MARCH ~ APRIL 2016 | ISSUE 020

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BUILDING MATERIALS TRADE THE IMPACT OF THE AEC IN CAMBODIA

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12.7 mm

0.62 MPa

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37.0 lbs

26.5 c.f.m

1/2 in

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Batch Master 1000	Max. 80 Ton/Hr	
Batch Master 1300	Max. 104 Ton/Hr	
Batch Master 1500	Max. 120 Ton/Hr	
Batch Master 2000	Max. 160 Ton/Hr	
Batch Master 2500	Max. 200 Ton/Hr	
Batch Master 3000	Max. 240 Ton/Hr	
Batch Master 4000	Max. 320 Ton/Hr	
laster (Portable Plant)		

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afao 150 9601 Conter

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Model	Capacity
SPECO Rap 60Sr	Max. 60 Ton/Hr
SPECO Rap 90Sr	Max. 90 Ton/Hr
SPECO Rap 120Sr	Max. 120 Ton/Hr
shing Plant	

	Capacity	
-	100 Ton/Hr	
	150 Ton/Hr	
APP	200 Ton/Hr	
1	250 Ton/Hr	
	300 Ton/Hr	
	Over 350 Ton/Hr	
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CONSTRUCTION • FOCUS



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





PP-R PIPE SYSTEM

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

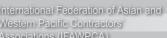
CCA is a non-profit association in full compliance with the laws of the Kingdom of Cambodia. In order to carry out government policy and cement the private sector's role as the nation's economic driver, the association will do all it can to help transform the construction industry into one of reliability,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

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

Thank you.

Neak Oknha Pung Kheav Se





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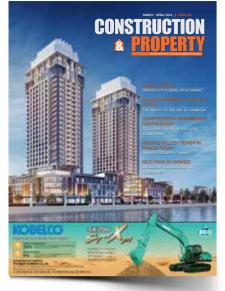


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Cover Photo: Center City Ta Khmao, by Tang Kung Group

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From the PUBLISHER



2016 marks the advent of the ASEAN Economic Community (AEC) that will see the integration of Cambodia's construction and property industries with those of the ASEAN bloc. As a result. Cambodia will see an increased inflow of overseas investments into these industries.

Published through support from the Cambodia Constructors Association (CCA), Construction & Property Magazine intends to be one of the catalysts to help maximise the benefits of regional integration for Cambodia.

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 20th edition (March-April 2016) on the theme of construction market & technology, you will find the latest information and expert analysis on local and overseas building and property projects in our three main sub-sections.

In Construction news, beside featuring interesting Asian news, you will find useful comments from building traders such as Robert Bosch, Meng Leav Eav and Camcona Trading on how ASEAN integration (AEC) affects the building materials trade in Cambodia, construction tender data, latest construction projects as well as comment from a lawyer on the parking issue on condominium development. You may also be surprised that Cambodia will be home to ASEAN's tallest tower and the fifth tallest tower in the world.

In Association news, you will learn of the efforts by the Cambodia Constructors Association (CCA) on pushing the implementation of the Construction Management (CM) system in Cambodia.

We shine the spotlight on emerging projects such as the iconic Center City Ta Khmao, the opening of the 2nd phase of sales at the Casa Meridian condominium, OCIC winning at the inaugural Cambodia Proprty Awards and expert evaluations on current developments in the nation's real estate sector in our Property section. You will also find useful property market research published by Knight Frank and the 2015 construction data from the Ministry of Land Management Urban Planning and Construction at the end of this 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, MEAS Proeksa

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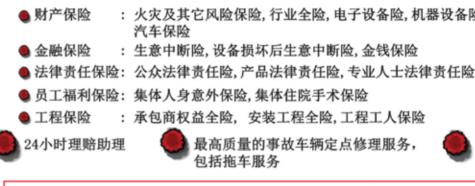
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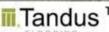


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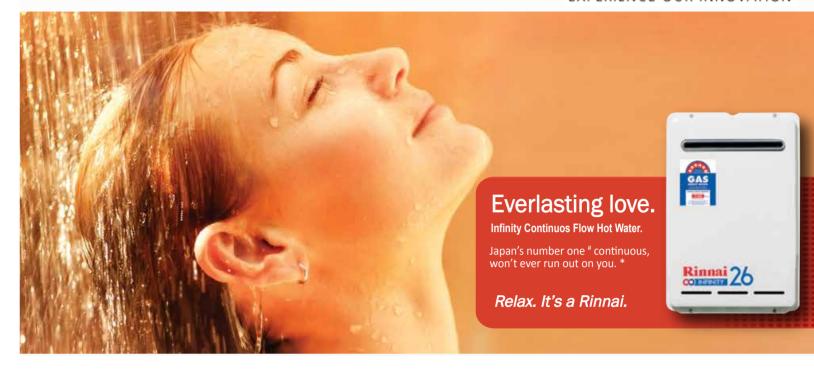
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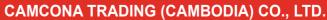


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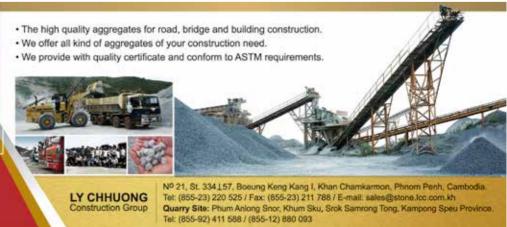


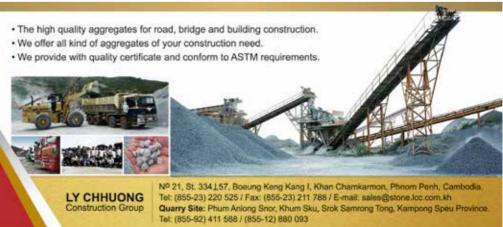












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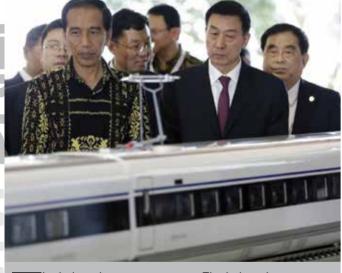
hinese President. Xi Jinping officially launched the Asian Infrastructure Investment Bank (AIIB) in Beijing on 16 January in a move expected to change the global economic balance of power.

"Asia's financing needs for basic infrastructure are absolutely enormous," Xi said in a speech at the launch, adding the bank would aim to invest in projects that were "high-quality, low-cost".

The Chinese-led AIIB has \$100bn of capital and is expected to lend \$10 billion-\$15 billion a year for the first five or six years and will start operations in Q2 of 2016. No investment plans have yet been announced though developing nations such as Cambodia expect to be able to tap the fund



INDONESIA HALTS RAIL PROJECT AFTER 5 DAYS



he Indonesian government has halted work on the controversial Jakarta-Bandung high-speed rail project just five days after the groundbreaking ceremony.

The chaotic bidding process for the \$5 billion project saw the government first halt the bid in favour of a cheaper local line before then finally awarding the bitterly contested bid to China over Japan.

The Indonesian transport ministry confirmed in late January that the Chinese-Indonesian JV has not yet submitted the required paperwork to be granted a building permit.

In addition, the concession agreement remains unresolved over issues relating to risk of default and the duration of the concession, as well as land provided for station construction among others

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he 632m Shanghai ing in China, and the second tallest in the world, has been completed.

Located in the city's Lujiazui financial district. it was designed by American architect Gensler and is meant to symbolise the "dynamic emergence of modern China." tall buildings"

The Shanghai Tower is the third structure to reach "mega-tall" status - a building measuring more than 600m – and is second only to

Dubai's 828m Burj Khalifa. The Tower, the tallest build- 128-floor tower will contain nine "vertical neighborhoods" rising from a light-filled garden atrium called the "sky lobby".

> The Council on Tall Buildings and Urban Habitat (CTBUH) says the tower "embodies a new prototype for



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

Mr. Ound Ponnaka Senior Design and Management Irrigation Engineer

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MYANMAR MOVES ON RAIL AND AIR INFRASTRUCTURE

yanmar is consolidating attract investment

development of its core transport infrastructure with two important deals in the rail and air sectors respectively.

Following a change in the law to allow local and foreign investors to participate in the railway sector, the government will transform the state-owned Myanmar Railway, under the Ministry of Rail Transportation, into a public company that will

In the air transport sector, Japanese, Singaporean and Myanmar companies in a JV have agreed on the loan framework to construct Hanthawaddy International Airport, Myanmar's largest. Th

Airport, Myanmar's largest. The proposed 9600 acre-airport, to be build by 2020, will require an estimated cost of about \$1.5 billion, and service about 12 million travellers annually



COALITION PUSHES FOR GLOBAL CODE OF ETHICS



coalition of 63 worldwide professional construction and property bodies have launched a consultation for a draft international code of ethics to help regulate the activities of construction and property professionals in global markets.

The International Ethics Standard Coalition was instigated in 2014 by the RICS at the UN and includes representatives from nine countries, as well as 10 institutions from the UK, all of whom have pledged to enforce the final-

ised code among members.

An IESC press release stated that, "Property and the built environment play a huge role in our lives as well as being a major contributor to the economy worldwide. Ethics guides the behaviour of property professionals and builds trust in the profession."

"Producing one set of International Ethics Standards for real estate and related professions will help to bring greater transparency and consistency to global property markets" VIETNAM SIGNS POWER DEAL WITH SAUDIS, KOREANS



Vinacov plant investment agreement with a consortium of Saudi Arabian and South Korean companies at the end of January.

The 1,200-megawatt Nam Dinh 1 coal-fired power plant will be built on a build-operate-transfer basis for 25 years in the northern province of Nam Dinh, 150km southeast of Hanoi, according to Saudi company ACWA

The project is scheduled to start in mid-2016 after eight years of negotiations and will use coal provided by state coal mining group Vinacomin, according to

Vietnam's trade ministry. The plant is part of Vietnam's overall plan to deal with growth in demand of about 11% a year, according to the Asian Development Bank ■



COURT APPROVES PHILIPPINES AIRPORT EXPANSION

he Supreme Court of the Philippines has upheld a decision of the Department of Transportation and Communications (DOTC) to award the Mactan-Cebu International Airport (MCIA) expansion project to a consortium comprising India's GMR Infrastructure (GMR) and local firm Megawide Construction Corporation.

The case against GMR was brought by a Filipino senator on behalf of the second highest bidder a consortium of the Philippines' Filinvest Development Corporation and Singapore's Changi Airport Group which claimed a conflict of interest and GMR being unable to handle the project.

The decision is a milestone on the road to airport privatisation in the Philippines, and gives a boost to GMR, which is bidding to operate five regional airports in the country



SINGAPORE TESTS 3D PRINTING STATE HOUSING

Singapore will test 3D printing public housing and the governmentfunded Singapore Centre for 3D Printing plans to start the process by printing concrete units to be assembled on site.

80 percent of Singapore's population lives in government buildings, and as they get older, the economy is increasingly reliant on foreign workers who also need to be accommodated in government housing.

Professor Chua Chee Kai, executive director of the Singapore Centre for 3D Printing, said "There is no assistance of 3D printers and no availability of printable concrete. We have to develop all this from scratch."

Structural components are the most likely to be printed, whereas more complex features will be made traditionally



The British Embassy in Bangkok and Thailand's State Enterprise Policy Office have co-hosted a seminar on the Construction Sector Transparency (CoST) Initiative.

Last year Thailand signed up to become the 14th member country of CoST, a global initiative to reduce corruption in the construction industry.

Mark Kent, British Ambassador to Thailand, said, "it is a challenging process, with construction and public works known to be one of the most corrupt business sectors, and Thailand is not alone on this.

"One study estimates that 10-30% of investment in public infrastructure could be lost through corruption, mismanagement and inefficiency.

"In implementing CoST's international standards to tackle those problems, Thailand needs to establish a disclosure and assurance system to enhance transparency in public construction projects."

NEW CBD SLATED FOR CAPITAL

ccording to a filing to the ASX by developer Kingsland Global Ltd. an agreement with a subsidiary of Shukaku Inc has been signed to develop 10,000 square metres of undisclosed prime real estate in Phnom Penh's "central business district".

way for a JV to build a mixed use development to include a hotel, residential units,

retail outlets and office space according to the filing.

"Our master plan will outline a world class development that we expect will become an iconic landmark for the people of Phnom Penh and the citizens of Cambodia," Kingsland's managing director, Jeremiah Lee, stat-The agreement paves the ed in the release. Though not explicit, it expected the development will be located on Boeung Kak



CONSTRUCTION LAW AFT CO

he Council of Ministers will soon receive the draft Construction Law which may be passed into leqislation by mid-2016 according to senior government advisor Sok Siphana.

"There are about 300 articles of the draft and we have taken models from many countries and adapted them to meet the requirements in our country," Mr. Siphana said.

"Many laws from foreign countries do not fit the situation here, so I and the ministry have drafted a law [to fit Cambodia's requirements]," Siphana told the Khmer Times.

"The number one focus of the law is on regulating the industry, so that the practitioners - architects, engineers, builders and constructors - have to be gualified," he added



HUN SEN BLVD COMPLETE MID-YEAR

hnom Penh's largest road, Hun Sen Boulevard, is scheduled for completion in the middle of this year according to the contractor ING.

Running 9 kilometres from the north to the south of the capital, the 60 metre wide road is considered essential to the city's infrastructure and is expected to drastically reduce congestion on National Road 2.

Hun Sen Boulevard will also provide access to ING City, a \$696 million satellite city project being developed on 2,572 hectares of land. According to the company's development plan, approximately half of the plot will be used for commercial and residential development while the rest will be preserved as natural wetlands



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HOTEL SAVES \$10K ANNUALLY WITH





តើឥដ្ឋស្រាល P.K គឺជាអ្វី?

តិដីស្រាល P.K គឺជាឥដ្ឋបេតុងដែលមានទំងន់ស្រាល ហើយត្រូវបានគេប្រើប្រាស់សំរាប់គំរោងសំណង់ទូទាំងពិភព

P.K Block (AAC) has been widely used across the world for the construction projects. P.K Block (AAC) is a concrete building material that is light weighted.P.K Block (AAC) is basically made from 5 main types of raw materials such as



តើតេប្រើសំរាប់អ្វីខ្លះ ?

ផលប្រយោជនៃឥដ្ឋស្រាល P.K គឺសមស្របនឹងការប្រើប្រាស់គ្រប់ប្រភេទនៃទំរង់សាងសង់ទាំងអស់ដូចជាសាលា រៀន សណ្ឋាគារ មន្ទីរពេទ្យ គំរោងឧស្សាហកម្ម និងគំរោងពាណិជ្ជកម្មផ្សេង ៗ ដូចជា ៖ ការដំឡើងជញ្ជាំងខាងក្នុង និង ជញ្ចាំងខាងក្រៅ, ជញ្ចាំងការពារអគ្គីភ័យ ។ល។ P.K Block (AAC) is suitable and useful in all types of construction projects from schools, hotels, hospitals, industrial projects to other commercial projects. From internal walls to external walls, fire break walls, etc.

លោក។ ឥដ្ឋស្រាល PK មានមូលដ្ឋានគ្រឹះនៃវត្ថុធាតុដើម សំខាន់៥ប្រភេទដូចជា៖



fter installing a Rinnai centralised gas water heating system, Harmony Phnom Penh Hotel has saved up to \$10,000 annually on elec-

tricity comparing to its previous

electricity-based system.

Harmony Phnom Penh Hotel officially opened in August 2014 in Khan Daun Penh, Phnom Penh. Its 68 exquisitely furnished rooms, plus a wide range of services and amenities such as on-site fitness centre, a rooftop swimming pool and jacuzzi, and a premium restaurant, all require a hot water supply.

Mr. Ker Thai, the owner of Harmony Phnom Penh Hotel, also owns the Ohana Hotel which opened in 2007. After experiencing high electricity costs due to a centralised electrical water heating system at the Ohana Hotel, which also required him to install a large backup generator as the electricity supply was not stable at that time, he has noticed a huge saving after installing the Rinnai centralised gas water heating system at his Harmony Phnom Penh Hotel.

After installing the gasbased system at the hotel, he realised that it can save him up to \$10,000 annually on his electricity bill which is 50 percent cheaper compared with the energy costs of the previous electrical water heating system.

Despite the extra initial cost installation for the Rinnai gas system technology, property owners will start realising the saving benefits in the long run after just three years of operation, according to a cost calculation by MEET-BIS Cambodia clean tech expert.

