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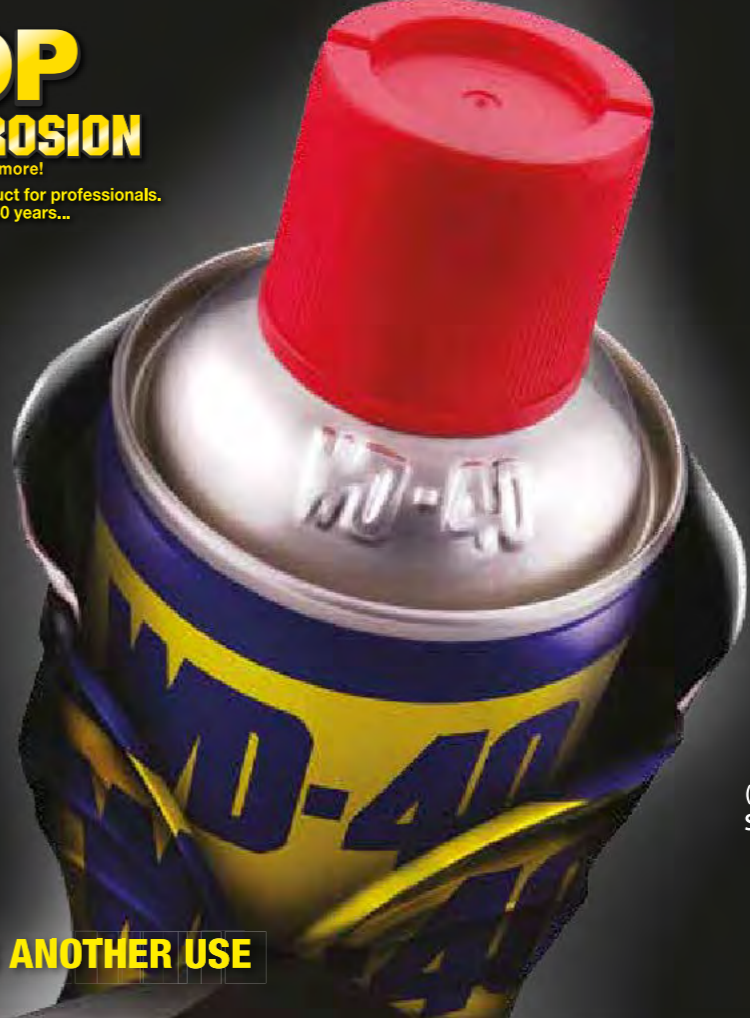
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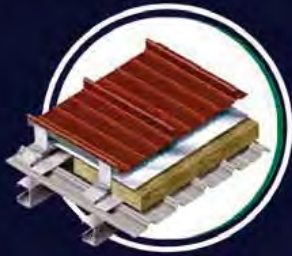
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Message from the
*CHAIRMAN of the
Cambodia Constructors Association (CCA)*



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

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

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

Thank you.

Neak Oknha Pung Kheav Se



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Cover Photo: The Skylar condominium by Meridian Holdings International, in Phnom Penh, Cambodia.

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From the
PUBLISHER



2016 marks the advent of ASEAN integration that will see the merging of Cambodia's construction and property sectors with the the ASEAN bloc. As a result, Cambodia will see an increased inflow of overseas investments into these industries.

Construction & Property Magazine, which celebrates its 3rd anniversary in January 2016, intends to be one of the catalysts to help maximise the benefits of regional integration for Cambodia.

Published through support from the Cambodia Constructors Association (CCA), this bi-monthly magazine features four main sections comprising interesting topics, empowering messages, useful information and data related to the two sectors.

The first section looks at overall developments in construction locally and internationally, including new and ongoing projects and their impact on the nation's economic growth. The second section highlights general information and activities related to the CCA, whose goal is to promote the construction industry in the kingdom. The third part looks at latest updates on major development in the real estate sector. Lastly, the magazine offers a directory of construction and property firms where readers can find service providers or future business partners.

Now publishing our 19th edition (January-February) on the theme of iconic construction projects, you will find the latest information and expert analysis on local and overseas building and property projects in our three main sub-sections; Construction, Association and Property.

In Construction news, you will find useful information on the background of Cambodia's leading developer, the Overseas Cambodian Investment Corporation (OCIC), how joint venture partnerships are established, Phnom Penh's comprehensive urban master plan, real estate development on Koh Rong Island and much more.

In Association news, you will learn of the Cambodia Constructors Association (CCA) achievements over the last four years including its 2nd building and property expo and related events hosted in December.

We shine the spotlight on emerging projects such as the Skylar Meridian condominium, Residence 90 in the Boeng Kok development, and source expert evaluations on current developments in the nation's real estate sector in our Property section.

Overall, I strongly believe that Construction & Property Magazine serves to help Cambodia's construction and property sectors flourish. Our information and insights help attract foreign investors and business people and help those already here remain well informed about the latest developments in these dynamic, exciting and rapidly expanding sectors.

Sincerely Yours,
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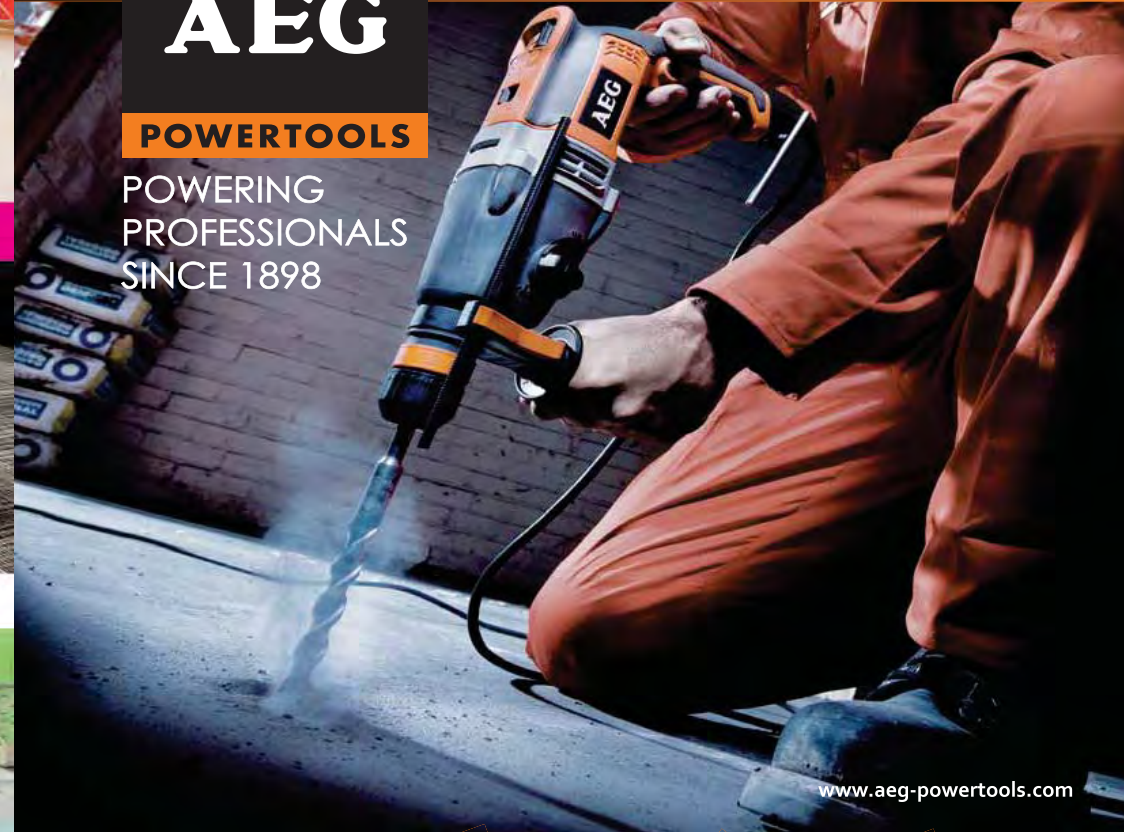


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State owned agencies from the Philippines and Sweden have partnered together to develop Clark Green City, the first smart, disaster-resilient and green metropolis in the Philippines.

Bases Conversion and Development

Authority (BCDA) from the Philippines signed a 3-year MOU in November with Sweden's state-owned IVL Swedish Environmental Research Institute (IVL), and two Swedish firms ElectriCITY and Xeric AB to build the 9,450-hectare development in Central Luzon.

The MOU is a three-year collaboration project of BCDA and the Sweden-based entities aimed at exploring potential collaborative opportunities in relation to sustainable urbanisation, best practices in urban development, and providing business solution services ■

WB, ADB SUPPORT INDONESIA ENERGY, INFRASTRUCTURE



The World Bank has announced provision of more than \$10 billion to support Indonesia's energy and infrastructure development. Meanwhile the Asian Development Bank has approved \$600 million for the state-owned power producer.

The WB funding will focus primarily on supporting national infrastructure programs, increasing sustainable energy, and building the maritime

economy to improve connectivity. The ADB funding will help Sumatra achieve an electrification rate of 90% by 2019.

"The electricity sector has been growing in Indonesia, but has not been able to keep pace with demand Reliability and stability of the system continue to decrease, as the periodic blackouts that occurred in Sumatra and Java show," said Rehan Kausar, of the ADB ■

THAI RAIL SEEKS \$1.9B FOR ASEAN TRANSPORT HUB



The State Railway of Thailand (SRT) is seeking private investment to the tune of \$1.9 billion to develop its land in Bangkok as an ASEAN commercial and transportation hub.

A key part of the project will be commercially developing the 34.88 hectare area in and around Bang Sue MRT Grand Station. The development will be divided

into three zones; a business centre, department stores and a car park.

"Our feasibility points out that this land is suitable and has high potential to get developed as ASEAN Linkage and Business hub," Ormsin Chivapruck, deputy minister of Transport Ministry told media.

Construction is expected to start in 2018 ■



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PROGRESS ON CHINA'S LAO AND THAI RAILWAY PLANS

China's plan for a 3,000km rail line from Yunnan province down to Singapore came closer in November with agreements reached in Laos and Thailand.

Laos and China agreed that ground-breaking on the long-delayed, \$6.28bn north-south rail link would take place on 2 December, according to the Vientiane Times. Meanwhile in Thailand, the cabinet finally agreed a draft cooperation framework after months of tough negotiations to link the Lao border to Bangkok.

In Laos, China will provide 70 percent of the funding for the 418km railway while in Thailand, the \$9.7bn cost would be met by Thailand and by a loan from China's Export-Import Bank ■

CHINA'S CCCC TO DREDGE PENANG PROJECT



Malaysian luxury property developer Eastern & Oriental (E&O) has selected infrastructure giant China Communications Construction Company (CCCC) for major land reclamation works on the second phase of its high-end residential development on Penang Island.

The \$534m project will see CCC's newly-formed Malaysian subsidiary dredge to reclaim

891 acres for phase 2 of E&O's Seri Tanjung Pinang development, which E&O says is the island's first master-planned seafront development

Shanghai and Hong Kong listed CCC's has experience in Malaysia with the design and construction of the 24km Penang Second Bridge, Malaysia's longest bridge. Work is expected to begin on the site by the end of 2015 ■

PHILIPPINES' WESTSIDE CITY TO BE 'BROADWAY OF ASIA'



Megaworld Corp, a leading developer in the Philippines and its sister company, Travellers International Hotel Group, have announced a glittering 31 hectare, \$1.4 billion entertainment township within Pacgor Entertainment City.

Dubbed 'Westside City', the development will be home to a Resorts World casino hotel, international

hotel brand Westin, Okura Hotels and Resorts and the Genting Grand with a total of 1,500 hotel rooms available.

Westside City aims to build a reputation as the 'Broadway of Asia' with a host of performing arts and theatre facilities intended including a 3,000 seat opera house. Completion of the development is expected at the end of 2020 ■

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VIETNAM-DUBAI JV TO DEVELOP \$1.37B PROJECT

Vietnamese developer Bitexco and Dubai's Emaar Properties PJSC will establish a joint venture to develop a \$1.37 billion urban area located in Ho Chi Minh.

The 427-hectare JV development, dubbed the Binh Quoi – Thanh Da Urban Area, will include infrastructure, housing facilities and ecological parks.

Phase one between 2016 and 2020 will focus

on major engineering works, 2020-2025 will see completion of the infrastructure and functional areas and phase 3 will see the project conclude by 2030.

Bitexco is renowned for a series of realty projects including The One skyscraper. Meanwhile, Emaar Properties is the developer of the world's tallest building Burj Khalifa and world's largest shopping mall Dubai Mall ■



VINGROUP COMMITS \$1 BILLION TO PHU QUOC



Vietnamese property giant Vingroup has committed \$1 billion to developing Phu Quoc Island, aiming to become the largest investor on the island located close to the Cambodian coast.

To date, Vingroup has invested \$446.4 million on building hospitality projects, healthcare facilities and infrastructure on the island, according to

Deal Street Asia.

Since 2014, Vingroup has inaugurated the Vinpearl Phu Quoc Resort and Golf project, and the Vinmec hospital, while also working to bring its retail business onto the island. As well as upgrading main roads, Vingroup has also been selected to invest in the \$22 million Phu Quoc International Airport project under the BOT model ■

THAI POWER CO. TO INVEST IN PLANTS IN INDONESIA, LAOS, CHINA

Thai power producer Ratchaburi Electricity Generating Holding PCL (RATCH) has announced plans to invest around \$1 billion in power plants in Indonesia, Laos and China

RATCH's aggressive investment expansion aims to double its electricity production capacity to 8,000 megawatts through three main strategies; exploring new investments, managing efficiency of main power plants and completing construction of new power plants on time.

The potential projects, for which the company is conducting feasibility studies and negotiation include, 2,000-MW JAWA7 in Indonesia, 400-MW Sekong 4 hydropower project in Lao PDR, seven solar farms projects for the public sector in Thailand (with a combined capacity of 35 MW) and a 2,000-MW power plant project in China ■



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Cambodians from all walks of life are invited to apply for an Australia Awards Scholarship. The application process is open and competitive, providing equal opportunity to everyone regardless of gender, ethnicity or disability.

"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."

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GOLD TOWER 42 TO RESUME?

A silent shell since 2013, Gold Tower 42 could be completed by 2018 after the owners requested permission to restart construction in February 2016. Choi Jong Hae, CEO and Chairman of Yonwoo Cambodia Co, Ltd, who owns Gold Tower 42, sent a letter to the Ministry of Urban Planning and Construction requesting permission to continue construction, according

to the Phnom Penh Post. This is not the first time the company has promised to restart work on the troubled project having assured the market that construction would resume in March 2015. Though building materials are better value than when the project began, Gold Tower 42 will certainly struggle to overcome a lack of credibility among investors ■

AZZA DECOR BRINGS ITALIAN LUXURY TO CAMBODIA



AZZA DECOR

With its official inception in Cambodia in November 2015, Azza Decor (Cambodia) Co.Ltd is the first sole supplier of various Italian luxury decoration brands to the Cambodian construction market.

