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Batch Master 3000	Max. 240 Ton/Hr			
Batch Master 4000	Max. 320 Ton/Hr			
Master (Portable Plant)				
Model	Capacity			
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Mobile Batch Master 1000	Max. 80 Ton/Hr			
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Message from the CHAIRMAN of the Cambodia Constructors Association (CCA)



PP-R PIPE SYSTEM

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



nternational Federation of Asian and Western Pacific Contractors ssociations (IFAWPCA)

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Cover Photo: Creed Group's Borey Maha Sen Sok and Arata Garden Residences in Sen Sok District. construction in Phnom Penh, Cambodia

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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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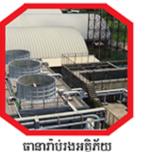
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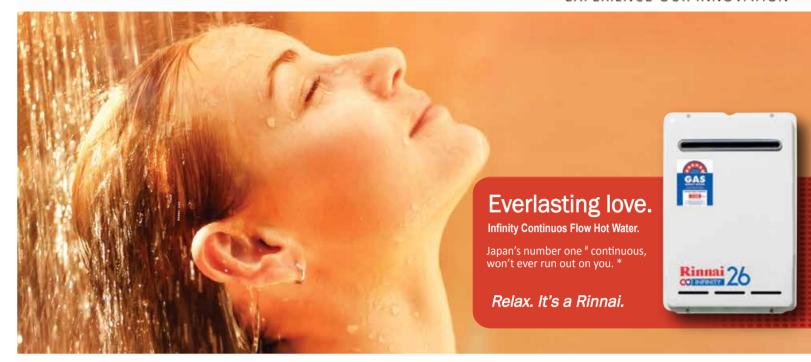
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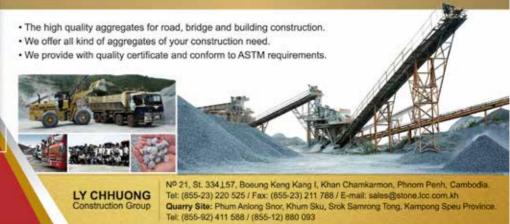
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imes City, a \$324 million mixed-use development located on 10 acres in central Yangon, is expected to establish new benchmarks in accommodation, workspace, and shopping in Myanmar when it is completed by the end of 2017.

Local conglomerate Crown Advanced Construction is behind the project, which aims to introduce



modern living facilities, premium office spaces, comprehensive retail options and a 5-star hotel, all in one develcentre.

The mixed-use development will comprise of 10 buildings, which include: office and residential tow-

opment.

ers with 260 condominium units, 37 shop houses, a fivestar hotel, a shopping mall (YatanarMall) and a 14-storey second-hand car business

The residential and office units are priced at an average of \$300 per sq ft, and the

majority of the condominium units, and all shophouses have already been sold.

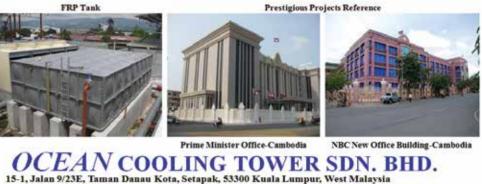
Crown Advanced are also planning to sign a deal with Hilton Worldwide to manage the hotel segment, which is part of the mixed-use development project



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INDONESIA SCRAPS HIGH-SPEED TRAIN

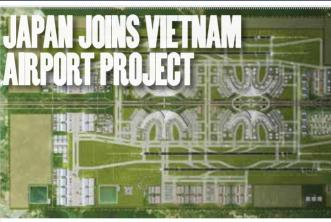
he Indonesian government has cancelled the planned \$5.3b, 150km high-speed train project between Jakarta and Java, opting instead for a cheaper medium-speed option.

The project had seen an intense bidding process between China and Japan for the contract to build the line which would have carried trains at up to 300km/h.

"Indonesia is just the first battlefield between China and Japan. There are other countries that would be interested in similar projects so the stakes are high," commented Rizal Ramli, chairman of the Indonesian Bureau of Logistics.

Rini Soemarno, the state enterprises minister said that Japanese requests for government guarantees and government loans to build the line were too burdensome for Indonesia, and had not been sought by China.

The Indonesians decided that not only were the proposals too expensive - with state financing better spent on other infrastructure projects - but that the route was too short to justify a high-speed train. The revised medium-speed train is expected to bring savings of 40 percent on the initial projected costs and Chinese and Japanese companies remain interested in bidding. Construction is expected to start by the end of the year 🔳



uring a recent meeting between the Vietnam Ministry of Transport and its Japanese counterpart, Japan reportedly showed interest in joining the development of Vietnam's Long Thanh International Airport.

The project will cost Vietnam \$16 billion with construction being expected to begin by 2019 and expected to commence operations in 2023. Japan is the largest ODA source for Vietnam's transportation projects, according to the deputy minister Nguyen Hong Truong, who revealed that the assis-

tance capital from Japan since 1994 has amounted to \$884.5 billion.

"We are much interested in the Long Thanh International Airport project. The Tan Son Nhat Airport is overloaded, and the presence of the Long Thanh airport will be a breakthrough for Vietnam to develop further," the Japanese infrastructure and transportation minister Akihiro Ohta reportedly commented.

The mega airport project is expected to carry 100 million passengers and five million tonnes of cargo each year 🔳



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fficial approval has been given for two mega real estate projects in Hanoi collectively worth \$2.28 billion. The projects, to be developed by Vingroup, Vietnam's leading property firm, and Bitexco Group, which is famous for

the Bitexco skyscraper in Ho Chi Minh City.

Bitexco's multi-use development. The Manor Central Park, has an investment capital amounting to \$1.9 billion. The complex will comprise of villas and luxurious apart-

ments, offices, schools, trade centres and other facilties like green parks, lakes, fitness centres and restaurants. Construction is expected to take five years.

The other development that has received the go

ahead is the 17.6 hectare Green City with an investment capital of \$379.4 million from Hong Ngan Real Estate. Vingroup expects to start construction of the project in the fourth quarter of 2015, and hopes to complete it by 2019

KOREAN-ITALIAN JV BUILDS HYDRO PLANT IN INDONESIA

orean and Italian firms will build a major new hydropower scheme in Indonesia, partly financed by the World Bank.

Global Construction Review reports that Italy's Astaldi Group and South Korea's Daelim, in a joint venture with an Indonesian firm, Wika, will build the upper and lower dams for the planned \$800m Upper Cisokan hydroelectric power plant on the Island of Java.

The World Bank will contribute \$640m in loans while Indonesia's public power utility, PT PLN (Persero) is providing \$160m.

The plant will be the first of its kind for Indonesia and is expected to provide over 1,040 MW of peak-hour electricity. Indonesia needs a better electricity supply if it is to become a large, mid-income economic power, the World Bank said.

The JV must build the lower and upper dams, which are 75m and 98m in height respectively which will require around a million cubic metres of roller-compacted concrete.

Moving the water up and down requires 6km of tunnels up to 10m in diameter, and the JV must also build an underground power station, ventilation works and an electrical substation.

Work starts in early 2016 and is scheduled for completion in just over four years

MALAYSIA SEEKS POWER Plant Partners

alaysia's Toyo Ink Group Berhad is currently seeking partners for a \$3.5 billion joint venture to develop the Song Hau 2 thermal power plant in South Vietnam, according to the country's foreign investment agency report.

The BOT (Built-Operate-Transfer) project will have an anticipated capacity of 2,000 MW, and was initially agreed in 2013 via a MoU between the Vietnam Ministry of Industry and Trade's Energy Department and Toyo Ink.

However, the project located in Hau Giang Province, has been stalled due

to delays in finalising the search for partners. Vietnam's foreign investment agency also stated that Toyo Ink began looking to invest in a Vietnam-based thermal power plant nine years ago.

According to the group's calculation, the \$3.5 billion project will generate revenue of about \$970 million when it becomes operational in 2021.

The \$3.5 billion Toyo Ink project investment helped bring the pledged foreign direct investment into Vietnam to \$11.03 billion during the first nine months of 2015





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ne construction sector is now the most dynamic driver of GDP growth according to The East Asia Pacific Economic Update that was published by the World Bank at the start of October.

"Construction and real estate represented 2 percent growth out of the 7.1 growth in GDP last year. This is the largest contributor. It is booming and quite hot," according to Sodeth Ly, country economist at the World Bank in Cambodia.

In 2013, construction and real estate only accounted for 1.3 percent of GDP growth, but grew faster than garment production for the first time last year. Given the figures for construction sector imports, this trend is likely to continue, despite predictions by the World Bank that Cambodia's growth will slow to 6.9 percent in 2015.

For the first half of this year, 1.2 million metric tons of construction materials were imported, with steel increasing by 32 percent, cement by 8 percent and general materials by 38 percent ■



epresentatives from the Henan Provincial Communications Planning Survey and Design Institute (HPC) in China presented plans to the government for building a fourlane elevated expressway in Phnom Penh to relieve traffic congestion.

Transport Minister Tram Iv Tek and representatives from City Hall and the Ministry of Finance were presented three options on Tuesday 22 September; the first would run 8.3 km over Russian Boulevard and cost

\$362m, a second would run 8.68 km over a railway line and cost \$400m, and a third would be built over Street 70 and run 10.82 km costing \$459m.

The government team initially warmed to the railway line route given the lack of disruption during construction and also that the lines are currently disused.

The Chinese company then met with Deputy Prime Minister Keat Chhon on Monday 28 October and proposed the expressway

Among the investors,

Korean rank first, fol-

lowed by the Chinese,

Japanese, British and

ministry's Construction

Property. According to

to run from the Camko Satellite City roundabout to the airport, according to a statement from Chhon's office.

HE Keat Chhon reportedly agreed in principle to a build-operate-transfer arrangement with HPC but stressed that the road should run over the city rather than through it.

The parties agreed on the need to conduct a feasibility study, though no formal agreements were made 🔳



nvestment on building and property industries

grows almost 14 percent in the 3rd quarter 2015, said a report by Ministry of Land Manage-Malaysian, Lao Tip Seyha, ment, Urban Planning and Deputy Director of the Construction.

The report states over Department told Post US\$1.7 billion invested on the two sectors by the him, from the year 2000 3rd quarter this year com- to the first nine months pared to only US\$1.5 bil- of this year, 239 foreign

investment projects worth lion at that time in 2014. about \$3.3 million have been licensed. The rest goes to projects either run by local investors or shared between local and foreign investors.

> However, the World Bank's annual business survey report ranked Cambodia at 127 out of the 189 countries in term of attractive business place





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stablished six decades ago, the Lighthouse Club is widely known among building professionals for its generous campaign to improve construction standards, promote worker safety and support those in need of assistance.

Appointed as Chairman for the second mandate of the Lighthouse Club Cambodia Chapter, Euan Ritchie spoke exclusively to Construction and Property Magazine about his plans.

Please describe your experience and current work in the construction sector.

I am the Managing Director of Artisan Surface Finishes. We specialise in luxury wall, ceiling and column finishes. I have been doing business in Cambodia since 2008 and established Artisan in 2014 when the opportunity arose to have an exclusive partnership with one of the most exciting brands in the world: ARMOURCOAT.

When was the Lighthouse Club Chapter established in Cambodia? How many members are there so far and who are the members?

Lighthouse Club Cambodia was established in 2012, and today we have 27 corporate members in Cambodia, and over 200 recipients of our monthly newsletter. The Lighthouse Club London will soon celebrate its 60th anniversary, and the Hong Kong office of the Asia Pacific Region will be celebrating its 30th anniversary next year. Our members are established local and international construction companies. Our events provide a platform for Cambodian companies and Lighthouse members from all over Asia to build strong business relationships and support the local building industry.

What are the aims and objectives of the Lighthouse Club Chapter in Cambodia?

The Lighthouse Club Cambodia has three main aims. First, we aim to promote good fellowship between members, second, give financial support to injured or fatally wounded construction workers and their families in the event of an accident at the workplace. and lastly, help underprivileged young Khmer people to attain the education they require to build a long and successful career in the construction industry

What is your main agenda and plan for activities as the new Chairman of the Lighthouse Club Cambodia Chapter?

My main agenda is to raise the profile of the Lighthouse Club Cambodia, support local companies and educate people on the newest standards of health and safety to maximise our reach and help more people in the construction business. Networking is hugely important to us. It allows us to reach out to new members and raise the funds we need to do the work we do. We run an annual charity golf tournament and monthly networking events, both of which are hugely successful.

What kinds of challenges does the club face? What kind of support does the club need?

The main challenges we face is the lack of understanding some workers have of the risks involved when working on a building site. We also need to continue to support and educate company owners to demand that the highest standards are met in all aspects of their business. Since we are a non-profit

organisation we do not have large funds available for marketing campaigns and thus struggle to reach some of the key players we would like to have involved.

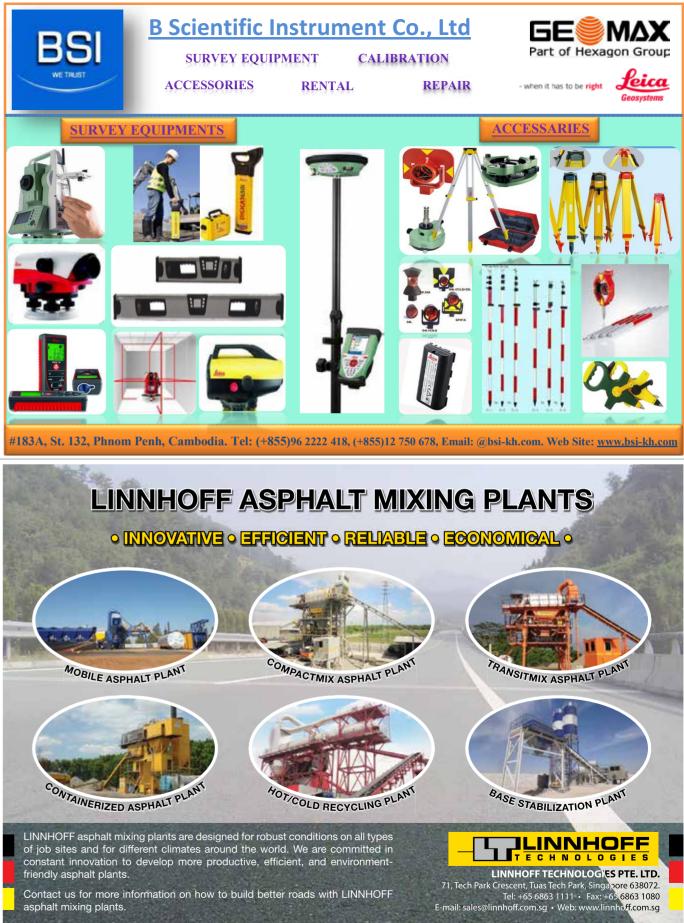
What we really need is to build recognition from the key players in the industry and organisations, such as the Cambodia Constructors Association (CCA), to help us attain our goals and build a strong partnership to create a safer and better environment for all involved.

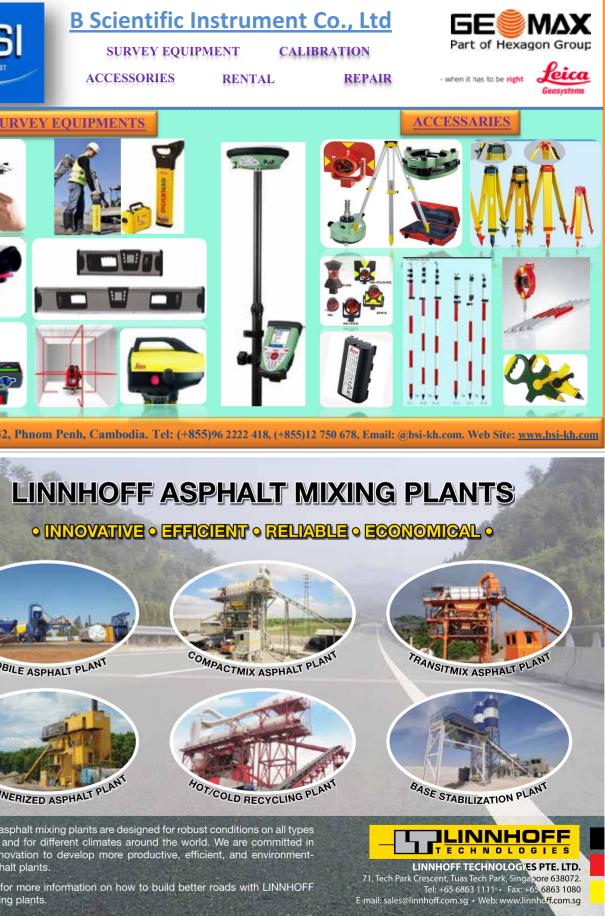
What are your thoughts on the pace of development in Cambodia's construction sector? What specific areas do you believe need improvement or reform based on your international experience?

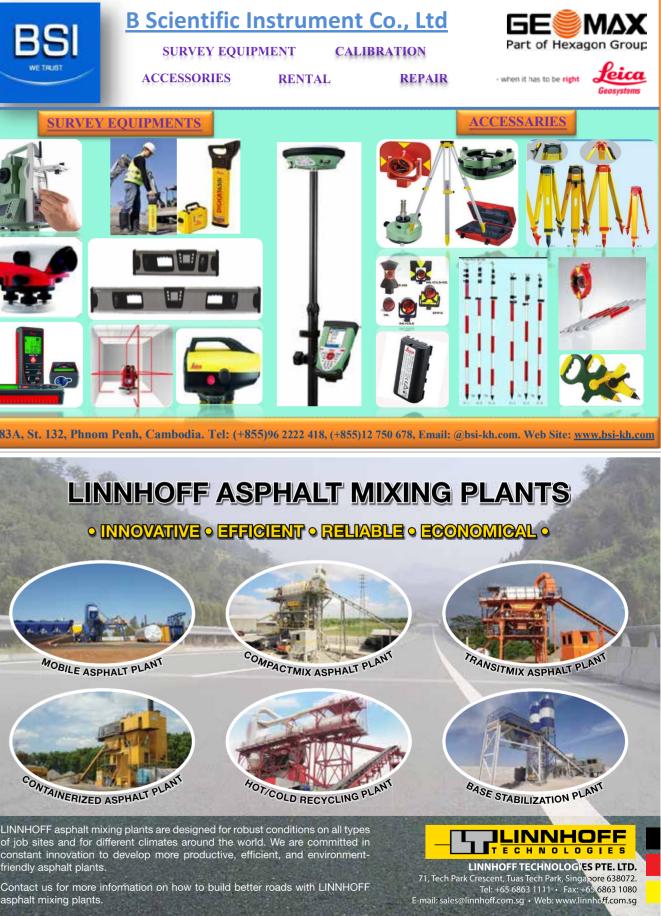
I believe that the construction sector in Cambodia is guite resilient. After suffering a small dip in 2011-2012, the sector has recovered strongly in 2013-2014 and is expected to continue to grow steadily over the next couple of years.

