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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 of Construction and Property Magazine, especially those at construction and property-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 during the process of ASEAN economic integration. These efforts will help Cambodia conform to ASEAN's overarching goal of "One Community, One Destiny."

CCA is a non-profit association registered 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, CCA does all it can to help ensure the construction industry is reliable, productive, accountable and can compete effectively in local and international markets. Moreover, CCA continually seeks ways to provide benefits to its members and help bring each up to international standards of quality and classification.

Lastly, on behalf of all the members of the Cambodia Constructors Association, I hope and believe that construction and property-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 recommended by ASEAN to help us secure a bright, prosperous future.

Thank you.

Neak Oknha Pung Kheav Se

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Contents

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CONSTRUCTION FOCUS

- 22 Construction Focus - International & Local in Brief
- 32 Boosting the Country's Development
- 34 Comansa CM Adds New Model to ITS Luffer Range
- 36 RINNAI Showcases Hot Water Solutions to SIEM REAP Market
- 38 Embracing A Digital Future : Realising Construction's Potential
- 40 Skytrain to Ease Capital Congestion
- 41 Lighthouse Club Phnom Penh
- 44 Road Rehabilitation with Cement, Thailand
- 46 The Impact of Tourism Arrivals on the Hotel Market in Phnom Penh
- 48 Cambodia Announces Eight Expressways
- 50 PEX Quality Water PIPES Now Available in Cambodia
- 52 The Benefits of Budgeting and Cost Planning For Construction Projects
- 54 Bentley Announces Finalists in 2017 Be Inspired Awards Program
- 56 Phnom Penh Municipality Diary : July – August 2017
- 58 Cambodia's Dilapidated Infrastructure is BIG Business
- 60 MLMUPC Diary : July – August 2017

ASSOCIATION FOCUS

- 64 UPG Organises First PIPE Art Contest
- 66 Talks to Insure Construction Workers Continue
- 68 ACF Hosts ASEAN'S Construction Industry Perspective Meeting

PROPERTY FOCUS

- 72 Property Focus - International & Local in Brief
- 75 Residential Developments Command A Price Premium
- 77 First Cambodian Developer to go ASEAN
- 78 The Condo Market In Cambodia... Where Do We Stand?
- 81 Real Estate Finance, Investment Analysis, Valuation & Modelling
- 82 The Different Forms of Rent Applicable to Commercial Lease in Cambodia
- 84 The Trend of Penthouse Living in Phnom Penh
- 86 Prime Locations Keep Allure For Investors
- 88 Korea's E-Mart to Open in The Kingdom
- 89 Land Title Transfer Process
- 90 Cambodia Property Awards 2018 Take off

CLASSIFICATIONS

- 93 Events - Local & international
- 96 Listing- Property
- 98 Directory - Company with industry



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From the PUBLISHER



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

Published through support from the Cambodia Constructors Association (CCA), Construction & Property Magazine is 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 29th issue (September-October 2017), 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 look at how the planned driverless electric skytrain will ease congestion and provide express travel for the SEA Games in 2023, Cambodia's announcement to build eight new expressways and the Bentley Be Inspired Awards.

Our Association news section covers the innovative pipe art competition organised by UPG, the ongoing negotiations to provide insurance to construction workers and the ACF hosted meeting on construction industry perspectives.

In Property, we focus on the new Sky Land condo development, the trend for penthouse living in the capital and how WorldBridge land are looking to expand into the wider ASEAN market.

Overall, I firmly 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.

I would like to take this opportunity to congratulate and thank all of our CCA members, partners and readers for a successful 2017.