Azza is now the sole distributor in Cambodia of Italian luxury tiles, sanitary ware and wallpaper with brands like Versace, Valentino and Atlas Concorde.

While having already

received exclusive rights to distribute Gessi sanitary ware, LEMA luxury furniture, MALEABA and MOBILIDEA contemporary styles and MONAMOUR Arredeameti and SOCCI classic styles, Azza also plans to import furniture and kitchen ware from the Versace and Jacuzzi brands in early 2016.

Customers will also receive a Certificate of Origin of every product they purchased from AZZA Decor ■



CONSTRUCTION INVESTMENT RISES TO \$3B

At the opening ceremony of the Cambodian Constructors Association (CCA) Cambodian Construction Industry Expo on 3 December, Im Chhun Lim, senior MLMUPC minister announced that investment in the construction sector mounted to \$2.96 billion, marking a 27 per cent increase compared to the same time span in 2014.

Reflecting the increasing trend for high-rise buildings, especially in the capital's CBD, around 54 percent of the total investment in 2015 was made in buildings ranging between 10 and 55 storeys. Based on newly released figures from MLMUPC, the minister subsequently dubbed 2015, "The year of condo and apartment construction" ■



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CHINA'S CITIC TO INVEST \$262 MILLION IN CAMBODIA CEMENT PROJECT



Yu Zhangfa (right), CITIC Heavy Industries Company CEO and Leang Meng (left), chief executive of Chip Mong Group, at the signing ceremony in Phnom Penh on December 5.

China's leading cement equipment manufacturer and service provider CITIC Heavy Industries Company has secured an engineering, procurement and construction (EPC) contract from a Cambodian conglomerate to build a \$262 million cement plant in Cambodia, Chinese state media reported.

The contract was signed in Phnom Penh on 5 December between Yu Zhangfa, chief executive officer of CITIC Heavy Industries Company, and Leang Meng, chief executive of Chip Mong Group. The size of the contract reflects the estimated 4 million tons of concrete Cambodia currently needs a year.

According to Xinhua, CITIC will carry out the detailed engineering design of the project, procure all the equipment and materials necessary, and then construct a cement plant for Chip Mong Insee Cement Corporation, a subsidiary of the Chip Mong Group.

It will be "Cambodia's largest single cement line with the most modern and state-of-the-art equipment and technologies from Germany and China," Aidan Lynam, CEO of Chip Mong Insee Cement Corporation told Xinhua.

"It will be a world-class cement plant which produces top quality products for our company, with emission controls which protect the neighboring environment with the lowest carbon footprint," he said. He added that the plant, planned to be built in southwestern Kampot province, is estimated to cost \$262 million, which is a joint venture with Siam City Cement Public Company Limited of Thailand.

Yu Zhangfa said the plant will be capable of producing 5,000 tons of cement per day. "CITIC Heavy Industries will follow strictly the standard, technical specifications and requests stipulated in the contract in order to provide the high

quality service to this project," he said.

"We are in strict compliance with the owner's requests with regards to project construction standard, equipment arrangement, environmental protection and other aspects," he said. "We devote our efforts to building this project as a new mark of CITIC Heavy Industries' EPC project in the country along 'the Belt and Road' area."

Speaking while witnessing the signing ceremony, Mines and Energy Minister Suy Sem said the contract between the two companies had clearly showed the confidence of investors in Cambodia's political stability and business opportunities. "Cement demand in Cambodia is very high due to the rapid progress of construction industry," he said. "Thus, I believe that this cement plant will be able to meet the demand of cement in Cambodia" ■



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EMT FLOWS WITH MARKET LEADING GINDE PIPES



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

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

Since early 2010, EMT has exclusively imported GINDE and maintains a large stock in Cambodia. They have only been supplying GINDE uPVC and PPR for projects and contractors, but are planning to soon distribute to retail outlets.

GINDE has many types of pipe applicable for water, heater, gas, compressed air, industrial oil, cooling liquids, commu-

nication cable, fire mains and drainage for agriculture and industry. However, at the moment they only focus on four types which are uPVC pipe for electrical, water supply and drainage, and PPR pipe for cold and hot water.

"At first, it's difficult to gain trust or confidence from the customer when mentioning that GINDE is manufactured in China," said EMT Sales Manager Mr Lim. "In fact, GINDE adopts the new science and technology, has introduced a production line from Germany and quality control managed from the USA. GINDE has already gained more than 40 national product patents and holds ISO9001 and ISO14001 certificates."

GINDE supply many projects in China, Asia, Africa, America and Australia, as well as in Cambodia, especially to those projects in the PPSEZ.

GINDE PPR Pipes are resistant to abrasion and corrosion, have a high chemical

resistance, and a long lifespan with a maximum working temperature of 95c, and maximum working pressure of 2MPa. Benefits for transporting potable water include light weight, low heat conductivity, fast and easy installation, 100% homogenous connection, and material which prevents growth of bacteria and algae.

"Compared to other brands, our PPR and uPVC pipes for potable water supply and drainage are more hygienic, and better for health," explained Mr LIM. "Also, when burning our pipes, you will never smell an unpleasant odour, because GINDE has just adopted RA130E for our BOREALIS raw material from North Europe."

"Our objective is to supply only high quality products with reputable brand names. We only supply products when we work directly with the factories, and that's why we can offer a very competitive price and delivery time" ■



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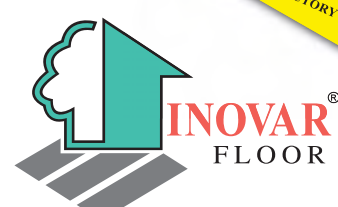
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INDUSTRY LEADERS TO CONSIDER 'PHNOM PENH IN 2020' AT GAC



A panel of industry leaders will debate what Phnom Penh will look like in 2020 at the 2nd Annual Global Alumni Convention (GAC) on 29-30 January 2016.

This annual alumni networking series brings together leaders from industry and governments around a series of interactive panel discussions and social functions to debate the hottest topics facing contemporary Cambodia. The GAC is organised by IDP Education, the world's largest student placement services provider.

Andrew Barkla, CEO at IDP Education, explained the popularity of this unique event saying, "The Global Alumni Convention reflects the significant impact that alumni have on national human resource development and the recognition of it at the very highest levels of government and industry."

One of the most highly anticipated GAC2016 panel discussions is Urban Planning and Construction: Phnom Penh

in 2020. The confirmed panelists are: H.E Sok Siphana, Advisor to the RGC on the Law on Construction / Managing Partner, SokSiphana&associates; Kim Heang, CEO Khmer Real Estate / President CVEA; Hun Chansan, Principal Architect, Re-Edge Architecture + Design; and Simon Griffiths, Associate Director, CBRE Cambodia. The Moderator will be David Marshall, Head of Multi-National Corporates at ANZ Bank and committee member of CanCham and IBC.

"The GAC is a platform that generates the exchange of ideas for the city of Phnom Penh. To be able to share my opinion on the environment and the society that I was born in and am living in deeply touches my personal goals in life," said Hun Chansan, who studied architecture in the US and is also a regular contributor to Construction & Property Magazine.

With the event structured on an interactive Q+A format, the panelists will be discussing their visions of the future

growth and shape of the nation's capital in terms of planning, design, infrastructure, and sustainability. The panel will respond to questions and discuss the challenges facing the city as well as the opportunities for its residents and the construction and property sectors.

Asked how he thought the convention can benefit those who attend, Simon Griffiths said, "The best thing one can ever do is believe in continual learning and development of oneself and the others around you. To this extent we never stop learning and should not stop sharing those experiences with those around us."

GAC2016 is to be officially opened by H.E Dr Hang Chuon Naron, Minister of Education Youth and Sport. Organisers anticipate attendance by more than 500 alumni, professionals, experts and leaders from governments and the private sector.

Construction & Property Magazine is a proud media partner to the GAC2016 ■

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Speakers for this topic:

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Steering Committee, CanCham (Moderator)

Hun Chansan
Principal Architect
Re-Edge Architecture + Design (Panelist)

Kim Heang
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CHOOSING THE RIGHT ASPHALT MIXING PLANT

Purchasing an asphalt mixing plant is a capital intensive investment and a major decision for road contractors and hot-mix asphalt suppliers.

Many factors other than cost need to be carefully evaluated in detail to decide the type and capacity of asphalt mixing plant to invest in. Understanding the different technology and make of asphalt mixing plants is vital to determine the best choice of plant that will produce quality hot mix asphalt and reap good returns on investment.

Generally, there are two types of asphalt mix production: drum-mix and batch-mix. Drum-mix plants function in a continuous system: no screening of raw aggregates, no individual weighing of raw materials and bitumen, and no separate mixing process, whereas in batch-mix

plants, raw aggregates are screened before being mixed. Individual weighing of aggregates, filler and bitumen by load cells in batch-mix plants gives better accuracy and quality control than volumetric weighing in drum-mix plants. This reduces wastage of bitumen and poor quality hot-mix asphalt.

Portability and mobility of the asphalt plant should also be considered, especially by contractors undertaking projects in remote areas, where they may have to relocate the plant upon project completion. Commercial hot-mix asphalt suppliers using stationary plants should also consider the non-recoverable costs of foundation works and lifting equipment required for installation. The cost and ease of operating and maintaining the plant, after sales service and support, and availability of spare parts should also be key factors in the decision making process.

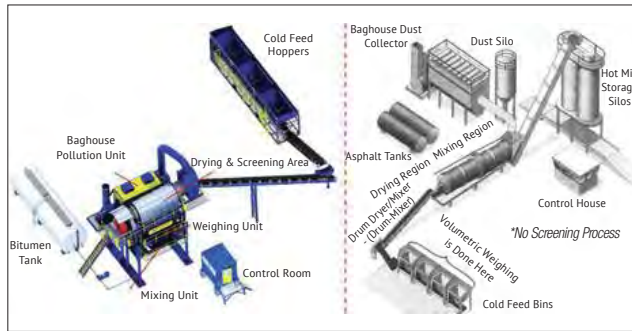
Linnhoff started manufacturing batch-mix asphalt plants in the 1900s. With the innovation of the Screen Drum technology in the 1960s, Linnhoff introduced a revolutionary, more efficient, and cost-effective

asphalt mixing process. This patented technology is unique to Linnhoff and differentiates itself from other brands of asphalt plants. The Linnhoff Screen Drum combines the drying and screening processes of raw aggregates that eliminates the requirements for hot-elevator and vibrating-screens sections. The absence of these two sections means lower maintenance cost for wear-and-tear parts and ease of maintenance. With Linnhoff Screen Drum technology, the route taken by raw aggregates is shortened, hence less heat loss to convection and radiation, leading to lower fuel consumption. Better fuel savings coupled with easier and lower maintenance cost result in lower operating cost. Being a cost-efficient producer of hot mix asphalt generates better margin whilst maintaining competitiveness in the market.

Linnhoff Technologies is a German manufacturer based in Singapore producing a wide range of asphalt mixing plant solutions from fully mobile plants (TSD series), to portable containerised plants (CSD series), to compact stationary plants (TRX

and CMX series), suitable for different projects and commercial requirements. Linnhoff Asphalt Plants have completed numerous airports, highways, ports, and other road maintenance projects in the Asia-Pacific and African regions over the years. The Linnhoff TSD series is a fully mobile batch-mix plant with four main modules on axles. Each module of the TSD conforms to common road haulage standards and is readily attachable to prime movers for fast and easy relocation. The TSD series is also a self-erecting plant using hydraulic power pack without the need for cranes and lifting equipment. Linnhoff TSD plants have completed airport projects in Phnom Penh and Siem Reap, toll roads and highway projects funded by JICA (Japan International Cooperation Agency) in Cambodia. To date, these TSD plants are still in active production, contributing to the growing infrastructure and better roads in Cambodia ■

By: Mr. Teo Siang Leong, General Sales Manager, Linnhoff
For more information, please contact: sales@linnhoff.com.sg



Schematic of LINNHOFF Batch-type Screen Drum Asphalt Plant (left) vs. Drum Mix Asphalt Plant (right)



LINNHOFF TSD1500 (90-100 TPH @5% moisture) in Phnom Penh

LINNHOFF COMPACTMIX ASPHALT PLANT



Linnhoff CompactMix Asphalt Plant (CMX) is a modular-based plant; each CMX module is container-fitted and plant installation is done module-by-module. The modular system of CMX allows this plant type to be ideal for both stationary and portable uses. With container-fitted modules, transportation cost is lowered and eased. Plus, with the patented Linnhoff Screen Drum system that combines drying and screening systems, Linnhoff CMX plant is able to provide better values by reducing fuel consumption and maintenance, which reduces overall plant operating costs.

To learn more about our CMX asphalt plant, please contact us.

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WHY BUILD & MAINTAIN IT RIGHT
ER. ABHISHEK MURTHY
Bureau Veritas Singapore

INSURING ASEAN'S CONSTRUCTION INDUSTRY, THE SINGAPORE WAY

Abhishek Murthy, General Manager, CKM Consultants, Bureau Veritas Singapore, writes about the missing jigsaw of professional engineering certification. The structural integrity and the stability of buildings are as important as the buildings' functionality, alongside user and occupier safety. To date, across many countries in Southeast Asia, there has been inadequate attention exercised in quality control during design and construction stages and the maintenance of buildings throughout their service life.

In this regard, Singapore's overall construction and infrastructure sector stands out in terms of best practices and continual adherence to process improvements.

These standards are important lessons as the construction and infrastructure sector in Singapore - and the neighbouring Southeast Asian countries - continue to expand.

Many projections abound on continued strong growth of the construction and infrastructure sector despite recent economic challenges. This growth will be driven by infrastructure development in Malaysia, the need for key new public sector projects in Indonesia and the development of new facilities being carried out from ground-zero in Myanmar. All these have led analysts to forecast double digit growth a year for this sector over the next few years.

Need for More Construction Quality Standards

Alongside this rapid development, there

has been growing focus on the development of construction quality standards. Some of these standards have been developed by the private sector, and in some cases, the authorities have instituted best practices. But to date, there have been a lack of uniformity in neither approach nor industry consensus across and within ASEAN.

Singapore stands out in this instance. The republic is a model example where the building/construction sector has implemented robust testing/inspection/certification procedures in design review, site supervision and mandatory checks in the post-construction period.

In the specific area of construction design in Singapore, it is now mandatory for construction projects to seek a design review of the Professional Engineer's design by an Accredited Checker, who is one of senior standing in the circle of Professional Engineers. Without such a design review, any intended project would not be able to proceed to the next level.

This practice arose after one specific development, in particular, the collapse of Hotel New World in Singapore in March 1986. One of the key findings in the aftermath of the collapse was the discovery that the building's structure was grossly under-designed. In that painful episode, the catastrophe could have been avoided and lives and the property could have been saved.

In 1989, authorities in Singapore instituted legislation which made it mandatory for construction projects in the republic to seek certified design reviews prior to the commencement of construction. Also arising out of the Hotel New World incident, independent construction supervision and Periodic Structural Inspections of buildings - after completion of construction - were also mandated in 1989.

