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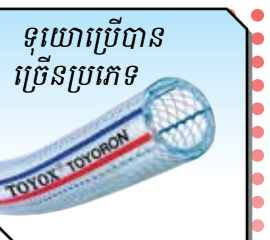
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Message from the
*CHAIRMAN of the
Cambodia Constructors Association (CCA)*



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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Cover Photo: The Penthouse Residence in Phnom Penh by The Penthouse Residence Co., Ltd.

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From the PUBLISHER



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

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

This bi-monthly magazine features four main sections comprising interesting topics, empowering messages, useful information and data related to the two sectors.

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

Now publishing our 24th issue (November-December 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, we focus on the slew of construction and infrastructure projects which the Chinese government agreed to going to fund in Cambodia after President Xi Jinping visited the Kingdom in October and signed MoUs for 17 projects. We also look at Cambodia's preparedness for a potential earthquake and take a look at the newly-opened Japan Sunrise Hospital.

Association news showcases the recent activities and achievements of the Cambodia Constructors Association (CCA) including the upcoming 3rd CCA Summit and Construction Expo which will be hosted in Phnom Penh in December. Thousands of delegates are expected to attend this three day flagship event which showcases local and international brands in the construction and real estate sectors. We also celebrate Myanmar joining the ASEAN Constructors Federation (ACF) and look forward to Korea hosting the 43rd IFAWPCA convention.

In the Property section, we turn to the growing trend of botanical gardens taking root in residential and industrial properties as lifestyles and priorities change. We also take a look at the launch of new condominium units on the coast as the market in the capital becomes saturated. Finally, we analyse the role of branded residences and retail property opportunities as more international and luxury brands enter the Cambodian 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, MEAS PROEKSA

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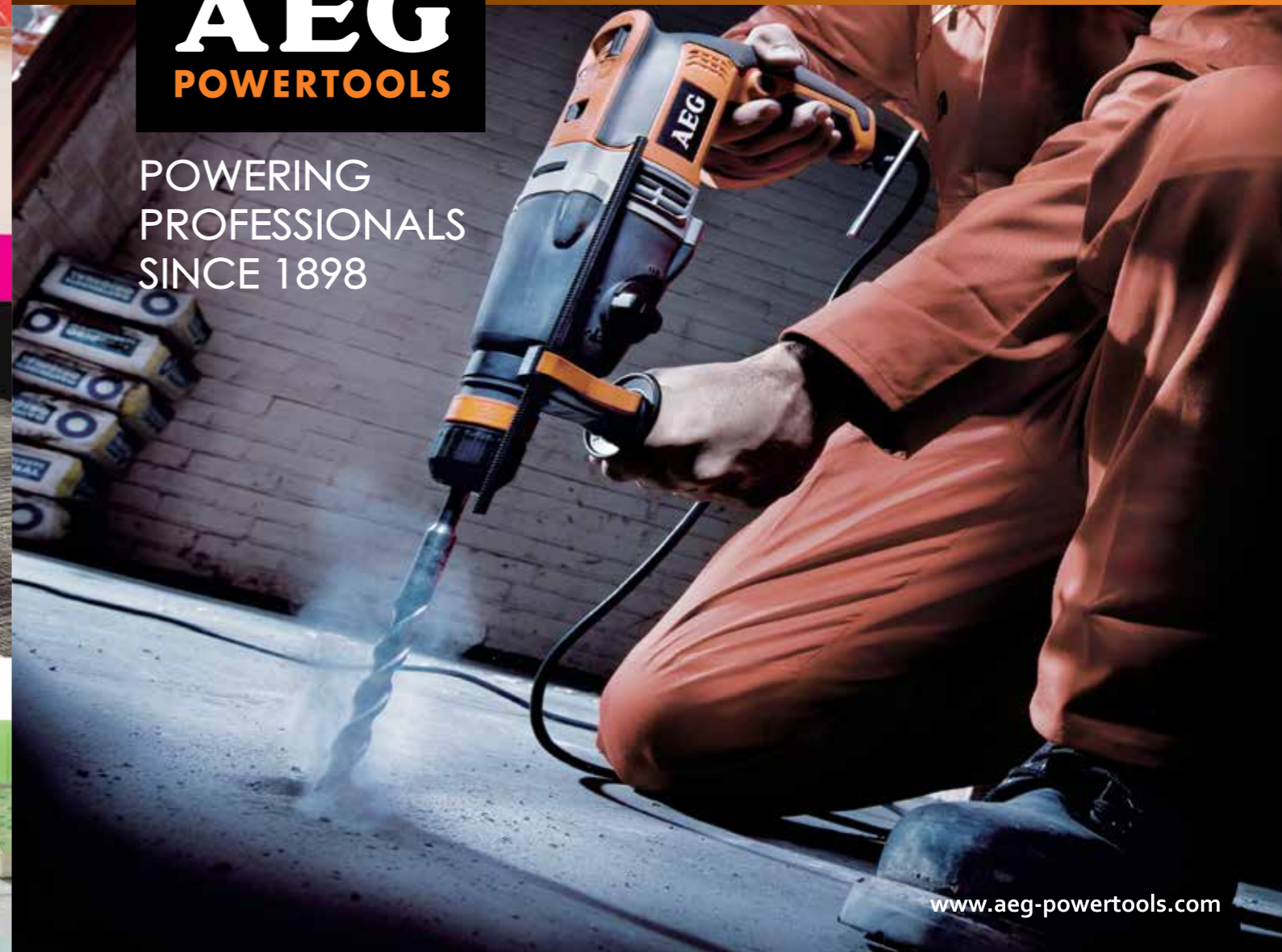


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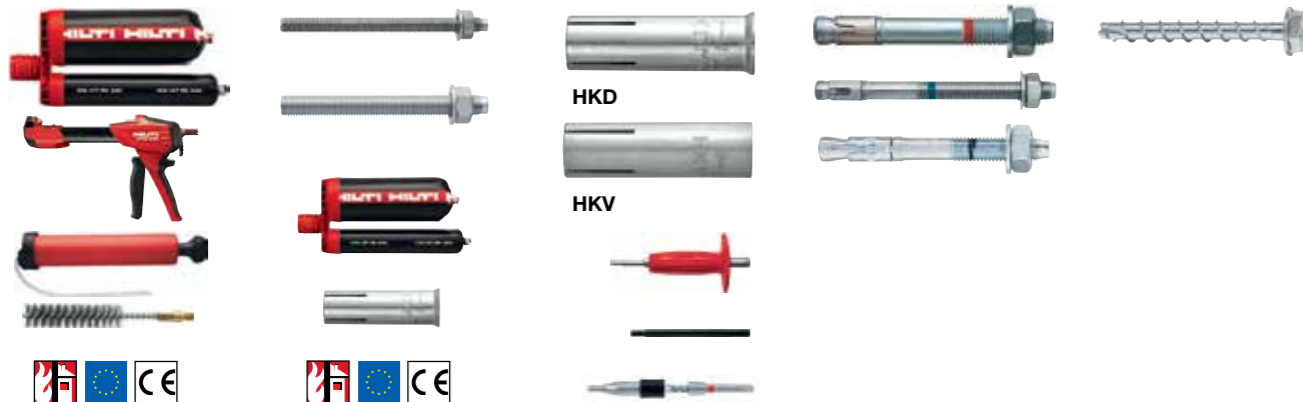
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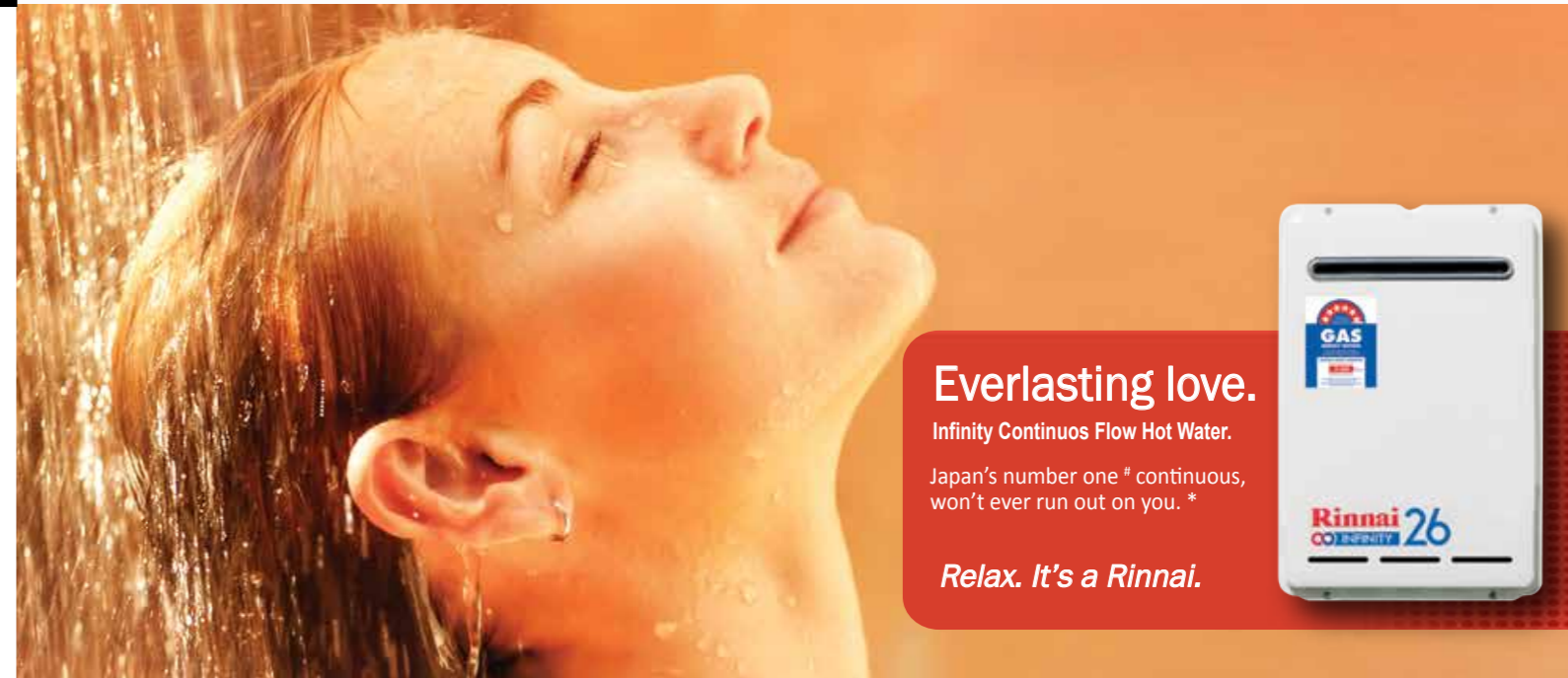


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Pixelated tower now Thailand's tallest

A soaring 314m multi-use development in Bangkok's CBD, dubbed the 'Pixelated Tower', has become the tallest building in Thailand.

The 77-storey, 150,000 sqm Mahanakhon tower will host 200 serviced apartments, a retail centre with restaurants and cafes, a 150-room boutique hotel and a rooftop Sky Bar. It will also have a direct link to the

Chongnonsi Skytrain station.

According to the German architect Ole Scheeren responsible for the design, the building, "melds with the city by gradually dissolving as it flows downward to meet the ground".

A landscaped public plaza at the front of the tower will host cultural events and serve as a "landscaped retreat for the city's inhabitants".



Spectacular glass bridge closed after just two weeks

Massive numbers of visitors forced the closure of the world's longest glass-bottomed bridge in China, just 13 days after it made global news with its opening.

Authorities claimed that the spectacular bridge had been closed on 2 September because demand was ten times higher than the 8,000 visitors per day permitted. However, they also admitted that urgent structural

upgrades were required.

At nearly half a kilometre (430m) in length, the USD3.4 million bridge links two peaks in the Zhangjiajie mountains in Hunan Province, suspended 300m above ground.

Designed by Israeli architect Haim Dotan, the six-metre-wide deck is made from 99 panes of glass.

The bridge reopened at the start of October after safety tests.

INTERNATIONAL BRIEFS



Heavy-duty drone ideal for construction unveiled

A Japanese company has unveiled the world's first drone capable of lifting objects weighing up to 10kgs. The machine has clawed arms which can lift heavy objects and perform operations that such as cutting through cables and flipping switches.

According to the manufacturer Prodrone, the PD6B-AW-ARM is designed to conduct "hands-on" tasks in "places where it would be too dangerous for humans", including high altitudes. For example, it can pick up cargo and hazardous objects, cut cables, flip switches, turn dials, and transport life-saving equipment.

It is estimated that 12 percent of construction companies in the UK now employ drones. Drones that can pick up objects would open the way for wider uses, including potentially bricklaying.

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Indonesia asks Japan to build new rail link

Indonesia has rejected competitive tendering and offered Japan the opportunity to build a USD3 billion rail link connecting Jakarta to Surabaya.

The request to Japan to build the 786km railway, which came in a direct letter to Tokyo, follows a bitter and failed bidding contest with China earlier in the year over building Indonesia's first high speed rail link between Jakarta and Bandung.

The move by the Indonesian government is widely seen as aiming to improve relations with Japan.

Indonesia's Coordinating Maritime Affairs Minister told the Jakarta Post that the railway will upgrade an existing track, with trains running at up to 200km/h to shorten the travel time between Jakarta and Surabaya to 3.5 hours from 11 hours.



HCMC spending billions to avert floods

Municipal authorities in Ho Chi Minh City, Vietnam have announced plans to spend billions of dollars over the next five years to prevent the catastrophic flooding that inundates the city during the

monsoon.

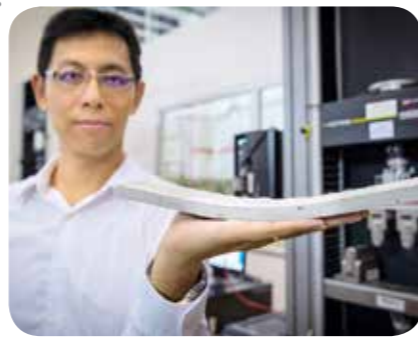
The USD4.4 billion proposal includes plans to construct tidal defences, drain upgrades, reservoir construction and sewage treatment plants to help divert water which floods the city after

just 10 minutes of heavy rain.

Immediate priorities include an enormous new 3m diameter, 8km long, USD500 million sewage pipe system estimated to be completed in 2020.

Government and international development aid funds have been allocated to cover 40 percent of the projected costs, but the rest will have to be raised in taxes and via the private sector.

INTERNATIONAL BRIEFS



Singapore develops bendable concrete

Scientists at Nanyang Technological University (NTU Singapore) have developed a unique type of new concrete which is stronger, longer lasting and bendable.

Traditional concrete is made of cement, water, gravel and sand. This makes concrete hard and strong, but also brittle. "Con-FlexPave" could radically change the construction and maintenance of roads.

"We developed a new type of concrete that can greatly reduce the thickness and weight of precast pavement slabs, hence enabling speedy plug-and-play installation, where new concrete slabs prepared off-site can easily replace worn out ones," said NTU Professor Chu Jian.

Larger tests on roads will happen over the next three years in cooperation with JTC Corporation, Singapore's state developer of infrastructure technology.



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Asia-Pacific driving demand for construction machinery

Recent research by Statistics MRC shows that the fast-developing economies in the Asia-Pacific region are driving record demand for global heavy construction equipment.

Their report 'Heavy Construction Equipment Global Market 2015-2022' shows that while the market was valued at USD116.48 billion in 2015, they expect to see a compound annual growth rate (CAGR) of 7.34 percent to

reach USD191.34 billion by 2022.

According to the report, "The developing markets in Asia-Pacific are providing ample opportunities for the players owing to the huge investments that are being made in the region. Agreements, contracts, joint ventures, and partnerships are observed as the successful strategies by the players in the market."