"I understand that it costs more at the beginning, but after three years, I can make profit as the product lifespan will last up to 10 years," Mr. Ker said.

Many people have been afraid of the dangers of using an LPG gas-based system, but after visiting some 4 and 5 star hotels in neighbouring countries where gas water heating systems are regularly installed coupled with the consultation with local, experienced people, Mr. Ker gained full confidence in adding the Rinnai gas water heating system to his commercial properties.

"I have no hesitation in installing a Rinnai centralised gas water heating system, because the products are designed and made in Australia with an HD water heater manufactured in Japan and backed by Rinnai's global commitment to quality and safety," said Mr. Ker Thai, asserting that, "What is important is that I believe in Camcona Trading Cambodia



because it has imported and distributed high quality products and also has extensive experience in the construction sector."

Besides the financial saving, the hotel is also reporting a reduction in greenhouse gas emissions of up to 73 Ton CO2eq per year, which is a good result for saving the environment and promoting the business as a green hotel.

"Environmental safety and having a green hotel are my goals. We are doing business to make profit, but we have never forgotten to protect the environment," he said, adding that. "I will remove all energy inefficient equipment from my previous hotel and replace it with energy efficient equipment in the coming year."

The Rinnai gas water heating system was introduced to

the Cambodian market in 2013 by Camcona Trading Cambodia. Since then, more and more projects, especially hotels, have started installing this energy efficient water heating system to replace their electricity-based system.

The main benefits of a Rinnai centralised gas water heating system are; over 50 percent cost saving by replacing electrical heating to gas heating; lightweight and space saving; fast and continuous hot water supply (26L/min per burner); flexibility for future expansion; and low maintenance needs.

While Rinnai gas water heating systems target hotels, sport clubs and spas, its electric instant water heater focuses on residential clients. The electric storage water heaters are aimed at residential clients, apartments and condos

What is P.K Block (AAC)?

What is it used for ?





THE LIGHTHOUSE SHINES FOR CAMBODIANS

charity golf tournament day organised in January by the Lighthouse Phnom Penh chapter raised funds to brighten the lives of construction workers injured at sites and poor students unable to afford to study construction-related courses.

year the Phnom Penh chapter will work together with the local business community to introduce a health and safety-based "Golden Hardhat" award to a company or individual with the best safety record at construction sites.

"Although at the early stage of planning, we believe a health and safety award The 3rd Annucan play a key role in the development and introduction of new standards of safety in Cambodia." he said.

> Lighthouse organises monthly gatherings and golf and family days where entrance fees are used to raise funds for its charitable activities. The club is hoping to host another Golf Day sometime in early September as well as a cricket and family day.

"With your help, we can help more people in 2016. If you or anyone you know has been injured whist working on building sites, please contact The Lighthouse Club Phnom Penh," he said.

Despite its long history worldwide, the 5 year-old Cambodia chapter has provided only small impacts on Cambodian society so far, according to Ritchie. To maximise its impact on its designated good causes, the club needs more support, encouragement and donations from those in the industry.

"One of our biggest goals is to raise awareness of The Lighthouse and the good work it does. Whilst we helped a record number of people in Cambodia during 2015, we know there are a lot more people out there that could benefit from our support," he said, adding that,

"We want to work together with all construction companies and key players to raise health and safety standards, help their workers if they are injured and to give the next generation of engineers and architects the education they require to fulfil their desired career in the construction industry" ■







Phnom Penh Charity Golf Day was attended by about 50 players and sponsors from the construction. banking. telecommunications and auto industries and successfully raised \$2500. The annual fundraiser follows in the footsteps of the activities of the 40 year old organisation that has chapters around the world.

al Lighthouse Club

According to chapter president Euan Ritchie, ighthouse will use these funds n two ways. Firstly, it will support construction workers who have been injured at work and heir families. Secondly, the club will offer scholarships to young underprivileged Cambodians wishing to pursue a career in he construction industry.

Last year alone, the ambodian chapter of this haritable club assisted 22 ambodians. It offered scholarships to 16 young Cam-

bodians on construction-related majors at universities including offering a new laptop computer and a monthly bursary. It supported another six workers wounded on building sites.

With the help of Lighthouse Club International, Ritchie announced that this

Liahthouse





BOSCH'S 2015 SALES SURPASS **€70bn**

obert Bosch, a world leader in technologies and services, announced that its 2015 sales exceeded €70 billion for the first time in its history-marking a 10 percent growth against 2014 sales of about €65 billion.

Driven mainly by an increasing number of solutions for the connected world, the growth varied among its four business divisions, according to the company's press release published in early February.

Sales for mobility solutions surged 12 percent to €41.7 billion in 2015 despite only anemic growth in global vehicle production. Sales for consumer goods business sector grew 9.3 percent to €17.2 billion. This sector's best-selling products included cordless power tools and household appliances such as a connected range of stoves.

The energy and building technology business sector recorded 11 percent growth, primarily attributed to services, security systems for large infrastructure projects, and connected smart-heating solutions.

The industrial technology business sector continues to suffer from weakness in the global mechanical engineering segment, resulting in 1.7

percent slow down against last year. The drive and control technology division suffered further collapses in important segments of the mechanical engineering market in 2015.

For business performance by regions, Bosch's business in Europe developed encouragingly in 2015, increasing its sales by 4.2 percent. It recorded double-digit growth in North America and Asia Pacific markets to 24 percent and 16 percent respectively while the South American market downed 13 percent. Bosch sees long-term potential in Africa.

For 2016, Bosch is forecasting moderate growth of 2.8 percent for the global economy. Geopolitically, the situation in 2016 will remain complex and characterised by considerable uncertainty. Regardless of this, Bosch wants to continue its growth trend in the current year and to grow faster than its various markets.

To cope with uncertainty, it strategically aims to offer solutions for connected mobility, connected production, as well as for connected energy systems and buildings. This led to the launching of various new solutions in this area last year.

As it predicted, some 230 million or 15 percent of

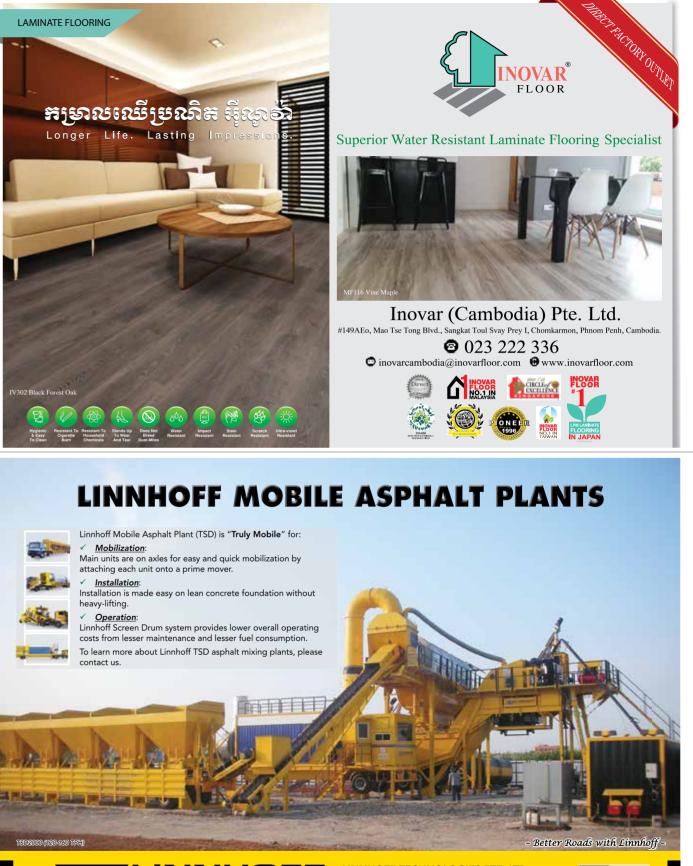
all households worldwide will be equipped with smarthome solutions by 2020, so its research and development department is focusing on connected technologies and systems that will comfort users' experience.

For Cambodia, after entering the market in 2010, Bosch has recorded doubled-digit growth even since. As the Cambodian division will release the country annual report in this July, it is expected that the double-digit rise will be remained.

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

André de Jong, Managing Director of Bosch Cambodia and head of the representative office in Laos and Myanmar told media that Bosch's growth in Cambodia is faster than its neighboring markets.

He hopes the parent company will decide to set up a factory here sometime in the future. "But for now we, focus on distribution first, not production yet," he explained ■



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PHNOM PENH TO GAIN MORE INFRASTRUCTURE





o cope with the city's expansion and rapid growth in vehicles, more infrastructure projects are expected to be completed in Phnom Penh before 2020.

At the grand opening of the 5 January Overpass (Techno Overpass), Prime Minister Samdech Hun Sen approved several more projects for the capital. After acknowledging the ongoing congestion at the Kbal Thnal Sky Bridge, construction will start soon on an additional curved overpass and underground road near the existing bridge. The \$10 million project will see an 810 metre overpass and a 606 metre underground built by the Overseas Cambodian Investment Corporation (OCIC).

An underpass at the junction of Russian Federation Blvd and Preah Monivong Blvd (PKC stop) will also be constructed by OCIC to ease traffic in the vicinity. The plan features a 340 metre long, 15 metre wide road running through a 5 metre high tunnel. Following a successful soil analysis conducted on 8 January, construction will commence later this year.

Another overpass will be erected at the congested intersection between Russian Federation Blvd and Hanoi Street reflecting the significance of Russian Federation Blvd as the main artery connecting the city centre and the airport. The bridge is to be 611 metres long and 16.5 metres wide and will be built by Chinese Shanghai Construction and financed by the Chinese government.

Phnom Penh will see also its first elevated expressway that will stretch 13km above the existing rail line connecting Preah Monivong Blvd and the international airport. The toll road will help ensure air passengers do not miss their flights due to congestion. While City Hall previously announced that the project is being developed by a Chinese investor. it appears that OCIC is also negotiating with City Hall to win the bid for this project.

Muhibbah Engineering (Cambodia) Ltd has also claimed to have won the bid to build a \$200-million expressway connecting Phnom Penh's downtown to National Road 4 and the capital's airport. Stretching over 14km, the 24 metre wide, 4 lane highway will also run parallel with the current rail track that connects Toul Kork Roundabout to National Road 4. The project will commence soon once compensation to affected households has been completed this year.

A 220km highway linking Phnom Penh and Ho Chi Minh City worth around US\$2.2 billion proposed by the Japanese International Cooperation Agency (JICA) has also been announced with completion hoped for by 2030.

The capital will also see construction of a second ring road that will run 16.67km across two lanes from Russian Federation Blvd to National Road 2 across the districts of Dangkor, Sen Sok, Meanchey heading south to Takmao town. The road will be built by Chinese Shanghai Construction via Chinese government financing. Built with 20-cm thick concrete it will be 23 metres wide with a 1.5 metre drainage system on both side. The exact starting and completion dates for all these projects are not yet known.

While the government is pinning its hopes on more infrastructure solving congestion, urban planning expert Dr. Van Vat told the Phnom Penh Post that infrastructure projects alone can't mitigate the jams. "To avoid this problem, we need to have a detailed plan for each district as to which roads need to be expanded in the next five or ten years, and which roads will have overpasses," he stressed, adding that, "If we don't do that, the congestion issue will continue." Dr. Vat also requested the government to limit vehicle imports and design and implement appropriate traffic light systems.

No More Charges on Veng Sreng Road and National Road 4

After receiving complaints from commuters regarding toll fees along Veng Sreng Road, the prime minister cancelled the road investment contract in late December 2015 and placed it under state management and abolished the collection of fees from commuters.

"I am giving the Veng Sreng Road back to the people to use free of charge as a New Year present. I am grateful to our citizens who brought this news on Facebook about their problems regarding the Veng Sreng Road to my attention," the PM said.

Chinese firm BOTT WAYS invested in the Veng Sreng-Chom Chao road which runs for 6.5km and is 22 metres wide. Built with 20-cm concrete, the road is divided by 2.5-metre wide garden. When contract was cancelled, the road had almost been completed. The remaining works have subsequently been transferred to the capital department of public works and transport.

As with Veng Sreng Road, Prime Minister Samdech Hun Sen also decided to cease charges for commuters on National Road 4 from 13 January after receiving complaints from people via Facebook. The decision was made just a few days after he removed toll fees for people who own vehicles and reside along National Road 4 that have to pay daily.

The 230-km National Road 4 has been operated and maintained by AZ Group under a 34-year concession since 2000. This main artery to the coast is currently being expanded from 2 lanes to 4 lanes with an unspecified completion date

រាជធានិ៍ត្នំពេញនឹងបង្កើនបោដ្ឋា រចនាសម្ព័ន្ធឲ្យកាន់តែច្រើនបន្ថែមទៀត

ដើម្បីដោះស្រាយបញ្ហាពង្រីកទីក្រុង និង កំណើនយ៉ាងឆាប់រហ័សនៃយានជំនិះ គម្រោង ហេដ្ឋារចនាសម្ព័ន្ធជាច្រើនបានរំពឹងថា នឹង ត្រូវ បញ្ចប់សព្វគ្រប់នៅភ្នំពេញមុនឆ្នាំ ២០២០ ខាង មខនេះ។

នៅក្នុងពិធីសម្ពោធស្ពានអាកាស ៥ មករា (តិចណ្) សម្តេចនាយករដ្ឋមន្ត្រី ហ៊ុន សែន បានអនុម័តលើគម្រោងមួយចំនួនបន្ថែមទៀត សម្រាប់រាជធានីភុំពេញ។ បន្ទាប់ពីទទួលស្នាល់ ថាការសុះចរាចរណ៍នៅស្ពានឹក្បាលថ្នល់នៅតែ បន្តនៅឡើយការសាងសង់ស្ពានអាកាសបន្ថែម មួយទៀត និងផ្លូវក្រោមដីដែលស្ថិតនៅក្បែរ ស្ពានដែលមានស្រាប់នឹងចាប់ផ្តើមនាពៃលឆាប់ៗ នេះ។ គម្រោងដែលមានតម្លៃ១០លានដុល្លារ អាមេរិកនេះ នឹងស្ថាបនាស្ថានអាកាសដែល មានប្រវែង៤១០ម៉ែត្រ និងផ្លូវក្រោមដីប្រវែង ៦០៦ម៉ែត្រ ដែលនឹងសាងសង់ដោយក្រុមហ៊ុន OCIC។

ផ្លូវក្រោមដីដែលស្ថិតនៅប្រសព្វរវាងមហា វិថីសំហព័ន្ធរុស្ស៊ី និងមហាវិថីព្រះមនីវង្ស (ស្តប PKC)នឹងត្រូវបានសាងសង់ដោយocicផងដែរ ដើម្បីសម្រួលដល់ចរាចរណ៍ជុំវិញតំបន់នោះ។ ផ្លូវក្រោមដ៏នេះនឹងមានប្រវែង៣៤០ម៉ែត្រទទឹង <u>១</u>៥ម៉ែត្ររត់កាត់ពីក្រោមដីដែលមានកមស់៥ ម៉ែត្រ។បន្ទាប់ពីឆ្លងកាត់ការវិភាគដីបានជោគ-ជ័យកាលពីដើមខែមករាមកការសាងសង់ត្រូវ បានរំពឹងថានឹងចាប់ផ្តើមនៅក្នុងឆ្នាំនេះ។

ស្ពានអាកាសមួយទៀត នឹងត្រូវបានលេច ទ្យើងនៅត្រង់ចំណុចប្រស័ព្ទរវាងមហាវិថីសហ-ព័ន្ធរុស្ស៊ី និងផ្លូវហាណ្ឌ័យដែលមានការកកស្ទះ ខ្លាំង ព្រោះថាមហាវិថីសហព័ន្ធរុស្ស៊ី គឺជាផ្លូវ ទីម្យូងតភ្ជាប់ពីកណ្តាលរាជធានី ទៅព្រលាន៍ យន្តហោះ។ ស្ពាននេះនឹងមានប្រវែង៦១ ១ម៉ែត្រ និងទទឹង១៦,៥ម៉ែត្រហើយនឹងត្រូវបានសាង-សង់ដោយក្រុមហ៊ុនសំណង់សៀងហៃប្រទេស ចិនដោយហិរ័ញឬទានពីរដាភិបាលចិន។