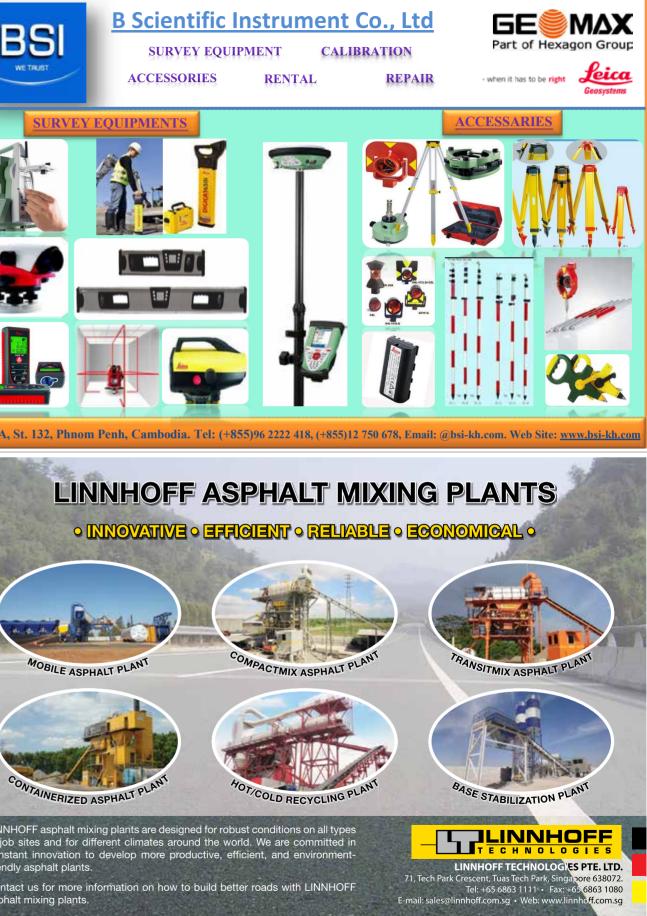
I think one of the things local businesses can improve on is attention to detail. It is not enough to have modern material, but the installation, maintenance and customer service for these materials are just as important as the material itself. In addition Cambodia needs to develop greatly in its health and safety standards as it is common to see workers on building sites in flip flops and not wearing any protective gear.

If the industry can address these two key issues Cambodia's construction industry will continue to grow and drive the Cambodian economy into a better future









IGHTHOUSE CI I I IIMINATES SITE SAFETY

By: Mr. Euan Ritchie Director. Artisan Surface Finishes Email: ritchie@artisansurfacefinishes.com

ambodia is one of the most exciting markets in Southeast Asia and has experienced unprecedented political stability and growth in the last two decades and is one of the fastest growing economies worldwide. Latest reports from the World Bank are estimating Cambodian GDP growth for 2015 at 7.1 percent, with the strongest growth expected in the construction sector.

This is most visible in the Cambodian capital, with a range of commercial and residential projects changing Phnom Penh's skyline almost daily. Figures from the Ministry of Land Management reveal the investment in this sector totalled \$2.5 billion in 2014. These factors along with political stability, both local and regionally, have drastically changed the Cambodian business landscape, increased international trust in Cambodia's economy and strengthened foreign investment.

This investment is driving the local market to demand the best material available. Many local companies along with smaller international business ventures are providing local architects, designers and developers with material sourced from all over the world. This is important for sustainable Cambodian growth as a modern infrastructure lays the foundation for Cambodia to become a key player



in the regional market. The construction industry, as the leading business sector in Cambodia, needs to play a key role in continuously developing its business practices to not only set new standards in guality, but to give employers the framework for creating an environment in which their staff can thrive.

The emergence of ASEAN in the next few years makes it vital that Cambodia has a sound economy that reaches international standards on all levels. With Cambodia's strong human resources, training and communication become vital to ensure both skilled and unskilled labour reach the standards expected by the growing demands of this market. Fair wages, safe working conditions and a more health and safety conscious workforce are key to keeping the construction industry as the driving force of Cambodia's economy for years to come.

In the last few years training and communication have developed greatly, but unfortunately health and safety has not followed this trend. Many workers do not follow international regulations, even if their employers provide the correct equipment. This is due to a lack of proper education on the risks of working on building sites.

Unfortunately severe accidents on building sites are still relatively common. These accidents do not

only have devastating effects on the workers and their families, but also on employers as they need to hire new, inexperienced staff to fill the void. A small investment in time and resources can greatly lessen this risk and benefit all parties involved.

There are many organisations who are working hard to improve the health and safety standards in Cambodia. One such organisation is the Lighthouse Club Cambodia. The Lighthouse was established in the UK and has a network of clubs all over the world to support the development of health and safety standards in the construction industry. The Lighthouse Club Cambodia has an education scholarship fund, which helps underprivileged young Khmer people attain the education they require for a long and sustainable career in the construction industry, as well as providing financial aid to construction workers and their families, in cases of severe injury or fatality.

If you are interested in learning more about the Lighthouse Club Cambodia there are monthly gatherings held on the third Thursday of every month at different locations. These gatherings are a great opportunity to learn more about the construction industry in Cambodia along with being a good networking opportunity with like-minded people in the industry

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TSURUMI: THE EXPERT PUMP FOR BUILDING WORKS

surumi pumps are globally renowned as the best Japanese pump brand for specialised use on various works including construction and agriculture.

While Tsurumi has licensed several Cambodian distributors to supply its various product lines, mostly for indoor water systems and agriculture, Meng Leng Eav Co. Ltd has distinguished itself from the competition for indoor water systems.

Now Cambodia's leading supplier of quality construction and agriculture-related products, Meng Leng Eav Co. Ltd is enjoying dominating the outdoor building pump market with about 50 percent market share after securing the exclusive dealership to supply Tsurumi pumps. This comes after years of unofficial distribution since 2008.

"There is no tough competition right now in the outdoor construction pump market with only low-quality Chinese brands available. Those Chinese brands can't compete with the unique way Tsurumi pumps are designed to handle tough work," said Mr. Meng Reaksmey, the company's director.

The pumps that Meng Leng Eav exclusively distributes specialise in sucking dirty or muddy water from construction works - such as foundation works - and pumping water from the

basin to immediately dry it for building upon. Besides many unique features and the high-tech design of the Tsurumi pump, it also has an automatic feature that can pump when the water remains and stop automatically when the water is gone. "Other brands can't handle tough work for long like Tsurumi," Reaksmey proudly explained.

In Cambodia, Meng Leng Eav aims to supply these pumps to construction companies, contractors, and sub-constructors dealing with any types of construction, and its sales volume is increasing because customers already realise the global reputation of Tsurumi.

"Because many foreign contractors know about this brand on the overseas markets, we don't face difficulty in promoting it; they just come and buy it from us," Reaksmey said.

While warranties can't be specified due to customers potentially not using the products properly, the company will offer new products to buyers in rare cases of factory manufacturing issues.

Customers interested about this pump are encouraged to learn more by visiting the company's state-of the-art showroom located near the Chinese Embassy on Mao Tse Dunc

Blvd and visit its 8-booth pavilion (Booth No. 203-210) at the 4th Cambodia Constructors Association Summit and Construc-

tion Industry Expo scheduled for 3-5, December, 2015 at Diamond Island Exhibition and Convention Center.

Enjoying over two decades background in the market, Meng Leng Eav exclusively distributes over 10 brands and another five non-exclusive brands with a total of over 1000 products and tools in Cambodia

Its new showroom has three floors and is scheduled for its official grand opening in January 2016. While the first floor is designed as a modern trade centre dedicated to power tools, hand tools and accessories, it also includes a space where customers can test the model they prefer, a maintenance centre and a cashier counter.

The 2nd and 3r^d floors are designed in a showroom style. While the 2nd floor will house cleaning devices, and all kind of pumps including Tsurumi, the 3rd floor will showcase tools, devices, machines and electricity generators for agricultural use 🔳









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DESIGNING A BETTER INFRASTRUCTURE FUTURE FOR CAMBODIA WITH AN AUSTRALIA AWARDS SCHOLARSHIP



overty has decreased in Cambodia rom 53 percent of the population in 2004 to less than 20 percent today. However, the Cambodian people have limited access to sanitation, good roads and electricity due to poor infrastructure development. Building quality infrastructure is critical to the continued development of Cambodia and the country needs professional Cambodians with good knowledge, experience and a passion to improve fellow Cambodians' lives and livelihoods. People like Oung Ponnaka, an Australia Awards alumnus, whose work focuses on rural infrastructure projects such as irrigation, road construction and small community buildings throughout Cambodia, benefiting thousands of Cambodians.

As a teenager Oung was unsure what he wanted to pursue for a career but as he grew older he realised how important infrastructure was for Cambodia. 'I then decided that infrastructure was the priority subject for me as I saw that infrastructure development was weak'.

After completing his tertiary studies

at the Institute of Technology of Cambodia he became a civil engineer specialising in water resources. As he continued to work he knew that if he wanted to continue to contribute to the development of Cambodia he needed to upgrade his skills, and that with infrastructure as a growing technical discipline, this would also help his career development.

Through a one-year Australia Awards scholarship, Oung had the opportunity to gain valuable additional professional skills in water infrastructure. He completed a Master of Technology (Construction Management) at Swinburne University in Melbourne from 2009 to 2010. Since his return to Cambodia he has been promoted to Senior Design and Management Irrigation Engineer on an Australian Government-funded program.

Through his studies he was able to understand the importance of design in construction, as well as ensuring the profitability of infrastructure and how to look after those working on infrastructure sites through health and safety training.

Oung didn't just learn in the classroom during his time in Australia. He and his children, who attended school in Australia. learnt about other cultures. different ways of learning and gained valuable life experience.

'It is an excellent scholarship' says Oung. 'My personal benefit was to build on my capacity, knowledge and skill which has led to a promotion to a higher paid position. On the social capacity I see that my projects have been supporting the development of Cambodia through having correct conceptual design and ensuring it is the right infrastructure development for this country.'

The prestigious Australia Awards Scholarships have been offered by the Australian Government in Cambodia for over 50 years as a fundamental part of the Australian aid program. As Australia Awards scholars, recipients can gain an internationally-recognised qualification from an Australian university and have the chance to pursue a career that makes a difference in the lives of Cambodians



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Water resource was one of my subjects whilst I was studying on scholarship with Australia Awards. I was able to learn how to correctly allocate water supplies and have been able to use this knowledge on over 30 irrigation schemes throughout Cambodia. My projects have been very beneficial to the people living in rural areas. Australia Awards is an opportunity that I would encourage others to take."

Mr. Oung Ponnaka Senior Design and Management Irrigation Engineer.

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SPECO TO ASSIST CAMBODIA'S

ountries in the Greater Mekong Sub-region (GMS) need to collaborate in creating more road, rail and maritime links to connect with the major transport routes in each country in order to create true connectivity, according to the Asian Development Bank (ADB). India recently announced plans to build a highway running from Kolkata to Ho Chi Minh City via Myanmar, Thailand, Cambodia and Vietnam. It is a grand opportunity especially for Cambodia which will see many more international and regional infrastructure development projects across the country as it prepares to merge with the region

"Wherever the road construction is. there is SPECO. We have been inspired by this motto since our establishment in 1979 as a leading Korean manufacturer of asphalt mixing plants. The ambition is to assist the global road ways to meet international standards on roadwork projects. Having understood that the ASEAN countries are to be connected by roads and railways, and as Cambodia enters the Asean Economic Community (AEC) next vear and plans to pave the roads step by step. SPECO can customise equipment to meet the requirements of each infrastructure project," says Kim Jin-Kyong, SPECO Vice President for Sales and Business Operations.

Initially only producing asphalt mixing plants, SPECO's core business has expanded to include concrete plants, crusher plants, and wind power generators. Its machineriy is now seen at over 2,500 projects in 50 countries worldwide. Compared to other brands on the market, SPECO plants are based on innovative mixer technology that increases overall productivity by up to 20 percent, care. depending on the mixture design, while it can also reduce maintenance costs by 20 percent.

As time goes by, SPECO's R&D team and engineers strive to follow global trends such as environmentally friendly processes and minimising oil consumption. By quickly supplying spare parts, SPECO gains credibility among customers, and customers also can proceed with their project without error or bodia, SPECO is very delighted to bring its wasting time.

DECO

"Our innovative products have already been proven at the job site, and provided high performance, efficiency, durability, accuracy in all weighing units, perfect control systems and environmentally friendly solutions for customers," he added. "We will keep contacting our customers after selling the product as we want to build customers' loyalty by serving existing customers with the utmost

Entering the Cambodian market last year, them in person," says Kim. the company's strategic plan in Cambodia is to gain trust in its products, promote the brand, and receive/offer prompt feedback to meet their customer's needs. Its target customers are everyone dealing with construction especially on infrastructure projects.

Through its representative office in Camtechnology for the best quality outcome of

Contraction of the

all construction projects from stone and concrete production to road construction.

SPECO will present its latest high-tech plant to the Cambodian market at its booths (No. 187-189) at the 4th Cambodia Constructors Association Summit and Cambodia Construction Industry Expo on 3-5, December, 2015 at the Diamond Island Exhibition and Convention Center. "We are planning to listen to customers' feedback and interact with

With its Eumseong manufacturing facility in Korea, the world's largest asphalt plant factory at 200.000m² 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 🗆

RESIDENTIAL WATER FILTRATION SYSTEM

Pentair CTS-QC1000 Performance Specifications - Claims: Sediment, Chlorine, Taste & Odor. - Pressure Range: 1.6 - 6.8 bar [25-100 psi]

GE

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Sediment, Chlorine, Taste & Odor

Performance Specifications

- Pressure Range: 2.0 - 6.9 bar (21-65 psi)

Temperature Range: 5 – 38°C

Filter Capacity: 9450 Litres (2500 gallon)

- Replacement Cartridge:

2.3 Litres per minute (0.6 gpm)

- Rated Service Flow:

- Micron Rating:

0.5 micron

GSBF-1500R

Claims:

GSBF-1500

- Temperature Range: 5-380 - Filter Capacity: 3785 Litres (1000 gallon) - Rated Service Flow: 2.3 Litres per minute (0.6 gpm)



Pentair

Performance Specifications

°135

Claims: Sediment, Chlorine, Cysts*, Lead, Lindane, asbestos, mercury and atrazine

- Pressure Range: 2.0 - 6.9 bar [21-65 psi] - Temperature Range: 5 - 38°C

- Micron Rating: 0.5 micron

- Filter Capacity:

2839 Litres (750 gallon) - Rated Service Flow: 2.3 Litres per minute (0.6 gpm)

Replacement Cartridge: GSBF-1750R, GSBF-1250R

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PENTAI





ased in an advanced construction market, Singapore's BuildTech Asia 2015 expo showcases the latest developments in construction technologies and materials for a smart built environment.

Hosted by the Singaporean government agency Building and Construction Authority (BCA) and organised by Sphere Exhibits Pte Ltd, a subsidiary of Singapore Press Holdings Ltd, the 3-day trade show was held on 13 -15 October at Singapore Expo's Hall 3.

The BuildTech Asia expo, now in its fifth year as the region's leading trade show for the built environment, was launched in conjunction with Singapore Construction Productivity Week. Its features the latest construction technologies and materials and addresses the growing demands for smart building and construction technology in Asia.

The smart building market is expected to reach \$1,036 billion by 2020, according to the Sphere Exhibits press release. Industry stakeholders are also increasingly recognising the need to adopt advanced technologies to gain a competitive advantage through higher productivity and efficiency, it added.

To support industry efforts toward greater productivity, BuildTech Asia 2015 showcased a wide range of products, machineries and smart construction technologies from almost 150 exhibiting

brands from over 10 countries including Europe and America.

Major exhibitors attending the fair included Atlantic International, Bentley Systems, Industrial Concrete Products, Innocom Technologies, JP Nelson Equipment. Philipp Group and ST Building Solutions Pte Ltd, among many others.

Highlights at the show were key construction technologies and smart materials include the Building Information Modelling (BIM) technology which supports the DfMA approach for labour-efficient construction: cross laminated timber (CLT) / glued laminated timber (qlulam), an innovative and eco-friendly timber product that can be used in place of steel, and concrete canvas - a flexible fabric that hardens to form a concrete layer when hydrated.

Five breakthrough technologies and new initiatives to enhance construction productivity were introduced by the Infocomm Development Authority of Singapore (IDA) during the show. IDA presented the use of smart technologies such as sensors, analytics and autonomous systems to help Small and Medium-sized Enterprises (SMEs) in the built environment sector improve their productivity and growth prospects.

The solutions they displayed were; safety management using drones by Avetics, real-time measurement and monitoring by Trevis Technology, pay-

per-use mobile tool for work site safety by IDD SolutionNet; real-time project monitoring by Magicsoft, and biometric work site manpower movement tracking by Intercorp Solutions.

Sphere Exhibits estimated that over 6.000 visitors from across the region attended the show.