Sincerely Yours,
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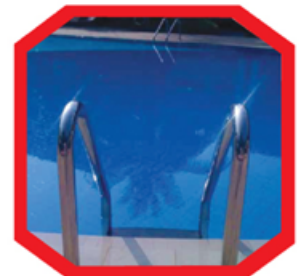
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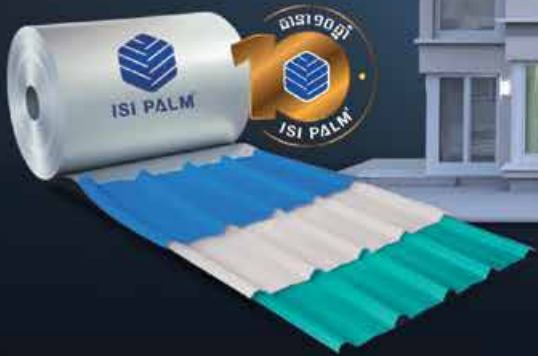
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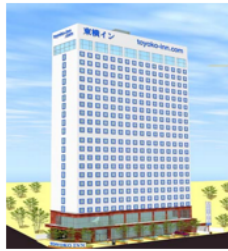
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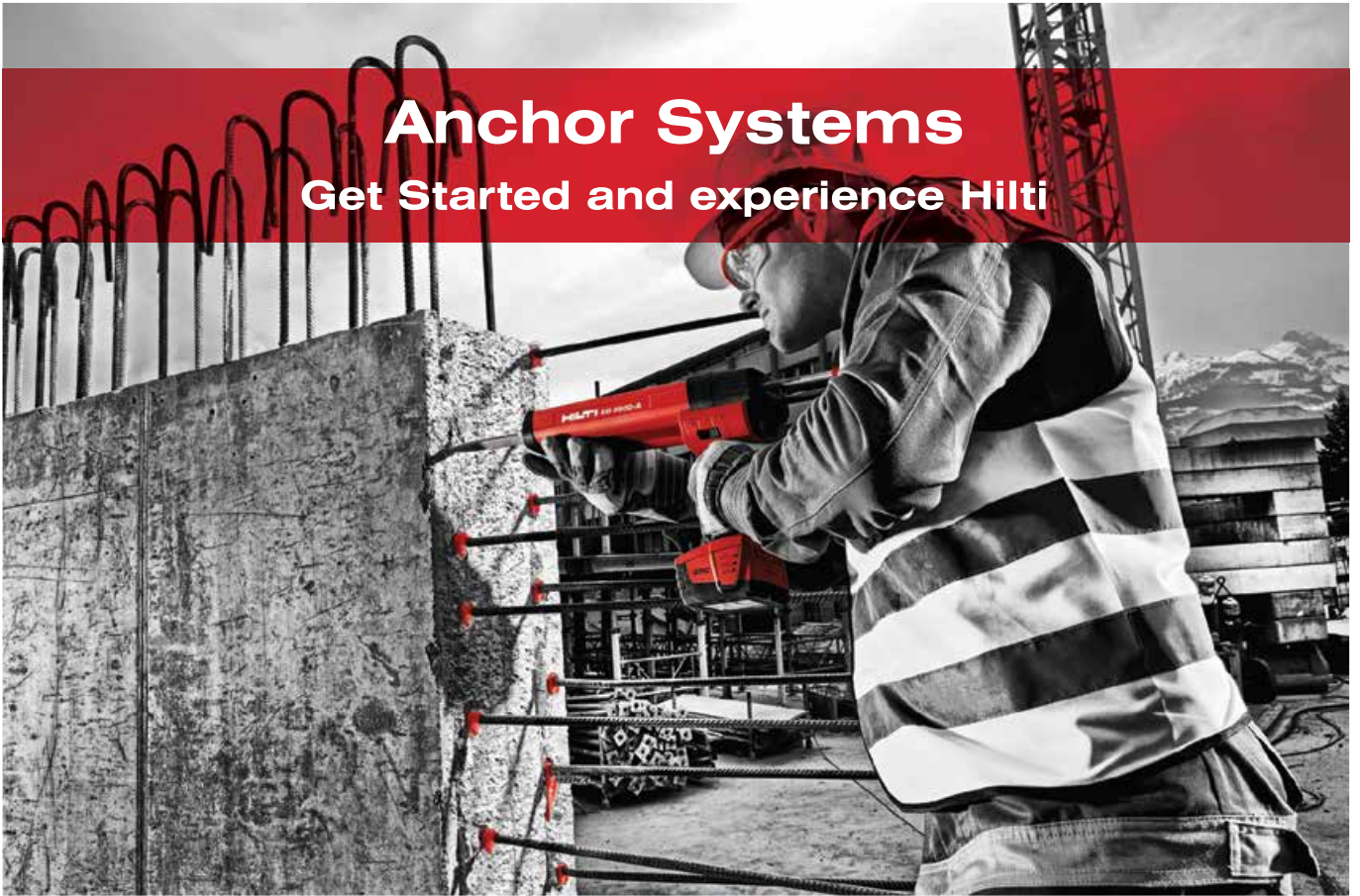
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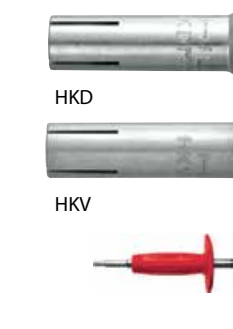


