibitors from Germany and China

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The event was dedicated to promoting the region's most dynamic sectors, showcasing construction machinery equipment and tools, concrete equipment and technologies, and mining machinery equipment and technologies.

The show featured five zones; general construction; component and service suppliers; building materials; mining, extraction and processing of raw materials; and a concrete feature zone. Aside from the expo, there were conferences, seminars, technology presentations, and product demos by exhibitors.

"The construction industry has shown encouraging signs of recovery this year and tends to grow both in Thailand and other countries across the globe," said Mr. Aungsurus Areekul, TCA President at the opening ceremony. "CONSTECH 2015 is designed to be a platform for entrepreneurs to learn and choose the right cutting-edge technology and machinery for their own business."

Based on the organiser's post-show report, 86 percent of exhibitors were satisfied with the show, 70 percent said that generating sales revenue is the primary reason for showcasing

their products and services at the event, and 72 percent found it a valuable tool for reaching out to target customers and sales prospects. It was also noted that 71 percent of exhibitors were considered the visitors' profile as excellent.

The post-show report also found that contractors, distributor/srepresentatives, developers/ builders, engineers and consultants were the top five visitor categories that exhibitors wanted to see.

The report added that sourcing products and services, looking for new technology and new products, and personal development were the top three reasons that attracted visitors to the fair,

The 3-day show attracted 5,322 key local and international professionals from 32 countries from various sectors ranging from contractors, construction machinery distributors and representatives, equipment renters and leasers, facility and maintenance engineers, architects and builders, and traders, to government agencies and state enterprises. The post-show report also calculated that 92.17 percent of visitors were from Thailand while the rest were from 31 countries

REFLECTING ON S-COOL BENEFITS







By Pich Kanhchanak

Being located in a tropical zone, buildings in Cambodia naturally face hot weather which results in warmer temperatures inside.

With an average temperature of over 35 degrees during the day rising up to 40 degrees or more during the hottest months, people spend an enormous amount on cooling machines and devices to create a comfortable environment inside buildings. To counter this, governments in most developed nations offer tax incentives to property developers to apply green technology products to minimise negative environmental impacts.

Cooling Marketing and Trade, known as S-Cool, have joined the global green campaign by introducing solar and security window control film, categorised as a green product, for property buildings and cars in Cambodia.

After applying the film to the glass windows or walls of buildings or cars it's advanced nanotechnology gives it the capability to reflect 99 percent of Ultra-violet (UV) Rays, from 60 percent to 99 percent of Infrared Rays and from

0 to 65 percent of Visible Light Transmission. The film is specifically designed for automobile windows as well as residential and commercial buildings.

By installing the film on buildings or cars, owners will see a long term return on their investment as the film provides a safe and healthy lifestyle by shielding harmful rays and heat from the sun and protecting them against skin cancer, early aging, and eye problems. In addition, the interior facilities and equipment inside the buildings and cars are fully protected from early discoloring and cracking.

Building windows can be easily damaged by accidents, forces of nature, or human threats that can instantly turn a pane of glass into dangerous shards, Mr. Saing Dararith, S-Cool Managing Director, explained that thicker protective safety films can provide an extra level of protection in case of breakage and increased security for property inside buildings and cars against smash-and-grab robberies.

"This heat rejection feature pro-

longs the lifespan of air-conditioners and reduces the maintenance cost for buildings and the cars,' he said. "Getting protection from solar heat is vital for humans. Due to global warming and the thinning ozone layer, such exposure can't be ignored."

"...With our window film, users in Cambodia can consume energy more efficiently and intelligently," he said, adding that, "Smart building owners will understand that this window film can help reduce power consumption and that it is not an expense but an investment."

However, he stressed that the film also significantly helps drivers who apply it on their car windows. Whether caused by sunshine, headlights or reflection from snow, water, or surrounding buildings, glare is not only annoying but can also be dangerous if it blinds a driver's vision. "Like sunglasses, window film does an excellent job to cut glare, leading to a better driving experience and improved road safety for yourself and others," Mr. Dararith explained.

Established in 2007, S-Cool's notable clientele includes corporations and government bodies such as ANZ Royal Bank, ACLEDA Bank, UNDP, the National Assembly Building, CTN and PPML, to name just a few



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Find Out How

CAMBODIA TO BENEFIT FROM NEW CHINA-ASEAN BUILDING









Cambodia infrastructure projects supported by China

ambodia will get billions of dollars in loans to finance various projects ■after it joined the China-ASEAN Construction Industry Cooperation Committee— a new building group established in late May this year.

In line with its foreign policies such as One Belt and One Road, the Silk Road Economic Belt, and the 21st Century Maritime Silk Road, China initiated and established the new China-ASEAN club in late May this year in Jiangsu Province, Nantong City.

Cambodia expects to receive up to \$1 billion in loans this year from the fund the committee plans to use to support its ASEAN member states, said Oknha Hann Khieng, Vice-Chairman of the Cambodia Constructors Association (CCA) that enrolled on behalf of Cambodia.

The loans are for any construction-related projects including green and renewable energy projects proposed by the Cambodian government or local companies which are the members of the China-ASEAN Construction Committee. according to Oknha Hann Khieng.

Among the loans earmarked for Cambodia, \$60 million has already been spent

on a hydro-power dam project in Strung Treng Province. The remaining funds will finance various projects including an express train project that will run across Cambodia from Phnom Penh to Strung Treng province via Bat Doeng commune, Kampong Speu, Kampong Cham and Kratie provinces.

Oknha Hann Khieng explained that the fund will also help complete the remaining segments of the 386km of the northern railway line, and the middle ASEAN Highway that will link Thailand to Vietnam across Cambodia by expanding National Road No. 5 and No. 1. Another portion of the fund will finance other different projects such as the development of the infrastructure for a deep seaport for crude oil and refined product transportation.

Based on the club's statutes, the committee will allow for 50 member companies for the first batch with 20 Chinese companies and 30 companies from ASEAN member states (3 firms for each country). So far, only Cambodia, Malaysia, Brunei Darussalam, and Thailand are members, while the remaining ASEAN states are still

The China-ASEAN Construction Indus-

try Cooperation Committee is a non-governmental and non-profit business organization for the China-ASEAN construction industry. It was established and is being led by the China-ASEAN Business Council and the China-ASEAN Business Association which are jointly responsible for monitoring the committee.

The club has two co-chairs. One from Chinese side and another from the ASEAN side. They also have two Chinese Executive Presidents and 9 Executive Presidents from each ASEAN Country (except for the country holding the chair).

