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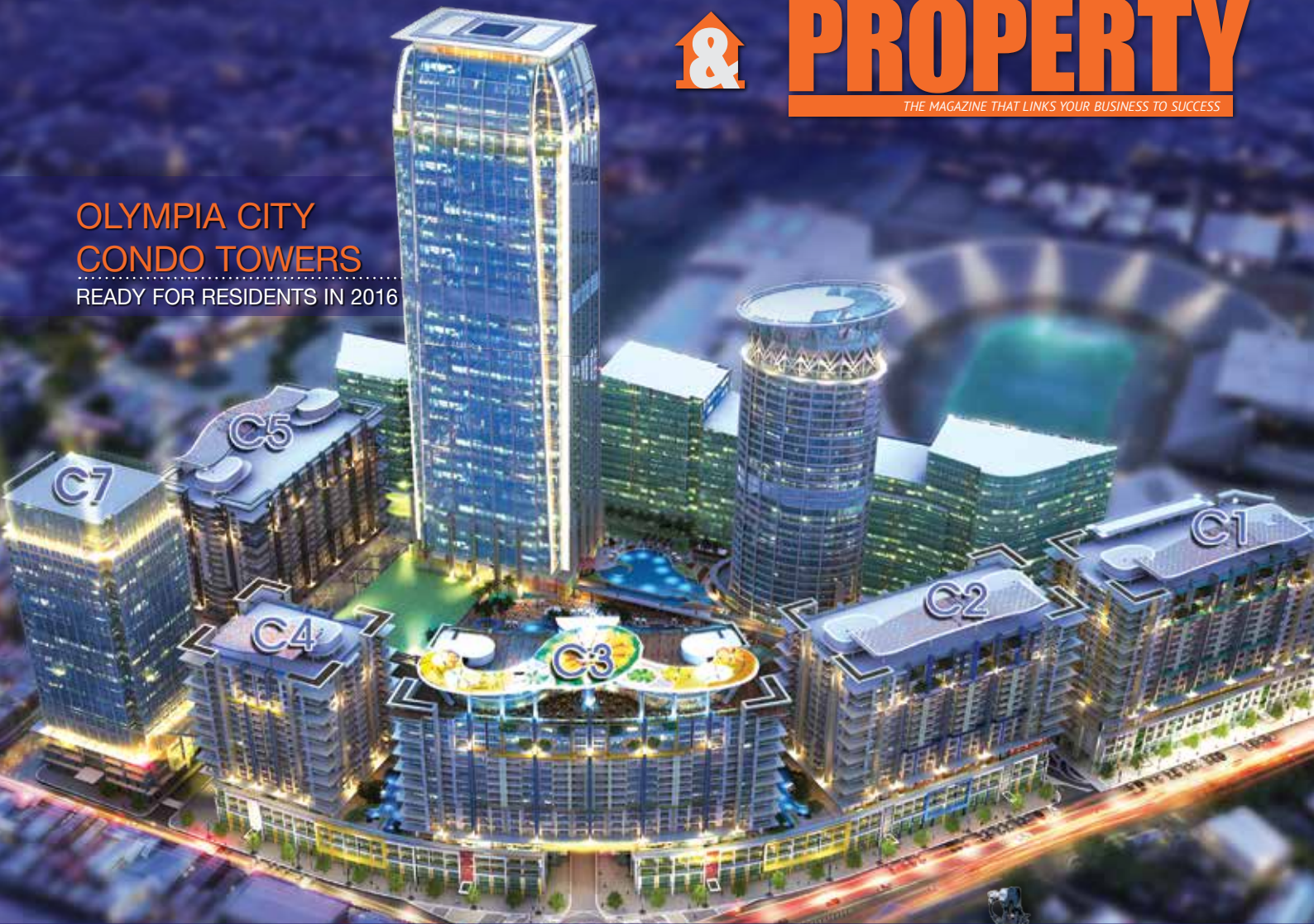
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Message from the
*CHAIRMAN of the
Cambodia Constructors Association (CCA)*



As chairman of the Cambodia Constructors Association (CCA), I am honoured 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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From the
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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 23rd issue (September-October 2016), you will find the latest information and expert analysis on local and regional construction and property projects in our three main sub-sections.

In Construction news, the Ministry of Land Management, Urban Planning and Construction has been continuing on the front foot announcing the land conflict resolution teams, pushing for better demarcation of construction sites, and announcing a plan to build Korean-inspired 'Smart Cities' in the kingdom. We also speak exclusively to the man responsible for overseeing construction of some of the most iconic structures on Diamond Island about what it takes to be a construction project manager.

Association news showcases the recent activities and achievements of the Cambodia Constructors Association (CCA) including the plan to organise overseas business tours for members to learn about systems, technologies and materials from neighbouring countries, with the first being a visit to Singapore for a BIM fact-finding trip. The CCA also announces its plan to fund two of the stunning new beach gates going up on Independence Beach in Sihanoukville. Finally, we preview the global brands being showcased at the upcoming 3rd CCA Construction Expo in December.

In the Property section, we turn the spotlight on award-winning mega-project Olympia City which will be opening its first two condominium towers to residents by the end of the year. We also take a look at the launch of the Cambodia Property Awards 2017 and some of the new categories at next year's prestigious event, where the nation's top developers will be vying for the top prizes. Finally, we analyse the impact of Taiwanese investment on Cambodia's booming real estate market.

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

Sincerely Yours,
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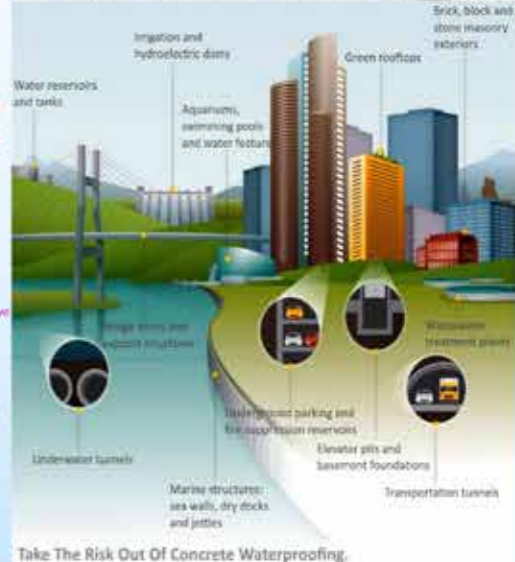
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*The World Market for Electronic Physical Access Control Equipment Report, IMS Research, June 2013.

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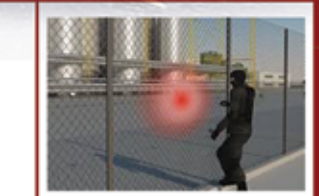
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ASEAN Needs USD2 Trillion for Infrastructure by 2030

The six leading ASEAN economies will need to spend around USD2.1 trillion on infrastructure construction by 2030 to provide for their growing urban populations according to HSBC bank.

Indonesia, Malaysia, Philippines, Singapore, Thailand and Vietnam have been identified as the ASEAN nations most in need of modernising their power and transport networks in reaction to rapid urbanisation and an estimated popula-

tion growth of over 90 million.

In the report, HSBC economist Joseph Incalcaterra said that current trends would only cover USD910 billion, so more private sector financing would be needed along with loans.

"The stakes couldn't be higher," Incalcaterra told the Manila Times. "The failure to sustain infrastructure spending will limit long-term potential growth and dampen Asean's demographic dividend."



Vietnam Opens World's Biggest Aerial Tramway

The world's largest aerial tramway has been completed across Ha Long Bay in north Vietnam.

Built by Austrian engineer Doppelmayr/Garaventa, the 2,165m tramway is suspended from two concrete towers, the larger of which is nearly 190m high. The double-decker cabins are also the largest ever built

and are able to carry 230 passengers each.

Privately financed by Vietnamese developer Sun Group Corporation, the stunning construction took around a year and a half to build. It is expected to be used by most of the 7 million visitors per year who come to the UNESCO Heritage Site made up of 1,600 islands.

Architect 3D Prints Earthquake Proof House

A Chinese architecture firm has 3D-printed a villa for use in the countryside which it claims can withstand an earthquake measuring 8 on the Richter scale.

Huashang Tengda developed a massive, new 3D printer for the two-storey, 400sq. foot villa on-site in 45 days. The structure used 20 tons of concrete to create walls which are 25cm thick.

An 8.0 earthquake would usually even cause serious damage to earthquake resistant buildings. Almost 100,000 people have died in earthquakes in China since 2008.

Website 3dprint.com quoted the company as saying, "Because of its speed, low cost, simplicity and use of environment-friendly raw materials, [this technology] can generally improve the quality of people's lives."



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Singapore, Malaysia Agree on High-Speed Rail Link

Singapore and Malaysia signed an historic MOU in July after three years of negotiations, finalising construction of a high-speed rail link between the city-state and Kuala Lumpur.

The MOU covers technical parameters, the commercial model, customs clearance, safety and security, the regulatory framework, as well as project management. A formal bilateral agreement will be signed in Q4.

From 2026, 300km/h trains will complete the journey in just 90 minutes, passing through six new stations between two brand new terminus buildings.

Hundreds of international companies have been fighting to get contracts on the lucrative, flagship project since it was first announced.

US-based CH2M, with sub-consultant PWC, was selected in August as technical advisor for the cross-border project by the Malaysian side's delivery body, MyHSR Corporation.

Indonesia's construction industry has been growing at 8-9 percent annually and remains a key part of the nation's future economic growth according to a report by Market Research Future (MRFR).

Indonesia's Construction Growth Remains Strong

The MRFR report 'Investment Analysis of Construction Industry in Indonesia (2016-2021)' showed that construction accounted for 11.92 percent of Indonesia's GDP in 2015, with infrastructure development contributing

in turn to strong growth in the tourism industry.

A huge number of residential and non-residential construction projects have seen Indonesia become the second most productive and profitable construction market in Asia according to the report. Non-residential projects dominate the sector with 56.67 percent of the market, mostly focused on investment in long-term public works developments.

Komatsu Profits Fall Sharply

Japanese construction manufacturer Komatsu saw profits fall sharply by 52 percent in Q2 2016 compared to same period in 2015 due to a global economic slowdown and a strong Japanese Yen.

Profits in Asia (excluding China and Japan) were down by 23.5 percent. The Middle East (47 percent) and Africa (35 percent) saw the biggest declines.

The economic slowdown in China and falling oil and metal prices have led to lower global demand for construction and mining machinery exacerbated by a strong Yen.

Komatsu are not the only equipment maker suffering with both Caterpillar Inc. and Hitachi Construction significantly cutting their 2016 profit forecasts.



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5. Concrete paver





Disaster Warning System Tested in Indonesia

The Japan International Cooperation Agency (JICA) is funding the trial of a new disaster warning system, designed to monitor structural safety and avoid collapses in the developing world, on three building sites on the Jakarta metro system.

The on-site visualisation (OSV) technology system works by attaching devices to walls and pillars as they are constructed which then

monitors if the structures are behaving normally and displays the results using LEDs.

The sensors detect changes in deformation, tilt, pressure, temperature and humidity, and uses colours to flag up changes in state and the magnitude of change. Red means "danger of collapse".

LED systems have been trialled at more than 70 sites in Japan, the Philippines, India, Vietnam and Indonesia.



Malaysia to Build Bangladesh Power Plant

Bangladesh has awarded the Malaysian government a USD2.5 billion contract to build a 1,320-megawatt coal-fired power plant.

The government to government deal follows an MOU signed in 2014 to build the plant in Maheshkhali, in the Cox's Bazar district near Chittagong.

A Malaysian consortium will conduct a feasibility study prior

to construction and will then have an equal equity shareholding with the Bangladesh Power Development Board (BPDB) with a concession period of 21 to 25 years.

The entire process of feasibility study, project documentation and construction is expected to take approximately six years.



AIIB Goes Global

The 57 members of the China-led Asian Infrastructure Investment Bank (AIIB), held its first meeting at the end of June.

One of the main topics for discussion was procedures for admitting new members with a strong focus on expanding into Africa and

South America. 24 countries from these regions are planning to apply before 30 September including Chile, Colombia and Venezuela in Latin America, and Algeria, Libya, Nigeria, Senegal and Sudan in Africa.

Trade between these regions and Asia-pacific has grown rapidly in the

last decade.

The AIIB has already given four loans to Indonesia, Bangladesh, Pakistan and Tajikistan totalling around USD500 million respectively, with the ADB, World Bank and the European Bank for Reconstruction and Development.



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Vietnam Cancels USD20bn Oil Refinery

Vietnamese government officials in Binh Dinh province have cancelled plans for a USD20bn oil refinery and petrochemicals plant after four years of delays from the managing contractor.

Thailand's state-owned PTT in association with Saudi Arabia's Aramco was scheduled to build the Victory Nhon Hoi scheme after it was first proposed in 2012. The 400,000 barrel-a-day capacity plant

was to have an annual output of 5 million tonnes of refined products.

After PTT announced that uncertainty in global oil markets meant further delays however, the project was scrapped. Nguyen Ngoc Toan, deputy head of the Binh Dinh's Nhon Hoi Economic Zone, told the Reuters news agency: "The project has taken too much time to implement."

World's First Glass Bottomed Bridge Opens in China

The world's longest and highest glass bridge has opened in the Shiniuzhai Geopark in Hunan Province, southern China.

At nearly half a kilometre (430m) in length, the bridge is suspended a dizzying 300m above ground with a deck made from 99 panes of glass.

The 6m-wide bridge cost USD3.4m to build, and was designed by Israeli architect

Haim Dotan.

To soothe tourists' nerves, authorities allowed people to test the strength of the glass with sledgehammers, and to drive cars on the see-through deck.

800 people are allowed on the bridge at once, and a total of 8,000 people a day are allowed to cross it.

Advance tickets for the bridge cost USD20.



Minecraft Game to Attract Youth to CM

A new version of computer game Minecraft has been launched by the UK Chartered Institute of Building (CIOB) to inspire young students to become the next generation of construction professionals.

The game, 'Craft your Future', lets 12-14 year-olds explore the methods and skills needed to become a construction manager. The lessons cover four areas of construction, maintenance,

restoration, new build and refurbishment.

"Combining Minecraft and a thorough curriculum for the teacher makes for a unique and immersive experience and will help reveal why the industry is important and why a career in construction can be so rewarding," Bridget Bartlett, deputy chief executive of the CIOB told GCR.

An estimated 100 million people worldwide play Minecraft.



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Norway to Build World's First Floating Tunnel



To reduce travel time across the country's stunning but un-crossable fjords, Norway is considering building the world's first floating underwater tunnel, according to Business Insider.

A fjord is a deep, narrow and elongated sea or lakedrain, with steep land on three sides. The west side of Norway is made up of 1,190 fjords, which make it very hard to travel along the country's coastline.

Currently, the drive from the south-

ern city of Kristiansand to Trondheim in the north takes an excruciating 21 hours and requires seven ferry crossings.

To make that drive easier, the Norwegian Public Roads Administration (NPR) has proposed the world's first underwater floating tunnel, which would be submerged in the Norwegian Sea. It is predicted to cost \$25 billion (around £19 million) to build, according to Wired.

The tunnel is part of a series of

proposed solutions for the Route E39 coastal highway devised by the NPR. The floating underwater tunnel would consist of two 4,000-foot-long, curved concrete tubes, submerged 66 feet below the surface of the Norwegian Sea.

The first proposed crossing is for Sognefjord which links up Oppedal with Lavik. By 2035, the crossings are set to be installed between many of the country's fjords, according to Wired.

China Mulls Global Power Grid for 2050

National Grid Plan in About 2020



China has announced plans to create a global power grid which would be operational by 2050 at a projected cost of USD50 trillion.