Mr. Chua Wee Phong, Chairman of Sphere Exhibits Pte Ltd, said the show is committed to introducing key technologies to meet the needs of companies in Asia. "...With our new building technology section at BuildTech Asia, visitors from around the region could find a variety of smart construction solutions that will help them increase productivity in a competitive industry landscape."

Construction in Singapore and advanced countries is gradually moving towards Design for Manufacturing and Assembly (DfMA) where it is designed for labour-efficient construction and to move as much construction work off-site as possible, said Dr. John Keung, CEO of BCA." Adopting advanced technologies that support DfMA is pivotal to the growth of Singapore's built environment sector."

The Singapore Construction Productivity Week this year also focused on smart construction technologies and improving integration and collaboration across the construction value chain

By Elaine Wong

PERI Formwork Malaysia Sdn Bhd elaine.wong@perimalaysia.com

requirement in construc- diate tasks. Ttion nowadays is to meet safety standards. However, there

maintenance and renovation.

major challenge and materials for performing imme-

The causes of scaffolding accidents include failures at are still various shoring and scafattachment points, parts failfolding companies and systems ure, inadequate fall protection, who did not yet realise how improper construction or work important safety is to scaffolding rules, and changing environmenand the benefits from it. tal conditions (high winds, tem-Scaffolds are temporarily perature extremes etc.). Addi-

used construction tools which tionally, overloading of scaffoldare utilised as working plat- ing is a frequent cause of major forms, shoring for formwork or scaffold failure. assembly work. It is used in con-

PERI scaffolding/shoring is struction, for alteration, routine a German company who took everything into consideration Scaffolding offers a safer and and developed a unique system more comfortable work environ- which combines all three feament compared to leaning over tures (shoring, scaffolding and edges, stretching overhead and access stair towers) using the working from ladders. Properly same components. With the erected and maintained scaffold- opportunity to combine 3 appliing provides workers safe access cants PERI can provide the best to work locations, level and solution with the highest safety stable working platforms, and standards which are possible temporary storage for tools and

Here are some scaffolding Do's and Do Not's which all users should be aware of

DO NOT

• Take risks

Overload scaffolding

DO

- Make sure a competent person has inspected the scaffold before you go up.
- Wear a safety helmet whether you work on or under a scaffold.
- Be sure to wear sturdy shoes with nonslip soles.
- Use a personal fall arrest system whenever required.
- Watch out for co-workers on the scaffold as well as people below.
- Always use common sense when working on any scaffold, and move around slowly and carefully. dition.
- Ask a supervisor if you're not sure if a scaffold or working conditions are safe.

might trip over them or unintentionally hit them off the platform. Hit scaffolding with any vehicle, a forklift, a large quantity of mate-

Keep debris or unneeded compo-

nents on a scaffold where anyone

rial, etc. Leave components and devices on the platform after work

EnviroCam

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Transitional space reflects the border between inside and outside



Internal courtyards act as the green space and the focal point



Interior vertical spaces link activity as well as letting natural light in



- Chea Residences
- View plays an important role in the layout of
- Hardwood floor flows out into the outdoor deck Deck becomes outdoor space for the inside activity to overflow



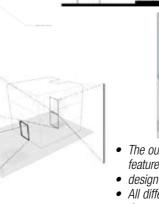
Leang Residence

- Internal courtvard is the focal point for view and circulation
- This green space is the connector for all spaces inside the house



Luxury Villa inside Borey Villa Town





- The outdoor green space become the
- design element facing the main entrance
- All different levels inside the house shared
- the same view and natural light

PUSHING THE BOUNDARY OF DAY'S HOME

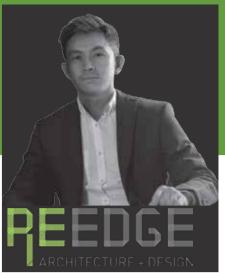
house by definition is a shelter built to house people from the harsh environment it is in. A house usually has four walls with clearly defined functional spaces such as an entrance foyer, car porch, living room, dining room, kitchen and bedroom etc... and outside the house there are the outdoor spaces with some landscape design.

The indoor and outdoor spaces are clearly separated by plastered walls with traditional or European molding details and punched-in grilled frame windows and doors. This boundary shares so little or has no sense of transitional space between what is inside and outside of the house. "Pushing the Boundary of Today's Home" tells the story of how today's home is no longer defined by its four walls and the adjacency of its exterior and interior spaces that defines the organic part of life which influence the way we live. In all of our residential projects, we take an urgent look into how transitional spaces, green spaces and functional relationship of space are working together to enhance the activities of the home owner.

reflects the position at the border, it can be a small landing before entering a house, a deck that connects the inside and the outside, or a balcony that allows the space to flow from inside to outside and vice versa. The principle design concept is to make material continuously flow in and out, allowing its texture, colour and pattern to go through these transitional spaces.

Green spaces and outdoor views are most desirable in our today's houses, interior space layout must be carefully planned to maximise the view towards it as well as controlling the movement around it. Thus, the architecture of the

Transitional space is a threshold that



house takes shape and its materialisation from choosing the right materials and locations for the views. The interior spaces of all levels can be designed around an internal courtyard making it the focal point in the house or it can be positioned to face the owner of the house when he/she opens the main door which is also making this green space to be the main view of the living space inside.

The functional programs of the exterior spaces can be purposely designed to offer the overflow of activity from inside to outside of the house. In this case, the dining room with an open kitchen is an ideal space for a family to interact while the outdoor deck can also be easily accessible by opening the sliding doors. These two functions are now connected and they can accommodate more people and transform its functions from semi-private to a public space. Sometimes vertical spaces can offer more than just a grand interior it can also allow spaces to be related to one another in a different level and at the same time allowing natural light to indirectly illuminating most part of the interior. While the double-height living room cans have ample of natural light, grand interior it can also offer the glimpse of outdoor space beyond their sitting level.

Pushing the Boundary of Today's Home is a concept design to connect the interior and exterior of the house together through layout design, selection of materials, scale of activities, positions of views and the way natural light is ideally controlled inside the house





KNG BRING BOMAG **TO CAMBODIA**

partnership deal between Cambodia-based machinery supplier Kong Nuon Group Co., Ltd (KNG) and German infrastructure machinery produc- than ever before." er BOMAG has brought the world-class earth work machinery and equipment onto the Cambodian market.

The deal, signed in early September 2015, appointed KNG as BOMAG's sole distributor in Cambodia with both parties aiming to capitalise on the kingdom's rapid construction growth, especially on infrastructure.

Established in 1957 in Germany, BOMAG now manufactures and supplies over 20 product groups via over 500 partner companies all over the world. The synergy with KNG is the latest addition which now brings BOMAG products to the Cambodian market.

"Cambodia is a developing country and to support this growth, there is a need for quality machineries with proven reliabilities. BOMAG is the largest manufacturer of compaction equipment whilst also having the widest range of road construction equipment globally," said Christopher Cher, BOMAG Product Support Manager for South-East Asia

market at the signing ceremony. "As part of FAYAT Group's road equipment subsidiaries, the BOMAG range is now wider

According to Cher, while the urbanisation of Cambodian rural areas requires earth work equipment, single drum rollers, soil compactors and soil stabilisers, dam construction projects require heavy duty compaction of thick fill layers which only BOMAG specialised deep impact polygonal drum rollers can achieve effec- and will soon be importing Yanmar rice tively.

The BOMAG asphalt pavers, cold milling machines and various asphalt rollers fit well for construction of new roads, highways, road maintenance and repair. It also has a complete solution provider for road construction, maintenance and repair companies.

For landfill waste management, BOMAG has thorough knowledge in refuse compaction and has the right machines to get the job done efficiently whatever the landfill size or condition, he added.

"Good machines alone are not enough but coupled with decades of Application

Technology through BOMAG's application engineers and distributor partners, BOMAG is able to transfer know-how, technology and technique to each and every customer," he stressed.

Over the last 24 years, KNG has been importing and supplying various machineries to the Cambodian market. For the agricultural sector, the company currently distributes Japanese Yanmar Tractors, Yamaha pumps and electricity generators harvesting machinery, according to KNG chairman Oknha Kong Nuon.

While KNG's range of Toyota forklifts and Tadano cranes have gained a satisfactory proportion of market share in the industrial sector, its Hitachi excavators can also be seen at many construction and infrastructure developments sites throughout Cambodia.

"...We always pay a lot of attention to our after-sales market [the spare parts and maintenance services] as we have set our priority with the maintenance, repair, and mobile repair vehicles to ease our customers' problems everywhere," he said 🔳





Green Material Build Strong

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P.K LIGHT BLOCK Factory Coming Soon In Phnom Penh Cambodia





whibbah has won the bid to build a \$200-million expressway connecting Phnom Penh's downtown to National Road 4 and the capital's airport.

Stretching over 14km, the 24 metre wide, 4 lane (2 lanes for each direction plus space for broken-down vehicles to park) highway will connect Toul Kork Roundabout to National Road No. 4 with a link to Phnom Penh International Airport, said Lok Oknha Hann Khieng, Director of Muhibbah Engineering (Cambodia) Co.,Ltd, the country's leading infrastructure builder established 2 decades ago.

The expressway will allow commuters to travel at speeds of 80-120km/hour and no pedestrians or animals will be allowed on it.

The project will also integrate six long bridges that will allow commuters to get on/ off the expressway at major road intersections such as Hanoi Street, Century Plaza market, the airport, and the area of Tomnup Kop Srov. The company will also build another seven tunnels under the expressway in zones with high volume to ease passage of pedestrians and scooter traffic.

The road will be built mainly on the ground parallel with the current railway line running across the city heading to National Road 4. Now the company is working to settle compensation for affected families along the way. While the company will collect toll fees from commuters, it hasn't determined the rates yet. Oknha Hann Khieng told Construction and Property Magazine.

At the time of printing arrangement, Construction and Property learns that there are few more highways have also been proposed. The Henan Provincial Communications Planning, Survey, and Design Institute from China will break ground on a highway project next year linking Phnom Penh to Sihanoukville with completion scheduled for 2020 and which aims to reduce traveling time, ease traffic jams and reduce accidents on National Road No. 4. It is also working on a proposed plan to build another highway linking downtown Phnom Penh to the airport which is currently awaiting Cambodian government approval.

The AZ Group, that has managed the 34-yearconcession to operate and maintain the 230kmNational Road No. 4 since 2000, is also expanding this main artery from 2 lanes to 4 lanes with an unspecified completion date.

Another 220km highway linking Phnom Penh and Ho Chi Minh City with investment estimated at US\$2.2 billion and proposed by the Japanese International Cooperation Agency (JICA), has also been also announced with completion hoped for by 2030 ■













REPRESENTED BY

H.E PHUOENG SOPHEAN, SECRETARY OF STATE

AMBUILD, now in its fifth year as one of Cambodia's biggest international building, construction and M&E industry shows, attracted over 9,000 trade visitors including architects and professionals from contractor firms, according to the company.

Hosted on 10-12 September 2015 at Cambodia's iconic Diamond Island Exhibition Center under the theme "Innovation & Solutions on Building, Construction & Infrastructure Development", the show was hosted by Ministry of Land Management Urban Planning and Construction (MLMUPC) and the Cambodia Constructors Association (CCA). It was organised by Singaporean expo organiser AMB Events Group.

The Board of Engineers Cambodia. Ministry of Commerce and the Cambodia Valuers and Estate Agents Association (CVEA) were the show's endorsement partners.

CAMBUILD'15 featured over 300 exhibitors from 23 countries including pavilions from China, India, Malaysia, Taiwan, Thailand and Singapore which showcased the latest technology, equipment and products across over 60,000 square feet.

Like previous years, CAMBUILD'15 grouped together five different industrial sections: CAMWATER'15, an international water and wastewater technology exhibition; CAMSECURITY'15, a security, safety and fire protection exhibition; CIVAR'15, focusing on ventilation and air-conditioning technology; CAMENER-GY'15, highlighting electrical engineering; and CAMPROPERTY'15, the Cambodia International Property Show. Various seminars relevant to the five industries were also hosted during the event.

Over the last five years, CAMBUILD has gradually grown from 70 booths in 2010 to 100 booths in 2012, 180 booths in 2013 and to about 350 booths in 2014 and the same in 2015, said Mr. Andrew Siow, AMB Events group director.

"...The international community now sees Cambodia as a potential market for investments in the construction and property sectors," he said, noting the prominence of Indian investors. He added that, "The show doesn't only promote the construction and property sectors but it also contributes to the prosperity of other sectors such as the tourism and accommodation industries."

AMB hopes to extend the 2016 event to be bigger than this year, probably taking up to two halls, according to senior staff member, Mr. Nuon Veasna.

Speaking at the show's grand opening ceremony, Neak Oknha Pung Kheav Se, CCA chairman said the show is vital it reveals the amount of trade and the internationally-recognised free market

of Cambodia. "Today, we can see a wide range of construction equipment, tool products and machinery showcased here are which are mostly imported from many destinations around the globe and are now available in Cambodian market," he said.

Representing the government, H.E. Phuoeng Sophorn, Secretary of State, MLMUPC welcomed the show's contribution to the nation's thriving construction and property industries, asserting that it is a catalyst to formulate many business partnerships and inspire investments from local and international investors in the country.

"This show's contribution is vital for Cambodia as it has been working hard to promote construction for residential and commercial properties while the economy and political situation are at a healthy stage," he said. "In line with the booming construction market, it is compulsory to have the latest technology inputs to enhance the productivity and quality of construction to meet international standards."

According to H.E. Phuoeng Sophorn, investment in Cambodia's construction sector averaged \$2.2 billion annually from 2011 to 2014, while 687 construction-related businesses are currently operating in Cambodia

Door

Flooring/

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Board

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Deck / Wall





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EDUCATION PIVOTAL TO FUTURE JOBS - NEA

Construction and Property Magazine was granted an exclusive interview with Kouch Samean, Deputy General Director of the National Employment Agency (NEA). He shared his insights on labour supply in the construction sector, initiatives to enhance technical education, and what the AEC means for the job market.

1. Since the NEA's establishment in 2009, how many Cambodian workers has it helped gain jobs? What percentage of these are construction workers?

Since 2009, around 9,000 jobseekers have directly got jobs through our placement service. This number does not include jobseekers who gained jobs via our services and did not it report to us or indirectly got jobs via our services. Furthermore, there are more than 200,000 jobseekers who have directly benefited from our public employment services including mobile career fairs, national career fairs, career guidance, employment counselling, referral services, soft skills training etc.

The proportion of people who have gained through our services in the construction sector is quite low compared to the manufacturing industry, particularly garments and light manufacture. The reasons are that high skilled and semi-skilled workers, which are the most in-demand occupations, can easily get a job compared to other professions, and they don't need direct assistance from NEA. Whilst, the low-skilled labour is normally dominated by traditional recruitment methods like networking, mouth to mouth, recommendation, and so on

2. Of the annual applications the NEA receive, what percentage are for construction or property related professions? How does this match with the number of positions available in the market?

The proportion of construction and property related professions is limited and it represents less than 5 percent of total professional occupations. With this number, there is huge gap compared to the number of vacancies collected by NEA in this sector.

3. How would you describe the situation of labour supply for the construction industry in Cambodia? Is there an under or oversupply?

The labour supply for the Cambodian economy as well as for the construction sector is characterised by young workers but with low skills and education attainment. According to the data from Cambodian Labour Force Survey 2012 conducted by NIS, around 50.8 percent of Cambodians are below 25 years old but the majority of Cambodia labour forces have only primary education. For instance, 68.1% of the labour forces aged more than 15 years old have attainted an education less than or equal to primary education. It emerges clearly that Cambodia has a potential supply of unskilled labour but limited supply of skills labour.

4. By 2018, Cambodia needs 35,000 engineers and 46,000 technicians in the workforce to meet employer demands. Statistics show that STEM and construction-related graduates can go into jobs such as site engineer or civil engineer which pay significantly more than jobs in the finance or marketing sectors for example. Is there currently a skills mismatch in the graduate / labour market and what is the NEA doing to overcome this?

Mr. Kouch Samean. Deputy General Director of National Employment Agency

This year, the Royal Government of Cambodia launched the Industrial Development Policy 2015-2025 in order to boost the economic growth and to diversify Cambodia's economy. Under this policy, one of richest sources of employment creation and economic growth will be jobs that require skills in these areas (STEM). According to a employer skills needs survey conducted by NEA in 2015, about one fourth of job vacancies are difficult to fill simply because of a lack of people with the right skills, qualification and experience. The most skills lacking in current labour market are technical skills and practical skills. The hard to fill vacancies are skilled positions which are well paid occupations like mechanics, operators, technician, civil engineer, site engineer, IT specialist, etc. So for Cambodia, in the future, STEM-related skills are not only a source of jobs but also a source of jobs that pay very well. However, the question is: will we be able to educate enough our people to fill those jobs?

5. Are graduates from state and private education institutions suitably qualified for employment by local and international construction companies? What strengths and weaknesses do they have and how can the state and private sector do more to appropriately prepare students for employment post-graduation?

Based on our recruitment experiences, there is no difference between the quality of education provided by

state and private education institutions because most of students who graduate from these subjects are quite easy to transit from school to work, particularly the students from TVET institutions under the Ministry of Labour and Vocational Training. In addition to the guality of education offered by schools, the preparedness of students for employment also depends on the 'self factor' regarding self improvement, looking for employment opportunities, commitment, and soft skills.

external migration of construction sector labour for local companies seeking skilled and unskilled workers? Does the NEA partner with companies to help them fill their labour requirements?

The higher wage and greater demand for labour from other countries such as Thailand, Malaysia, the Republic of Korea and so on have been considered as pull factors that encourage Cambodia people to migrate to find better economic opportunities. Therefore, the outflow of people to other countries has been causing the wage pressure in the domestic labour market. In addition to the wage factor, the lack of local labour market information, particularly local job opportunities is considered one of main causes of migration. To tackle those problems, the NEA has introduced the communication strategic plan which focuses on outreach activities including: organising a series of mobile career fairs at the community level, conducting reg-



6. How much of a challenge is

ular employment forums, organising regular career and vocational guidance and counselling at school level, and so on.