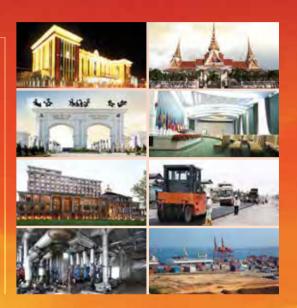
The committee's Chinese secretariat is based in the Nantong Construction Industry Association and works under the chairman on the Chinese side and the executive president. The team will designate a secretary-general for the Chinese side.

While Brunei Darussalam has been appointed as the co-chair for the ASEAN side this year, Cambodia will be appointed as the co-chair next year. Cambodia also joined the China-ASEAN Building Materials Cooperation Committee last year and was appointed as the co-chair for the ASEAN side ■



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CCA AND DEVELOPERS COMMENT ON CONSTR MANAGEMENT PROCLAM



n an effort to enhance the nation's construction industry, the Cambodian

government is in the process of codifying a Construction Management (CM) Proclamation — a new mechanism to ensure quality and cost-effective construction projects.

Construction Management (CM) or Construction Project Management (CPM) is the overall planning, coordination, and control of a project from beginning to completion. CM is aimed at meeting a client's requirements in order to produce a functionally and financially viable project.

Since the law, which was introduced by the Construction Management Association of Korea (CMAK), is a new concept in Cambodia, the Ministry of Land Management, Urban Planning and Construction (MLMUPC) requested support from the Cambodia Constructors Association (CCA), to help codify the law.

In response to the request, the CCA launched a raft of meetings among its almost 100 members and developers to ensure the comments and feedback on

the law represented the voices of the major players in the nation's building and property industries.

Following Korean construction management standards, the law contains seven chapters and 45 articles. The purpose of the law is to assist project owners by ensuring quality and cost-effective construction processes from the concept design stage until completion.

After months of debates, discussions, and negotiations on the draft CM proclamation, the CCA and other industrial players reached a final consensus on 22 June which was submitted to the ministry for further consideration.

While the ministry can't confirm when the law will be promulgated, once it comes into effect, it will be compulsory for all construction projects in the country to comply with its criteria.

This CM law is one of the projects supported by the South Korean government to enhance Cambodia's construction business environment via a MoU







agreement signed between CMAK and MLMUPC. The MoU also paved the way for CMAK to help codify the nations' long-awaited construction code which is expected to be ready during the government's fifth mandate.

Through these projects, the CCA has been working closely with CMAK, a private-construction group in Korea established in 1997 with 170 contractors.

"Using proper construction management can save construction cost, time, ensure quality and safety. It also includes construction risk management," said Professor Hyun Soo Lee of College of Engineering, Seoul National University who represented CMAK at a meeting with the CCA last year. "But it is very hard to apply the South Korean construction methods here since Cambodia doesn't have a well-organised construction law yet," he added ■

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JULY ~ AUGUST 2015 • ISSUE 016

MORE OVERSEAS EXHIBITORS TO JOIN 2ND CCA BUILDING EXPO

nspired by the success of its first building and property expo in December last year, the Cambodia Constructors Association (CCA) is aiming to fill 300 booths for the 2015 expo; a 20 percent increase on the 240 booths booked in 2014. The CCA also expects a significant increase in exhibitors and visitors from overseas thanks to extensive cooperation with international associations.

Following its establishment in October 2011, the CCA joined the ASEAN Constructors Federation (ACF) which represents construction-related firms in ASEAN two months later. In 2014, the 100-member CCA registered with the China-ASEAN Building Materials Committee and the International Federation of Asian & Western Pacific Contractors 'Association (IFAWPCA) respectively.

CCA expects a significant rise in the number of international exhibitors and visitors who will participate the show as the partnerships with these international associations encourages external promotion to all their members who have an interest in Cambodia's burgeoning construction market.

200 booths had already been confirmed by local and international firms by the end of June with enquiries continuing to flow in from dozens more. The "4th CCA Summit and Cambodia Construction Industry Expo 2015"scheduled for December 3-5 at Phnom Penh's Diamond Island Exhibition and Convention Center will feature a greater and more exciting range of activities than the 1st expo last year.

The 2015 expo floor plan is divided into the following categories; Real Estate, Banking and Insurance; Construction Materials and Decoration; Electrical, Plumbing and Water Supply Machinery, Mechanical and Steel. A huge range of the latest local and international products and services in these three categories will feature at the fair.

While the booth rental price is unchanged, the expo organisers, after acknowledging the challenges from 2014 are now improving every aspect of the event management from enhancing the booth selling strategy to the expo operation and management, and exhibitor facilitation services.

In addition to the free buffet lunch offered to exhibiters (one coupon per booth), the CCA is also excited to announce that the 2015 expo will feature a 'CCA Members and Exhibitors Networking Night' on the second day. This unique function will allow executives and managers of over 100 CCA member companies to network and discuss business opportunities with the local and international exhibitors over food and drinks.

There are also an exciting incentives and encourage-







ments for exhibitors that sign up for more than four booths. Exhibitors that take from 4 to 5 booths will be acknowledged as a Gold Sponsor, 6 to 7 booths as a Diamond Sponsor, and from 8 booths up Platinum Sponsor.

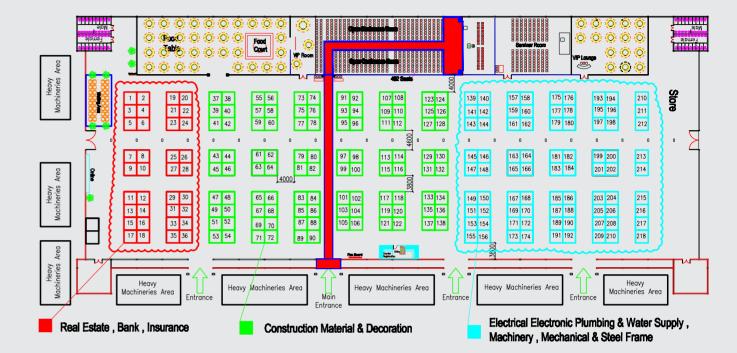
These exhibitors will receive special offers and incentives including free advertising in the Exhibitor Directory; company logo on event backdrops and other promotional materials, a special presentation slot to pres-

ent their products/services during the CCA Members-Exhibitors Networking Night, and additional VIP coupons for their guests to access all areas of the expo and its events.

The CCA encourages interested firms to sign up for booths as soon as possible to capitalize on this unique opportunity as the organising team expects high demand for the booths means they will be sold out in the next few months



Booth Plan for 4th CCA Summit & Cambodia Construction Industry EXPO on 3-5 December 2015 at Diamond Island Convention & Exhibition Center



Booth Plan Dollertors NAME 2.5 m

3 m

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.