Laos rail project brings Singapore link closer

China's planned rail link stretching all the way south to Singapore took a step closer in September when China Railway Group (CRG) won a USD1.2 billion contract to build a large sec-

tion of railway through neighbouring Laos.

The contract, with subsidiaries of CRG, covers the first three sections of the 414km Boten-Vientiane Railway Project which will eventually run

north from Boten in China to Vientiane south on the Thai border. Construction of sections I, II and III is expected to take 60 months.

In December last year, another CRG subsidiary

secured a USD344 million contract for section VI of the same line.

China Railway Group said the whole railway would cost approximately USD5.6 billion.



Vietnam terminates power station contractors

Vietnam's government has terminated the contracts with Russian and Vietnamese companies to build its large-scale coal-fired power station.

Russian power giant Inter RAO and state company Petro-Vietnam have been replaced on the USD4.1 billion construction by another state company Vietnam Electricity (EVN) in the hope of completing the long-delayed project by 2029.

With the Vietnamese economy is expected to double by 2025, the government is racing to ensure it can provide the energy required to power the economy.

Delays have been blamed on sourcing investment capital and the global recession as well as the large and complex scale of the plant.



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D'Seaview replaces contractor mid-build

Singapore's HLH Group announced in September that it was replacing the contractor on its flagship D'Seaview project in Sihanoukville.

The developer removed Yanjian Group Co Ltd and instead reallocated the USD35 million contract to Chinese state-owned energy and construction firm Sinohydro Corporation Ltd.

HLH justified the change in contractors by stating that Yanjian Group Co Ltd was unable to meet the require-

ments of the contract and that Sinohydro was more 'price competitive.'

Situated close to Sokha Beach, D'Seaview will be a mixed-use complex featuring a 98-room boutique hotel, more than 700 condominiums, shopping areas and restaurants.

According to HLH, 53 percent of the residential units have already been sold and construction remains on track for completion in 2018.



Koh Kong resort airport approved

The Dara Sakor Seashore Resort in Koh Kong province will soon be accessible to the world after approval was granted for construction of an international airport in

September.

Developed by Chinese company Tianjin Union Development Group (UDG), the USD3.8 billion tourism project stretches across a 45,000-hectare land conces-

sion with a 99-year lease in Koh Kong's Botum Sakor and Kiri Sakor districts.

The company have refused to provide details of the timeline, investment or costs of the project. How-

ever the site for the airport has been selected and when complete could handle 10 million passengers annually and service planes of a size up to the Airbus 380.



Gold Tower 42 resolution reached?

Gold Tower 42 developer Yon Woo Co. Ltd has assured investors for the fourth time in ten years that they will complete construction of one of the capital's most controversial projects.

The Korean company's legal representatives HBS contacted all investors to invite them to a meeting to discuss their properties where there were offered the options of either keeping their properties or selling them back to development company, reported the Phnom Penh Post.

Yon Woo Co's assurances came in response to the direct intervention of MLMUPC Minister Chea Sophara in October who demanded notification of the plan to complete the building.

Though distrust still runs high among investors, experts agree that were the project to be completed it would have no problem selling units due to its exceptional location.

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Market uncertain over Kampot mega-project

A company is seeking approval from Cambodian authorities for a project to create two islands off the coast of Kep as part of a USD23.2 billion mega-resort.

Pallas Brilliant, the developer behind the project, plans to construct a 4,158 hectare multipurpose tourism resort, called “French Riviera City,” on two specially-built islands in the next five years.

Despite the developer claiming gov-

ernment support, the Council for the Development of Cambodia (CDC) has said it hasn’t received all the documentation and the Ministry of Environment must complete the environmental impact assessment (EIA).

Market reaction has been largely dismissive however and Kim Heang, president of the Cambodian Valuers and Estate Agents Association (CVEA), told the Phnom Penh Post he thought it was “unbelievable”.



Minister seeks funding for Phnom Penh AGT

Cambodian Transport Minister Sun Chantol announced in September that he is seeking funding support to build an Automated Gateway Transport (AGT) system in the capital Phnom Penh.

More commonly known as a ‘skytrain’, the Minister’s plan follows the completion of a year-long feasibility study by the Japan International Cooperation Agency (JICA) that looked into the best way to alleviate traffic congestion

and modernise the city’s transport infrastructure. The system would likely first connect Phnom Penh International Airport to the centre of the capital.

Though no firm funding

plans have been announced, the Minister stated that he hoped to have the system in place in time for Cambodia’s hosting of the Asian Games in 2023.



City Hall considers Tonle Sap bridge

City Hall is considering plans for construction of a bridge across the Tonle Sap to connect Phnom Penh to the new Chroy Chongvar satellite city being built by the Overseas Cambodia Investment Corporation (OCIC),

Though current plans indicate that the bridge may connect the Kilometre 6 area outside Phnom Penh to the OCIC project, no final decisions have been made or timelines and budgets announced.

It is expected that OCIC will fund construction of the new bridge, though it is not known when construction will start.

City Hall spokesperson Mean Chanyada told the Phnom Penh Post that “This bridge will be as long as the Chroy Chongvar bridge [which is approximately 700 metres].”



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Philippines unveils investment shopping list for China

As part of China's efforts to support infrastructure development in ASEAN as part of the Silk Road initiative, the Philippines and China agreed on USD15 billion in capital investment on infrastructure and USD9 billion in credit at the end of October.

The agreement, made during Philippines President Duterte state visit to China, follows the visit of President Li Xi Ping to Cambodia two weeks earlier where MoUs on 17 construction and infrastructure related projects were signed.

Relations between China and the Philippines have been strained recently over issues related to sovereignty in the South China Sea, and this package of development aid is widely seen to be a move by China to improve political and economic relations between the two nations.

Philippine trade secretary Ramon Lopez sent a list to journalists detailing the projects which would be included in the USD15 billion package.

They included the following 25 construction and civil engineering schemes:

1. A railway line between the former US airforce base at Clark and the

former US naval base at Subic, now the Subic Bay Freeport Zone The work will be undertaken by the Bases Conversion and Development Authority (BCDA) and China Harbour Engineering.

2. A rapid transit bus link between Bonifacio Global City and Ninoy Aquino International Airport. This will be implemented by the BCDA and China Road and Bridge Corp.

3. Safe and smart city projects for BCDA by BCDA and Huawei Technologies.

4. Transportation and logistics infrastructure at Sangley Point, another former US naval base, by Cavite Holdings, International Container Terminal Services and China Harbour Engineering. Similar projects include a port development at Davao City on the island of Mindanao in the south of the archipelago, undertaken by Mega Harbour Port and China Harbour Engineering, and the Cebu bulk terminal project, also by Mega Harbour Port, this time in conjunction with the CCCC Dredging Company.

5. The formation of a joint venture between Jimei Group of China and Manila-based Expedition Construction Corporation. The new entity will devel-

op infrastructure projects.

6. A number of renewable energy projects, including the 300MW Pulangi-5 Hydro Project by Greenery and Power China Guizhou Engineering and North Negros and South Negros biomass projects, to be built by North Negros Biopower and Wuxi Huaguang Electric Power Engineering.

7. Chinese hospitality company Jinjiang International will double it rooms from 1,000 to 2,000, in alliance with Double Dragon Properties and Hotel of Asia.

8. Several industrial projects including a new generation steel plant by Mannage Resources and SIIC Shanghai International Trade, a cable factory by MVP Global Infrastructure Group and Suli Group and a bus manufacturing facility by Zhuhai Bus and Coach.

9. Flood management projects, including bridge construction projects over the Pasig River, Marikina River and the Manggahan Floodway in Manila. These will be undertaken by Zonar Construct and SinoHydro.

These investment agreements are expected to generate 2 million jobs over the next five years ■

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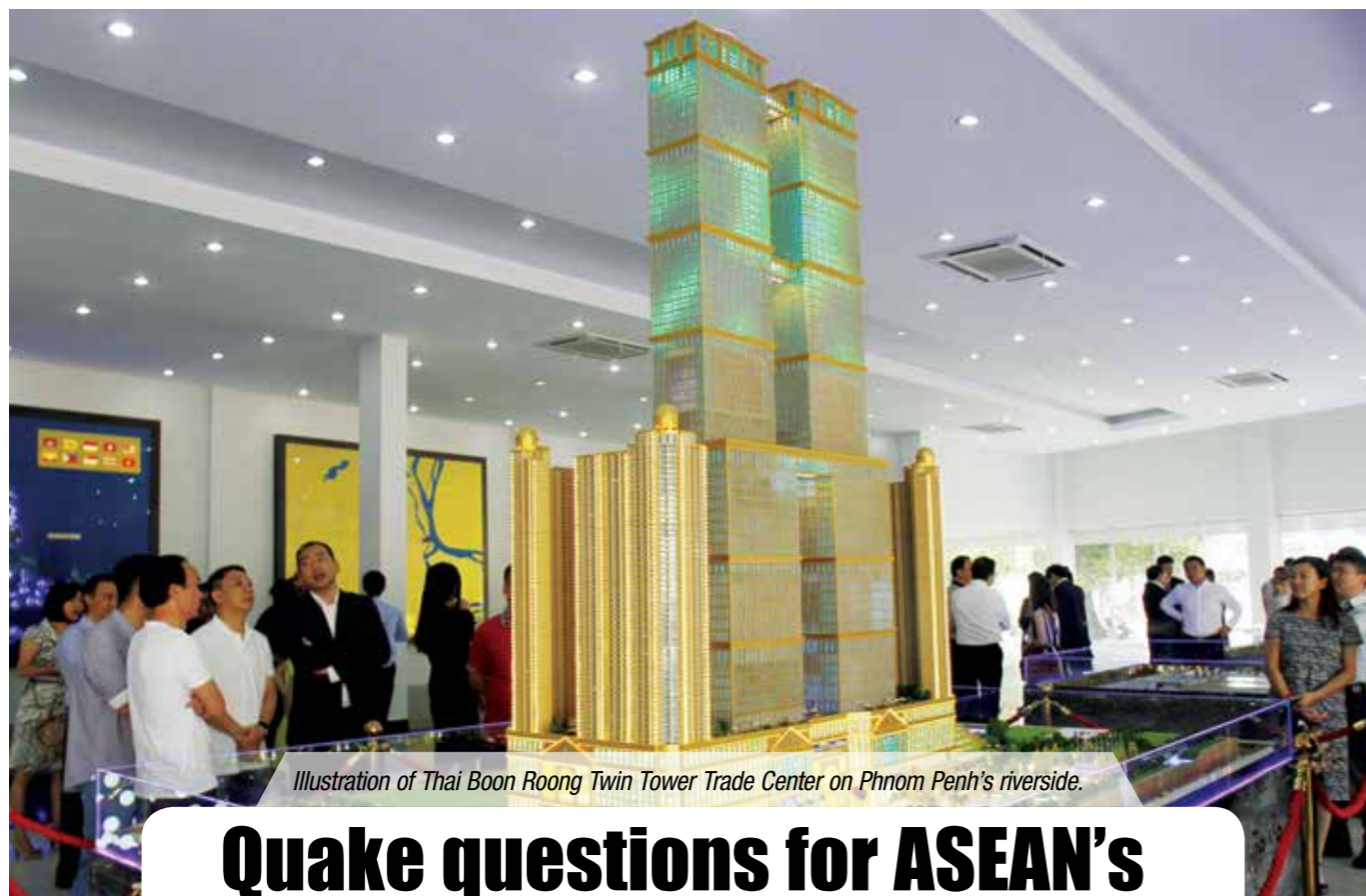


Illustration of Thai Boon Roong Twin Tower Trade Center on Phnom Penh's riverside.

Quake questions for ASEAN's tallest planned building

Construction is scheduled to get underway on ASEAN's tallest building when the 133-storey Thai Boon Roong Twin Tower Trade Center breaks ground in downtown Phnom Penh at the end of 2016.

At 500m tall, the Thai Boon Roong development is the most ambitious example so far of the tall building trend which has been dramatically altering the skyline in the traditionally low-rise Cambodian capital. An exceptionally ambitious – some say unrealistic – three year timeline aims to see construction on the Twin Tower Trade Center completed in 2019.

While Cambodia has experienced more than its fair share of natural and man-made disasters, the potential impact of a serious earthquake has not been a contemporary source of concern. However, following the 6.8-magnitude earthquake which hit neighbouring Myanmar in August, genuine questions are now being asked about the safety

of buildings in Cambodia, and especially for the new generation of high-rise constructions.

Under recently-appointed minister HE Chea Sophara, the Ministry of Land Management, Urban Planning, and Construction has stated that it is working to draft better laws to mitigate the effects of natural disasters on high-rise buildings.

Tous Saphoeun, deputy secretary-general of Pannasastra University's architecture faculty, which is involved with the skyscraper project recently told the Phnom Penh Post that the Thai Boon Roong structure is being designed to withstand a 9-magnitude earthquake.

"In building this 500m building, not only do we consider the aesthetic, quality, and architectural aspects, but the company also pays attention to protecting against earthquakes, storms, and other natural disasters," Saphoeun told the Post.

Also speaking with the Phnom Penh Post, Touch Samnang, deputy director of leading local developer Overseas Cambodian Investment Corporation, said that "all high buildings" in the country have earthquake safety systems against events ranging from 5 to 6 on the Richter scale.

Cambodia is generally considered to be at low risk of earthquakes – and the tsunamis which commonly follow - in comparison to some of its ASEAN neighbours such as Indonesia. The Ministry of Water Resources and Meteorology even pointed out 10 years ago that in fact Cambodia had little to worry about from such geological disasters.

However, there is little doubt that lax construction standards on many already existing buildings together with a ground base high in sand concentration could combine to create significant destruction should there ever be a serious geological disaster in Cambodia ■



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	34×600mm	150×120×50×4/5mm
	30×400mm	150×120×50×4/5mm
	32×400mm	150×120×50×4/5mm
	34×400mm	150×120×50×4/5mm
Hollow U Head	34×4×400mm	150×120×50×5mm
	34×4×600mm	150×120×50×5/6mm
	38×4×400mm	150×120×50×5/6mm
	38×4×600/660mm	150×170×80×5/6mm
	38×4×760/780mm	150×170×80×5/6mm
	48×4/5×600mm	150×120×50×8mm
48×4/5×820mm	150×120×50×8mm	

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Industrial Floors Matter

Industrial flooring now plays an essential role in any production area, F&B storage room, IT database server room, and becomes even more specialised in other areas such as commercial car parks, technical service rooms and warehouses.

People working in industrial areas understand immediately the huge value of flooring with product specific functions and high international standard performance in terms of long life, service provision, maintenance cost saving, and health & safety conditions.

Industrial floor surfaces cover a wide range of uses:

- **Floor hardener (powder or liquid):** warehouses, educational institutes, parking lots, mechanical workshops, light industrial factories and other commercial buildings.
- **Epoxy floor:** Clean rooms for pharmaceutical uses, automotive servicing and assembly areas, electrical and spare-part storage rooms.
- **Ucrete floor known as PU floor:** Food & beverage production, electronic component manufacture and assembly, server rooms, cooling rooms and chemical industry.
- The unique concept design of this floor technology is seamless, attractive and easy to properly clean compared with other tile floors. Besides being durable and with other properties like chemical resistance, this Ucrete complies with the international HACCP certification.



Local understanding & practices

Unfortunately, in our local practices, these functional floors seem to be a mystery and something to be unintentionally or intentionally ignored. There are several reasons behind this fact, including:

- Limited product knowledge of the designers and property owner which leads to mistakenly selecting the incorrect product during the design stage.
- Incorrect perception of functional floors being over-priced regardless of the huge benefits, facilities and low maintenance costs.



- Unable to find the real professional applicator to guarantee the job quality and standard.
- Local regulation, certificates and other standards are not well enough complied with and audited.
- Working in a traditional way which is change resistant.