Announced in a recent speech by the

Chairman of the State Grid Corporation of China, the Global Energy Interconnection (GEI) would provide power for the entire planet through a global ultra-high voltage (UHV) grid, according to a report

in Futurism

The radical plan would harness a strategically-placed network of wind farms in the North Pole and solar farms on the equator. The proposal argues that the future of sustainable energy production requires a truly renewable and global response.

The USD50 trillion pricetag is the projected cost of developing the technology, materials, strategic industries and logistics required to implement such a globally ambitious plan in three general phases.

According to the Futurism report, if renewable energy generation grows at an annual rate of 12.4 percent throughout the world, then by 2050 renewable energy should be able to provide for 80 percent of total consumption.

The GEI project focus is ultimately benefitting the renewable energy sector to make fossil fuel-free energy generation a very real possibility.

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First Japanese Tile Factory Opens in Cambodia

The opening of the first Japanese tile factory in Cambodia means that customers will now have easy access to a range of high quality corolla tiles.

With an initial investment of over USD1 million for its first stage, Omura Concrete Co., Ltd set up its production plant in Kean Svay district, Kandal province in July to supply Cambodia's growing construction market.

"This factory has been established to offer jobs to Cambodians so as to help improve the kingdom's economy," said Mr. Yabisami Kiyonori, Director of Omura Concrete Co., Ltd.

The company currently employs 24 workers but after the plant reaches its full operation within the coming year, it will absorb at least additional 100 workers, according to Mr. Yabisami.



Construction Investment Rises Steeply

Investment in the construction sector rose steeply by 719 percent to a reported value of USD7.1 billion in the first seven months of 2016 compared to the same period last year, according to the Ministry of Land Management, Urban Planning, and Construction (MLMUPC).

Lao Tip Seiha, under-secretary of state at MLMUPC told the Phnom Penh Post that 1,500 projects

had been approved since January, and that the increase had partly come "due to the stability of economy growth, political stability, increased income, and confidence in the quality and security of buildings."

Amid concerns of the sector reaching its peak investment, some experts have also pointed out that many of these projects are not likely to be completed in the short term.

PPSEZ to Build Factories for Rent

The Phnom Penh SEZ is to start constructing leasable factory units as a way of increasing revenue at the nation's struggling flagship industrial park.

The park's business model has so far been structured around international companies buying land and then building their own factories. But a decline in Japanese investment and overall prof-

its has forced the PPSEZ to diversify its approach.

"We are taking other measures that will sustain the company's income," Fong Nee Wai, CFO of PPSEZ told the Phnom Penh Post.

The new plan will reportedly see the PPSEZ invest USD3 million into constructing up to 10 factories, to be leased to foreign manufacturers on 15 year contracts.



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	30x400mm	150x120x50x4/5mm
Hollow U Head	32x400mm	150x120x50x4/5mm
	34x400mm	150x120x50x4/5mm
	34x4x400mm	150x120x50x5mm
	34x4x600mm	150x120x50x5/6mm
	38x4x400mm	150x120x50x5/6mm
	38x4x600/660mm	150x170x80x5/6mm
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PHNOM PENH'S FIRST UNDERGROUND SHOPPING MALL OPENS



After three years of construction, Naga Corp has opened Phnom Penh's first underground shopping mall featuring hundreds of luxury local and international brands.

Opening on 1 August, the USD90 million Naga City Walk underground mall connects the Naga 1 Hotel and Casino complex to the under-construction Naga 2 Hotel and Casino. Construction on Naga 9 is currently over 90 percent complete and is due to open in 2017-18.

Developed by Hong Kong-based Naga Corp which operates the Naga 1 and Naga 2 entertainment and hotel complexes, the shopping mall has been built to international standards and is divided into three different zones. The first zone offers duty-free prices on renowned brands, the second handles high-quality Cambodia-made products, while the third offers rentable units to authorised

dealers of luxury brands.

Spanning almost 4,000sq.m, the mall will stock over 400 global brands, including Dior, Swarovski, Gucci, with the duty free status making prices cheaper by between 25-35 percent more.

A senior director at CBRE who is the mall's leasing agent told local media that so far about 90 percent of the retail properties had already been leased, mainly to foreigners.

According to Timothy McNally, chairman of Naga Corp, in an interview with CNBC in late July, Naga City Walk is dedicated to only selling premium branded luxury products.

3,900sq.m of the mall has been leased to the Chinese state-run duty free operator China Duty-Free Group (CDFG). Under the deal, CDFG will bring in hundreds of global brands, mainly those that are particularly pop-

ular in China, to the complex.

CDFG Company, with headquarters in Beijing, has a chain of 200 large tax-free stores across China and around the world. Phnom Penh is not the only duty-free store it has opened in Cambodia, after the company opened its first store in Siem Reap in 2014. The 4,500sq.m Angkor Duty-free Store offers over 200 global brands.

The underground mall and the retail outlets in Phnom Penh are targeted at overseas luxury buyers, especially Chinese tourists who have been visiting Naga in rapidly increasing numbers.

"We are operating Naga City Walk and it will be a premium first class retail outlet to cater to Cambodia's significant tourism growth. There are 7.5 million tourists expected by 2020 and Naga City Walk will open soon for them," said Mr. McNally.

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A History of Quality Sports Construction in South East Asia



Bangkok Glass Football Stadium in Bangkok, Thailand.

By : Mr. George Foose, Executive Director of SEARA International

When the founders of Sports Engineering And Recreation Asia Ltd (Seara) first established their presence in Bangkok in 1991, a strategic decision was made to only build to International standards.

This was not only a business marketing strategy but an important branding strategy that would take years to pay off. "We saw that in mar-

kets like Singapore and Kuala Lumpur, certain segments of sports construction were building to international standards. We decided to just wait the market out until it flowed north." says Canadian Patrick Dean, one of the two founders.

The exception to that rule was the high-end hospitality industry that was just taking off. Seara primarily built

its reputation for high quality sports facilities, constructing tennis courts at branded hotels and resorts.

Radical market change happened as the region began to pick its way out of the Asian financial crisis. Beginning in the middle of 2000, property developers who survived the shake out or were just entering the market but were determined to professionalise their



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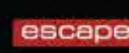
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business model started paying more attention to their amenities and how it affected their own branding. Suddenly, Seara-built tennis courts started appearing at condominiums, housing communities, and non-branded hotels and resorts. The upshift then turned to fitness flooring and outdoor futsal arenas.

Commercial football teams began to upgrade their playing fields and their brand positioning. Schools and government facilities started installing more varied and higher quality facili-

ties. Finally, urbanisation and growth of the middle class made some of the golf courses built in the 1990s begin living up to their promise by providing genuine country club facilities for the whole family.

Such success has come through careful attention to detail and selecting the best product for the regions' specific conditions on the ground. "There have been some painful local learning experiences" say Patrick Dean. "But we have never run away from a job, always made it right, and we never

make the same mistake twice".

Today Seara is the market leader in providing international standard facilities that meet the standards set by each sport's governing body. Whether acting as a technical consultant before doing the critical specialty surfacing work or doing the entire job turn-key, Seara excels in its experience of construction techniques and applying surfacing materials that last in the extremes of weather and soil conditions in South East Asia.



AC Sports in Hat Yai (Southern Thailand).



Chulalongkorn University in Bangkok, Thailand.

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H.E Chea Sophara, Minister of Land Management, Urban Planning and Construction discusses smart cities during a 3-day official visit to Seoul, South Korea.

Korean 'Smart City' Set for Sihanoukville

The South Korean government plans to develop the kingdom's first fully 'Smart City' in Sihanoukville province after reaching an agreement with the Cambodian government in August.

The Smart City project is part of a memorandum of agreement signed between Cambodia's Ministry of Land Management, Urban Planning and Construction (MLMUPC) and Korea's Ministry of Land, Infrastructure and Transport when an MLMUPC delegation paid a two-day visit to Seoul, South Korea on 15-17 August, 2016 to study modern urban planning there.

On his return, H.E Chea Sophara, Minister of MLMUPC announced the broad terms of the agreement on his Facebook page, which related to land

use planning, high-tech urbanisation studies, drafting a land management and urbanisation law, and the construction of public housing

The planned 'Smart City' would integrate all essential utilities, facilities and environmental systems with information and communication technology (ICT) to create a highly efficient community.

A minister at South Korea's Ministry of Land, Infrastructure and Transport stated that, "South Korea's experience in using ICT to resolve urban area problems will help Cambodia's efforts to deal with reckless development near Sihanoukville," according to the Korea Herald.

H.E Chea Sophara also indicated that other smart cities would be built. "This MoU will be in effect for

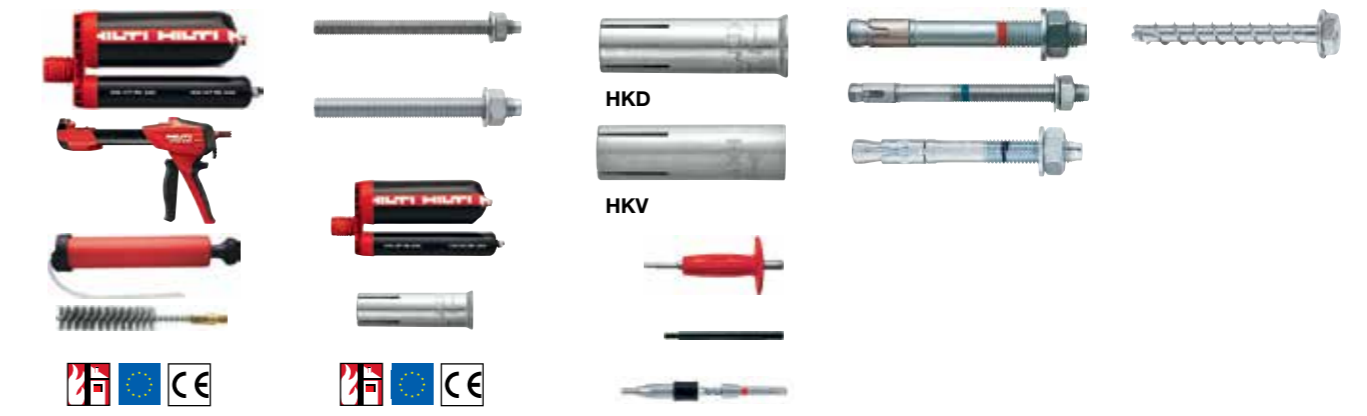
three years. The implementation will begin soon with Sihanoukville as the starting place. It will spread to Phnom Penh, Siem Reap, Battambang, Kampong Cham and Tbong Khmoum provinces," the Phom Penh Post reported him as saying.

The agreement is said to provide from Republic of Korea technical aid in administration for housing management, city development and public housing as well as support for the construction of a public housing project in Phnom Penh. It is also expected that a number of Cambodian delegations will visit Korean smart cities on fact-finding missions.

No estimates of cost or time-frames related to the agreement have yet been released.



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Bosch Reports Double-Digit Growth Over 5 Years

Bosch, a leading global supplier of technology and services, saw double-digit growth in 2015, celebrating its fifth consecutive year of double-digit growth since entering the Cambodian market in 2010.

Founded in 1886 in Germany, Robert Bosch supplies six business lines in Cambodia; automotive aftermarket, power tools, security systems, drive and control, thermotechnology, and household appliances.

Though automotive aftermarket is the company's main business worldwide, the construction power tools and automotive business sectors which entered Cambodia in 2004 and 2005 have driven its Cambodian sales and continue to do so today.

"Cambodia is a key growth market for Bosch in Southeast Asia. The country has experienced stable economic growth of around 7 percent for the last five years, in particular in the automotive and construction industries," said Andre de Jong, Managing Director of Robert Bosch (Cambodia) Co., Ltd. "As a market leader in automotive technology, security systems and power tools, Bosch has much to offer in enhancing the quality of product offerings for these two sectors to contribute to raising industry standards."

According to the company's report issued in July, the strong double-digit growth in Cambodia, especially in power tool



sales, was largely buoyed by the kingdom's growing construction industry which saw total investment soar by 33 percent in 2015 to USD3.3 billion.

To propel greater growth, Bosch launched the "Contractor's Choice" series in August 2015, a new, redesigned range of power tools that remain rugged and reliable, yet at an affordable, mid-price range.

The report also noted that its Mobility Solutions business sector recorded positive growth in Cambodia last year, in line with the country's growing automotive market. According to the Ministry of Public Works and Transportation, the number of registered vehicles in Cambodia increased by 14 percent in 2015 to more than 3.2 million, of which 2.7 million were motorbikes.

The flourishing construction industry also presented opportunities for Bosch's Energy and Building Technology business sector to offer safety and security solutions for property developments such as condominiums, offices, and hotels. With security cameras and access control systems as the main drivers, this division registered a double-digit sales growth in 2015 compared to the previous year.

The Industrial Technology

business sector which was introduced to Cambodia in early 2015 made inroads into the market with the introduction of its Drive and Control Technology division to explore opportunities and support the broadening of its local manufacturing base, as part of the kingdom's Industrial Development Policy (IDP 2015-2025). The division delivers solutions for the manufacturing, agriculture, mining, energy, and construction industries to drive and control the moving parts of industrial machinery.

Moving ahead, the Bosch Group worldwide set its 2016 outlook to continue on its growth trend from 2015. The group expects worldwide sales to grow within 3 to 5 percent in 2016 by planning to grow not only with innovative products, but also with innovative services, according to Bosch Group CEO, Volkmar Denner.

Bosch's plans for Cambodia in the coming years, according to Andre de Jong at the press conference to launch the report press on 26 July, are to continue expanding its market by offering products in all 25 provinces, disseminating Bosch products and awareness of them to people and promoting safety in the industries.

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Michel Cassagnes
Managing Director, Archetype Cambodia & Laos

ARCHETYPE GROUP PARTNER WITH IFC'S EDGE

Archetype Group has signed an agreement to partner with the International Finance Corporation (IFC) on EDGE; a software, standard and green building certification system for emerging markets, according to a statement from the company. The move has come says Archetype in response to a greater emphasis increasingly being placed on sustainability throughout Asia,

IFC, which is a member of the World Bank Group that focuses on the private sector, has gained Archetype's support in encouraging clients in the Asia Pacific region to assess their projects with the free EDGE software and achieve certification.

The EDGE software, which is the first of its kind in the world, is an innovation that can be used to determine the financial viability of a green building project at the early design stage. It incorporates numerical checks and balances to ensure that a third party service provider can credibly certify compliance of a project to the EDGE standard, which is at least

20 percent less energy, water, and embodied energy in materials compared to a base case. EDGE is a fast, easy and affordable way to ensure that resource-efficient residential and commercial buildings are available to all.

The collaboration between IFC and Archetype Group aims to accelerate the adoption of green building options and sustainable practices in fast-changing markets throughout Asia Pacific. Furthermore, Archetype has committed to using EDGE to assess at least 30 percent of its total new projects in the next year, with the ambition to reach 80 percent by 2020.

Jean-Francois Chevance, Archetype Group's Architectural Design Director, says "The biggest benefit of this tool is that it is so easy and quick to use. Just through this ease alone, many more people will be exposed to the general values and principles of sustainability in markets where education is key. With EDGE, we have a perfect complement to existing green building certification services."

"Archetype's commitment to

EDGE demonstrates the potential that can be achieved when the private sector works together towards implementing climate change solutions in emerging markets," said Milagros Rivas Saiz, the Global Head of Cross-Industry Advisory for IFC. "All those who own, live and work in Archetype-designed buildings will benefit from the value of better building performance through EDGE."

With more than 1,100 employees, Archetype Group is one of the largest private construction consultancies in Asia Pacific whose expertise covers key construction sectors such as buildings & real estate, industry & manufacturing and energy & infrastructure.