These were mandated because of the findings in the Hotel New World inquiry that the construction quality of the building was very poor and there were plenty of warning signs indicating a possible collapse during the 13 years during which the building stood.

The empirical evidence of improvements in the construction industry after 1989, from our point of view, has been startling. In the 1990s, as mandatory periodic structural inspection commenced, it was not unusual to find some structural defects one in every 50 buildings inspected. Almost 25 years on, with design reviews and independent construction being mandated, we find some structural defects one in every 200 buildings.

This is an important key learning and impact in the aftermath of the Hotel New World incident, and a key takeaway for the construction industry in the region.

Design Review Certification - A Need for S'pore-type Standards in Southeast Asia.

First, from our own estimate, even



A construction site in Singapore

without a mandatory requirement for a certified design review, the cost of such a review is about 0.15% of the total construction cost of the project.

By undertaking a design review at such a fractional cost, it ensures safety and a peace of mind from the very conceptualisation of the project. By this very point, the building and construction sector in the Southeast Asian region (outside of Singapore) should strongly pursue a design review from the very conception of the project, even so when such a task is not mandatory.

By the very nature of seeking a certified opinion at the design review stage, it becomes an "insurance" for the structural integrity, building stability and user and occupier safety that is being sought after. Seen within this context, the quest for a certification becomes a small premium for which safety is far more assured.

Lack of Mandatory Testing During Construction in ASEAN

Second, having crossed the need for a professionally certified opinion at the design stage, another "insurance" policy step should be taken during the construction phase. Again, today in this region, there are no mandatory requirements for professional engineering certification during construction in most countries. However, instituting such a practice by

industry would constitute best practice for the overall betterment of the sector and society.

Professional engineering testing and certification during construction is really about ensuring quality control at every step during the evolution of the building. Based on our experience and estimates, the services of engaging such professionally certified engineers should amount to no more than 1% of the overall cost of a construction project. This is a small "premium" to pay for overall quality and safety.

Third, the area where certification should be sought as best practice pertains to the area of Periodic Structural Inspections (PSI). It is to be expected that building structures, over time, will have tell-tale signs or warning signs of distress - before a collapse happens. Conducting PSIs ensures early detection.

The reality is that, in most countries around the region, there is no requirement for PSIs. If structural defects go undetected, this may lead to a real risk of an eventual partial or full collapse. In this regard, there have been ample cases of building collapses around the world in the past few years, leading to a tragic loss of lives.

If certification has been conducted to the highest professional standards at the design, construction and post construction phases, then any subsequent rectifi-

cation work becomes minimal. As a case in point, in a particular project undertaken by us in 1988, we encountered a situation where the structural instability of four residential blocks appeared to compromise the safety of residents.

If periodic checks had been conducted, the cost of instantaneous rectification would have been minimal. However, in the absence of these periodic assessments, the cost of repair and strengthening the constructed facility amounted to S\$6 million.

To put this in a bigger context, the cost of rebuilding the 4 blocks should they have collapsed because defects were not detected early would have amounted to \$60 million plus loss of lives.

The key here is really about the importance of seeking professional engineering certification, testing and inspection at the pre-, during and after construction phases. It constitutes best practice by the industry. It should be right thing to do

Today, there is understanding of the benefits but the trigger to implement certification and testing at every step is still lacking. Early detection of structural defects and carrying out remedial works will prevent excessive deterioration of structures. Early detection minimises the chances of expensive repairs and possibly even total collapse and loss of lives ■

SETTING UP A JOINT VENTURE: THE RISKS AND REALITIES

Joint ventures (JVs) in the construction industry are common around the world. Although more companies in Cambodia are entering into such business agreements, the concept is still not widely understood here.

A contractual JV could be an unincorporated or incorporated arrangement among firms created by a contract, usually referred to as a JV agreement, to develop a specific business opportunity. The JV agreement typically spells out the duties and responsibilities among each of the parties, called the 'venturers', that will include their respective contributions to the project, sharing of profit/loss, control and management of the venture, and other business arrangements unique to each venture.

Entering into a JV agreement can offer parties in the agreement access to a new market, new building techniques, technology, additional financing or performance guarantee capability. In other words, a JV partner might bring needed customer contacts, a technical qualifications and expertise or other desirable attributes, according to the Construction Executive website.

There is no limit to the number of partners to form a JV, but two is common. A JV is possible not only for contractors, but also for sub-contractors, project consultancies and any firm wishing to increase capacity to win bids for large-scale projects.

Setting up a JV is often compared to entering a marriage: The rewards can be great, but so can the heartaches and risks if partners aren't well suited for each other. There are many common pitfalls and issues to consider before entering

into a JV if the parties wish to produce a fruitful relationship.

How JVs are formed internationally

There are no clear criteria or guidelines drafted so far in Cambodia for setting up a JV among contractors here. For this reason, Cambodian and foreign entities usually refer to international JV experiences and guidelines when they think of JVs. Construction Executive outlines four main steps that contractors practice internationally; deciding on a JV, JV establishment, getting the JV under way, and wrapping up the JV.

Making a decision on JV

Contractors considering a JV should begin with an honest assessment of what their company could gain from the JV agreement. They should ensure their board members, executives and all departments of the entire organisation are ready to implement individual or shared roles and responsibilities spelled out from the JV contract.

JV establishment

Key terms of the arrangement should be drafted out in detail in the JV agreement between the partners. In addition, many other operational details should be agreed on and documented, even if they aren't part of the actual JV contract. In many ways, this process is similar to establishing a new business from scratch; there are various issues that must be addressed. These concerns can be organised into five general areas; corporate structure, governance and capital issues, operational issues, financial management, risk management and tax and accounting issues.

Getting the JV under way



Phnom Penh International Airport, a JV between Muhibbah Engineering and French contractor VINCI

Even if all the preparatory work in a JV project is done well, many issues must be watched for as work gets under way. Ideally, parties in the JV will need to monitor and work closely together on the day-to-day project activities to avoid problems. Beyond general management involvement, parties should take special attention on: fraud prevention and detection, performance measurement, change order management, billing review, internal audit and ash management.

Wrapping up the JV

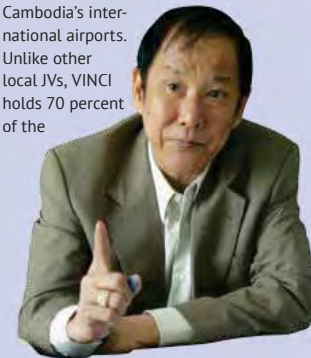
When a project is about to be completed, it is time that all JV parties should conduct a review on their JV cooperation to determine what can be improved if they are willing to undertake a similar arrangement in the future.

JVs in Cambodia

In Cambodia, most JVs are entered into among property developers whereby the local firm places its land bank as a contribution and the foreign investor brings construction expertise and finances the construction project. Cambodian law demands the local firm to own at least 51 percent of the JV stake, due to

the constitutional requirement that land ownership has to be owned by a Cambodian natural or legal entity, and the rest can be owned by foreign parties.

Muhibbah Engineering (Cambodia) Co. Ltd is the Cambodian firm most experienced with JV deals. After reaching a JV with Muhibbah Engineering Malaysia in 1995 to establish various construction businesses such as quarries, asphalt mixing plants and concrete batching plants, it entered into a large-scale JV called SCA in 2001 with French giant infrastructure contractor VINCI to build and operate Cambodia's international airports. Unlike other local JVs, VINCI holds 70 percent of the



stake and Muhibbah holds the rest, based on their negotiation.

Despite experiencing only good JV partners so far, Oknha Hann Khieng, director of Muhibbah Engineering (Cambodia) told Construction and Property Magazine that financial issues are also a common headache for JV businesses.

Cambodia's infrastructure guru, who has also entered another JV with Muhibbah Malaysia to build a \$200 million sugar cane factory, encourages local companies considering forming JVs with foreign firms to clearly investigate their background.

Foreign partners usually form a JV with a local firm that not only has the resources and technologies they need, but also the wide local knowledge and networking that can help make their business viable, he explained. "Foreign firms want local partners with close connections with the government, so if they offer us a bit more, it is still not much for them."

With his reputation and extensive local and international connections, many companies from China and Japan hoped

to form JV deals with him, but have all left disappointed as he is not interested in more JV businesses. However, he usually facilitates their investment in Cambodia.

Muhibbah has however opened opportunities for companies interested to form a JV for a \$200 million expressway to be built in Phnom Penh after it won the sole contract from the government.

Oknha Hann has observed the absence of strong controls on JVs and bidding in Cambodia which allows foreign firms to easily join the bidding and win the project without having to form JV with local firms that often have limited capacity. He requests the government to subsidise 9% of the project value to local firms in the bidding so that foreign firms will resort to forming JVs with local firms by giving them the 51 percent stake.

"The JV can be successful or not depending on the investment capital from each partner and the right timing of partners' arrival," he explained.

Dr. Sok Siphana, managing partner of leading law firm SokSiphana&associates, has assisted numerous clients in setting



Toyoko Inn, a JV between Toyoko inn Group and Cambodia's Overseas Cambodian Investment Corporation (OCIC).

up joint ventures especially in real estate developments usually between local land holding firms and foreign investors. He said firms rely a lot on his law firm's expertise to structure the JV, for example, on the JV shareholding and governance aspects, and complex structuring of multi-purpose commercial building designs taking into account the constitutional prohibition of foreign ownership of land.

He raised two specific legal instruments to ensure a strong and undisputed JV agreement for the Cambodian context. One is the JV agreement itself and the second is a detailed shareholder agreement, if the JV

agreement stipulates the establishment of a new company to operate the commercial real estate project.

"The two parties to the JV have a choice to decide that upon entering into a JVA, a new company would be set up for the specific purpose of handling and implementing the JV agreement," he said.

He stressed that drafting a well-defined shareholders' agreement that sets out clear rules that define the relationship between the shareholders and precisely outlines how the JV will be controlled and managed is crucial. The agreement can also serve as a useful tool in dispute resolution as it can either settle the matter or provide a procedure for a quick, inexpensive resolution of the matter.

To alert contractors when it comes to a JV agreement to ensure win-win agreement among them, his advice is all about managing expectations and risks. "Take the time to build rapport, trust and relationships. Bridging different cultures and management styles takes time. Be mindful also of the language barrier. All these so-called small matters, if not carefully handled, can result in the break-

down of the JV," he said.

Agreeing with Dr. Sok Siphana, Dr. Sat Dara, a university professor with extensive qualifications and experience in civil engineering and industrial construction said JV agreements which are unclear and unfairly written is still the main source of conflict and suffering among parties and customers.

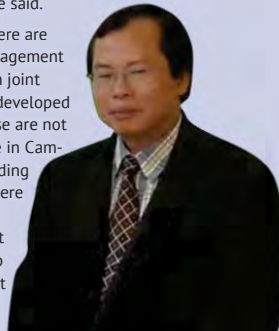
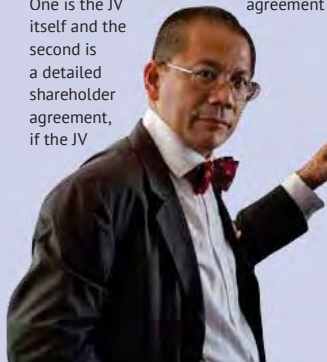
"If the agreement is written fairly, that is fine. If the agreement is written with favour to the foreign firm, the local party must accept all losses stated in the JV because we don't have a legal institution that can solve the unfair JV agreement yet," he said.

While there are specific management principles on joint ventures in developed nations, these are not yet available in Cambodia. According to Dr. Sat, there are separate management guidelines to control JVs at the Ministry

of Land Management Urban Planning and Construction, the Ministry of Public Works and Transport, the Ministry of Rural Development and the Ministry of Water Resources but they are largely ineffective. Only the MLMUPC has set up bidding capacity guidelines for capital deposits in the bank and asset values for bidding companies wanting to set up JV agreement to win the bid.

Dr. Sat requests line ministries and concerned privately-run associations like the Cambodia Constructors Association (CCA) to set up effective JV criteria that can guarantee the benefits of JV parties as well as customers. He also alerts the venturers to pay strong attentions to the drafted agreement and the resources contributed by each party.

"Since we don't have an effective legal framework to control JV establishments, foreign companies can form a JV with a local firm to sell a property project. After they sell the units, they can just take away the money without constructing them, and the loss simply falls on local firm and the customers," he warned ■



ទូរគុណវិធី, កន្លែងរ៉ឺម៉ក និង រថយន្តបែប លក់ រួម ជុំវិញ



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FUXIN: CAMBODIA'S FIRST STEEL BUILDING PRODUCER



Steel building products are known as exotic materials for the Cambodian market. But with Fuxin, quality steel building products are now manufactured in the country providing cheaper prices and convenience to clients compared to imports.

Founded under the mantra of innovation, Fuxin builds upon almost twenty years experience in roll-forming and building construction. Established in 2011 by a group of young and dynamic Cambodian professionals, FUXIN is Cambodia's first pre-engineered steel buildings manufacturer. The application for steel building include industrial, commercial and retail outlets, storage, logistics, sports and leisure. Fuxin strives to be the leader in supplying steel building solutions that are superior in quality, cost efficient, save time and are environmentally sustainable.

While pre-engineered buildings are the main building solution, Fuxin continues to innovate and develop new building systems. Today, Fuxin provides four distinct steel building solutions for the Cambodia construction market from its manufacturing plant located at KMH Industrial Park along Veng Sreng Street.

Pre-engineered building solutions target wide-span steel structures with applications like factories and warehouses, logistics buildings, and sport complexes.

Multi-storey steel building solutions

are for structures like office buildings, commercial buildings, showrooms, and low to mid-rise residential structures.

Designed to fit with smaller-span projects, CZ building systems target small warehouses. It is a zero welding concept and uses fully galvanized steel members. All the connections are punched by CNC machines.

Light Gauge Steel Building Solutions caters toward residential applications because of its versatility and flexibility.

"Our goals have been developing practical solutions that streamline steel structure design and build process, improving manufacturing productivity, and providing more superior quality building," said Kang Sen, Fuxin's managing director and co-founder. "What makes Fuxin unique from other manufacturers is the ability to select and customise various technologies like design software and enterprise resource planning software to support our operation."

While Fuxin is the only Cambodian steel building producer, several foreign steel production plants are also operating in Cambodia now. Today, over 10 steel brands have appeared on the market, mainly imported from Vietnam.

"Since we manufacture the products at home, we can offer at a better price, faster delivery, and quicker installation than suppliers that import the products

from overseas factories," said sales manager Thavrih. "More importantly, we can offer a convenient maintenance service for clients, while most suppliers can't do so."

To expand its expertise in steel structure manufacturing, Fuxin has partnered with Taiwan-based China Steel Structure Co., Ltd (CSSC), the contractor of the Taipei 101 Tower which is built with a steel structure. CSSC is setting up a factory in Cambodia as a base to supply not only the Cambodian market but also the regional market. The plant will have the capability to produce heavy steel structure such as high-rise steel structures, steel highways, steel bridges and heavy plants.