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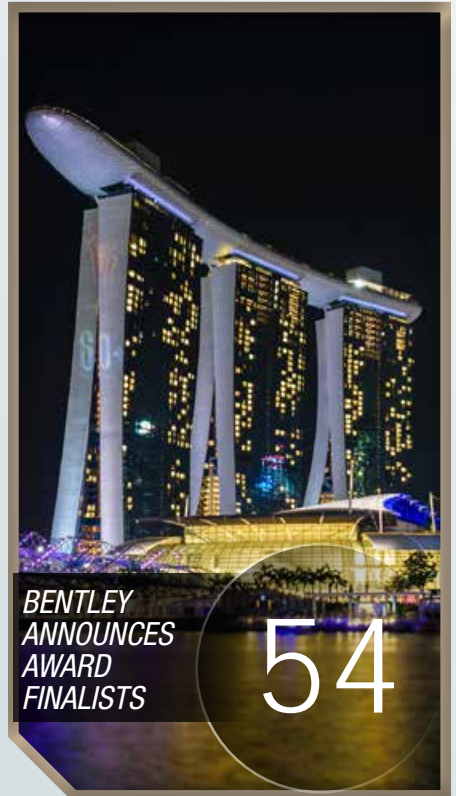
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FOREST ECO CITY PLANS FOR CHINA

China has unveiled plans for a unique forest eco city in the southeast of the country.

Italian architects Stefano Boeri Architetti have been commissioned to develop the stunning 175 hectare 'forested' development in Guangxi province.

When completed, the 'Forest City' will feature 40,000 trees in a residential development

for 30,000 people.

Beyond the lifestyle experience, the 'living' exteriors of the buildings have been designed to filter 57 tons of pollutants from the air while producing 90 million tons of oxygen.

Power will reportedly come from ground-source heat pumps and solar panels, and transport will be provided by an electrified railway.



SINGAPORE ROAD COLLAPSE KILLS ONE

A raised highway collapsed while under construction in Singapore in July, killing one and injuring 10, all of them foreign workers.

According to the BCA and Land Transport Authority (LTA) investigation BCA said "a support structure (girder) and platform (deck slab) for one portion of the viaduct collapsed during concreting works". Eleven workers, from China, India, and Bangladesh,

were working on top of the structure at the time.

Following the serious accident, the Singapore Building and Construction Authority (BCA) revoked the permit for work at the site from local contractor, Or Kim Peow (OKP) Contractors.

According to tender documents OKP won the work after bidding 31 percent lower than the next closest bid.



BANGKOK SELECTS BOMBARDIER FOR MONORAIL

Two huge infrastructure contracts for Bangkok's monorail were awarded to Canadian engineering firm Bombardier in August.