A member of the World Bank Group, IFC is the largest global development institution focused on the private sector in emerging markets. Standing between the public and private sectors, IFC brings market-based solutions to respond to the challenge of creating low-carbon economic growth.



ខ្នាតបន្ទះជញ្ជាំងបេតុងចាក់ស្រាប់

ប្រភេទ កម្រិត TERRAZZO

ទំហំបន្ទះជញ្ជាំងបេតុងចាក់ស្រាប់ (Concrete Wall Panel Size)		
ទំហំ X កម្រិត (W x H) (mm)	កម្រិត (Thickness) (mm)	ទម្ងន់ (Weight)
A 610mm x (3000-3600mm)	105mm	100kg/m ²
	200mm	186kg/m ²
B 610mm x (3000-3600mm)	105mm	100kg/m ²
	200mm	139kg/m ²

A HUGE SUCCESS OF THE FIRST ARCHITECT EXHIBITION IN CAMBODIA



Cambodia Architect & Decor 2016, the first international exhibition of its kind in Cambodia was held during 9-11 June 2016 at Diamond Island Convention and Exhibition Center in Phnom Penh, Cambodia, has ended with a great success!. The exhibition proved to be a truly networking and industry platform for education, exchange and share of market knowledge, technology and innovation, as well as to serve the growing demand of building materials, architectural, interior design, furniture and decoration for Cambodian market. The exhibition was co-organized by ICVeX, a professional exhibition organizer and a subsidiary of Index Creative Village PCL in Thailand – the World's 7th ranked for creative event marketing, in collaboration with Cambodian Society of Architect (CSA) whose network included 3000 graduated architects and professional architects in Cambodia, along with the supports from Board of Architects (B.A.C.) and Young Entrepreneurs Association of Cambodia (YEAC). Cambodia Architect & Decor showcased over 100 brands and companies from 10 countries including Cambodia, Thailand, Malaysia, Singapore, Vietnam, Korea, Germany, Italy, India and USA. Exhibit included product, technologies, innovation and solution ranged from construction and building materials to architectural, interior design, furniture and decor. The official opening ceremony presided by H.E. Phuong Sophean, Secretary of State of the Ministry of Land Management, Urban Planning and Construction, Secretary General of Cambodia Board of Architects was well attended by Cambodia's top media, VIPs and visitors.

EVENT'S HIGHLIGHTS

Cambodia's Design Innovation Seminar

A three-day seminar achieved its objective in sharing and exchanging knowledge among professionals in the building & construction industry. Over 300 delegates attended and experienced the in-depth presentation and panel discussion.



Cambodia Architect Gala Dinner

CSA's Architect Gala Dinner, a remarkable night of fun, brought together many architects, project developers and industry professionals!



Showcase of the Design Competition Winners

The first annual CSA competition was one of the most prestigious awards for Cambodian arts and architecture. The competition's idea aimed to redefine arts and architecture design through the implementation of technologies, materials, programs, aesthetics, and spatial organizations.



Lucky Draw

Airline tickets "Phnom Penh-Bangkok" sponsored by Bangkok Airways, the official airline of Cambodia Architect & Decor, for the lucky visitors who pre-registered to visit the show.



BREAKDOWN OF VISITORS BY DEMOGRAPHY

The three-day exhibition welcomed 3,543 visitors divided as 98% local visitors(Cambodia) and 2% international visitors from 9 countries : China, England, France, Italy, Japan, Singapore, Thailand, USA and Vietnam.

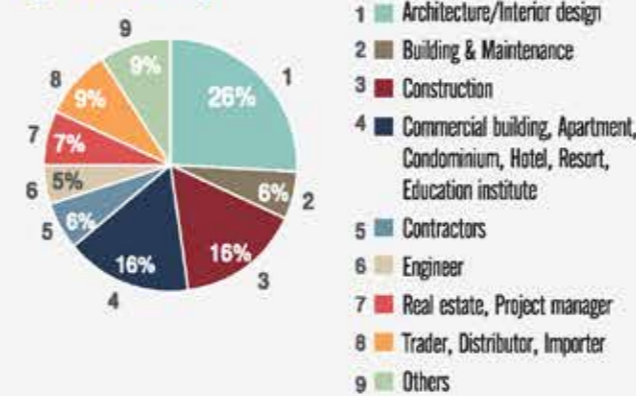


Involvement in purchasing decision



- Evaluate for the next year participation
- Gathering product information
- Procurement & Purchase
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- Join seminar

By Main Activity



By Job Function



VOICE OF VISITORS

Congratulations to Cambodia Architect & Decor! This exhibition is highly beneficial to Cambodian building & construction, architectural and interior design development. The event is fruitful and enjoyable to us as one of the leading Architect firm in Cambodia.



A-Seven Corporation Co., Ltd.
Watchara Chongsawat
Principal

I am very excited to know that Cambodia construction business is booming, and this is widely known to our neighboring countries and the world. Hopefully in the near future our architect fair can be as big as in Thailand in terms of more variety of construction products and company.



Home Master Group
Lim Ly
General Manager

I am very happy that this is first time in Cambodia we got such huge Architect Fair, with a good standard and successful exhibition. This exhibition will enhance our local architects to understand more about what is the new trend and products in the construction market, in order to design more good quality of buildings. Hopefully we could have this kind of exhibition every year in Cambodia.



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Chief Operating Officer – Board of Directory

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www.myanmarbuilddecor.com



2nd International Exhibition on Cambodia Architect & Decor
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SIEM REAP GOES GREEN WITH RINNAI



The expensive headache of heating water for the businesses and people in Siem Reap will soon come to an end after Rinnai green water heating solutions officially arrived in the nation's tourist hub.

Rinnai is a Japanese water heating solutions company established in 1920 and enjoys a global reputation for its sustainable and energy efficient products. The brand has been available in Cambodia market for three years through exclusive distribution by Camcona Trading (Cambodia) Co., Ltd, a leading supplier of global brands for the property and construction market in Cambodia.

After enjoying great success in the Phnom Penh market, Camcona is

now introducing Rinnai water heating products to owners of hotels and commercial properties in Siem Reap to help them minimise their high utility bill expenses incurred due to primitive water heating equipment.

At the product launch in Siem Reap on 1 July, Camcona described the various benefits of Rinnai water heating solutions range of electricity, gas and solar-based applications to over 100 owners of commercial properties. They placed special emphasis on the gas-water heating applications, explaining how it provides maximum and sustainable benefits for users.

Many commercial properties in Siem Reap, especially hotels, see profits hurt because of expensive electric-

ity bills generated from their use of standard water heating equipment or water boilers, and those properties were built years ago before Rinnai was available, explained Ms. Elida Kimsrun, Managing Partner of Camcona Trading (Cambodia) Co., Ltd.

"With the change to Rinnai water heaters, I believe they will save a lot on expensive electricity bills," she said, adding that, "Besides being more than half cheaper than electricity, Rinnai gas water heaters also help save the environment since it is green energy."

Speaking at the event, H.E. Aing Sovannroath, Deputy Director-General of Tourism, Ministry of Tourism urged hotel operators and other commercial businesses in Siem Reap to consider Rinnai water heating solutions for their water supply issues, asserting that the

brand uses gas which is one of the sustainable energy sources recommended by the government.

Rinnai water heating systems use a simple, compact gas-powered water heater instead of electricity. "By encouraging an environmentally-friendly water heating approach, Rinnai leads on sustainable water heating solutions in Cambodia that also bring great benefits to users," said Kimsrun.

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

Since Rinnai launched on the Cambodian market in 2013, more and more businesses, especially hotels, have started installing this energy efficient water heating system to replace their electricity-based system.

"Although Rinnai has only been available here over the last three years, this brand has been recognised and trusted by many users reflected by a steep sales growth of around 80 percent year-on-year. This has been achieved because of its uncompromised quality, safety and the innovative technology coupled with the careful monitoring system," Kimsrun explained.

Although focusing on the Phnom Penh and Siem Reap markets, Rinnai is also available in most of the Kingdom's city/provinces.



The Role of Construction Project Manager Explained



The process of developing a project from scratch to completion involves a workforce of hundreds. Among them, the Project Manager is among the top men who help bring the design to reality. To learn more the role and responsibilities of a Project Manager, Construction and Property Magazine spoke exclusively with Mr. Chin Hok, Chief Executive Officer at Diamond Island City which manages dozens of property developments on the island.

Holding a Master's degree in Civil Engineering from Japan, Mr. Hok has been immersed in the construction industry since 2006 and has been appointed as Project Manager for various projects on Diamond Island since 2010.

Riviera Condominium, Toyoko Inn, Butterfly Bridge and the twin bridges are just some of his most outstanding achievements on the capital's prime real estate island.

What steps are involved with developing a project from start to finish? Where does the project manager have a role?

To make a project into reality, there are various steps, starting from

the feasibility study; the preliminary design; the project planning which defines the steps on construction, the budgeting and time frame; the soft drawing on the master plan; the construction stage which devises into foundation works, soil analysis, structural works, architectural works and finishing; and the last stage is to hand over the project to the client. A Project Manager usually starts the role from the project planning stage onwards until the project is completed and handed over to client.

Project Managers' roles differ based on the nature of companies. At Overseas Cambodian Investment Cooperation-OCIC, which is both the developer and constructor of projects at Diamond Island, the Project Manager isn't involved at the feasibility study stage as there is a design department to handle this work. Here, the project manager usually kicks off works from the project planning stage which includes organising the budgeting, timeframe, project management and organisation chart, etc. After the planning is approved, he or she can start on the site preparation then construction. But I think a Project Manager should be involved in everything relat-

ed to the project as they will handle things since the conceptual design because he or she will have profound experience in construction so can give good recommendations at the project design stage.

A Project Manager also doesn't oversee the sales and marketing issues of the project. However, he or she also needs to coordinate with the sales and marketing teams when there are bookings from clients on particular units and needs to speed up the construction to handover to the client.

For other projects in which the developer and contractor are not a single entity that require a bidding stage to select the contractor, the Project Manager of a contractor is the man to prepare a package of tender documents sent for the bid which means similar to the project planning.

After you are assigned to be the Project Manager of a development, what are the basic things that you need to think of and take action on?

Being a Project Manager, we need to consider everything related to the project. But the basic things to consider are; survey of the location of the project, study the conceptual and pre-



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liminary designs of the project to check if the project is buildable including the feasibility study to see if we can complete the project within the budget, the timeframe along with whether it is high quality or not.

What are the day-to-day roles of the Project Manager on a construction project?

For the day-to-day role, the Project Manger must ensure all the works go smoothly. He or she must ensure all of the people related to the construction knows what to do and are fully active for their daily work to meet the project goals. He or she must monitor and approve on all kind of tasks in a project, no matter who organises or handle it. He or she needs to ensure three main things on a project: budget, timing and quality.

Do you report your works to only the contractor or also to developer?

There are different levels of reporting on a construction project. The head of workers, and engineers for each unit are required to report daily to the Project Manager, but the Site Manager needs to submit the weekly progress report that summaries their progress and planning to the Project Manager.

The Project Manager needs to submit the periodic progress report, usually once per month, to both the contractor and developer.

Since the Project Manager is under the direct supervision of contractor, there are no direct orders from the developer. In the case that the developer and contractor are different entities, sometimes the developer requests information from the Project Manager regarding the timeframe, work progress and budgeting issues.

Can you explain some of the challenges and difficulties that a Project Manager usually faces?

In the case of OCIC, the major challenges for the Project Manager are the late purchasing of construction materials and equipment to serve the construction as the project can't finish on time due to the late process in ordering and delivering the materials to the site. The adjustment on project design amid the construction process also poses another difficulty as the Project Manager will face the timing pressure. The requirement to prepare many documents is another headache.

As a Project Manager, do you just follow the project master plan

designed by the architect and engineering team or can you examine their designs and debate adjustments during the construction process?

It is one of the main roles of a Project Manager to examine the master plan designed by the architects and engineers to see if it is correct or not. If we find errors, we can request adjustments. As the Project Manger of Riviera Condominium, I used to request to change the design for the Riviera plaza roof to save budget as well as beautify the mall and they agreed with us.

What professional skills and competencies should a Project Manager have? Does the position need a specific certificate from the government or any agency or any specific requirements?

To be a competent Project Manager, he or she must pursue a good academic education in a construction major either in design, architecture or engineering. Then he or she must have extensive experience in various positions on construction projects, so that they can review the works and decide quickly without having to rely heavily on the professional skills. For

the leadership, it is just the individual skill only, but it is good to have this skill so that he or she can ensure the team work effectively without management problems.

In Cambodia, there is no legal criterion or requirements in order to become a Project Manager. It is the appointment from the contractor or company after recognising an individual's performance. However, there is only the Board of Architects Cambodia and Board of Engineers Cambodia where architects and engineers can register as professionals recognised by the government.

Do Project Managers originate from an architecture or engineering background and why? Do you think Cambodian universities are able to produce qualified project managers?

Both architects and engineers can be appointed as a Project Manager. These two professions vary slightly in their academic education and skills, but as they work on project sites for years, they will need to learn skills from each other. So when either of them becomes a Project Manager, they will gain both architecture and engineering skills.

There are no schools in Cambodia that can train students to become a Project Manager. In other countries, there are schools providing Construction Management majors, but I don't think there is this kind of major at engineering schools in Cambodia yet. To my observation, among the many graduates from Cambodian engineering universities, only a few of them can work competently as architects and engineers. Now, there are too many low quality architects and engineers.

What have you observed about the frequent false practices of some Project Managers in Cambodia?

In general, I notice some Cambodian Project Managers lack project planning skills. I see most foreign Project Managers or overseas contractors coming to handle a project in Cambodia, usually spend a lot of budget and time doing a thorough survey on a project to scan for the potential impact and solve them before construction starts. But for Cambodians, they will start construction first and will solve the problems on the way.

What are your recommendations to students or people who wish to become the Project Manager?

To my recommendations, they should keep working hard, focus on details, and learn from the work experiences and mistakes as well as continuing to learn new things and skills. If they can improve all these skills, they will improve their competencies as well.



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JCB Launches New Midi Excavators

Building on the successful introduction of next generation 6, 8, 9 and 10 tonne midi excavators last year, JCB is releasing four additional models, with operating weights of 4.8-5.7 tonnes.

JCB is the world's third largest manufacturer of construction equipment. With 22 factories around the world, the company manufactures more than 300 different machines serving various industries especially the construction market.

The midi excavators are available in conventional, reduced and zero tailswing configurations, to meet the requirements of customers across the world, according to a June company press release.

Key features include:

- 500 hour greasing intervals
- Improved cab instrumentation
- 18% increase in 57C operator's cab capacity
- 11% improvement in visibility
- 9% boost to bucket tearout
- 5% additional dump height
- 2% more powerful bucket tearout force Durable Performance
- All four share the durable design

proven on the larger machines in JCB's next generation compact excavator range, with 100% steel bodywork and a sturdy four-plate dipper arm construction.

Operator Comfort and Control

The excavators feature an improved operator's cab, with the 57C-1 using the same structure as the larger 10 tonne machine. The cab is 18% more spacious and offers up to 11% more visibility, improving both comfort and site safety. Even in reduced and zero tailswing configurations, JCB's midi excavators deliver impressive levels of comfort for the driver, with reduced noise and vibration levels and easily-replaced flat glazing throughout.

The biggest development in the cab is the adoption of a new display screen and control system, with an automotive style rotary controller allowing easy access to a host of systems and information.

The new JCB midi excavators feature 20 improved standard features and 20 new options, to improve productivity and performance on site.

Low Cost of Ownership

All four excavators can be supplied with a choice of Stage IIIA/Tier 4

Interim Perkins engines, or Tier 4 Final engines from JCB by Kohler, to suit various territories.

Access to the engine has been improved thanks to wide opening steel canopies at the rear and to the side of the machine. The new cab also features a removable floor section, requiring no tools, to access major hydraulic components.