Booth Booking Contact for Expo 2015 and CCA Address:

Add: Canadia Bank Tower (12th floor) #315, No 1, Str. 110 corner, St. 93, Sangkat Wat Phnom, Khan Daun Penh, Cambodia.

Tel: (855) 23 868 222 | (855) 23 988 828 | Fax: (855) 23 988 828

HP: (855) 96 5 811 861 (English) | HP: (855) 96 4 811 861 (Khmer - English) HP: (855) 96 3 811 861 (Khmer)

Email: secretariatcca@yahoo.com | ccasecretariat@ymail.com | Website: www.cca.org.kh

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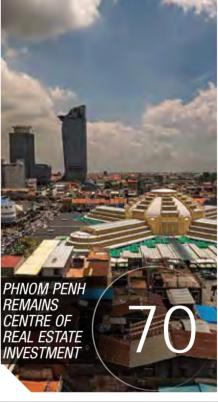
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CONDO DEMAND OUTSTRIPS SUPPLY



ccording to data released by Cen-Report, supply is hardly keeping real estate sector.

Growing numbers of foreign businesses and international employees in Cambodia's key cities such as Phnom Penh, Siem Reap, and Kompong Som has driven the new residential condo market with international buyers representing 80 percent of the national market share.

In Phnom Penh alone, the take-up rate in 13 new condo projects totaling 3,000 units averages at 70 percent according to Century 21. However, strong local demand and purchases also indicates growing confidence from domestic investors according to analysts ■

FUTURE CONDO SUPPLY CAN IMPACT SERVICED APARTMENT MARKET



uture Condo Supply Can Impact Serviced Apartment Market The abandon of condo supply to the market in the next few years will

have an impact on the nation's serviced apartment market. While a recent CBRE Cambodia report counted a total of additional 349

serviced apartments units will serve the market by mid-2016 including the current 5.797 units, the excessive supply of hundreds condo units in the next few years to the market can attract tenants from apartments to condos, said real estate experts.

While the serviced apartments are for rents, experts are seeing more tenants of apartments especially foreigners are changing the trend to buy and live in condo units as they can hold it as their own property officially, unlike apartments ■



ingapore property investors are increasingly entering the Cambodian residential market, according to Singaporean real estate experts.

The first phase of the 17-storey La Vie Residences was launched in Phnom Penh in March by Singapore-based investor Yuen Development and is expected to be completed in Q1 2018.

Singapore investors have also bought approximately 20 percent of the units at The Skyline, a mixed-use development located in the heart of Phnom Penh's central business district slated for completion in Q4 2018.

Despite this, it appears that Singapore investors remain a minority due to a lower risk appetite as well as a penchant for more established markets ■

AEC TO PUSH URBAN



eal estate experts across the region are seeing growth in the demand for properties of various types especially as the ASEAN Economic Community (AEC) begins later this year.

According to a report by JLL, the establishment of the AEC, comprising a single market of more than 600 million people in ASEAN, can translate to amazing

investment opportunities not just in established business hubs like Singapore, but to the entire Southeast Asia region as well, serving as a low-cost alternative to China.

Across ASEAN, the rising middle class, urbanisation and competitive labour costs were all seen as benefiting the top emerging real estate markets in the region ■

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SINGAPORE DEVELOPER TO PROVIDE AFFORDABLE

eading Singaporean developer HLH Group Ltd announced the launch of CAMHOMES on 18 June, a property development firm that will provide high-quality, affordable homes in premium locations across the country, according to the Phnom Penh Post.

CAMHOMES will offer opportunities for middle-income buyers who are not able to afford properties in the many high-end develop-

The CAMHOME developments are modelled on Singapore's public housing system and will utilise the 'Build-to-Order' sales policy, where prospective buyers register their interest in advance. This means properties do not lie empty after they are built. In Singapore, official statistics show that more than 80 percent of residents live in apartments of this type ■

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GOREA

Thai developers

angkok developers are looking to the top end of the market thanks to record prices and a weak mass market, according to a June CBRE

Record-breaking prices and sales were seen achieved in some new condominiums in downtown Bangkok downtown. More than 90 percent of Nimit Langsuan, a freehold condominium by Pace Development, was sold within the first month of its launch with prices in excess of THB 300,000 per sqm.

The report showed more than



78,000 midtown and suburban condominium units are expected to be completed this year, and more than 32,000 units will be completed in 2016.

CBRE believes that success was limited to projects that matched buyers expectations in terms of location, quality, design, and specifications to justify the high asking prices ■



ingapore-based institutional real estate private equity investment firm, SC Capital Partners plans to raise \$400 million for a new Asia-focused property fund, according to Bloomberg.

"We are looking to provide longterm appreciation in the Asia-Pacific, which will be the main economic driver in the world," Bloomberg credited managing director Suchad Chiaranussatti as saying.

The fund is expected to generate a net return of about 10 percent and invest about 80 percent of the amount raised in transparent, liquid markets that include Japan, Australia, New Zealand, Hong Kong, Singapore and South Korea, while the rest would be invested in China, Indonesia, Thailand, Malaysia and Taiwan ■

YOMA SWEEPS

50 of Myanmar's top real estate executives and industry leaders athered in Yangon on 17 June to celebrate the first annual Myanmar Property Awards 2015.

The top honour - Best Developer – went to Yoma Strategic Holdings Ltd. Yoma also won the Best Landscape Architecture Design trophy for Star City Thanlyin, and two Highly Commended certificates for the residential categories for Galaxy Towers at Star City.

"The developments rewarded here tonight represent the finest current projects in the country in our first year in Myanmar," said Terry Blackburn, CEO of Ensign Media, awards organiser and publisher of Asia's industry leading Property Report magazine.

The Asia Property Awards will be coming to Cambodia for the first time in September ■



xley Holdings Ltd announced that it has incorporated a subsidiary in Myanmar as part of its expansion plans.

Of the total, 49,999 shares are held by Oxley Yangon Company Limited, a wholly -owned subsidiary of the group, and one share is held by Ching Chiat Kwong, executive chairman and CEO of the company. Myanmar law requires at least two shareholders.

Last September, Oxley signed an agreement to develop a 20-storey commercial and residential development, Min Residence, in Mayangon township in northern Yangon. The project, which will be on a 3,185-acre (1,289 hectare) plot of land owned by U Yang Ho, will take about three years to finish ■



តំមន់ទិស្សមភាលខេសមរណ៍តារាសាគរតម្លុបា Cambodia DARA SAKOR Seashore Resort



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east Asia's most exciting and rapidly evolving property markets, Cambodia is set to receive the region's real estate industry seal of approval after it becomes the latest country to be included in the coveted, decade-old Asia Property Awards series.