Some effects of messy decisions

Wrong product selection at the beginning can cause enormous and unexpected expenses during the operation to fix non-stop problems. Poor product selection may result in:

- Difficult to assure food safety; e.g. Using tiles on production floors with many joints where bacteria can comfortably grow can delay the QC work.
- Unexpected risk during operation; e.g. Slippery floors in wet areas can provoke damage.
- Repairing a damaged floor in a big production area stops that production line. This is an obvious factor in delaying production and product delivery. Sometimes, one time fix cannot solve the problem and more time and cost is required ■

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Scaffolding in the construction industry

By Mr. Michal Uvira, Business Development Manager, PERI UP Shoring & Scaffolding
 Email: info@perimalaysia.com

PERI

Scaffolding is named after its area of application. Façade scaffolding is used for work operations on the front of a building façade. Besides working platforms, reinforcement and access scaffolds are utilised on construction sites.

To transfer vertical loads, shoring or load-bearing, scaffoldings are being used to safely support any structures during construction. Industrial scaffolding provides access and work platforms on industrial installations.

For the whole assortment of applications there are standards and regulations which are required to be followed. Scaffolding is a temporary structure

which provides working areas in heights for construction activities. Conventional tubular scaffolding is the most widely known type. Although its flexibility is appreciated, conventional tubular scaffolding is considerably unsafe. Furthermore the load capacity depends on a design which is often not provided.

Modular scaffolding in general is a step forward from the tubular type and the most innovative modular scaffold worldwide. PERI UP Flex provides the flexibility of tubular scaffolding combined with high safety and load capacity. Its optimised design in development stage makes it light, safe and easy to use.



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In the construction industry, scaffolding is required from early stage throughout the whole process and it is not an exception where cost is relatively an important factor when deciding the use of systems and scaffolding in construction especially in evolving markets. To calculate the costs of the system, it is important to see the overall picture instead of looking only to investment costs. One of the ultimate criteria to look at should be the safety and performance of the system which is associated and most likely enhance performance.

PERI's Scaffold systems offer first hand safety from storing, mobilisation of material, to erection and usage until dismantling. Safety is a priority which enables workers to perform better with confidence. Contractors using innovative scaffold systems are able to reduce the manpower to erect the scaffolding. In the SEA region the

rate of manpower is augmentative, thus lesser manpower will have a direct impact on reducing the risk of accidents.

The construction industry in general is facing a shortage of skilled personnel and by reducing demand on number of people it is easier to find the right staff for each work process. Modern scaffold systems such as PERI UP Flex modular scaffold are easier to erect due to innovative system items and their connections, optimised weight of items and erection procedures where the quantity of loose items is reduced which lowers the risk of falling objects. This scaffold system requires a smaller number of skilled workers due to its simplicity.

Another important advantage of the PERI modular scaffold system is its versatility whereby the same parts are used for all areas of applications,

which is another factor to help reduce costs by increasing the utilisation of the material on site. Utilising the same material for working platforms, façade scaffold, access scaffold, reinforcement scaffold, shoring etc. is vital because the stocking on site is likely unavailable, especially in urban areas, thus stretching the budget.

PERI is a reputable company in the world of formwork where it is not just a material supplier but a solution supplier. The same principle comes with its scaffold system. A complete documentation from a scaffold supplier assures operation, safety and time accuracy without impacting the budget or jeopardising the construction flow.

As a reliable customer-oriented business partner, PERI ensures the smooth operation of a construction site ■



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TOP 10 ADVANTAGES OF USING PRECAST CONCRETE



Phnom Penh Precast Plants aims to be the No. 1 precast product supplier in Cambodia.

Located at the heart of Phnom Penh along ASEAN Highway- 1 (AH-1), Phnom Penh Precast Plants is ideally positioned to provide all the needs for essential infrastructure, as well as to private companies looking to expand their presence in this key geographical area. Phnom Penh Precast Plants is a Cambodian company founded in 2013 and is the leading supplier of pre-stressed spun concrete transmission poles, reinforced concrete pipes, and PC/PHC spun piles. Their modern factory uses the latest manufacturing equipment to produce pre-stressed spun concrete poles, pilings

and vibration technology pipes meeting ASTM and JIS standards. The modern plant is equipped with machinery from Germany and Korea along with their own testing lab, which ensures consistent quality control. Along with supplying poles, pipes, and piles, the company also provides design and installation services. Phnom Penh Precast Plants completes the design and supply solution for all electricity transmissions, construction preparations, and ground water and sewer line requirements; it's a one stop service convenient for client's needs.



Top 10 Advantages of Precast Concrete

- 1. QUALITY CONTROL:** Since precast is manufactured in a controlled casting environment it is easier to control the mix, placement and curing.
- 2. LOWER COSTS:** Since a precast factory can buy materials for multiple projects, quantity discounts can lower costs.
- 3. PRODUCT CONSISTENCY:** Weather is eliminated as a factor; you can cast in any weather and get the same results, which allow you to perfect mixes and methods.
- 4. LESS LABOUR:** Less is required and that labour can be less skilled.
- 5. DURABILITY:** With the ability to tightly control the process, from materials to consolidation to curing, you can get extremely durable concrete.
- 6. RAPID ERECTION ON SITE:** Precast units arrive ready for installation and can be scheduled to arrive "just in time" so they can be lifted directly into place. This avoids the need for storage space and unnecessary handling.
- 7. HIGHLY CONNECTIBLE:** Because precast products are manufactured to precise specifications, watertight connections between pipes or sections are a snap, making precast perfect for most underground applications.
- 8. LEAVES A SMALL FOOTPRINT:** Because precast is manufactured away from the construction site, there are no messy forms to build and no concrete mixing and finishing to be done on site. That means a smaller footprint and a cleaner, safer job site.
- 9. PRODUCT DEVELOPMENTS:** Manufacturers of precast concrete products invest heavily in research and development to make their products and services even better. New products, new information technology and new production facilities demonstrate this forward-thinking attitude.
- 10. PEACE OF MIND:** The technology behind precast production, design and construction stretches back hundreds of years, so customers can be assured of peace of mind when specifying precast products. Precast is a proven technology with a long history and a high-tech future.



Xi's visit inks 17 construction industry agreements

Among the 31 agreements and MoUs signed between the Cambodian government and China during President Xi Jinping's visit to Cambodia in October, 17 agreements related to construction sector projects; the sector that has been in great need of foreign aid.

Signed by senior officials from both nations and witnessed by the two heads of states on 14 October at the Cambodian Prime Minister's Office (Peace Palace), the 17 pacts are a mix of loan deals and MoUs for various projects related to infrastructure, connectivity, irrigation and energy. The agreements signed are at three different levels; government-to-government, government-to-private sector and private sector-to-private sector.

Those agreements are:

• **Government-to-Government**

1. MOU on formulating the outline of a bilateral cooperation plan to jointly build the Silk Road economic belt and the 21st century maritime Silk Road.
2. Agreement on economic and technical cooperation on provision of grant aid to the amount of 1,200 million Yuan to implement the Cambodia-China Friendship Medical Building, the Tbong Khmom Provincial Hospital, and the Institute of Water Resources.
3. Exchange of note on the China-Cambodia Friendship Medical Building project.
4. Framework agreement for a concessional loan for the Vaico Irrigation Development Project (Phase II).
5. Agreement on economic and technical cooperation on provision of an interest-free loan to implement the

Vaico Irrigation Development (Phase II).

6. Framework agreement for a concessional loan for the construction of the National road No. 51 project.
7. Agreement on economic and technical cooperation on provision of an interest-free loan to implement construction of the National Road No.51 project.
8. Framework agreement for a concessional loan for the West Section of the Ring Road of Phnom Penh project.

• **Government-to-Private Sector**

9. Concession agreement for development of Siem Reap Angkor International Airport.
10. Loan agreement for the Vaico Irrigation Development project (Phase II).
11. Loan agreement for the construction of the National Road No. 51 project.

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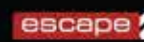
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12. Loan agreement for construction of the West Section of Second Ring Road of Phnom Penh project.

13. Loan agreement for rural grid extension project (Phase V and Phase VI).

14. Civil works contract for the construction of the National Road (NR) No.11 (Neakloeung-NR1) – Thnal Totoeng (NR7) project.

15. Commercial contract for transmission line 230kv Phase II (Loop transmission line in eastern part of Cambodian National Grid-Part I).

• **Private Sector-to-Private sector**

16. MOU on investment and development of the national power grid.

17. Protocol agreement on 450mw Thermal Power Generation Project in Sihanoukville, Cambodia on a Build-Own-Operate basis.

President Xi's visit will contribute further to promoting Cambodia-China cooperation in areas of infrastructure, agriculture, tourism, education, trade and investment, Chheang Vannarith, chairman of the Cambodian Institute for Strategic Studies, was cited by Xinhua as saying.

President Xi also pledged to urge Chinese investment in building a high-speed railway in Cambodia and an airport in Siem Reap province.

It should be noted that on his

first trip since becoming China's top leader in March 2013 – he visited as vice president in 2009 – Xi also oversaw the signing of 31 agreements, including USD238 million in soft loans, USD89 million in debt forgiveness and USD15 million in military aid.

According to Reuters, China has distributed about USD15 billion in loans to Cambodia in the past two decades. It has already pledged USD600 million this year.

Chinese investment in Cambodia was valued at USD864 million last year and a total of USD9.1 billion has

been pledged since 1994, according to the Council for the Development of Cambodia.

Prime Minister Hun Sen said recently that the bilateral trade between the two countries was expected to reach USD5 billion next year, up from USD4 billion in 2015.

China is now Cambodia's largest trading partner and source of foreign investment with bilateral collaboration expanding in many areas, including trade, investment, connectivity, energy resources and infrastructure ■



National Road No. 6 funded by the Chinese government.



The China-Cambodia Chruoy Chongva Bridge completed in 2015 and funded by the Chinese government.



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- ☑ អភិវឌ្ឍន៍ផ្ទះប្រក់ និងវីលា / FLAT HOUSE AND VILLA DEVELOPMENT
- ☑ អភិវឌ្ឍន៍ដី / LAND DEVELOPMENT



ភីឌីស៊ី កសិដ្ឋាន / PDC FARM



- ☑ ភីឌីស៊ី កសិដ្ឋានវិទ្យុសាស្ត្រ / PDC SMART FARM
- ☑ ភីឌីស៊ី ជីសរីរាង្គ / PDC ORGANIC FETILIZER
- ☑ ភីឌីស៊ី ស្រាវ / PDC RICE WINE
- ☑ ភីឌីស៊ី កសិដ្ឋានចិញ្ចឹមសត្វ / PDC PIG FARM
- ☑ ភីឌីស៊ី ចំណីសត្វសរីរាង្គ / PDC ORGANIC FEED





Cambodian Prime Minister Samdech Hun Sen opens the Sunrise Japan Hospital

SUNRISE JAPAN HOSPITAL OPENS

With the opening of the Sunrise hospital in Phnom Penh in September 2016, people in Cambodia now can access Japanese-standard health care at an affordable price.

The Sunrise Japan Hospital Phnom Penh project was financed by Tokyo's Kitahara International Hospital group which previously opened a neurological institute in Phnom Penh. The project broke ground in 2015 and saw a capital investment of USD35 million, including a loan from Japan's development agency (JICA).

Built by Cambodian contractor Ly Chhoung Construction Co. Ltd,

the 4-storey hospital is built on a total floor area of 4,500 square metres on the Chroy Changvar peninsular. It has 52-beds with a plan to upgrade to 200 beds with more than 100 members of staff, of which 30 percent are Japanese.

The hospital operation is being run by a team of Japanese doctors, nurses and related medical professionals, who also provide training and work with experienced Cambodian medical staff members.

The hospital has 13 departments, including emergency, trauma, infections, general internal medicine, general surgery, gastrointestinal medicine, cardiology,

remote consultation, neurosurgery, neuro-endovascular and neurology, rehabilitation, and health checkup.

This Japanese-run hospital opened its door to patients on 17 October 2016 and opened all facilities at the end of October. The international-standard hospital will serve both locals and expats. "Common sickness and injuries, emergency response and health-care management (complete medical checkups) that were previously insufficient will be covered so that we can take part in the Cambodian medical infrastructure and help the people live a healthy lifestyle," said Sunrise Japan Hospital Phnom Penh's CEO Toshiaki Fukuda.



"Having a hospital with such high standards isn't just beneficial for the Cambodian population. It builds trust among investors and tourists with money who come from far away," said Prime Minister Hun Sen at the hospital's grand opening event in September 2016.

Neurosurgeon Yoshifumi Hayashi, the 50-bed hospital's clinical director, told the Cambodia Daily that a specialist wing at Sunrise Japan is

planned for adjacent land, though specifics haven't been decided. "All of the hospital's non-Japanese staff, currently has 80 out of 104 were sent to Japan for training for six months to a year, a perk that will continue for new staff."

Fees for care would be less than in Thailand and Singapore, and cheaper than the priciest of Phnom Penh hospitals, Dr. Hayashi said. "I can't say it's very, very low, and everyone

can come. But you're confident of quality."

The last major private hospital opened in the capital was the USD50 million Royal Phnom Penh Hospital, which was built by Bangkok Dusit Medical Services and completed in 2014. That Thai hospital contains five operating rooms, 12 intensive care units, 40 out-patient examination rooms, and 100 rooms ■



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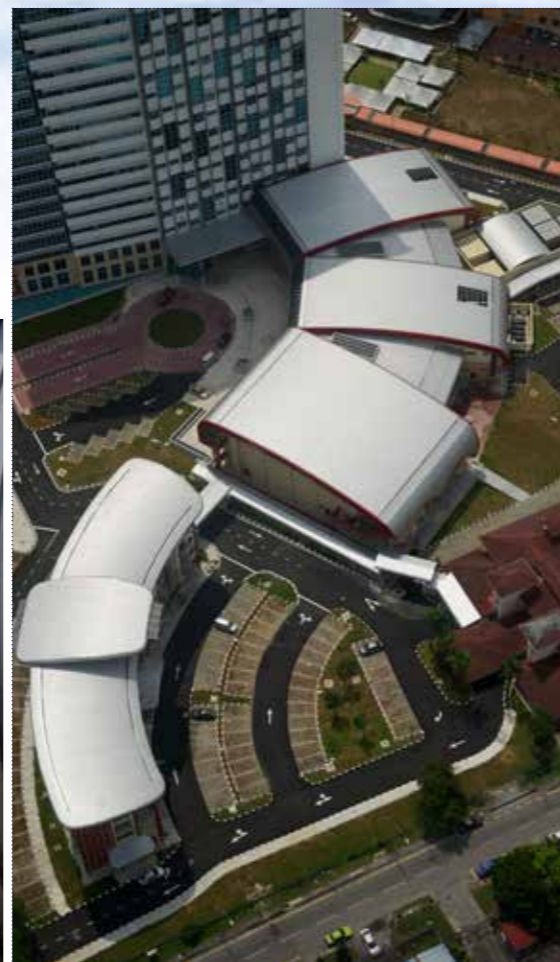
- ត្រូវបានចនាឡើងដើម្បីឲ្យមានការសន្សំចំណាយ និងអាចប្រើប្រាស់បាននៅក្នុងលក្ខខណ្ឌច្រើន
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- អាចសម្រេចបាននូវកម្រិតអ៊ីសូឡង់សំឡេងជាក់លាក់ និង កម្រិតស្រូបយកសំឡេង ដើម្បីទទួលបាននូវតម្រូវការ STC ដែលចាំបាច់
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152 exhibitors attend BMAM & CBR Expo 2016

The BMAM & GBR Expo Asia 2016, a mega international exhibition and conference on facility management, green building and retrofits brought 152 Thai and international exhibiting companies to show off their latest products and innovative technologies within the construction and manufacturing industries in Thailand.

Hosted at the IMPACT Exhibition and Convention Center's Hall 6 at Bangkok's Muang Thong Thani from 21-23 September 2016 by IMPACT Exhibition Management Co., Ltd, the show was a dual event under the umbrella event called Asian Construction Week 2016 held with various construction-related events throughout Thailand for the Asia market.