ភ្នំពេញនឹងមានផ្លូវលឿនខាងលើជាលើក ដំបូង ដែលលាតសន្ធឹងប្រវែង ១៣ គីឡូម៉ែត្រ



ពីលើខ្សែរថភ្លើងតភ្ជាប់រវាងមហាវិថីព្រះមុនីវង្ស និងអាកាសយានដ្ឋានអន្តរជាតិ។ ផ្លូវដែលបង់ ថ្លៃនេះ នឹងជួយធានាមិនឲ្យអ្នកដំណើរតាមផ្លូវ អាកាសខកខានជើងហោះហើរ របស់ពួកគេ ដោយសារតែការសុះចរាចរណ៍ទៀតទេ។ ខណៈ ពេលដែលសាលាក្រុងធ្លាប់បានប្រកាសពីមុន ថា គម្រោងនេះនឹងត្រូវអភិវឌ្ឍដោយក្រុមហ៊ុន វិនិយោគិនចិន ឥលូវនេះមានការលើកឡើងថា ក្រុមហ៊ុន OCIC ក៏កំពុងតែចរចាជាមួយសាលា រាជធានីដើម្បីវិនិយោគលើគម្រោងនេះដែរ។

ចំណែកក្រុមហ៊ុន Muhibbah Engineering (Cambodia) Co., Ltd. វិញ បានអះអាងថា ខ្លួន បានឈ្នះការដេញថ្លៃក្នុងតម្លៃទឹកប្រាក់ ២០០ លានដុល្លារក្នុងការសាងសង់ផ្លូវលឿនមួយទៀត ដែលតភ្ជាប់ទឹកណ្តាលរាជធាំនីភ្នំពេញ ទៅផ្លូវ ជាតិលេខ៤និងអាកាសយានដ្ឋានអន្តរជាតិ។ ផ្លូវដែលមាន៤គន្លង លាតសន្ធឹងជាង ១៤គីឡ ម៉ែត្រ នឹងទទឹង ២៤ ម៉ែត្រនេះ នឹងរត់ស្របគ្នាំ ជាមួយផ្លូវរថភ្លើងដែលតភ្ជាប់ ពីរង្វង់មូលទូល

តោក ទៅផ្លូវជាតិលេខ៤។ គម្រោងនេះនឹង ចាប់ផ្តើមក្នុង់ពែលឆាប់ៗនេះ នៅពេលដែល ការផ្តល់សំណងដល់លំនៅដ្ឋានដែលប៉ះពាល់ បានចប់សព្វគ្រប់នៅឆ្នាំនេះ។

មានផ្លូវលឿនចម្ងាយឆ្ងាយមួយទៀតដែល មានប្រវ៉ៃងំ២២០គីទ្បីម៉ែត្រ័តភ្ជាំប់រវាងភ្នំពេញ និងទីក្រុងហុជីមិញ នឹងចំណាយប្រមាណ ២,២ ៣ន់លានដុល្លារ ដែលត្រូវបានស្ទើរដោយទី ភ្នាក់ងារសហប្រតិបត្តិការអន្តរជាតិនៃប្រទេស ជប៉ុន (JICA) បានប្រកាសថានឹងត្រូវបញ្ចប់មុន ឆាំ២០៣០។

ក្រៅពីនេះភ្នំពេញ នឹងមានសំណង់ផ្លូវខ្សែ ក្រវ៉ាត់ក្រុងទីពីរផងដែរ ដែលនឹងមានប្រំវែង ១៦,៦៧ គីឡូម៉ែត្រ និងពីរគន្លង រត់ចាប់ពី មហាវិថីសហព័័ន្ធរុស្ស៊ីដល់ផ្លូវជាតិលេខ២កាត់ តាមខណ្ឌដង្កោ សែនសុខ និងមានជ័យ ឆ្ពោះ ទៅខាងត្បូងនៃក្រុងតាខ្មៅ។ផ្លូវនេះនឹងត្រូវក-សាងដោយ័ក្រុមហ៊ុនសំណង់ស្អែងហៃ របស់ ចិន (Shanghai Construction Group) តាម



រយៈហិរញ្ញប្បទានពីរដ្ឋាភិបាលចិន។ ផ្លូវនេះ នឹងត្រូវបានសាងសង់ពីបេតុងដែលមានកម្រាស់ ២០សម ហើយមានទទឹង ២៣ ម៉ែត្រ ជាមួយ នឹងប្រព័ន្ធលូ ១,៥ម៉ែត្រ នៅអមសង់ខាងផ្លូវ។ កាលបរិច្ឆេទំចាប់ផ្ដើមនិងបញ្ចប់គម្រោងទំាំង អស់នេះ នៅមិនទាន់បានដឹងច្បាស់លាស់នៅ ទេយៃទេ។

ក្នុងខណៈពេលដែលរដ្ឋាភិបាលមានសង្ឃឹម យ៉ាងថ្មតមាំថាហេដ្ឋារចនាសម្ព័ន្ធជាច្រើន នឹង អាចជួយ ដោះស្រាយបញ្ជាកកសុះចរាចរណ៍ បាន អ្នកជំនាញនគរូបនីយកម្ម លោកបណ្ឌិត វ៉ាន់វ៉ាតិបានប្រាប់កាសែតភ្នំពេញប៉ុស្ត៍ថាមាន ហេដ្ឋារចនាសម្ព័ន្ធច្រើនតែម្យ៉ាងមិនអាចបញ្ឈប់ ការកកស្ទះបានទេ។លោកបានលើកឡើងថា៖ «ដើម្បីបញ្ចៀសបញ្ហានេះ យើងត្រូវតែមានផែន ការលម្អិតសម្រាប់ខណ្ឌនីមួយៗ ថាតើផ្លូវណា ខ្លះត្រូវពង្រីកនៅក្នុងពេល៥ឬ១០ឆ្នាំខាំងមុខ ហើយតើផ្លូវណាខ្លះ នឹងមានស្ពានអាកាស។ ប្រសិនបើយើងមិនធ្វើដូចនេះទេបញ្ហាស្ទុះចរា-ចរណ៍នឹងនៅតែបន្តមិនឈប់»។ លោំកប៉ីណ្ឌិត បានស្ទើរដ្ឋាភិបាលឲ្យកំណត់ការនាំចូលយាន ជំនិះព្រមទាំងរៀបចំនិងអនុវត្តប្រព័ន្ធភ្លើងចរា-ចរណ៍ឲ្យបានត្រឹមត្រូវផងដែរ។

មិនមានការបង់ថ្ងៃសម្រាប់ផ្លូវផងសុសង និង ផ្លូវ ជាតិលេខ 4 ទេតែទេ

ក្រោយពីពុការតួញត្លែរពីអ្នកដំណើរទាក់ទង និងការយកថវិកាពីការប្រើប្រាស់ផ្លូវវេងស្រេង មកលោកនាយករដ្ឋមន្ត្រីបានលុបចំោលកុងត្រា វិនិយោគលើផ្លូវនេះ កាលពីចុងខែធ្នូឆ្នាំ ២០១៥ កន្លងទៅ ហើយបានដាក់ផ្លូវនេះក្រោំមការគ្រប់-គ្រឹងរបស់រដ្ឋ និងបញ្ឈប់ិការយកប្រាក់ពីអ្នក ដំណើរនៅលើផ្លូវនេះទៀត។

ករុណាសូមជូនផ្លូវវេងស្រែង ទៅប្រជាពល់វដ្ឋ វិញ់ ដើម្បីប្រើដោយមិនចាំបាច់បង់ថវិកាទៀត ទេ សម្រាប់ជាកាដូឆ្នាំថ្មី។ ខ្ញុំក៏សូមអរគុណដល់ ប្រជាពលរដ្ឋរបស់យើង ដែលបាននាំព័ត៌មាន នេះតាមរយៈហ្វេសប៊ុក អំពីបញ្ហារបស់ពួកគេ ទាក់ទងនឹងផ្លូវវេងស្រេងឲ្យខ្ញុំបានដឹង»។

ក្រុមហ៊ុនចិន BOTT WAYS បានវិនិយោគ លើផ្លូវវេងស្រេងចោមចៅនេះដែលមានប្រវែង ៦,៥គីទ្យម៉ែត្រ និងមានទទឹង ២២ម៉ែត្រ ជា ប្រភេទផ្ដុំវិបេតុងដែលមានកម្រាស់ ២០ ស.ម ផ្លូវនេះត្រ្ត័វបានខណ្ឌដោយសួនច្បារទំហំ២,៥ ម៉ែត្រ។ខណៈពេលញកិច្ចសន្យាត្រូវបានរំលាយ

ផ្លូវនេះស្ទើតែបានសាងសង់រួចរាល់ទៅហើយ។ កាំរងារនៅសល់ទាំងប៉ុន្មាន ត្រូវប្រគល់ជូនមន្ទីរ សាធារណការ និងដឹកជំពានរាជធានីធ្វើបន្ត។

ដូចគ្នានឹងផ្លូវវេងស្រេងដែរ សម្តេចនាយក រដ្ឋមន្ត្រី ហ៊ុន សែន បានសម្រេចបញ្ឈប់ការ យកថវិកាព់អ្នកដំណើរលើផ្លូវជាតិលេខ៥ចាប់ ពីថ្ងៃទី១៣ មករា បន្ទាប់ពីទទ្ធិលបានភាពត្ញញ ត្រែរពីប្រជាជនតាមរយៈហ្វេសប៊ុក។ការសម្រ៉េច នេះត្រូវបានធ្វើឡើងត្រឹម៥ថ្ងៃក្រោយពីសម្ដេច បានលុំបចោល៍ការយកថវិកាំពីប្រជាជនដែល មានយានជំនិះ ហើយរស់នៅតាមបណ្ដោយ ផ្លូវជាតិលេខ៤ ដែលត្រូវតែបង់ថ្ងៃរាល់ថ្ងៃ។

ផ្លូវជាតិលេខ ៤ ដែលមានប្រវែង ២៣០ គីឡូម៉ែត្រ បានដំណើរការ និងទ្រទ្រង់ដោយ ក្រុម័ហ៊ុន AZ Group ក្រោមកិច្ចសន្យារយៈពេល ៣៥ឆ្នាំគិតតាំងពីឆ្នាំ២០០០មក។ផ្លូវដ៏សំខាន់ ទៅកាន់តំបន់ឆ្នេរមួយនេះ ត្រូវបានព័ង្រីកពី ២ ដល់ ៤ គន្លង ដោយមិនមានបញាក់ពីការបរិ-ច្ឆេទបញ្ចប់ច្បាស់លាស់ទេ៕

សម្តេចនាយករដ្ឋមន្ត្រី បានថ្លែងថា៖ «ខ្ញុំព្រះ



VIEWS VARY ON FUTURE OF PHNOM PENH AT GAC

he recent announcement of the Phnom Penh Urban Master Plan provided the backdrop for a robust discussion on the future development of the capital among industry insiders at the 2nd Annual Global Alumni Convention (GAC) organised by IDP Education in January.

December 2015 saw the Cambodian government adopt a comprehensive urban master plan for Phnom Penh to ensure the sustainability of future developments within the 375-square kilometre capital until 2035. The plan released by City Hall extends the scope of an earlier blueprint which foresaw developments up until 2020 and has been integrated with the capital's transport master plan.

Speaking at the GAC2016 panel discussion on *Urban Planning and Construction: Phnom Penh in 2020* at the InterContinental Hotel., Dr. Sok Siphana, an advisor to government on the Construction Law and Managing Partner at SokSiphana&associates said he believes having a comprehensive building code to ensure buildings are built with quality and standards will support the long-term development of this city.

"We must have a good construction law to ensure a good building industry which will be also good for the economy and development, while quality buildings can also attract good investors," he said

He also stressed the need to regulate not only professionals like architects, engineers and designers, but also companies dealing with construction works to prevent damages from the development to any party.

The panel discussion attracted over 200 convention delegates, the most out of all the twelve panels hosted at the GAC2016 which gave a strong indication of the level of interest in the sector among Cambodians professionals. Construction & Property Magazine was a Media Partner to the convention.

Speaking from an architectural perspective, Hun Chansan, Principal Architect at Re-Edge Architecture + Design said the master plan is a first good start to provide guidelines to architects, developers and owners about what type of buildings they can build in particular zone.

"Phnom Penh can be very attractive and become the hub for businesses and leisure as well as landmark buildings if it is planned properly," he said.

When the discussion turned to the government's plan to eliminate flooding and introduce clear zoning in the city in the next two years, Kim Heang, CEO of Khmer Real Estate and CVEA President welcomed the initiative, but doubted whether the mechanism would be effective given that the city is built on filled in bodies of water.

On the worsening traffic congestion, Hun Chansan noted that zones such as BKK1 with diverse properties and businesses usually attract much more traffic to the area, resulting in jams. He recommended implementing a proper urban master plan to control property developments for each zone along with ensuring enough parking space along the roads. Simon Griffiths, Associate Director at CBRE Cambodia said developers must develop properties with enough parking space so that drivers won't have to leave their vehicles on the streets anymore. In addition, the authorities should also prohibit vendors from using and blocking the capital's pavements to encourage more people to walk.

Concerns were voiced on the panel about the potential impact on the Cambodian market from fears of an impending global economic slowdown, and in particular the effects of the contraction of the powerhouse Chinese economy.

Simon Griffiths admitted there were challenges for the long-term sustainability of Cambodian market, but was upbeat about its short and medium term prospects. Based on studies from CBRE, the demand / supply for properties were focused on the buoyant borey market, office rental space, serviced apartments and industrial developments which have showed strong performances over the last year. Griffiths predicted the biggest potential impact from an economic contraction would be on the condo market with 4,000 units being supplied to the market annually with many more coming online in the next three years.

"There is risk and potential over saturation for short-term investors especially those from overseas, but these issues aren't serious for long-term investors," he said.

Griffiths also projects growth will continue, driven by many pipeline developments that will be completed between now until 2019. "I also see a real appetite from developers that really want to develop something here," he noted.

Kim Heang said it everything depends on whether Cambodia will fall into the next property bubble. While he conceded that 20,000 condo units are too many for the local market, it is not an over-supply in relation to the industry as a whole in the region, especially when it is being driven by overseas buyers. Kim Heang did counsel the audience not to overinvest in condos as first-time property purchases and instead focus on first buying a home, then seeking to buy land, and only then look into investing in condos.

The lively discussion did make clear that the government is aware of its shortcomings in the industry. According to Dr. Sok Siphana, the government is currently revising the investment law and laws on special economic zones and free trade zone which will open a larger flow for industrial property development. He predicted that Sihanoukville will become a significant multi-purpose industrial hub and that the Industrial Development Policy will also be the driver of economic growth in the next 10 years.

"This is the future of Cambodia in terms of large-scale and well-integrated industrial areas. One thing that the government is very keen on is to give lots of incentives to developers to ensure they will build proper industrial zones," he stressed.

Dr Siphana also expects to see more Japanese and Chinese companies coming in to compete for influence in Cambodia which represent the major driving force for the Cambodian economy and welcomed the fact that US companies are increasingly coming back to invest in Cambodia.

The 3rd Annual Global Alumni Convention will be hosted in March 2017 ■ ខ្ពស់សេខាគម្លឝុណនាពល្អ | Providing the professional ទាច់តាំទពីឆ្នាំ ១៩៩៧ | Services Since 1997

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CAMBODIA'S CONSTRUCTION SECTOR MEASURES IMPACT OF AEC

Cambodia Construction Industry Expo, organized by Cambodia Constructors Association (CCA) in Phnom Penh

The advent of the ASEAN Economic Community presents both challenges and opportunities for the construction sector, in particular for the building materials industry. Traders now face both positive and negative impacts from this mega market integration.



Andre De Jong, Robert Bosch's country manager for Cambodia, Laos and Myanmar

The AEC allows for a single market and production base that liberalises the flows of goods, services, investment, capital and skilled labour across the region with a population of over 600 million. This in itself presents a challenge for Cambodia which with a population of 15 million constitutes only about 2.5 percent of ASEAN's population.

International brands strengthen local bases

Suppliers of international brands expanding to

overseas markets usually develop from

authorising local dealerships to opening representative offices before moving into a permanent subsidiary and this is also the case in the construction industry. Establishing a manufacturing facility remains a potential option as the market matures.

The AEC represents an ideal opportunity for leading international brands, including those well-established in Cambodia to strengthen their market share.

Established over 100 years ago, and with a subsidiary in Cambodia for the last 15 years, Sika, one of the world's leading chemical suppliers, expanded its business footprint in Cambodia by opening a factory last year. This permanent production plant allows Sika to dominate the building market via its concrete admixtures and additives and other chemicals and stay ahead of its competitors.