"Our strategy has always been to be selective. We focus on quality projects and development that add value to our operation. We feel very content with what Fuxin has achieved in the four years since its establishment. With ASEAN integration approaching and the increasing demand for steel buildings, we have many reasons to be optimistic and excited about future," said Sen. "Fuxin can be a showcase of what can be achieved in Cambodia. With an average age of only 27 years old and with 99% of our staff being Cambodians, we are proud that we can compete among international companies in this highly technical and value added industry" ■



Pre-Engineered Building Solutions Cambodia's First Pre-engineered Building Manufacturer



Think Building, Think Steel



Sale Office: 191 Eo, Samdech Monireth Blvd, Sangkat Boeng Salang, Khan Tuol Kork, Phnom Penh, Cambodia.
Manufacturing Plant: F14 KMH Industrial Park, Phum Tropaing Thloeng, Sangkat Choam Chao, Khan Posen Chey, Phnom Penh.
Tel: +855 23 88 27 89 / +855 23 88 28 18



RUSSIA TO HELP CAMBODIA DEVELOP NUCLEAR POWER

Russia is to help Cambodia build a nuclear power plant to produce cheaper energy in an effort to become increasingly energy self-reliant and increase competitiveness within the integrated region.

The MoU on "Cooperation in Nuclear Power Use for Peaceful Development" was one among 10 pacts signed between Cambodian Prime Minister Samdech Hun Sen and visiting Russian Prime Minister Dmitry Medvedev during his 3-day trip to Cambodia in November 2015. The visit also marked the first visit to the kingdom by a senior Russian statesman since 1986.

No details about the nuclear power program have been released including the location, specific date and number of plants. But officials from both sides told the media it will require decades to build the plant(s) in a low-capability nation like Cambodia.

Cambodia continues to rely heavily on imported fuel and power from neighbouring Vietnam and Thailand. The energy tariff here is among the most expensive in Southeast Asia which deters many investors to the kingdom.

The nationwide electricity cut on the night of 26 November 2015 caused by a fault in the Vietnamese national grid clearly demonstrated Cambodia's need for more affordable means of energy generation if it wishes to attract more investment.

Compared to conventional fuel power plants, nuclear power plants offers lower greenhouse gas emissions, powerful and efficient electricity, reliable, cheap electricity, low fuel cost, continuous and last-long supply, and easy fuel transportation as 28 grams of uranium releases as much energy as produced from 100 metric tons of coal.

All emerging economies are now facing a key issue which is the reliable, cheap and guaranteed source of energy to ensure their national development, Sergei Kirienko, head of Russia's state-owned nuclear plant builder Rosatom told media in Russia, Reuters reported.

"The Cambodian government is mulling, in future, a nuclear power station construction," Kirienko said. "Perhaps, it is better to begin with a research reactor and a research centre in Cambodia."

Under the agreement, the first package of Russian support to Cambodia will provide expertise, research and training about the power plants to build Cambodian human resources.

A group of Russian atomic engineers will come to train local engineers about radiation technologies and medicine, then build and operate an atomic research



Construction of Novo-Voronezh's nuclear power station is carried out by leading Russian organizations



Novo-Voronezh's nuclear power station



The EU has 18 Russian-designed nuclear power plants

centre with multiple test reactors before moving to generating power.

While the World Energy Council's annual index ranked Cambodia at 116th in accessibility and affordability of energy across the population, Russia is treated as a world leader in exporting nuclear technology to developing countries, said David Hess, a spokesman of the World Nuclear Association, according to the Phnom Penh Post.

Hess said Russia's package deal to clients are favourable as they provide good financing procedures, including training to both technicians and regulators and often lease nuclear fuel rods, taking back used fuel for disposal. This makes the nuclear fuel cycle much simpler.

Despite the strong support from Russia, many energy experts, as well as the general public, are hesitant about Cambodia's capacity to handle such high-risk atomic power generators when the country's disaster response mechanism is still weak.

According to the International Atomic Energy Agency (IAEA), countries intending to implant nuclear energy should meet 19 criteria, including forming a nuclear regulator, a legislative framework, a robust grid, financing availability, environmental protection and others. Cambodia doesn't meet any of these criteria yet.

Despite these roadblocks, David Hess of the World Nuclear Association isn't surprised to learn that Cambodia wants atomic reactors to promote economic growth, noting that other ASEAN members are doing so to prepare for AEC.

After openly considering the nuclear energy option as a potential way to feed soaring domestic demand, PM Hun Sen publicly rejected nuclear energy development in 2014 following the Fukushima Daiichi nuclear disaster in Japan in 2011, the largest nuclear disaster since the Chernobyl disaster in 1986.

To date, significant Cambodian government investment energy generation has focused mainly on hydropower dams. However, it has already been studying nuclear power technology in order to keep up with other ASEAN states on energy sector.

Between now and 2022, Cambodia will invest between \$900 million and \$1 billion plus just in transmission and distribution alone, HE Keo Rottanak, Director of EDC, the country's state-run energy operator told Construction & Property Magazine in 2014.

"...typically it takes about 8 to 10 years to realise a generation project. The fruits that we start to enjoy now are the result of the good work of the Prime Minister and the government over the last 10 years," he said.

He also admitted the difficult balance between the needs for electricity development and environmental protection. "If we don't develop hydropower, if we don't use some coal, what other fuels do we have? It takes time for effort to coordinate the technical development, the financing, and of course the construction."

Cambodia must increasingly be self-sustaining so it can meet domestic demand and provide the basis for economic development so industries, including construction, can benefit more, he added ■

CONSTRUCTION ON KOH RONG RESORT STARTS

Having received a 99-year concession to develop a resort on Koh Rong Island in 2008, Cambodia's Royal Group conglomerate finally broke ground for a five-star hotel on 13 December after years of planning.

The hotel, which is a joint venture with a Thailand-based Swiss investor, will consist of 148 luxury rooms. The developer aims to complete the building in December 2016, said Khin Remy, an assistant to Kith Meng, chairman of Royal Group, according to a report in the Phnom Penh Post.

It is expected that once the hotel is completed, more and more tourists will pour to Sihanoukville for their beach holiday. Koh Rong is a stunning 78 sq.km island located 20km off the coast and has 29 beaches which stretch for 48km. According to the Cambodian Tourism Ministry, 47,000 tourists visited Koh Rong in

ing consultancy firm Scott Wilson Group Plc, the resort will become one of Asia's first environmentally planned and most luxurious tourist destinations. Thanks to the richness of its beautiful landscape, the New York Times listed Koh Rong as one of the 45 places to go in 2012.

"It is our shared vision that the island be planned and developed in a manner that results in the establishment of sustainable, commercially viable development model whilst preserving and enhancing the natural environment," said Royal Group Chairman Kith Meng on the company's website. "Koh Rong will become the destination on the South East Asian Riviera and a place for the enjoyment of both the Khmer people and foreign visitors alike."

As well as the first phase worth a total \$40 million, the Royal Group also plans for a \$10 million international airport to be

Royal Group.

Alongside the potential for investments in hotel and resort developments on Koh Rong, there is scope for strategic investment in the island's infrastructure. The resort master plan also features road networks, a marina, a port, and various tourism and utility services.

According to company officials, the resort will take years to complete as the group is still seeking interested partners among leading resort and hotel brands and investors to invest in the development projects.

While the resort development is welcome news, it has been a big worry for the approximately 600 residents living on the island.

Speaking at the five-star hotel's ground breaking event on the island, Cambodian Deputy Prime Minister Sar Kheng reassured those affected people that the resort development will only benefit them and not hurt them, explaining that the government is working with the developer to launch the 'tiger skin' policy on the resort. This means villagers living on the sites of planned developments can remain on their land while the developer builds around their property.

Due to its geographic conditions that are free from serious natural disasters like hurricanes and tsunamis, Cambodia's islands are home to many tourist and real estate developments. According to the Council for the Development of Cambodia (CDC), almost 40 island development projects have been proposed to date though many are inactive. Among them, Sang Saa Private Island, which opened to visitors in December 2012, and the Koh Pous Island development are the major developments

built in middle of the island. The planned airport will take two years to build and will serve not only as the means to bring in local and international tourists but also investors interested in purchasing properties on the island. It will also welcome flights from Cambodia Airlines which opened two years ago and is owned by the

the first three quarters of 2015, though local tourists accounted for only 17,000 of them.

The hotel is part of the first phase of the resort master plan called Royal Sands Koh Rong Resort. Developed by the Royal Group and designed by Hong Kong-based MAP Architects and design and engineer-

Beautiful beach at Koh Rong Island.



MORE THAN JUST A ROOF TILE



Roof tiles have long been utilised in classic Cambodian architecture. Despite the nation's architectural style gradually evolving and integrating more exotic styles and modern design, roof tiles are still commonly used on many public buildings and residential villas.

Selecting the right tile however is crucial, and making a badly informed choice of roof tile can result in a long-term headache of water leakage, unattractiveness and financial losses.

Recognising the local demand for high quality tiles, Wiki Trade Co., Ltd has differentiated itself from other imported tile ranges by producing and distributing the only Cambodian traditional tile called the Sra Ka Linh tile. Besides supplying this style of roof tile, Wiki Trade, a leading Cambodian construction materials supplier is also the manufacturer of

K-Rock outdoor floor tiles and concrete wall panels. It is also the authorised distributor of MaQuay, York and Daikin air-conditioning.

Manufactured at its own factory in Cambodia, Wiki Trade made this K-Rock traditional roof tile the first Cambodian standard roof tile to cater to the needs for Cambodia's legacy roof designs.

Made of concreting cement, the tile is manufactured to comply with local and international standards with a wide range of sizes, shapes, designs, types and colours. It can be applied to any roofed buildings where tiles are required to protect against the rain/heat or to beautify the architectural style.

Besides offering an ornamented beauty to buildings, and applying traditional tiles to government buildings, public schools, hotels and villas, K-Rock tiles are

technically produced to ensure they are completely waterproof and environmental friendly. Their light weight, compared to other tile brands, can provide significant savings on the building's structural load as well as the roof structure that carries the tiles.

Due to its simple features, the tile also offers fast and unsophisticated installation that saves time and labour costs. K-Rock tiles are now seen over many governmental and public buildings, public school buildings and traditional style villas.

Today, many international tile brands are imported to Cambodia especially from Thailand and Vietnam despite the abundant supply of local tiles. Wiki Trade however enjoys dominating the traditional tile market as it holds the monopoly for this tile design ■

CAPITAL'S URBAN MASTER PLAN ADOPTED



H.E. Pen Sopha Secretary of State of MLMUPC and Phnom Penh Governor H.E. Pa Socheatevong present PP Urban Master Plan 2035 at the Council of Ministers.

Phnom Penh' long-term urban master plan which blueprints the city's development until 2035 was officially adopted by the Cambodian cabinet in December 2015.

The comprehensive master plan is Phnom Penh's second blueprint after the first was produced in the French colonial era. The plan aims to guide land use and management including real estate management, economic development and city expansion in its administrative landmass.

In 2005, the municipality adopted the City Development Strategy and originally formulated a master plan for Phnom Penh's development with assistance from the French government, intending to guide the city development until 2020. But in April 2015, the Cambodian government saw a need to upgrade and extend the plan to 2035 as conditions evolved. The revised plan was managed by the National Committee of Land Manage-

ment, Urban Planning and Construction and Phnom Penh municipality officials.

The urban plan has been adjusted to comply with Phnom Penh's comprehensive transport master plan designed by city hall and Japan's development agency JICA in 2012 which created a traffic master plan for up to 2035.

"The urban master plan isn't only about the city's expansion, it is also about the population and economic growth to prepare, manage and improve the city in the future," Long Dimanche, Phnom Penh municipality spokesman told the Phnom Penh Post in April last year.

Today, Phnom Penh stretches across a landmass of 678 km², expanded from 375 km² in 1998, divided into 12 districts, 96 communes and 897 villages. The 2013 population census showed a population of about 2 million with a density of 2,468 people per km² growing with an annual population growth rate of 2.3 percent

which translates to about 10,000 families per year. The census projects the city to reach three million by 2020.

Phnom Penh is seeing rapid urbanised growth and the construction of new and large commercial buildings. So far, 628 buildings have been erected higher than 5 floors, while over 110 residential blocs (borey) are either complete and being constructed, not only in the city centre but also in the suburbs.

This 14th century capital is now being traversed by more than 1.7 million motorcycles and over 340,000 cars. But more and more vehicles are coming as the capital counts vehicle registration growth of 7-10 percent annually.

Because of these challenges, urbanisation experts and businesspeople warn that without effective urban planning and transportation blueprints, Phnom Penh will lose its attraction for investments, especially on real estate market. They

argue that anarchic city zoning, traffic congestion, limited parking, deteriorating infrastructure, ineffective waste management and rapid population and vehicle growth can hurt the city in many areas.

Hourn Phany, an experienced realtor, says most of the city is a mish-mash of business, residential and industrial use areas. He said the situation in Phnom Penh isn't like in other countries, where there are often clear zoning boundaries that limit what kind of businesses can open there, if at all, or if the area is only meant for residential structures. "Phnom Penh is very complicated now, and even professional urban planners would have a very hard time changing things," he said.

On behalf of city hall, Long Dimanche admits these issues are hurting the city since the city master plan is not yet ready. After the plan is adopted and takes effect, those problems will be prevented, he told Construction and Property Magazine in 2014.

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

Responding to worries raised by civil society groups that the master plan was approved without consulting with them, he told the Phnom Penh Post that many specialists outside the municipality have contributed to the master plan.

"We have been working on this master plan since 2002 and had help from many groups of Cambodian profes-

sional sectors such as architecture, land management, landscaping, environmental, engineering, and [from the] cultural aspect and we had advice from French experts," he said, according to Phnom Penh Post.

According to the previous master plan which was designed by a French expert, Phnom Penh will basically expand to the northwest and west (for middle and low income families) with mainly private sector developments to the north and south (for high and middle income families). The plan's concept supports decentralised urban development with a central core in Phnom Penh.

But legendary Cambodian architect Vann Molyvann said at a construction talk a few years ago that Phnom Penh's development should be directed to the south along the Bassac River toward Takmao city. "The city should develop to the south better than to the west as the south is higher above the river so it can avoid floods," Molyvann said, as reported in the Phnom Penh Post.

Tous Saphoeun, Dean of the Architecture and Civil Engineering Faculty at Pannasastra University of Cambodia agreed the city should be expanded to the south rather than to the west, but said at present investors had not thought of the possibility of flood damage, only of their current business interests.