The machines feature an open undercarriage design with sloping track frames for easy cleaning and to prevent the build-up of material.

JCB's Sales Rise amid the Falling Global Market

Despite difficult market conditions in most developing markets around the globe including the slower growth in North American and European markets, JCB expressed resilience as it achieved underlying earnings of USD280 million during 2015.

A 27 July press release from the company stated that the global market for construction equipment dropped by 14% last year. It also realised the market conditions in the first half of 2016 remain fragile with the exception of India, where there has been a return to growth after four successive years of market contraction.

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CCA to Organise Overseas Business Tours



BCA delegates meet CCA President for discussions on BIM business tour to Singapore.

With strong support from the Ministry of Land Management, Urban Planning and Construction (MLMUPC), the Cambodia Constructors Association (CCA) has announced plans to organise overseas business tours for representatives of member companies to enhance their professional knowledge and gain updates on the latest international building technologies.

Following a meeting on 23 June where H.E. Chea Sophara, Senior Minister, Minister of MLMUPC endorsed and encouraged more of the association's activities, the CCA has announced the first overseas business trip to study the latest Building Information Modelling (BIM) technology at Singapore's Building Construction Authority (BCA) from 6 to 9 September, 2016.

The association will bring a delegation from its member companies to attend the 3-day program at the famous Marina Bay Sands Hotel where participants will gain a deeper understanding on how BIM works and its benefits for construction projects. The participants will also enjoy the opportunity to network with Singaporean construction companies.

Following a brief introduction about BIM from Mr. Touch Samnang, Deputy Director of CCA member, Overseas Cambodian Investment Corporation (OCIC), H.E. Chea Sophara expressed support for applying BIM to all construction projects in Cambodia.

In addition to this upcoming trip, the CCA also announced its intention to bring members' delegations of project and site managers from Cambodia to

visit project sites in neighbouring countries such as Thailand and Vietnam to learn more about site management, site safety and construction processes. The CCA will finalise the schedule and institutions in Thailand or Vietnam based on the level of interest from the member companies,

The CCA, in collaboration with MLMUPC, also intends to conduct periodic construction seminars to minimise knowledge and communication gaps between the private and the public sectors of the construction industry.

After being established in 2011, the Cambodia Constructors Association signed an MOU with the MLMUPC in 2013 to promote information sharing and cooperation in the building industry. Today the association has over 110 registered member companies.

CCA to Finance Two Beach Entrance Gates

The Cambodia Constructors Association (CCA) has announced it will finance the construction of two beach gates at Independence Beach.

During a 23 June meeting with H.E. Chea Sophara, Minister of Land Management Urban Planning and Construction (MLMUPC), Neak Oknha Pung Kheav Se, the CCA chairman proposed that the association would contribute to the cost of the two beach gates at Independence Beach.

While the design for the two gates is still being finalised, it is expected that they will integrate Cambodian architectural style and help beautify the beach

for visitors. With a fence integral to the design, the gates will also be disability-access friendly.

According to H.E. Chea Sophara, who is also the chairman of National Committee for Cambodia Bay Management and Development, the government will build entrance gates for each of the province's nine beaches after removing private properties from all the beaches in Sihanoukville.

MLMUPC's head of finance and administration, Ong Sothearith, told the Phnom Penh Post that, "there will be at least 16 gates for certain beaches in Sihanoukville, starting with eight

at Ochheuteal beach, four at Ekreach beach, seven at Otres beach, and several others at other beaches".

The committee has announced a gate design competition to the public to find the best design. The government is also seeking more donors to help build the gates. Construction is expected to kick off at the end of this year during the National Beach Festival.

The gate construction is part of an overall government program to re-develop and beautify Cambodia's beaches, starting in Sihanoukville before moving to Kep, Kampot and Koh Kong.



3rd CCA Building Expo to

Showcase Global Brands



With three months to go until the 3rd Cambodia Construction Industry Expo 2016 in December, dozens of leading global and local building and property brands have already confirmed their presence in the fair.

Scheduled for December 1-3, 2016 at the Diamond Island Exhibition and Convention Center, the fair is organized by the Cambodia Constructors Association (CCA) which represents constructors in Cambodia.

The expo will feature some 300 booths and showcase a wide variety of building materials and technology, property development projects, and services related to the construction and property sectors, including from real estate agencies, banks and insurers. The fair layout is divided into three sections, i.e. real estate firms, banks, and insurers; construction material

and decoration professionals; and electrical, plumbing and water supply, machinery, mechanical and steel frame experts.

In the real estate sector, leading developer Overseas Cambodian Investment Corporation (OCIC) will display its multiple large-scale development projects including D.I. Riviera Condominium, Elysee and Olympia City. The iconic The Penthouse Condominium, D'Sea View Condominium and many other commercial and residential property developments are expected to present at the fair.

Leading global brands and distributors will dominate the construction materials and decoration section of the expo, showcasing the quality, technology and benefits of their products to visitors. Among those who have confirmed their participation so far will be; HSC Décor Center (Mitsubishi air-con)

Camcona Trading (Rinnai, Ligman, Imer, and Hilti); Wiki Trade (Carrier air-con, Khmer Rock); and Shandong Xingang International Formwork Co., Ltd (supplier of China's leading formwork).

Moreover, Inovar (Malaysia's best flooring materials), Thai Conglomerate SCG (construction materials and chemicals), TEM Trading (Ebara and Polegon pipes and Sri pumps), and Khi Huot (global sanitary brands) will all be displaying their products.

The branches of PTS Group, UMG, KNN and Kong Nuon Group will dominate the expo's outside space with their leading brands of excavators and tractors.

Global industry leaders Robert Bosch and Melchers will also be introducing their latest power tool technologies to users in Cambodia.

Besides the trade booths, the Cam-

bodia Constructors Association will also host its 5th summit on the opening day of the expo, bringing together hundreds of representatives from the construction industry. A special business networking party will be organized on the evening of the second day evening to connect CCA members with the all exhibitors. The British Chamber of Commerce in Cambodia (Britcham) and the Malaysian Trade Promotion Agency (MATRADE) will also bring their members to enjoy the benefits from

this prestigious networking gathering.

Turnout is expected to be high thanks to the association's outstanding local and international connections. Organisers predict that this year's flagship Cambodian building expo will attract hundreds of thousands of local and international visitors and exhibitors looking for information on the sector or seeking new business opportunities. By end of August, over 60% of the booths had been booked, and

many others firms are close to signing exhibition contracts.

The fair is supported by the Ministry of Land Management, Urban Planning and Construction, the Ministry of Commerce, the Ministry of Labour and Vocational Training, the Cambodian Board of Architects and the Cambodian Board of Engineers as well as other international institutions.



Hosted and Organized by:



Cambodia Constructors Association

Supported by:



Ministry of Land Management Urban Planning and Construction



Ministry of Commerce



Ministry of Labour and Vocational Training



Board of Architects Cambodia



Board of Engineers Cambodia



International Federation of Asian and Western Pacific Contractors' Associations



Asean Constructors Federation

CAMBODIA CONSTRUCTION SUMMIT & EXPO2016

5th CAMBODIA CONSTRUCTORS ASSOCIATION SUMMIT & CONSTRUCTION INDUSTRY EXPO

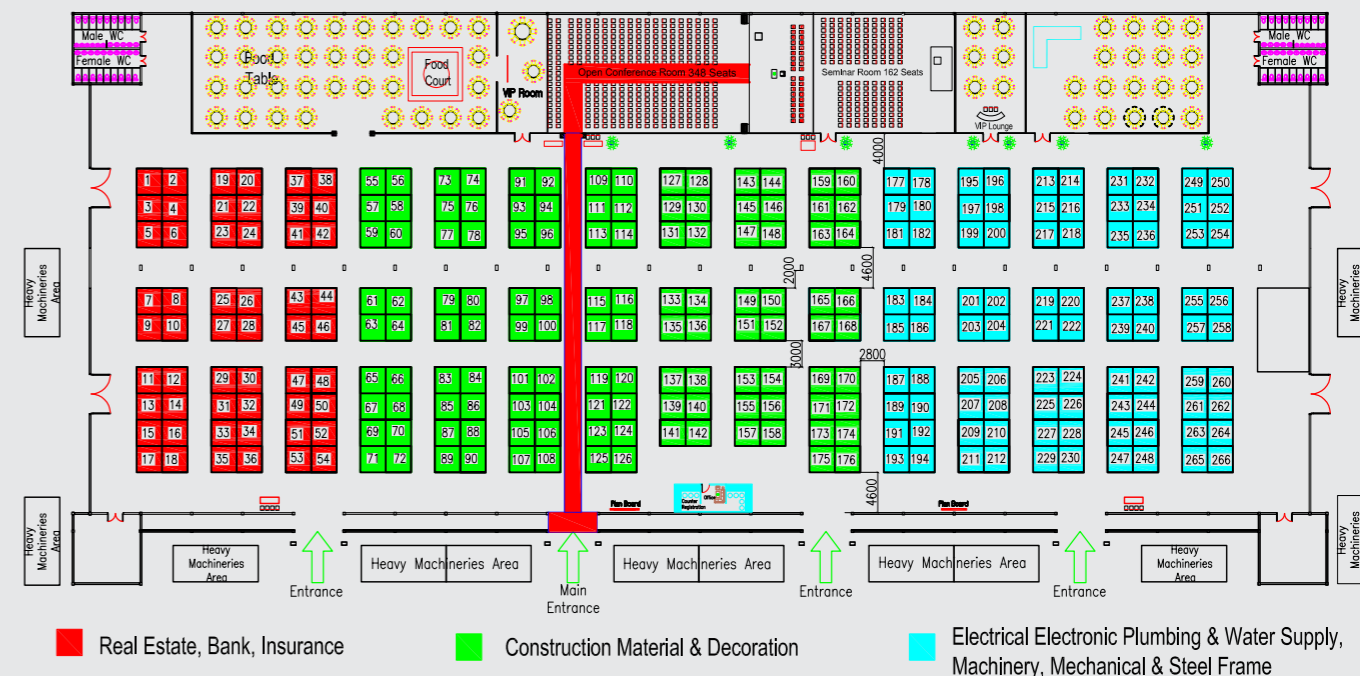
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Contact : (855) 96 3 811 861 / 96 4 811 861
96 5 811 861 / 23 988 828

Email : secretariatcca@yahoo.com
ccasecretariat@ymail.com



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



Booth Plan



Booth Inclusive of:

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

The Venue:

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

Booth Booking Contact for Expo 2015 and CCA Address:
Add : Canadia Bank Tower (11th floor) #315, No 1, Str. 110 corner, St. 93, Sangkat Wat Phnom, Khan Daun Penh, Cambodia.
Tel: (855) 23 868 222 | (855) 23 988 828 | Fax : (855) 23 988 828
HP : (855) 96 5 811 861 (English) | HP : (855) 96 4 811 861 (Khmer - English) HP : (855) 96 3 811 861 (Khmer)
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LAND FOR SALE IN PREK KAMPIES, DANG KOR, PHNOM PENH
Land Size: 76,260m² (US\$120/m²)
Location: Along Cheung Ek Road, 5.5km from Khmer Brewery and 4.5km from Cheung Ek killing field
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① Land Size: 40m x 200m (US\$75/m²) ② Land Size: 40m x 200m (US\$70/m²)
Location: Prek Eng (About 5km from Chbar Ampov Bridge)
* Good location for Villa (Existing road 8m wide)
Tel: 077 511 168



Bangkok's Tallest Tower Complete

Residents will soon start moving in to the completed 77-storey MahaNakhon Tower which is now Bangkok's tallest building.

The iconic property development will feature 209 Ritz-Carlton Residences, as well as a five-star Edition Hotel by Marriott International, boutique shops and several restaurants.

Conceived by Pace Development, the MahaNakhon

Tower sets new standards in superluxury in Bangkok and is designed to attract an exceptionally affluent class expatriates who require top of the line amenities.

"It's almost like a new market coming out," Pace Development CEO Sorapoj Techakraisri told Forbes Asia. "Wealthier people have more to spend, and they are willing to spend. That's what we see."



Hong Kong Price Fall Continues

Despite recently retaining the title of being the most expensive city in the world to live in, Hong Kong's property market has been struggling in 2016 with strong downward pressure on prices.

Although sales grew to an 11-month high at the end of May 2016 thanks to high volumes in successful launches of new projects, the total value

of home sales slid 20.3 percent month on month. Secondary home sale values have been the hardest hit.

With several large high profile projects coming on line for pre-sales in the next few months, developers are expected to offer reduced prices to drive early sales which will place further downward pressure on overall values and market performance.



Luxury High-Rises for Yangon Riverside

The Yangon skyline is set for a big change following the announcement of luxury high-rise riverfront development projects in one of city's most impoverished areas.

The largest is Riverfront Garden, a China-Myanmar joint venture which will develop 13 luxury condominium high-rises along the Hlaing River. Nearby Hlaing Tharyar is the largest town-

ship in Yangon and is famous for being the largest squatter area in Myanmar.

Construction on River Garden's first two 31-storey towers began in July and will provide 1,800 condo units.

Chinese and Vietnamese developers have invested heavily in residential projects in Myanmar's largest city with US developers expected to follow suit after the recent lifting of trade restrictions.



Mitsubishi Invests in Huge Hanoi Suburb

Mitsubishi is partnering with Vietnamese real estate group Bitexco to develop part of the new USD1.9bn Manor Centre Park suburb in Hanoi.

Mitsubishi will have a 45 percent holding in the joint venture to develop 8,700 units on 190 hectares located 8km outside the capital.

Manor Park Centre will provide housing, retail

and office buildings and a park and sports centre for Vietnam's rapidly growing middle class whose average income has quadrupled over the last 15 years.

7,700 apartments with an area of 70-80 sq.m will be housed in 17 condominiums and priced at USD150,000. A further 1,000 units sized at 300 sq.m will reportedly sell for up to USD700,000.

Yangon High-Rise Halt Reconsidered

After 200 high-rise property development projects were suspended in Yangon for violating low-rise zoning regulations earlier in the year, developers are fighting back with an unlikely ally.

Daw Sandar Min, head of the Finance, Planning and Economic Committee of the Yangon region parliament supported the High-rise Inspection Committee's decision to suspend the projects which had been approved by the previous

government. But she is appealing to the regional government to reconsider 12 developments she claims comply with zoning specifications.

"Our committee will watch this review closely because of the enormous losses to our economy," Min told the Myanmar Times. "Workers on a daily wage are suffering every day that this suspension continues and I would like to remind regional officials to take this into account."



Philippines' Green City Attracts International Interest

A plan in the Philippines to develop a green 'sustainable city' away from the infamous congestion of Manila is attracting the interest of some big international investors.

Located 80km from the capital in Tarlac province, the 9,450-hectare Clark Green City is being promoted by the state-owned Bases Conversion and Development Authority (BCDA) as an alternative living and trade hub to Manila.

The 288-hectare phase one industrial estate is the subject of investment interest from Japanese companies including Hitachi, Mitsubishi, Mitsui, Sojitz and Sumitomo. French and German companies have also expressed interest.

The University of the Philippines, the Philippine Science High School, and the Technological University of the Philippines have all confirmed they will establish campuses in the city.



Cambodia a Magnet for Singaporean Investors

Cambodia's sustained economic growth and open foreign investment regulations have made it a magnet for Singaporean real estate investors.

According to the Council for the Development of Cambodia (CDC), Singapore is now the third largest investor in the kingdom after China and the UK, with real estate development one of the most prominent sectors.

The Bridge and the Peak,

two of the capitals' most iconic developments are owned by Singapore's Oxley Holdings, and Huttons Real Estate Group have also entered the market reflecting the interest in purchasing condo units among Singaporean investors.