Robert Bosch, the world leader in technologies and services, has a similar history in penetrating the Cambodian market. Having distributed its power tools and auto parts in Cambodia since 2004, Bosch opened a representative office in 2010, before moving into an official branch i.e. Robert Bosch (Cambodia) Ltd in 2013. Such rapid market penetration is driven by the double-digit growth it has achieved since 2010. Bosch now has five business divisions in Cambodia comprising of automotive aftermarket, power tools, security systems, drive and control technology, and thermotechnology.

Andre De Jong, Bosch's country manager for Cambodia, Laos and Myanmar has long admired the kingdom's potential. "In Vietnam we had a representative office set up for 10 years before upgrading into a company, but here it only took us three years to change into a company," he said, hoping the parent company will decide to locate a factory here sometime in the future.

Bosch has a long-term vision for the Asia Pacific market and aims to double sales in the region by 2020, and believes ASEAN has played an important role in Bosch's Asia Pacific success story.

In ASEAN, Bosch now exists in all the 10 countries with production facilities in Malaysia, Vietnam, Thailand, and Indonesia. While Singapore acts as the headquarters and business hub for Bosch's operations in Southeast Asia, Bosch develops and manufactures power tools in Malaysia for worldwide markets, where some are designed specifically for the Asian market. Its assesses each market based on the size and potential of their construction industry, to support Bosch's ability to not only meet the industry's needs, but also the appropriate price point. Besides producing power tools for the building market, it also produces other technologies and products in Thailand and Vietnam. De Jong revealed about Bosch's strategy for ASEAN markets.

"Some of the products produced in these countries are made for the ASEAN markets; therefore, the AEC is helpful in this instance. In addition to this, we also import from our factories from all over the world," De Jong said.

For the Cambodian market, he projects that construction growth may slow this year due to the fluctuations in the Chinese economy and rising interest rates in the U.S. De Jong also believes the relaxed movement of goods, services and labour under the AEC will facilitate some products to benefit from reduced duty rates. However, the release of a Proclamation which raises the special tax in Cambodia will raise the cost of imports.

"The free movement of goods, services and labour will boost the development of ASEAN as it becomes easier to invest, trade, and develop business. However, the ASEAN countries currently have not fully implemented this free movement while some countries have implement other (trade) barriers, for example, a Special Tax for automotive spare parts in Cambodia," he stressed.

De Jong also urged construction projects to apply for Qualified Investment Projects (QIP) from the Council for the Development of Cambodia (CDC) to receive various investment incentives, including exemptions on import tariff.

"By law, the sub-contractors can also benefit from these exemptions if they supply to the QIP," he said. "However, in practice, some custom officials might not fully understand or are unaware of the law because they do not allow some sub-contractors to exempt duties for these QIPs."

To tackle this issue and support the development of construction sector in Cambodia, De Jong recommends publishing clearer guidelines in both Khmer and English and providing more training for custom officials to ensure that the law is effectively implemented.

He also expects to see further trade agreements that will benefit the trade and development of ASEAN too, for example Free Trade Agreements with China, Australia, India, Japan, South Korea and New Zealand which may in the end be incorporated into a Regional Comprehensive Economic Partnership (RCEP).

Kimsrun Elida, managing director of Camcona Trading (Cambodia) Co., Ltd believes the regional merge won't strongly affect her business. Camcona currently supplies five global brands to the Cambodian market including Rinnai, Hilti, Imer, Pergo, and Ligman.

Since she supplies only global brands, the tough competition affects only her power tools, and some Rinnai appliances, while other products retain a monopoly in the market.

"ASEAN integration is not a big deal for my business, since my products as



well as my big competitors are not inside ASEAN, i.e. EU and U.S," she said. "However, if competitors set up a factory in ASEAN countries to gain competitive advantage, that could be another challenge."

She views the AEC as an opportunity to partner with a wider range of suppliers to import more products and brands. There are many foreign suppliers proposing joint venture opportunities to introduce more brands or set up factories here, but the immaturity of the market and ongoing challenges have led her to turn down many of these approaches so far.

ASEAN Agreements not exclusive

While intra-ASEAN brands and international brands based in ASEAN are fighting for market share in Cambodia, leading brands from major producers like China, India and Italy are also finding ways to enter this promising market. Since 2015, building expos have been organised exclusively for companies from Italy, India and China at the Diamond Island Exhibition and Convention Center. More trade shows for the booming building market are also expected in the future.

Dr. Sok Siphana, managing partner of law firm SokSiphana&associates takes a positive outlook on the AEC and advises local traders to consider opportunities to partner with inbound businesses. "Instead of seeing them as competition, why we can't partner with them [overseas businesses] to lead the market? Local firms need international knowledge, while international firms need our local knowledge."

Besides intra-ASEAN business integration, significant trade agreements exist outside ASEAN, especially with China and New Zealand which offer similar businesses such as tax exemption. Along with many trading agreements that China has signed with ASEAN, some also extend to the building industry.

China and building groups in ASEAN set up two committees called the China-ASEAN Building Materials Industry Cooperation Committee (CAFTA) and the China-ASEAN Construction Industry Cooperation Committee in 2014 and 2015 respectively to promote building business ties among them.



One-stop building material mall

The Cambodian construction community plans to build a mega building materials mall in Phnom Penh where buyers can source any construction-related materials they need from manufacturers worldwide.

The mall will be developed through a joint venture between the Cambodia Constructors Association (CCA) and the China-ASE AN Construction Industry Cooperation Committee through a 5-year MoU signed

by both parties in May last year in Nantong City, China.

Representing CCA, Oknha Hann Khieng, CCA vice president and director of Muhhibah Engineering (Cambodia) Co. Ltd said the proposed mall will cover 30,000 square metres over two floors and stock only middle to high-end materials.

> ated in Chroy Changvar Satellite City, three options for managing the mall are under consideration; CCA builds and operates the market: CCA builds the market and rents it to the Chinese; or CCA establishes a joint venture with the Chinese to build and run the market.

Likely situ-

Okhna Hann believes the market can bring down the prices of construction materials on the Cambodian market through encouraging bulk

Once open,

imports. This will not only benefit contractors and end-users, but the economy in general.

Oknha Hann Khieng, director of Muhhi-

bah Engineering (Cambodia) Co. Ltd

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

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

However, despite seeing the benefits of these kinds of markets in developing countries, Okhna Hann believed there will be some slightly negative impacts on the kingdom's existing material suppliers regarding price competition. But local businesses related to concrete. cement, iron, and steel won't be strongly affected by this new market.

While Cambodia may represent a relatively small part of the overall ASEAN market, the kingdom's buoyant construction industry means there are significant opportunities for it to benefit within an integrated AEC ■



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QUALITY IMPROVEMENT NEEDED AMID CONSTRUCTION BOOM

ver the last decade, the construction industry in Phnom Penh has been growing guite notably. More and more high-rise buildings, sub-cities, and boreys have been continuously and progressively built and old buildings have been replaced by the new.

At the same time as this rapid growth, Phnom Penh citizens are

increasingly recognising that many complaints about standards are coming out after buildings have opened for the service. For instance, concrete roof tops and toilets start to leak, flooring begins to de-bond, and cracks appear on the plastering on walls which requires a lot of money to repair and possibly demands nonstop, ongoing repairs. Generally, these matters come from two sources:

- Lack of product understanding
- Poor workmanship

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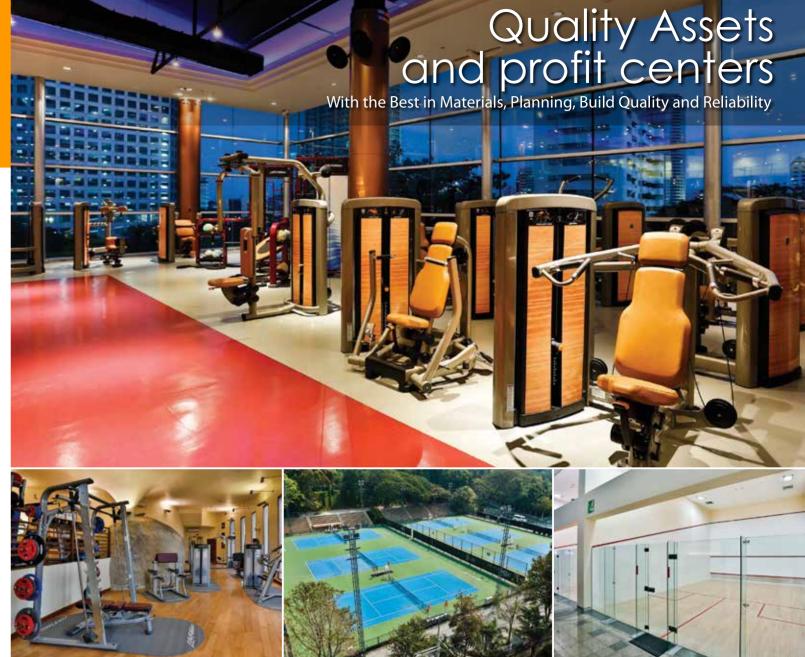
- Keep the surface clean

 Use skilled workers that have been trained for the product and make sure they understand and follow the procedure seriously at the workplace

• Do inspections for quality control

• Site coordination: Sometimes even though the waterproofing has been done. the tile-laying team damages the waterproofing and lays the tiles on it without repair it, which then causes leaks

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CONDO DEVELOPMENT AND THE CAR PARK DILEMMA

By Matthew Rendall, Senior Partner, Sok Siphana & Associates

s I pointed out in Construction & Property Magazine Issue 19, developing condominiums, or mixed used apartment buildings, raises many issues that are not necessarily considered by the developer when embarking on a project. We previously noted the issue of an exit strategy necessitating a well thought out post developer building man-



agement arrangement.

However, there are also issues that arise during the construction and/or titling phase itself.

One of the most pressing issues now being encountered by many developers as they approach the finalisation of the project (i.e., titling) is how to deal with the

car park. What developers will discover is that there is, as yet, no satisfactory, or easy, solution.

Most developers, not surprisingly, promise prospective apartment owners car park spaces for their private and exclusive use. This of course is common in condominium developments the world over. Given that there are now many foreigners buying into condominium developments in Cambodia (following the passage of the foreign ownership laws), it is now widely expected that new developments here will also allocate exclusive reserved parking spaces to individual apartments.

The problem is that, whereas in foreign countries there are mechanisms to allocate private ownership of car park spaces to apartment owners (such as by noting the corresponding car park space directly on the buyer's Title Deed or on separate Deeds), that is not yet the case in Cambodia. In fact, in some jurisdictions throughout the world it is possible to sell the car park space separate to the apartment itself and, consequently, a trade in

car park spaces exists (such spaces are in fact valuable and sought after commodities in some city centers where parking is a premium).

Currently though, there is no satisfactory mechanism under the laws of Cambodia to deal with car park ownership. At the moment the only laws addressing the topic of car park spaces are sub decree 42 which deals with the issue of how many car park spaces a development needs to include in its building plan (naturally it varies depending on size and type of development) and, the Land Law of 2001 and sub decree 128 dealing with management of co-owned buildings. Both of those laws address the issue of car parks as being part of the common area.

For reason of the above laws, the Ministry of land Management Urban Planning and Construction currently sees car parks as common areas and therefore not eligible for separate individual ownership. So it is not yet possible to issue title deeds or ownership to car park spaces separate to, or even as a part of, the apartment ownership. In fact, given that car parks are deemed as common areas within the framework of the existing law, it is technically not permissible to deny any user of the condominium access to any particular part of the car park. This therefore prohibits the private allocation of a particular car park space to a specific apartment.

Given the number of condominiums about to come on line, the Ministry is currently looking at this very real problem to try and come up with a workable solution. Hopefully we will soon see a regulation issued which addresses and solves this and gives apartment owners a space of their very own to park their SUV. For now though, property developers would be well advised to seek legal counsel as to what possible options exist under the current laws before making promises of car park ownership to prospective apartment buyers



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-Special Economic Zone (SEZ) Vann Sophy Dry Part 's New Co Terminal (VSDP09) Bonded Warehou Agricultural Processing Zone Indostrall Zone

Copacity: 40.60 TEUs/year Location: 04 kilometers from the Malay Bode Existing Container Terminal (VSDP09). Handing Equipments: 01 Traveling Cargo Cro PHASE: VSDP-02 - Modern: Dry Port - Size: 25m x 34m

 To accommodate 7
 Expected: by 2002 ate 7.830 TEUs/veg



Location: 01 kilometers from the Da Border to Existing Terminal, KomPong Cham Handing Equipments: 01 Traveling Cargo Craner, Agricultural Processing Zone

PHASE: VSDP-09

Modem: Dry Port

Size: 88m x 320m

Modern Apartment & Office Lease

Capacity: 15,047 TEUs/year

Handing Equipments: 30 Traveling Cargo Craner Location: 200 Meters from the Bavet Border To Existing Vonn Sophy Hotel (VSH)

Ronded Apartment Office Lease Conferance Room Corperate Russiness Toget



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ASEAN'S TALLEST TOWER Proposed for ARE OVERTIME ARE -----PHNOM PENH -----

lan have been submitted for a super skyscraper to be built in Phnom Penh which would make it home to the tallest building in Southeast Asia (ASEAN) in 2019 should it be completed.

VA RAA DAD DAD DA

The Thai Boon Roong Twin Tower Trade Center is being jointly developed by local firm Thai Boon Roong Co., Ltd and Chinese giant contractor Kia Nip Group. The development has been revised upwards from a proposal submitted to City Hall in June 2015 of 111 floors worth \$3 billion to a new design of 133 floors worth over \$1 billion.

The capital's Land Management Urban Planning and Construction department and the Phnom Penh municipality consecutively endorsed the revised master plan in mid-February. The plan has already been submitted to the Ministry of Land Management Urban Planning and Construction for a final study that is

expected to take at least 45 working days before a final decision is released. If final permission is granted, construction is planned to kick off later in 2016 with completion scheduled for 2019.

The Thai Boon Roong Twin Tower Trade Center is to be situated on the five-hectare Dream Land plot in Tonle Bassac commune and will feature commercial office space, a cultural centre, hotel, retail and shopping centres and many more entertainment facilities.

If completed, the structure will be the highest building in ASEAN ahead of Malaysia's Petronas Twin Towers (452 metres with 88 floors), Vietnam's Keangnam Hanoi Landmark Tower (345 metres and 77 floors), Malaysia's Menara Telekom Towers (310 metres and 55 floors) and the 304-metre Baiyoke Tower II in Thailand with 84 floors.

It will also be the 5th tallest highrise in Asia as well as in the world following the UAE's Burj Khalifa (828 meters), China's Shanghai Tower (632 meters), Saudi Arabia's Makkah Royal Clock Tower Hotel (601 meters) and Taiwan's Taipei 101 (509 meters).

Pingan International Finance Centre

Shenzhen GC

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2016 115 Vixed use

Shanghai Tower

Shanghai SH

China J. Eduardo Segund Hernandez

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2014 202 Ixed use

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2019 167 Mixed use

1007 m

However, if the 555-metre Diamond Tower proposed by Overseas Cambodian Investment Corporation (OCIC) in 2010 is successfully built on Diamond Island, the tower will rank only second in Phnom Penh.

While such high-rises are usually welcomed by the public, building safety systems - especially related to fire prevention - are usually the main concerns due to the fact that the Cambodian authorities still have limited capacity and legal regulation in dealing with safety issues on tall buildings, let alone super-skyscrapers.

Prof. Tous Saphouen, Secretary General of Board of Architects Cambodia and also the Dean of Pannasastra University of Cambodia's Architecture Faculty was involved in the architectural design of this project. He told local media that the development was the result of a very detail architectural study done by experienced Cambodian and Chinese architects.

According to Prof. Tous, giant Chinese constructor and main contractor Kia Nip Group has developed many high structures especially in China. Since it is the first super-tall building in Cambodia, the developer it is not sure whether local firms can be sub-contracted to parts of the building works.