7. Will ASEAN Economic Integration have a significant impact on the labour market in the construction and property sectors? What trends in the movement of labour do you expect to see and does the NEA have any plans to provide support to the local labour market post-AEC?

There are pros and cons regarding the AEC (ASEAN Economic Community) particularly regarding free labour mobility. However, AEC is not an option but represents an unavoidable precondition for economic growth and social development. However, in 2015 under the new ASEAN Free Labour Markets so-called "white-collar" work in professions such as medicine, dentistry, nursing, engineering, architecture and accounting will be the first areas of the labour market to be freed up. Under the ASEAN context, the free flow of labour will allow all the member states to mobilise and utilise the surplus of labour

In this case, there will be tough skills competition in the construction profession but the degree of competition depends on the wage differential, the rate of economic growth and the development, the level of coordination, facilitation and management of the labour mobility within ASEAN, and so on



2ND CHROY Changvar Bridge Opens, More To Come

After being in use for a year, the Cambodia-China Friendship Bridge, the second Chroy Changvar Bridge, was officially inaugurated in late October 2015. More bridges are also expected to be built in the near future.

The bridge, built by the China Road and Bridge Corporation (CRBC) through a Chinese concessional loan, stretches 718 metres over the Tonle Sap River running parallel with the Cambodia-Japan Friendship Bridge (the first Chroy Changvar Bridge). After breaking ground in early November 2011, the \$27.5 million project took 38 months to complete.

This was the fourth Chinese-government-backed bridge inaugurated by Prime Minister Hun Sen this year. To date, over 10 bridges have been built across Cambodia's main bodies of water in particular the Mekong and Tonle Sap rivers. While three bridges – in Phnom Penh, Kompong Cham and Kandal-Prey Veng - have been built with aid from the Japanese government and its contractors, the rest have been financed by the Chinese government and built by Chinese construction firms. "This second Chroy Changvar Bridge is the new artery serving transportation across the Mekong River and it also reduces a lot of traffic congestion between the city and the eastern provinces," said Samdach Prime Minister Hun Sen at the bridge grand opening event on 22 October.

Infrastructure surrounding the bridge to ease its use include the Old Stadium roundabout located west of the bridge, and the iconic Prum Bayon roundabout located east of the bridge as well as pulic parks to beautify the city.

TWO MORE BRIDGES OVER THE MEKONG

Given many of Cambodia's large population centres are located close to rivers and the transport infrastructure required to cross them, the government plans two more bridges across the Mekong River to ease commuting and commercial logistics especially since regional integration will see more vehicles and cross-border transportation.

The China Road and Bridge Corporation (CRBC) is conducting a feasibility study for two more bridges. The first bridge will connect Svay Jrum Commune, to Chroy Changva Commune in Phnom Penh. Though proposed since April 2014, no date for the start of construction date has been announced. The second bridge project will connect Lovea Em District, Kandal Province to Kdey Takoy Village, Prek Eng Commune in Phnom Penh.

The government will have to prioritise which to build first due to limited finances, according to the Prime Minister. "I would urge our people residing on both sides of the rivers to keep up their hopes. The two bridges are in our vision for development," he said.

"To pave the way for development, infrastructure connections are extremely crucial and only our Chinese partner is capable of helping us," he said. "Connectivity is important for development. China is the one who has the ability to help us connect," the PM stressed.

THIRD BRIDGE TO CONNECT CHROY CHANGVAR

Aside from these two bridge announcements, another bridge is planned to connect from the city to the booming Chroy Changvar peninsula. Chroy Changvar Bridge: Connectivity is important for development. China is the one who has the ability to help us connect. Prime Minister Samdech Hun Sen

The area is home to large real estate developments such as the \$2 billion, 387-hectare Chroy Changvar Satellite City developed by Overseas Cambodian Investment Corporation (OCIC), the 5-star Sokha Hotel, and many high-end service apartments, hotels, and residential development projects such as boreys, condominiums.

This third Chroy Changvar Bridge is slated to be built by the Council for the Development of Cambodia (CDC), the government's investment body, under a build-transfer-operate (BTO) agreement after it was confirmed with the Phnom Penh municipality late last year.

The bridge is expected to provide better access to the Chroy Changvar peninsula, which many real estate experts believe will be the city's new metropolitan area, home to commercial areas, malls, schools, banks, hotels and hospitals as well as residential projects.

Land stretching from the Chroy Changvar area to the Sokha Hotel is currently priced at between \$1,000 and \$1,500 per square metre, comparing to



only around \$600 per square metre compared to two years ago.

TECHNO OVERPASS TO TEMPORARILY OPEN

To ease traffic during the upcoming national festival and holiday, the government will also put the Techno Overpass into temporary use starting from 21 November.

The overpass will initially welcome the state visit by the Russian Prime Minister to Cambodia on 23 and 24 November as well, said the Prime Minister. "The Russian Prime Minister will be our first foreign guest to travel on the Techno Overpass. It should be welcome news for our people of the achievement the state has provided to save them from traffic jams and loss of fuel."

As at 23 October, construction on the Techno Overpass and Tunnel, the capital's forth overpass system, was 85 percent complete, according to the City Hall website



ចង្វារទី២ជាមព ស្ថានថ្មីៗបន្តទេត្រ

ប្រឹប្របែបានដាក់ឱ្យប្រើប្រាស់ជា បណ្ដោះអាសន្ន ដើម្បីសម្រួលការកក ស្ទះចរាចរណ៍ស្ពានមិត្តភាពកម្ពុជា-ចិន (ស្ពានជ្រោយចង្វារទី២)ត្រូវបានសម្តោធដាក់ ឲ្យប្រើប្រាស់ជាផ្លូវការនៅចុងខែតុលា ឆ្នាំ២០១៥ នេះជាមួយនឹងផែនការសា់ងសង់ស្ពានថ្មីៗបន្ត ទៀតៗ

ស្ថាបនាដោយក្រុមហ៊ុនសាជីវកម្មស្ពានថ្នល់ ចិន (CRBC) និងផ្តល់ហិរញ្ញប្បទានដោយកម្ចី សម្បទានរបស់រដ្ឋាភិបាលចិន ស្ពាននេះលាត័ សន្ធឹងប្រវែង ៧១៨ម៉ែត្រ លើទន្លេសាបដែលរត់ ស្របនឹងស្ពានមិត្តភាពកម្ពុជាជប៉ុន (ស្ពានជ្រោយ ចង្ការទី១)។ បន្តាប់ពីបានបើកការដ្ឋាននៅដើម ខែវិច្ឆិកា ឆ្នាំ២០១១ ស្ពាននេះបានប្រើរយៈពេល សាងសង់សរុប៣៨ខែនិងថវិកាប្រមាណ២៧,៥ ភាគខាងលិចនៃស្ថាន និងរង្វ៉ង់មូលព្រហ្មិបាយ័ន លានដុល្លារ។

នេះជាស្ពានទីបួនហើយ ដែលត្រូវបានគាំទ្រ ដោយរដ្ឋាភិបាលរបស់ចិន និងបានសម្ពោធ ដាក់ឱ្យប្រើប្រាស់ជាផ្លូវការ ដោយសម្តេចនាយក រដ្ឋមន្ត្រីហ៊ុនសែននៅក្នុងឆ្នាំនេះ។រហូតមកទល់ នឹងពេលនេះ មានស្ពានធំៗជាង១០ហេីយ ដែលត្រូវបានសាងសង់ឆ្លងកាត់ខ្សែទឹកចម្បង របស់កម្ពុជា ជាពិសេសទន្លេមេគង្គ និងទន្លេ សាប។ ខណះដែលមានតែស្ពានប៊ីប៉ុណ្ណោះគឺ មួយនៅក្នុងរាជធានីភ្នំពេញ មួយនៅខេត្តកំពង់ ចាមនិងម៉ូយទៀតភ្ជាប់រវាងខេត្តកណ្តាល-ព្រៃ វែង ត្រូវបានសាងសង់ឡើងក្រោមជំនួយពីរដ្ឋា-ភិបាលជប៉ុន និងក្រុមហ៊ុនសារីសសង់ជំប៉ុន ក្រៅ

ពីនេះស្ពានភាគច្រើនត្រូវបានសាងសង់ ដោយ ប្រើហិរញ្ញប្បទានពីរដ្ឋាភិ៍បាលចិន និងសាងសង់ ដោយក្រុមហ៊ុនសំណង់របស់ចិន។

"ស្ពានជ្រោយចង្វារទី២នេះ គឺជាសរសៃ ឈាមថ្មីដែលកំពុងបរ្មម្រីដល់ការដឹកជញ្ជូនឆ្លង កាត់ទន្លើមេគង្គ នឹងជួយកាត់បន្ថយការក័កស្ទិះ ចរាចរណ៍៍រវាងទីក្រុង និងបណ្តាខេត្តនៅភាគ ខាងកើត" សម្តេចនាយករដ្ឋមន្ត្រី ហ៊ុន សែន បានថ្លែងនៅក្នុងព្រឹត្តិការណ៍សម្ពោធស្ពាននេះ នាថៃទី ២២ ខែតលា។

ហជ្ជារចនាស់ម្ព័ន្ធដែលនៅជុំវិញស្ពាន គឺ ដើម្បីជួយសម្រួលដល់ការធ្វើចរាចរនៅជុំវិញ ស្ពាន៍ ដែលត្រូវបានសម្ពោធដាកឱ្យប្រើប្រាស់ ដ៉ែរនោះរួមទាំងរង្វង់មូលស្អាតចាស់ស្ថិតនៅ ស្ថិតនៅភាគខាង់កើតនៃស្ថាន ព្រមទាំងសួន ច្បារលម្មទីក្រុងផងដែរ។

ស្ពានចំនួនពីរទេត្រនឹងត្រវ៉សាងសង់ឆ្លងកាត់ ទនេមេតង

ដោយសារតែតំបន់ប្រជុំជនធំៗនៅប្រទេស កម្ពុជាតែងស្ថិតនៅតាមបណ្តោយដងទន្លេ ដែល តម្រ៉ូវឱ្យមានហៃដ្ឋារចនាសម្ព័ន្ធដឹកជញ្ជូនដើម្បី ឆ្លងកាត់ទន្លេទាំងនោះ រដ្ឋាភិបាលមានគម្រោង ស្ថាបនាស្ថានពីរបន្ថែមទៀតឆ្លងកាត់ទន្លេមេគង្គ ដើម្បីសម្រ៊ូលដល់ការធ្វើដំណើរ និងការដឹក ជញ្ចូន៣ណិដ្ឋកម្ម ជាពិសៃសខណៈដែលការ ធ្វើស៍មាហរ័ណ៌កម្មិតំបន់ នឹងនាំមកនូវមធ្យោ-

បាយដឹកជញ្ជូនកាន់តែច្រើនឆ្លងកាត់ប្រទេស កម្ពុជា។

់បច្ចុប្បន្ននេះក្រុមហ៊ុនសាជីវកម្មស្ពានថ្នល់ចិន កំពុងសិក្សាពីលទ្ធភាពជាបឋមមួយដើម្បីស្ថាបនា ស្ពានពីរបន្ថែមទៀត។ ស្ពានទីមួយនឹងភ្ជាប់ ស៉ីង្កាត់ស្វាយ៍ជ្រុំ ទៅកាន់សំង្កាត់ជ្រោយចង្វារ រាជធានីភ្នំពេញ។ បើទោះជាគម្រោងស្ថាបនា ស្ពាននេះត្រូវបានស្នើឡើងតាំងពីខែមេសា ឆ្នាំ ២០១៤កាលបរិច្ឆេទសម្រាប់ការចាប់ផ្តើមការ សាងសង់នៅមិនទាន់បានប្រកាសនៅឡើយ។ ឝម្រោងស្ពានទីពីរនឹងភ្ជាប់ពីស្រុកល្វាឯម ខេត្ត កណ្តាលទៅភូមិក្តីតាកុយសង្កាត់ព្រែកឯងរាជ ធានីភ្នំពេញ។

រដ្ឋាភិបាលនឹងពិចារណាពីអាទិភាពដែល ត្រូវសាងសង់ស្ពានណាមួយមុនគេដោយសារ តែស្ថានភាពហិរញ្ញវត្ថុសម្រាប់សាងសង់ស្ពាន មានកំណត់ នេះបើបោងតាមសម្តេចនាយក រដ្ឋមន្ត្រី។ "ខ្ញុំសូមជម្រុញឱ្យប្រជាជន៍ដែលរស់ នៅសងខាងនៃទន្លេសូមរក្សាក្តីសង្ឃឹមចុះដោយ រដ្ឋាភិបាលបានដាក់ទស្សន៍វិស័យសម្រាប់អភិ វឌ្ឌន៍ស្ពានទាំងពីរនេះរួចហើយ" សម្តែចមាន ប្រសាសន៍យ៉ាងដូច្នេះ។

"ដើម្បីសម្រួលដល់ការអភិវឌ្ឍន៍ ការតភ្ជាប់ ហេដ្ឋារចនាសម្ព័ន្ធមានសារៈសំខាន់ខ្លាំងណាស់ ហើយ មានតែសូទ៍ភាគីចិនរបស់យើងទេ ដែល មានលទ្ធភាពក្នុងការជួយដល់យើងបាន។ ការ តភ្ជាប់គ្នាំជាការសំខាន់សម្រាប់ការអភិវឌ្ឍន៍។ ប្រទេសចិនគឺជាអ្នកដែលមានសមត្ថភាពក្នុងការ

ជួយដល់យើងក្នុងការតភ្ជាប់នេះ"សម្តេចនាយក រដ្ឋមន្ត្រីបានសង្កត់ធ្ងន់បន្ថែម។

ស្ពានទីបិនឹងត្តាប់ភ្នំពេញទៅតំបន់ជ្រោយចង្វារ

ក្រៅពីស្ពានទាំងពីរនេះដែលត្រូវបានប្រកាស ស្ពានថ្មីមួយទៀតក៏ត្រូវបានគ្រោំងទុកផងដែរ ដែលនឹងតភ្ជាប់ពីរាជធានីទៅតំបន់ជ្រោយចង្វារ ដែលកំពុងរ៊ីកលូតលាស់យ៉ាងរហ័ស។ តំបន់ នេះគឺជាប់ណ្តុំនៃគម្រោងអភិវឌ្ឍន៍អចលនទ្រព្យ ខ្នាតធំៗដូច់ជាទីក្រុងរណបញ្ច្រោយចង្វារ ទំហំ ៣៨៧ហិកំតាដែលមានទំហំវិនិយោគប្រមាណ ២ពាន់លានដុល្លារ អភិវឌ្ឍដោយក្រុមហ៊ុន OCIC សណ្ឋាគារលំដាប់ផ្កាយ៥ សុខាភ្នំពេញ រួមជា មួយនិងសណ្ឋាគារ និងគម្រោងអភិិវឌ្ឍន៍លំនៅ ដ្នានដូចជាបូរី និងខុនដូជាច្រើនទៀត។

ស្នាំនជ្រោយចង្វារទីបីនេះ ត្រូវបានបញ្ជាក់ ដោយក្រុមប្រឹក្សាអភិវឌ្ឍន៍កម្ពុជា ដោយគ្រោង នឹងសាងសង់ក្រោមទម្រង់ជា់កិច្ចព្រមព្រៀង សាងសង់-ផ្ទេរ-ប្រតិបត្តិការ (BTO) បន្ទាប់ពី កិច្ចព្រមព្រៀងនេះត្រូវបានឯកភាពពីសាលា រាជធានីភ្នំពេញកាលពីឆ្នាំមុន។

ស្ពាននេះត្រូវបានគេវិពឹងថានឹងជួយសម្រួល ដល់ការធ្វើចរាចរណ៍ចេញចូលទៅកាន់តំំបន់ ជ្រោយចង្វារ ដែលអ្នកជំនាញផ្នែកអចលនទ្រព្យ ជាច្រើនជឿថានឹងក្លាយជាតំបន់ទីក្រុងរណ៍បថ្មី នៃបណ្តំតំបន់ពាណិជ្ជកម្ម ផ្សារទំនើប សាលា រៀន ធំនាគារ សណ្ឋាគារី មន្ទីរពេទ្រព្រមទាំង គម្រោងលំនៅដ្ឋានជាច្រើន។

បច្ចុប្បន្ននេះ ដីដែលលាតសន្ធឹងពីតំបន់ ជ្រោយថៃគ្នារទៅដល់សណ្ឋាគារសុខាត្រូវបាន ប៉ាន់ស្ពានថាមានតម្លៃចន្លោះពី១,០០០ដុល្លារ ទៅ ១,ី៥០០ ដុល្លារ ក្នុងមួយម៉ែត្រការេដែលដី នៅតំបន់នេះមានតម្លៃប្រហែល ៦០០ ដុល្លារ ក្នុងមួយម៉ែត្រការេប៉ុណ្ណោះកាលពីពីរឆ្នាំម៉ុន៌។

<u>ស្ពានអាកាសតិចណ្ឌនឹងបើកចរាចរណ៍បណ្តោះអាសន្</u>ធ

ដើម្បីសម្រួលដល់ចរាចរណ៍ក្នុងអំឡុងពេល ពិធីបុណ្យជាតិធំៗខាងមុខសាលារាជធានីនឹង ដាក់ឲ្យប្រើប្រាស់ស្ពានអាកាសតិចណូជាបណ្តោះ អាសន្និចាប់ពីថ្ងៃទី២១ខែវិច្ឆិកាតទៅ។

ស្នាិនអាកាស៍នេះក៏នឹងទទួលស្វាគមន៍ដំ-ណើរទស្សនកិច្ចជាផ្លូវរដ្ឋរបស់លោកនាយក-រដ្ឋមន្ត្រីរុស្ស៊ីមកកាន់ប្រទេសកម្ពុជា ចាប់ពីថ្ងៃ ទី២៣ដ៏ល់២៤ ខែវិច្ឆិកានេះផងដែរ។ សម្នេច នាយករដ្ឋមន្ត្រីបានមានប្រសាសន៍ថា "លោក នាយករដ្ឋមន្ត្រីរុស្ស៊ីនឹងក្លាយជាភ្ញៀវបរទេស ដំបូងរបស់យើងដែលនឹងធ្វើដំណើរនៅលើស្ពាន អាកាសតិចណូនេះ។ វាជាដំណឹងល្អសម្រាប់ ប្រជាជនរបស់យើងដែលរដ្ឋាភិបាលបានផ្តល់ ឲ្យដើម្បីជួយកាត់បន្ថយការឹកកស្ទះចរាចរណ៍ និងការខាតបង់លើប្រែងឥន្ធនៈ"។

បើយោងតាមគេហទំព័ររបស់សាលារាជ ធានីភ្នំពេញគិតត្រឹមថ្ងៃទី២៣ខែតុលាការសាង-សង់ស្ពានអាកាសតិចណូនិងផ្លូវក្រោមដីដែល ជាប្រព័ន្ធស្ពានអាកាសទី៤ នៅ័ក្នុងរាជធានីភ្នំ-ពេញសម្រេចបាន៨៥ភាគរយហើយ៕

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PARTY







To promote ties among Chinese, ASEAN and Cambodian construction enterprises ahead of the regional merge, the Cambodia Constructors Association (CCA) and the China-ASEAN Business Council (CABC) have signed a Memorandum of Cooperation (MoC).

he MoC, signed by Neak Oknha Pung Kheav Se, CCA chairman and Mr. Xu Ningning, CABC executive director, on 26 October 2015, aims to unify both parties in common purpose to enhance Chinese and Cambodian construction enterprises.