The 3-day expo attracted over 7,169 industry experts, traders and government officials in Thailand, Asia and Europe, resulting in many business negotiations for both private and public

sectors.

Behind the show's great success was the smooth combination of two hallmark annual events; BMAM Expo Asia 2016, the 9th international exhibition and conference on building maintenance and facility management; and GBR Expo Asia 2016, the 6th international exhibition and conference on green building construction and retrofits.

"The success of this year's event came not only from the two events itself but also their big umbrella show, Asian Construction Week 2016, which created a 3-in-1 mega expo and a one-stop shop for the most advanced building and construction equipment, machinery and technologies," said Ms. Pornphan Bulner, Director of IMPACT Exhibition Organizer, IMPACT Exhibition Management Co., Ltd.

"BMAM & GBR Expo Asia 2016 is a specialised international exhibition

and conference that can truly serve the needs of entrepreneurs directly, plus providing tremendous benefits to trade visitors and the general public who are interested in facility management, building maintenance and green building while enhancing the image of Thailand to become the hub of MICE in the ASEAN Economic Community (AEC) and Asia," she said, adding that, "In addition, BMAM & GBR Expo Asia 2016 visitors and exhibitors' satisfaction also saw local and international entrepreneurs reserve exhibiting spaces for next year's event."

With exceptional support from the many associations, government ministries, companies and visitors relevant to the building industry, BMAM & GBR Expo Asia 2016 seems ready to become one of the region's leading industry exhibitions in the future ■



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Company Overview

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- Founded : 16th, Sep., 2015 | Capital : \$1,000,000
- Representative : Kiyonori Yabusame | Number of Employees : 65 person



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3RD CCA EXPO HOSTED IN DECEMBER

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41ST ACF Council Meeting
3rd June 2016
InterContinental Hotel, Bangkok, Thailand

MYANMAR TO HOST 42ND ACF SUMMIT

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39th IFAWPCA Midterm Executive Board Meeting

KOREA TO HOST 43RD IFAWPCA CONVENTION

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3RD CCA BUILDING EXPO TO BE HOSTED ON 1-3 DECEMBER

The 3rd Cambodia Construction Industry Expo 2016, which will showcase dozens of leading global and local building and property brands, is scheduled to be hosted on 1-3 December, 2016 at Phnom Penh's Diamond Island Exhibition and Convention Center, Cambodia.

Organised 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 show is open to the general public with free entry. 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.

Two significant events are also organised attached to the show which will provide significant benefits to the attendees. The Cambodia Constructors Association will host its 5th summit on the first day of the show that will bring together hundreds of senior representatives from the local and internal construction industries. A special business networking party will be also organised on the evening of the second day that will connect the association's members to all exhibitors. Moreover, the British Chamber of Commerce (Britcham) has booked four booths and will attend the networking event

with their members in Cambodia to make full use of the benefits from the networking gathering.

Turnout is expected to be high thanks to the association's exceptional local and international connections. Organisers predict that this 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.

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. ■

Myanmar to host 42nd ACF Summit in November



The 41st ACF Summit in Bangkok in June 2016 where Myanmar was admitted as the 8th member.

After being admitted as the 8th member of the ASEAN Constructors Federation (ACF) earlier this year, Myanmar will chair the 42nd ACF Council Meeting in Yangon on 17-19 November 2016.

The Myanmar Construction Entrepreneurs Association (MCEA), which represents the building industry in Myanmar, is now preparing to chair the upcoming 42nd ACF Council in Yangon. The association's admission into the ASEAN constructors club was declared at the 41st council meeting in Bangkok, Thailand this June, the result of two years of protracted negotiation with the association.

According to the ACF Secretariat, the tentative schedule for the next 42nd ACF Meeting in Yangon will discuss various issues, projects and progress inside the association. The delegation will also meet with the Myanmar minister responsible for oversight of the construction industry to seek business opportunities in the building industry there.

Talks will also provide updates on some key projects from the 41st council meeting including the ACSTST Program, an effort to train construction workers in ASEAN to single standards; the Train the Trainer program which trains workers to a single standard that costs around USD15,000 per module; and the ACF Directory, which will list all the companies registered with each ACF member countries in ASEAN.

The ASEAN Constructors Federation was established on 30 May 1985 and has been holding two annual council member meetings a year for 31 consecutive years wherein council members discuss business matters arising in the ASEAN construction industry.

Its eight constructors associations representing the private construction-related companies in ASEAN are: Cambodia Constructors Association (CCA), Indonesian Constructors Association (ICA), Master Builders Association of Malaysia (MBAM), Philippine Constructors Association (PCA), Singapore Constructors Association Limited (SCAL), Thai Contractors Asso-

ciation (TCA), Vietnam Association of Construction Contractors (VACC) and Myanmar Construction Entrepreneurs Association (MCEA).

The MCEA was established in 1996 and became a civil society social association registered with the nation's Ministry of Home Affairs. Initially established with 150 members, it has grown to currently include 1,650 members.

Laos has also indicated its interest to join the ACF, but could only attend the 41st meeting as an observer. While the Thai Contractors Association (TCA) has been assigned to bring Laos into the federation, it is expected that this landlocked nation will become the ninth member following the expected establishment of its own national contractor association.

Brunei Darussalam's membership seems to need more time since it does not have a contractors association and has not yet expressed great interest in joining the federation. ■

KOREA TO HOST 43RD IFAWPCA CONVENTION



Delegates from the 18 IFAWPCA member countries took a group picture after the end of 39th Executive Board Mid-term Meeting hosted in Kathmandu, Nepal on 1st September, 2016.



The 43rd convention of the International Federation of Asian and Western Pacific Contractors' Associations (IFAWPCA) is scheduled to be hosted in Seoul, South Korea in 2017. The event is expected to attract over 1,500 building professionals from across the Asia-Pacific region.

At the organisation's 39th Executive Board Mid-term Meeting hosted in Kathmandu, Nepal on 1 September 2016, discussion among the 18 Asia-Pacific member countries were focused on preparations for the upcoming 43rd convention.

Speaking at the midterm meeting, the Contractors Association of Korea (CAK) presented its management plan for the upcoming convention to be hosted in the nation's capital from 30 May to 2 June, 2017. Approximately 700

delegates from across member countries, including at least 10 delegates from the Cambodia Constructors Association (CCA), will be attending. The CAK also expect at least 500 leading professionals from Korea's building industry to attend.

CAK has hosted the IFAWPCA twice to date and presented an interesting promotional video which is being shared with all the members so that respective countries can promote the hallmark event in their own sectors to encourage attendance and the convention.

The Midterm Meeting also endorsed the nomination of Mr. Desmond Hill, an executive member of the Singapore Contractors Association, Ltd (SCAL) to be the IFAWPCA Rapporteur for the 2016-2018 term.

Updates from the 39th Executive Board Midterm Meeting

A number of issues were discussed and decided during the September talks. Those outcomes are;

- PNGCA hasn't completed its application forms, while the membership fee remains unpaid.
- Vietnam hasn't submitted its formal membership application form while the Vietnam Association of Construction Contractors (VACC) council has not made a final decision to join IFAWPCA.
- For Bhutan, the Bhutan Construction Government Board met with the IFAWPCA Secretariat in Manila but hasn't yet applied to be a member.
- The Federation of Contractors' Associations of Nepal (FCAN) sent an invitation letter to the Macau Construc-

tion Association to attend the 39th Mid-term board meeting, but they did not attend.

- Myanmar hasn't yet applied to be a member. SCAL has been appointed to work with Myanmar to bring it into the IFAWPCA.
- IFAWPCA Video and Website: The IFAWPCA Secretariat has designed a 9-minute promotional video with 30 seconds for each member. The video will be ready before the Seoul, Convention. The IFAWPCA Secretariat will finalise the video content with all members.
- The IFAWPCA website is already operational and will be fully completed by the 43rd convention.
- The board also agreed to collate members' contact lists from each member country so that IFAWPCA

can share the newsletters, contents and information to each of the members' companies directly.

- Master Builders Australia (MBA) has drafted a business plan to increase benefits and profit for IFAWPCA and the plan was approved by the mid-term board members.
- Standing Committee Report**
- Regarding Construction Business Development, the board members have decided to set up a standard construction contract for IFAWPCA members to deal with the Asian Development Bank (ADB) and the World Bank which are the major donors for projects in Asia Pacific.
 - The committee decided that conditions of the contract shall be justified by each member country with ADB and World Bank. ■

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Cambodia Constructors Association

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Ministry of Land Management Urban Planning and Construction



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Ministry of Labour and Vocational Training



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International Federation of Asian and Western Pacific Contractors' Associations



Asean Constructors Federation

CAMBODIA EXPO2016

CONSTRUCTION SUMMIT &

5th CAMBODIA CONSTRUCTORS ASSOCIATION SUMMIT & CONSTRUCTION INDUSTRY EXPO

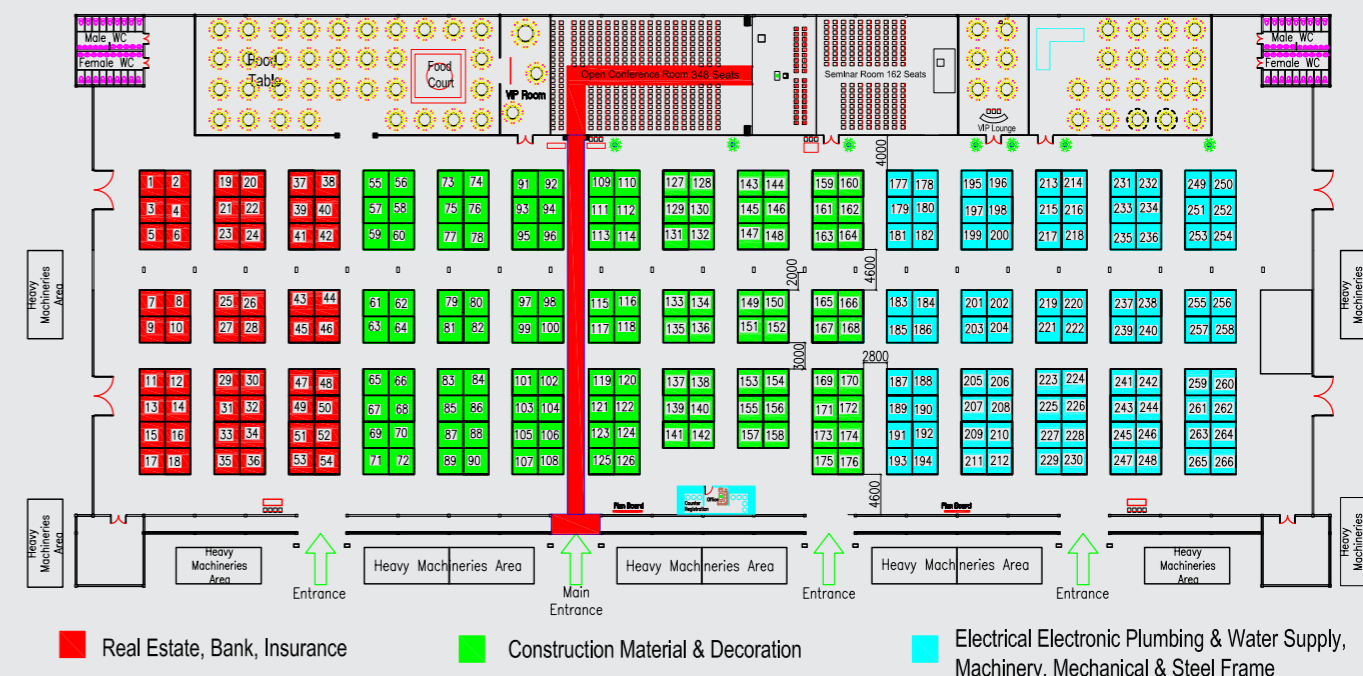
01-03 December 2016, Phnom Penh, Cambodia
BIGGEST CONSTRUCTION INDUSTRY EXHIBITION

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 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
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The Venue:

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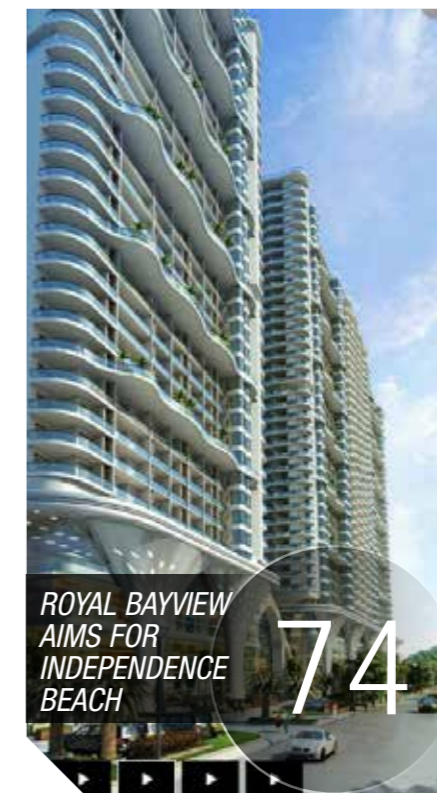
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Thai – Japan Real Estate JV Finalised

In another example of Japanese investment in the Southeast Asian real estate sector, a new joint venture between Thai property developer Ananda Development and Japanese real estate developer Mitsui Fudosan is expected to be finalised in November.

The two companies have been involved in a joint venture since 2013 on 12 investments including a number of condo projects. Nine are already in

operation with the others being completed.

Their new joint venture focuses on developing five condo projects, all located near skytrain stations in central Bangkok and is estimated to be worth approximately USD433.5 million.

Mitsui Fudosan has also expressed interest in investing in Thailand's logistic and warehouse development real estate sector.



Japan's rail operator to diversify to SE Asian real estate

Japan's state owned bullet train operator is aiming to invest around USD4 billion in residential and office properties in Southeast Asia in order to reduce its dependence on the Japanese economy.

Kyushu Railway Co. will raise the funds to invest in Southeast Asian property for the first time through an Initial Public Offering (IPO). Though responsible for operating Japan's world famous railway, Kyushu is no stranger to the sector as it makes the majority of its profit

through property and stations.

In addition to real estate, the company also operates restaurants in Shanghai and Tokyo. JR Central, the nation's busiest bullet train operator, also has a restaurant in London.



Marina Bay land set for record price

The first piece of land to be sold in Singapore's prestigious Marina Bay for nine years is expected to fetch a record price at auction.

Bidders are competing to buy the property in one of the world's most sought-after areas until the auction closes on 8 November.

The 1.1 hectare plot of land could sell for as much as USD1.3 billion (or over USD100,000 per square foot) according to agents Cushman & Wakefield, which would be the most expensive property transaction since the Asia Square Tower I sold in 2007.

Observers expect aggressive bidding from both the Middle East and China and a reserve bid of USD1.1 billion has already been placed on the property from an unidentified buyer.



Asian outbound investment reaching new heights

Asian outbound investment in global commercial real estate is set to break records in 2016.

Research by CBRE Group shows that Asian investment in this sector reached almost USD27 billion in the first six months of 2016. 60 percent of this total came from Chinese investors and 52 percent was invested in U.S.-based assets.

This overall trend reflects a remarkable shift in focus since 2009 with outbound investment increasing 10-fold since. In 2009, Asian outbound property investment totalled only USD4.9 billion and 80 percent of Asian capital outlay on real estate was invested domestically.

By 2015, these figures had reached USD47 billion with only 47 percent invested domestically.

As Asian economies flourish, this trend is expected to continue.



Vietnam's real estate a magnet for Japanese investors

Vietnam's real estate market continues to attract large scale investment from Japanese firms with a new USD1 billion investment announced in September.

A joint venture between Japan's Kajima and Hanoi-based Indochina Capital will see investment into 50 potential projects over 10 years which will include serviced apartments,

hotels and office buildings.