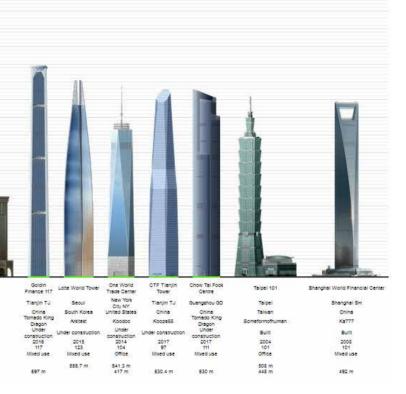
of Land Management Urban Planning and Construction, 628 buildings ranging between 5 and 40+ floors have been

Makkah Royal Clock Tower Hote

Saudi Arabia

Ka777

2012 120 Hotel



According to data from the Ministry

erected in Cambodia so far. Among them, 407 buildings are between 5 and 9 floors, 187 buildings are between 10 and 19 floors, and 22 are between 20 and 29 floors. Only four towers surpass 40 floors.

Phnom Penh Governor Pa Socheatevong has indicated that Phnom Penh will attract more high-rises in the next few years, especially in the area surrounding Diamond Island, and in Chamkar Morn and Daun Pinh districts.

Despite general industry enthusiasm for the project, questions continue to be raised about not only the viability of the project for the Cambodian market but also about whether due diligence will be followed in the approval, investment and construction of the project

អគារខ្ពស់បំផុតនៅអាស៊ាន និងត្រូវសាងសង់នៅទីក្រុងត្នំពេញ

IN OCCUPATION AND ------VIAL STREET, SOCOOR 50 | CONSTRUCTION & PROPERT

🗙 ម្រោងប្លង់ត្រូវបានដាក់បញ្ចូលជាអគារ ខ្ពស់កប់ពព័ក ដែលនឹងត្រូវសាងសង់ 🖍 ក្នុងទីក្រុងភ្នំពេញ ជាអគារខ្ចស់បំផុតនៅ តំបន់អាស៊ាន ហើយគ្រោងនឹងបញ្ចប់នៅក្នុង ឆ្នាំ ២០១៩ ខាងមុខ។

អគារភ្លោះនៃមជ្ឈមណ្ឌលពាណិជ្ជកម្ម ថៃ ប៊ុនរ៉ុង នឹងត្រូវចូលរ៉ឹមអភិវឌ្ឍដោយក្រមហ៊ុន ក្នុងស្រុំក Thai Boon Roong Co., Ltd. និង ក្រុមហ៊ុនអ្នកសាងសង់ដ៏ធំរបស់ចិនឈ្មោះ Kia Nip Group ។ ការអភិវឌ្ឍនេះត្រូវបានពិនិត្យទៀង វិញលើសំណើដែលបានដាក់ស្នើទៅសាលាក្រុង កាលពីខែមិថនាឆាំ២០១៥នវអគារកមស់ ១១១ ជាន់ ក្នុងតម្លៃសាងសង់រហូតដល់ទៅ ៣ ពាន់ លានដ៊ីល្លារ[៊]ដោយប្តូរទៅជាសំណើប្លង់អគារ សិល្យការថ្រ្តីដែលមាន់កម្ពស់រហូតដល់ ១៣៣ ជាន់និងមានតម្លៃត្រឹម១៣ន់លានដុល្លារវិញ។

មនីររៀបចំដែនដីនគរបនីយកម និងសំណង់ រាជធានីភ្នំពេញ និងសាល់ារាជធានីភ្នំពេញបាន យល់ព្រមក្នុងការពិនិត្យឡើងវិញ នូវិប្លង់មែក្នុង ពាក់កណ្តាលខែកុម្ភៈនេះ។ ឬង៍ទាំងអស់ត្រូវ ត្រូវបានដាក់ជូនក្រសួងរៀបចំដែនដី នគរូប-នីយកម្ម និងសំណង់ សម្រាប់ធ្វើការសិក្សាចុង ក្រោយ ដែលគេរំពឹងថាយ៉ាងហោចណាស់ក៏ ត្រូវប្រើពេល ៤៥ ថ្ងៃ មុននឹងការសម្រេចចិត្ ចុងក្រោយត្រូវបានប្រកាស់។ ប្រសិនការអន្-ញ់តំចុងក្រោយត្រូវបានសម្រេច ការសាងសង់ គ្រោងនឹងចាប់ផ្តើមនៅក្នុងឆ្នាំ ២០១៦ នេះ ហើយ គ្រោងនឹងបញ្ចប់នៅក្នុងឆ្នាំ ២០១៩។

មជ្ឈមណ្ឌលពណិជ្ជកម្មអគារភ្លោះថៃប៊ុង រ៉ុង នឹងត្រូវសាងសង់ទៀងលើផ្ទៃដីនៃមណ្ឌល កំសាន្តខ្លីមលែនដ៍ ទំហំ ៥ ហិចតា ក្នុងសង្កាត់ ទន្លេបាសាក់ និងរៀបចំជាការិយាល័យពាណ៌ជ្ន-កម្ម មជ្ឈមណ្ឌលវប្បធម៌ សណ្ឋាគារ ហាងទំនិញ និងិកន្លែងកំសានផ្សេងៗទៀត។

ប្រសិនបើគម្រោងត្រូវបានបញ្ចប់ អគារនេះ នឹងក្លាយជាអគារខ្ពស់ជាងគេនៅក្នុងតំបន់អា-ស៊ាន គឺខ្ពស់ជាងអគារក្លោះ Petronas របស់ ប្រទេសម៉ាឡេស៊ី (កម្ពស់ ៤៥២ ម៉ែត្រ មាន ៨៤ជាន់) អគារ Keangnam Hanoi Landmark របស់ប្រទេសវៀតណាម (កម្ពស់ ៣៤៥ ម៉ែត្រមាន៧៧ ជាន់) អគារ Menara Telekom

របស់ប្រទេសម៉ាទេស្ត្រី (កម្មស់ ៣១០ ម៉ែត្រ មាន ៥៥ ជាន់) និំងអគារ Baiyoke II របស់ ប្រទេសថៃ ដែលមានកម្ពស់ ៣០៤ ម៉ែត្រ មាន ៤៤ជាន់ ទៅទៀត។

វ៉ាក៏នឹងក្លាយជាអគារខ្ពស់បំផុតលំដាប់ទី៥ ក្នុងទ្វីបអាស៊ី និងក្នុងពិភពលោក បើធៀបនឹង អ៊ីគារ៍ Burj Khalifa របស់ប្រទេសអាវ៉ាប់រួម (៨២៨ម៉ែត្រ) អគារ Shanghai Tower របស់ ប្រទេសចិន (៦៣២ម៉ែត្រ) អគារ Makkah Royal Clock Tower Hotel របស់ប្រទេសអារ៉ាប៊ីសា អ៊ូឌីត (៦០១ម៉ែត្រ) និងអគារ Taipei 101របស់ ប្រទេសតៃវ៉ាន់ (៥០៩ម៉ែត្រ)។

Diamond ដែលមានកម្មស់ ៥៥៥ ម៉ែត្រ ដែលត្រូវបានស្នើសុំដោយក្រុមហ៊ុន Overseas មានកម្ពស់ ៥ ជាន់ ដល់អគារដែលមានច្រើន Cambodian Investment Corporation (OCIC) ជាង៤០ជាន់ត្រូវបានកសាងទៀងនៅក្នុងប្រ-កាលពីឆ្នាំ២០១០ នៅកោះពេជ្រ ត្រូវបានសាង-សង់ដោយជោគជ័យនោះអគារ ១៣៣ជាន់នេះ មានចន្លោះពី៥ទៅ៩ជាន់ ១៨៧អគារមានពី នឹងក្លាយជាអគារខ្ពស់បំផុតទី២ នៅក្នុងទីក្រុង ភ្នំពេញប៉ុណ្ណោះ។

ខណៈពេលដែលអគារខ្ពស់ៗទាំងនេះត្រូវ បានស្មាគមន៍ដោយសាធារណជន ប្រព័ន្ធសុវត្ថិ-ភាពរប័ស់អគារ ជាពិសេសទាក់ទងនឹងការការិ-ពារពីអគ្គីភ័យ នៅតែជាបញ្ហាចម្បងដោយសារ តែសមត្ថភាពរបស់អាជ្ញាធរកម្ពុជានិងច្បាប់ពាក់-ព័ន្ធបញ្ហាសុវត្ថិភាពរបស់អគារខ្ពស់ៗ នៅមាន កោះពេជ្រខណ្ឌចំការមននិងខណ្ឌដូនពេញ។ កំរិតនៅឡើយ។

ធិការនៃគណៈស្តាំបត្យករកម្ពុជា និងជាព្រឹទ្ធបុរស បានលើកឡើងទាក់ទងនឹងភាពជោគឺជ័យរបស់ មហាវិទ្យាល័យស្ថាបត្យកម្ល់ នៃសាកលវិទ្យា-ល័យបញ្ហាសាស្ត្រកម្ពុជា បានចូលរួមនៅក្នុង ការរចនានៃគម្រោងនេះ។ លោកបានប្រាប់ ប្រព័ន្ធផ្សព្វផ្សាយក្នុងស្រុកថា ការអភិវឌ្ឍនេះ គឺជាលទ្ធផល នៃការសិក្សាយ៉ាងលម្អិតរបស់

ស្ថាបត្យករកម្មជា និងចិនដែលមានបទពិសោ-ធន៍ផ្ទៃកនេះ។

យោងតាមលោកសាស្ត្រាចារ្យទូសសាភឿន ក្រុមហ៊ុនអ្នកសាងសង់ដ៍ធំរបស់ចិននិងជាក្រុម ហ៊ុនអុកម៉ៅការសាងសង់ធំ Kia Nip Group ធាប់បានសាងសង់នូវអគារខ្ពស់ៗជាច្រើន ជា ពិ៍សេសនៅក្នុងប្រទេសចិន។ ដោយសារតែវា ជាសំណង់អគារខ្គស់បំផុតនៅក្នុងប្រទេសកម្ពុជា ដូច្នេះគេមិនទាន់ប្រាកដថា ់តើក្រុមហ៊ុនក្នុង ស្រុកអាចនឹងមានចំណែកនៅកុងការងាំរនេះ ដែរឬយ៉ាងណានោះទេ។

ិយោងតាមទិន្នន័យ ពីក្រសុងរៀបចំដែនដី ទោះជាយ៉ាងណាក៏ដោយប្រសិនបើអគារ នគរូបនីយកម្ម និងិសំណង់ មកដល់ពេលនេះ មានអគារចំនួន ៦២៨ រាប់ចាប់ពីអគារដែល ទេសកម្ពុជា។ ក្នុងចំណោមនោះ ៤០៧ អគារ ១០ ទៅ ១៩ ជាន់ និង ២២ អគារទៀត គឺមាន ពី២០ទៅ២៩ជាន់។មានតែអគារ៤ប៉ុណ្ណោះ ដែលលើសពី ៤០ ជាន់។

លោក ប៉ា សុជាតិវង្ស អភិបាលរាជធានី ភ្នំពេញ បានលើកឡើងថា ទីក្រុងភ្នំពេញនឹងមាន អគារខ្ចស់ៗជាច្រើនទៀត ក្នុងរយៈពេល ២ ទៅ ៣ឆ្នាំខាងមុខនេះ ជាពិស់េស គឺនៅតំបន់ម្តុំ ទោះបីជាមានការសាទរផ្នែកឧស្សាហកម្ លោកសាស្ត្រចារ្យទូសសាភឿនអគ្គលេខា ពីគម្រោងនេះក្តី ក៏នៅតែមានសំណួរជាច្រើន របស់គម្រោងនេះនៅក្នុងទីផ្សារកម្ពុជានិងដូចគ្នា ផងដែរអំពីថាតើទាំងការពិនិត្យពីច័យនឹងត្រូវ អនុវត្តតាមការព្រមព្រៀង ការវិនិយោគ និង ការ សាំងសង់ក្នុងគឺម្រោងនេះផងដែរ ៕

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MENG LENG EAV OPENS INNOVATIVE Showroom



Winnovative new showroom now open, customers and visitors will have more satisfying and compelling experience when sourcing their needs from the largest supplier of power tools and agriculture and engineering equipment in Cambodia.

Located along Mao Tse Tung Blvd in front of Chinese Embassy, the 3-floor showroom was officially launched on 26 February and doesn't only serve to upgrade the company's image in the engineering market, but also integrates its product branding, testing centre and maintenance service in one location.

The first floor is designed as a modern trade centre dedicated to power tools, hand tools and accessories, a maintenance centre, and a cashier counter. The area also includes a unique space where customers can test their preferred model.

The second and third floors are showrooms; the second housing cleaning devices, and all kinds of pumps including Tsurumi; the third will showcase tools, devices, machines and electricity generators serving the agriculture sector.

Meng Leng Eav started out as a tiny trading firm in 1999 after supplying power tools and agricultural equipment from Thailand to Banteay Meanchey, Battambang and Phnom Penh since the early 1990s. Today, it exclusively distributes over 10 brands and another 5 non-exclusive brands with a total of over 60 products and tools in Cambodia. They include Robert Bosch power tools (after signing a cooperation partnership in 2014), Nikatech agricultural equip-



ment from Japan, Nikata professional power tools, Makita, Maktec, Skill, Mikasa professional construction tools, Tsurumi pumps, and more.

To maintain its status as market leader, the group has expanded its network nationwide with sales centres and sub-dealers around the country including Phnom Penh, Siem Reap, Battambang, Kompong Cham, Kratie, and Sihanoukville. The company has also upgraded its warehouse facilities and maintenance services to serve users' increasingly sophisticated needs, said Mr. Meng Reakmsey, the company's general manager.

Presiding over the showroom's grand opening event, H.E. Sun Chanthol, Minister of Commerce expressed his pride in having a Cambodian firm expand and take a lion's share in its respective sectors.

He went on to say that the firm's contribution to society has reflected the strong partnership between the government and private sectors.

"The prosperity of Cambodia can't be achieved without the contribution from the private sector," he said. "Meng Leng Eav is an example for this. And I wish for the Meng Leng Eav Group to remain prosperous so that it can join the government to develop the country"









FROM SUPPLY TO MANUFACTURING: A Market Leader's Perspective

or Meng Leng Eav Co. Ltd, regional economic integration will not result in any significant impact on business. Cambodia's leading specialist in supplying quality power tools, agricultural, and engineering equipment currently distributes over 10 exclusive and another 5 non-exclusive brands after first establishing the business over 20 years ago. In today's more competitive environment, the company is strategically transforming its position from a star distributor into the first manufacturing company of its kind on the Cambodian market.

Mr. Meng Reaksmey, Director at Meng Leng Eav Co. Ltd reveals how the company has prepared to consolidate and expand their business and tackle the challenges of the AEC in an exclusive interview with Construction and Property Magazine.

How have you upgraded your facilities and resources to cope with greater challenges as more suppliers and product ranges have become available in the market and in anticipation of the impact of regional integration?

We recruited more human resources this year especially in the sales team to visit potential customers like construction sites, factories and warehouses. We also have more delivery and promotion teams now. Besides this, our 3-floor showroom launched on 26 February will not only upgrade our image but also offer a more innovative experience to customers and visitors.

To maintain your leading status in the market, how have you expanded and structured your sale channels across the country?

Meng Leng Eav has applied all types of sales channels. Besides relying on the wholesalers and retailers of over 500 outlets nationwide, we also have our own sale teams that regularly visit every area on a monthly basis to ensure we don't fall behind the market growth and trend. We supply products to our wholesalers and they continually supply to their partner retailers. However, retailers can take products directly from the main office or from nearby branches at the same price. As part of our marketing campaign, we have encouraged them via overseas trips and incentives annually.



You also produce your own brand. What is your strategy for these products in Cambodia and the region?

Few years ago, we have cooperated with a partner to produce power tools, pumps, ironing tools and agricultural equipment under the NIKATEC brand, we prioritized the quality and reasonable price for market. We offer maximum benefits and best after sale service to our wholesalers and retailers to inspire them to prioritize our products with their customers. Currently our brand position in the market is outstanding.

Do you have plan to set up a production factory in Cambodia?

We do have a plan to set up a production plant here to gain a competitive advantage ahead of our competitors. It should be in the next three years' time. The factory will start as an assembly plant of our product range first before upgrading into a full production facility.

How would you describe the demand for power tools in the market now? What kinds of customers are buying them? Retailers, projects or for personal use?

Unlike before when electricity was

not widely available, better access to electricity means people want faster work. This has propelled a greater demand for our power tools. For us, the great demand usually comes from our wholesalers and retailers because we focus on supplying nationwide needs. Demands from construction projects are the second largest customer base for us. Among our wide range products, power tools and agriculture equipment have been the major products to drive our growth.

What are the challenges and opportunities you foresee for the construction supply sector in the integrated ASEAN Economic Community (AEC)?