The Khae Rai-MinBuri northern line will stretch for 35km and operate with 42 trainsets while the eastern Lat Phrao-Samrong line will run for 30km and use 30 trainsets. The driverless trains will run at speeds of up to 80 km/h with a maximum capacity

of about 28,000 passengers an hour in each direction.

Northern Bangkok Monorail and Eastern Bangkok Monorail have commissioned Bombardier to finance and build the two lines using its Innovia 300 system and operate them for 30 years.

The trains will be manufactured at the joint-venture Puzhen Bombardier Transportation Systems in China.





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WORK STARTS ON MALAY RAIL CONNECTION

Work officially began on the construction of Malaysia's flagship infrastructure project, the East Coast Rail Link (ECRL) on 9 August.

The USD13 billion project will connect Port Klang on the west coast near the capital Kuala Lumpur to Kelantan near the Thai border with 23 stations in between.

Under the One Belt, One Road initiative, the project is being majority funded and wholly built by China through state-owned company China Communications Construction Company.

When complete in 2024, travelling the route will take only four hours. Within six years it is expected to carry 5.4 million passengers and 54 million tons of cargo.



SCG SIGN JV FOR VIET PETRO-CHEMICAL PLANT

Thailand's construction material giant Siam Cement Group (SCG) has signed a joint venture agreement with Vietnam Oil and Gas Group (PetroVietnam) to build the first petro-chemical plant in Vietnam.

The USD5.6 billion project, located 100km from Ho Chi Minh City in south Vietnam, will see construction of a one million ton ethylene cracker, the development of a deep sea port and other infrastructure required to support the enormous complex.

Production will help service Vietnam's rising domestic demand and reduce its reliance on imports.

SCG, also in a cement JV with Chip Mong in Cambodia, will own 71 percent of the Long Son Petrochemicals project with PetroVietnam owning the other 29 percent.

Construction on the project is expected to start in 2018 with the complex going operational in 2022.



CHINA CLARIFIES OVERSEAS INVESTMENT RULING

After a period of uncertainty, China has formally clarified new rules on overseas investments.

The new legal framework comprises three categories; banned, restricted and encouraged. In a positive sign for the region, companies engaging in the nation's ambitious One Belt One Road initiative lie in the 'encouraged' category. The new rules will likely have

an impact on the region's construction and property markets which have relied in recent years on Chinese investment.

Investments in the gambling and sex industries have been banned while investments in property, hotels, film, entertainment, sports, obsolete equipment, and investments that contravene environmental standards are restricted.



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THAILAND APPROVES RAIL LINK

After years of negotiations, Thailand's cabinet finally gave approval to construction of the first phase of a high-speed railway to the Lao-tian border in July. The approval followed the issuing of an executive order by the nation's military government.

Phase one will be the 250-km line between Bangkok and Nakhon Ratchasima which is expected to cost USD5.2 billion

and cover one-third of the distance.

The overall plan is to construct an 873-km rail line linking the planned Chinese route through Laos to Thailand's eastern ports and industrial zones.

Thai firms are to be responsible for construction while China will be responsible for the railway technology, signal systems and technical training.



PRESSURE BUILDS FOR THAI KRA CANAL

Pressure is mounting on the Thai government from a powerful domestic and Chinese lobby group to approve a study into building an international shipping canal.

The proposed 140km twin canal project would provide access across Thailand's Kra isthmus, allowing ships to avoid the Straits of Malacca.

Located between Sumatra and the Malay peninsula, the straits

see over 94,000 ships pass each year which accounts for a quarter of the world's traded goods and 80 percent of the oil and gas imports of China, Japan and South Korea.

The Thai lobbyists are pressing the economic benefits while China will benefit from a three-day reduction in shipping time between the Atlantic and Pacific oceans as part of the One Belt, One Road strategy.

US FIRM WINS MALAYSIA MASS TRANSIT CONTRACT

A US firm has won a lucrative contract on the Klang Valley Mass Rapid Transit (KVMRT) Sungai Buloh-Serdang-Putrajaya (SSP) Line in Malaysia.