"During previous floods, the western areas where National Roads 4 and 5 run were hardest hit, but the south has never been heavily affected. There is a waterway which can be opened to release flood waters, the Prek Tnoat River," said Tous ■

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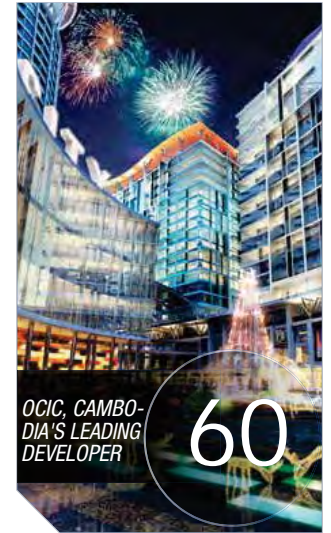
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CCA ATTENDS 42ND IFAWPCA SUMMIT



Oknha Hann Kheing, CCA Vice-Chairman and Mr. Charles Vann, CCA Acting Chairman represented CCA at the summit.



Six representatives from the Cambodia Constructors Association (CCA) attended the 42nd Convention of the International Federation of Asia and Western Pacific Constructors Association (IFAWPCA) that represents constructors in Asia and the Western Pacific region.

Convened in Tokyo from 16-19 November 2015 under the theme "Partnership and Sustainability—the new frontier for construction business", the conference was co-organised by the Overseas Constructors Association of Japan, Inc (OCAJI) and IFAWPCA.

According to IFAWPCA website, the convention discussed the role of the construction industry in regional and global development given that construction businesses are expanding worldwide and have become one of the world's major economic engines.

To drive economic growth in each country and region as well as worldwide, the construction industry associations belonging to IFAWPCA utilised this 42nd convention as an opportunity to discuss in detail the industry's responses to the current issues and its future direction, while building greater mutual understanding and cooperation.

They also explored the creation of sustainable societies characterised by new business development in cooperation with various organisations, maintaining the global environment and disaster response

capabilities, continuing efforts to open up new frontiers for construction business, and strengthening the role of the construction industry.

To further advance the economic and social effects on global and regional communities, the participants also agreed on the need to engage the industry in comprehensive and inclusive business development by cooperating with other industries, going beyond conventional business activities and getting involved in projects from the planning stage so that it can take part in the whole process of forming them.

As the world is facing increasingly serious disasters, the convention also initiated the advanced development of construction business for sustainability, referring to new constructions for global environmental conservation and disaster prevention.

Given that countries and regions in the Asia-Oceania region are also subject to natural phenomena such as windstorms, floods, earthquakes and volcanic eruptions, they determined that the construction industry has a duty to utilise environmental technology to create sustainable societies.

Mr. Toru Shiraishi, the IFAWPCA President and also OCAJI President, said the burdens from natural disasters and accidents as well as climate changes globally have greatly impacted mankind which imposes a pressing need for better measures for disaster prevention and damage

mitigations.

"To keep our living environment, we should try to fight against the problems of global warming," he said, adding that, "The construction industry is at the forefront to be able to cope with the problems and to realise environmentally friendly and sustainable development."

Countries and regions participating in the convention also shared their knowledge on the pressing issues facing the construction industry in order to set the future direction for specific solutions to these problems as well as the industry's ongoing development.

The convention also explored new frontiers for the construction business that extend beyond the regions represented by participating organisations to achieve sustainability through worldwide cooperation.

Representing the CCA Chairman, Mr. Charles Vann confirmed that the CCA, with over 100 members, enrolled as IFAWPCA's 16th member last year and is now ready to amicably cooperate with the rest of the group members. He also appealed to all IFAWPCA members to consider investing in Cambodia.

"...The business cooperation among the members of IFAWPCA will provide many benefits to Cambodia, he said. "Moreover, I hope that the cooperation on various business affairs between the members of IFAWPCA and Cambodia will go smoothly and fruitfully" ■



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CCA HOSTS FOUR EVENTS IN THREE DAYS



December 3-5, 2015 heralded a great milestone for the Cambodia Constructors Association (CCA) as it successfully hosted four consecutive events to promote its members and the building and property industries in Cambodia: the 4th Annual Summit, 2nd Construction Expo, 4th CCA Business Networking Party, and the Construction Development Seminar.

The CCA was founded under the initiation of the Ministry of Land Management Urban Planning and Construction after organising its 1st general assembly in October 2011. Shortly after its establishment, the CCA joined the ASEAN Constructors Federation (ACF) which represents constructors in Southeast Asia region in December 2011.

In 2014, the association enrolled as a member of the China-ASEAN Building Materials Committee and a member of the International Federation of Asian & Western Pacific Contractors Association (IFAWPCA).

4th CCA Summit

Since its inception, the association has organised the annual general assembly to report on its activities and announce its future plans to keep members informed and encourage new members to enrol. The 4th CCA Summit gave the opportunity for all the members to meet, network, and dis-

cuss the challenges and opportunities that arose in the industry over the year.

Now approaching four years old, the CCA has seen membership grow from 23 in 2012 to 50 in 2013, 80 in 2014 and to 110 in 2015. Members comprise local and international constructors, developers, construction material suppliers, realtors, banks and insurers.

The 4th summit was celebrated on 3 December at Diamond Island Exhibition Hall and gathered hundreds of representatives from the 110 member companies, as well as government officials, and representatives of local and international construction firms and associations.

Among the various achievements, Dr. Tan Monyvann, representative of Lok Oknha Mong Reththy, CCA Secretary General said that the association had signed a MoU with the Ministry of Labour and Vocational Training on technical training cooperation and another MoU with the Ministry of Land Management, Urban Planning and Construction on construction building works. It had also signed deals with international firms and associations for mutual interests.

Neak Oknha Pung Kheav Se, CCA Chairman expanded on the association's efforts and achievements. Through the group's request to the government, it had success-

fully gained permission to pump sand to serve the building industry as well as getting approval to issue titles for respective owners who purchased properties from a halted condominium in Phnom Penh so the building can be rescued from remaining a skeleton.

Since the association has fully supported the China-ASEAN cooperation via the China-backed infrastructure policy of "one belt one road", he hopes some CCA members will benefit from or win the infrastructure projects that will run across Cambodia.

"We want to stress that the CCA has a warm cooperation with both the government and local and international construction-related agencies," he said

Presiding over the opening ceremony, H.E. Im Chhun Lim, Minister of Land Management, Urban Planning and Construction, agreed on the significance of the CCA being able to gather more construction company members in order to easily disseminate technical information, provide management consultations and give feedback on the administrative, juridical, health and construction safety issues.

According to the minister, investment in construction from 2011 to 2014 averaged \$2.2 billion per year. From January to November 2015, the sector absorbed over

\$2.9 billion, a growth of 27 percent against the same period in 2014. He also identified that over \$1.5 billion, equal to 54 percent of the total investment, was invested in 56 high-rise projects ranging from 10 to 55 floors high.

"In 2015, the building sector still grew along with the growing trend of urban planning by the inflow of foreign capital which made this year, a year of condominium and apartments construction," he said.

2nd Construction Expo

The CCA also hosted its 2nd Annual "Cambodia Construction Industry Expo" from 3-5 December at Diamond Island Exhibition Hall. While the first event attracted over 100 exhibiting companies with 220 booths and over 5,300 visitors, this 2nd trade show brought over 250 stands and over 150 products. Almost 9,000 local and international visitors attended the show.

The fair's layout was divided into three sections: real estate firms, banks, and insurers; construction material and decoration; and electrical, plumbing and water supply, machinery, mechanical and steel frame. On display were a huge range of products and services from across the construction and property industries.

"The expo has served both to promote the association's activities and benefitted its members so as to promote the nation's thriving construction industry," said Neak Oknha Pung.

Construction Development Seminar

A unique seminar on construction development was hosted during the expo that featured various presentations

organised to benefit exhibitors, visitors, and investors.

There were presentations on: opportunities to apply for scholarships to study construction-related subjects in Australia; the procedure to apply for construction permits and construction business operation licences; the sub-decree on urban planning in the capital; on municipalities and urban; the national housing policy; the procedure to receive property ownership; investment in Cambodia; and the benefits of being a member of the Professional Architect and Board of Engineers Cambodia.

Business Networking Party

Making the best of this golden opportunity, the CCA also organised the 4th Business Networking Party on 4 December to bring together all CCA members and exhibitors to give them less formal opportunities to build networks and engage in business matching.

Three exhibitors with 8 booths and up were also provided the opportunity to give a 10-minute presentation on their business to the gathering. Three companies enjoyed the opportunities. The Overseas Cambodian Investment Corporation (OCIC) talked about their real estate projects, Chinese-based Union Development promoted its 36,000-hectare Dara Sakor Seashore Resort, and United Mercury Group (UMG) showcased their heavy machineries.

Speaking on behalf of the CCA Chairman, Acting Chairman Charles Vann committed the association to bring more benefits to its members via all possible avenues besides the existing trade shows, seminars and business networking parties.

"Via the many achievements and activities, we can



see that the four-year old CCA has contributed much to the private construction sector since our members are from all areas of the construction industry," he said.

He appealed to all mem-

bers to strengthen ties to help develop the industry. He also hoped to see more construction-related companies register to be members in the common effort to collectively uplift the nation's construction industry ■

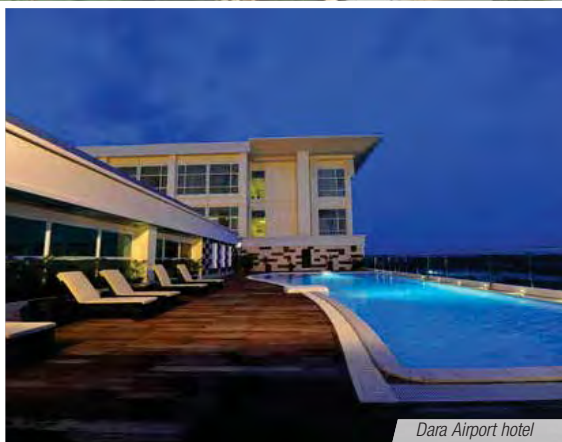
OCIC, CAMBODIA'S LEADING DEVELOPER



Diamond Island landscape during 2009 photographed by Keo Sothy.



Olympia City development project



Dara Airport hotel



Sorya shopping center



La Seine project at Diamond Island

Despite being one of the largest financial and infrastructure / property development companies in the nation, there are many in the industry that remain unclear on the background of OCIC. In this exclusive profile, *Construction & Property Magazine* lifts the lid on the background and portfolio of this business empire.

Established in 2003, the Overseas Cambodian Investment Corporation (OCIC) kicked started its business portfolio by purchasing Canadia Bank, which is one of the largest local commercial banks. The bank was established in 1991 via a joint venture between the Cambodian government (National Bank of Cambodia) and Canadian Cambodian investors who later became OCIC shareholders and bought the bank outright in 2003.

Like many firms, OCIC faced a hard time during its start-up period. But the tireless efforts and strategic decisions of its management together with the contribution of its staff have propelled the group forward to its position today.

Though Neak Oknha Pung Kheav Se is the most prominent and well-known in the company the other OCIC shareholders are Mrs. Lim Sophany, Mr. Pung Wei, Mrs. Lim

Lyna, all of whom are Canadian Cambodians.

After Canadia Bank's business took off, OCIC gained better confidence in the market which inspired it to look for other business opportunities. To align itself with the nation's rapid economic growth, it jumped into real estate, industry, culture, tourism and health to cater for the society's growing needs.

Today, OCIC's business assets include financial services, property, construction, hotels, shopping centres, an industrial park, a rice mill and many more. However, the financial services represented by Canadia Bank PLC and the real estate development handled by OCIC are its main business assets. Currently, about 500 personnel are employed by the group which has net assets of about few billion dollars. Dozens of property developments including residential complexes, infrastructure, flyovers and roads have been completed and more are under construction nationwide through its real estate and construction division.

Phnom Penh represents the centre of OCIC's real estate developments. In 2006, the developer implemented its first major property project by transforming a small muddy island located in the Bassac River

into the 100-hectare Diamond Island City which today is home to dozens of residential and commercial buildings. The 555-metre Diamond Tower scheduled to be built on the island will be the highest skyscraper in the nation and one of the tallest in the world. OCIC intends to develop this tower to promote Cambodia's reputation overseas.

OCIC is also the contractor behind the capital's iconic flyovers. While Dara Airport Hotel and Toyoko Inn represent its tourism business, Sorya, Sovanna, and Ratana Plaza shopping centres are the jewels of its retail business. There are also a few projects outside Phnom Penh such as completed at Siem Reap such as Borey Prim Prey and Borey Ah Kek in Siem Reap and the Independence Hotel in Sihanoukville.

The 30-storey Canadia Tower, also known as OCIC Tower, opened for operation in 2009 and serves as the conglomerates headquarters. Other iconic real estate developments in the capital include the Diamond Riviera condominium, Olympia City, and Elyse. The 387-hectare \$1.6 billion Chroy Changva Satellite City now under construction is currently the largest property development in Phnom Penh ■

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Cambodia Constructors Association

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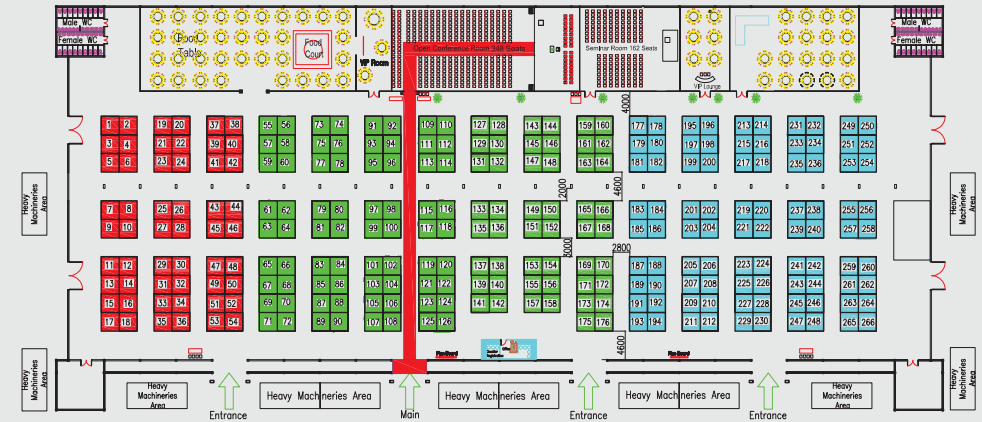
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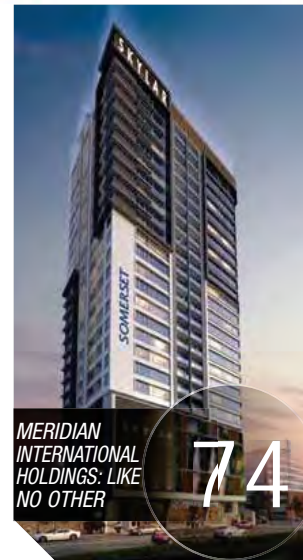
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INTERNATIONAL BRIEF



CROSS-BORDER PROPERTY INVESTMENT HIGHEST SINCE 2008

According to CBRE, cross-border property investment in Asia accounted for 36 percent of total turnover year-to-date, showing a 36 percent quarter-on-quarter rise to \$10.6 billion, the highest total recorded since 2008.