This cooperation is anchored on three main principles, complementary and mutual benefit, equality and mutual assistance, and friendly consultation. Under the principle of complementary and mutual benefit, both parties will establish a cooperative business relationship based on good will and support each other's common development, as well as leveraging respective strengths and advantages. Through equality and mutual assistance, they will maintain equal status, standing and rights under this MoC, each and together seeking mutual benefits and common development. Lastly, they will engage with one another in friendly negotiation on specific cooperation issues under this MOC, and implement agreed upon measures that advance their common development under the principle of friendly consultation principles.

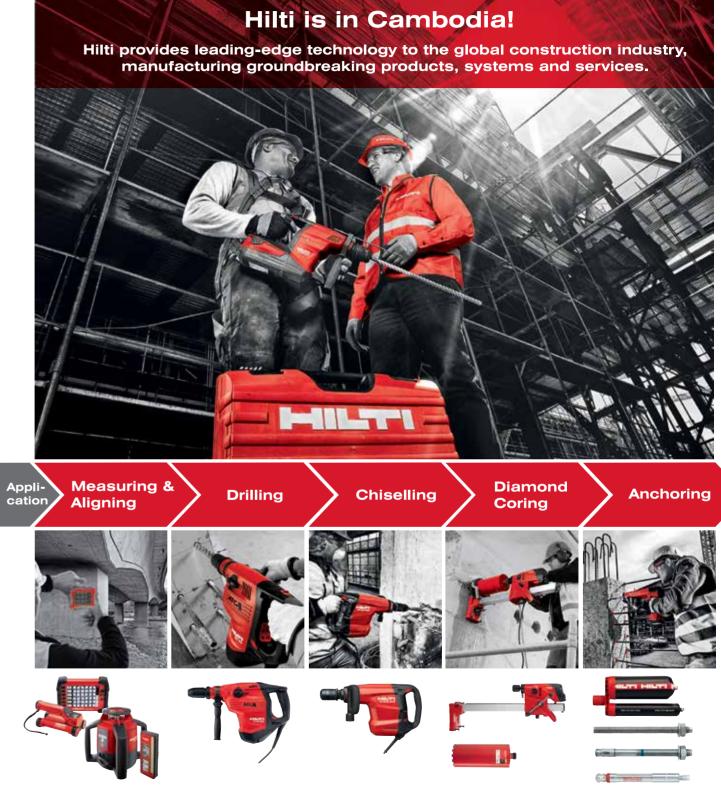
The MoC also stressed four main points of cooperation. First, both parties will share information related to policy, markets, industry and commodities to construction establishments of both sides through the exchange of internal publications. Second, they will work on project cooperation in regard to; mutual assistance on exchanges between Chinese and Cambodian construction enterprises, including organising business delegations from both sides; recommend trade and investment partners for respective member enterprises; cooperate on projects; promote seminars, exhibitions, and mutual business visits; and provide necessary assistance to enterprises on both sides in hosting investment promotion conferences, project fairs and exhibitions.

To achieve their aims, the CABC and CCA agreed to establish a line of communication (working mechanism) by which they may exchange information on a regular basis, negotiate on cooperative matters and opportunities, and hold meetings when necessary.

While the MoC paves the way for providing business consultation, it also opens the door for mutual cooperation in other sectors beyond the building industry.

The CCA is a privately-run constructors group established in late 2012 to represent construction-related firms in Cambodia which now has over 100 member companies.

The China-ASEAN Business Council (CABC) is one of the five main dialogue cooperation mechanisms between China and ASEAN inaugurated in 2001. The CABC consists of the China Council for the Promotion of International Trade (CCPIT), the ASEAN Chamber of Commerce and Industry (ACCI), national business leaders, And well-known enterprises and experts from ASEAN members. Since its inception, it has been working on China-ASEAN trade and economic cooperation which has greatly promoted the establishment of the CAFTA and GMS Economic Cooperation Program



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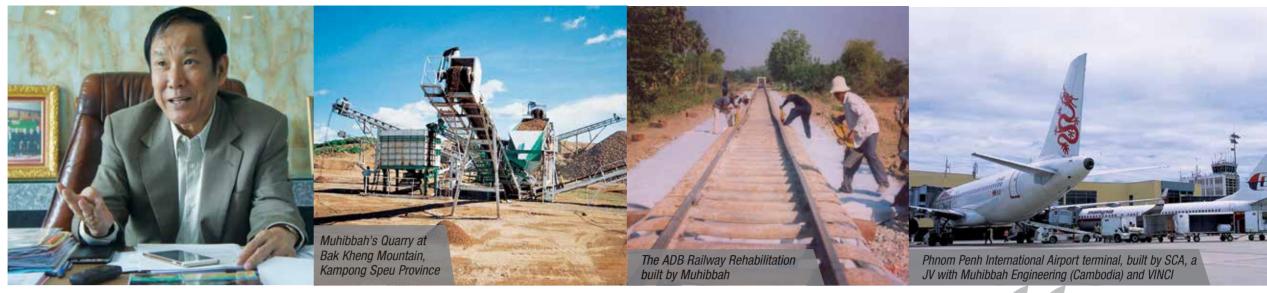
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CAMBODIA'S INFRASTRUCTURE GURU



aving been emerged for almost his entire career in the business of infrastructure, Oknha Hann Khieng is credited as the force behind many of Cambodia's most recognisable infrastructure projects.

As Director of Muhibbah Engineering (Cambodia) Co. Ltd, a conglomerate established in 1995 and with over 10 infrastructure-related business streams, he has overseen the construction of dozens of Cambodia's most significant infrastructure projects including national highways, airport developments, and bridges. Thanks to his decades of experience in the sector, Oknha Hann Khieng was also elected as Vice-Chairman of the Cambodia Constructors Association (CCA).

Success hasn't come easy though. Born in Sihanoukville in 1949, Oknha Khieng began working on building sites in the 1960s before he was 20, working as a translator with Chinese engineers building Borey Keila and airports at the time.

These early experiences stayed with him and inspired him after he returned from Australia and New Zealand where his family had spent almost 20 years after escaping from the nation's civil war.

After returning to Cambodia in July 1993, he started his empire with a small stone crushing business supplying construction projects. In 1994, his golden opportunity arrived. During a visit by former Malaysian Prime Minister Mohd

Mahathir to Cambodia along with many Malaysian business owners, he signed a Joint Venture deal with Malaysian-based Muhibbah Engineering to set up Muhibbah Engineering (Cambodia) in 1995, then won the concession to build and operate the airports in Cambodia among over 20 foreign firms who competed in the bidding for the project at that time.

"During my early period of business in the 1990s, it was a difficult time to find machines, equipment, materials and human resources to run the works, and I needed to outsource almost everything from overseas suppliers," Okhna Hann re-calls.

While he has achieved most of his aims in the construction sector including the soon to be built expressway and sea port, he still dreams of building a road inside a mountain.

Okhna Hann doesn't believe that investors with construction experience can necessarily lead a successful construction business or that people with no construction experience will fail. He alerts current and potential business owners to keep 'timing' in mind i.e. build the right projects at the right time. "Any business is good to invest in, but there are people crying while some other laugh, there are people that have good luck and others face bad luck, we can't avoid this," he warns. "So successful people must ensure they are superior in the market for the competition against their rivals, we can't avoid this."



Though many real estate developers are successful thanks to banks providing mortgages to allow buyers on the property ladder, he warns future crises can occur. "Many buyers ask their employers to increase their salary ranking so that they can request a bigger home loan from the bank, while some developers set their unit price over the reasonable level which forces buyers to request a higher bank loan. This can cause a financial crisis when buyers can't afford to pay the loans when an economic crisis occurs. The American financial crisis which occurred several years ago led to bankruptcy for some giant banks because of this problem."

"Today, those buyers have work that can generate income to pay the banks, but how about when they don't have jobs during an economic crisis," he said. "This will be a real estate crisis."

However, he also feel optimistic that AEC is an opportunity for real estate business in Cambodia as prices remain cheaper than in more advanced economies like Singapore and Thailand.

Cambodia will need more high guality roads and expressways, and express railway lines to connect with the region which represents a much greater opportunity for his business. As co-chair of the China-ASEAN Building Materials Committee, and a member of the China-ASEAN Construction Cooperation Committee, he has already seen a lot of infrastructure planning to be built across Cambodia, including deep sea ports.

Cambodia's industrial supply chain for spare parts and accessories continues to provide challenges and the need to outsource to neighbouring countries prevents large scale industrial investment in the kingdom.

Today, those buyers have work that can generate income to pay the banks, but how about when they don't have jobs during an economic crisis. This will be a real estate crisis.

To enhance the building sector in AEC, Okhna Hann would like the government to ensure clear standards that meet ASEAN requirements, and establish mechanisms for all companies to meet quality standards to compete with ASEAN companies.

Transparency and an effective legal framework in construction bidding are also needed so that small and large companies can compete equally in the market.

It is good that the Cambodia Constructors Association is helping on sector now, he says though stresses that there should be cheaper and more options for construction materials so that the constructors can build cheaper, developer can sell cheaper and buyers can own cheaper. "Today, the property prices rates are too high, and few buyers can afford them 🔳



he Cambodia Constructors Association (CCA), a private-run constructors group, hosted its 3rd networking party on 29th September to strengthen the business relationships among its members.

Organised by the CCA and hosted by one of its most active members, SIKA (Cambodia) Ltd, the event was attended by over 250 key Cambodian and international CCA members as well as key customers and partners of Sika. The CCA organises these networking events at least three times per year to boost intra-business networking among its members and to encourage new companies to join the CCA.

"We know that you [CCA members] are very busy with your respective businesses which makes our relationship far apart and that is why the CCA proposed these member reunion events so as to strengthen our relationships," said H.E. Charles Vann, CCA acting chairman, representing CCA chairman Neak Oknha Pung Kheav Se who was absent due to his urgent schedule.

Sika is a concrete admixtures and additives manufacturer headquartered in Switzerland with over 100 years of experience. SIKA opened its Cambodia subsidiary 14 years ago and joined CCA in 2012. Since then, it has been a very proud and active CCA member by helping expand the association's membership while also contributing to the nation's construction industry.

Opening the event, Mr. Antoine Danielli, managing director of SIKA, announced that. "Thanks to the booming construction sector in Cambodia, SIKA is proud to announce that we will set up a factory in Cambodia by end of this year that will primarily produce concrete admixture and additives to lead in the Cambodian market. It is our great pride to have our products having the stamp 'made in Cambodia."

The next CCA Member Gathering Party is scheduled for 4 December which is the second day of its flagship 4th Cambodia Constructors Association Summit and Cambodia Construction Industry Expo 2015 at Diamond Island Exhibition and Conventions Center.

The CCA was established on 9 October, 2011 and now has almost 110 member companies from the construction and property industries. While most of the members are locally-based firms, some international firms with headquarters in China, Japan, Thailand, Singapore,

Sweden, Switzerland, Malaysia, Germany, France, and Vietnam with divisions in Cambodia are also members of this privately-run association.

Besides becoming a member of the ASEAN Constructors Federation (ACF) shortly after it was established, the association is also now a member of International Federation of Asian and Western Pacific Contractors' Associations (IFAWPCA). Last year, it also became the member and was elected as the first ASEAN co-chair of the China-ASEAN **Building Materials Industry Cooperation** Committee (CAFTA) which was launched in June 2014.

In May this year, it enrolled on another China-ASEAN group called the China-ASEAN Construction Industry Cooperation Committee established in China, where Oknha Hann Khieng, CCA vice-chairman was elected as the co-chairman, representing ASEAN.

According to CCA chairman Neak Oknha Pung Kheav Se, the association has the long-term vision to expand its international networks to bring more investment as well as hi-tech products and technologies to the construction and property sectors to Cambodia

SPECIAL SEMINARS AT **CCA EXPO**

ith less than a month to go until Cambodia's flagship 2nd CCA Building and Property Expo, many special seminars relevant to the construction and property sectors are being organised to encourage industry participation on a number of topics.

Scheduled for December 3-5, 2015 at the Diamond Island Exhibition and Convention Center, the expo is organised by the Cambodia Constructors Association (CCA) which represents constructors in Cambodia.

The 4th CCA Summit along with the grand opening ceremony will be presided over by H.E. Im Chhun Lim, Minister of Land Management Urban Planning and Construction; H.E. Pa Socheatevong, Phnom Penh Governor; Neak Oknha Pung Kheav Se, CCA Chairman; and representatives from local and international construction and property-related institutions and companies.

During the 3-day event, many public seminars focusing on hot topics in the construction and real estate industries will be available for interested people to attend for free.

Topics will include construction law, construction permits and building quality enhancement, ginaing investments incentives from the government, labor supply for the construction market, work permits for foreign building workers, plus many more. The sessions will be presented by officials representing the Ministry of Land Management Urban Planning and Construction, the Ministry of Labor and Vocational Training, the Council for the Development of Cambodia (CDC), the Board of Architects Cambodia (BAC), and the Board of Engineers



Cambodia (BEC).

Private sector representatives such as the Cambodia Constructors Association (CCA), and the Cambodia Valuers and Estate Agents Association (CVEA) will also talk on particular issues relevant to their expertise.

scholarship program will also present on post-graduate scholarship opportunities for Cambodian students to further their studies on construction and engineering-related Masters and PhDs in Australia.

Product introductions will also be presented by various local and international exhibitors to provide valuable, up-to-date info on developments in the two sectors. These will allow companies to seek potential business partnerships and gain useful insights on improving their competitive advantage in the market.

For the first time, the expo will also host a CCA Member-Exhibitor Business Networking Party on the second day



The Australia Awards in Cambodia

from 4:00 to 8:00pm as a platform for exhibitors to match businesses with CCA members.

Featuring around 300 booths, the expo layout is divided into three sections: real estate firms, banks and insurers; construction material and decoration; and electrical, plumbing and water supply, machinery, mechanical and steel frames.

Turnout is expected to be high thanks to the association's excellent local and international connections. The organiser predicts that this 2nd flagship Building and Property Expo will attract hundreds of thousands of local and international visitors and exhibitors.

By early October, over 85 percent of the booths had been booked, and many other firms are now close to signing exhibition contracts. Exhibiting at the trade fair can bring real benefits to firms, and the CCA encourages interested firms to sign up for booths to gain a unique opportunity to network with key players in their sector as well as to make contacts with new customers ■

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inistry of Labour and Vocational Training



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Email

secretariatcca@yahoo.com ccasecretariat@ymail.com



CAMBODIAEXPO2016



EXHIBITOR'S NAME 3 m

2.5 m

Booth Plan

Booth Booking Contact for Expo 2015 and CCA Address:

Add : Canadia Bank Tower (11th 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

Booth Plan for 5th CCA Summit & Cambodia Construction Industry EXPO on 0 - 4 December 2016 at Diamond Island Convention & Exhibition Center

Machinery, Mechanical & Steel Frame

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:

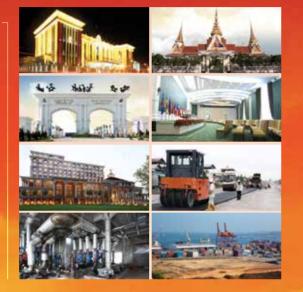
The Diamond Island Exhibition & Convention Center is Cambodia's premiere exhibition center located in central Phnom Penh and close to all major hotels and attractions. All halls are fitted with air cooling systems. There are supporting facilities including seminar rooms, cafés, restaurants, VIP rooms,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





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THAI DEVELOPER PLANS 10 PROJECTS IN Q4

ansiri, one of the largest real estate developers in Thailand, and its joint venture firm with BTS Group Holdings, BTS-Sansiri Holding, plan to launch 10 residential projects worth 21.5 billion baht (\$598 million) in Q4 2015.

Sansiri will develop six projects, of which five are detached-housing projects and the other is a condominium. Meanwhile, the other four projects will be condominiums developed by BTS-Sansiri.

Earlier this year, Sansiri and BTS established a joint venture company to develop residential projects on the land plots along the sky train routes. To be developed during 2015-19, the projects will be worth up to 100 billion baht.