The opening of the integrated market is the driving force for a greater flow of investments in the construction and agricultural sectors in Cambodia. This, for us, is truly a great opportunity. But at the same time we have to face tougher competition when more brands emerge on the market, especially when it comes to a war on price and services.

ASEAN integration has removed tax from goods across the region. Is it a worry for you when competitive products from ASEAN members can enter Cambodia at a



cheaper price?

It isn't a big deal for my business when Cambodia removes all import tax for goods from ASEAN in 2018. But we also face the difficulty that the tax department rejects the Harmonized System (HS) codes of our imported products we have applied for tax exemption for some reason. It will be great if all taxes are removed so that we won't have to care about these things when all businesses need to follow the same rule. So far, we import products from suppliers in Thailand, Malaysia, Singapore, China and Japan. I notice the government removed both VAT and import taxes from a wide range of products and materials such as iron and cement, but actually some particular products are still subject to these taxes even though they are under the forms D and E of customs procedures. I hope the government will reduce the tax for tools and appliances serving the construction and agricultural industries which is currently at around 5 percent. I also request the authorities to facilitate the tax clearance process as well as strongly prohibiting the distribution of products without clear supply sources

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CM JOINT COMMITTEE PROPOSED FOR CAMBODIA



he Construction Management Association of Korea (CMAK) has been assisting Cambodia to implement the Construction Management System (CM) with the aim to improve construction quality for future buildings in the kingdom.

To ensure effective CM improvement, CMAK proposes setting up a joint committee called the Cambodia-Korea Construction Collaboration Committee that will comprise of entities from the private and public sectors from both nations.

The draft joint committee proposed by CMAK, acquired by Construction and Property Magazine in mid-February, states that the committee is mandated to support activities for effective CM improvement, training construction personnel and technology and establishing joint venture companies or strategic partnerships in Cambodia.

It will also research new construction projects by joint venture companies or strategic partnerships which have the potential to apply the CM system. The last task is to carry out any other type of projects designed by the joint committee in relation to the development of the construction industry in Cambodia.

Established in 1997 with over 170 contractors in South Korea, CMAK signed an MoU with the Ministry of Land Management, Urban Planning and Construction (MLMUPC) in 2014 to help prepare the kingdom's construction code to bring CM system services to Cambodia.

In the same year, CMAK has also signed a similar agreement with the Cambodia Constructors Association (CCA) whose members include over 100 construction-related firms. As the proposed joint committee aims primarily to get membership from these two institutions, MLMUPC is awaiting comments from the CCA regarding the draft agreement before providing feedback to the Korean side.

CMAK sent the CM Manual based on Korean practice to help the Cambodian side develop the CM Prakas that will fit with the Cambodian context. The Prakas is expected to be completed late this year.

Once the government enacts the law, buildings in Cambodia, especially new projects, will need to comply with

the CM system to enhance the building quality as well as saving construction cost. Interestingly, CM practice will also give birth to firms that can earn signifment," said Professor Hyun Soo Lee of College of Engineering, Seoul National University who represents CMAK. "But it



icant fees by providing CM services to projects across the country.

"Using proper construction management can save construction cost, time, ensure quality and safety. It also is very hard to apply the South Korean construction methods here since Cambodia doesn't have a well-organised construction law yet."

The CM system will also affect the



long-awaited construction law that is predicted by MLMUPC officials to be enacted in this government's fifth mandate. Industry insiders hope the law can solve various issues related to the construction industry.

Speaking at a follow-up meeting with CMAK and CCA, H.E. Im Chhun Lim, **MLMUPC** Minister welcomed CMAK's assistance and

includes the construction risk manage-

committed to completing the CM Prakas late this year, with the aim of applying it in 2017

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Booth Plan for 5th CCA Summit & Cambodia Construction Industry EXPO on 1 - 3 December 2016 at Diamond Island Convention & Exhibition Center

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NESIA EXTENDS FOREIGN ERSHIP OF PROPERTY

ndonesian President Widodo has signed a new regulation allowing extension of foreign ownership of houses to 80 years in a bid to boost investment in the struggling property sector.

Foreign investors can now for 25 years with a possible purchase "right-to-use" property titles for 30 years, with a possible two stage extension of up to an additional 50 years. This revises a 1996 law allowing foreigners titles

ASFAN

extension for 25 years.

Foreigner buyers must live, work, or invest in Indonesia, and "provide benefit" to the country and can transfer

the titles to alien heirs with residency.

Ownership rules for apartments have also been relaxed with a minimum investment required of \$720,000 ■

ISSUES FACING REAL ESTATE IN AEC



recent CBRE study, 'ASEAN Economic Community: A boost to South East Asian real estate', noted a number of challengles and opportunities facing I the sector with the advent of I the AEC.

Transparency in markets was highlighted as a challenge with Cambodia in particular needing to create an atmosphere more conducive to doing business.

A lack of skilled labour and a mismatch of skills also threatens to deter investors

Community in the industrial, office and

retail sectors.

Economic

Restrictive ownership laws and a lack of dedicated policy were also identified as potential hurdles in the growth of the industry in the region.

However, the size of the market, the growth in SMEs, increased cross-border trade, market diversity and the strength of the tourism market were all seen as great opportunities for the future of the real estate industry in the AEC \blacksquare

VINGROUP MOVES INTO AUSTRALIAN MARKET

VINGROUP



ingroup, Vietnam's top property developer. has entered the Australian market after a \$16 million land deal in Sydney's central business district, according to The Australian newspaper.

It was reported that Vingroup will build a hotel complex in the city. A 172-room hotel was proposed for the 1,030 square metre land, but no approval has been given on the development. It is

expected that Vingroup will probably construct a mixed use development including a hotel.

Vingroup's property portfolio in Vietnam comprises luxurious condos and villas. shopping malls tourism complexes and also retail outlets.

Vingroup has three resorts in Nha Trang Bay and a 200-room Vinpearl Premium Da Nang hotel in central Vietnam

CHINESE OFFERING UNITS ON MALAYSIAN ISLAND ECO-CITY



NEW **MEGA-TOWNSHIP** FOR PHILIPPINES

JV between powerhouse developer Ayala Land Inc (ALI) and holding company LT Group Inc will create a 35-hectare mega-township project in the Philippines.

The integrated mixed-use project is to be located in one of the most prime locations in the Philippines in Pasig and Ouezon City.

The Philippines has seen a huge rise in multi-million dollar projects of this kind which are known as "cities within cities" and experts predict this growth to continue driven by the outsourcing and IT industries. The growth forecast also recognises the trend for commercial real estate increasingly being located away from CBDs to make commuting for employees more convenient

LAMUDI WEB PORTAL RAISES \$30M FOR ASIA PUSH

ocket Internet's property portal for emerging markets Lamudi has raised \$31.4 million of capital to strengthen its footprint in Asian and Latin American markets.

Lamudi plans to boost its presence in six emerging markets across Asia, namely the Philippines, Indonesia, Bangladesh, Myanmar, Pakistan, Sri Lanka, Mexico, Colombia, and Peru.



Chinese developer is promoting A residential units on a mega-project located on four artificial islands in the Johor Strait separating Malaysia and Singapore.

Forest City is projected to be a \$41 billion. 14 square kilometre self-contained eco-city scheme developed by Country Garden, though no units are yet completed as the islands themselves are still under construction.

The project which began in 2013 and has already cost \$1.2 billion, is planned to include a light railway and roads located either above or below ground level to pedestrianise the entire urban space.

It was initially planned to cover almost 20 square kilometres but was scaled back due to complaints from the Singaporean government concerned about the effects of dredging on its coast

Lamudi co-founder and managing director Paul Philipp Hermann told TechCrunch their main goal right now is to build the brand in a bid to become the leading online real-estate portal in all of their markets.

The company caters to real estate segments such as residential, commercial, industrial, private islands, including social housing

MYANMAR APPROVES FOREIGN OWNERSHIP LAW

yanmar's Parliament passed the draft of on 22 January that will legally permit foreigners to own up to 40 percent of a condo building, according to local media.

tation of the new law. Potential contradictions include the Condominium Law the articles of the Companies Law, land ownership regulations and the impact on the ability to rent out units while illegal for foreigners to manage condos.

Eagerly awaited after three years of disputes between the nation's main two parties, confusion continues however over implemen-

Under the new law, a "condo" is defined as a building with at least six storeys on land measuring 20,000 sq ft (1,858 sqm)



THAI AIRWAYS TO DIVEST Real estate assets

s part of a strategic cost reduction plan, Thai Airways International Pcl (THAI) will sell its office and residential real estate properties in Thailand and overseas in March this year.

"We will run the process with transparency by hiring the agency to evaluate those properties' price. Initially, we expect to gain around 1 billion baht (\$27.58 million) from the sales, which will be used to repay debt," THAI president Charamporn Jotikasthira told DEALSTREETASIA after a board meeting in January.

19 properties are for sale: nine offices in Thailand and ten staff residences in London, Jakarta and Copenhagen, two residences in Singapore and sales offices in Sydney, Rome, Madrid, Hong Kong and Penang





REAL ESTATE INVESTMENT IN ASIA PACIFIC TO Remain Strong



BRE has predicted that real estate investment activity in Asia Pacific will remain strong in the region thanks to steady eco- the overall trend of urbaninomic growth.

CBRE's 2016 APAC Real Estate Market Outlook Report did warn however that a period of slower growth in commercial real estate was expected due to asset pricing and availability.

Though external factors like the Chinese economy and US interest rates may cause jitters among investors sation and the growth of the middle class in the region would continue to drive growth. Australia and Japan were seen as key active markets in the Asia Pacific region 🔳





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LEGISLATE TRANSACTIONS **URGES CVEA**

o ensure sellers to use a registered real estate company to value their property before placing it on the market, the CVEA has called on the government to regulate all property transactions as part of the pending management law.

The initiative would mirror the US model and is designed to control speculation and artificial price jumps in the local real estate market.

Ensuring stability and consistency in pricing would strengthen the market by building confidence among local and international investors according to the CVEA.

"Generally, when a private seller attempts to sell their own property, the price they seek is 30 to 50 per cent higher than the actual market value," CVEA president Kim Heang told Realestate.com

CAMBODIA TO HOST AVA **CONGRESS FOR FIRST TIME**

e Asean Valuers Associations (AVA) Congress meeting is to be hosted in Phnom Penh for the first time on 4-6 May on the theme of "One ASEAN, One Valuation Standard."

Delegates from eight ASEAN member countries will meet in the capital to discuss real estate and valuation regulations, standards and techniques adopted in the pro-

fession.

New AVA president Kim Heang told the Phnom Penh Post that. "The AVA will build a stronger, clear and transparent relationship with the government to make sure that we will become the leading center in future ASEAN." Kim Heang is also president of the Cambodian Valuers and Estate Agents Association (CVEA)



ongkong Land has announced that CIMB Bank will open its new Cambodia head office at Exchange Square, a new Grade A office and retail building scheduled for completion at the added. end of 2016.

"Exchange Square is a quality development in a prominent location, which will benefit leading organisations such as CIMB Bank who look to establish offices in Phnom Penh's emerging financial district." said Mr Robert Garman, Executive Director of Hongkong Land.

"The design and layout flexibility of each floor in Exchange Square aims to cater for Cambodia's growing preference for commercial developments of international quality.

offers unrivalled access to the city's main districts, and we're confident it will be a catalyst for increasing business and retail activities in the area," he "In response to our business growth in recent years, CIMB Bank needs to expand

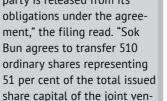
our current head office space to a new level as a leading regional bank," said Mr Bun Yin, Chief Executive Officer of CIMB Bank. "It is advantageous from a corporate banking perspective to enter into business relations with Hongkong Land, and it is also favourable from a corporate premises branding perspective to occupy space at Exchange Square due to the positioning of the building"

TEHO ENDS JV WITH SOK BUN

ingaporean real estate developer Teho International will terminate their JV with Sok Bun according to a company filing on the Singapore stock exchange on 23 February.

The Sok Bun Group was a 51 percent partner in Teho Cambodia which was developing the flagship \$500 million 'The Bay' condominium.

The filing stated that, "The joint venture agreement shall be terminated with mutual consent and each party is released from its obligations under the agreement," the filing read. "Sok Bun agrees to transfer 510 ordinary shares representing 51 per cent of the total issued



ture to Mrs Yim Chhay Line" ■

hanks to dynamic and sustained growth, the Cambodian property market is now firmly on the global radar and has been attracting many international property investors and agencies including from Taiwan.

Incorporated in Cambodia in late December last year under the Century 21 umbrella, Centurv21 Regent Realty is among the first Taiwanese real estate

firms operating in the kingdom.

The Cambodian branch is owned and operated by Century21 Taiwan which has more than 20 years of experience in the real estate business in Taiwan

Mr. Matt Ye, CEO of Centurv21 Regent Realty, said that seeing a large flow of investment from Taiwan to Cambodia due to the stagnant real estate market in Taiwan inspired him

EMERALD + TO LEAD IN **PROPERTY MANAGEN**

 months of trial operations, Emerald+ is aiming to distinguish itself by being the first local real estate agency specialising in professional property and facilities management services.

A partner of the Singapore-based UEMS Facilities Management Group, Emerald+ prides itself on excellent customer services for property management, modern office spaces, meeting rooms, conference room rental, and co-working spaces.

Currently managing numerous commercial buildings in Phnom Penh, including part of the Phnom Penh International University (PPIU) building where its office is located, the agency claims to control a large proportion of the office rental

stablished in 2016 after six market as well as dealing with condo and land market brokerage services.

> Chea Sophalla, the company's founder and CEO said her 15 years of work experience with telecom infrastructure installation on buildings opened her eyes to the business potential for demand for buildings.

"While there are many asset management companies in Thailand, Singapore, and Hong Kong, there are very few in Cambodia," she said. "In the future, this could be a problem when more buildings will be erected."

In its effort to dominate the market. Emerald's market strategy is based around demonstrating to customers that it is an integrated real estate company with skilled agents

13 . A4 (AH)

NEW AGENCY SHOWS Scope of growth

to come to Cambodia to capture the Taiwanese serving Taiwanese market segment.

"We also have foreseen a development trend for real estate in the future that will serve Taiwanese customers. With the advent of the ASEAN Economic Community, it will provide economic development opportunities to Cambodia and thus chances to increase business profit," he said.

Mr. Matt Ye reminds interested international investors that running a business overseas can often encounter many challenges, and investors need to understand the local political. cultural and environmental context. This is the main reason why he also relies on the reputation of Century 21 as a world famous real estate brokerage brand to help his business blossom here in Cambodia



who have overseas training and is quality-oriented company, Sophalla told local media.

According to data from the Ministry of Land Management, Urban Planning and Construction, by the end of 2015, 685 buildings of between 5 and 55 floors would have been erected, which are a natural target for property management companies. In 2015 alone, 55 condominium buildings were constructed with a total of 13,423 units.

Simon Griffiths of the global real estate agency CBRE Cambodia, which also specialises in property management, sees the nation's property management services as being self-regulated since there is no strong regulation combined with a lack of training, experience and knowledge in the industry. This in turn impacts both developers and property management.

"Hopefully, market forces will continue to raise standards and quality in important matters such as fire prevention and health and safety," he told the Phnom Penh Post in 2014. "Ideally, developers will increasingly view property management as a way to extend competitive advantage to buildings, and not just a way to make short-term profit" 🔳



By: James Whitehead, Director of Content @ realestate.com.kh

o the new property buyer, Cambodian land title classifications can be rather confusing.

Let's explore the three main ways property ownership can be secured in Cambodia, and the major misconceptions surrounding Cambodian property ownership and Cambodia land titles. All Cambodian land title records were destroyed between 1975 and 1979. This meant that after the war, proof of ownership had become near impossible. In 1989, a Cambodian Land Law was passed and a revised version was issued in 2001 allowing private ownership of land. The 2001 Land Law created the land registry system issuing Cambodia land titles that remains in place today. Since then, more than two million Cambodia land titles have been issued to Cambodians.

Property ownership can now be secured by one of three forms of Cambodia land title: Hard title, Soft title and Private Ownership in Co-owned Buildings - also known as Strata Title. In addition, a LMAP title is also now available.

1) HARD TITLE:

Hard title is the strongest form of property ownership in Cambodia. Hard titles contain detailed information that has been duly recognised and certified at a national level with the Ministry of Land and a cadastral office. A Transfer tax of four percent applies when a hard title transaction occurs.