A Double Taxation Agreement (DTA) between the two nations minimising double taxation on income on cross-border investments has also made Cambodia a more attractive investment within the ASEAN bloc.



Creed's Sen Sok Borey Sales Rocket

Japanese real estate developer Creed Group has seen sales for its Sen Sok district borey project skyrocket with around 80 percent of phase one already sold just four months after the soft launch.

Borey Maha Sensok's successful sales are thanks to its location in the capital's fastest growing district close to amenities and the airport

with the Lion Mall and AEON Mall 2 soon to be nearby, affordable pricing with units starting at just USD49,000, flexible payment terms and loan financing options.

Borey Maha Sensok covers a total area of 120,684 sq.m and consists of 683 units, including one floor flats (E0), two floors flats (EOE1), and land lots for villas.

Shukaku Signs MoU with Don Bosco

Phnom Penh City Center (PPCC) master developer Shukaku has signed a memorandum of understanding with the Don Bosco Foundation to provide scholarships and IT equipment for Cambodians from disadvantaged backgrounds.

The partnership is part of Shukaku's new "Sustainable Growth Initiative" CSR program and will see the developer grant 20 scholarships to students from the

Don Bosco Technical School and provide 30 computers for a new IT lab at the school, worth more USD69,000 over two years.

"These scholarships will equip young Cambodians with real-life-proof technical skills and knowledge, crucial learning and development, all of which will enable us to build the Cambodia of tomorrow, today," said Roel Soto, Country Representative of the Don Bosco Foundation.



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OLYMPIA CITY
WHERE JOY OF LIFE REALLY TAKES PLACE

Olympia City's Condo Towers Ready for Residents in 2016

After four years of construction, two of Olympia City's condominium towers are scheduled to open to residents and businesses later this year.

The massive Olympia City project features 13 skyscrapers and is being built on 6 hectares of landmass north of the National Olympic Stadium. The award-winning complex features two 36-storey buildings, five 25-storey buildings, five 20-storey buildings and a 60-storey skyscraper as well as a modern super-market.

Developed by Cambodian conglomerate Overseas Cambodian Investment Corporation (OCIC), the Cambodia's leading developer behind dozens of property development including Diamond Island,

the iconic luxury city is financed by Canada Bank.

OCIC confirmed in late August that Condominium Tower 1 (C1) and Condominium Tower 2 (C2) will be open to residents late this year, followed by the opening of Condominium Tower 3 (C3) and Tower 4 (C4) in late 2017. The four towers are among the 20-storey buildings being constructed in Phase 1. More properties are expected to be gradually opened to residents from the end of 2016 onwards.

When complete, the Olympia complex will feature the Olympic Plaza (shopping centre), commercial facilities and shop-houses, apartments, a business centre & skybar, a fountain park and a 500-room hotel. It also

is designed to provide parking to accommodate 2,844 cars.

What makes Olympia City special is how business and lifestyles are effortlessly combined. The 4-storey shop-houses (flat) are designed for both commercial and living purposes, allowing clients to do commercial activities on the first and second floors while dwelling on the third and fourth floors. Above the shop houses, the condominiums are built from the fifth floor upwards to the twentieth floor and above.

Thanks to its stunning design and build quality with backing from a developer with a strong reputation, Olympia City received numerous awards at the inaugural Cambodia Property Awards in 2016 earlier this

year where dozens of entries competed for the prestigious award nominations.

Besides winning the award for 'Best Mixed Used Development', Olympia City also won 'Highly Commended' titles for the 'Best Residential Architectural Design (low-rise)', 'Special Recognition in CSR' and 'Best Condominium Development' categories. Developer OCIC also won the 'Highly commended' title for 'Best Developer' at the region's most highly regarded awards.

After receiving planning approval from the government in mid-2011, OCIC kicked off construction on the Olympia City complex in 2012 and expects to have all the properties online in 2018, project site manager Mr. Ngoun Hanrith told Construction and Property Magazine.

He explained that the project is being constructed in three stages with the tallest tower housing the 500-room hotel to be built last.

Phase I, which was built from 2012 to 2014, dealt with the surface works and built the three 20-storey apartments; Phase II, from 2014 to 2016 built some of the medium high buildings; and Phase III, from 2016 likely until 2017 or 2018 will see the company build the 60-floor hotel and the supermarket.

"People usually see luxurious cities in other countries such as in Thailand, and they only know of some luxurious developments in Phnom Penh, but Olympia City will introduce them to the most high-end complex in the city just near to them," Mr. Hunrith said.

The developer OCIC has set high expectations for this project, believing it will be one among the most luxurious city complexes in the kingdom comparable to luxurious residential and commercial compounds in neighbouring countries.



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អគារខុនដូរពីរ នៅអូឡាំព្យានិង រួចរាល់សម្រាប់ការ ស្នាក់នៅឆ្នាំនេះ

បន្ទាប់ពីសាងសង់បានរយៈពេល បួន ឆ្នាំ អគារខុនដូរពីរនៅក្នុងគម្រោង ទីក្រុងអូឡាំព្យា (Olympia City) នឹងបើកឲ្យចូលស្នាក់នៅ និងប្រតិបត្តិការ អាជីវកម្មនៅចុងឆ្នាំនេះ។

គម្រោងទីក្រុងអូឡាំព្យា ដំបូងមាន មានចំនួន ១៣អគារ ដែលសាងសង់លើ ផ្ទៃដីសរុប ចំនួន៦ហិកតាស្ថិតនៅភាគខាង ជើងពហុកីឡដ្ឋានជាតិអូឡាំពិក។ ទីក្រុង ដែលបានទទួលជ័យលាភីអចលនទ្រព្យនេះ រួមមានអគារកម្ពស់ ៣៦ជាន់ ចំនួន ២អគារ កម្ពស់ ២៥ ជាន់ ចំនួន ៥អគារ កម្ពស់ ២០ ជាន់ ចំនួន ៥អគារ កម្ពស់ ៦០ ជាន់ ចំនួន ១ អគារ រួមទាំងផ្សារទំនើបមួយផងដែរ។

អភិវឌ្ឍដោយក្រុមហ៊ុន Oversea Cam- bodian Investment Corporation (OCIC) ដែលជាក្រុមហ៊ុនអភិវឌ្ឍន៍អចលនទ្រព្យ ឈានមុខគេនៅកម្ពុជា បានស្ថាបនាគម្រោង ជាច្រើនរួមទាំងទីក្រុងកោះពេជ្យ ទីក្រុង អូឡាំព្យា ក៏ដូចជាគម្រោងភាគច្រើនរបស់ OCIC គឺត្រូវបានផ្តល់ហិរញ្ញប្បទានដោយ ធនាគារកាណាឌីយ៉ា។

ក្រុមហ៊ុន OCICបានបញ្ជាក់កាលពីចុង ខែសីហាថា ខុនដូរទី១ (C1) និង ខុនដូរទី ២ (C2) នឹងបើកឲ្យចូលស្នាក់នៅ និងប្រើ- ប្រាស់នៅចុងឆ្នាំនេះ ដែលនឹងបន្តដោយ ការសម្ពោធដំណើរការខុនដូរទី៣(C3)និង ខុនដូរទី ៤ (C4) និងចុងឆ្នាំ ២០១៧។ អគារ ខុនដូរទាំងបួននេះ ស្ថិតនៅក្នុងចំណោម អគារកម្ពស់ ២០ជាន់ ទាំង៥ ដែលត្រូវបាន សាងសង់នៅក្នុងដំណាក់កាលដំបូងគេ ។ ក្រុមហ៊ុននឹងបើកដំណើរការអគារផ្សេងៗ និង អចលនទ្រព្យបន្តបន្ទាប់គ្នាចាប់ពីចុងឆ្នាំ នេះទៅ។

បន្ទាប់ពីការសាងសង់បញ្ចប់ជាស្ថាពរ គម្រោងទីក្រុងអូឡាំព្យា នឹងរួមមាន ផ្សារ ទំនើប Olympic Plaza អចលនទ្រព្យពាណិជ្ជ- កម្មនានា ផ្ទះអាជីវកម្ម(ShopHouse) ខុនដូរ មជ្ឈមណ្ឌលពាណិជ្ជកម្ម ស្ពាយបារ សួន ទឹកកម្សាន្ត និង សណ្ឋាគារដែលមាន ៥០០ បន្ទប់។ គម្រោងទាំងមូលនឹងអាចចេញឡាន បាន ២.៨៤៤គ្រឿង។

លក្ខណៈពិសេសរបស់ទីក្រុងអូឡាំព្យា គឺជាការរួមបញ្ចូលគ្នាយ៉ាងល្អវិចិត្ររវាងអា-

ជីវកម្ម និងបែបបទជីវិតនៅកន្លែងតែមួយ។ អគារផ្ទះល្វែងអាជីវកម្មដែលមានកម្ពស់ ៤ ជាន់ ត្រូវបានរចនាឡើងសម្រាប់បម្រើឲ្យ ទាំងគោលបំណងអាជីវកម្មនិងការរស់នៅ ដែលអនុញ្ញាតឲ្យអតិថិជន អាចប្រកបរបរ អាជីវកម្មផ្សេងៗ នៅជាន់ទី១ និងជាន់ទី២ ហើយអាចរស់នៅនៅជាន់ទី ៣ និងទី ៤។

ដោយសារតែការរចនាដ៏ល្អឆើតឆាយ និង ការសាងសង់ប្រកបដោយគុណភាព និង សាងសង់ដោយក្រុមហ៊ុនអភិវឌ្ឍន៍ដែល មានកេរ្តិ៍ឈ្មោះល្អរន្ទី ទីក្រុងអូឡាំព្យាបាន ទទួលបានរង្វាន់ជាច្រើន ពីកម្មវិធីពានរង្វាន់ អចលនទ្រព្យកម្ពុជាឆ្នាំ ២០១៦ (Cambodia Property Awards) កាលពីដើមឆ្នាំនេះ ដែលមានគម្រោងអចលនទ្រព្យជាច្រើនបាន ចូលរួមប្រកួតប្រជែង។

ក្រៅពីឈ្មោះពានរង្វាន់ «ការអភិវឌ្ឍន៍ចម្រុះ ដ៏ល្អជាងគេ» ទីក្រុងអូឡាំព្យា បានឈ្នះ ដំណែង «គម្រោងដែលត្រូវផ្តល់អនុសាសន៍ ខ្ពស់» សម្រាប់ «ការរចនាស្ថាបត្យកម្មបែប លំនៅស្ថានដ៏ល្អបំផុត លំដាប់អគារកម្ពស់ ទាប» និងការកត់សម្គាល់ពិសេសសម្រាប់

ទំនួលខុសត្រូវសង្គម និងការអភិវឌ្ឍន៍អគារ ខុនដូរដ៏ល្អបំផុត។ ក្រុមហ៊ុនអភិវឌ្ឍន៍ OCIC ក៏បានឈ្នះដំណែងអានុសាសន៍ខ្ពស់សម្រាប់ អ្នកអភិវឌ្ឍន៍ដ៏ល្អបំផុតដែរ ពីកម្មវិធីពាន រង្វាន់អចលនទ្រព្យលំដាប់ខ្ពស់មួយនេះ។

បន្ទាប់ពីទទួលបានការអនុញ្ញាតសាង- សង់ពីរដ្ឋាភិបាលកាលពីឆ្នាំ២០១១ ក្រុមហ៊ុន OCIC បានចាប់ផ្តើមសាងសង់គម្រោងនេះ នៅក្នុងឆ្នាំ២០១២ និងរំពឹងថានឹងបញ្ចប់ទាំង ស្រុងនៅឆ្នាំ ២០១៨ លោក ងួន ហាន់រិទ្ធិ នាយកការដ្ឋាននៃទីក្រុងអូឡាំព្យាបានប្រាប់ ទស្សនាវដ្តីសំណង់ និងអចលនទ្រព្យកាល ពីឆ្នាំ២០១៣។

លោកហាន់រិទ្ធិបានពន្យល់ថាការសាង- សង់គម្រោងនេះ ត្រូវបានបែងចែកជាបីដំ- ណាក់កាល មុននឹងបើកដំណើរការសាង- សង់សណ្ឋាគារ ៥០០បន្ទប់។

នៅក្នុងដំណាក់កាលទី១ ដែលត្រូវបាន សាងសង់ចាប់ពីឆ្នាំ ២០១២ ទៅឆ្នាំ ២០១៤ បានផ្តោតលើការងារគ្រឹះ និងការសាងសង់ ផ្ទះអាជីវកម្ម និងអគារខុនដូរកម្ពស់ ២០

ជាន់។ នៅដំណាក់កាលទី២ ចាប់ពីឆ្នាំ ២០១៤ ទៅឆ្នាំ ២០១៦ ផ្តោតលើការសាង- សង់អគារកម្ពស់មធ្យមនានា និងដំណាក់ កាលទីបី ចាប់ពីឆ្នាំ ២០១៦ រហូតដល់ ឆ្នាំ ២០១៨នឹងផ្តោតលើការសាងសង់អគារ កម្ពស់ ៦០ជាន់ និងផ្សារទំនើប។

« ប្រជាជនភាគច្រើនតែងតែឃើញទី- ក្រុងទំនើបនៅបរទេសដូចជាប្រទេសថៃ ហើយសាធារណៈជនភាគច្រើន ស្គាល់តែ ការអភិវឌ្ឍន៍ប្រណិតៗ មួយចំនួនប៉ុណ្ណោះ នៅភ្នំពេញប៉ុន្តែទីក្រុងអូឡាំព្យានឹងបង្ហាញ ជូនសាធារណៈជននូវទីក្រុងដ៏ប្រណិតបំ- ផុតផុសនៅកណ្តាលទីក្រុងភ្នំពេញដែលនៅ ក្បែរពួកគេ»។ លោក ហាន់រិទ្ធិ បានថ្លែង យ៉ាងដូច្នោះ។

ក្រុមហ៊ុនអភិវឌ្ឍន៍ OCIC មានការរំពឹង ខ្ពស់សម្រាប់គម្រោងនេះ ដោយជឿជាក់ ថាវានឹងក្លាយជាទីក្រុងដ៏ប្រណិតបំផុតនៅ កម្ពុជាដែលអាចប្រៀបធៀបជាមួយនឹងទី- ក្រុងនានានៅប្រទេសជិតខាងបាន។



Prospective buyers view model of Casa Meridian condominium developed by Taiwanese company Meridian Group.

Taiwanese Investors Bank on Capital's Property Boom

By Eric Wong Chon Lap

Taiwan is no longer the paradise for landlords it once was in the past. Gross rental yields are now unusually low, which is often a sign of an overvalued market.

It is common for high-net worth investors to own more than one property for their own use. Wealthy Taiwanese having excessive savings is one of the factors that have driven speculation in overseas property markets such as Cambodia. These investors are reliant on capital gains from the housing market. They believe that profit from investing real estate is especially attractive as a fast way to accumulate wealth.

Cambodia's rapidly-growing construction and real estate market has attracted significant numbers of foreign investors thanks to investment opportunities coming with guaranteed returns of as much as 20 to 25 percent over the first three years. Attracting overseas investors has become a 'must-have' for many developers who have increasingly targeted Taiwanese-based property buyers and investors. As a result, many of these buyers have taken the initiative to purchase homes even if it was based on renting them out to the local Cambodians and foreign expatriates.

'I think the market is great. Cambo-

dia is a developing country with strong demand and therefore it is a good opportunity for Taiwanese developers and investors to venture into this market,' said Chan Mlop Sokha, from Sokha Law Office.

The current foreign investment boom has triggered a substantial housing supply in Cambodia since 2013 and Taiwanese are taking advantage of this emerging market. Prior to the 2008 financial crisis, Cambodia's condominium market was almost 'non-existent'. Concern has been expressed that the current boom in house prices reflects that speculators are driving the market. It is yet to be seen what measures

the Cambodian government will take to address the impact of property speculation.