Scheduled for 25 September, the Cambodia Property Awards 2015 will recognise and reward the achievements of the country's most successful, dynamic and innovative developers and developments across the residential and commercial sectors, as well as introducing the market to a wider regional audience of affluent investors and major industry players.

"Although Cambodia is a comparatively small market, it is quickly emerging and is definitely deserving of the recognition it will receive," said Terry Blackburn, CEO of Ensign Media, event organiser and publisher of Property Report in late April 2015 when Cambodia was officially enlisted in the program. "Competing here will also give the winners of the big awards the opportunity to compete in South East Asia Property Awards grand finale in Singapore in October."

According to the organiser's website, the inaugural Cambodia Property Awards is set to include 13 categories, which will be divided into three main clusters, namely Developer, Development, and Design. As is the case with all the Awards, successful entries — nominated by the public and industry peers — will

ndoubtedly home to one of South- be assessed by an independent panel of highly-experienced judges who shall conduct thorough site inspections of all shortlisted properties before the final decisions are made.

> For Developer Awards, they will rate Best Developer and Special Recognition in Corporate Social Responsibility. For Development Awards, they will touch on Best Residential Development, Best Resort Development, Best Hotel Development, Best Office Development, Best Retail Development, Best Green Development, and Best Commercial Development. For the Design Awards, they will rate on Best Residential Architectural Design, Best Resort Architectural Design, Best Hotel Architectural Design, and Best Retail Architectural Design. There are specific criterions applied for each applicants to eligibly join the award con-

While the number of entries from Cambodia haven't released yet, the organiser is opening for the submission of entry forms from Cambodia developers by 17 July. The organiser said after the judging process they will announce the Winners and Highly Commended at Sofitel Phnom Penh Hotel on 25 September with a gala dinner format.

A special award – the Property Report Editor's Choice for Real Estate Personality of the year will be in recognition of the person with the most significant contribution to Cambodia's property industry in the past year, and is the only one not chosen by the independent panel of judges.

Free, fair, and transparent, the Asia Property Awards series is widely recognised as ASEAN's most prestigious and premier real estate awards and has been rewarding excellence in Thailand, Singapore, the Philippines, Malaysia, Indonesia, Myanmar, Vietnam, and China since 2005. With the addition of Cambodia, the awards series continues to uphold its goal of shining a light on Asian real estate's established and emerging mar-

Winning an Asia Property Award is a very significant and highly valuable recognition. The winners and highly commended companies and developments are recognised throughout Asia and the world for the exceptionally high standards they have achieved.

Besides getting a valuable marketing tool to give them the edge over their competitors, all winners and highly commended companies will receive: Unique Asia Property Awards gold trophy (winners only), high quality embossed and framed certificate, and exclusive logo use rights for 2 years. This can be used in promotional and public relations materials, in print and online, as well as a souvenir DVD of the Gala Dinner and Unlimited Gala Dinner Photo Rights use.

The Asia Property Awards do not charge for entry. The above benefits for winner and highly commended companies are subject to payment of the Logo License Fee. Other benefits include free advertising and promotion by the organiser's Property Report Magazine and various international media partners ■



ANOTHER PRESTIGIOUS PROJECT BY





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hnom Penh eagerly awaits Q3 2015 for the launch of a luxury serviced apartment to emerge in Tonle Bassac district, one of the capital's future metropolitan centres.

With construction scheduled to kick off late this year, SunCity Bassac will redefine exclusive living in Phnom Penh with state-of-the-art architecture soaring 21 floors up with 112 units featuring one-bedroom, two-bedroom, three-bedroom, and penthouse units.

Developed by Anana Group, whose first project was SunCity BKK serviced apartment, Suncity Bassac will be a modern glass structure standing out among surrounding buildings thanks to its unique interior and exterior design features, said Ms. Sam Laura, Anana's Marketing and Communication Supervisor.

"The luxurious apartments will offer open-plan living spaces, beautiful interiors, premium furniture, air conditioning, fully-equipped kitchens, and high-end fixtures and fittings," she said, adding that, "Additional amenities to be included are high-speed fibre optic internet, a face scan access system, and weekly housekeeping."

With an experienced team providing excellent in-house and maintenance services to SunCity BKK, Anana will equip Suncity Bassac with equal or improved in-house services to ensure the most luxurious living standards for its tenants.

Its prime location will allow tenants easy access to shopping, transport, fine dining, international schools, and business and professional services. The vicinity of international embassies also makes the neighborhood one of the saf-

est of the capital.

Tenants can also expect the same high standards whilst enjoying exclusive amenities including a private lounge, BBQ area, sky gym, and an infinity pool as well as a 24-hour concierge service, explained Ms. Sam. It will also include an indoor golf range, the first in Phnom Penh.

Based on an understanding of consumer needs and preferences, Ms. Sam told Construction & Property Magazine that SunCity Bassac, "draws a lot of interest from local and foreign investors because they already know SunCity BKK's standards of maintenance. The value of a property and its maintenance yield clearly depends on how well the property is maintained and the level of services it provides." Ms Sam believes Suncity BKK has set the living standard in the

service apartment sector, and Suncity Bassac is set to follow.

While Anana Group hadn't finalised the selection of a contractor at the time the magazine went to press, they had selected Truc Vien Co, a Vietnam-based architect firm whose architects are trained in Singapore, coupled with extensive experience in designing buildings in Phnom Penh. In addition, the development's luxury interior designs were a masterpiece of FullHouse Interior design firm.

Because the project hasn't yet been launched, no unit prices have been confirmed though they will be competitive compared to similar projects in the vicinity. Looking to the future, Anana Group said it was focusing on launching SunCity Bassac before speculating on further projects



PHNOM PENH CENTRE OF

Following the 2008 global economic crisis, investment in the construction and real estate sectors have significantly contributed to Cambodia's economy rebounding.

By Pich Kanhchanak

ropelled by the progress and growth of the economy, the sectors have a strong influence on the nation's housing market. Real estate experts from a number of agencies have confirmed that housing sales will increase by up to 20 percent in 2015 compared to last year.

"In my estimation, housing sales will rise 20 percent this year compared to last year," said Sok Chanra, representative of Khmer Real Estate, adding that the rise is caused by the increase in the local population. People who want to live in residential properties prefer Borey New World and Borey Peng Houth, he added.

"Most of the houses that have sold out are in boreys," said Sear Chailin, chief executive officer of CL Realty Co. Ltd, who agreed that overall housing sales in the nation will rise up to 20 percent this year. "People are interested in buying house in boreys because of the good environment and they are also cheaper than detached houses on the main road," he added.