Jacobs Engineering will provide design consultancy for all the track-work and associated infrastructure, and use building information modeling (BIM) throughout the construction process.

The Dallas company has been

targeting transport infrastructure project in Asia and will work with the China Communications and Construction Company (CCCC) and George Kent (GK) Joint Venture on the USD234 million contract.

Costing USD7.6bn, the KVMRT will be 32.4 miles in length, with 8.4 miles of rail in tunnels and 24km elevated. 26 elevated stations and 11 underground stations will serve an area with a population of almost 2 million people.





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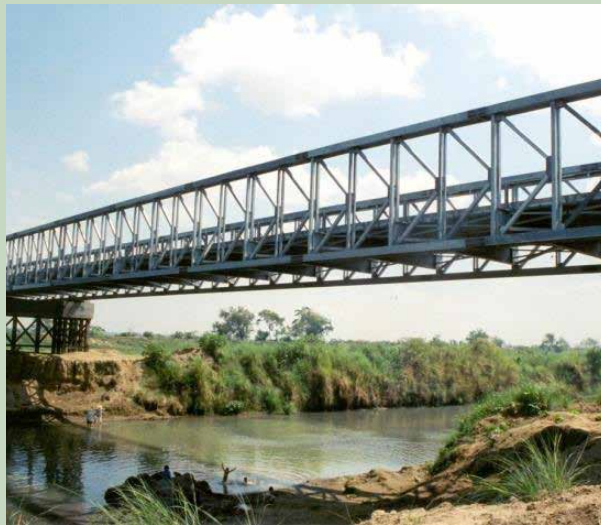
JAPAN TO FUND PORT EXPANSION

The Japan International Cooperation Agency (JICA) signed a loan agreement with the Cambodian government in August to expand Sihanoukville Port.

Signed in Tokyo, the agreement provides a loan of USD216 million to double the capacity of the nation's only deep-water port. Improvements to the port will include a new container terminal, access roadwork, dredging, cargo-handling equipment and consulting services.

The 40-year loan has been provided at an annual interest rate of just 0.01% and JICA believes that Sihanoukville will become a logistics hub for southeast Asia overall due to its strategic location on an international trunk road connecting Ho Chi Minh City (Vietnam), Phnom Penh (Cambodia), and Bangkok (Thailand).

JICA purchased a 13.5 percent stake in the Port Authority of Sihanoukville in 2017 when it listed on the CSX.



OCIC TO BUILD TEMPORARY BRIDGE

The Overseas Cambodia Investment Corporation (OCIC) will build a temporary bridge over the Tonle Sap river to ease congestion during the planned renovations to the Cambodia–Japan Friendship Bridge.

The company announced in July that it would be investing USD7 million into building the temporary iron bridge stretching from the Sokimex petrol station

on National Road 5 across to the Chroy Changva satellite city.

Construction on the 800m bridge is expected to start in August and take seven months. The bridge will stay in place for two years until the USD30 million renovations on the main bridge are complete.

A permanent bridge is expected to be built later to the OCIC-developed Chroy Changva satellite city.

CAMBODIA'S CONSTRUCTION INDUSTRY BOOMS

Cambodia's construction industry continued to boom in the first half of 2017 according to statistics released by the Ministry of Land Management, Urban Planning and Construction (MLMUPC) in July.

The industry saw an increase of 28 percent over the same period in 2016 with 1,523 new projects approved between January and June 2017. The MLMUPC gave a total value on these H1 2017

approved projects of USD4.94 billion. These figures compare to 1,183 approved projects valued at USD3.97 billion in H1 2016.

Some industry experts have questioned whether the figures are accurate in terms of real investment verses approvals. However, others point to significant revenue rises in the tertiary supply sector, for items such as lighting, locks and interior decoration.





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NEW SIEM REAP AIRPORT TO TAKE OFF

Construction on Siem Reap's new airport could take off in early 2018 after the government and the contractor finalised negotiations.