Condominium prices in Phnom Penh have almost tripled in the past eight years, from USD1,200 per sq.m to USD3,000 per sq.m thanks to the rapidly emerging Cambodian middle class and significant foreign investment inflows. Buyers were still confident enough to buy into condominium units even at USD100,000 starting points in the belief that their investment would double or triple like it did in the past.

Some market analysts and overseas Taiwanese buyers tend to be nervous of any sign of a housing bubble and subsequent burst as occurred in the early 2000's. Current prices are well above what the average consumers in Cambodia believe they can afford, and as a result some people have been hesitant to buy.

To achieve a healthy real estate market, I believe a number of factors need to be taken in account as indicators of

whether the market is at a dangerous level. These include the home price-to-income ratio, the rental return, and the mortgage ratio. Thankfully, there are not too many empty units throughout current apartment and condominium complexes and vacancy rates are still low.

The current boom in Taiwanese real estate investors in Phnom Penh is based on the idea that demand for new condominiums will increase as middle-class Cambodians invest their hard-earned money into housing, and increase their liquidity by selling properties.

However, Chan Mlop Sokha believes that Cambodian people may favour the idea of moving into a house in a suburban area rather than living in a city apartment. 'Cambodian culture favours living in a large home where all the members of their family can stay together,' he explained. Suburban house owners often have relatively large, plant-filled gardens in front of their houses. It is also important to bear in mind that condominium units are

harder to sell than houses, especially since there may not be much to distinguish your new condominium unit from others when condominium completion hits its 'peak year' in 2017-2018 and thousands of new units come onto the market.

On the other hand, investment is an important key to stimulating home purchases. It is important to note the connection between housing prices and the economy. Cambodia continues to enjoy robust growth, albeit at a slightly slower pace this year.

Some believe that the recent ASEAN Economic Community integration will spark increased investment inflow in Cambodia. With AEC integration now a reality, I believe it can somehow balance the supply currently on the market and result in more activity and demand in the housing market. Nonetheless, the challenge of how to fill current supply and potential oversupply are still important questions that Taiwanese investors should carefully think through.



Skytree condominium developed by Taiwanese company J&L Development Company.

Property Acquisition Awareness in Cambodia



By Porchhay Phoung, Legal Advisor, Sciaroni & Associates



Before buying real estate in Cambodia, the buyer needs to be aware of basic background details related to the property.

It is quite important to have a professional conduct due diligence to determine the form of property title, nature/use of land, location specifics; as well as associated risks. A proper search should reveal the legal status of owner, whether there are current or former encumbrances, status as a development area, economic area, height restrictions and zoning restrictions so that the buyer is knowledgeable and the prospective purchase is in compliance with local land laws.

The legal framework for real estate in Cambodia differs from other developed countries. Before the implementation of Cambodian land law, most land was not registered. An unregistered title is called "soft title"; while a registered property is evidenced by a "hard title". The "soft title" is a simple letter issued by local authorities, namely Sangkat or commune and Khan or district office. Whereas a "hard title" is a document registered with relevant authorities including the relevant cadastral office and evidences the owner of record.

A soft title is less secure than hard title. The soft title does not clearly delineate the boundaries of the rel-

evant property which can lead to boundary issues with neighbors. Very often, a duplicate soft title can also exist with different owners. Soft title has limited use in terms of serving to collateralise a bank loan or obtaining a construction permit.

Regardless of the risks, soft title is still worth considering as long as proper investigation through an extensive due diligence process is undertaken. Due diligence provides more security for the buyer in analyzing the inherent risks associated with the relevant property. Often the soft title is convertible into a hard title, providing a higher level of confidence to the buyer in considering the purchase. But only thorough due diligence will lead to such risks (and potential solutions) being identified.

In contrast, the registered title or "hard title" also has different forms: certificate of immovable possession (sporadic title), certificate of immovable ownership (systematic title) and old form of certificate of immovable ownership (chicken feather title).

A hard title is more secure in terms of its legal status as well as its use in securing financing and for the purpose of obtaining a construction permit. There are fewer boundary issues, less chance for disputes, ability to negotiate a lower bank loan

interest rate, facilitates obtaining a construction permit, and the ability to register a long term lease certificate. In summary, a hard title offers secure possession or ownership rights.

Transfer Tax: Over the years and before the new Prakas on Stamp Duty in early 2016, purchasing land under soft tile would not incur transfer tax. However, following the implementation of this Prakas, it makes no difference in terms of transfer tax payment for purchasing of property either in hard title or soft title form.

Due Diligence is a formal investigation conducted by expert professionals of the land and builds on all information gained during investigation to clarify and address any pending issues or potential concerns. The due diligence process is a very crucial phase for the buyer to learn about associated risks such as legal issues, boundary disputes, height restrictions or zoning restrictions, government development plans and other related issues that might be applicable to the land in question.

It is strongly advised that the buyer seek knowledgeable legal counsel and conduct thorough due diligence in order to protect their interests or legal rights.



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CHINESE PLAN MEGA-RESORT FOR SIHANOUKVILLE



As part of the One Belt, One Road strategy, a group of Chinese investors have announced a plan for a USD3 billion international resort development project in Sihanoukville province to capitalise on the Kingdom's prospering tourism industry.

The Meas Prak (gold and silver) Beach Resort Development Project will be developed on 337 hectares of land, some 18km from Preah Sihanoukville and 7.3km from Preah Sihanouk International Airport. This mega-resort is a joint venture between Cambodia and thirteen Chinese firms including East Union Silk Road, CITS and Yeejia Tourism Development.

The plan aims to transform the gold and silver region into an attractive tourism destination with condos, hotels, restaurants, shopping malls, and golf courses.

Speaking at the 25 June inauguration of the Piloting Property and Finance Industry Integration One Belt, One Road and the Piloting Mekong Lancang Cooperation Sub-region, a representative of East Union Silk Road told assembled media that the project master plan will explore a new international business operation model to enhance trading capacity, initiate investment financing seminars by utilising the integration of the property and finance industries as well as integrating with

Sihanoukville properties.

"The project will become the biggest future international tourism centre with the best services and environment in Cambodia, that will include health tourism, and be a haven for retirees," he said. "Some of the major facilities will be; an international conference centre to host large scale conferences, exhibitions, and cultural exchange events related to the 'One Belt, One Road and Mekong Lancang Cooperation'. It will transform the area to become the first model green region for countries that receive the impacts of the One Belt, One Road policy."

The project agreement, according to AKP, was signed in Phnom Penh by the joint venture partners on 21 March, 2016 and reconfirmed at the 1st First Lancang-Mekong Cooperation (LMC) Leaders' Meeting in Lao PDR on 31 March 2016.

Speaking at the project signing ceremony in Phnom Penh, Cambodian Tourism Minister H.E. Thong Khon said the investment project reflects not only Chinese investors' confidence in the Cambodian market, but also the increasing trade and investment relations between Cambodia and China.

H.E. Ms. Bu Jianguo, Chinese Ambassador to Cambodia expressed her optimism that the Gold and Silver Beach Resort Development Project will

attract more and more Chinese tourists to visit Cambodia.

The development project responds to Prime Minister Samdech Hun Sen's intention to receive up to two million Chinese tourists by 2020. 2015 saw Cambodia receive about 4.5 million international tourists, of who around 800,000 were Chinese visitors, the second highest ranked nationality.

Mr. Chhit Sengngoun, Deputy Governor of Preah Sihanouk province told the Khmer Times in March that although he wasn't informed about this massive development, he believes it will only improve the economy of the province.

According to Mr. Chhit, no large-scale development projects had been announced for the province in the first five months of 2016. He also pointed out the provincial government can only approve projects worth less than USD2 million. Any project worth more, such as this massive Chinese development, would need to be approved by the Council for the Development of Cambodia (CDC).

He further noted that the number of tourists in the province reached 1.3 million in the first five months this year, up 16 percent compared to the same period last year.

ទិញផ្ទះភ្លាមៗ លើដី ដោយសារ The River

រង្វាន់ធំ

ដើម្បីអបអរសាទរពិធីបុណ្យចូលឆ្នាំថ្មីប្រពៃណីខ្មែរ ខាងមុខនេះ The River នឹងផ្តល់ជូន ប័ណ្ណជូន សំណាងដល់អតិថិជន 20នាក់ដំបូង ឬ 20ប័ណ្ណ ប័ណ្ណចាប់ពីពេលនេះតទៅដល់អតិថិជនដែល ទិញផ្ទះពាណិជ្ជកម្ម និងអគារពាណិជ្ជកម្ម ។ អតិថិជននឹងមានឱកាសខ្ពស់ក្នុងការឈ្នះរង្វាន់ធំ សូមប្រញាប់ឡើងចំនួនមានកំណត់ ឱកាសលាក់ សំណាងមកដល់ហើយ ...!



ថយន្ត **LEXUS 570** ស៊េរី 2016



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Riviera condominium developed by OCIC, 2016 winner of Highly Commended award.



Bodaiju condominium, by Creed Group, 2016 winner of Best Condo Development award.

Cambodia Property Awards 2017 Launched

The Cambodia Property Awards 2017 were launched at the beginning of July, signaling the second time the region's most prestigious real estate awards have hosted a round in the kingdom. A formal press conference on 6 July 2016 at the Empress Room of Raffles Hotel Le Royal was followed by an evening launch party at the Chinese House in Phnom Penh.

The inaugural ceremony that took place on 25 February 2016 at the prestigious Sofitel Phnom Penh Phokeethra was attended by more than 300 high-profile guests and VIPs, including His Excellency Dr Pen Sophal, representative of His Excellency Senior Minister Im Chhun Lim,

who gave the keynote address.

The 2016 Gala Dinner saw Borey Penghouth Group collect five awards including Best Developer (Cambodia), while Mr Rithy Sear, chairman of WorldBridge Land, was named Real Estate Personality of the Year by the editors of Property Report, Asia's leading luxury real estate, architecture and design magazine. Other big winners were The Olympia City Development Co Ltd and Urbanland Asia Investment Co Ltd.

"Cambodia joins the other leading economies of ASEAN in hosting its own awards programme," Terry Blackburn, founder and managing director of the Asia Property Awards, said. "It is a testament to

the strength and quality of the local industry that we have so many fine developments join our launch year in 2016."

The 2017 event aims to surpass last year's guest list and the total number of eligible entries for categories covering the condominium, housing/villa, office and serviced apartment segments. New categories to join the programme include Special Recognition in Sustainable Development and the expanded Best Hotel Development category for Phnom Penh, Sihanoukville, and Siem Reap.

Nominations are already open and will close on 4 November. Entry is free.



Cambodia Property Awards 2017 launch organisers and sponsors.



Borey Peng Houth, 2016 winner of Best Developer award.

All entrants for the Cambodia Property Awards can be nominated by a third party, including peers, professionals and consumers, and, if eligible, are rigorously and fairly judged by an independent panel of industry experts, who conduct site visits to long-listed developments in order to determine the official shortlist of nominees comprising one Winner and up to four Highly Commended in each category.

BDO, one of the world's largest accounting and auditing firms, returns as the trusted awards supervisor of the Asia Property Awards, which, in its 12th year, is widely recognised for its fairness and transparency.

The official list of nominees will be revealed in mid-January 2017, along with the announcement by the editors of Property Report of Cambodia's Real Estate Personality of Year, whose influence and achievements resonate across the kingdom.

The 2017 awards programme will be boosted by the support of the PropertyGuru Group, the official property portal Realestate.com.kh, the official magazine Southeast Asia Globe, and supporting association European Chamber of Commerce Cambodia.

The black-tie Gala Dinner on 16 February 2017 will be preceded by the debut of the Property Report Congress series in Cambodia, a gathering of Asia's real estate leaders and experts, including winners and judges of the Asia Property Awards series. It will be followed by two property exhibitions to showcase the most sought-after current developments in the country.

More information is also available on the official website:

www.AsiaPropertyAwards.com/Cambodia-Property-Awards/



A long Road Ahead for AEC Design Culture

SLC Project designed by JARKEN Group.



Private Residence designed by JARKEN Group.



Private Residence designed by JARKEN Group.



By Kuldej Sinthawarong, Ph.D.,
Principal, JARKEN Group of Companies,
Bangkok, Thailand.

With the advent of the ASEAN Economic Community (AEC), our economies are increasingly dependent on one another for products and services, and many architecture and design firms are competing for the first time in a regional market. International practice has become a reality for design firms. AEC member states are becoming vibrant spaces for experimentation, a process in which culture has come to occupy a central place.

The use of imagination and creativity in urban change play an important part in developing a better quality of life via the property market and the economy as whole. Due to the speed of growth in investment and a dynamic change of culture in the region, awareness of the value of design has become much greater in contrast to a few years back. Asia is indeed evolving into a living lab for architects and designers.

One of the greatest challenges

architects and designers face when undertaking projects in ASEAN is understanding our clients. We have shared heritage and history as Asians, but nevertheless there is a lot to learn from each other when it comes to design execution.

It could be image in terms of scale, design, or expense, or the client could be just looking for a high-profile, high-status designer. It could also simply be economic return or social betterment. It could be access to resources that are not available locally, such as equity, materials and technologies, or even tenants. Understanding ASEAN clients' design culture, regardless of their motives, is far more complicated than understanding domestic clients.

Countries in the AEC have been through tremendous economic transformation since the millennium, with average annual growth rates of 15.3 percent. However there has not been a blending of the design industries par-

adigm. Some strategy and experience of design cultures and industries was rooted in the late 2010s. Some even have not really started.

Although some developers and business owners quickly accepted the notion that design-driven thoughts for products and services were on the rise, that they could produce an essential added value to their business, and that creative individuals like architects and designers need more spaces and opportunity to exercise their creativity, the idea of design thinking as a way to help change mind sets and industry practices remains a challenge.

The notion of design-driven economy has also posed questions and challenges in some emerging regional economies. History of native innovation and design with added-value sources were merely found, and design is being seen as collateral for finished projects or services. Even some countries with rich history and heritage of

design have not conformed to modern principles business of design and the designs for good business.

The desire to increase value-added product and developments owes a lot to design-led countries such as Thailand which have been major sources of cultural exports in terms of architectural design and commerce. It is one of the leading nations that steers such initiatives and the Thailand Board of Investment has announced incentives for creative industries. According to UNDP, industries are expanding and new enterprises and spaces are emerging across South-East Asia, and many Thai entrepreneurs have begun to participate in trans-local markets.

Given its design character in Asian countries, some challenges lie within our own cultures. There is a need to adapt to the global world experience in trade and the inevitable consequences of globalisation. The uncertainty inheres to the cultural and creative sector

also emerges as a challenge of visibility, since in many of these contexts the cultural and design activities tend to be undervalued compared to other more important concerns for business organisation as a whole.

Design professionals and individuals in the AEC still need to work harder together to advocate a more creative environment in exchanging ideas, expertise and resources to support the development of the creative economy in the region. We need to explore more opportunities for joint and cross-disciplinary projects, even fashion and architecture or fashion with architecture. We should also make a strong effort towards knowledge sharing and creating more platforms for professionals and investors.

There is a long road for our shared economies to travel and designers need to act as the driver with responsibility for the passengers in our bus.



By Ms. Bronwyn Blue,
Managing Director of
Beyond Design

INTERIOR DESIGN KEY TO SUCCESS

There is little doubt that the ASEAN Economic Community (AEC) will continue to spur the growth that has caught the eyes of investors across the globe on Cambodia.

For new businesses, franchise opportunities or head offices, architecture and interior design can play a large role in success. First impressions make a big impact, and impact is what investors are looking for.