Experts suggest that home prices will continue to rise gradually, more or less depending on their location and features. Phnom Penh has been identified as the location at the centre of the national market economy, and is also the first choice of location for residential buyers.

Thanks to the growth in the economy, most of the customers who are looking for a house are from the middle class. Chailin pointed out that flats and villas are highly marketable in Phnom Penh with prices ranging from \$30,000 up to \$1,200,000 depending on the location and features. "Most buyers prefer buying through installments because they can own a house immediately as they don't have the budget to purchase the total value of the home value," he said.

Buyers can approach banks to get loans to buy houses - housing loans - by following the conditions set by respective bank.

"While some buyers who don't have enough money can get loan(s) from the banks, home hunters that buy a house in a borey can enjoy easier installment loan policies then the banks," Mr. Chanra said.

Many newly-married couples are choosing housing loan services. Couples who have decent job(s) or businesses can get a loan to buy home(s) because their employment contracts can ensure that they have sufficient capacity to repay the loan.

ACLEDA Bank provides housing loans of up to \$300,000 to a limit of 70 percent of the house price with a maximum term of 10 years. Owning a first home through ANZ Royal Bank is a bit easier. For ANZ, buyers can borrow up to 60 percent of the home value with up to 20 years repayment terms

at a competitive interest rate.

Compared with other provinces, Phnom Penh remains the largest market for home sales. The growth of sales can be credited to the development of the market economy along with the future vision of the clients.

In the face of the global economic crisis in 2008-2009, Cambodia experienced minimal impact. Furthermore, economic crises operate like a loop every 30 to 40 years, so experts believe that risk exposure is not a concern for Cambodia in the next 10 years.

They also envision that investment in real estate today will see a satisfactory return on investment (RoI) in the short term while the Kingdom awaits a positive impact from regional integration.

Despite ASEAN integration perhaps not having a strong impact on the economy in the near future, many foreigners are expected to flow into the country for work and business, so local people with sufficient financial resources should consider investing in accommodation-related ser-

2015 is the best year to buy a home, because soon ASEAN integration will bring more economic growth to Cambodia. Therefore, the price of products in the market will rise more or less in line with the price of residential properties. In order to avoid the burden of volatile real estate prices, many real estate insiders are advising clients to consider investing this year or early next year.

"House prices will increase next year after Cambodia opens the gate for regional integration. So, buying house(s) this year is the best way." Mr. Chanra concluded ■



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CVEA SIGNS MOU TO SELL 4 MAJOR PROJECTS



fter granting the rights for its members to sell units in the The Bay project, the CVEA has brought a further three large-scale projects to its members to sell.

In an MoU dated 26 June, the Cambodia Valuers and Estate Agents (CVEA) Association provided rights for it 80 member agencies to sell units in TK Royal One, CA&SA, and AXIS Residence condominiums.

The MoU means that any real estate companies which register with the association are automatically permitted to trade these four projects. This development is one of many significant reforms in the

CVEA under the leadership of Mr. Sok Bun, who is also the executive director of Teho-SBG Development Co., ltd that is developing the \$500m The Bay project.

While real estate agencies have traditionally approached developers, this new CVEA strategy brings developers directly to agents.

Established in 2007, CVEA member Khmer Real Estate has a three-year contract as the exclusive sales agent for TK Royal One condominiums.

Developed and financed by Cambodian-Taiwanese development company TC Royal Manor Asset Management, which has over 30 years of experience in Taiwan's real estate market, the luxury residential and office building contains 19 floors including another 4 underground floors that can accommodate 200 cars and 286 motorbikes.

developer, contains 566 units

With its prime location along Russian Federation Boulevard in front of the Royal University of Phnom Penh (RUPP), the development offers great convenience for tenants to live in or for investors to lease back.

The condominium consists of 183 units; 40 office units, 132 condos, and 11 penthouses. Units are typically 120 sqm, including 20-25 percent floppy space, at a cost of \$2,200 per square metre for the

net area. The floppy area is provided free for owners. Units come fully furnished with international standard furniture, and local and international buyers will receive a freehold hard title.

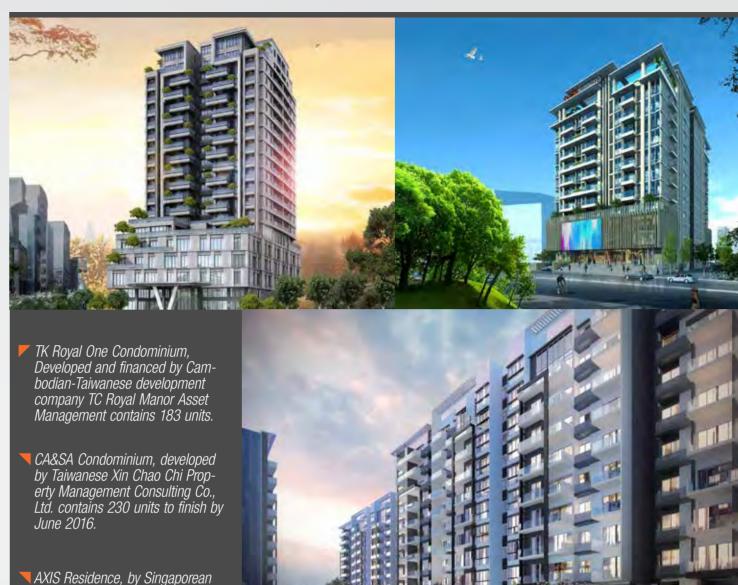
"Buyers need only to deposit 15 percent of the total value, and pay an additional 10 percent every six months. Customers can take a loan from any of the three banks that cooperate with the developer to pay the remaining 40-50 percent of the unit value," said Mr. Kim Heang, CEO of Khmer Real Estate Co.,

To ensure financial stability and to gain customer trust, Mr. Kim said the

developer spent six months (from June 2014 to January 2015) focusing solely on the legal process. The sales campaign wasn't launched immediately despite receiving many client enquiries as soon as construction started.

"Only launching our sales after almost 4 months is our strategy to gain customer trust that we are the real developer," he said, adding that, "Customers can deposit just \$2,000 and they can sign and consider the contract for a week. If they don't like it, they can dissolve the contract, and get their \$2,000 back."

While the developer is Cambodian-Taiwanese, TK Royal is being con-



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structed by Korean constructor Bitus and monitored by a French project consultancy to ensure the highest quality. The project showroom and sales office are based at the construction site.

Thanks to its developer-based policy, Furi Realty, a 4-month old realty agency, has won the bid to become the exclusive sales agent for CA & SA condominium which is located on Diamond Island close to the La Sene project.