Four are expected to start within 15 months and the venture will initially focus on residential projects in Hanoi, Danang and Ho Chi Minh City.

Kajima joins other Japanese firms Creed Group, Tokyu, Hankyu Realty, Nishi-Nippon Railroad, and Sanyo Homes who have all invested in Vietnam's booming real estate sector.



Vietnam's real estate sector booming

Vietnam's real estate sector continues to go from strength to strength with USD1 billion in foreign direct investments (FDI) in real estate in Q3 2016, according to the Ministry of Planning and Investment's Overseas Investment Agency.

A total of 34 new property projects were realised in this period, with real estate representing 6.1 percent of the total FDI by the end of Q3.

According to Savills Vietnam, industrial zones

were also strong performers with an increase of 5 percent in total leasable area compared to 2015 to 28,500 hectares. In the period up to the end of Q3 2016, six new industrial zones covering 700 hectares were opened across Vietnam.



Chip Mong sign Hyatt Deal

The Chip Mong Group has entered into a management agreement with the Hyatt Hotel & Resort to build and operate a five-star Hyatt Regency hotel in the centre of Phnom Penh, according to a press release from the hotel group.

Hyatt Hotels Corporation announced that a 250-room hotel would be built “across from many of the city’s most popular tourist attractions, including the National Museum

and the Royal Palace,” and would be completed by 2020.

“As Phnom Penh continues to become known as a destination for art, culture, tourism and business, we are confident that the globally recognized Hyatt Regency brand will resonate with business and leisure travelers visiting the country,” said David Udell, group president of Hyatt’s Asia Pacific operations.



Smart borey on the horizon

A new borey planned for development along the freshly-constructed Hun Sen road is intended to be the first ‘smart’ community in the capital.

Designed by Singapore’s Ong and Ong Architects, Borey Woodland is a joint venture partnership between

Cambodian developers Furi Real Estate and Naki Group and will feature smart lifestyle technology such as electronic controlled doors and a personalised telephone for 24/7 delivery service. In keeping with recent trends, residents at Woodland will also enjoy a significant



Developer puts The Bay on hold

The developer behind the award-winning USD500 million The Bay condominium on Chruoy Changva has announced that is putting the residential part of the project on hold.

TEHO International Co Ltd, the Singaporean parent company of The Bay’s developer and marketing firm, announced in September that the decision to suspend residential construction was due to its concern that there were too many condominium units coming onto the market in Phnom Penh.

Some in the construction and real estate sectors interpreted the announcement by this flagship development as the first sign of an industry contraction.

The company said it would work with its local joint venture partner to assess the market changes and “reposition the development project”. All the investors who purchased units in the first phase have reportedly received their deposits back.

percentage of green space.

99 villas with prices ranging from USD190,000 to USD400,000 will be available in phase 1 of the project which will reportedly break ground in October 2016.

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THE PENTHOUSE FOUNDATION WORKS COMPLETE



After breaking ground in March this year, foundation works on the 5-star condominium The Penthouse Residence are complete with basement and structural works to follow.

Located in the heart of Phnom Penh's fast-growing riverside commune along Sothearos Boulevard in front of Sofitel Phokeethra Hotel and Aeon Mall, the Penthouse is built to international standards and with the latest, innovative building technologies and materials. These ensure quality, beauty and the guaranteed delivery of a comfortable lifestyle.

Unlike other developments that don't usually reveal the details of construction and materials, this USD110-million project is purposely transparent to gain customers' confidence.

According to the developer The Penthouse Residence Co., Ltd, this 36-storey project's architectural plan is designed by HOKO Design and Build

Co., Ltd under a very detail study done by architects from Cambodia, France, Canada and United States with the interior designed by Italy-based Sangiorgio. Follow the building code, Concrete Standard (ACI), the building will utilise a reinforced concrete frame for its structure while the walls will be installed using reinforced concrete, masonry bricks and light weight blocks or glass to minimise the load on the building.

Residents of its 458 units will enjoy the comfort of living with generous ceiling heights from 2.6m to 2.8m and the ceilings will feature plasterboard with skim coat and emulsion paint. While windows are equipped with powder-coated aluminium frames, a variety of high quality materials are used for the doors. For the main entrance, solid timber and medium density fibreboard doors will be installed. Hollow core timber doors are designed for the bedrooms and bathrooms. The balcony door and other

doors will be applied with powder-coated aluminium frame glass sliding and/or swing.

Flooring is among the major elements in the residence the developer has prioritised. Separated flooring tiles are fitted in various locations around the residence. For the entrance foyer, living, dining, internal corridor and utility areas, homogeneous tiles with skirting will be applied. The kitchen is designed with homogeneous tiles while the homogeneous tiles and/or ceramic tiles with a waterproofing system are for the bathrooms and the balconies. Ceramic tiles (wooden style) will be specifically designed for the bedroom.

For the wall finishes, plaster and/or skim coat emulsion paint will be applied in the foyer, living and dining rooms, all bedrooms, internal corridors, and utility and storage areas in the unit. As homogeneous tiles will be designed for all the (full height) bathrooms, homogeneous or ceramic tiles will also be applied to the kitchen walls between the counter

tops and upper cabinets.

Wall-mounted air-conditioning units are installed in each unit. For the sanitary fitting, there will be 1 bathtub, 1 shower mixer with hand shower, 1 vanity counter with mirror, 1 water closet, 1 towel rail and/or robe hooks for the master bathroom (follow unit type). The common bathroom (for all bathroom) will be equipped with 1 shower mixer with hand shower, 1 vanity counter with mirror, 1 water closet, 1 towel rail and or robe hooks.

Besides, there are also additional features. The kitchen cabinet is integrated with hob and hood in which the electrical hot water storage heater with cold and hot water piping connect to the shower and wash basin (for the bathroom only).

To ensure the highest construction standards, lavish decoration and comfort for long-lasting value, The Penthouse Residence has partnered with many well-recognised construction suppliers.

According to Real Estate.com, the bathroom equipment will be supplied by world class brands such as Grohe and Hafele from Germany, Cotto from Thailand, ToTo from Japan as well as American Standard, which will all provide nothing but the very best functional and long-lasting products. These high standard fittings help ensure the project's safety and builds trust among customers, now and in the future. In August 2016, the developer also partnered with CPAC by SCG Thailand to apply CPAC's high quality materials to the project.

With the swift construction work, it is expected that this project will be finished before the end of 2018 within its deadline. The properties offer four unit types, i.e. 242 Comfort (Studio) units with price ranking from \$63,000; 92 Suite (2-3 bedrooms) units with price starting from \$122,140; 94 Embassy (2-3 bedrooms) units with price from \$253,380; and 14 President (3 bedrooms) units with price from \$420,215. Containing 16 units, Richmond (Pent-

house) (4 bedrooms) unit is the most expensive residence with price from \$504,510.

Over 50 percent of the units have already been sold with the expectation that over 70 percent will be sold by the end of this year, explained Mr. Suos Imsouchiv, assistant project director of The Penthouse Residence.

"The Penthouse has been one of the best-selling condominium projects in Phnom Penh so far due to its prime location, best quality, and reasonable price," he told Real Estate.com, adding that, "The Penthouse Residence will offer both great quality and value in the real estate market. At the moment, we are also offering a 5 percent discount and an iPhone 6s for those who decide to book our condominium unit today with facilities such as the first revolving restaurant on rooftop, 9 level of parking space and Guaranteed Returns of Renting (GRR) will also be offered at 6 percent per year or 18 percent for first 3 years." ■



ការសាងសង់ គ្រឹះរូបស័ក គម្រោង The Penthouse បានបញ្ចប់

បើយោងតាមក្រុមហ៊ុនអភិវឌ្ឍ The Penthouse Residence Co., Ltd. ប្លង់ស្ថាបត្យកម្មរបស់គម្រោងកម្ពស់ ៣៦ជាន់នេះ ត្រូវបានរចនាឡើងដោយក្រុមហ៊ុន HOKO Design and Build Co., Ltd. ក្រោមការសិក្សាយ៉ាងលម្អិតរបស់ស្ថាបត្យករជនជាតិខ្មែរ បារាំង កាណាដា និងអាមេរិក ចំណែករចនាផ្នែកខាងក្នុងធ្វើឡើងដោយក្រុមហ៊ុន Sangiorgio ដែលមានមូលដ្ឋាននៅប្រទេសអ៊ីតាលី។ ដោយអនុលោមតាមកូដអគារនៃស្តង់ដារបេតុងរបស់វិទ្យាស្ថានបេតុងរបស់អាមេរិក (ACI) អគារនេះ នឹងប្រើប្រាស់ខ្នាតបេតុងដ៏រឹងមាំសម្រាប់រចនាសម្ព័ន្ធគ្រឿងបង្ហូរអគារ ខណៈដែលជញ្ជាំង និងត្រូវបានតម្លើងផ្សំគ្នាដោយបេតុងអារម៉េតដូបាយអ និងឥដ្ឋស្រាល ឬកញ្ចក់ ដើម្បីកាត់បន្ថយបន្ទុកទម្ងន់លើអគារ។

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skirting) និងជាប្រភេទឥដ្ឋកាវ៉ូសេរ៉ាមិច ជាមួយប្រព័ន្ធការពារជម្រាបទឹកសម្រាប់បន្ទប់ទឹក។ ដោយឡែកកម្រាលឥដ្ឋសេរ៉ាមិចដែលមានផ្ទៃបែកកម្រាលឈើ ត្រូវបានរចនាឡើងជាពិសេសសម្រាប់បន្ទប់គេង។

ចំពោះជញ្ជាំងនិងលំអបញ្ចប់ដោយថ្នាំលាបដែលមានស្រទាប់ថ្នាំ Skim coat emulsion ការពារបាននូវការកាន់ស្តែស្តាយប្រឡាក់ងាយសម្អាត និងមិនប៉ះពាល់ដល់ខុសភាពទាំងជញ្ជាំងនៅច្រកចូល បន្ទប់ទទួលភ្ញៀវ បន្ទប់បរិភោគអាហារ បន្ទប់គេងទាំងអស់ ច្រកផ្លូវដើរខាងក្នុង និងកន្លែងទុកដាក់សម្ភារនៃបន្ទប់ខុនដូ។ ដោយសារថាឥដ្ឋកាវ៉ូ (homogeneous tiles) នឹងត្រូវបានប្រើប្រាស់សម្រាប់ពេញផ្ទៃបន្ទប់ទឹកទាំងអស់ ដូចនេះ ឥដ្ឋកាវ៉ូប្រភេទនេះ នឹងឥដ្ឋកាវ៉ូសេរ៉ាមិចនឹងត្រូវបានប្រើសម្រាប់ជញ្ជាំងផ្ទះបាយ និងតុរៀបម្ហូបអាហារ និងទូចង្កាន់ខាងលើផងដែរ។

ម៉ាស៊ីនត្រជាក់ដែលបំពាក់ជាប់ជញ្ជាំងនឹងត្រូវដំឡើងនៅក្នុងបន្ទប់ខុនដូនីមួយៗ។ សម្រាប់បរិក្ខារបន្ទប់ទឹក នឹងបំពាក់នូវអាងងូតទឹកមួយឈុត ក្បាលផ្កាយឈុតទឹកជាមួយដងកាន់ដៃមួយឈុត និងឡាវ៉ាបូលាងដៃមួយឈុត តុដាក់សម្ភារសំអាងជាមួយនិងកញ្ចក់ឆ្លុះមួយឈុត បានបង្កនូវមួយឈុត ទម្រង់ដាក់កន្សែង ឬទ្រព័កអារសម្រាប់បន្ទប់ទឹកមេ (អាស្រ័យទៅតាមប្រភេទបន្ទប់ខុនដូនីមួយៗ)។

ក្រៅពីនេះ មានលក្ខណៈពិសេសបន្ថែមទៀត ដូចជាទម្លាក់បាយត្រូវបានរួមបញ្ចូលគ្នាទៅនឹងបំពង់ និងគម្របម៉ាស៊ីនកំដៅទឹកអគ្គិសនី។

ដើម្បីធានាបាននូវ ស្តង់ដារសាងសង់

កម្រិតខ្ពស់ការតុបតែងប្រកបដោយគុណតម្លៃ និង ជាសុខភាពសម្រាប់ប្រើប្រាស់យូរអង្វែង The Penthouse Residence បានសហការជាមួយក្រុមហ៊ុនផ្គត់ផ្គង់សម្ភារដែលមានការកេរ្តិ៍ឈ្មោះល្បីៗជាច្រើន។

បើយោងតាមគេហទំព័រ RealEstate.com សម្ភារបន្ទប់ទឹក នឹងត្រូវបានផ្គត់ផ្គង់ដោយក្រុមហ៊ុនម៉ាកល្បីលំដាប់ពិភពលោក ដូចជាក្រុមហ៊ុន Grohe និង Hafele មកពីប្រទេសអាល្លឺម៉ង់ ក្រុមហ៊ុន Cotto មកពីប្រទេសថៃ និង TOTO មកពីប្រទេសជប៉ុន ព្រមទាំង American Standards ដែលនឹងផ្តល់នូវផលិតផល ដែលបំពេញមុខងារបានយ៉ាងល្អឥតខ្ចោះនិងប្រើប្រាស់បានរយៈពេលយូរ។ សម្ភារនិងបរិក្ខារណាទាំងនេះ នឹងជួយធានានូវសុវត្ថិភាពរបស់គម្រោង និងបង្កើនទំនុកចិត្តក្នុងចំណោមអតិថិជន ទាំងពេលបច្ចុប្បន្ន និងពេលអនាគត។ នៅខែសីហាឆ្នាំ ២០១៦ ក្រុមហ៊ុនអភិវឌ្ឍនេះ បានសហការជាមួយក្រុមហ៊ុន CPAC ជាសាខាធំរបស់ក្រុមហ៊ុន SCG Thailand ដើម្បីប្រើប្រាស់វត្ថុធាតុដើមដែលមានគុណភាពខ្ពស់របស់ CPAC នៅក្នុងគម្រោងនេះ។

ជាមួយការងារសាងសង់ដំណើរគម្រោងនេះត្រូវបានគេរំពឹងទុកថានឹងត្រូវបញ្ចប់មុនដំណាច់ឆ្នាំ ២០១៨ ទៅតាមកាលកំណត់របស់ខ្លួន។ អចលនទ្រព្យនេះផ្តល់ជូននូវបន្ទប់ខុនដូប្រភេទ ដូចជា បន្ទប់ (Studio) ចំនួន ២៤២ យូនីត មានតម្លៃចាប់ពី ៣.០០០ ដុល្លារក្នុងមួយយូនីត បន្ទប់ (Suite) ប្រភេទ (បន្ទប់គេង ២-៣) ចំនួន ៩២ យូនីត មានតម្លៃចាប់ពី ១២២.១៤០ ដុល្លារ បន្ទប់ប្រភេទ Embassy

(បន្ទប់គេង ២-៣) មាន ៩៤ យូនីត មានតម្លៃចាប់ពី ២៥៣.៣៨០ ដុល្លារ និងបន្ទប់ប្រភេទ President (បន្ទប់គេង៣) មាន ១៤ យូនីត តម្លៃចាប់ពី ៤២០.២១៥ ដុល្លារ ។ ចុងក្រោយគឺបន្ទប់ប្រភេទ Richmond Penthouse (បន្ទប់គេង៤) មានចំនួន ១៦ យូនីត និងតម្លៃចាប់ពី ៥០៤.៥១០ ដុល្លារ។

លោក សួស អ៊ឹមស៊ីជីវី ជំនួយការនាយកគម្រោង The Penthouse Residence បានឲ្យដឹងថា ជាង ៥០ ភាគរយនៃបន្ទប់ខុនដូត្រូវបានលក់អស់ហើយ រហូតមកដល់ពេលនេះ ជាមួយនឹងការរំពឹងទុកថា ជាង ៧០ ភាគរយនឹងត្រូវបានលក់ចេញអស់នៅចុងឆ្នាំនេះ។