Ada Choi, Senior Director, Research, CBRE Asia Pacific, commented, "the region's investment environment saw solid activity this quarter driven by renewed interest from western investors and the rise of Asian institutional

investors and fund managers. International institutional investors continued to expand their real estate portfolios in the region as they're seeking long-term investments to generate profit above inflation."

"With cross-border investment gathering pace, Asian investors still continue to be drawn to offshore opportunities, looking abroad to diversify a growing pool of domestic wealth globally." ■

TANZANITE ENTERS VIETNAM REAL ESTATE MARKET



Singapore-based Tanzanite International has announced a plan to invest up to \$500 million in a hospitality real estate project in southern Vietnam.

The firm will develop a high-end hospitality real estate project in Ba Ria - Vung Tau, which is a 1.5 hour drive from Ho Chi Minh City.

Phase one will cost \$80 million and break ground in mid-2016. Tanzanite has now invested in 37 hectares of land along the beach in the Ho Tram Strip.

FDI approvals for property projects in Vietnam reached \$2.13 billion in the first ten months of this year, accounting for 11.1 percent of the total FDI ■

SINGAPORE HOME TO WORLD BUILDING OF THE YEAR



The Interlace, a 'vertical village' in Singapore, has won the World Building of the Year award at the World Architecture Festival in November.

Designed by German architect Ole Scheeren and completed in 2013, The Interlace is made up of more than 1,000 apartments across 31 buildings, which are stacked diagonally to maximise private and communal space and allowing

maximum light and air penetration into the development, according to Property Report.

The design allows for eight large hexagonally-shaped courtyards throughout the 170,000 sqm development, filled with community amenities such as swimming pools, gyms, barbecue areas, tennis courts, games rooms and a running track. Prices for apartment units start from \$1.6 million ■



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SHWE TAUNG GROUP OPEN JUNCTION CITY PREVIEW



Image: Shwe Taung Group

Myanmar – The Shwe Taung Group has begun providing private previews of their \$300 million Junction City integrated development located in downtown Yangon.

Being in built in two major phases with phase one scheduled for completion in 2017, the 260,000 square metre Junction City will feature Grade A office space,

a shopping centre, and a five-star 348-room hotel. Phase two, to be completed in 2019, will be residential units.

A joint venture between Shwe Taung Group (55 percent), Singaporean property company Keppel Land (40 percent) and Singapore's City Square Development (5 percent), the architect of the 6.5-acre project is DP Architects from Singapore ■

CAPITALAND, THANH NIEN ENTER JV



Capitaland Vietnam has entered into a joint venture (JV) with Saigon Commercial & Tourism Corporation, a subsidiary of Thanh Nien Corporation, to develop a prime site in District 2, Ho Chi Minh City, for an estimated value of \$55 million.

The 1-hectare residential project is located in Thao Dien ward just 2 km from

the new Metro line, a 10-minute drive to the future Thu Thiem Central Business District (CBD) in District 2 and a 15-minute drive to the existing CBD in District 1.

The completed development will have approximately 350 units and be close to lifestyle amenities. It will bring Capitaland's residential portfolio in Vietnam to 7,850 homes ■

SINGAPORE TOPS ASIAN OUTBOUND INVESTMENT

Knight Frank's Global Cities 2016 report has found that Singapore has been the largest Asian investor into the Australian and United Kingdom's property markets in the last two years with China second and Malaysia a surprise third.

Malaysia's investments were worth \$5.61 billion with \$2.23 billion into UK property in the last two years. Singapore's totalled \$25.10 billion, while China's were \$22.09 billion.

James Buckley, executive director of Knight Frank, "There is a strong desire from Malaysian investors to diversify their wealth into overseas markets. There has been a slight shift in outbound capital, with Malaysian investors focusing more on the Australian market compared with the UK" ■

THAI BORDER PRICES STABILISE

High land prices on the Thai border are expected to stabilise in coming years, according to the Real Estate Information Center (REIC).

Property transactions in Sa Kaeo and Trat respectively dropped by 3.9 percent to 3,847 and by 4.3 percent to 1,697 in the first nine months of 2015 as investors wait for a clear SEZ development plan from the government.

Land near the Cambodian border in Aranyaprathet has soared in value, driven by booming trade at Rongklua market. Locations near the market fetched the highest prices of 10 million baht per rai due to strong demand from Thai, Chinese, Taiwanese and Korean investors.

In Trat, land prices in Mai Root sub-district of Khlong Yai near the Cambodian border soared four times after the area was named as an SEZ ■

MYANMAR MARKET BOUNCES BACK POST-ELECTION

Myanmar's real estate market has seen buoyant growth following the peaceful conclusion of the national elections in November, according to Myanmar Business Today.

Following a sustained period of rapid growth between 2011 and 2014, the market stalled last years as investors showed nervousness about the upcoming elections.

Property agents in Yangon are now seeing rises of up to 20 percent in the rental market which is the main driver in Yangon.

U Aye Win, owner of Tha Du real estate agency also told Myanmar Business Today that the market for land worth \$50,000 and \$100,000 has also recently opened up again ■



THAI INFRASTRUCTURE INVESTMENT FUND CREATED



Thailand's Finance Ministry has approved the establishment of a \$2.78 billion 'Thailand Future Fund' to support government infrastructure investment projects.

Expected to launch at year's end, the ministry hopes to attract local and foreign institutional investors to participate in the fund. The fund is part of government efforts to boost the economy through investing \$50

billion in big-ticket infrastructure projects, many focused on transport.

In December, the Thai cabinet approved a \$2.64 billion plan for an elevated rail line in Bangkok and bidding also opened for a \$650 million dual-track railway project in the northeast. The government aims to get 20 rail, road, port and air transport projects underway by 2018 ■

VIETNAM TOUTED AS HOTTEST ASEAN MARKET



Vietnam is being touted by industry experts as the most dynamic and exciting market for property investment in the ASEAN region for 2016.

A recent Property Report Congress, organised by Ensign Media in Singapore saw Vietnam judged most likely to perform best during 2016.

Since 1 July 2015, foreign individuals and companies are able to buy and own residential property which has contributed to the strong growth.

Thai investors in particular are very active, registering 20 new projects and six expansions in the first eight months of 2015, with a total of almost 400 investment projects in Vietnam by the end of August ■



HLH INVESTS IN PREAH SIHANOUK LAND

Singapore-based agriculture and property group HLH Group has acquired a 30 percent interest in two plots of lands in Cambodia through its subsidiary.

Purchased for \$2.8 million the plots are located at Preah Sihanouk Province with sizes of 4,295 sqm and 5,427 sqm respectively. In a filing, HLH said the purchase was negotiated on a willing-buyer-will-

ing-seller basis, accounting for the location and development prospects of the property.

The transaction is part of the HLH's continual effort to look for development opportunities around the region, which includes the recently launched CAMHOMES affordable housing developer. On the announcement of the news, shares in HLH Group closed up by 10 percent ■



CAMHOMES UNVEILS D'SEAVIEW

CAMHOMES has unveiled its first housing project in Sihanoukville, Cambodia's most popular tourist destination.

D'Seaview is an executive condominium project located near Sokha Beach which will occupy a land area of 9818 sq. metres and have a total of 735 residential units, comprising 250 one-bedroom, 299 two-bedroom, 184 three-bedroom and two duplex units. Prices will

start from \$33,000 per unit onwards for Cambodians and \$66,000 for foreign buyers.

The freehold project is now open for potential buyers to apply for the units using a four-step process similar to the public housing application procedures practiced in Singapore. CAMHOMES is a subsidiary of Singapore-based HLH Group. Construction is expected to take two years ■



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FOCAL BRIEF LOCAL



FIRST-TIME INVESTMENT PROPERTY BUYER?



James Whitehead, Director of Content @ Realestate.com.kh

Stepping up to purchase your very first investment property represents a large financial commitment, and is probably one of the first major financial risks you will take in your life. So, how do you ensure you are not buying a lemon when looking for your first investment property?

Here is the right start, from Realestate.com.kh:

1. Do you know your own strategy clearly?

The basis of a successful investment property is having and practicing a clear strategy. Always consider your "bigger picture" first and foremost.

Consider exactly what you are looking to achieve through your investment property:

Are you looking to create a supplement to your income in retirement? Or, are you looking to improve your cash flow in the short term? Alternatively, you might be trying to improve your equity position in order to consider buying more properties?

First be perfectly clear on the "WHY?"

question... Only then you can think about the "HOW?"

This means, if it is cash flow now you want, then you had better target cash flow positive properties. Trying to improve your equity position? Perhaps you need to renovate and flip a property.

Whatever the why, you must be perfectly clear about how you're going to make money from the investment property before you start investing.

2. Know your finances, perfectly:

Always plan your exact budget, even before you start surfing property listings on Realestate.com.kh.

Always be very clear about your precise borrowing capacity - because understanding how much can you borrow is critical! It's pointless looking for a property until you know what you can afford to buy.

Also, you had better not forget to add in purchasing costs of that property. For example, land transfer fees can be anything up to four per cent of the purchase price. You should also factor in legal fees,

loan establishment fees and property inspection fees, as all these bits and pieces begin to add up.

3. Know the buying process inside out:

Each country's purchase process is unique, and even within the different provinces of Cambodia buying requirements can differ slightly -so, you should understand how these work in your area and in relation to your investment property.

The three steps above may seem like small considerations in comparison to the actual house hunting and inspection process. However, successful property investing is not about falling in love with a house and buying it. Keep these three steps in mind and be fully prepared to make a wise financial choice when you take the plunge on an investment property ■



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MERIDIAN INTERNATIONAL HOLDINGS: LIKE NO OTHER



In a growing economy, one can see construction cranes and development projects overwhelming cities with the building of high-rise towers and modern malls while fancy restaurants and eateries including fast food chains and cafés challenge for space to whet the appetites of a population becoming exposed to the better things in life. That is the barometer of economic growth, and this is the new Phnom Penh, the chrysalis of South East Asia.

Cambodia's robust growth continues to attract investors ranging from manufacturing to agriculture, financials and property developments. It is no surprise then that the real estate sector has attracted a bunch of investors like bees to nectar since modern housing is the first line in demand in any growing economy.

Meridian International Holdings (MIH), a multinational group of companies with a strong base in the textiles & garment business and property investment is no stranger to Cambodia. With over 70 years combined experience in manufacturing and marketing operations in Hong Kong, China, Europe, Singapore, Japan and

Cambodia, the group has been investing and conducting business in Cambodia for many years. It has invested over \$100 million, providing jobs for more than 1,000 people across its business units and is continuing to fund and grow the group's contributions in Cambodia.

MIH's impressive credentials originate from its unwavering attitude towards providing quality product through innovative thinking supported by keen attention to detail coupled with service excellence propelled by its vision to materialise a strong Meridian brand that is here to stay.

MIH's founder and CEO, Mr. Ko Sek Yan is a strong believer in values and has been instrumental in building the group since the 1980s. "We strive to develop products with good value, delivering quality properties with sophisticated designs at prime locations", he said.

MIH's co-founder, Mr. Salomon Wolf, who hails from Germany, revealed that the group has been investing in Cambodia's real estate market since the beginning of 2010. Wolf, who is very much involved in the group's business in Cambodia, is a very successful entrepreneur with a strong acumen for business devel-



opment.

"Our first real estate project was the building of an industrial estate to meet the demands of Asian industries moving large proportions of their business production to Cambodia. The industrial estate has been very successful and is fully occupied on lease basis. Following which, our next project was the CASA by Meridian, a 33-storey mixed development with residential condominium and retail shops project on Phnom Penh's Diamond Island. CASA's initial phases have all been sold out, and the final phase will be launched shortly," says Wolf.

MIH's latest and much publicised launch is the Skylar by Meridian, a sophisticated condominium development located in the enclave of embassies in Phnom Penh.

Besides the premium quality fittings and designs, it offers the first international-standard serviced residence, managed by Somerset Norodom Phnom Penh, in Cambodia. Somerset is an award-winning hospitality brand within the Ascott Group that manages more than 42,000 resident units globally across more than 270 properties located in more than 95 cities in 27 countries.

Wolf emphasised that the presence of the Ascott Group differentiates Skylar by Meridian from other developments in Phnom Penh. MIH is offering investors, the units under Somerset Norodom management, a rental guarantee of 40 percent over five years, plus another five years on projection and to buyers who are purchasing to stay, the world-class management of the premises including the facilities by Somerset.

After sales were officially launched on 31 October 2015, 100 of 130 units



released to the market were purchased up to 9 December by owners from Singapore, Hong Kong, Malaysia, Japan and Cambodian. Prices of the units start from \$89,000 (studio unit) up to the highest of \$303,000 (two-bed room unit).

As Meridian aims to finish the Skylar construction in early 2017, it also plans a third project to be built on 1.8 hectares of Boeung Kok Lake which is scheduled to be launched in March 2016.

Cambodia has made good strides in development and Phnom Penh is beginning to see its skyline changing, and with committed developers and corporations like the Meridian International Holdings, property buyers will start to appreciate the change to prestige living especially a high-rise luxury condominium lifestyle ■



RETHINKING THE REAL ESTATE PARADIGM



The real estate industry is booming, not only in Cambodia but across most of Asia.

But according to Alexander Evengroen, General Manager of Khmer Real Estate Co., Ltd and Chief Adviser to the Cambodian Valuers and Estate Agents Association (CVEA), Board of Directors and the ASEAN Valuers Association (AVA), the biggest problem facing the industry is too much talk and too little action which requires a big creative change to take things to the next level.

"In the real estate and construction industry, we are all doing our own business but we have to remember we are also all colleagues," Evengroen explained. "We have to learn from each other and make rapid improvements to stay 10 steps ahead of the competition and be creative."

He argues that one of the most important issues facing the local industry is that the potential of social media is not being used enough and is surprised more companies are not harnessing its power. Evengroen shared a few tips with Construction & Property Magazine on the many (often free) tools available to local real estate companies to help their business develop.

Digital Platform Tips:

"Get your own website, use a mail address with the company name (not Yahoo or Gmail), create a Google+ Page, improve your Google ranking, harness the power of Facebook, set up a YouTube channel, leverage LinkedIn and use Twitter."

Digital Content Tips:

"Send marketing materials with every customer communication, email newsletters, host e-seminars, conduct customer surveys, issue press releases, encourage positive online reviews, create customer

video testimonials, post online news comments, publish a blog, and reach out to contacts every day – don't be a stranger to them!"

According to Evengroen, many real estate companies incorrectly focus on mega land deals or condos. This means that many other interesting parts of the market are forgotten and not improved. He recommends companies to realistically focus which will result in a big leap forward.

Real estate companies have been helping people buy and sell properties for hundreds of years. But in this new age, it is all about innovating and finding easier, newer, faster and better ways to reach a larger audience. "Whether you're just starting out in real estate or are a seasoned pro, there are always things you can do to improve your business initiatives. After all, your success as a real estate company is dictated by your ability to market effectively," he said.