Sansiri and its joint venture company with BTS posted 20.5 billion baht of presales in the first three-quarters of this year. Of that, 12.8 billion baht was from Sansiri and the remaining 7.7 billion baht from BTS-Sansiri Holdings. It has already transferred 27 billion baht worth of residential units to its customers during the first nine months



PRICE OF YANGON REAL ESTATE HURTS LOCALS

angon's booming economy and rapid pace of development is powering a huge 20% annual growth in the housing rental market.

A Myanmar Business Today census has revealed about 24.5 percent of Yangon residents live in leased houses or apartments, while the iMyanmarhouse property portal reports only 10 percent of Yangon residents are home owners.

According to Myanmar Real Estate Services Association (MRESA) data, rent for a standard one-bedroom apartment in downtown Yangon starts from around \$300. Rent rates for condominium units in the mid-high range are roughly

\$2,000 to \$3,000. Average local jobs pay only between \$120 and \$150 per month.

Prices in Yangon have risen so much that many can no longer afford house rents, and many households now jointly live on leased property.

Demand for housing demand in Yangon is high - rising to around 30,000 units in 2015 but government figures show only 7,000 homes were built in 2013. In March 2014, the Department of Human Settlement and Housing Development announced that it was planning to build 30,000 new low-cost homes in townships outside Yangon in 2015-16

TALITY DRIVES VIETNAN **REAL ESTATE GROWTH**

ospitality assets in Vietnam will lead the growth in the country's property market, according to Don Lam, the founding partner of Ho Chi Minh City-based VinaCapital, a leading investment management and realty development firm, in an interview with Deal Street Asia.

With beachfront projects available at lower costs and beachfront land more competitively priced compared to other markets in Southeast Asia, Lam believes the hotel and resort segment will offer significant opportunities for real estate investors.

According to Lam, a

large number of underdeveloped beachfront properties in Vietnam are available at about 10-15 percent of the cost of similar developments in Bali or Phuket. Increase in tourist arrivals will only add to the opportunities, Lam said.

In the long term, Vietnam will also see more foreign investments "The next 12 months will see minimum impact. But maybe in the medium term, two or three years, there will be more interest. Just like the markets in Thailand or Malaysia- when foreigners were allowed to invest, it took them a few years to start buying property there," he added ■

JAPANESE PENSION FUNDS TO BOOST Investment in Asia Pacific

ased on the latest research from CBRE, an increase in allocation to real estate by Japanese pension funds in line with international trends could mean an additional \$1.8 billion entering global markets in the coming years.

CBRE is predicting a significant boost in outbound real estate investments by Japanese investors in the coming years.. CBRE expects Japanese interest in overseas real estate assets to rise on the back of ongoing economic recovery. Investors are expected to increasingly diversify their investments both globally and across the Asia Pacific region.

While the US remains the destination of choice for Japanese outbound capital, investment into Asia has likewise demonstrated firm growth, particularly into the emerging growth markets of the ASEAN region.

Japanese investments into oversees real estate have been increasing since 2011, as investors continue to seek higher yields and greater geographical and risk diversification. The favoured regions for Japanese investment are North America and Europe. In terms of investment for development purposes, Asia has been the major target destination.

In a survey of Japanese investors carnt into development ried out by CBRE in January 2015, investor interest in developed countries in Asia "A number of groups looking for a more diveras well as in emerging Asia was ranked sified path to growth have found significant at 39 percent and 24 percent respecopportunities in Southeast Asia's favorable tively, accounting for 63 percent of total demographic segments. Furthermore, many of responses. In terms of development types, the preferred locations have long been part the industrial sector attracted 33 percent of Japan's offshore manufacturing network; of investments, followed by apartments at investors are hence able to leverage their 21 percent, and both retail and mixed-use long-standing market knowledge to identify sites at 19 percent. unique opportunities and potential demand for According to Marc Giuffrida, Executive new development projects"

Director, Global Capital Markets at CBRE,



00 of Southeast Asia's real Lestate industry elite attended the grand finale of the South East Asia Property Awards 2015 on Wednesday, 21 October at the Shangri-La Hotel, Singapore.

Singapore and Malaysia accepted four awards each from Asia's biggest and most credible real estate award-giving body, South East Asia Property Awards. The awards, presented by Asia's industry-leading monthly publication Property Report, and preceded by the inaugural Property

Report Congress 2015, saw two trophies handed to properties in Indonesia, while the Philippines and Thailand bagged one each over the other finalists from Vietnam and Myanmar.

"The depth of innovation and leadership displayed by all the contenders this year is a great reminder why Southeast Asia remains one of the most exciting real estate markets internationally," said Terry Blackburn, CEO of Ensign Media and publisher of Property Report.

DEVELOPER

EVELOPMENT

South East Asia

South East Asia

ny Limited (Thailand)

nization

East Asia

DESIGN

ast Asia)

Best Developer (South East Asia)

Best Condo Development (South

Winner: Leedon Residence by

GuocoLand Group (Singapore)

Best Villa/Housing Development

Winner: Senibong Cove by Front

Best Commercial Development

Vinner: WOLO Bukit Bintang

ov Wonderful Vantage Sdn Bhd

AIA Sathorn Tower by AIA Compa-

SBF Centre by Far East Orga-

Best Green Development (South

Winner: SBF Centre by Far East

Organization (Singapore)

Best Residential Architectural

Winner: Leedon Residence by

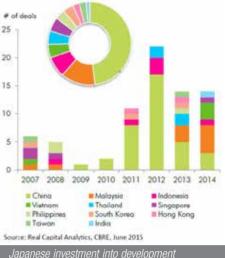
GuocoLand Group (Singapore)

Best Residential Interior Design

Design (South East Asia)

Concept Sdn Bhd (Malavsia)

Winner: Far East Organization



Full list of Winners at the South East Asia Property Awards 2015: (South East Asia) Winner: The Residences by Anantara by Minor International (Thailand) Best Retail Architectural Design (South East Asia) Winner: Mega Fashion Hall (SM Mega Megamall Expansion 2) Bldg. D by First Asia Realty Development Corporation (Philippines) Best Office Architectural Design (South East Asia) Winner: Seguis Tower by Farpoint (Indonesia) Best Hotel Architectural Design (South East Asia) Winner: Bask Gili Meno by PT Bask Gili Meno (Indonesia) Best Landscape Architectural Design (South East Asia) Winner: Senibong Cove by Front Concept Sdn Bhd. (Malaysia) Best Hotel Interior Design (South Fast Asia Winner: WOLO Bukit Bintang by Wonderful Vantage Sdn Bhd PUBLISHER'S CHOICE Real Estate Personality of the Year Liam Wee Sin, deputy group CEO UOL Group Limited

PHNOM PENH REMAINS STATIC IN OFFICE INDEX

he Knight Frank Asia Pacific Prime Office Rent- the country. al Index for O2 2015 saw Phnom Penh show no growth between Q1 and Q2 2015, indicating a general slowing trend.

The report showed Northeast Asia dominating growth in the region with Tokyo and Shanghai showing the strongest Tower. performance.

Throughout Southeast Asia, markets remained fairly robust. Bangkok topped rental growth across the region, with a 3.8 percent increase guarter-on-quarter, as the market continues to defy the political uncertainty still hanging over

In Phnom Penh, rents climbed marginally despite a significant increase in net absorption as landlords vied for new tenants in a more competitive market following the completion of Vattanac Capital

Singapore and Kuala Lumpur both saw their upward momentums continue, while rents in Jakarta remained steady, as leasing planswere put on hold amid slowing economic growth which hit the lowest rate since mid-2009 in the first guarter of the year



new condo building in Toul Kork scheduled for completion in 2016 will feature the first car elevator in Cambodia according to the developer.

The 17-storey tower built over 600 square metres of land will include a car elevator three bedrooms, a living room to take any size of vehicle up to one of the six-floor parking garages.

The 43-unit project is being developed by KHSI Investment PTE LTD from Singapore with Singaporean designers and Malaysian

architects, and is focused on comfort, functionality and the aesthetics of modern life.

Apennines features four unit types; Unit Type A has two bedrooms, a living room and a kitchen, totaling 66 square metres; Unit Type B has and a kitchen at 105 square metres; Unit Type C has one bedroom, a living room and a kitchen with its square metre at 46 square metres; and Type D has two bedrooms, a living room and a kitchen at 83 square metres

City	Submarket(s)	3-month % change (Q1 2015 – Q2 2015)
Tokyo*	Central 3 Wards	7.1%
Shanghai	Puxi, Pudong	3.0%
New Delhi	Connaught Place	2.0%
Bangkok	CBD	1.1%
Hong Kong	Central	1.1%
Bengaluru	CBD	1.1%
Sydney	CBD	0.9%
Taipei	Downtown	0.8%
Seoul	CBD	0.4%
Guangzhou	CBD	0.4%
Kuala Lumpur	City Centre	0.2%
Brisbane	CBD	0.0%
Melbourne	CBD	0.0%
Phnom Penh	City Centre	0.0%
Mumbai	BKC	-0.3%
Beijing	Various	-0.6%
Singapore	Raffles Place, Marina Bay	-1.4%
Jakarta	CBD	-5.3%
Perth	CBD	-5.8%



ocal and Singaporean property developers signed a US\$100 million property project with Cambodian government to offer Cambodian low and medium classes with affordable housing which will kick off in 2016.

Signed between Cambodian World Bridge Land, Co. Ltd and its Singaporean partner, Strait Construction Group Pte, which indicates seven choices Ltd, a company experienced in housing for low and middle-income class in Singapore between private sectors and Cambodian Ministry of

Land Management, Urban Planning and Construction's housing department, the project will be built on a wide land with one-story housing before moving into higher buildings.

H.E. Im Chunnlim, Minister of Land Management, Urban Planning and Construction said the government has drafted a policy on housing to solve housing issues, one of which is a collaboration

FDI ENCOURAGED BY FOREIGN PROPERTY **OWNERSHIP ALLOWANCES**

oreign direct investment (FDI) is luring a new breed of foreigners to Cambodia, and the region more generally. With foreigners comes an increase in demand for property, and different types of property - and a series of new allowances in national property laws to accommodate this demand.

Foreign investors come to the South East Asia region for the low labour costs, connectivity between the neighbouring economies, and the huge supply of land, resources and business opportunities. And as local markets grow, FDI will naturally follow as international companies are spurred by the chance of jumping on the wagon of a fast moving economy.

Foreign capital presents a huge engine of growth in South East Asian countries such as Cambodia. Vietnam. Myanmar and Laos - which cumulatively saw an average annual rise in FDI of 9.2 percent in the years 2010 to 2013. In this FDI growth, Myanmar was the leader of the pack with a 35.8 percent increase over the three year period. Cambodia followed with 22.3 percent; Laos came third at 15.2 percent; and finally, Vietnam, fell behind with just 2.6 percent growth over the three year survey.

Yet, amid the Cambodia, Laos, Myanmar and Vietnam bloc, foreigners are subject to a variety of ownership limits. The foremost of these is being barred from owning land on a freehold basis, otherwise termed as outright ownership in perpetuity. This is a rule which is largely steadfast throughout the four nations' borders. This may not be surprising however, as freehold possession of land is likewise unavailable to citizens of Laos, Myanmar and Vietnam, where government policy holds the state as the principal owner of all land.

Long-term leasehold is, therefore, the accepted form of land ownership for foreigners based in these nations. Lease terms are flexible for most purposes, whether for a new business property or a residential address, and allow room for

ownership limits to potentially ease in the years to come as governments in the region increase efforts to attract quality FDI. Given the relative political stability in the region, investors are generally happy to accept these long term leases.

Cambodia, unlike its three neighbours, has a freehold land ownership system for its citizens. Foreigners based in Cambodia are also allowed rights of ownership over certain properties, subject to the 2010 Law on the Provision of Ownership Rights. These rights, however, are restricted to buildings that have obtained a "strata title", which is available only to newly-completed apartment buildings. According to the strata title regulation, foreigners cannot acquire a ground-floor unit legally, and any foreign ownership allocation is limited to a maximum of 70 percent of the units in any single co-owned building. Nevertheless, a foreigner lease term over landed properties can still be up to a 50 year maximum, with a 50 year renewal option included.

In Laos, land is owned by the "national community", meaning no individual or business entity, foreign or local, can truly own land. Land-use rights are only granted to individuals or organisations by the state, and these rights are able to be transferred or inherited. 50 year leases are commonly granted to foreign individuals or companies.

Myanmar's consimilarly estabthe state as ultimate owner land. Yet, under new Myanmar Investment Law, tor may lease to 50

> By: James Whitehead, Director of Realestate.com.kh

stitution lishes the of all the Foreign an invesland for up years,

with two 10 year extensions. Structures affixed to land are the property of the foreign owner, but these rights revert to the leaser or the state with no prescribed compensation when the lease comes to an end.

A Condominium Law, likely inspired by the Cambodian example, that is currently in development in Myanmar but not yet in force, would allow a foreigner to purchase a condominium on the sixth floor or above of a co-owned building, up to a quota of 40 percent foreign ownership of the total units in the property.

In Vietnam, freehold ownership by foreigners over land is prohibited by the constitution. Yet state authorised leases between 50 and 70 years are widely available, especially for development projects, and renewable at the discretion of officials. Further, pursuant to the Vietnamese Law of Housing 2014, a foreigner may now own a unit in an apartment or condominium building - if it is a no-more-than 30 percent foreign owned building.

The influx of FDI and the relaxations upon ownership laws is pushing local real estate developers to create and sell more residential space suitable for the needs of this new investor class. The massive boom in construction in all of these countries, Cambodia's condo explosion being a prime example, reflects this drive to meet a new FDI based market.

As rules are eased, companies such as property developers, banks and providers of property-related services, like maintenance, insurance and security, soon flow into the economy and boost it from within. In evidence of this, the GDPs' of Cambodia and Myanmar each grew 9.7 percent last year; Vietnam's shot up by 8.8 percent; and Laos experienced 5.2 percent GDP growth.

Based on these growth figures, if the region continues to support FDI growth through foreign ownership opportunities, the economic future seems bright ■





By: Mr. Matthew Rendall Senior Partner. SokSiphanna&Associates Email: matthew.rendall@zicolaw.com

nyone who has been coming to Cambodia over the past few years will notice that the skyline is rapidly changing. Numerous medium and high-rise developments are either online or under construction, and many more are in the planning phase. Gated communities ("Boreys" in Khmer) dot the landscape throughout Phnom Penh and beyond. Cambodia's other major population centres are also seeing their share of the action.

The rise in property development is due to a number of factors: Local investors more than ever are investing in the sector and the law permitting foreign ownership of apartments is also a contributing element, with many of the developments, such as The Bridge, being marketed primarily overseas. What is also noticeable is the increase in the standard and quality of the projects, both in design and execution.

At SokSiphana&associates, a member of the Zicolaw group of ASEAN law firms, we represent a number of these developers, both local (such as Urbanland) and foreign (such as Lion Group/Parkson), as well a combination of both in the form of international and local joint ventures (such as Oxley Worldbridge). Consequently, we are cognisant of many of the issues faced by all types of developers and developments in the Cambodian property sector. A typical investor is faced with a myriad of issues to consider in designing and proceeding with a property development project.

The first starts with the end: an exit strategy for the project. If the developer intends to sell the project in its entirety (i.e., sell, as opposed to rent, all the units) then it is vitally important to factor into the project plans the management of the complex when the developer exits. Body Corporates are not yet a commonly understood concept in Cambodia. The ongoing contributions required of all unit owners need to be collected and managed professionally in order for the development not to fall into a state of dysfunction. Management and upkeep of the common areas (the role of Body Corporates) is the major issue upon the developer exiting. Buyers will want to know what will happen once the last unit is sold and the developer (who initially takes care of this aspect) leaves.

Other issues that we are commonly asked by clients to address include: whether the Developer has the right to launch the project before obtaining the Developer license and construction Permits; how to structure the payment schedule (based on the construction progress or monthly); whether there are rules on the period of time permitted for completion of the development, and on compensation for any delay in handover; whether the Developer needs to include VAT, or other taxes, in the selling price; who, if anyone, is obliged to pay the 4% transfer tax on transfer of ownership to the Buyer; how the car park component of the project is handled and whether the buyer can take ownership of car park spaces reserved for the Buyer's apartment (i.e., whether the Cadastre issue separates Titles for car park spaces); whether the law permits a Buyer to sell their unit during the construction phase (commonly referred to as 'flipping'); whether there are any regulations governing the height of building projects in Cambodia, etc.

These are just a sample of the issues that need to be properly understood before a property development can be adequately planned. Cambodia's construction and property laws remain a work in progress. However, being cognisant of the existing legal framework remains a very important aspect of any development

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ASIA PROPERTY AWARDS OFFICIALLY LAUNCHES IN CAMBODIA



he latest boost for the kingdom's booming property industry will kick off the prestigious industry awards program in 2016

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

Sponsored by TEKA, the first Cambodia Property Awards 2016 will recognise and reward the achievements of the country's most successful, dynamic and innovative developers and developments, as well as introducing the market to a wider regional audience of affluent investors and major industry players. The Awards' successful launch party was held on Tuesday, 6 October, at the Chinese House in Phnom Penh, attended by nearly 150 guests and members of the press.

Nominations from industry players and the general public have now started to pour in for the Cambodia edition, and will close on Friday, 4 December. The glittering awards ceremony is set to take place on Thursday, 25 February 2016 at the Sofitel Phnom Penh Phokeethra and will present more than 20 awards covering the condominium, housing, hotel, office, retail, green and mixed-use segments, all

of which will be grouped into three main sections, namely Developer, Development and Design.

While Cambodia's property market may not yet be as established as its regional counterparts, the kingdom is stepping up in the development sector, with numerous low-rise and ambitious high-rise projects currently in the planning stages or under construction in Phnom Penh, which is undoubtedly establishing itself as a desirable investment destination due to the relatively low prices and average rental yields of 5.3 percent - very attractive for an emerging market.

Industry analysts also expect the overall condominium market in the capital to increase its supply by 40 percent within the next three years, which is one indication of the growing interest in local real estate. Other destinations such as Siem Reap and Sihanoukville

province are also showing on many local and foreign investors' radars, thanks to the kingdom's existing laws giving investment incentives, and an open and free economy.