លោកបានបញ្ជាក់ផងដែរថា "គម្រោង The Penthouse Residence គឺជាគម្រោងខុនដូមួយក្នុងចំណោមគម្រោងខុនដូ ដែលលក់ដាច់ជាងគេបំផុតនៅទីក្រុងភ្នំពេញក្នុងរយៈពេលកន្លងមក មកដល់ពេលនេះ ដោយសារតែទីតាំងដ៏ល្អរបស់គម្រោង គុណភាពដែលល្អបំផុត និងតម្លៃសមរម្យ។ លោកបានបន្ថែមថា The Penthouse Residence នឹងផ្តល់ជូនទាំងគុណភាព និងតម្លៃដ៏ល្អបំផុតនៅក្នុងទីផ្សារអចលនទ្រព្យ ដែលមានអាហារដ្ឋានដ៏ប្រណីតនៅជាន់ដំបូលអគារ និងចំណាត់ថ្នាក់នៃបន្ទប់ខុនដូនេះ ក្រុមហ៊ុនមានការលក់បញ្ចុះតម្លៃ ៥ ភាគរយ និងផ្តល់ជូនទូរស័ព្ទដៃ iPhone 6s មួយគ្រឿងសម្រាប់អតិថិជន ដែលសម្រេចចិត្តកក់បន្ទប់ខុនដូរបស់ក្រុមហ៊ុននៅថ្ងៃនេះ។ ជាមួយនិងការធានាជួលត្រឡប់វិញ (GRR) ក្នុងអត្រា ៦ ភាគរយក្នុងមួយឆ្នាំ ឬក៏ ១៨ ភាគរយក្នុងរយៈពេលបីឆ្នាំ"។

បន្ទាប់ពីសម្ពោធថ្វីការដ្ឋានសាងសង់ក្នុងខែមីនាឆ្នាំនេះ ការសាងសង់គ្រឹះរបស់អគារខុនដូលំដាប់ផ្កាយ៥ The Penthouse Residence ត្រូវបានបញ្ចប់ហើយកំពុងបន្តលើការសាងសង់ជាន់ក្រោមដីនិងរចនាសម្ព័ន្ធគ្រឿងបង្ហូររបស់អគារ។ មានទីតាំងស្ថិតនៅក្នុងតំបន់ដងទន្លេ ដែលមានការរីកចម្រើនដ៏លឿនរបស់វិស័យនៃរាជធានីភ្នំពេញដោយស្ថិតនៅតាមបណ្តោយមហាវិថីសុផារស ទល់មុខសណ្ឋាគារ Sofitel Phokeethra និងផ្សារទំនើបអ៊ីអន។ The Penthouse ត្រូវបានសាងសង់ឡើងទៅតាមស្តង់ដារអន្តរជាតិ ជាមួយសម្ភារ និងបច្ចេកវិទ្យា

សាងសង់ដែលប្រកបដោយភាពច្នៃប្រឌិត និងទំនើបៗបំផុត។ ចំណុចទាំងនេះគឺដើម្បីធានានូវគុណភាព សោភ័ណភាព និងការផ្តល់ជូននូវបែបបទរស់នៅដែលប្រកបដោយជាសុខភាពដល់អតិថិជន។ ផ្ទុយពីគម្រោងអភិវឌ្ឍផ្សេងៗ ដែលមិនបង្ហាញនូវព័ត៌មានលម្អិតស្តីពីការសាងសង់ និងសម្ភារដែលប្រើប្រាស់ គម្រោងអភិវឌ្ឍន៍ដែលមានតម្លៃ ១១០លានដុល្លារនេះ មានគោលបំណងបង្ហាញពីគុណភាពនៃព័ត៌មានពាក់ព័ន្ធនឹងសំណង់ ដើម្បីទទួលបាននូវទំនុកចិត្តពីអតិថិជន។

Royal Bayview aims for Independence Beach



While many new property developments have crowded Phnom Penh and its vicinity, Royal Bayview has distinguished itself from the crowd by developing only at one of Sihanoukville's premier beach locations, specifically designed for residents who love coastal scenery and fresh sea air.

Located at Independence Beach, which is one of the best natural beaches in Sihanoukville, the project is to be built on a 160,000 square metre plot which is just 100 metres away from the beach.

The luxury resort development will feature three condominium towers (Towers A, B and C) reaching up to 36 floors and offering various properties types designed for fine international

lifestyles. Speaking at the project's media briefing on 28 September in Phnom Penh, the developer's Marketing Director Mr. Ma Zeng Wei said the ground floor and the first two floors will be dedicated to commercial space and a casino. The 3rd floor will be for a botanic garden, leaving the 4th to 36th floors to accommodate 1,344 condo units. The 37th floor will house the sky garden.

With a total investment of USD250 million, Royal Bayview is being developed and constructed by Hong Lien Development and Construction Co., Ltd, a subsidiary of Hong Lien Group, one of the leading property developers in China's Shenzhen province with over 20 years of experience in developing many major property developments in China. Royal Bayview is its 2nd devel-

opment in Cambodia following the launch of the Skyline Condo in Phnom Penh this year.

Each unit is designed to international luxury residential standards and is to be equipped with a smart internet Wi-Fi system, CCTV cameras, key card elevators and an automatic car parking system to make life more comfortable.

Construction will start primarily on Tower A in early 2017 and is scheduled to finish by mid-2018 with units delivered to clients in 2019. Construction for the buildings B and C will start together later on.

Royal Bayview offers an incentivised payment scheme to gain customers' trust. Customers can settle the instalments payment gradually along with the progress of construction.

28 September 2016



Hong Lien Development and Construction Co., Ltd, Marketing Director Mr Ma Zeng Wei (left) announces the project at a press conference in September.

With just a USD2,000 deposit for booking, customers just pay 10 percent of the total value upon signing the purchasing agreement. After construction kicks off, another 10 percent payment is required. Upon completion of the commercial floors, customers can deposit another 10 percent and from the 4th to 36th floors, buyers can deposit another 20 percent which is divided into four payment phases. Once the interior design and decoration is ready, another 20 percent is required divided again into four payment steps. Buyers can pay the remaining 30 percent upon receiving the unit key from the developer.

According to Mr. Ma Zeng Wei, Royal Bayview will stretch 241 metres along the beach inside the 1,000 metre long botanic green belt project along Independence Beach built in collaboration between Hong Lien Group and the government. Once completed, Independence Beach will become one of the major tourist destinations in Sihanoukville.

"Although the property market is not booming greatly like previous years, we are still confident with our project as we have observed that there are few condominium developments



in Sihanoukville, and our project is based at Independence Beach which is a great location," he said. "We admit that many projects have been launched on to the market, but none of them are at a great location like ours."

As sales of the units will go online at the project's grand opening event this November at an average price of USD2,000 per square metre, the developer is opening this opportunity to any real estate agencies interested in being a sales partner.

The developer also leases back the units from clients for the first three years with a guaranteed 8 percent rental yield per year with the possibility to renew the rental contract with the market rate.

Property Features

- Air conditioning
- Bath
- Broadband
- Built-ins
- Lift
- Modern bathroom
- Modern kitchen
- BBQ
- Balcony
- Entertainment area
- Garden
- Gym
- Sauna
- Secure parking
- Shower facilities
- Storage area
- Swimming/Lap pool
- Safe
- Swipe card
- Close to parks
- Close to schools
- Close to shops
- Close to transport
- Natural property
- Resort property

Market Opportunities & Potential: Luxury Retail Market in Cambodia

Retailers are pursuing new growth opportunities; they are eyeing countries new to modern retailing and customer segments hungry for specialty products, with a reasonable level of local demand.

The luxury retail market in Cambodia is relatively new. Despite its small size, the country has seen a rise in the premium segments

and become the new playground for big name retailers. Wealthy consumers dominate luxury consumption and they are able and willing to pay a premium for quality and consider discretionary goods and not just basic necessities.

Increasing brand awareness and the growing purchasing power of high net worth consumers are

fuelling further growth. In recent years, local Cambodians have developed a taste for high-end skin care, expensive luggage, fine wine and watch & time-pieces. Several high street brands have already gained a foothold in the Phnom Penh market. Fashion retailers, encompassing the luxury, mid-range and specialist clothing brands, have

dominated the list of retailers' intent on expanding into Phnom Penh.

"Cambodia is a developing country. People have the desire to own everything new and they find high-quality products attractive," said Chan Mlop Sokha, from Sokha Law Office.

As more Cambodians become able to acquire global tastes, a new generation of luxury customers has emerged; they are always open-minded to new brands from all around the world. As a result, more international brands are expected to enter the retail market to take advantage of the growing purchasing power of consumers.

Luxury international retail does not necessarily require deep pockets in order to enter this market - they're attracted by not only the high exposure of consumers, but also relatively low rents compared to more established retail markets in the region. This indicates that 'an early move can be a smart choice'.

However, Cambodia remains relatively unsaturated with overseas brands compared with other regional markets. Not so long ago, the lack of big brands, and the absence of up-market places made it hard for these luxury brands to set up shop. On the other hand, most retail facilities in Phnom Penh are unsuitable for the luxury retail businesses.

The lack of quality real estate is the biggest obstacle for luxury retailers, which were previously housed almost exclusively in five-star hotels inside their luxurious, contemporary and inviting atmospheres in order to correspond to the status of these brands. A very good example is Vertu, the high-end telephone brand which has an

exclusive dealership located in the Sofitel Phokeethra Hotel in Phnom Penh.

Formal spaces catering to this segment of 'affluent' prospects have grown in recent years. To capture the opportunity, Phnom Penh is actively expanding high-end retail spaces to house luxury brands. It is important for existing and planned shopping mall developers to offer a variety of new experiences for customers. New commercial buildings are sprouting up to house incoming brands, although luxury retailing in Cambodia is just a tiny fraction of what it could be in future. Retail space is due for an exciting time.

However, total future supply is changeable, largely due to excessive supply in the pipeline. Currently, demand from most luxury retail brands is concentrated in a high-profile development - Vattanac Capital Mall; an exclusive mall devoted to branded merchandise. Being developed by local leading developers Vattanac Properties, many of the country's luxury retailers are concentrated in this high-end mall including Brioni, Hugo Boss, Longchamp, Salvatore Ferragamo and other luxury stand-alone brand stores.

Many international brands tend to partner with local franchises as these luxury brands command only a tiny share of the market. When consumption rates become higher, a corporate model can be adapted accordingly where the luxury retailer can retain greater control over brand and operations.

To date, there are no official statistics to truly help us measure retail growth, so we can only ever estimate how the competition is performing. For luxury retailers who are hesitant to

make the huge financial commitment to come in with a whole store, they can test the market by setting up 'shop-in-shop' concepts in multiple brand stores with a variety of labels under one roof.

"Brand name products have good qualities. That's why all these products are more expensive compare to the non-branded products," said Veasna Sea, Sales Lead at Phnom Penh City Center.

In the long run, sophisticated shoppers are expecting a wide range of brands, and for the stores of each brand to offer the most up-to-date choice of products. The luxury market brands should also be aware of the tendency for the rich to travel to other major shopping destinations such as Hong Kong and Singapore for a better range of cheap luxury goods. So, each of their strategies to expand the market is always planned carefully. Consumers who visit these specialist stores tend to be interested in making a comparison between the luxury brand offerings prior to their purchase.

The Cambodian market is expected to see relatively strong retail value sales growth over the forecast period. The underlying trend is positive, with more brands now entering the Cambodian market and gradually raising their standards for quality and service. Nonetheless, retailers should conduct extensive research to study consumers' behavior and lifestyles first, to gain insights into that particular market group in order to provide the best possible product offerings that best meet the needs of the Cambodian market, before they roll out any physical stores ■

By Eric Wong Chon Lap

Investing in Branded Residences



By Eric Wong Chon Lap

Buyers all over the world are looking for interesting real estate opportunities. Over the years, the branded residence sector has continued to intrigue developers and real estate investors in Southeast Asia. Here in Cambodia, the market for branded residences is relatively small but expanding.

The number of hotel operators offering branded residences has been

gradually increasing over the last 10 years. Some of the established players have included Four Seasons, Starwood and Shangri-La. These brands are as known for their exquisitely finished privately-owned residences as their deluxe hotel rooms. The majority of these new branded residences form parts of developers' mixed-used developments.

In Bangkok, Ritz-Carlton Residences

at the recently completed MahaNakhon features 200 residences at the city's most prestigious address. In my opinion, I believe the market definitely sees strong potential for brands to perform well and continue to command significant residential price premiums in the upcoming years.

Branded residences are not hotel projects. It is a different offer from serviced apartments. Buying branded

residences provide buyers the security, an element of prestige and most importantly, a hassle-free holiday home, and buyers can expect hotel services to be offered with the high-end branded residential development. On the other hand, it provides investment benefits - the rental and management by the brand also gives buyers a key investment opportunity.

'Buyers are willing to pay more for branded residences because they're paying for the beautiful decorations and designs; it allows buyers to enjoy a comfortable hotel lifestyle at home,' said Chan Mlop Sokha, from Sokha Law Office in Phnom Penh.

Branded residences are units managed by well-known hotel chains. Most of them are developed within the hotel compound, which offers buyers the benefits of the use of hotel amenities and services. They provide access to the hotel services, like the business centre, concierge, F&B, fitness and spa, housekeeping etc. These additional values, plus the finishing guarantees a high product quality that meets the standards of the brand.

'Purchasers buy these branded residences to show off their status. Besides the option of buying for investment, they also buy for their own stay. Sometimes they don't care how much

it costs,' said Veasna Sea, Sales Lead for Phnom Penh City Center.

There are several rental systems in use for branded residences. For branded resort villas located in coastal areas, most developers adopt a leasehold structure, as foreigners are prohibited from owning freehold land in Southeast Asia. It should further be noted that choosing to purchase in top tourism destinations (such as Hua Hin, Phuket and Samui in Thailand, and new hot travel destinations such as Da Nang in Central Vietnam) could ensure a higher rate and occupancy for the property.

A rental pool system is a common



Aerial photo: Borey Phnom Penh Thmey and Orkede (under construction) in Toeuk Thla, Sen Sok.

practice for individual owners and operators in branded residences, where the income from all units is pooled and proportionally distributed between the individual owners and the operator. For individual owners, they have the option to live in the residence all year round, or by choice elect to enter the property into a rental pool agreement. In the scenario of branded residences, adopting a leasehold struc-

ture gives the particular branded hotel operator complete control over management, which is essential to keep up and operate the property to the required brand standards.

Many branded residences also offer a guaranteed yield for the initial years. Investors need to thoroughly understand what is being offered and look carefully at their investment purpose. The key deciding factors is whether

investors would like to purchase for investment, or their own use, the trust of the brand itself and location preference.

From the buyers side, they should be aware of the owner's allocated usage per year, and if there are any restrictions on use during the peak and high seasons etc. before making their decision to buy ■

Phnom Penh market flooded by smaller condo units

By Eric Wong Chon Lap

Traditionally, Cambodians prefer property at ground level. However, the increased security and lower maintenance costs of condominiums is causing their attitudes to shift.

The real estate market in Phnom Penh is going through a very big shift with significant focus on condominiums and serviced apartments, with fewer office buildings and hotels, and a limited number of retail centres being built.

Phnom Penh has seen a massive increase in the construction of condominium units but developers are struggling to find buyers. Poor condominium presales have led many developers to freeze or cancel new launches this year as the market slows. In particular, developers are now building too many one-bedroom units rather than the larger units. This huge influx of small dwellings can be a cause for concern. As a result, rents for one-bedroom condominiums in Phnom Penh may fall because of the current trend of over-supply.

As the economy expands, we expect that there could be growth in numbers of expatriate residents. In my opinion, developers should build condominiums within the maximum rental range that most middle-class Cambodians and expats can afford. Anything above that would prompt those with the financial means, to buy a home instead of rent.