A quality interior can make or break a business. Architecture and interior design is not about labels. It's about crafting an environment that reflects what a company stands for and what they aim to do. It creates an environment that immediately speaks to others about the business' goals and, most importantly, an environment that invites people in.

Here in Cambodia, investors in the construction and design sector are primarily from China, Japan, Malaysia, Korea and Singapore. The last two years have seen investors move in ahead of AEC integration to augment availability in Grade A and B office space, to catch potential demand from future incoming investors and develop

Grade A and B office space for their own companies.

By 2018, Phnom Penh will see a 64 percent increase in office stock, the majority of which will be located within the districts of Daun Penh and 7 Makara. Many of these are purpose-built offices for the construction sector, and banking, legal, real estate and finance-related industries.

For businesses making the move into new office space, expanding or looking to accurately reflect their company's standards and expectation, architecture and interior design spatial planning services really come into play.

With the planning of a new office, designers and their clients are faced with many challenges. They must focus on practical issues such as spatial needs, proximity relations, IT infrastructure and furniture, but also more strategic issues such as occupancy costs, effectiveness of the working environment, and environmental impact.

When considering your future office requirements - as with any commercial business decision - it's critical to establish a clear strategy and defined objectives. Taking into consideration your

own business plans and aligning them with your office accommodation needs is best practice. Beyond Design, founded by Australian designer Bronwyn Blue in 2008 can provide clear information and knowledge to help ensure your property strategy is successful.

Being at the forefront of the changes in the architectural and design industry in Cambodia has been a dynamic journey for the team at Beyond Design.

When Blue first arrived Cambodia, Street 306, home to the Beyond Design furniture showroom was not even a paved road. Now BKK1 is home to many international and thriving local businesses, many of which Beyond Design had a hand in developing.

In 2016, the Beyond Design team is as international as its client base. A team of French, Italian, Philippian, Australian and Cambodian staff has allowed Beyond Design to interpret and meet the diverse requirements of local and international investors vying to be part of Cambodia's bright future.

Picture of one reference project: Rajah Tann office (Project Management of Interior Design with full interior Fit out and Furniture).

Classifieds

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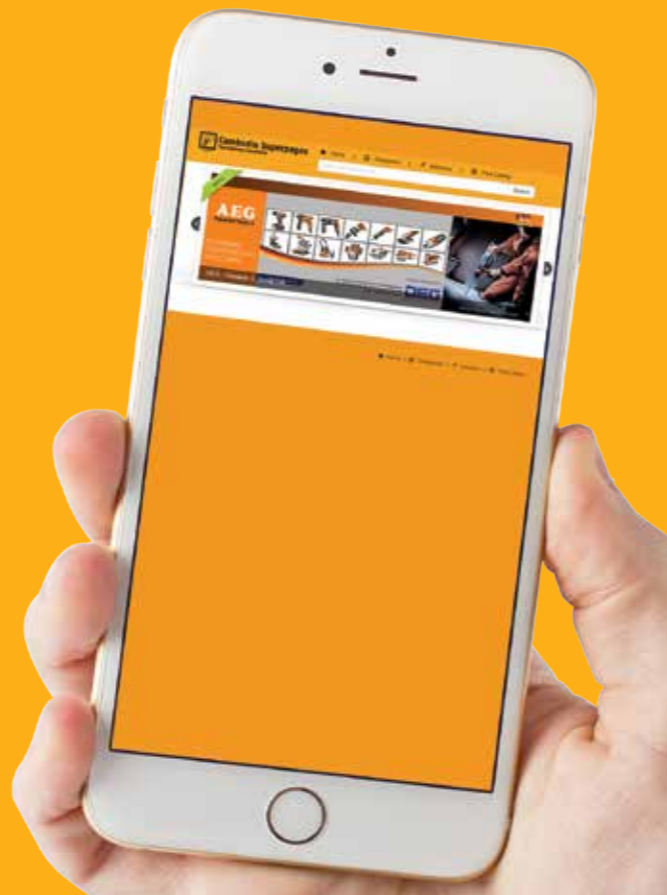
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EVENT CALENDAR | CAMBODIA



5th CAMBODIA CONSTRUCTORS ASSOCIATION SUMMIT & CONSTRUCTION INDUSTRY EXPO

Event name : CAMBODIA CONSTRUCTORS ASSOCIATION SUMMIT & CONSTRUCTION INDUSTRY EXPO
Start date : December 01, 2016 **End date** : December 03, 2016
Location : Diamond Island Exhibition and Convention Center **Organizer** : Cambodia Constructors Association (CCA)
Details : The 5th Cambodia Constructors Association Summit & Construction Industry Expo is scheduled for December 1-3, 2016 at the Diamond Island Exhibition and Convention Center and will bring together professionals from the construction industry as well as government officials.
 The expo will feature some 280 booths and showcase a wide range of materials and services from building materials and decoration to mechanical and electrical (M&E) equipment and technology to plumbing and water supply systems, machinery, and mechanical and steel forms. Several property development projects will be represented as well as information provided on services related to the construction and property sectors, including from real estate agencies, banks and insurers.
 Exhibiting at the trade fair can bring real benefits to firms, and CCA encourages material producers and dealers, M&E material and technology suppliers, water and plumbing suppliers, property developers, real estate agencies, banks and financial institutions, architectural and interior design consultancies, insurance firms and other related businesses to sign up for booths. It will be an opportunity to meet others in the sector as well as make contacts with new customers.
 Organizers predict this first Cambodian flagship building expo will attract hundreds of thousands of local and international visitors and exhibitors looking for information on the sector or seeking new business opportunities.

Event name : CAMBODIA INTERNATIONAL BUILDING CONSTRUCTION INDUSTRY SHOW
Start date : September 10, 2016 **End date** : September 12, 2016
Location : Diamond Island Exhibition and Convention Center **Organiser** : Cambuild
Details : AMB Events is the biggest international trade shows organizer in Cambodia. The Group prides itself in delivering real benefits and results to all our exhibitors, visitors and delegates across Asia's emerging markets including Malaysia, Vietnam, Cambodia and Myanmar.

Event name : CAMBODIA PROPERTY EXPO 2016
Start date : September 10, 2016 **End date** : September 12, 2016
Location : Diamond Island Exhibition and Convention Center **Organiser** : Cambuild
Details : AMB Events is the biggest international trade shows organizer in Cambodia. The Group prides itself in delivering real benefits and results to all our exhibitors, visitors and delegates across Asia's emerging markets including Malaysia, Vietnam, Cambodia and Myanmar.

Event name : CIVAR' 16
Start date : September 10, 2016 **End date** : September 12, 2016
Location : Diamond Island Exhibition and Convention Center **Organiser** : Cambuild
Details : AMB Events is the biggest international trade shows organizer in Cambodia. The Group prides itself in delivering real benefits and results to all our exhibitors, visitors and delegates across Asia's emerging markets including Malaysia, Vietnam, Cambodia and Myanmar.

Event name : CAMENERCY' 16
Start date : September 10, 2016 **End date** : September 12, 2016
Location : Diamond Island Exhibition and Convention Center **Organiser** : Cambuild
Details : AMB Events is the biggest international trade shows organizer in Cambodia. The Group prides itself in delivering real benefits and results to all our exhibitors, visitors and delegates across Asia's emerging markets including Malaysia, Vietnam, Cambodia and Myanmar.

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- Construction Sector
- ម៉ាស៊ីនបុកគ្រឹះ
- Pile driver
- ញូញូរហ៊ុតត្រូ
- Hydro hammer
- ការបុកគ្រឹះដោយអ៊ីត្រូលីក
- Hydraulic pile
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EVENT CALENDAR | ASIA

Event name : Int'l Exhibition of Heating, Cooling, Water and Energy Technology
Start date : Sept 07, 2016 **End date** : 9- Sept, 2016
Location : Marina Bay Sands, Singapore **Organiser** : MCE Asia
Details : Mostra Convegno Expocomfort (MCE) Asia is the leading trade exhibition dedicated to energy efficient solutions in HVAC-R, Plumbing Technology and Sanitary Accessories, and Solar Energy, for the building and construction community. Don't miss this once-a-year business platform that brings together the best and latest energy-efficient innovations from around the globe, and building and industrial professionals across Southeast Asia to discover business opportunities and forge lasting networks.

Event name : Build Eco Xpo (BEX) Asia 2016
Start date : Sep 07, 2016 **End date** : Sep 09, 2016
Location : Marina Bay Sands, Singapore **Organiser** : Reed Exhibitions Singapore **Details**
 : Build Eco Xpo (BEX) Asia is Southeast Asia's leading trade exhibition for the green building market to source, network, learn and grow at a single, convenient platform. A must-attend annual event in Singapore that brings together the regional building community and the best and latest green building solutions from around the globe for a transformative experience that will propel you and your business to the forefront of the market.

Event name : BMAM Expo Asia 2016
Start date : Sep 21, 2016 **End date** : Sep 23, 2016
Location : Hall 5, IMPACT Exhibition Bangkok Thailand **Organiser** : IMPACT Exhibition management Co., Ltd
Details : BMAM Expo Asia 2016, the 9th International exhibition on building maintenance & facilities management held in Thailand for the Asia market, showing case of new technology of products, services and solution. The exhibition expect more than 10,000 of trade visitors from the building & construction and facilities professionals during 21-23 September 2016, IMPACT Exhibition Center, Hall 5 Bangkok, Thailand.

Event name : Combined Exhibition of Advanced Technologies
Start date : 04-Oct-16 **End date** : 07-Oct-16
Location : Chiba/Tokyo, Japan **Organiser** : Ceatec Japan
Details : With today's changing essence of 'things', the "Internet of Things" (IoT) is coming into existence and bringing with it new value by networking things equipped with connection functions and processing capabilities. Based on the concept to collect a wide-ranging data from IoT and feedback analyzed results in the real world through cyber physical systems (CPS), CPS/IoT will bring about major changes to conventional industrial structures and business models, and to societies themselves, through the creation of new value in all kinds of industries.

Event name : Int'l Exhibition on SMT and Testing Technologies
Start date : 06-Oct-16 **End date** : 08-Oct-16
Location : Saigon Exhibition, Vietnam **Organiser** : Nepcon Vietnam
Details : Nepcon Vietnam (Int'l Exhibition on SMT and Testing Technologies and Supporting Industries for Electronics Manufacturing) takes place in Hochiminh City, Viet Nam from 06.10 to 08.10.16 at Saigon Exhibition and Convention Center (SECC). Trade show is organized by Reed Tradex Company.

Event name : One Build 2016
Start date : Nov 03, 2016 **End date** : Nov 05, 2016
Location : KLCC, Kuala Lumpur, Malaysia **Organiser** : One International Exhibition Sdn Bhd
Details : This year marks the fifth edition of OneBuild whereby it continues its firm position as the most exclusive and industry-specific trade exhibition for construction sector. The strategic platform has successfully gathered thousands of local and international market players and industry professionals under one roof for discussing a better inspiration, innovation and education

EVENT CALENDAR | ASIA

Event name : PhilConstruct 2016
Start date : Nov 10, 2016 **End date** : Nov 13, 2016
Location : Convetion Center Manila, Philippines **Organiser** : Global-Link MP Events International Inc.
Details : The largest construction show in the Philippines, PHILCONSTRUCT, has been playing a major role in the industry for almost three decades now. This tradeshow has now become a solid platform that serves as a meeting place for the industry's movers and shakers, gathering thousands of leading brands and buyers around the globe.

Event name : BAUMA China 2016
Start date : Nov 22, 2016 **End date** : Nov 25, 2016
Location : Shanghai New Int'l Expo Centre **Organiser** : Messes Muenchen
Details : Bauma China is Asia's largest and most important event for the construction industry. It attracts international buyers—a fact that guarantees a high return on your investment as well as sustainable success. Today, the show is both a platform for product presentations and a grand industry party for communication, cooperation and continued growth.

Event name : Myanbuild 2016
Start date : Dec 01, 2016 **End date** : Dec 03, 2016
Location : Sulaymaniyah, Iraq **Organiser** : AMB Tarsus Events Group
Details : If you are looking to establish or promote your brand in Myanmar's building and construction market, look no further. MYANBUILD 2016 is the ideal marketing platform to build your success in the country. First held in 2013, MYANBUILD has since attracted a total of over 12,000 trade visitors and is now recognised as Myanmar's biggest international trade exhibition for the building and construction industry.

Event name : Sulaymaniah Build Expo
Start date : Dec 08, 2016 **End date** : Dec 11, 2016
Location : Myanmar Event Park Yangon **Organiser** : Elan Expo
Details : Sulaymaniah Build Expo (Int'l Trade Exhibition for Construction and Building) takes place in Sulaymaniyah, Iraq from 08.12 to 11.12.16. Trade show is organized by Elan Expo.

Event name : BC India 2016
Start date : Dec 12, 2016 **End date** : Dec 15, 2016
Location : HUDA Ground, Gurgaon, Delhi **Organiser** : Messe Muenchen
Details : BAUMA CONEXPO INDIA—the International Trade Fair for Construction Machinery, Building Material Machines, Mining Machines and Construction Vehicles—provides the construction industry in India with a professional platform for networking, investment and the exchange of ideas and information.




21 22 23

SEPTEMBER 2016

www.maintenance-asia.com

www.greenbuilding-asia.com

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facebook.com/GBRExpo

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Youtube: BMAM & GBR Expo Asia

Hall 5, IMPACT Exhibition & Convention Center, Bangkok, Thailand

Bidding & Tender Analysis

All Road Projects (last 1 year)

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The data is included White Earth, Dirt Road, Natural Gravel, Laterite, Reinforced Concrete & DBST roads.

	2015		2016		1 Year
	Jul to Sep	Oct to Dec	Jul to Sep	Oct to Dec	TOTAL
TOTAL	24	235	108	296	663
Banteay Meanchey	2	2	5	17	26
Battambang	2	15	18	25	60
Kampong Cham	0	12	5	15	32
Kampong Chhnang	2	16	4	11	33
Kampong Speu	0	7	3	17	27
Kampong Thom	0	5	6	17	28
Kampot	0	6	1	1	8
Kandal	0	16	8	17	41
Kep	0	2	0	0	2
Koh Kong	0	3	0	2	5
Kratie	0	2	3	6	11
Mondulkiri	1	5	0	0	6
Oddar Meanchey	0	2	0	2	4
Pailin	0	6	1	1	8
Phnom Penh	12	76	0	41	129
Preah Vihear	0	0	0	2	2
Prey Veng	0	6	22	34	62
Pursat	0	4	2	5	11
Ratanakiri	0	0	1	4	5
Siem Reap	2	3	17	10	32
Sihanouk Ville	2	20	0	2	24
Stung Treng	0	0	3	1	4
Svay Rieng	0	7	4	49	60
Takeo	0	16	2	11	29
Tbong Khmum	1	4	3	6	14

Top 5 provinces for All Road projects for the past 1 year.

1. Phnom Penh (129)	4. Battambang (60)
2. Prey Veng (62)	5. Kandal (41)
3. Svay Rieng (60)	* Top 5 provinces account for 53.1% of all road jobs

Small Road Projects (last 1 year)

White Earth, Sand, Dirt Road, Natural Gravel Roads

Top 10 Provinces	last 1 year
Phnom Penh	101
Prey Veng	58
Svay Rieng	49
Battambang	42
Kampong Chhnang	33
Siem Reap	31
Kampong Thom	26
Banteay Meanchey	21
Kampong Speu	21
Takeo	21

Big Road Projects (last 1 year)

Reinforced Concrete & DBST roads.