In Cambodia there are close to 500 real estate and appraisal companies listed and the competition among those realtors is heating up. However, only a little over 60 of them are united under the CVEA which aims to get companies in the industry pulling together in the same direction. Achieving this unity, in Evengroen's perspective, will help the industry prepare for regional integration.

For real estate companies and the industry to succeed, Evengroen argues that having a clear, detailed plan with the correct steps implemented at the right time is essential. Most importantly though is working efficiently and working together.

Evengroen shared some essential



Alexander Evengroen, General Manager of Khmer Real Estate Co., Ltd

ideas for real estate companies to motivate themselves towards success:

- 1. We all know that failure happens. But it's not a dead end – it's a step forward.**
- 2. If you run into a tiny bit of failure, don't think you are finished forever.**
- 3. Don't give up immediately – you never realize how close you are to achieving your goals.**
- 4. Don't take failure personally. It doesn't mean there is something wrong with you. The truth is, failure is part of the journey to success.**
- 5. Start thinking in terms of solutions instead of problems.**

The real estate industry in Cambodia is rapidly growing and evolving to the next level. With the positive changes Evengroen has made, he hopes others will follow suit on the road to success ■



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វិស័យអចលនទ្រព្យកំពុងតែរីកចម្រើន មិនតែនៅកម្ពុជានោះទេ ប៉ុន្តែគឺទូទាំងទ្វីបអាស៊ី។ បើតាមលោក Alexander Evengroen នាយកគ្រប់គ្រងទូទៅរបស់ក្រុមហ៊ុន Khmer Real Estate Co., Ltd. និងជាអគ្គនិក្ខេបករណ៍សមាគមអ្នកវាយតម្លៃ និងភ្នាក់ងារអចលនទ្រព្យកម្ពុជា (CVEA) និងជាសមាជិកក្រុមប្រឹក្សាភិបាលនៃសមាគមអ្នកវាយតម្លៃអាស៊ាន(AVA) បានលើកឡើងបញ្ហាដ៏សំខាន់ៗដែលកំពុងប្រឈមនៅក្នុងវិស័យនេះគឺការនិយាយច្រើនពេក ហើយការធ្វើសកម្មភាពតិចតួច ដែលទាមទារឲ្យមានការផ្លាស់ប្តូរក្របដោយភាពឆ្លៃប្រដាប់ដ៏មួយដើម្បីអាចធ្វើឲ្យប្រសើរឡើងនៅបញ្ហាទាំងឡាយបាន។

ច្រើនមិនបានទាញយកអានុភាពរបស់វាមកប្រើ។ លោក Evengroen បានចែកចាយគន្លឹះមួយចំនួនជាមួយទស្សនាវដ្តីសំណង់ និងអចលនទ្រព្យ លើឧបករណ៍ដែលគិតតិចជាច្រើនដែលក្រុមហ៊ុនអចលនទ្រព្យក្នុងស្រុក អាចរកបានដើម្បីឲ្យអាជីវកម្មរបស់គេរីកចម្រើន។

• **គន្លឹះប្រើប្រាស់ទីផ្សារ**
លោកបានបន្តថា «ត្រូវបង្កើតគេហទំព័រផ្ទាល់ខ្លួន ប្រើប្រាស់សារអេឡិចត្រូនិចដែលមានឈ្មោះក្រុមហ៊ុនផ្ទាល់ មិនមែនប្រើ Yahoo ឬ Gmail នោះទេ។ ត្រូវបង្កើតទំព័រ Google+ បង្កើនកម្រិត Google របស់អ្នក ចម្រាញ់អានុភាពពីបណ្តាញសង្គម Facebook បង្កើតគណនី YouTube ពង្រីកអានុភាពជាអតិបរមាទៅ LinkedIn និង Twitter ។

• **គន្លឹះហតិកាឌីជីថល**
លោកបន្តថា «ធ្វើហតិកាម៉ាយីកជើងទៅកាន់បណ្តាញទំនាក់ទំនងអតិថិជននីមួយៗ ដូចជាការផ្ញើកម្រងព័ត៌មានតាមសារអេឡិចត្រូនិច រៀបចំជាសក្តានុពលតាមប្រព័ន្ធអ៊ីនធឺណិត ធ្វើការស្រាវជ្រាវព័ត៌មាន បោះពុម្ពសេចក្តីប្រកាសព័ត៌មាន លើកទឹកចិត្តឲ្យមានការផែនការមើលគេហទំព័រជាវិជ្ជមាន បង្កើតជាវីដេអូស្តីពីការពេញចិត្តរបស់អតិថិជន បង្ហាញការបញ្ចេញមតិរបស់អតិថិជនតាមអ៊ីនធឺណិត បង្កើតជាប្លុក និងទំនាក់ទំនងអតិថិជនថ្មីៗបន្ថែមទៀត រៀងរាល់ថ្ងៃ។ មិនត្រូវធ្វើជាអ្នកជំនួញដែលមិនស្គាល់ឧបករណ៍ទាំងនេះនោះទេ។»

បើតាមលោក ក្រុមហ៊ុនអចលនទ្រព្យជាច្រើនកំពុងផ្តោតមិនត្រឹមត្រូវលើអាជីព លក់ដីធ្លី ឬខ្លួនឯង ដែលមានទំហំធំៗ ដែលនេះមានន័យថាផ្នែកដែលគួរឲ្យចាប់អារម្មណ៍ផ្សេងទៀតនៃទីផ្សារត្រូវបានបំភ្លេចចោល និងមិនត្រូវបានធ្វើឲ្យប្រសើរឡើង។ គាត់ឲ្យយោបល់ទៅក្រុមហ៊ុនទាំងនោះឲ្យគួរផ្តោតលើចំនុចទាំងនោះផងដែលនឹងអាចឲ្យពួកគេឈានដំណើរមួយយ៉ាងជំនឿទៅមុខ។

ក្រុមហ៊ុនអចលនទ្រព្យបានជួយប្រជាជន



ឲ្យលក់ និងទិញអចលនទ្រព្យរាប់រយឆ្នាំមកហើយ។ ប៉ុន្តែនៅក្នុងសករាជ្យនេះ វាទាមទារឲ្យមានការវិនិយោគ និងការស្វែងរកមធ្យោបាយដែលងាយជាង ល្អជាង និង លឿនជាងមុនដើម្បីអាចទៅដល់អតិថិជនដែលច្រើនជាងមុន។

«មិនថាអ្នកទើបតែចាប់ផ្តើមប្រឡូកក្នុងវិស័យនេះ ឬក៏ជាអ្នករកស៊ីតាមរយៈវិទ្យុ តែងតែមានអ្វីៗជាច្រើនដែលអ្នកអាចធ្វើបានដើម្បីលើកកម្ពស់អាជីវកម្មរបស់អ្នក។ បន្ទាប់ពីនេះ ភាពជោគជ័យរបស់អ្នកក្នុងនាមជាប្រឡូកអចលនទ្រព្យមួយត្រូវបានដឹកនាំដោយសមត្ថភាពរបស់អ្នក ក្នុងការធ្វើទីផ្សារក្របដោយប្រសិទ្ធភាព»។

នៅកម្ពុជា មានក្រុមហ៊ុនអចលនទ្រព្យប្រហែល៥០០ បានចុះបញ្ជី ហើយការប្រកួតប្រជែងក្នុងចំណោមភ្នាក់ងារអចលនទ្រព្យកំពុងកើនឡើង។ ប៉ុន្តែទោះបីយ៉ាងណាក៏ដោយមានប្រហែលជាង៦០ក្រុមហ៊ុនប៉ុណ្ណោះ ដែលស្ថិតនៅក្រោមសមាគមអ្នកវាយតម្លៃ និងភ្នាក់ងារអចលនទ្រព្យកម្ពុជា ដែលមានគោលបំណង

នាំយកក្រុមហ៊ុននៅក្នុងវិស័យនេះទាំងអស់ឲ្យដើរក្នុងទិសដៅតែមួយ។ ដើម្បីសម្រេចបានសាមគ្គីភាពមួយនេះ បើតាមទស្សនៈរបស់លោកផ្ទាល់ និងអាចជួយឲ្យវិស័យនេះរៀបចំខ្លួនរូបរាងសម្រាប់សហប្រតិបត្តិការ។

សម្រាប់ក្រុមហ៊ុនអចលនទ្រព្យទាំងឡាយដែលចង់បានជោគជ័យ លោកបានសង្កត់ធ្ងន់ថាការរៀបចំផែនការច្បាស់លាស់ និងលម្អិតមួយនឹងជំហានដែលត្រឹមត្រូវក្នុងពេលវេលាដែលសមស្រប គឺមានសារៈសំខាន់ណាស់សំខាន់ជាងនេះទៅទៀត គឺការធ្វើការប្រកបដោយប្រសិទ្ធភាព និងធ្វើការជាមួយគ្នា។

លោកបានចែកចាយគន្លឹះសំខាន់ៗមួយចំនួនសម្រាប់ភ្នាក់ងារអចលនទ្រព្យទាំងឡាយដើម្បីលើកទឹកចិត្តខ្លួនឯងទៅកាន់ភាពជោគជ័យ៖

- 1- យើងទាំងអស់គ្នាសូមតែដឹងថាបរាជ័យបានកើតឡើង។ ប៉ុន្តែវាមិនមែនជាចុងបញ្ចប់នោះទេវាគឺជាជំហានទៅមុខ។
- 2- ប្រសិនបើអ្នកដើរទៅដល់បរាជ័យតែបន្តិច

បន្តចូលមកកុំគិតថាអ្នកនឹងត្រូវចប់ជាងរហូត។

- 3- សូមកុំបោះបង់ចោលល្បឿនលឿន អ្នកមិនដែលដឹងថា អ្នកបានទៅជិតគោលដៅរបស់អ្នកប៉ុន្មានណាទេ។
- 4- សូមកុំយកបរាជ័យដាក់លើខ្លួនឯង។ វាមិនមែនមានន័យថាអ្នកមានចំនុចណាមួយមិនស្របនោះទេ។ តថភាពគឺថា បរាជ័យគឺជាផ្នែកមួយនៃដំណើរឆ្ពោះទៅជោគជ័យ។
- 5- សូមចាប់ផ្តើមគិតពីដំណោះស្រាយជាជាងបញ្ហា។

វិស័យអចលនទ្រព្យនៅកម្ពុជាកំពុងរីកចម្រើន និងផ្លាស់ប្តូរយ៉ាងឆាប់រហ័សទៅកាន់កម្រិតល្អប្រសើរមួយទៀត។ ជាមួយនឹងបន្ទាត់ប្រវត្តិមាននេះ ដែលលោក Alexander Evengroen បានបង្កើតឡើង លោកសង្ឃឹមថាអ្នកផ្សេងទៀតនឹងដើរតាមមាត់ទៅកាន់ជោគជ័យនេះ។

CAMBODIA'S FIRST EXCLUSIVE SMART VILLA LIFESTYLE



Twin villas



Q-plex villas



An artist's impression of The Clubhouse

Phnom Penh City Centre was conceptualised to transform Phnom Penh's city landscape into a modern business and leisure hub with world class infrastructure and amenities. The development will create opportunities for the growth of commerce, culture, arts, and sports.

Setting a benchmark standard for future sustainable and smart developments, Residence 90 is Phnom Penh City Centre's first project that will create a new identity for luxurious villa living in Cambodia. Slated for completion by end of 2017, Residence 90 offers two design types to cater to your requirements.

Nestled in luscious sanctuary-style surroundings, Residence 90 offers a smart home living, complete with state-of-the-art security technology that can be easily connected to your mobile devices so that you can have the peace of mind even when you are at work.

With only 87 units, you can meet and mingle with your coterie of neighbours in the comfort and convenience of modern community facilities. These facilities include a clubhouse, swimming pool, gym, barbeque area, central park, driving range, and access to the future development of a commercial cluster of shops and buildings.

Easily accessible from Monivong Boulevard, Russian Boulevard, and Tub Nub Toul Kok, Residence 90 is also situated within the zoning area, earmarked for the future development of the highway to the Phnom Penh International Airport.

Residence 90 is strategically located near to iconic developments such as the French Embassy, Vattanac Capital Tower, Central Market, Calmette Hospital, and all ambassadorial boulevards.

Whether it's for personal occupancy or for investment



purposes, Residence 90 offers you attractive payment options. Buyers can enjoy a two-year progressive payment scheme offered by the developer.

Residence 90 has been purpose-built with attention to detail. German-Cambodian company, iLi Consulting Engineers Mekong (iLi), has been appointed the designer of Residence 90. With a proven track record of building and designing villas and other large and complex developments, iLi uniquely combines local expertise and international engineering know-how backed up by two major consulting and engineering offices in Germany.

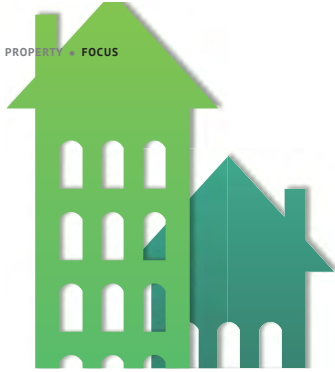
Residence 90 has been developed as a masterpiece of elegance, quality, and detail, incorporating international standards and best practices.

Residence 90 is your gateway to a vibrant urban center for quality working, smart living, and leisure ■



KEY FACTS

Developer:	Lifestyle Creations Limited
Property Name:	Phnom Penh City Centre www.pccc.com.kh
Current Project:	Residence 90 87 villas Twin villas (52 Units); Q-plex villas (33 Units Corner (2 units)
Price:	Call for enquiries
Tel:	+855 71 88888 29 +855 78 8888 29
Expected Completion:	End 2017
Sales Cycles:	Phase 1 pre-sale launch since August 2015 40% sold in pre-sale launch Phase 2 sale in December 2015
Payment Options:	Two-year progressive payment
Future Projects:	The Edge@ Central Park, Driving Range, Central Park



BONNA REPORT SHOWS BOOMING SEN SOK

Real estate development in Phnom Penh's Sen Sok district in the capital's northwest is booming, according to the Q3 2015 report by Bonna Realty.

As the report points out, condominiums and apartments are usually built within the boundaries of the CBD and are targeted at international customers, while borey developments tend to be outside the CBD and aimed at the Cambodian market.

Given its location on the edge of the CBD, both in terms of projects underway, units available and pricing, Sen Sok has emerged as the hot spot for borey development in Phnom Penh.

According to the Bonna Q3 report, Khan Sen Sok is the most popular for Borey construction with 37 projects, which is followed by Khan Russey Keo with 26 projects, Khan Chbar Ampov with 24 projects, Khan Porsen Chey with 22 projects, Khan Mean Chey with 14 projects, Khan Chroy Chong Var with 10 projects, Khan Dangkor with 9 projects, Khan Chamkamorn with 6 projects and Khan Toul Kork with 3 projects.