Low-priced condominium units, that cost USD50,000 or less, have seen supply jump in the last few months. The majority of these are targeted at low-income buyers with a few speculators also purchasing units in this market segment. For buyers, the key deciding factors include the attractive financial packages with low down payments. Thus most of the projects have ended up offering the same products, with the majority being one-bedroom units as small as 24 to 40 square metres.

“One bedroom condominium units are good for the property market because they are affordable for small families to purchase and for their own stay. Normally, one bedroom units attract more interest from buyers because they are easy to rent out,” said Veasna Sea, Sales Lead at Phnom Penh City Center.

Chan Mlop Sokha from Sokha Law Office believes that middle-income families can afford condominiums around USD70,000 per unit, “because they can get a loan from the bank of around 50 to 70 percent of the unit price.”

At the higher-end of the condominium market, buyers are still looking for a reasonably large space, and two-bedroom units are the most popular, with growing demand for three-bedroom units. In many cases, buyers are prepared to pay higher prices for products

that meet their requirements in terms of quality and design.

Cambodians are buying for a mixture of reasons; for a residence, to rent out or for speculation. So if investors are looking to buy to generate rental income, I suggest that they should look into the low-rise residential property markets (single houses and townhouses); not only do the locals prefer to live in these rental properties but a large number of expatriates are also renting them. Given its lower volatility than the condominium sector, the low-rise residential market should continue to have steady growth, although the market growth in the low-rise segment is not as rapid or high as condominiums. In fact low-rise buyers represent the real demand from locals. As an investor, it is essential to pay the right price for a property.

In the end, condominium buyers looking for rental yields need to understand the supply and demand for each unit type in their preferred location. Buyers thus need to do their homework and should seek to buy in a location where there is a lack of supply. Given its present condition, I expected the market might require five or more years for all of the one-bedroom units to be absorbed, assuming that there is no significant new supply in the upcoming years ■



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Ta Khmao's condo towers to break ground in 2018



Construction of the luxury twin condominium towers of Center City Takmao complex will kick off in early 2018, following the completion of the commercial shop houses and other commercial buildings in late 2017.

Located just 15km south of Phnom Penh along the Tonle Bassac riverfront, construction on the USD150 million complex has sped up on its 68 commercial shop houses which has resulted in over 70 percent of these unit types being sold.

According to Okhna Tang Kung, Chairman/CEO of The River, the developer behind the luxury commercial and residential complex, sales for the 484 condo units from the 27-storey twin condominium towers will also open in 2018 shortly

after the ground breaking.

"Situated in the heart of Ta Khmao overlooking the grand Tonle Bassac, Center City Ta Khmao will be the finest in world-class living," said Okhna Tang Kun. He added that Center City differentiates itself from other developments by being located in a tranquil and picturesque setting in front of the majestic Tonle Bassac and offering unparalleled convenience. It offers customers the choice of owning spacious shop houses perfect for any business, thanks to its proximity to premium condominium units and a luxurious shopping mall that offers world-class amenities within the same complex.

Once completed, Ta Khmao city will be transformed into a real estate development hub thanks to the

construction of the area's first large-scale residential and commercial development project.

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

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

Above are the pictures from the project's construction progress on their commercial shop houses ■

ទិញផ្ទះភ្លាមៗ លើដី ដោយសារ The River

រង្វាន់ធំ

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



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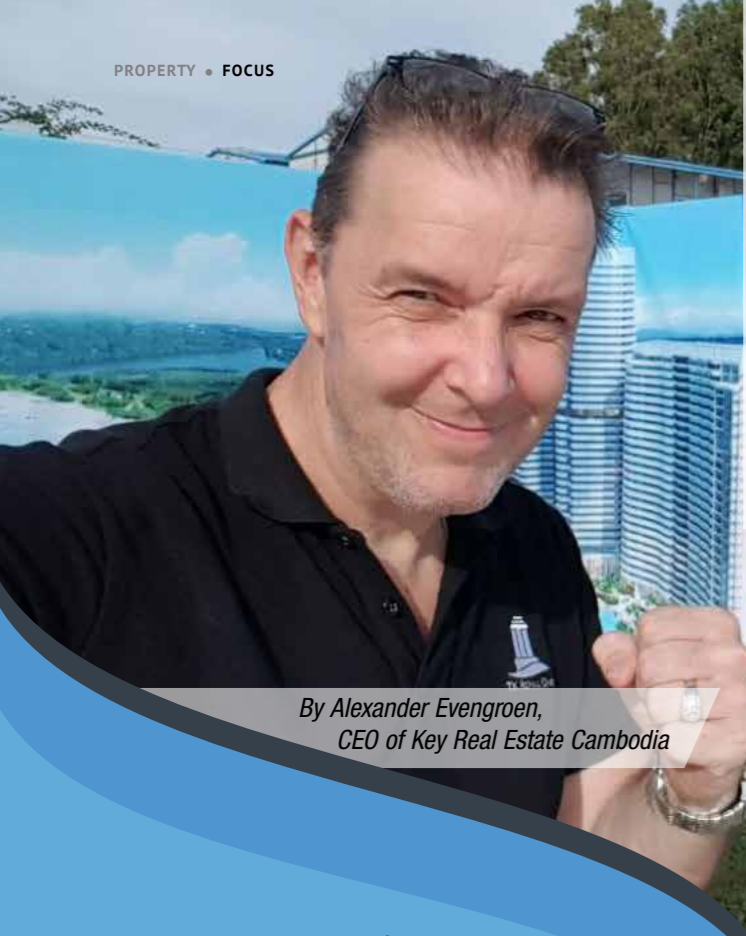


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Generating positivity for the real estate market

By Alexander Evengroen,
CEO of Key Real Estate Cambodia

Many people are feeling the pressure and fearing for a collapse of the real estate industry in the near future.

This fear is not necessary. Being careful and considering before investing or buying real estate is not a bad thing, but even when the market is strong you should still do the same. One thing is sure: we need housing for an ever growing population in the world as well as in Cambodia. This means that whatever happens, we will need more housing every year. I agree that some projects will slow down due to demand at this time, but this does not imply that the industry will collapse or completely stand still.

We now see a trend of many Chinese investing in the real estate industry in Cambodia and if we compare our market with the other markets in ASEAN, we have a lot to offer and fight for. If real estate-related companies stop believing in the market, then potential customers will follow this trend which will create a negative spin. This is something the industry does not need and can impact on the progress of the country.

We must see the industry as a positive

challenge and move forward to generate a positive impulse. There is no need to think the market is going to collapse as it will not. All industries have ups and downs as we see happening around the world. Many people get scared when the market is down and sit on their money or wait to invest; this is a mistake.

Business people and even the general public who dare to step up during these times have huge potential to strike great deals but need to make sure they do their homework. Patience is certainly a virtue when dealing in a slowing market. If everyone waited until the market became mega active again, prices will once more shoot up. Then it is not a matter of not wanting to buy because of a slow uncertain market but not being able to buy because the prices are too high.

It is the same with selling; the risk is everybody holding on to property or a plot of land and waiting until the market is super strong again and then

selling so the market becomes flooded and enters a cycle of repetitive behavior.

The market is still active and needs transactions in sales as well as purchases. Many thousands of people will start new families and explore the potential of buying their first home. Many people are also starting businesses and looking for office space or land deals to build the business of their dreams.

The industry must educate itself on an ongoing basis and supply the market with what it needs. If the industry is promoted as one united front, a healthy and prosperous industry will again soon emerge. We have to realise that it all starts with ourselves. We make the market what it is.

Negativity breeds faster and lasts longer than positive behaviour. If we want an industry with positive growth for buyers and sellers, it must be seen as one big opportunity. This perspective will result in better outcomes for all and eventually for the whole of Cambodia. By starting to educate ourselves and each other regarding the industry, it will start a wave of positivity. The industry will respond with more deals and generating more trust among buyers, developers and investors.

Together we can move forward. Let's do it!



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Gardens taking root in modern lifestyles

As lifestyles and living environments become ever more sophisticated, Sokea Garden aims to be the leading local botanic decoration expert working to international standards.

Maslow's human need theory argues that after fulfilling their basic needs such as shelter, food, and clothes, people seek comfort and entertainment and a similar trend can now be seen emerging in Cambodia as increasingly affluent citizens look to upgrade their lifestyles.

Residences are the perfect example – simply owning a property was

the priority for most Cambodians just a few years ago. But now the emerging middle class can afford more decent homes, they are decorating their residences with increasingly sophisticated fittings and facilities and developing green surrounding landscapes to create their perfect living environments.

Mr. Lao Nam Keang, director of Sokea Garden, who has observed more residential, industrial and commercial properties being designed with botanic landscapes to improve the environment for residents and increase the property value, sees this trend as a hot business opportunity.

“As their living standards and earning income rise gradually, more and more people begin thinking of landscape designs that offer them a good living environment not just inside the home, but in the vicinity, so that they can have a home where they can physically and mentally relax,” he said.

The trend has also influenced many property developers to go green. As most of them are used to focusing on delivering residences with good design, materials and sound quality, Nam Keang has observed that developers are increasingly dividing a fair proportion

of their development for green landscaping, theme parks and ponds in response to upgraded lifestyles and market competition.

With its own botanic garden, which is home to hundreds of flowers and trees, Sokea Garden offers a complete solution from design and supply to building botanic garden with exotic flowers and trees based on customers' needs. The company specialises in landscape design and building, civil work, water features, landscape work and indoor and outdoor maintenance for any small and big projects including residences, hotels, boreys, industrial plants, condominiums and resorts.

With a background as a designer, Nam Keang established the company in 1999 after developing a strong interest in the botanic world.

The business was rough in the first three years, which he blames on the absence of commitment. After meeting his wife and getting married, they changed the company name to Sokea Garden (Ms. Hok Sokea is his wife's name), and teamed up with potential partners to make the business prosper as it does today.

Currently, the company has a base team of many well-experienced workers, designer and botanic experts with the possibility to recruit more based on a project's requirements.

Sokea Garden has designed various projects so far and Mr. Nam Keang is very proud to have designed a pond in the shape of a Coca-Cola bottle for the Coca-Cola factory in Phnom Penh to be the world's biggest Coca-Cola bottle.

“Besides storing fresh water to supply the factory, it allows workers to sit under the surrounding trees to physically and mentally relax, refresh their mood by seeing the green scenery and take fresh air,” he explained. “Workers at factories without green space usually do not feel relaxed from their breaks and that affects their productivity.”

Nam Keang admits many local and international botanic design companies are currently competing in the market. But for him, competing with them is not an issue, but his own challenge is to bring the best and highest quality design for his clients. “Our vision is to build a local botanic design brand, with international recognition.”



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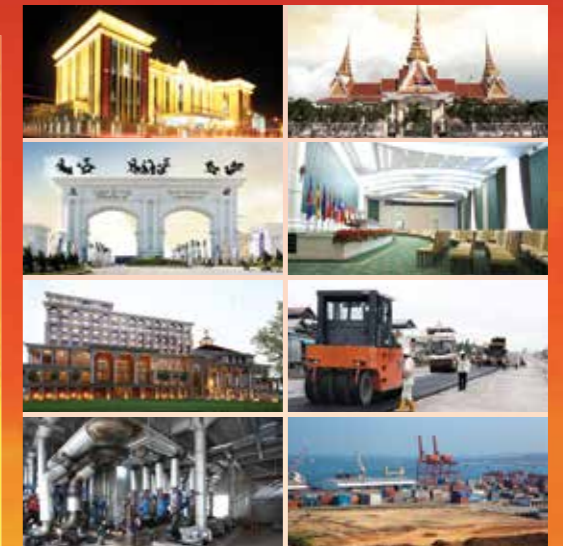


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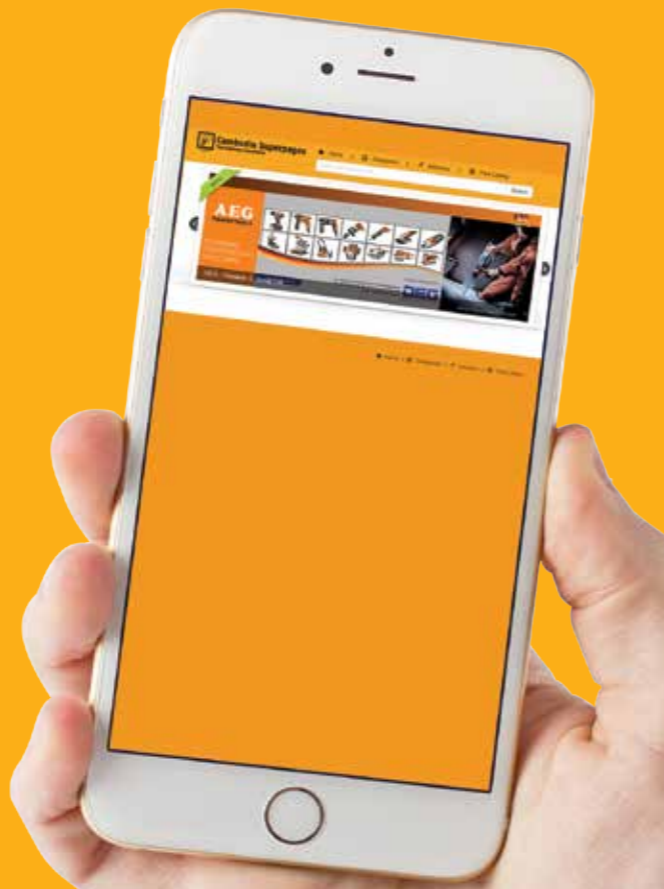
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EVENT CALENDAR | CAMBODIA



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 14, 2017 **End date** : September 16, 2017
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 2017
Start date : September 14, 2017 **End date** : September 16, 2017
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' 17
Start date : September 14, 2017 **End date** : September 16, 2017
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' 17
Start date : September 14, 2017 **End date** : September 16, 2017
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.



ជួល លក់ និង សេវាកម្មសម្រាប់ សំរាប់គ្រឿងចក្រកសិកម្ម និងវិស្វកម្មសំណង់ផ្សេងៗ
Leasing, Sales and Services of equipment for engineering and construction



សេវាកម្មជួល: ផ្ទះលេខ139, ផ្លូវជាតិលេខ 3, សង្កាត់ ចោមចៅ, ខ័ណ្ឌ ពោធិ៍សែនជ័យ, រាជធានី ភ្នំពេញ, ព្រះរាជាណាចក្រកម្ពុជា ។
 #139, National Road 3, Sangkat Chom Chao, Khan Por Sen Chey, Phnom Penh, Cambodia.
 Tel: 011 20 8888, Fax: 023 218040, E-mail: prayut@prayut.com, Website: www.prayut.com

EVENT CALENDAR | ASIA

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 name : PhilConstruct 2016
Start date : Nov 10, 2016 **End date** : Nov 13, 2016
Location : Convention 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.

EVENT CALENDAR | ASIA

Event name : MIDEX 2017
Start date : Jan 10, 2017 **End date** : Jan 13, 2017
Location : Vali-e Asr Ave, Tehran, Iran **Organiser** : Nama Negar International Co.
Details : 7th Exhibition of Interior Design, Architech, modern house (Midex 2017) will be held on 1--13 Jan, in Tehran International permanent fairground and gets hundreds of industrial companies and experts together. In 2016 the event was held in 16518 SQM space, exhibiting 235 companies, from 14 different countries.

Event name : Housing Brand Fair 2017
Start date : Jan 19, 2017 **End date** : Jan 22, 2017
Location : COEX Exhibition Hall, South Korea **Organiser** : LEADDEXPO
Details : Modern Furniture and interior, Construction equipment and Tool, Structural Material, Water Supply system and sanitary product, Painting, Interior and exterior finished material, Air-conditioner, heating, and ventilation system, Waterproof and heat insulation material, Illumination fitting and electric system.