"Cambodia is a comparatively small market, but it is quickly emerging and is definitely deserving of the recognition it will receive at their very own Property Awards," said Terry Blackburn, CEO of Ensign Media, event organiser and pub-

lisher of Asia's industry leading magazine, Property Report. "Competing in Cambodia will give the winners of the top awards the opportunity to showcase their latest projects at our South East Asia Property Awards grand finale to be held in Singapore."

As is the case with all the events of the Asia Property Awards, successful entries will be supervised by BDO International, one of the world's largest accounting firms, and assessed by an independent panel of highly-experienced judges led by chairman Simon Griffiths, associate director of CBRE Cambodia.

"There is a definite market trend in Cambodia of a flight to quality," Griffiths said. "If developers can truly distinguish themselves through innovative and truly guality developments, from design and architecture to construction, execution and operation and by winning an independent award it helps consumers identify those properties, it can only be a good thing for developers and design firms"



For more information on the inaugural Cambodia Property Awards, visit the website. Super early bird tickets for the gala dinner are available now at Ensign-Media.com. offered until 11 December only

Sponsorship and media partner opportunities for the kingdom's premier real estate event are also available. For details, email info@asiapropertyawards. com or call +66 (0) 2662 5195.

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SKYLAR - BY MERIDIAN

Only one year after our successful launch of CASA Meridian, we proudly present our second condo project at the embassy area.

LIFESTYLE REDEFINED A NEW LIFE HAS BEGUN

MIH LAUNCHES SKYLAR MERIDIAN CONDO



eridian International Holding (MIH) launched construction on the Skylar Meridian Condominium project, which aims to provide a unique lifestyle in the next generation of high-end condominium developments in the capital's downtown.

Skylar Meridian, the second MIH project in the capital, is located in Tonle Bassac Commune at the heart of Phnom Penh's diplomatic zone. The 28 floor-serviced residence condominium will be built on a gross area of 27,429 square metres featuring a variety of property styles.

Star Empire Property Limited, a subsidiary of MIH with decades of experiences in Hong-Kong's property market, is overseeing the \$30 million condo development which will stand 100 metres when completed in May 2018.

Interested buyers can visit its showroom connected to the current Casa Meridian showroom at Diamond Island where the project and sales were officially launched on 31 October.

Skylar will introduce to Cambodia a new way of living with the serviced residence concept with first class management and service where a complete facilities and amenities will be provided. In addition to the condominium units available for sale, Skylar will offer 105 units dedicated to serviced residences space called Somerset Norodom. The developer has signed a deal to offer these Cambodia' first international standard serviced residence space to Singapore's The Ascott Limited (Ascott), a famous firm in running serviced residences, said its press release dated 28 October.

MIH's goal with this partnership is to provide the best in high-level service as demanded by an increasingly sophisticated market, and to enhance the standard and living experience for residents of Skylar.

"We strive to develop products with good value, delivering quality properties with sophisticated design at prime locations," said Mr. Ko Sek Yan, Founder and CEO of Hong-Kong based developer, MIH. "And that is what Skylar Meridian is all about."

The target customers are those highnet-worth Cambodians and the younger affluent generation, foreigners living in Cambodia, and foreign buyers and investors from Singapore, Hong-Kong and the region intending to live or invest in high-end condominiums. "We believe the new generation will not only live in penthouses and





villas in the future, but Skylar Meridian will be the best residential location for them to go from/to their offices," Mr. Ko Sek Yan

While the ground floor will serve as the lobby, the car park will stretch from 1st to 7th floors with a capacity to accommodate 126 units. Lease-only serviced apartments (Somerset Norodom) will cover from 8th to 14th floors, while the 280 condo units ranging from studios (80 units) to 1 bedroom (140 units), and 2 bedroom (60 units) will be located from the 15th to 27th floors. Some of the salable condos are also

The roof floor (28th floor) will be a state-of-the-art sky park including an infinity pool, sky fitness centre, café space, sun

There are several types of studio units with price starting from US\$89,000 per unit. Besides, there are one-bed room and two-bed room types. By early November over 50 percent of the offered units were sold, according to the developer's sales

In the pipeline, MIH also plans a third project to be built on 1.8 hectares of Boeng Kok Lake. The 4,000 square meter development will be a high-end commercial retail centre where people will feel as if they are in one of Hong Kong's shopping centres and that will bring global brands to the Cambodian market, according to Mr. Ko.

MIH has been operating in Cambodia since 2010 via the establishment of a garment factory in the Phnom Penh Special Economic Zone (PPSEZ). This was followed by Casa Meridian condominium, its first property development project featuring 414 condo units in twin 33-floor buildings worth US\$75 million located at Diamond Island. Built and design by renowned Chinese contractor and architect, construction kicked off in May 2014 with completion expected in early 2017.

Mr. Ko considers the nation's construction and property sector to be growing at a pace which reminds him of the golden period that Hong-Kong experienced in the 80's, when he first became immersed in the property profession.

"Taking MIH to Cambodia was, for me, a way to bring strong and successful expertise in the construction and property sector as well as a long-term vision for the Cambodian market," he said

CBRE CAMBODIA APPOINTED MARKETING **AGENT FOR EXCHANGE** SQUARE



signing ceremony was held on 4 September 2015 to mark the A September 2013 to man appointment of CBRE as Hongkong Land's Sole Coordinating Agent for Marketing Services in respect of leasing commercial office and retail space at Exchange Square in Phnom Penh, Cambodia.

Located in the centre of Phnom Penh's financial district and less than 10km from the airport, Exchange Square is close to key government ministries and major foreign embassies. It is surrounded by parks, as well as major boulevards that provide easy access to the city's main districts and popular attractions. This strategic location offers the height of convenience in an elegant, historic setting.

The initial phase of Exchange Square will comprise a Grade A office tower with 17.000 sq.m. of office space over 16 levels, and 13,000 sq.m. of retail space

in a four-level podium. The project will also include some 650 car and motorcycle parking spaces. Upon completion, Exchange Square is expected to become a landmark for Phnom Penh and a catalyst for increasing business and retail activities in the area.

Office floor plates will provide fully flexible and efficient accommodation up to 1,154 sq.m. (12,421 sq.ft.) per floor, with a maximum sub-divisions from 98 sq.m. (1,050 sq.ft.). Hongkong Land will provide the highest level of safety, and security standards throughout the development, in addition to greenery integration that will include green rooftops, an on-site park, and contributions to open public spaces.

Exchange Square in Cambodia continues Hongkong Land's long-established strategy of growing the Company's commercial portfolio in business hubs across Asia. Its existing develop-



ments in the region, such as Marina Bay Financial Centre in Singapore and World Trade Centre in Jakarta, are market leaders in tenant satisfaction due to the Group's consistently high quality standards in both construction and ongoing property management.

Marc Townsend, Managing Director of CBRE Cambodia, said, "Hongkong Land's commitment to quality construction standards and property management services shall set a new benchmark in Phnom Penh. CBRE is excited to mark the start of the two firms' collaboration on this project."

Hongkong Land's Country Manager, David Tibbott, remarked, "This iconic development symbolises Cambodia's growing economy. Exchange Square has been designed to meet the needs of both Cambodia's own leading companies as well as international occupiers."

At the press conference, Mr Tibbott also told Construction & Property Magazine that, subject to ongoing negotiations with potential tenants, approximately 70 percent of units were already committed, with the majority of interest to date coming from international investors.

Hongkong Land began construction of the development on 6 September 2013. Completion of the first phase is expected in 2017, with and a grand opening to be held soon thereafter





Borey Maha Sen Sok

023 900 771

CREED GROUP, Leading Japanese Developer in Cambodia









023 900 661

ANOTHER JAPANESE INSPIRED PROJECT BROUGHT TO YOU BY









from its first project, Bodaiju Residences, Japanese developer Creed Group will soon introduce two more projects targeting Cambodian buyers.

Unlike the Japanese-style Bodaiju Residences condominium complex, the upcoming projects are borey-style developments, though still imbued with a modern Japanese architectural style.

The second project, Borey Maha Sen Sok, is to be built on 12 hectares of land in Phnom Penh's Sen Sok district about 3km west of the capital's airport and Bodaiju Residences.

Consisting of 686 units, Maha Sen Sok will offer three housing types, one storey flats (Satsuki), two storey flats (Botan) and Villa lots with an average price per unit worth about US\$50,000. Construction is scheduled to start at the end of the year. "What make this project special is its simple modern design, good location in the new development area with high housing demand, high construction quality under Japanese management plus the affordable price with flexible terms of payment for customers," said Mr. Heng Punnareay, Creed Group's Business Development Manager.

The third project, Arata Garden Residences, is also in Sen Sok District about 3km will be launched early next year. Developed on 12 hectares of land, Arata will offer 712 units with six housing types, mainly shop houses and linked villas, with launching unit price for popular type around US\$130,000.

"Arata" is derived from the Japanese word meaning new. The company intends to add a Japanese flavour to the housing designs, landscape concept, ecology and water flow in the Phnom Penh Thmey area, said Punnareay. "In each house, we simplify the design by harmonising it with the surrounding nature, Japanese alley garden concept "Komichi" with many access roads and big car parking spaces."

While Borey Maha Sen Sok targets middle class Cambodian who are seeking affordable housing with a modern lifestyle, Arata Garden Residences are built for middle class Cambodians who prefer a luxury lifestyle combined with Japanese architecture and green landscape.

Creed Group has undertaken comprehensive market research on the housing needs of Cambodians before designing each project, and Punnareay expects these two projects to receive good market responses after the success of Bodaiju Residences.

"We believe in our products and the quality of living we are providing to the people," he proudly said. "In the case of Bodaiju Residences, we have been very



successful so far and we hope the same will happen and even better because these two projects are landed properties purely developed for local Cambodians."

So far Bodaiju Residences has steered the company's success in the Cambodian market. Just nine weeks after launching, over 60 percent of phase I has been sold, mostly to Cambodians and sales for phase II will open soon.

Creed Group has a long-term vision to build its empire by introducing more projects in Cambodia, according to Punnareay.

"Cambodia is a country with a growing middle class and we see a lot of potential and opportunities here that we can explore. We are here to extend our exceptional Japanese quality to the Kingdom of Cambodia for long term business," he said



WHAT NEW CONDOMINIUM DEVELOPERS SHOULD KNOW

s condominium developments mushroom across Cambodia, many existing and new property developers are finding their fortune in this small-but burgeoning and prosperous market.

Despite its potential, investing in this style of multi-storey building with various owners is very risky for inexperienced and novice developers, experts warn.

Industry experts spoke at a condominium development seminar hosted in Phnom Penh in early September 2015 attended by potential condominium developers and real estate professionals. They emphasised the need to identify the right condominium business model, have adequate financial resources, a sound legal business partnership, good construction quality, and cost control as the major issues to be taken into consideration before embarking on a project.

There are various forms of condominiums that new developers need to know clearly before preparing business models to capture market share, said Mr. Kevin Goos, CEO of Century 21 Cambodia, a subsidiary of U.S. based global real estate agency Century 21, which organised the seminar.

Condominiums mostly yet unseen in Cambodia are: serviced apartment condominiums operated like a serviced apartment; town-house condominiums, resembling the multi-storey flats in Cambodia; mall condominiums, built and operated in a mall style; and office condominiums where the building's office units are owned by separate enterprises.

While the unit owners of a hotel condominium lease back the units to a hotel operator to run as a hotel, the resort or time-share condominiums usually developed at the resort communities allow people to own the same condo units with different periods of the year allocated for their respective vacations.

"Many smart investors are bringing those styles of condominium businesses to the Cambodian market now." he said.

Mr. Goos recommends new developers to keep their eye on medium-rise condominium investments such as office condominiums, explaining that investors will find those condominiums financially convenient, easy for construction quality control, and easy to request bank loans for, while ensuring strong market demand.

Predicting the market in the next three years, Goos anticipates most of the high-end condominiums will face problems as they can't find enough buyers and tenants to rent their expensive units. "There will be a shift to the more affordable condominiums to meet the need for local middle-class buyers that want to live in their downtown condo during the week and relax at their villa



on the outskirts at the weekend.

Having their own budget to finance the condominium construction without depending on clients' deposits was the point Mr. Charles Vann, acting vice-chairman of the Association of Banks of Cambodia (ABC) alerted new developers to.

"...You can't just have [a plot of land] then draw a condominium master plan, then do marketing and sell it and rely on buyers' deposits to complete the building," he stressed, mentioning the stalled Gold Tower 42 and previously-stalled De Castle Royal as the example. "It is quite risky if you follow this model especially when the economy fluctuates."

Over-promising and over-marketing to customers are also what this financial and building guru warned new developers of as they will lose customers' trust when they [developers] can't fulfill their promise. "...Their over-promising will upset buyers not only on their existing project but also their future one(s) as customers lost trust in you."

On legal issues, Dr. Sok Siphana, managing partner of SokSiphana&associates, one of Cambodia's leading law firms, points out the common legal issues about condominium businesses in Cambodia are mostly about seeking the right partner(s), shareholders' disputes and drafting a dispute-free Joint Venture (JV) agreement between the local company that usually owns the land and the

international firm that usually finances and develop the projects.

Many local land-holding firms are careless in maintaining their company's legal documents such as having proper shareholders and board resolutions, and ensuring other compliance with the Cambodian laws and regulations, which results in complicated legal problems when they form a partnership deal with foreign investors to develop a condominium.

"The international partner doesn't care if the shareholders listed in your company's board resolutions are all your relatives, but they only care that those people must agree with the terms of the JV agreement and be willing to honor them in the future when the project start." he said. "These are the sources of disputes that can lead to shareholders' disputes that can stall the project construction, although they have enough funding."

To prevent future conflicts, some professional developers, after signing the JV agreement, even enter into a more complex shareholders agreement that outlines in detail the responsibilities, the rights and the obligations of the respective parties in the partnership business, he added.

Dr. Sok who has led the drafting of the Kingdom's long-awaited construction law also reminded developers that this

360-article law will significantly impact all developers once it enters into force next year.

Besides ensuring construction quality, cost control and that the condominium's design fits reality are what both Mr. Vann who is also the acting chairman of Cambodia Constructors Association (CCA) and Dr. Sok reminded new developers to focus on.

While Mr. Vann advises new developers to ensure they have qualified people or a professional agency to do effective project costing and construction quality including every detail inside the building, Dr. Sok even recommends developers to select architects that have experience living in the condo to design it and do motion studies to see if the design can comfortable be inhabited or not.

In addition, there are many more things that successful condominium developers need to know including project design and pre-development, marketing and sales, condo pre-registration and occupancy, condo registration, title deed, management etc.

As the market continues to expand in Cambodia, it is clear that those developers who follow both the law and international standards in all aspects of the design, construction and sales process and recognise the future needs of the market, are those who will be most successful 🔳

NEW CVEA CHAIRMAN LAYS OUT AMBITIOUS STRATEGY

After being appointed as head of the Cambodia Valuers and Estate Agents Association (CVEA)'s 4th mandate following the resignation of former president Sok Bun, Kim Heang has outlined four main goals to enhance Cambodia's property industry and promote the CVEA.

ith 14 months of his mandate remaining, Kim, the founder and CEO of Khmer Real Estate Co., Ltd, aims to; enhance the CVEA governance; set up a real estate school; eliminate chaotic commission rates; remove the barriers between large and small real estate firms and also between developers and real estate agencies; and host a successful ASEAN Valuers Association (AVA) Summit in Cambodia in 2016.

• Enhancing governance

According to Kim, he will be restructuring the management structure of the eightyear old association to equally share its benefits among all members. Three agents and sellers, so the aim is to

vice-presidents will be recruited from among members via a transparent selection process to independently handle appraisals, development, leasing, and transaction services.

The vice-chairmen for appraisals and development will respectively lead relevant members to seek business opportunities and partnerships with financial institutions and developers.

The third vice-chairman for leasing and transaction will lead relevant members in negotiating for standardised commission rates. Current commission rates are anarchically negotiated between

achieve at least a one month fee commission for any leasing deal and at least 3 percent for transaction deals.

Where previously the CVEA president held the top position in the organisation, the 4th mandate will see the introduction of a board committee with seven permanent members plus two independent members who are experts in economics or law to provide oversight.

Breaking down barriers

"If a single real estate firm wants to do business orientation with all financial institutions and big developers, it is hard to meet them, but if we request it together under the CVEA with over 60 members, those banks and developers may not reject our request," he said, adding that, "I want to help small real estate offices to gain the same opportunities as the big players and be able to meet executives of those financial institutions and developers."

Setting up a realty academy

Helping establish a real estate school to improve local agents' professionalism against in the context of regional integration is one of Kim Heang's major commitments. Though not operated by CVEA, the association will assist any private individual, member firm, local or international institution that has the required capacity to produce globally-recognised agents.

We can't stop developers building properties. If they can develop and sell, let them do it. If people can buy, let them buy. I can only congratulate them, not discourage them.

> CVEA borey and apartment team members visit Camko City. Phnom Penh

"Now there are applications from institutions in Thailand, Singapore and the UK," he said. "We greatly welcome them, but I want to select the best one with internationally recognised standards that can produce qualified agents to compete against inbound foreign agents. We need to check their history, school, curriculum, and lecturers' backgrounds."

Currently, Kim is also considering cooperating with Century 21 University and the Singapore Institute of Management (SIM). "I don't need quest speakers to train agents, a school providing training via the internet and lecturers without qualifications. I need professional lecturers with official graduation certificates in real estate at university level," he explained.

Kim confirmed that the CVEA won't make any profit from the school but will provide necessary support such as by offering floors for practicum at its member offices. Anyone interested in joining the real estate sector either whether CVEA members or not, will be eligible to register. The tuition fees will be set by the school itself.

With over 10 years experience Kim Heang welcomes the intention to establish real estate subjects into Cambodia's higher education curriculums, but has concerns about the lecturers' qualifications. "So far, I can't find any Cambodian that has a bachelor degree in property dents?"