Top 10 Provinces	last 1 year
Kandal	33
Phnom Penh	28
Sihanouk Ville	17
Battambang	14
Kampong Cham	12
Svay Rieng	11
Prey Veng	10
Takeo	8
Tbong Khmum	7
Pailin	6

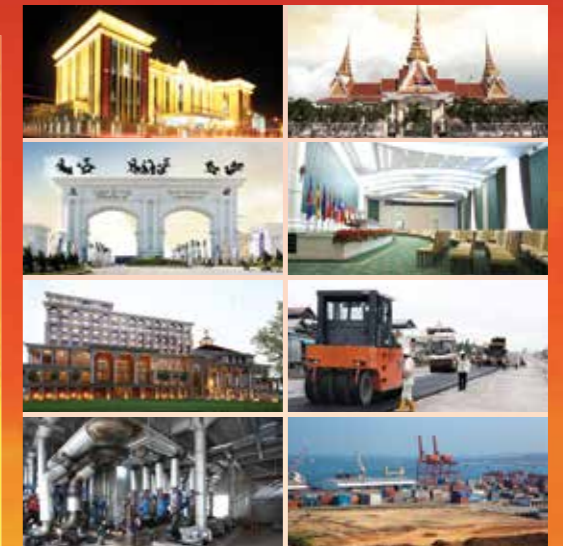
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LYCHHUONG CONSTRUCTION & IMPORT EXPORT CO., LTD.

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LEGRAND CAMBODIA

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MUHHIBAH ENGINEERING (CAMBODIA) CO., LTD.

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MONGRETHTHYGROUP CO., LTD.

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CHIP MONG GROUP CO., LTD.

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KNN (CAMBODIA) CO., LTD

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KHUN SEA DEVELOPMENT GROUP

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JIT ENGINEERING CO., LTD

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SENG ENTERPRISES CO., LTD.

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VENTURE (CAMBODIA) PTE LTD

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BLUE HILL ENGINEERING SERVICE CO., LTD.

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ATS ADVANCED TECHNICAL SUPPLIES CO., LTD

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WIKI TRADE COMPANY LTD.

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[f]: (855-77) 996 668
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PROFESSION ENGINEER PLUS. CO.,LTD(PEP)

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HONGKONG FUJI ELEVATOR CO.,LTD

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MELCHERS C.MELCHERS GMBH & CO.KG(CAMBODIA).

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GREEN LAKE CO.,LTD

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VANN SOPHY GROUP CO., LTD.

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[w]: www.vannsophylogistics.com

CAMKO PILE & PLUS ENTERPRISES CO., LTD.

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[m]: prayut@prayut.com
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CAMBODIAN CHEMICAL SUPPLY CO., LTD.

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SOIL TESTING LABORATORY CO., LTD

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TAIWAN KAMHWA CRUSHING INTERNATIONAL CO., LTD

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B SCIENTIFIC INSTRUMENT CO., LTD

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MENG LENG EAV CO., LTD

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DHINIMEX CO., LTD

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SOMA CONSTRUCTION & DEVELOPMENT CO., LTD.

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 Band ita Mong Reththy (St. 1928), Borey
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Fuxin Steel Buildings Co.,Ltd
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 Tropaing Tloeng, Sangkat Choam Chao,
 Khan Posenchey
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Vattanac Transformers Supply Co.,Ltd
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CamboBuild Construction Chemical Co., Ltd.
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Cemp Engineering Co., Ltd.
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CHINA SINOMACH SOUEAST MACHINERY (CAMBODIA) CO.,LTD
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 Khan Posenchey, Phnom Penh
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David Construction & Import Export Co., Ltd.
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DEG - Dynamic E Group Ltd.
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DP - Decor Plaza Import Export Co., Ltd.
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AAP GROUP CO., LTD.
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VRK Corporation Co.,Ltd [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

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

WUERTH (CAMBODIA) LTD. [a]: No. 164, St. 598, Sk. Phnom Penh Thmey, Kh. Sen Sok, Phnom Penh, [t]: (855-23) 23 885 171 [f]: (855-23) 23 880 697 [e]: info@wuerth.com.kh [w]: www.wuerth.com.kh

Zamil Steel Buildings Vietnam Co.,Ltd [a]: N°17, St.334, 12302 Phnom Penh [t]: (855-23) 220 140 [f]: (855-23) 220 140 [e]: zscambodia@castlab.com.sg [w]: www.castlab.com.sg

Insurance Companies Listing

ASIA Insurance (Cambodia) Plc. [a]: No.5, St.13, 12202 Phnom Penh [t]: (855-23) 427 981 [e]: email@asiainsurance.com.kh [w]: www.asiainsurance.com.kh

CAMBODIA LIFE INSURANCE COMPANY PLC. [a]: No.315, 12202 Phnom Penh [t]: (855-23) 431 111 [f]: (855-23) 431 168 [e]: email@asiainsurance.com.kh [w]: www.asiainsurance.com.kh

CAMINCO Cambodia National Insurance [a]: No.28, St.116/13, 12202 Phnom Penh [t]: (855-23) 722 043 [f]: (855-23) 427 810 [e]: sales@cambodianlife.com.kh [w]: www.cambodianlife.com.kh

CAMPU LONPAC INSURANCE PLC. [a]: N°23, St. 114, Campu Bank Building, 7th Floor, 12209, Phnom Penh [t]: (855-23) 966 966 [f]: (855-23) 986 273 [e]: enquiries@campulonpac.com.kh [w]: www.campulonpac.com.kh

Cambodia-Vietnam Insurance Plc. [a]: N°99, Norodom Blvd, 12211 Phnom Penh [t]: (855-23) 212 000 [f]: (855-23) 215 505 [e]: info@cvi.com.kh [w]: www.cvi.com.kh

FORTE INSURANCE (CAMBODIA) PLC. [a]: N°325, St.245, 12150 Phnom Penh [t]: (855-23) 885 066 [f]: (855-23) 986 922 [e]: info@forteinsurance.com [w]: www.forteinsurance.com

INFINITY GENERAL INSURANCE PLC. [a]: #126, Norodom Blv, 12301, Phnom Penh [t]: (855-23) 999 888 [f]: (855-23) 999 123 [e]: ratana@infinity.com.kh [w]: www.infinity.com.kh

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BISHO INTERNATIONAL ENGINEERING CO.,LTD [a]: #113, (Parkway Square) 2nd floor, Unit 2FJ1, Moa Tse Toung, 12308 Phnom Penh [m]: (855-93) 932 999 [t]: (855-23) 639 3996 [e]: bishocambo@gmail.com

CAST LABORATORIES PTE LTD. [a]: No. F11, NR.6, Borey Grand, 12110 Phnom Penh [t]: (855-23) 432 448 [e]: cast.cambodia@castlab.com.sg [w]: www.castlab.com.sg

CANAMALL Co., LTD [a]: N°315, Ang Doung St (Corner of Monivong Blvd), 12202, Phnom Penh [m]: (855-71) 3333 348 [e]: sale@canamall.com [w]: www.canamall.com

CAMBODIA BUSINESS PARTNERS [a]: Tous Les Jours Monivong Bld., 1st Fl #298, St. 93, 12211 Phnom Penh [t]: (855-23) 964 764 / 964 864 [f]: (855-23) 555 0118 [e]: info@cdl-consultant.com [w]: www.cdl-consultant.com

P2CD TRADING GROUP [a]: N°6A, St. 292 12312, Phnom Penh [t]: (855-23) 6 350 530 [m]: (855-16) 65 65 66 [e]: gio@p2cd.com [w]: www.p2cd.com

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WorldBridge Secure Logistics Co., Ltd. [a]: S Hong Kong Center, 1st Floor, Room 101B, 12207 Phnom Penh [t]: (855-23) 5555 330 [m]: (855-23) 224 453 [e]: k.phanna@worldbridge.com.kh [w]: www.worldbridge.com.kh

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 [m]: (855-16) 666 139
 [e]: info@arc.com.kh
 [w]: www.arc.com.kh

Angkor21 Property
 [a]: Phnom Penh Center, Bld A, Room 221,
 [m]: (855-70) 6666 22
 [e]: angkor21property@gmail.com
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 [a]: SunCity, No. 255, St. 51, Corner of
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 [m]: (855-12) 215 240
 [e]: anna@annacampartners.com
 [w]: www.investment-cambodia.asia

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 [a]: N°126, St. Norodom Blv, 12301, Phnom Penh
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 [e]: info@bonnarealty.com.kh
 [w]: www.bonnarealty.com.kh

Cambodia Valuers and Estate Agents Association
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 [f]: (855-23) 6324 834
 [e]: info@cvea.org.kh
 [w]: www.cvea.org.kh

CB Richard Ellis (Cambodia) Co., Ltd
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 Fl., Phnom Penh
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 [f]: (855-23) 964 088
 [e]: cambodia@cbre.com
 [w]: www.cbre.com.kh

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 [e]: info@century21.com.kh
 [w]: www.century21.com.kh

CPL
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 [t]: (855-23) 213 666
 [f]: (855-23) 220 239
 [e]: info@cplagent.com
 [w]: www.cplagent.com

Cambodia Trust Real Estate Co., Ltd.
 [a]: N°35, National Road2, 12353 Phnom Penh
 [m]: (855-12) 840 187
 [e]: info@trust-realestate.com
 [w]: www.trust-realestate.com

Cubic Real Estate Co., Ltd.
 [a]: N°338, St. 110, 12102 Phnom Penh
 [m]: (855-17) 676 862
 [e]: (855-16) 639 017
 [w]: www.realestate-service.com

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 [a]: N°166, Preah Norodom Blvd (41), B Ray
 Tower, 9th Floor, 12301 Phnom Penh
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 [e]: hiroakihasagawa1202@gmail.com

Key Real Estate
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 (245), 12311 Phnom Penh
 [t]: (855-23) 6300 442
 [e]: info@keyrealestate.com.kh
 [w]: www.keyrealestate.com.kh

Khmer Real Estate Co., Ltd
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 SK. 12154, Phnom Penh
 [t]: (855-23) 884 887
 [f]: (855-23) 630 6630
 [e]: kim@khmerrealestate.com.kh
 [w]: www.khmerrealestate.com

Knight Frank (Cambodia) Pte., Ltd
 [a]: (18-E5) Icon Professional Building,
 N°216 Preah Norodom Blvd., 12300 Phnom Penh
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 [f]: (855-23) 213 433
 [e]: eric.ooi@kh.knightfrank.com
 [w]: www.knightfrank.com.kh

Mega Asset Management Co., Ltd
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 St.93, 12200, Phnom Penh
 [t]: (855-23) 6860 511
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 [e]: mega-asset@mam.com.kh
 [w]: www.megaassetmanagement.com

NEW CONSOLIDATED MAX WORLD (CAMBODIA) CO., LTD
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 [e]: laurence@ncmaxworld.com

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 [e]: d.sy@meridian-international-holding.com
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VTRUST PROPERTY
 [a]: N°113 Parkway Square, St.245 Phnom Penh
 [t]: (855-23) 224 701
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 [w]: www.vtrustproperty.com

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7NG Group Co., Ltd.
 [a]: N° 124, Sotheaors (St. 3), 12301, Phnom Penh
 [m]: (855-12) 555 1334
 [w]: www.7nggroup.com.kh

Attwood Investment Group
 [a]: N°61, St. Rusian Blvd., Phnom Penh
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 [e]: lity@online.com.kh
 [w]: www.attwoodgroup.com

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 Khan Porsenchey, Phnom Penh
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Boouyong Khmer Co., Ltd.
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 [e]: (855-17) 300 168

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 [w]: www.boreypenghuoth.com

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 [m]: (855-77) 520 567
 [e]: jeff@mdhk-property.com

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 [w]: www.chateauthemeliya.com

City Star Development (Cambodia)
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 Monivong Blvd., Phnom Penh
 [t]: (855-23) 223 695
 [f]: (855-23) 223 695

CREED ASIA (CAMBODIA) CO., LTD.
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 #445, Monivong Blvd, 12258 Phnom Penh
 [t]: (855-23) 23 964 016
 [e]: info.cambodia@creed-group.com
 [w]: www.creed-group.com

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 [w]: www.dblyint.com.kh/dblytower

DE CASTLE
 [a]: N° 34-36, St.288, 12302 Phnom Penh
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 [f]: (855-23) 991 091
 [e]: service@decastle.net
 [w]: www.decastle.net

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 [w]: www.di-riviera.com

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 [e]: sokhaphally@yahoo.com

PHNOM PENH CITY CENTER
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 [e]: info@hrcambodia.com
 [w]: www.ppc.com.kh

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 [m]: (855-97) 9 870 888
 [e]: rcc.info@tkgroups.com
 [w]: www.theriver.com.kh

Grand Phnom Penh International City
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 [f]: (855-23) 997 883
 [e]: info@grandphnompenh.com
 [w]: www.grandphnompenh.com

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 [e]: borey@hitech.com.kh
 [w]: www.boreyhitech.com

HONGKONG LAND (MANSIONS) LTD.
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 102, 12202, Phnom Penh
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 [f]: (855-23) 990 588
 [e]: info@centralmansions.com
 [w]: www.centralmansions.com

Hyundai Amco Cambodia Co., Ltd.
 [a]: No. 445, (St. 93), 12258 Phnom Penh
 [t]: (855-23) 964 004 - 9
 [e]: phnompenhtower@amcocambodia.com

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 [t]: (855-23) 6891 472
 [e]: isl.apartment@gmail.com
 [w]: www.islapartmentandhotel.com

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 Sihanoukville, Preah Sihanouk
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 [e]: office@kohpuos.com
 [w]: www.kohpuos.com

L.Y.P Group Co., Ltd.
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 Toul Svay Prey, Phnom Penh.
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 [f]: (855-23) 220 925
 [e]: lyp@lypgroup.com
 [w]: www.lypgroup.com

Ly Hour Investment Co., Ltd.
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 [e]: phallasim@yahoo.com

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 [w]: www.lcpp-residence.com

MEKONG PHNOM PENH DEVELOPMENT CORPORATION LTD.
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 [t]: (855-77) 883 283
 [e]: sales@themekongroyal.com

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 [e]: info@borey999.com
 [w]: www.borey999.com

ORKIDE VILLA
 [a]: No.71, St.2004, 12258 Phnom Penh
 [t]: (855-88) 5388 888
 [e]: info@orkidevilla.com
 [w]: www.orkidevilla.com

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 [t]: (855-23) 868 222
 [f]: (855-23) 427 064
 [e]: canadia@canadiabank.com.kh
 [w]: www.canadiabank.com.kh

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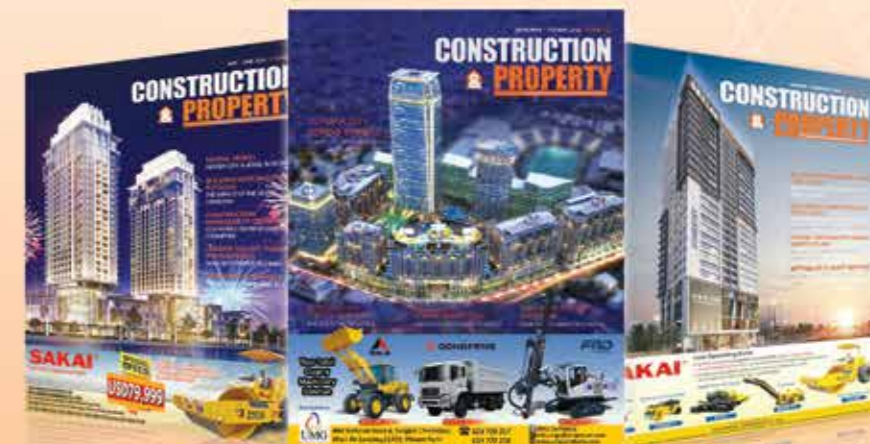
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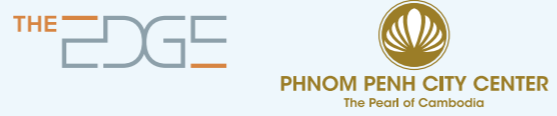


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