In terms of supply by location, Bonna identifies Khan Sen Sok as being one of the most popular locations for Borey construction with total supply of housing units more than that of other

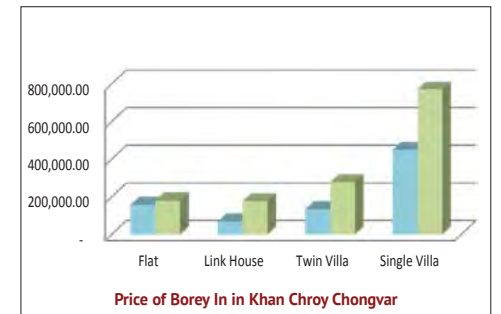
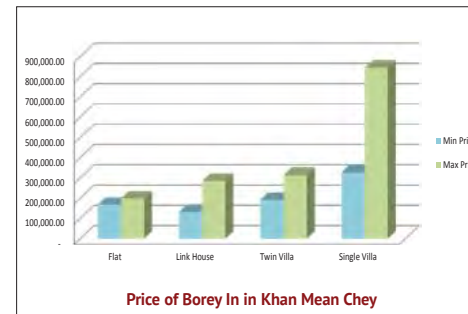
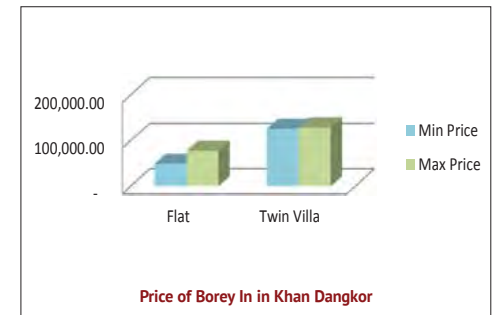
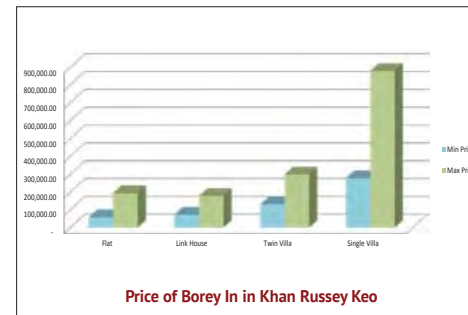
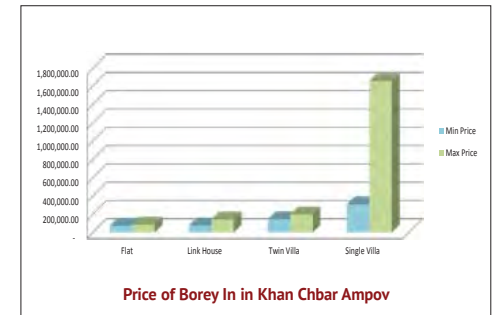
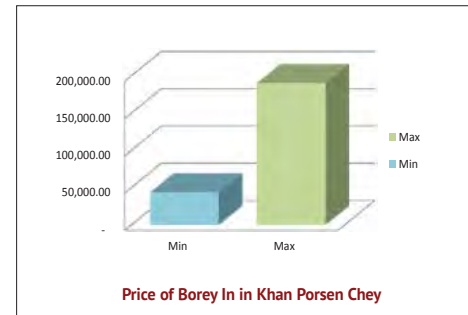
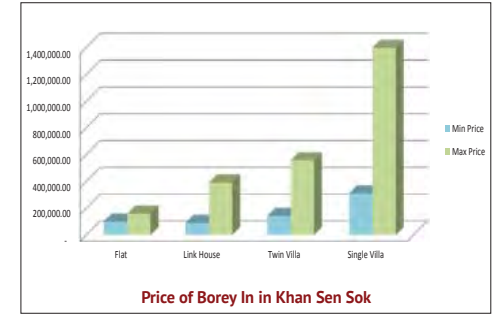
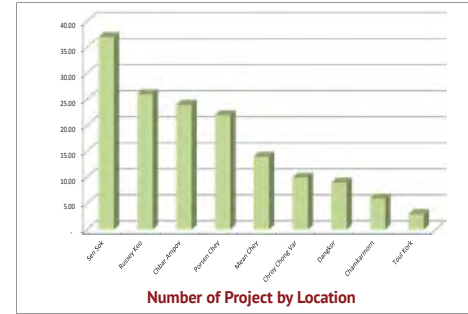
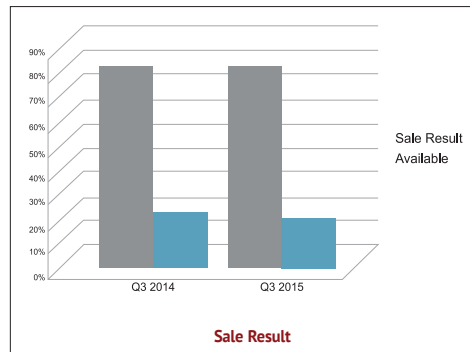
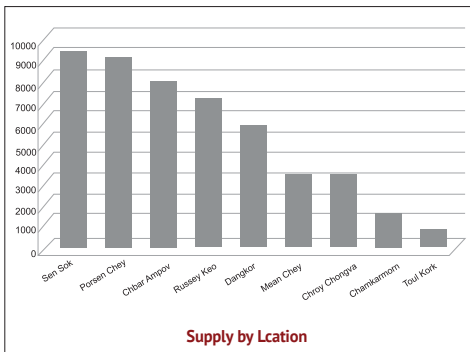
locations with approximately 9,500 houses. In second is Khan Por Sen Chey with a similar supply of approximately 8,000 houses. In third place is Khan Chbar Ampov, recently split from Khan Mean Chey with approximately 7,600 houses.

Overall, the report points out, the total supply of Borey has increased 13 percent in the last year with approximately 46,500 houses compared to 41,000 houses in the same period last year.

In a positive message for the strength of the borey market, Bonna reports that on average developers had successfully sold 81 percent of all total units.

In terms of pricing by location, boreys in Toul Kork and Sen Sok outperformed other locations in the capital. The price of Flats in Khan Sen Sok ranges from \$101,714 to \$159,790, while prices of Link Houses range from \$92,674 to \$392,980. Twin Villas range from \$144,000 to \$559,800, and Single Villas from \$312,800 to \$1,400,000.

While in Toul Kork, Flat prices range from \$165,800 to \$184,900, with Twin Villas ranging from \$152,200 to \$219,900 and Single Villas from \$420,000 to \$1,350,000 ■





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EVENT CALENDAR | CAMBODIA



5th CAMBODIA CONSTRUCTORS ASSOCIATION SUMMIT & CONSTRUCTION INDUSTRY EXPO

Event name : CAMBODIA CONSTRUCTORS ASSOCIATION SUMMIT & CONSTRUCTION INDUSTRY EXPO
Start date : December 02, 2016 **End date** : December 04, 2016
Location : Diamond Island Exhibition and Convention Center **Organizer** : Cambodia Constructors Association (CCA)

Details : The 5th Cambodia Constructors Association Summit & Construction Industry Expo is scheduled for December 2-4, 2016 at the Diamond Island Exhibition and Convention Center and will bring together professionals from the construction industry as well as government officials.

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

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

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

Event name : CAMBODIA INTERNATIONAL BUILDING CONSTRUCTION INDUSTRY SHOW
Start date : September 10, 2016 **End date** : September 12, 2016
Location : Phnom Penh, Cambodia **Organizer** : Cambuild

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

Event name : CAMBODIA PROPERTY EXPO 2016
Start date : September 10, 2016 **End date** : September 12, 2016
Location : Diamond Island Exhibition and Convention Center **Organizer** : Cambuild

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

Event name : CIVAR' 16
Start date : September 10, 2016 **End date** : September 12, 2016
Location : Diamond Island Exhibition and Convention Center **Organizer** : Cambuild

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

Event name : CAMENERGY' 16
Start date : September 10, 2016 **End date** : September 12, 2016
Location : Diamond Island Exhibition and Convention Center **Organizer** : Cambuild

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

EVENT CALENDAR | ASIA

BuildTech Mandalay 2016

Mandalay's Leading Building Technology and Supply Event

20 - 22 January 2016 | Mandalay City Hall, Myanmar | www.btmandalay.com

Event name : BuildTech Mandalay 2016
Start date : Jan 20, 2015
Location : Media Center
Details : BuildTech Mandalay 2016 is the marketplace for trade professionals and parties interested in construction and engineering businesses.

Event name : Architecture + Construction Materials
Start date : Mar 07, 2016
Location : Tokyo, Japan Tokyo Big Sight
Details : Started as an expanded version of the construction materials division of JAPAN SHOP in 1995, ARCHITECTURE + CONSTRUCTION MATERIALS has been held every year since then. It has now grown into a comprehensive exhibition of materials and other related products indispensable for building various architectural structures in the city.

Event name : Megabuild Indonesia
Start date : Mar 17, 2016
Location : Jakarta convention Center, Jakarta
Details : MEGABUILD aims to be Indonesia leading Architecture, Interior Design and Building Exhibition and Conference, organised by the Industry for the Industry. The last event MEGABUILD INDONESIA 2015 welcomes over 31,000 trade professionals over the 4 days event and showcase over 230 exhibitors from 14 countries.

Event name : Secutech
Start date : Apr 19, 2016
Location : Taipei, Taiwan
Details : Secutech organises the exhibition in the most comprehensive way to meet buyers' demands & ensure your products are displayed in the right way to the right customers. Secutech 2016 sheds light on not only security per se, but how system integration, solutions, and applications can add value to organisations and our daily life.

Event name : SMA Home
Start date : Apr 19, 2016
Location : Taipei Nangang Exhibition Center, Taiwan
Details : SMAHome International Exhibition and Conference is the world's only B2B trade fair dedicated to home security, home control, and smart home equipment and devices. Committed to connecting the smart home value chain, SMAHome Expo is the place to meet original manufacturers with a complete view of smart home industry landscape from key components to total solutions. In addition to trade fair, SMAHome keeps you ahead of the stiff competition with comprehensive coverage of industry news and technologies in prints, online, and events.

Event name : SMART Facilities Management Solutions Expo 2016
Start date : Apr 26, 2016
Location : Sands Expo & Convention Centre, Hall A
Details : SMART Facilities Management Solutions is the region's most comprehensive trade event servicing the facilities management industry. SMART FMSE 2016 provides an arena for suppliers, end users and professionals to network, exchange knowledge, share best practices and stay updated on the latest industry needs for future readiness, advice on all aspects of the aftercare and maintenance of facilities, and background in design and construction for better integration.

EVENT CALENDAR | ASIA

Event name : TRENCHLESS ASIA 2016
Start date : May 09, 2016
Location : The Kuala Lumpur Convention Centre, Malaysia
Details : TRENCHLESS ASIA 2016 is the 9th event in this series and for the first time will be held in Kuala Lumpur The spotlight will be on Kuala Lumpur as, for the first time, it hosts 2016's most prestigious and exciting forum for trenchless technologists in Asia. Significant advances have been made in the use of trenchless technology in Malaysia in recent years and pressure from authorities has been placed on contractors to use these modern engineering methods to minimise disruption during the installation and refurbishment of underground services.

Event name : BuildTech Yangon 2016
Start date : May 12, 2016
Location : Myanmar Convention Centre, Yangon, Myanmar
Details : The 3rd edition of BuildTech Yangon 2016 returns after two successful editions of serving the building and construction industry in Myanmar. This much anticipated trade show continues its focus on technologies that address building and construction development in Yangon with a focus on infrastructure, residential and commercial buildings, transportation, manufacturing and trading.

Event name : Coatings and Corrosion Asia
Start date : May 17, 2016
Location : ECMIITE Asia Sdn Bhd
Details : Coatings & Corrosion Asia is a biennial exhibition promoting the latest coating technologies for the region's environmental, manufacturing and industrial needs. This will be the platform for sharing knowledge among professionals in all areas of coating and corrosion industry including showcases of technologies as well as technical seminars that will be covering different aspects of latest development in products, solutions and methodologies in the industry.

Event name : Revac 2016
Start date : May 23, 2016
Location : Kuala Lumpur Convention Centre
Details : REVAC is the event where professionals gather from all over the world, consisting the entire spectrum of the industry consisting HVACR manufactures, mechanical engineers, contractors, OEMs, facility managers, consultants, developers and other professional

Event name : Green Energy Asia 2016
Start date : May 23, 2016
Location : The ultra modern Kuala Lumpur Convention Centre
Details : Green Energy Asia 2016 is the Southeast Asia leading green technology and renewable energy event which will take place at Kuala Lumpur Convention Centre on 23 - 25 May 2016. Visit this 3-days event to witness the complete range of green and renewable technologies showcase by leading companies from all over the world.

Event name : TENAGA EXPO & Forum 2016
Start date : May 23, 2016
Location : The ultra modern Kuala Lumpur Convention Centre
Details : TENAGA EXPO & Forum 2016 to witness the latest technology available in power generation, transmission, distribution and engineering industry and build your connection within the industry experts and professionals. It is going to be a great chance and experience for people who attend this event. It is a great opportunity for them to expose to this field.

Event name : KOBASIA 2016
Start date : May 24, 2016
Location : COEX Hall A, C, D
Details : KOBASIA 2016 will be presenting the next generation's broadcast services and the future of image, sound and lighting industry with 932 companies from 32 countries including 189 domestic manufacturing companies. In particular, during the KOBASIA Show, more than 80 international broadcasting technology conferences are hosted by KOBETA (The Korea Broadcasting Engineers & Technicians Association).

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 Location at Sangkat Boeungkak 2, Khan Touleok, Phnom Penh.
ទំហំអគារ/B-size: 3680 sqm
ទំហំដី/L-size: n/a
 Mr. Ratha
 015 915 899



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ផ្ទះលក់ / Flat for Sale: USD \$250/sqm

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 Location at Sangkat Phsar Thmei 1, Khan Daun Penh, Phnom Penh.
ទំហំអគារ/B-size: 4m x 25m (100 sqm)
ទំហំដី/L-size: n/a
 Mr. Ratha
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BRC20150278
ផ្ទះលក់ / House for Sale: USD \$150,000

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 Location at Sangkat Boeung Tumpung, Khan Mean Chey, Phnom Penh.
ទំហំអគារ/B-size: 64 sqm
ទំហំដី/L-size: 132 sqm
 Mr. Sovannarith
 016 835 511



BRC20150296
ផ្ទះជួល / Villa for Rent: USD \$2,000/Month

មានទីតាំងល្អនៅ សង្កាត់ទួលទំពូង ខណ្ឌចំការមន រាជធានីភ្នំពេញ
 Location at Sangkat Toul Tumpung, Khan Chamkamorn Phnom Penh.
ទំហំអគារ/B-size: 13x13 (169 sqm)
ទំហំដី/L-size: 270 sqm
 Mr. Kim Hong
 017 911 889



ខ្នងជួល / Condo for Sale: Starting from USD190K

Property Information
 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

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ខ្នងជួល / Condo for Sale: Start from USD \$70,000

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 interest rates
 Type of unit: Spacious & Unique 2 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



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

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