Developed by Taiwanese Xin Chao Chi Property Management Consulting Co.,Ltd with almost 20 years of experience in property management, the condominium contains 230 units of which 95 percent are one-bedroom units while the remainder are penthouses. While prices for condo units start from \$84,000 including VAT, the price for fully furnished penthouses starts from \$400,000, said Mr.Ly Senleap, Representative of Furi Realty.

With construction scheduled for completion by June 2016, 70 percent of the units have already sold, leaving only about 50 remaining units.

CA&SA's payment policy is its major selling point. Firstly, buyers just deposit 10 percent of the total price, and after they have paid 50 percent, they can pay another 50 percent after the condo is completed. Buyers can also take a loan from Hongleong bank of up to 70 percent of the unit's value, while clients can use the unit they buy as collateral.

"Buyers can also lease back to developer if they want with 6 percent ROI

annually," said Mr. Ly Senleap of Furi Realty. "If customers pay 100 percent of unit price, after the project completion, developer will give back 18 percent of ROI to clients back if they choose the lease back policy."

The CA & SA showroom, opening in August, is also located nearby the project site. As construction has already reached the 8th floor, the developer will launch its second and third projects in Cambodia soon, he said.

CBRE Cambodia has won the bid to be the exclusive sales agent for the 10-storey AXIS Residence located near Phnom Penh International Airport. This area holds huge potential for a real estate boom, with schools, shopping facilities, hospitals and two large-scale projects the Orkidee Villa and Lion City Shopping Mall - in the vicinity.

The 2-hectare project contains 566 units ranging from one three bedroom units and penthouses with more car parking spaces than the number of units. Developed by a Singapore-based company, the project construction and designs are also being done by Singaporean firms like Sunwah Project Management, AGA Architects, KCI Consultants, and iCON Engineers.

Prices per fully-furnished square metre start at \$1,700.

"This project has a special environment with a nice green area, as there are not many tall buildings there," said Ms. Ann Thida, Associate Director of CBRE

Cambodia. "The Singaporean living standard-based facilities that AXIS will provide don't exist yet in Cambodia by far."

Established over a decade ago, the CVEA is undergoing huge reform under Mr. Sok Bun's leadership. He is now the forth chairman and has committed to reforming the club to a higher level to stand ready for the challenges and opportunities presented by ASEAN regional integration. He has also been appointed as the chairman of the ASEAN Valuers Association (AVA) for a two-year mandate (2015-2016).

"We will host the AVA Congress in Cambodia next year to let the world know how far Cambodia's real estate market has now come," he told Construction and Property Magazine. "We also want to inform international investors that Cambodia has more available land for real estate or other industrial development."

Besides sourcing potential property projects for its members to sell, CVEA is now collecting other types of properties, such as land, for its members as well. In order to expand its international networks, the group will also sign an MoU with a Hong Kong-based real estate association that has over 600 members and is chaired by famous Chinese tycoon Li Ka Shing. The association is also working with a Singaporean realty academy school to train local agents to a higher standard and upgrade the skills in the sector ■

PHNOM PENH OFFICE RENTS

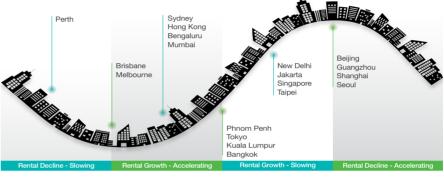
Knight 🚩 🐬 Frank

ent rises of 0.6% in Q1 2015, saw Phnom remained fairly robust. Bangkok topped rental Penh move up to 5th in the Knight Frank qrowth across the region, with a 3.8% increase for Q1 with only the four major Australian to defy the political uncertainty still hanging cities above it, while Bangkok topped rental over the country," wrote Nicolas Holt, Asia growth in the region.

"Throughout Southeast Asia, markets "In Phnom Penh, rents climbed marginally

Asia Pacific Prime Office Rental Index guarter-on-guarter, as the market continues Pacific Head of Research at Knight Frank.

Figure 1 **Prime Office Rental Cycle**



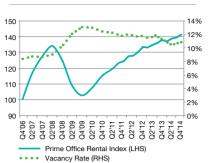
Source: Knight Frank Research
The diagram does not constitute a forecast and is intended only as an indicative guide to current rental levels.

despite a significant increase in net absorp- experienced in 13 of the 19 markets tracked, more competitive market following the com- three recording rental declines. pletion of Vattanac Capital Tower," he added. The report shows that Phnom Penh's 12mth

tion as landlords vied for new tenants in a with three recording no rental movement and

Knight Frank LLP is the leading independent global property consultancy. Headpercentage rise in prime office rents of 7.6% quartered in London, Knight Frank, together is by far one of the most robust in the region. with its US alliance partner, Newmark Grubb Overall in the region, rental growth was Knight Frank, operate from 370 offices, in 55

FIGURE 3 **Prime Office Rental Index**



Source: Knight Frank Research

City	Submarket (S)	3-month % change (Q4 2014- Q1 2015)
Bangkok	CBD	3.8%
Kuala Lumpur	City Centre	3,6%
Hong Kong	Central	3.2%
Seoul	CBD	2.3%
Tokyo*	Central 3 Wards	1.9%
Mumbai	BKC	1.6%
Sydney	CBD	1.0%
Guangzhou	CBD	1,0%
Taipei	Downtown	0.9%
New Dethi	Connaught Place	0.9%
Bangaiore	CBD	0.8%
Phnom Penh	City Centre	0.8%
Singapore	Raffles Place, Marina Bay	0.6%
Brisbane	CBD	0.0%
Melboume	CBD	0.0%
Jakarta	CBD	0.0%
Shanghai	Puxi, Pudong	-0.5%
Beijing	Various	-0.5%
Perth	CBD	-1.8%

countries, across six continents and has over 12,000 employees. The Group advises clients ranging from individual owners and buyers to major developers, investors and corporate