Chairing the 19th ASEAN Valuers **Association Congress**

Cambodia will host the 19th ASEAN Valuers Association (AVA) Congress in Phnom Penh in June 2016, where Kim Heang has been appointed the summit chairman. He is confident the CVEA will successfully organise this prestigious regional meeting and expects about 500 international real estate and construction investors to join the event.

Looking to the future

Kim remains satisfied with the current levels of prosperity in the real estate market despite concerns over current supply slightly exceeding demand. However, he encourages existing and new developers to continue developing properties to the high standards their target markets require.

Looking to the future, Kim admits the up-down property cycle of property could see a crisis but that solutions can be built in. "We can't stop developers building properties. If they can develop and sell, let them do it. If people can buy, let them buy. I can only congratulate them, not discourage them."

"If we can keep 7 percent of annual economic growth and ensure the ongoing political stability together with a better legal environment, I don't think we will







appraisal yet, so who can teach the stu-

face a crisis in the next three to five years. Cambodia also never faces serious natural disasters like other nations."

As regional integration looms, Kim worries that local real estate offices that are small and weak won't be able to survive against inbound foreign firms. His idea is to unify Cambodian firms to ensure all of them can survive in tougher market conditions.

To ensure the industry's stability, he also wants the relevant public agencies to not allow developers to collateralise project land title deeds at banks to get loans.

Kim's advice to developers, especially novice ones, is to ensure enough budget to complete the project without relying on customers' deposits, to have a extensive, clear network of targeted buyers in hand and to publish accurate sales statistics. In addition, he also alerts developers to not request bank loans over 20 percent of the property value to avoid facing potential crisis during an economic recession.

Finally, Kim advises buyers to purchase properties from developers with a strong background and where the hard title is issued.

Bringing his wealth of experience and ambitious strategies to bring unity, education and equity to its members and the sector, Kim Heang intends the future to be bright for the CVEA



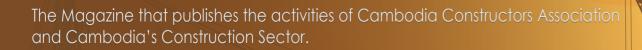
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Association (CCA)



International Federation of Asian an Western Pacific Contractors' Associations (IFAWPCA)



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CONSTRUCTION



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EVENT CALENDAR | CAMBODIA

	4 th CAM ASSOCI OS-05 December 2015, Phnom Penh, Cambodia
Event name Start date Location Details	 CAMBODIA CONSTRUCTORS ASSOCIATION SU December 03, 2015 Diamond Island Exhibition and Convention Center The 4th Cambodia Constructors Association St 3-5, 2015 at the Diamond Island Exhibition and the construction industry as well as governmed. The expo will feature some 280 booths and sl materials and decoration to mechanical and e water supply systems, machinery, and mechan will be represented as well as information protors, including from real estate agencies, bank Exhibiting at the trade fair can bring real benefits, banks and financial institutions, archiver related businesses to sign up for booths as make contacts with new customers. Organizers predict this first Cambodian flagsh international visitors and exhibitors looking for ties.
Event name Start date Location Details	: CAMBODIA INTERNATIONAL BUILDING CONST : September 10, 2016 : Phnom Penh, Cambodia : AMB Events is the biggest international trade s real benefits and results to all our exhibitors, Malaysia, Vietnam, Cambodia and Myanmar.
Event name Start date Location Details	: CAMBODIA PROPERY EXPO 2016 : September 10, 2016 E : Diamond Island Exhibition and Convention Center C : AMB Events is the biggest international trade solar real benefits and results to all our exhibitors, Malaysia, Vietnam, Cambodia and Myanmar.
Event name Start date Location Details	: CIVAR' 16 : September 10, 2016 : Diamond Island Exhibition and Convention Center : AMB Events is the biggest international trade sl real benefits and results to all our exhibitors, Malaysia, Vietnam, Cambodia and Myanmar.
Event name Start date Location Details	: CAMENERCY' 16 : September 10, 2016 : Diamond Island Exhibition and Convention Center : AMB Events is the biggest international trade sl real benefits and results to all our exhibitors, Malaysia, Vietnam, Cambodia and Myanmar.

BODIA CONSTRUCTORS ATION SUMMIT & EXPO UCTION INDUSTRY

 IMIT & CONSTRUCTION INDUSTRY EXPO

 nd date
 : December 05, 2015

 Irganizer
 : Cambodia Constructors Association (CCA)

mmit & Construction Industry Expo is scheduled for December d Convention Center and will bring together professionals from nt officials.

owcase a wide range of materials and services from building ectrical (M&E) equipment and technology to plumbing and ical and steel forms. Several property development projects vided on services related to the construction and property secs and insurers.

fits to firms, and CCA encourages material producers and dealater and plumbing suppliers, property developers, real estate itectural and interior design consultancies, insurance firms and It will be an opportunity to meet others in the sector as well

p building expo will attract hundreds of thousands of local and r information on the sector or seeking new business opportuni-

RUCTION INDUSTRY SHOW

nd date : September 12, 2016

rganizer : Cambuild

nows organizer in Cambodia. The Group prides itself in delivering risitors and delegates across Asia's emerging markets including

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EVENT CALENDAR | ASIA

Event name Start date Location Details	: Konstruksi Indonesia 2015 : Nov 04, 2015 End date : Nov 06, 2015 : Jakarta Convention Center Organizer : PT Infrastructure Asia : Konstruksi Indonesia is unique in attracting the entire construction buying chain from manufacturers through to end-users, giving exhibitors the chance to meet trade customers and influence end-users all under the same roof.
Event name Start date Location Details	: World Archetecture Festival : Nov 04, 2015 End date : Nov 06, 2015 : Marina Bay Sands Organizer : EMAP : World Architecture Festival is the world's largest international architectural event. It includes the biggest architectural awards programme in the world, dedicated to celebrating excellence via live presentations to delegates and international juries. More than 2000 architects from 60 countries attend WAF - it is your pas port to the international architecture scene.
Event name Start date Location Details	: Green Urbanscape Asia : Nov 05, 2015 End date : Nov 07, 2015 : Singapore Expo Convention and Exhibition Centre Organizer : SingEx Exhibitions Pte Ltd : GreenUrbanScape Asia is an international exhibition and conference offering an extensive multitude of high quality innovations, services, cost effective business solutions and state-of-the-art equipment for Asia's buoyant urban design, landscape and greenery sectors.
Event name Start date Location Details	: Visual Asia Expo 2015 : Nov 05, 2015 End date : Nov 07, 2015 : Suntec Singapore Convention & Exhibition Centre Organizer : SPACEARENA : Visual Asia Expo is a professional trade show in Asia, spotlighting the best and complete variety of visual communication solutions from visual effects and display technologies to photo imaging, lighting, printing, applications and visual design.
Event name Start date Location Details	: PEA presents EcoLightTech Asia 2015 : Nov 19, 2015 End date : Nov 21, 2015 : Plenary Halls, the Queen Sirikit National Organizer : NEO Convention Center Bangkok, Tailand : EcoLight Tech Asia is the latest trends and make 2015 your best year for energy savings in lighting, attend PEA presents Ecolight Tech Asia 2015, best opportunity to connect with experts from utilities, leading suppliers and new innovations.
Event name Start date Location Details	: Myan Build'15 : Dec 03, 2015 End date : Dec 05, 2015 : Myanmar Event park, Yangon Organizer : AMB Events Sdn Bhd : MYANBUILD 2015 will be held from 3-5 December 2015 in Yangon's most modern facility - Myanmar Event Park (also known as 'MEP'), as is expected to showcase 350 booths on 6,000 square metres of exhibition space, an held together with the Myanmar International Building & Construction Seminar 2015, which will feature over 20 technical seminars on building and construction materials, equipment, technology and more.
Event name Start date Location Details	: Singapore International Stone, Marble and Ceramic Show : Dec 08, 2015 End date : Dec 11, 2015 : Singapore Expo_Hall 3A Organizer : Ladin Fair Congress Organization Services : Singapore International Stone, Marble and Ceramic Show Singapore International Stone, Marble and Ceramic Show will be held in Singapore between 8 - 11 December 2015 for the first time. This spectacular exhibition will provide a huge profit to exhibitors and enable them to expand their business in marble and stone sectors in developed Singapore.

BuildTech Mandalay 2016

Mandalay's Leading Building Technology and Supply Event

20 -	– 22 January 2016 Mandalay City Ha
Event name Start date Location Details	: BuildTech Mandalay 2016 : Jan 20, 2015 End date : Media Center Organizer : BuildTech Mandalay 2016 is the marketplace for and engineering businesses.
Event name Start date Location Details	: Architecture + Construction Materials : Mar 07, 2016 End : Tokyo, Japan Tokyo Big Sight Org : Started as an expanded version of the construction ARCHITECTURE + CONSTRUCTION MATERIALS has a comprehensive exhibition of materials and other architectural structures in the city.
Event name Start date Location Details	: Secutech : Apr 19, 2016 End : Taipei, Taiwan Org : Secutech organises the exhibition in the most co products are displayed in the right way to the righ per se, but how system integration, solutions, and a
Event name Start date Location Details	: TRENCHLESS ASIA 2016 : May 09, 2016 End : The Kuala Lumpur Convention Centre, Malaysia Org. : TRENCHLESS ASIA 2016 is the 9th event in this se spotlight will be on Kuala Lumpur as, for the first trenchless technologists in Asia. Significant advar Malaysia in recent years and pressure from author engineering methods to minimise disruption during
Event name Start date Location Details	: Coatings and Corrosion Asia : May 17, 2016 End : ECMIITE Asia Sdn Bhd Org : Coatings & Corrosion Asia is a biennial exhibition environmental, manufacturing and industrial neer professionals in all areas of coating and corrosion technical seminars that will be covering different methodologies in the industry.
Event name Start date Location Details	: Guangzhou Electrical Building Technology : Jun 09, 2016 End : China Org :Guangzhou Electrical Building Technolgy (GEBT) premier platform for the electrical engineering, cover the sectors of power supply and energy m home automation as well as smart homes.

EVENT CALENDAR | ASIA

Hall, Myanmar

www.btmandalay.com

: Jan 22, 2016 : SPHERE Exhibits Pte Ltd r trade professionals and parties interested in construction

nd date: Mar 09, 2016rganizer: Nikkei Inc.tion materials division of JAPAN SHOP in 1995,has been held every year since then. It has now grown into
her related products indispensable for building various

nd date rganizer : Apr 21, 2016

: Messe Frankfurt (HK) Ltd

comprehensive way to meet buyers' demands & ensure your ght customers. Secutech 2016 sheds light on not only security applications can add value to organisations and our daily life.

nd date rganizer : May 10, 2016

: Westradd Group Ltd

series and for the first time will be held in Kuala Lumpur The st time, it hosts 2016's most prestigious and exciting forum for rances have been made in the use of trenchless technology in horities has been placed on contractors to use these modern ing the installation and refurbishment of underground services.

nd date rganizer : May 19, 2016

: ECMIITE Asia Sdn Bhd

on promoting the latest coating technologies for the region's eeds. This will be the platform for sharing knowledge among ion industry including showcases of technologies as well as ent aspects of latest development in products, solutions and

nd date: Jun 12, 2016rganizer: Messe Frankfurt (HK) LtdBT) 2016 is positioned by industry professionals as Asia'sg, building and home automation markets. GEMB 2016 willmanagement systems, electrical engineering, building and



ក្រុមហ៊ុនឈានមុខគេលើវិស័យអចលនទ្រព្យនៅកម្ពុជា Since 1999



មានទីតាំងស្ថិតនៅ សង្កាត់បឹងកក់២ ខណ្ឌទួលគោក រាជធានីភ្នំពេញ។ Location at Sangkat Boengkak 2, Khan Toulkok, Phnom Penh.



មានទីតាំងស្ថិតនៅ សង្កាត់បឹងទំពុន ខណ្ឌមានជ័យ រាជធានីភ្នំពេញ ។ **Ar.** Sovannarith

Phnom Penh.

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<mark>ទំហំដ</mark>ី/L-size: n/a

Location at Sangkat Toul Tumpung, Khan Chamkarmon Phnom Penh. ទំហំអគារ/B-size: 13x13 (169 sqm) <mark>ទំហំដ</mark>័/L-size: 270 sqm



Property Information			
Property Name:	The Bridge		
Property Type:	Condominium		
Location:	Prime Location in Sangkat Tonle Basac, Khan Chamkamorn, Phnom Penh		
Price:	Low Downpayment Starting from 5% onwards, Pre-approved financing with low inter-	est rat	es
Type of unit:	Spacious & Unique2 Bedroom Layout Design		
Total of unit:	Only 27 choice units available		
Facilities:	Swimming pool ,Gym ,Children Playground, Function hall, Retail Food & beverage, and six		
	Stories parking		
Contact Number:	012 506308, 012 506 316, 012 506 326, 012 265 273		
Head Office	Address: #126, Norodom Blvd, Chamkarmorn, Phnom Phenh	Tel:	(
	Branch Address: #99, Ek Reach, Sangkat 4, SihanoukCity	Tel:	
Siem Reap Br	anch Address: Road 6. Phum Khmar thmai.Chreav. Siem Reap City.	Tel:	







មានទីតាំងស្ថិតនៅ សង្កាត់ផ្សារថ្មី១ ខណ្ឌដួនពេញ រាជធានីភ្នំពេញ ។ Location at Sangkat Phsar Thmei 1, Khan Daun Penh,

<mark>ទំហំអគារ</mark>/B-size: 4m x 25m (100 sqm)





មានទីតាំងស្ថិតនៅ សង្កាត់ទួលទំពុង ខណ្ឌចំការមន រាជធានីភ្នំពេញ ។

📼 29 🝙 0 🚗 0 😩 Mr. Kim Hong (a) 0 (a) 0 (a) 2 (c) 017 911 889



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ອຸລຊຸຜສໍ/ Condo for Sale: Starting from USD190K

roperty Information

roperty mornation		
Property Name:	Platinum Bay	
Property Type:	Condominium	
Location:	#39A, St 282, Sangkat Boeung keng kang 1,	
	Khan Chamkamorn, PP	
Type of unit:	2 & 3 bedroom	
Unit size:	Start from 88 sqm to 109 sqm	
Total of Unit:	40 Units	
Number of floor:	32 stories	
Facilities:	Swimming pool, Gym, Steam, Sauna	
Contact Number: 012 506308, 012 506 316, 012 506 326, 012 265 273		

Property Information

Name of the project: Orient Ritz		
Property Type:	Condominium	
Location:	Sangkat Toek Laork2, Khan Toulkok, Phnom Penh	
Type of unit:	1X2 Bedtoom	
Start up size:	485 sqm	
Number of Floors:	18	
Facilities:	Swimming pool, public garden at the rooftop, sports clu	

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	[w]:www.umg.com.kh.
	BOREY RIVER TOWN
	[a]: National Road No 6A, 12110, Phnom Penh
	[m]:(855-95) 888 890 [m]:(855-97) 566 3 333
-	[e]:info@boreyrivertown.com [w]:www.boreyrivertown.com
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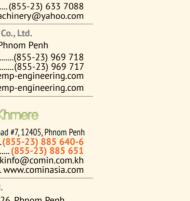
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SA - Chea Sakal Aphivath Co., Ltd.

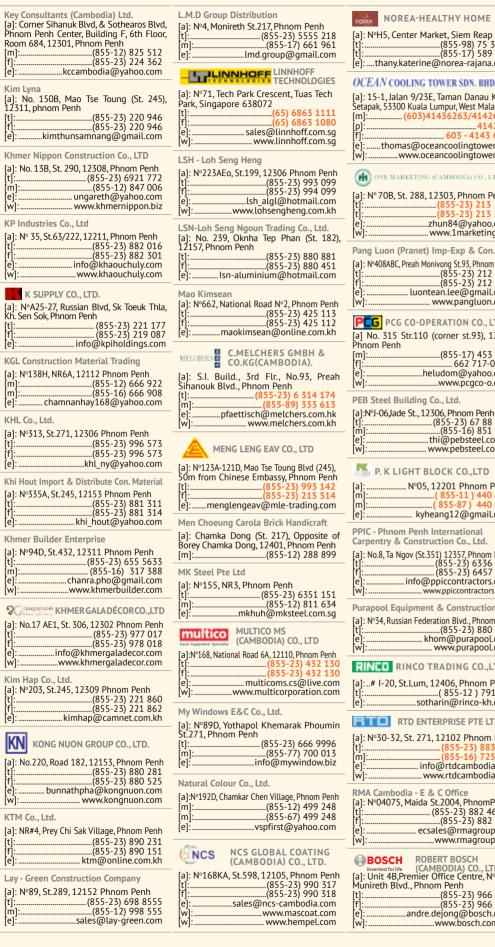


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floor,		[t]:(855-23) 211 9 [e]:info@camconabms.co
588 228	-	[w]:www.camconabms.co
804 486		CCW - Construction Chemicals World
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N°05, 12201 Phnom Penh (855-11) 440 808 (855-87) 440 808 kyheang12@gmail.com Phnom Penh International try & Construction Co., Ltd. 8, Ta Ngov (St.351) 12557, Phnom Penh (855-23) 6336 786 (855-23) 6457 878 info@ppiccontractors.com www.ppiccontractors.com ol Equipment & Construction 4, Russian Federation Blvd, Phnom Penh (855-23) 880 604 khom@purapool.com www.purapool.com www.purapool.com www.purapool.com www.purapool.com www.purapool.com www.purapool.com www.purapool.com www.purapool.com www.purapool.com www.pricontractors.com www.purapool.com www.purapool.com www.purapool.com www.purapool.com www.pricontractors.com www.pricontertertertertertertertertertertertertert	[W]: SOI [a] No. 1404, St [t]: [e]: in [w]: Substrate Technic (Cambodia) Co. [a]: N°26-28, St.2 [t]: [e]: [e]: stick [e]: Stick [e]: Stick [f]: [e]: [e]: XIN [f]: [e]: [e]: [e]:
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