The USD880 million deal with China's state-run Yunnan Investment Holdings Ltd (YIHL) and gives YIHL an exclusive 55-year build, own, operate (BOO) concession on the new facility. This new agreement

replaces the exclusive 45-year contract with Cambodia Airports in place since 1995.

The new airport is expected to be built in three phases on a 750-hectare site in Siem Reap's Sout Nikom district. The first two phases costing USD500 will allow for medium-sized planes to land while the third USD300 million phase will open the way for large-sized planes.



TWIN TOWERS DELAYED AGAIN

Construction on the Thai Boon Roong Twin Trade Center has been delayed again as technical plans are finalised for the building.

Set to be the tallest building in Southeast Asia when completed, ground-breaking on the project has now been delayed twice; from September 2016, to July 2017 and now to an as yet unan-

nounced 2018.

While assurances remain on the capital backing for the 4.97 hectare, USD5 billion, 133-storey twin tower project, doubts continue to linger over its commercial and technical feasibility.

China's Sino Great Wall International Engineering Co. Ltd. won the bid to build the twin towers in 2017

CAMBODIA FACES CEMENT SHORTAGE

With Cambodia's construction sector continuing to show record levels of growth, domestic production of cement is falling short of demand, leading some developers to seek supplies overseas.

Despite several domestic cement factories coming online in recent years, their production is not enough to satisfy current requirements according to industry experts.

Charles Vann, head of the Cambodia Constructors Association told the Phnom Penh Post that local production "can only support a small part of market needs".

Touch Samnang, deputy director of the Overseas Cambodia Investment Corporation (OCIC), told the same newspaper that "OCIC's demand for cement is measured at 20,000 to 30,000 tonnes each year and I believe that this demand will rise as Cambodia's economy continues to improve and grow".





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BOOSTING THE COUNTRY'S DEVELOPMENT

Having workers in mind at construction sites



With one building after another emerging from the ground, it is clear that Cambodia's urban landscape is undergoing rapid changes with projects such as offices, condos apartments, and shopping malls. Total investment in construction projects more than doubled to USD 8.5 billion in 2016 compared to the previous year, according to the Ministry of Land Management, Urban Planning and Construction.

The construction sector is consequently one of the main drivers for economic growth according to the World Bank. Cambodia's economic development has been constantly on the rise since 2011, experiencing a growth of at least 7 percent each year. In 2017, the World Bank expects the economy to further remain strong at the same level.

However, in order to compete with its similarly fast-developing neighbouring countries, Cambodia has to build up fast while maintaining cost efficiency. This is why

the construction industry needs to be more mechanised to increase productivity and efficiency of its workforce. While maintaining the number of workers, construction will become faster and at lower cost as a result.

Utilising power tools on the worksite is one of the ways to mechanise the construction industry. Rugged, high-quality power tools are increasingly becoming more affordable, and will significantly increase the productivity of worksites. Furthermore, cordless power tools enable workers to be more mobile. They no longer need to look out for loose cables, and are able to move around and work faster, thereby increasing their work efficiency. It also prevents accidents due to less tripping hazards, especially when working at greater heights.

More efficient and healthy workers reduce labour and operating costs, as well as decreasing the risk of project delays due to site accidents and downtime.

In addition, cordless power tools are battery-driven and work independently without the need for constant electricity. In Cambodia, there are on average 1.4 power outages per month, with each one lasting typically around 1.3 hours. Cordless power tools are able to bridge the time without electricity and thus, the work flow at the construction site is not disrupted.

Bosch developed its Contractor's Choice range of power tools to meet the industry's demand for quality and affordability. The no-frills range was re-engineered from existing models to be competitively priced, yet still rugged and safe for rigorous applications at construction sites.