Asia-Pacific Prime Office Rents

Increase No Change

Q1 2015	Fillie Office Refits							Decrease
City	Submarket	Prime Net Headline Rent	Local Measurement [^]	12 mth % change	3 mth % change	USD/sq m/ mth	Gross Effective Rent** USD/sq m/mth	Forecast next 12 mths
Brisbane	CBD	560.0	AUD/sq m/yr	2.0%	0.0%	35.9	28.5	(2)
Melbourne	CBD	486.0	AUD/sq m/yr	0.2%	0.0%	31.1	29.7	•
Perth	CBD	650.0	AUD/sq m/yr	-6.2%	-1.8%	41.7	37.7	•
Sydney	CBD	793.0	AUD/sq m/yr	3.1%	1.0%	50.8	42.4	•
Phnom Penh	City Centre	22.1	USD/sq m/mth	7.6%	0.6%	22.1	29.1	•
Beijing	Various	370.8	CNY/sq m/mth	-1.7%	-0.5%	60.7	88.7	•
Guangzhou	CBD	177.5	CNY/sq m/mth	0.2%	1.0%	29.1	49.4	•
Shanghai	Puxi, Pudong	271.7	CNY/sq m/mth	-0.7%	-0.5%	44.5	68.2	•
Hong Kong	Central	123.5	HKD/sq ft/mth	3.0%	3.2%	171.4	171.9	•
Bengaluru	CBD	1,104.0	INR/sq ft/yr	1.7%	0.8%	15.8	25.4	•
Mumbai	BKC	3,100.0	INR/sq ft/yr	2.1%	1.6%	44.5	71.4	•
New Delhi	Connaught Place	3,240.0	INR/sq ft/yr	2.0%	0.9%	46.5	74.6	(-)
Jakarta	CBD	6,688,524.0	IDR/sq m/yr	5.7%	0.0%	42.8	54.0	•
Tokyo*	Central 3 Wards	31,165.8	JPY/Tsubo/mth	5.7%	1.9%	78.8	78.9	•
Kuala Lumpur	City Centre	5.4	MYR/sq ft/mth	5.3%	3.6%	15.7	19.1	(2)
Singapore	Raffles Place, Marina Bay	10.7	SGD/sq ft/mth	-	0.6%	84.1	96.0	(-)
Seoul	CBD	31,538.0	KRW/sq m/mth	0.8%	2.3%	28.5	67.4	•
Taipei	Downtown	2,590.0	TWD/ping/mth	1.5%	0.9%	25.1	38.4	•
Bangkok	CBD	801.5	THB/sq m/mth	7.3%	3.8%	24.6	29.9	•

Source: Knight Frank Research / *Sanko Estate

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[^]Based on net floor areas for except for China, India, Korea, Taiwan, Thailand (gross) and Indonesia (semi-gross)

^{**}Inclusive of incentive, service charges and taxes. Based on net floor area



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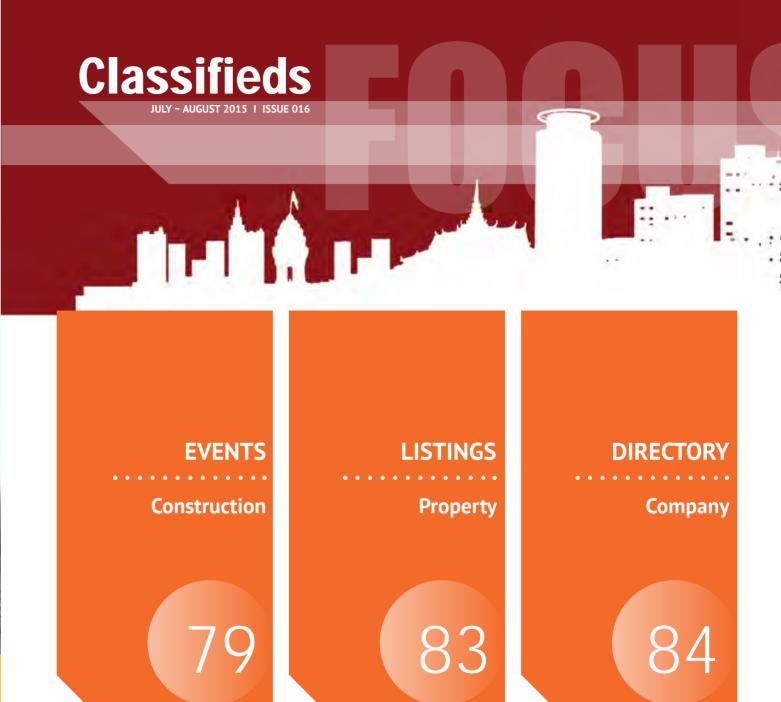
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CONSTRUCTION







EVENT CALENDAR | CAMBODIA



4th CAMBODIA CONSTRUCTORS ASSOCIATION SUMMIT & CONSTRUCTION INDUSTRY

Event name Start date Location

Details

: CAMBODIA CONSTRUCTORS ASSOCIATION SUMMIT & CONSTRUCTION INDUSTRY EXPO

: December 03, 2015 End date : December 05, 2015 : Diamond Island Exhibition and Convention Organizer : Cambodia Constructors Association (CCA)

: The 4th Cambodia Constructors Association Summit & Construction Industry Expo is scheduled for December 3-5, 2015 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 opportuni-

Event name Start date Location

Details

Details

Location

Details

: CAMBODIA INTERNATIONAL BUILDING CONSTRUCTION INDUSTRY SHOW

: September 10, 2015 End date : September 12, 2015 : Phnom Penh, Cambodia Organizer : Cambuild

> : AMB Events is the biggest international trade shows organizer in Cambodia. The Group prides itself in delivering real benefits and results to all our exhibitors, visitors and delegates across Asia's emerging markets including

Malaysia, Vietnam, Cambodia and Myanmar.

: CAMBODIA PROPERY EXPO 2015 Event name : September 10, 2015 Start date

End date Location : Diamond Island Exhibition and Convention

Organizer : Cambuild

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: CIVAR' 15 Event name

Start date : September 10, 2015

: Diamond Island Exhibition and Convention

Organizer : Cambuild

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End date

End date

Malaysia, Vietnam, Cambodia and Myanmar.

Event name Start date Location

Details

: CAMENERCY' 15 : September 10, 2015

: Diamond Island Exhibition and Convention

: September 12, 2015

: September 12, 2015

: September 12, 2015

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JULY ~ AUGUST 2015 • ISSUE 016

EVENT CALENDAR | ASIA

Event name : AVL+M Thailand 2015

Location :IMPACT Arena, Exhibition and Convention Centre Organizer :IMPACT Exhibition Management Co., Ltd,
Details :IMPACT Arena, Exhibition and Convention Centre Organizer :IMPACT Exhibition Management Co., Ltd,
Thailand International Exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhibition on Pro Audio, Visual & Lighting + Music, Taking up over 5,000 sq meters of exhi

bition space and serves as your most cost effective marketing platform to reach out and showcase your innovations, technologies, products and services to the entire spectrum of trade buyers and users from the professional

audio, visual & lighting and music industry and market.

Event name : ARCHIDEX 2015 Start date : Aug 12, 2015

: Aug 12, 2015 End date : Aug 15, 2015

Location : Kuala Lumpur Convention Centre, Malaysia Organizer : C.I.S Network Sdn Bhd

Details : ARCHIDEX – the famous acronym for the International Architecture, Interior Design & Buildin

: ARCHIDEX – the famous acronym for the International Architecture, Interior Design & Building and touted as Southeast Asia's leading multi-national exhibition and networking event in the industry's trade calendar. It has also earned itself a pivotal position as a leading gathering among the region's fraternity of architects, urban plan

ners, interior designers, developers, academicians, students and other related industry professionals.