2) SOFT TITLE:

Soft title is the most common form of ownership. Soft titles are provided by the local Sangkat or District office and are not registered at a national level - but are still considered a possessory status. The majority of property transactions still occur with soft titles to avoid ownership transfer taxes and fees.

However, most new major development projects are being transacted with hard titles as these are the most durable Cambodia land title.

3) STRATA TITLE:

Private Ownership in Co-owned Buildings is the most recent form of ownership (2010) and allows foreigners to legally own property in Cambodia. This is more commonly known as a Strata Title.

CAMBODIAN LAND TITLE CLASSIFICATIONS **EXPLAINED, ONCE AND FOR ALL!**

Strata Title is a less common Cambodia land title, but numbers are growing fast. This law limits foreign ownership to co-owned buildings. Co-owned buildings are defined as a building or construction in which several owners reside, consisting of some parts that are the exclusive ownership of each co-owner (private units) and some other parts that are common spaces for the common use of co-owners (common areas).

LMAP TITLE:

A titling system called LMAP (Land Management and Administration Project) has been introduced in Cambodia to improve land tenure security. Under the scheme, GPS coordinates are being registered for all land plots in the country.

If you have an LMAP title already, the borders have been agreed between neighboring parties so all border disputes have been resolved. This is the safest type of title.

Check out more useful property advice, the latest real estate news and over 20,000 properties for buy and rent on Realestate.com.kh todav. Cambodia's home of real estate



All in a tranquil and picturesque setting in front of the majestic Tonle Bassac, only Center City Ta Khmao offers unparalleled convenience. Offering you the choice of owning spacious shophouses perfect for any business, because of its proximity to premium condo units within the same complex, including a luxurious shopping mall that offers world-class amenities.

Site Office : St. 107, 108, 210, 209 Krong Ta Khmao Center (In front of riverside) Head Office : Building No. 216B, 6th floor, Norodom Blvd, Sangkat Tonle Bassac, Khan Chamkarmon, Phnom Penh.



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OF LIFE, WORK, LEISURE AND NATURE

2018 will see Ta Khmao city transformed into a real estate development hub thanks to the construction of the first large-scale residential and commercial development project called Center City Ta Khmao.

ocated just south of Phnom Penh along the Tonle Bassac riverfront, the Center City Ta Khmao complex is to be built on a 15,463 square metre plot with 10,668 square metres of beautified landscaped surroundings and will feature a range of luxury freehold-based property units. Two 27-storey condominium towers totalling 484 units will be surrounded by 60 commercial shophouses, 8 commercial buildings, a 2-storey shopping mall, and 3-storey car park. One floor of the building will be dedicated to leisure amenities including a health and fitness centre, swimming pools, jogging paths and a children's playground.

The complex is being developed by Tang Kung Group under the brand The River Premium Developments via a joint venture between local conglomerate Tang Kung Group and a Malaysian investor also owner of Australia-based Riverside Group.

Tang Kung Group has almost 20 years of experience in the real estate industry; initially investing in selling properties and then expanding to borey developments such as Borey Pich and Borey River Town

and with more in the pipeline.

Thanks to the extensive background of the developer, The River prides itself on premium quality mixed-use developments, incorporating residential, commercial and leisure amenities. To ensure premium quality, it integrates modern design and architecture into all of its prime location projects to cater to the Cambodian market. First-class quality is key to the culture and commitment of the company and is guaranteed by using only branded construction materials to maintain international standards.

"Situated in the heart of Ta Khmao overlooking the grand Tonle Bassac, Center City Ta Khmao will be the finest in world-class living," said Okhna Tang Kung, Chairman/CEO of The River. He added that Center City differentiates itself from other developments by being located, "In a tranquil and picturesque setting in front of the majestic Tonle Bassac and offering unparalleled convenience. It offers customers the choice of owning spacious shophouses perfect for any business, thanks to its proximity to premium con-





dominium units and a luxurious shopping mall that offers world-class amenities within the same complex." The target market for the developer is both local and foreign high-end buyers. According to Okhna Tang Kung, his firm has a different strategic view on the future property hub, saying that Ta Khmao will be the next landmark in the kingdom.

"As predicted by Cambodia's most-celebrated architect and urban planner, H.E. Vann Molyvann, Phnom Penh city will continue to grow toward Ta Khmao as this area is highly flood resistant, and will remain so for the future. The developer behind Center City Ta Khmao thus views Ta Khmao as the most sustainable region for residential development, with H.E. Vann Molyvann's expert understanding in mind," he stressed.

Construction on the development kicked off last year and will ensue in 3 phases. Phase 1 will be the shophouses and is now in the pre-selling stage. Unit prices for the mall and all condominium units are expected to be revealed during phase 2 and 3 in the coming months



CASA **W**.**|**| PHASE 2 **SALES**

fter breaking ground in June 2014 and opening sales for its primary And opening sales to the properties, the twin-tower Casa by Meridian condominium launched its phase two sales in late January for its residential units.

Inspired by the rapid sale of 84 shophouse units, the five-star condominium is now offering clients the opportunity to purchase the 512 unit condos available comprising one-to-three bedroom apartments and multiple studio designs.

Built on a landmass of over 6,000 square metres on Diamond Island (Koh Pich), the \$75 million condominium project is being developed by Meridian International Holding, a subsidiary of Hong Kongbased Meridian Group with three decades of experience in textiles, garments and property development. With structural work almost complete, the project is slated for completion by June 2017.

Stretching up 33 floors (with two underground floors), the twin towers will feature 84 shophouses and 512 condo units with prices ranging from \$800,000 to over \$1 million. Shophouses will take up the first four floors with condo units occupying from the 5th to the 29th floors. The 30th- 31st floors are reserved for a restaurant, fitness center, swimming pool, and children's playground. The development will also feature shopping space (6,469 square metres) and office space.

Based on a Chinese design concept, CASA by Meridian introduces the principles of Geomancy (Feng Shui) for the first time in Cambodia. These design principles were incorporated into the architectural design to secure the well-being of its occupants and residents. The two towers simulate a pair of ancient Chinese spade coins (symbols of wealth) towering over an opening in between to induce positive energy (Qi) just as in a dragon gate in Chinese ancient art. "Most Orientals believe in geomancy, or Feng Shui," according to the developer's CEO, Mr. Murray Ko

Besides offering a wide range of comfortable in-house services for residents, the developer also provides a special service to all types of buyer. Its subsidiary, Meridian Hospitality, managed by Ascott Management, is a Singaporean company that is the world's largest international serviced residence owner-operator and can provide both residential management and brokerage services of the units for clients.

Casa by Meridian is not the developer's only property development with its second condo project, the \$30 million, 385 unit Skylar Meridian, scheduled for completion in May 2018. Meridian's third project in Phnom Penh will be launched in May on Boeung Kok which aims to introduce a Hong Kong lifestyle to the Cambodian market. Banking on a robust future market, Meridian also claims to have more developments in the pipeline ■





• 24/7 Security • Fitness Facilities • Swimming Pool • Sun Deck • Children's Playground Covered Car Park
 Library

MERIDIAN

INTERNATIONAL

theom Peeh. This 33-storey high skyscraper condominium development houses a total of 512 residential units from the 5th to the 31st floor, with two basement levels for parking cars. For the convenience of the residents, the first 3 floors are specially zoned for retail shaps while the 4A floor is designed to pamper. On this floor, there is the swimming pool with suis deck, a well equipped fitness centre and the beautifully sculptured landscape. The 32nd floor is reserved for a restaurant and a children's play area.

Email: casa.enquiry@casameridian.com | www.casaMeridian.com Visit our showroom at Diamond Island

BOOK NOW - CALL 023 900 979 | 023 900 989



OCIC WINS AT PROPERTY AWARDS **SWEEPS PROPERTY AWARDS**

Cambodia's leading developer, OCIC wins award and is highly commended in two categories at the Cambodia Property Awards on 25 February

verseas Cambodian Investment Corporation (OCIC) won the Best Mixed-Use Development prize for Olympia City, while its flagship project was also highly commended for the Best Development award. OCIC itself was highly commended in the Best Developer category.

300 of the kingdom's top professionals and leaders

including HE Dr. Pen Sophal, representing HE Senior Minister Im Chhun Lim gathered at the Sofitel Hotel to celebrate the first hosting of these prestigious awards.

"Cambodia now joins the other leading economies of ASEAN in hosting its own awards programme," said Terry Blackburn, founder of the Asia Property Awards programme, in his welcoming remarks. "It



at the awards ceremony



is a testament to the strength and quality of the local industry that we have so many fine developments on the shortlist."

All the award winners will be moving on to the grand finals at the South East Asia Property Awards 2016 in Singapore this November.

The full list of winners and highly commended are:

DEVELOPER

Best Developer

Winner: Borey Penghouth Group

Highly Commended:

Overseas Cambodian Investment Corporation Ltd (OCIC) Special Recognition in CSR



Winner: Borey Penghouth Group **BEST OF THE BEST**

Best Residential Development (Cambodia) Winner: Grand Star Platinum by Borev

Penghouth Group DEVELOPMENT

Best Condo Development (Central Phnom Penh)

Winner: Embassy Residences by Urbanland Asia Investment Co Ltd

Highly Commended:

De Castle Royal by Nuri D&C Co Ltd Olympia City by The Olympia City Development Co Ltd

Skylar by Meridian

TK Royal One by TC Royal Manor Co Ltd Best Condo Development (Greater Phnom Penh)

Winner: Bodaiju Residences by Torreya Asset Holdings Co Ltd

Highly Commended:

Axis Residences by Spring CJW Development Pte Ltd

Best Housing Development (Phnom Penh)

Winner: Grand Star Platinum by Borey Penghouth Group

Highly Commended: Elite Town by Elite Town Development Co Ltd

Orkide Villa The Grand, Phnom Penh, Cambodia by Orkide Villa Co Ltd

Best Mixed-Use Development

Development Co Ltd

Highly Commended:

TK Royal One by TC Royal Manor Co Ltd

Best Hotel Development

Winner: Courtvard by Marriott, Siem Reap by Grand Lion Group

Best Serviced Apartment Winner: Maline by Maline Apartments Co Ltd

DESIGN

Best Residential Architectural Design (Low-Rise)

Winner: Grand Star Platinum by Borey Penghouth Group

Winner: Olympia City by The Olympia City

Highly Commended:

Bodaiju Residences by Torreya Asset Holdinas Co Ltd

Olympia City by The Olympia City Development Co Ltd

Street 240 by Street 240 Development Co Ltd

Best Residential Architectural Design (High-Rise)

Winner: Embassy Central by Urbanland Central BKK Co Ltd

Highly Commended:

Embassy Residences by Urbanland Asia Investment Co Ltd

TK Royal One by TC Royal Manor Co Ltd

Best Hotel Interior Design

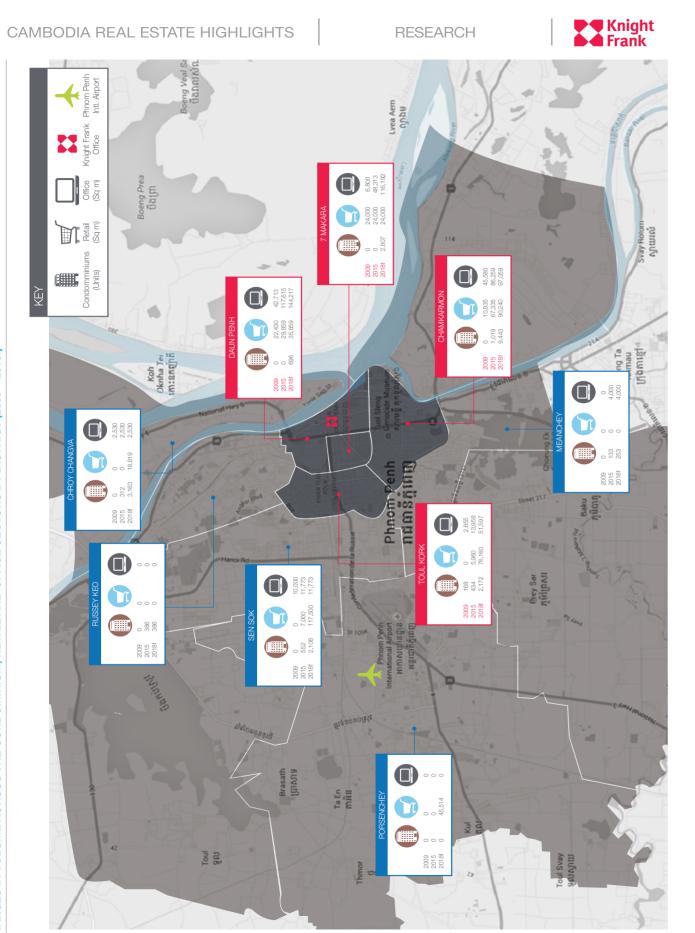
Winner: Courtyard by Marriott, Siem Reap by Grand Lion Group

PUBLISHER'S CHOICE

Real Estate Personality of the Year

Rithy Sear

Chairman, Worldbridge Land (Cambodia) Co Ltd.



B Scientific Instrument Co., Ltd BSI SURVEY EQUIPMENT ACCESSORIES RENTAL SURVEY EQUIPMENTS #183A, St. 132, Phnom Penh, Cambodia. Tel: (+855)96 2222 418, (+855)12 750 678, Email: @bsi-kh.com. Web Site: www.bsi-kh.com





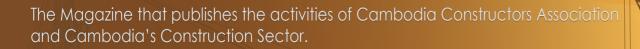


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Association (CCA)





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CONSTRUCTION



EVENT CALENDAR | CAMBODIA

	CAMBODIAEXPO2016 CONSTRUCTION SUMMIT & EXPO2016 01-03 December 2016, Phnom Penh, Cambodia	5 th CAMBODIA ASSOCIATION CONSTRUCTION	
Event name Start date Location Details	 December 01, 2016 Diamond Island Exhibition a Convention Center The 5th Cambodia Construct 1-3, 2016 at the Diamond Isl the construction industry as The expo will feature some materials and decoration to water supply systems, mach will be represented as well a tors, including from real esta Exhibiting at the trade fair c ers, M&E material and techn agencies, banks and financia other related businesses to s as make contacts with new o Organizers predict this first international visitors and ex ties. 	nd End date Organizer ors Association Summit & C and Exhibition and Convent well as government official 280 booths and showcase a mechanical and electrical (N inery, and mechanical and si as information provided on si ate agencies, banks and insu an bring real benefits to firm ology suppliers, water and p il institutions, architectural sign up for booths. It will be customers.	wide range of materials and s M&E) equipment and technoloo teel forms. Several property de services related to the constru- urers. ms, and CCA encourages mater plumbing suppliers, property d and interior design consultanc e an opportunity to meet othe g expo will attract hundreds of tion on the sector or seeking n
Event name Start date Location Details		nd End date Organizer ernational trade shows organ all our exhibitors, visitors an	: September 12, 2016
Event name Start date Location Details		nd End date Organizer ernational trade shows organ Il our exhibitors, visitors and	: September 12, 2016 : Cambuild nizer in Cambodia. The Group pr d delegates across Asia's emer
Event name Start date Location Details		ernational trade shows organ Il our exhibitors, visitors an	: September 12, 2016 : Cambuild nizer in Cambodia. The Group pr d delegates across Asia's emer
Event name Start date Location Details		ernational trade shows organ Il our exhibitors, visitors an	: September 12, 2016 : Cambuild nizer in Cambodia. The Group pu d delegates across Asia's emer