Power tools support the booming construction industry by helping to make construction sites more productive and cost-efficient. Cambodia's urbanisation can occur faster and at a lower total cost alongside its rapid economic growth. ■

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COMANSA CM ADDS NEW MODEL TO ITS LUFFER RANGE

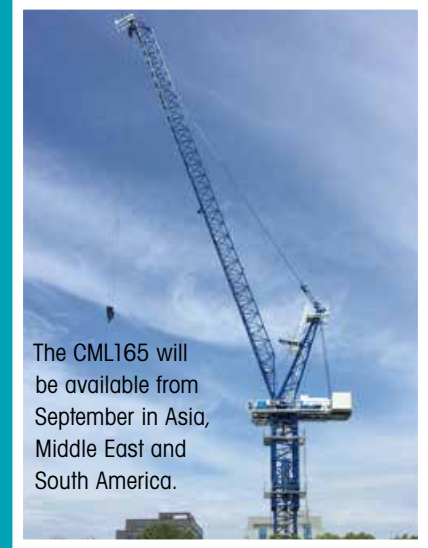
The new CML165 12t luffing-jib crane will be available from September for the Asian, Middle East and South American markets



The short counterjib of the new CML165 is a great advantage in narrow jobsites.



Comansa CM's new luffer has a maximum lifting capacity of 12 tonnes.



The CML165 will be available from September in Asia, Middle East and South America.

Linden Comansa's sister brand, Comansa CM, has launched the new luffing-jib crane CML165, with a maximum load capacity of 12 tons and a 50-metre reach. This new model is Comansa CM's first addition to the CML Series, the factory's luffing-jib family, which was created in late 2016 with the launch of the CML190 crane.

The CML165 features a 45 kW standard hoist mechanism that achieves maximum speeds of up to 94 metres per minute and a drum with capacity for 545 metres of rope, allowing the crane to work in projects of up to 270 metres in height. With the optional 65 kW winch that features a larger wire rope drum, this new model can build towers

of almost 400 metres in height, working with hoist speeds of up to 131 metres per minute.

The new crane also features one of the shortest counterjibs in the market, only 6.5 metres long, and an out of service radius of 19 to 22 metres (depends on the jib length). These two characteristics make the CML165 a perfect solution in narrow sites or projects with space restrictions due to buildings and other cranes or due to regulations (e.g.: where overflying train tracks or roads is forbidden).

"We expect this new crane to be very successful in Asia and the Middle East due to the increasing construction demand in large cities", says Andy

Huang, Sales Manager at Comansa CM. "Luffing-jib cranes are the best solution in congested sites and the CML165 is a great option for all type of edifications including high rise buildings, which are becoming more and more popular in the region. We have already informed some of our customers about this new model and the news is receiving a warm welcome from countries such as Thailand, Malaysia, Philippines, Vietnam, India, etc.", adds Huang.

With this new model, available from September 2017 in Asia, Middle East and South America, Comansa CM's current CML Series of luffing-jib cranes remains as follows:

Model	Max. load	Max. reach	Jib-end load	Freestanding height
CML165 12t	12,000 kg	50 m	2,300 kg	56.6 m
CML190 12t	12,000 kg	60 m	1,550 kg	64.4 m
CML190 18t	18,000 kg	60 m	1,550 kg	64.4 m

Comansa CM offers a wide range of luffing-jib cranes to its customers worldwide: 14 models with maximum load capacity from 8 to 64 tonnes.





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RINNAI SHOWCASES HOT WATER SOLUTIONS TO SIEM REAP MARKET



Having dominated the Phnom Penh market for hot water solutions, Rinnai is now being introduced to dozens of commercial businesses in the Siem Reap market.

The products are made available in Cambodia through an exclusive dealership by Camcona Trading Cambodia Co., Ltd. With almost five years background in Cambodia, this Japanese water heater solutions brand is now expanding to Siem Reap.

Launched on 21 July, 2017 at the Hilllocks Hotel and Spa in Siem Reap, Camcona introduced Rinnai's various water heater solutions to a group of commercial clients and retailers. They described Rinnai products as energy efficient gas-fueled water heating systems appliances which have specific and unique benefits. These include great efficiency,

water conservation, safety, versatility and guaranteed reliability.