Event name : UzBuild Exhibition 2017
Start date : March 01, 2017 **End date** : March 03, 2017
Location : Tashkent, Uzbekistan **Organiser** : ITE Uzbekistan
Details : The exhibition is attended by directors of leading companies, importers and distributors. They are presented with a wide range of building products and the opportunity to find partners. UzBuild is constantly developing and improving new opportunities for all participants of the building market.

Event name : ARCHITECTURE + CONSTRUCTION MATERIALS 2017
Start date : March 07, 2017 **End date** : March 10, 2017
Location : Tokyo international Exhibition Center **Organiser** : Nikkei Inc.
Details : Started as an expanded version of the construction materials division of JAPAN SHOP in 1995, ARCHITECTURE + CONSTRUCTION MATERIALS has been held every year since then. It has now grown into a comprehensive exhibition of materials and other related products indispensable for building various architectural structures in the city. The comprehensive range of exhibits includes all construction materials for housing, stores, commercial and business buildings as well as related systems and equipment.

Event name : R+T ASIA Expo
Start date : March 21, 2017 **End date** : March 23, 2017
Location : Shanghai New Exhibition Centre, China **Organiser** : VNU Exhibitions Asia & Landesmesse
Details : R+T Asia is a three-day business-to-business international trade show for roller shutters, doors/gates, windows and sun protection systems. Held every March at the huge New International Expo Centre in Shanghai, R+T Asia is a unique opportunity to network, meet new business partners and expanding business.

Event name : BishkekBuild Exhibition
Start date : March 29, 2017 **End date** : March 31, 2017
Location : Bishkek, Kyrgyzstan **Organiser** : Messe Muenchen
Details : BishkekBuild Exhibition is the only specialized event in the construction industry of the Kyrgyz Republic. This is the best place for business meeting with suppliers, manufacturers, dealers, and influential professional.



FOR SALE \$210,000

- Size: 4x15m
- Floor: 3
- Bedroom: 5
- Bathroom: 6
- Location: TSK
- Tel: 077-566 888

TSK-000050



FOR SALE \$165,000

- Size: 4x16m
- Floor: 2
- Bedroom: 5
- Bathroom: 6
- Location: TSK
- Tel: 077-566 888

TSK-000051



FOR SALE \$70,000

- Size: 4.2x16m
- Floor: 1
- Bedroom: 2
- Bathroom: 3
- Location: TSK
- Tel: 077-566 888

TSK-000052



FOR SALE \$85,000

- Size: 4.2x16m
- Floor: 1
- Bedroom: 2
- Bathroom: 3
- Location: TSK
- Tel: 077-566 888

TSK-000053



TSK-000054

- H.Size: 8x18m
- L.Size: 10x26m
- Floor: 2
- Bedroom: 6
- Location: TSK
- Tel: 077-566 888

FOR SALE: \$210,000



FOR SALE \$80,000

- Size: 4.2x16m
- Floor: 1
- Bedroom: 2
- Bathroom: 3
- Location: TSK
- Tel: 077-566 888

TSK-000055



FOR SALE \$75,000

- Size: 4.2x16m
- Floor: 1
- Bedroom: 2
- Bathroom: 3
- Location: TSK
- Tel: 077-566 888

TSK-000056



FOR SALE \$260,000

- Size: 4x16m
- Floor: 2
- Bedroom: 5
- Bathroom: 5
- Location: TK
- Tel: 077-566 888

TK-000040



FOR SALE \$245,000

- Size: 4x16m
- Floor: 3
- Bedroom: 6
- Bathroom: 6
- Location: TK
- Tel: 077-566 888

TK-000041



FOR SALE \$265,000

- Size: 4x21.5m
- Floor: 3
- Bedroom: 6
- Bathroom: 6
- Location: TK
- Tel: 077-566 888

TK-000042



FOR SALE \$195,000

- Size: 4x16m
- Floor: 2
- Bedroom: 4
- Bathroom: 5
- Location: PPT
- Tel: 077-566 888

PPT-000010



FOR SALE \$200,000

- Size: 4x16m
- Floor: 2
- Bedroom: 4
- Bathroom: 5
- Location: PPT
- Tel: 077-566 888

PPT-000011



FOR SALE \$250,000

- Size: 4x16m
- Floor: 2
- Bedroom: 4
- Bathroom: 5
- Location: PPT
- Tel: 077-566 888

PPT-000012



FOR SALE \$330,000

- Size: 4x16m
- Floor: 2
- Bedroom: 4
- Bathroom: 5
- Location: PPT
- Tel: 077-566 888

PPT-000013



FOR SALE \$350,000

- Size: 4x16m
- Floor: 2
- Bedroom: 4
- Bathroom: 5
- Location: PPT
- Tel: 077-566 888

PPT-000014



PPT-00015

- Size: 16x16m
- Bathroom: 20
- Floor: 2
- Bedroom: 16
- Location: PPT
- Tel: 077-566 888

FOR SALE: \$2,000,000



FOR SALE \$275,000

- L.Size: 7.5x20m
- H.Size: 6x12m
- Bedroom: 4
- Bathroom: 5
- Location: PPT
- Tel: 077-566 888

PPT-000016



FOR SALE \$270,000

- L.Size: 7.5x20m
- H.Size: 6x12m
- Bedroom: 4
- Bathroom: 5
- Location: PPT
- Tel: 077-566 888

PPT-000017



FOR SALE \$250,000

- Size: 4x16m
- Floor: 3
- Bedroom: 5
- Bathroom: 6
- Location: PPT
- Tel: 077-566 888

PPT-000018



PPT-00019

- Size: 35x110m
- Location: PPT
- Tel: 077-566 888

FOR SALE: \$1000/m²



PPT-00020

- Size: 35x50m
- Location: PPT
- Tel: 077-566 888


FOR SALE: \$1800/m²



PPT-00021

- Land Size: 14x45m
- Location: PPT
- Tel: 077-566 888

FOR SALE: \$900,000



LAND FOR SALE \$1,000/m²

- Land Size: 3 plots = 4100m²
- Good location, near AEON mall 2 and Camko City.
- Best idea for shop house, office space and condominium developer
- Tel: 077-566 888 / 060 888 944

BIG LAND FOR SALE \$700/m²

- Land Size: Approx. 100,000m²
- An unique location of high potential development
- Near AEON Mall 2
- Best idea for shop house, office space, condominium and Borey (townhouse) development.

Welcome for visiting
Please do not hesitate to contact us:
☎ 077-566 888 / 060 888 944
✉ proeksa@gmail.com



FOR SALE \$210,000

- Size: 4x20m
- Floor: 3
- Bedroom: 5
- Bathroom: 6
- Location: PPT
- Tel: 077-566 888

PPT-000022



CCV-00030

- Land Size: 19x100m
- Location: CCV
- Tel: 077-566 888

FOR SALE: \$1600/m²



FOR SALE \$220,000

- Size: 4x16m
- Floor: 3
- Bedroom: 6
- Bathroom: 6
- Location: CCV
- Tel: 077-566 888

CCV-000031



FOR SALE \$250,000

- L.Size: 7x20m
- H.Size: 6x12m
- Bedroom: 5
- Bathroom: 6
- Location: CCV
- Tel: 077-566 888

CCV-000032



CCV-000033

- Size: 35x10m
- Location: PPT
- Tel: 077-566 888

FOR SALE: \$1750/m²



FOR SALE \$220,000

- Size: 4x16m
- Floor: 3
- Bedroom: 4
- Bathroom: 4
- Location: SMC
- Tel: 077-566 888

SMC-000020



FOR SALE \$120,000

- Size: 4x16m
- Floor: 3
- Bedroom: 5
- Bathroom: 6
- Location: SMC
- Tel: 077-566 888

SMC-000021



FOR SALE \$110,000

- Size: 4x16m
- Floor: 3
- Bedroom: 6
- Bathroom: 4
- Location: SMC
- Tel: 077-566 888

SMC-000022



FOR SALE \$130,000

- Size: 4x16m
- Floor: 3
- Bedroom: 4
- Bathroom: 5
- Location: SMC
- Tel: 077-566 888

SMC-000023



FOR SALE \$260,000

- L.Size: 7x21m
- H.Size: 6x16m
- Bedroom: 4
- Bathroom: 6
- Location: SMC
- Tel: 077-566 888

SMC-000024



លើកបំប៉ន \$220,000

- ទំហំដី 14*32ម
- ជិតស្ពានប្រាសាទ និង ចម្ងាយ 2 គ.ម ពីផ្សារអ៊ែមស៊ី
- ល្អបំផុតសម្រាប់លំនៅដ្ឋាន ឃ្លាំង ផ្ទះជួល សិប្បកម្មធានា ស្នាក់នៅកំទីនិង

☎ 077 566 888 / 066 611 168



លើកបំប៉ន \$230,000

- ទំហំដី 20*60ម
- ចម្ងាយ 2.5គ.ម ពីស្ពានប្រាសាទ អ៊ែមស៊ី ជិតប្រវែងហ្វូតបឹងស្នោ
- ល្អបំផុតសម្រាប់លំនៅដ្ឋាន ឃ្លាំង និងសិប្បកម្មធានា ស្នាក់នៅកំទីនិង

☎ 077 566 888 / 066 611 168



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 Tel: 077 511 168



LAND FOR SALE IN PREK

- ☎ Land Size: 40mx200m (US\$75/m²)
- ☎ Land Size: 40mx200m (US\$70/m²)

Location: Prek Eng (About 5km from Chbar Ampov Bridge)

* Good location for Villa (Existing road 8m wide) Tel: 077 511 168

Cambodia Constructors Association (CCA) Members Listing



CAMBODIA CONSTRUCTORS ASSOCIATION (CCA)

[a]: #315 Canadia Tower (Floor-12th), St. 93.1110, 12202, Phnom Penh [t]: (855-23) 868 222 [f]: (855-23) 988 828 [e]: secretariatcca@yahoo.com [w]: www.cca.org.kh

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[a]: #138, St. 51, 12302 Phnom Penh [t]: (855-23) 215 342 [f]: (855-23) 212 267 [e]: admin@seng-enterprise.com.kh [w]: www.seng-enterprise.com

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[a]: #22F-22G, St. 598, 12152, Phnom Penh [t]: (855-23) 886 899 [f]: (855-23) 886 899 [e]: hek.construction@yahoo.com [w]: www.hekconstruction.com

NURI F&C Engineering & Construction

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[a]: #11, St. 554, 12152, Phnom Penh [t]: (855-23) 881 889 [f]: (855-23) 883 276 [e]: venture@online.com.kh [w]:

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[a]: S.I Buiding 2nd Floor No 93, Phnom Penh [t]: (855-77) 686 077 [f]: (855-88) 8933 934 [e]: info@realestate.com.kh [w]:

RTD ENTERPRISE PTE LTD.

[a]: N° 30-32, St. 271, 12102 Phnom Penh [t]: (855-23) 883 005 [m]: (855-16) 725 550 [e]: info@rtdcambodia.com [w]: www.rtdcambodia.com

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[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

BLUE HILL ENGINEERING SERVICE CO., LTD.

[a]: N°88, Road 338, 12308, Phnom Penh [m]: (855-12) 487 362 [f]: (855-23) 212 435 [e]: owen.sunfenix@gmail.com [w]: www.midea.com.ch

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CHAO TING INTERNATIONAL REAL ESTATE CO.,LTD

[a]: St.Sopheakmokol,Sangkat Tonle Bassac, Phnom Penh [t]: (855-23) 5293 999 [m]: (855-12) 750 720 [e]: danborapich@gmail.com [w]:

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[a]: N°426, St. 271, 12306, Phnom Penh [t]: (855-23) 219 646 [f]: (855-23) 219 646 [e]: info@dathoatc.com.kh [w]: www.dathoatc.com.cn

MULTICO MS (CAMBODIA) CO., LTD

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JOTUN CAMBODIA LIMITED

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DP - Decor Plaza Import Export Co., Ltd.
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EM Construction Import Export Co., Ltd.
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E.M CONSTRUCTION IMPORT EXPORT CO., LTD
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V STRAND CO., LTD.
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W Design
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 [t]: (855-96) 3986 283
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ZAMIL STEEL BUILDINGS VIETNAM CO.,LTD
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 [e]: zscambodia@online.com.kh
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Construction Equipment and Materials Suppliers

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7 F T D CO., LTD.
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 [t]: (855-23) 996 876
 [t]: (855-23) 996 876
 [e]: sales@7ftd.com.kh
 [w]: www.7ftd.com.kh

AAP GROUP CO., LTD.
 [a]: N° A11-A13, St. 271, 12306, Phnom Penh
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 [f]: (855-23) 996 238
 [e]: business@aabgroup.com.kh
 [w]: www.aabgroup.com.kh

A.C.M.E - Advanced Construction Materials & Engineering Co., Ltd
 [a]: No276H, NR6A, Phnom Penh
 [t]: (855-23) 989 788
 [f]: (855-23) 989 778
 [e]: info@acme-3rd.asia
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ATAD ATAD STEEL STRUCTURE CORPORATION
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 [t]: (855-23) 683 6899
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ATS ADVANCED TECHNICAL SUPPLIES CO., LTD
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 [m]: (855-93) 715 333
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AMING Company Limited
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ADVANCED POWER ENERGY SOLUTIONS (CAMBODIA) CO., LTD
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 [t]: (855-23) 218 773
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 [w]: www.arc.com.kh

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 [w]: www.angkor21.com

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 [w]: www.bonnarealty.com.kh

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 [w]: www.cvea.org.kh

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 [w]: www.century21.com.kh

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

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 [e]: info@trust-realestate.com
 [w]: www.trust-realestate.com

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

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 [e]: service@decastle.net
 [w]: www.decastle.net

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 [w]: www.ppc.com.kh

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 [w]: www.centralmansions.com

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 [e]: phnompenhtower@amcocambodia.com

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 [e]: isl.apartment@gmail.com
 [w]: www.islapartmentandhotel.com

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 [e]: office@kohpuos.com
 [w]: www.kohpuos.com

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 [t]: (855-88) 5388 888
 [e]: info@orkidevilla.com
 [w]: www.orkidevilla.com

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

Oxley Worldbridge
 [a]: 108-112, Samdech Sotheaors Blvd
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 [f]: (855-23) 224 453
 [w]: www.oxleyworldbridge.com.kh



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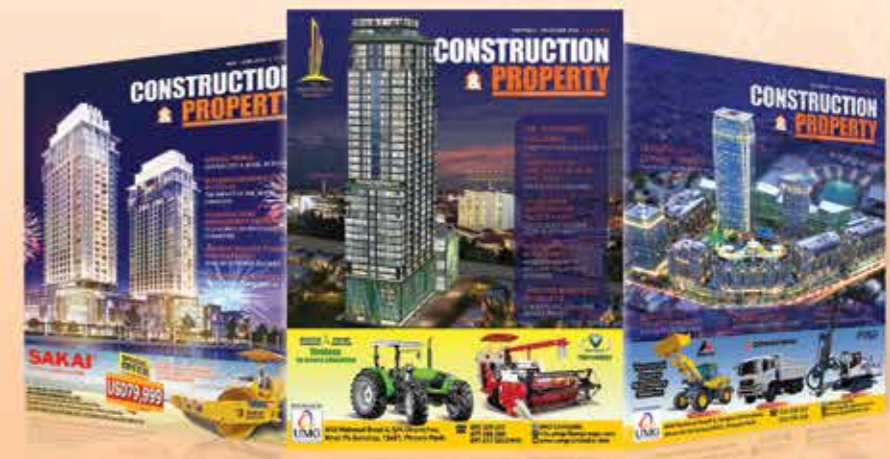
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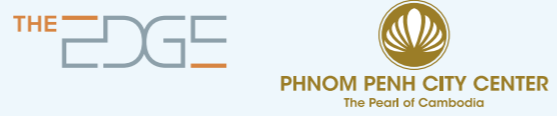


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