EXPO

PO ors Association (CCA)

scheduled for December ether professionals from

services from building ogy to plumbing and development projects uction and property sec-

erial producers and dealdevelopers, real estate cies, insurance firms and ers in the sector as well

of thousands of local and new business opportuni-

prides itself in delivering erging markets including

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EVENT CALENDAR | ASIA

Event name Start date Location Details	: Megabuild Indonesia : Mar 17, 2016 End date : Mar 21, 2016 : Jakata convention Center, Jakarta Organizer : Greed Panorama Exhibitions : 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 Start date Location Details	: Secutech : Apr 19, 2016 End date : Apr 21, 2016 : Taipei, Taiwan Organizer : Messe Frankfurt (HK) Ltd : 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 Start date Location Details	: SMA Home : Apr 19, 2016 End date : Apr 21, 2016 : Taipei Nangang Exhibition Center, Taiwan Organizer : Messe Frankfurt New Era Business Media : 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 Start date Location Details	: SMART Facilities Management Solutions Expo 2016 : Apr 26, 2016 End date : Apr 28, 2016 : Sands Expo & Convention Centre, Hall A Organizer : Sphere Exhibits Pte Ltd : 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 name Start date Location Details	: TRENCHLESS ASIA 2016 : May 09, 2016 End date : May 10, 2016 : The Kuala Lumpur Convention Centre, Malaysia Organizer : Westradd Group Ltd : 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 Start date Location Details	: BuildTech Yangon 2016 : May 12, 2016 End date : May 14, 2016 : Myanmar Convention Centre, Yangon, Myanmar Organizer : Sphere Exhibits Pte Ltd : 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 Start date Location Details	: Coatings and Corrosion Asia : May 17, 2016 End date : May 19, 2016 : ECMIITE Asia Sdn Bhd Organizer : ECMIITE Asia Sdn Bhd : 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 Start date Location Details		
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Event name Start date Location Details	· · · · · · · · · · · · · · · · · · ·	d yo
Event name Start date Location		End Org
Details	: KOBA2016 will be presenting the next general lighting industry with 932 companies from 32 In particular, during the KOBA Show, more tha hosted by KOBETA (The Korea Broadcasting E	2 co in 8
Event name Start date Location Details		verie ssioi







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EVENT CALENDAR | ASIA

d date : May 25, 2016 oanizer : rom all over the world, consisting the entire spectrum of the cal engineers, contractors, OEMs, facility mangers, consultants,

d date : May 25, 2016 : UBM ganizer ading green technology and renewable energy event which tre on 23 - 25 May 2016. Visit this 3-days event to witness logies showcase by leading companies from all over the world.

d date : May 25, 2016 anizer : UBM est technology available in power generation, transmission, our connection within the industry experts and professionals. or people who attend this event. It is a great opportunity for

d date ganizer : May 27, 2016 : The Korea Broadcasting Engineers & **Technicians Association**

on's broadcast services and the future of image, sound and ountries including 189 domestic manufacturing companies. 80 international broadcasting technology conferences are ineers & Technicians Association).

d date

: Jun 03, 2016

: Singapore Exhibition Services oanizer ed as Asia's must attend international event for the pro-audio, ies from leading brand owners at the event that will have an onals from Broadcast, Production, Post Production, Digital n Integrators, Rental Houses, Education and many to network



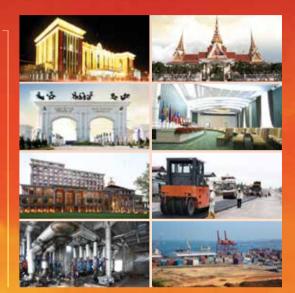


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Cambodia Bidding & Procurement Report 2015 - Construction. *As analysed by DailyBids based on projects released in 2015

No.	Posted	Owner	Location	Project Title	Submit By
01	21 Jan 2016	Ministry Of Rural Development (MRD)	Tbong Khmum	Improve 9 Roads, 193.9 KM Under OPBC (Tbong Khmum Province) Contract No: CW1: Improve 9 Roads, 193.9 Km Under OPBC.	03 Mac 2016
02	3 Feb 2016	Electricite Du Cam- bodge (EDC)	Phnom Penh	Construction Of Warehouse (Size: 70M x 20M) At The Former Power Plant 4th For Workshop Unit	01 Mar 2016
03	6 Feb-2016	Ministry Of Public Works And Transport	Kandal	Construction Of Provincial Road In Kean Svay And Sa Ang District, Kandal Province.	4 Mar-2016
04	6 Feb 2016	Ministry Of Public Works And Transport	Kandal	INVITATION FOR BIDS - Construction Of 4 Roads In Ksach Kandal District, Kandal Province.	4 Mar 2016
05	3 Feb 2016	សាលាស្រុកស្រីស្នំ	សៀមរាប	ការងារជួសជុលផ្លូវដីស ក្រាលគ្រួសក្រហម (ប្រវែង ១៣០០ម៉ែត្រ និងទទឹង ៤ម៉ែត្រ) ជូនសាលាស្រុកស្រីស្នំ ។	15 Mar2016
06	3 Feb 2016	Chhouk District Office (Sala Srok Chhouk)	Kampot	Rehabilitation Of Canal From Boeung Nimol To Daun Yoy Commune, Including Water Gate 01 Location And Twin Culverts 02 Locations.	3 Mar2016
07	4 Feb 2016	Ministry Of Mines And Energy (MME)	Svay Rieng	Development Of 10 MW Solar Farm BOO Project In Bavet City, Svay Rieng Province, Cambodia.	22 Mar 2016
08	5 Feb 2016	Ministry Of Agricul- ture, Forestry And Fisheries (MAFF)	Kampong Thom/ Bat- tambang/ Prey Veng	Consulting Services For The Preparation Of Fea- sibility Studies, Detailed Engineering Design, And Construction Supervision (FSDDCS) Of Rice Seed Processing, Paddy Drying And Storage Facilities.	3 Mar 2016
09	5 Feb 2016	Ministry Of Environ- ment	Koh Kong/ Mondulkiri	Design And Supervision For Irrigation System, Rain Water Harvesting Ponds And Sea Barriers.	3 Mar 2016
10	5 Feb 2016	Ministry Of Public Works And Transport	Kampong Chhnang	Dredging Of Approximately 110,000 CU.M And Con- struction Of 7 Water Gates.	4 Mar 2016
11	6 Feb 2016	Cambodia Post	Battambang	Construction Of Building Of Cambodia Post Branch Office In Moung Russey District.	7 Mar 2016
12	13 Feb 2016	មន្ទីរសុខាភិបាល ខេត្តក្រចេះ	ក្រចេះ	ការសាងសង់អគារមណ្ឌលសុខភាពសំបុក សម្រាប់ឆ្នាំ២០១៦។	9 Mar 2016
13	13 Feb 2016	ក្រសួងសេដ្ឋកិច្ចនិង ហិរញ្ញវត្ថុ	រតនគិរី	ការងារសាងសង់អគារការិយាល័យសាខាពន្ធដារ ខេត្តរតនគិរី។	17 Mar 2016
14	13 Feb 2016	ក្រសួងសេដ្ឋកិច្ចនិង ហិរញ្ញវត្ថុ	វតនគិរី	ការងារសាងសង់អគារការិយាល័យសាខាពន្ធជារ ខេត្តស្ទឹងត្រែង។	17 Mar 2016
15	13 Feb 2016	អគ្គលេខាធិការ ដ្ឋានរដ្ឋសភា	ព្រៃវែង	ការងារចាក់ដីបំពេញ និងធ្វើរបងការិយាល័ យតំណាងរាស្ត្រមណ្ឌលខេត្តព្រៃវែង។	10 Mar 2016
16	18 Feb 2016	Ministry Of Rural Development (MRD)	Pursat/Banteay Meanchey/Bat- tambang	Improve 22 Roads, 311 KM In Pursat, Battambang And Banteay Meanchey Provinces.	4 Apr2016
17	19 Feb 2016	Shift 360 Foundation	Phnom Penh	REFURBISHMENT OF ACAC BUILDING: Contractor Or Several Contractors To Complete The MVAC, Plumbing, Electrical And Extra Low Voltage Work.	18 Mar 2016
18	19 Feb 2016	Ministry Of Education Youth And Sport	Phnom Pen h	National Individual Consultant: Regional Con- struction Site Engineers.	4 Mar 2016

19	19 Feb 2016	Special Operating Agency Of Kampong Cham Hospital	Kampong Cha m	គំរោងជួលជុលបន្ទប់ថៃទាំនិងព្យាបាលទារកនៅផ្នែក កុមារ។	3 Mar 2016
20	22 Feb 2016	Ministry Of Education Youth And Sport	Kampong Tho M	Package No. I: New Construction Of 15 Classroom Building, 3 Room Teacher House, And Sanitation In Kampong Thom Province.	25-Mar 2016
21	22 Feb 2016	Ministry Of Education Youth And Sport	Kampong Thom	Package No. II: New Construction Of 15 Classroom Building And 2 Sanitation In Kam- pong Thom Province.	25 Mar 2016
22	22 Feb 2016	Ministry Of Education Youth And Sport	Kampong Th OM	Package No. III: New Construction Of 15 Classroom Building And 2 Sanitation In Kampong Thom Province.	25 Mar 2016
23	22 Feb 2016	Ministry Of Education Youth And Sport	Preah Vihe ar	Package No. IV: New Construction Of 20 Classroom Building And 2 Sanitation In Preah Vihear Province.	25 Mar 2016
24	22 Feb 2016	Ministry Of Education Youth And Sport	Preah Vih ear	Package No. V: New Construction Of 20 Classroom Building And 3 Room Teach- er House In Preah Vihear Province.	25 Mar 2016
25	22 Feb 2016	Ministry Of Education Youth And Sport	Preah Vihear	Package No. VI: New Construction Of 20 Classroom Building, 6 Room Teach- er House, And 2 Sanitation In Preah Vihear Province.	25 Mar 2016
26	22 Feb 2016	Ministry Of Education Youth And Sport	Siem Reap	Package No. VII: New Construction Of 15 Classroom Building, 3 Room Teacher House, And 3 Sanitation In Siem Reap Province.	25 Mar 2016
27	22 Feb 2016	Ministry Of Education Youth And Sport	Siem Reap	Package No. VIII: New Construction Of 15 Classroom Building And 2 Sanitation In Siem Reap Province.	25 Mar 2016
28	22 Feb 2016	Ministry Of Education Youth And Sport	Siem Reap	Package No. IX: New Construction Of 15 Classroom Building, 6 Room Teach- er House, And 3 Sanitation In Siem Reap Province.	25 Mar 2016
29	22 Feb 2016	Ministry Of Education Youth And Sport	Oddar Meanchey	Package No. X: New Construction Of 15 Classroom Building, 12 Room Teach- er House, And 7 Sanitation In Oddor Meanchey Province.	25 Mar 2016
30	24 Feb 2016	Society For Commu- nity Development In Cambodia (SOFDEC)	កំពង់ស្ពឺ	គំរោងស្តារស្រះទឹក និងជីកអណ្ដូងស្នប់។	14 Mar 2016

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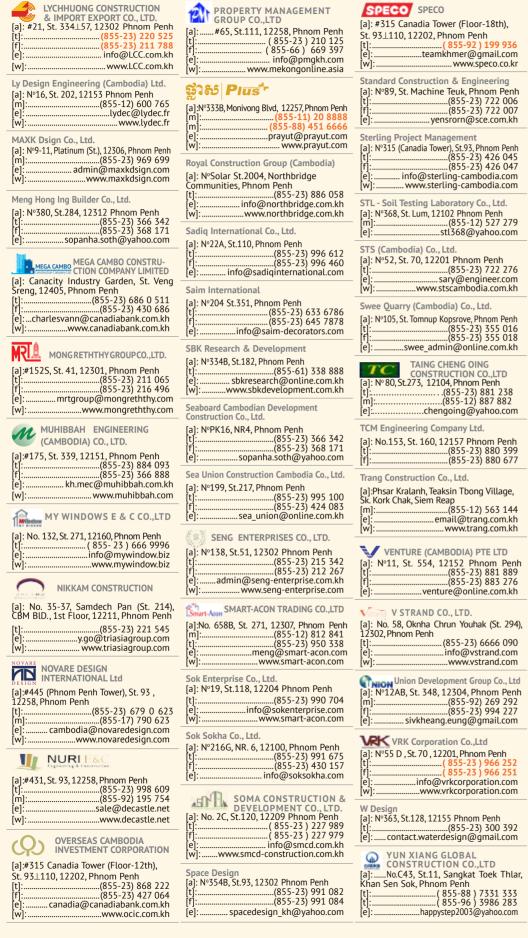
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Limited trust Bld. 2F, Phnom Penh (855-23) 500 0719 info@aming.com.kh www.aming.com.kh
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n Equipment ,Phnom Penh (855-17) 567 137 (855-77) 868 807 avy_leng@yahoo.com
ete Products Ltd. Bek Chan, Angsnoul (855-12) 664 900 get_navy@yahoo.com
Lem St.228, Phnom Penh (855-12) 985 895 zza.decor@gmail.com

Blue Hill Engineering Service Co., Ltd. [a]: N°88, Road 338, 12308 Phnom Penh [m]:	CBMS TRADING CO., LTD [a]:No 447, St. 1986, P.P Thmey, Sen Sol Phnom Penh [t]:
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Wil: www.bmbsteel.com.vn Build In Real Nature Ltd. [a]: N°33C, St.598, Phnom Penh [t]: (855-23) 6312 229 [e]: rath@s-cambodia.com	[a]: № 11, Sg. Chroy Changva, Kh. Chro Changva, Phnom Penh [t]:
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[a]: N°117A, St.271, Phnom Penh [t]:	COMPAGNIE FRANCAISE DE COMMERCE S.A.R.L [a]: No.178, NR. 5, Sg. Russey Keo, Kh. Russe Keo, Phnom Penh [t]:
[w]:www.camconabms.com Cam Roof [a]: N°5, Russie Blvd., Phnom Penh [t]:(855-23) 6468 888 [f]:(855-23) 890 181 [e]:sales@camroof.com.kh [w]:www.camroof.com.kh	[a]: №100, National Road 2, Phnom Penh [t]:
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Envotech Co., Ltd. [a]: 249-253H, NR No 6A, 12112, P.O Box 931, Phnom Penh [t]:	HANVICO CAMBODIA CO., LTD [a]: #759 Preah Monivong Blvd, 12305 Phnom Penh [t]:
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[w]:www.escort.com.vn Europe Home Décor & Tiles [a]: №364Eo, St.274, Phnom Penh [t]:	HENG ASIA [a]: N°22, Mao Tse Toung Blvd. (St. 245), Phnom Penh [t]:
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[e]:ipe.cambodia@yahoo.com ISI Steel Co., Ltd. [a]: №195-197-199-201, St. 217, Phnom Penh [t]:	KGL Construction Material Trading [a]: №138H, NR6A, 12112 Phnom Penh [m]:	[t]:p [m]:p [e]:p [w]:p
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[a];#129-131, St. 217, 12160, Phnom Penh [t]:	Kim Hap Co., Ltd. [a]: N°203, St.245, 12309 Phnom Penh [t]:	My Window [a]: N°89D, Y St.271, Phno [t]: [m]: [e]:
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Group Distribution , Monireth St.217, Phnom Penh 	[a]: N ² H5, Center Market, Siem Reap [t]:(855-98) 75 33: [t]:(855-17) 589 76 [e]:thany.katerine@norea-rajana.co
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8, National Road 6A, 12110, Phom Penh (855-23) 432 130 (855-23) 432 130 multicoms.cs@live.com	RINCO TRADING CO.,LTD [a]:.# I-20, St.Lum, 12406, Phnom Per [t]:
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0 (corner st.93), 12202,	-	[f]:(855-23) 222 367 [e]:sales@kh.com [w]:www.com
(855-17) 453 992 		Sieng Sokha Construction Co., Ltd. [a]: N°42BC, St.245, 12306 Phnom Penh [t]:
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deration Blvd., Phnom Penh (855-23) 880 604 khom@purapool.com www.purapool.com	-	Substrate Technology Incorporated (Cambodia) Co., Ltd. [a]: №26-28, St.271, Kh. Sen Sok, Phnom Penh [t]:
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nfo@rtdcambodia.com		TO A MARK MARK AND A MARK
Coffice a St.2004, PhnomPenh (855-23) 882 464-5 (855-23) 882 472 csales@rmagroup.net		XINCHU TASHEN GREEN TECH CO., LTD. [a]:№31, St.Northbridge, Sk. Teuk Thla, Kh. Sen Sok, Phnom Penh [t]:

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[a]: N°55 D , St. 70 , 12201, Phnom Penh
[t]:(855-23) 966 252 [f]:(855-23) 966 251
[e]:info@vrkcorporation.com [w]:www.vrkcorporation.com

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[f]:enquiries@campulonpac.com.kh [w]:enquiries@campulonpac.com.kh [w]:enquiries@campulonpac.com.kh [w]:enquiries@campulonpac.com.kh [w]:	DNL - Dynamic Network Logistics Co., Ltd. [a]: 102, St. 150, Sangkat Phsar Depo I, Khan Toul Kork, 12153 Phnom Penh [t]:(855-23) 5555 818 [f]:(855-23) 23 990 252 [e]:info@dnlglobe.com [w]:www.dnlglobe.com
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