Event name: Bangkok RHVAC 2015

Start date : Aug 13, 2015 **End date** : Aug 16, 2015

Location : Hall 101-104, BITEC, BANGNA 88 Bangna-Trad Organizer : Department of International Trade Km.1 Bangna, Bangkok, 10260 Thailand Promotion, Ministry of Commerce

Details : angkok RHVAC is regarded as one of the top-five Refrigeration, Heating, Ventilation, and Air-Conditioning trade

events of its kind in the world and the second largest in the Asia Pacific region and the undisputed leader in

target-specific trade events in Southeast Asia.

Event name : Build Eco Xpo (BEX) Asia

Details

Start date: Sep 02, 2015End date: Sep 04, 2015Location: Halls A - B, Marina Bay Sands Expo & OrganizerOrganizer: Building & Constrution Authority of Singapore

Convention Centre, Singapore

: Build Eco Xpo (BEX) Asia is the global business sourcing, networking and knowledge-sharing platform for the sus-

tainable built environment in Southeast Asia. The event draws together international brands of green building technologies and advancements, to the heart of the region's community of architects, building owners, contractors, consultants, developers, facility managers and energy managers, for business opportunities and experiential engagement.

Event name : IFSEC Southeast Asia 2015

Start date : Sep 02, 2015 End date : Sep 04, 2015
Location : Kuala Lumpur Convention Centre, Malaysia Organizer : UBM Malaysia

Details: IFSEC 2015 event will focus specifically on leading global technology, solutions, knowledge and the latest innova-

tions. And we are introducing Safe Cities. Covering six key areas of: CNI, transport, business continuity, utilities, big data analysis, command and control, and emergency planning, Read up on Safe Cities - IFSECGlobal.com –

Connecting the Security and Fire communities.

Event name: Greenbuild Asia 2015

Start date: Sep 09, 2015End date: Sep 11, 2015Location: PWTC Kuala LumpurOrganizer: UBM Malaysia

Details : Greenbuild Asia is a unique platform that brings together stakeholders and industry professionals who pool their knowledge and experience. They also develop policies that promote green agendas and ensure that the construc-

tion and built environment activities are conducted in ways that protect and preserve the environment.

Event name : Solar Asia expo 2015

Start date: Sep 09, 2015End date: Sep 11, 2015Location: PWTC Kuala Lumpur, MalaysiaOrganizer: UBM Malaysia

Details : Solar Asia Expo 2015 will showcases latest solar technologies and innovations and is the place to source and forge

rewarding business partnership while networking with industry professionals and experts from various building

and construction related sectors.

EVENT CALENDAR | ASIA

Event name : Solar Asia expo 2015

Start date: Sep 09, 2015End date: Sep 11, 2015Location: PWTC Kuala Lumpur, MalaysiaOrganizer: UBM MalaysiaDetails: Solar Asia Expo 2015 will showcases latest solar technologies and innovations and is

: Solar Asia Expo 2015 will showcases latest solar technologies and innovations and is the place to source and forge rewarding business partnership while networking with industry professionals and experts from various building

and construction related sectors.

Event name : Construction Indonesia 2015

Location : Jakarta International Expo Organizer : PT Pamerindo Indonesia

Details : Construction Indonesia 2015 now in its 18th edition is Indonesia's largest and most popular co

: Construction Indonesia 2015 now in its 18th edition is Indonesia's largest and most popular construction exhibition, held at Jakarta International Expo. With huge investments ongoing in the region Construction Indonesia provides the perfect platform for industry professionals and key players from the global construction industry to

network and showcase their latest products and services under one roof.

Event name : Asean Heavy Machinery & Equipment Ehibition

Start date: Sep 17, 2015End date: Sep 19, 2015Location: One International Exhibition Sdn BhdOrganizer: PWTC Kuala Lumpur

Details : AseanMach is the most comprehensive heavy machinery event in the region, specifically dedicated to the build

ing, construction, infrastructure and mining sectors. The event shall showcase a wide product range of heavy

machinery, equipment, parts, specialised services and technology.

Event name : BICES 2015

Location : New Beijing International Exhibition Center Organizer : BICES Organizing Committee

Details : Beijing Asiamachine International Convention & Exhibition Ltd. is invested by three organizers of BICES. We have

excellent teams, owns rich and unique organization and operation experience for large-scale exhibitions, and we aims to provide value exchange platform for exhibitors and audiences with advanced and mature exhibition con

cepts and achievements, to create and realize the best value.

Event name: BuildTech Asia 2015

Details

Details

Location : Singapore Expo, Hall 3 & 4 Organizer : Sphere Exhibits Pte Ltd

: The 5th edition of BuildTech Asia 2015 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. Dedicated to make a difference to the

future of the industry, this 3-day trade event provides a platform for business professionals to showcase, share, learn and succeed in the regional built sector.

Event name : 2ND ANNUAL CONSTRUCTION RISK & DISPUTE MANAGEMENT

Start date: Oct 28, 2015End date: Oct 29, 2015Location: GoodWood Park Hotel, SingaporeOrganizer: Trueventus

: This event is to discover and gain the practical tools and strategies to manage costly risks & disputes to achieve project success! It has been refreshed with our dynamic panel discussions to create dialogue among all stakehold-

ers in the construction process and propose solutions to tough issues in construction disputes.







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ទំហំអគារ/B-size: 64 sgm ទំហំដី/L-size: 132 sam

(⊕) 0 **(⊕)** 2 **(ℓ)** 016 835 511

29 al 0 and Mr. Sovannari



Location at Sangkat Phsar Thmei 1, Khan Daun Penh,

ទំហំអគារ/B-size: 4m x 25m (100 sqm)

Mr. Ratha **(7)** 015 915 899



មានទីតាំងស្ថិតនៅ សង្កាត់ទូលទំពូង ខណ្ឌចំការមន រាជធានីភ្នំពេញ ។ Location at Sangkat Toul Tumpung, Khan Chamkarmon

ទីហិអគារ/B-size: 13x13 (169 sqm) ទំហំជី/L-size: 270 sgm

29 (a) 0 (b) 0 (c) Mr. Kim Hong

Khan Chamkamorn, PP

Unit size: Start from 88 sqm to 109 sqm

Property Name: Platinum Bay

Property Type: Condominium

Total of Unit: Number of floor: 32 stories

Swimming pool, Gym, Steam, Sauna

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Property Name: Property Type:

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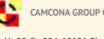


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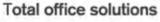


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