Rinnai has been operating since 1920 and has expanded to 19 factories and branches worldwide with a distribution network covering many global markets. With a history spanning almost 100 years, the company continues to focus on the innovative development of modern technology and provides multiple hot water solutions such as power, gas, and sunlight to meet the needs of customers.

"Rinnai Corporation expanded its distribution to Cambodia in 2013, with the rapid recognition and support of many customers and consumers with our high quality, safe and post-sale services," said Kim Srun Elida, Managing Director of Camcona Trading Cambodia.

While most of the company's sales to date have been in Phnom Penh they plan to extend the distribution and promotion of high quality hot water systems to customers such as hotels, restaurants, and spa facilities in Siem Reap since it is the Cambodia's top tourist destination. Elida said she aims to increase the sales volume with competitive prices, good service, and international quality standards, hoping that customers and business partners will continue to support Rinnai products.

Aside from Rinnai, Camcona Trading Cambodia Co., Ltd also distributes other well-known global brands such as LIGMAN lighting, IMER construction machinery & plastering machine, PERGO laminate flooring, and HILTI power tools and fastening systems. ■



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EMBRACING A DIGITAL FUTURE: REALISING CONSTRUCTION'S POTENTIAL

By Denis Branthonne, CEO & Founder of Novade



Digital solutions, such as the Novade platform, offer companies a way to streamline site processes.

The construction industry has reached a fascinating turning point, leaving room for vast changes that can greatly improve the state of site operations as we know it. The change I am talking about is a technological shift in construction processes that will ultimately save time and boost productivity.

While other industries have been embracing digitisation for decades, construction is comparatively late to the game, partly because of the sector's unique nature. Construction is a decidedly project-based and fragmented field. This means that the adoption of new standards and methodologies is constantly challenged, due to short-term project constraints and the difficulty of setting industry-wide standards. For these reasons, the industry has not seen any significant increase in productivity gains over the past several years, and it remains one of the least digitised industries.

However, more and more tech companies are recognising this growing need for digital solutions in the construction industry. In areas such as North America and Europe, we are

seeing companies that have been slowly but steadily embracing technology on sites for several years. In Southeast Asia, there is even more room for digitisation as a lot of these recent applications are either not yet deployed or very new to the market. Which is concerning, since Southeast Asia has one of the most booming construction landscapes and is arguably in greater need of such advancements than other parts of the world.

While technological strides are being made throughout the industry, most solutions tend to focus only on one aspect or one stage of a project, instead of a holistic approach. Tasks such as editing floor plans are made much simpler when digitised, and using Building Information Modeling (BIM) is becoming a new industry standard. But why digitise one site process, and not the rest? Why make the pre-construction stages more streamlined if construction, handover and maintenance processes are not given the same treatment? Failure to recognise the potential for improvement in these areas can limit productivity gains.

We foresee a comprehensive solution that would digitise all aspects of a project, both in the office and on the field: A platform that would keep all team members synchronised and up-to-date, while at the same time being accessible across devices and rendering paper forms unnecessary. Such an application could save countless man-hours, and would translate into more projects delivered on time without going over-budget. Quality checking, safety permits, maintenance inspections, and more could all be conducted on mobile or tablet devices – devices that most people are already comfortable using. Additionally, when real-time information is easily gathered, this provides valuable data for companies to utilise over time. This is the future we are striving toward with the Novade platform.

As digitisation continues to change our world in every way, it is by no means too late for the construction industry to begin embracing new standards and seeing major improvements in productivity. ■

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SKYTRAIN TO EASE CAPITAL CONGESTION



Photo Sample: Skytrain in Bangkok

To ease the capital's chronic traffic congestion, especially at rush hours, plans are advancing to construct an elevated electric skytrain to link the city to Phnom Penh International Airport (PPIA). The bold vision would not only provide a congestion solution for the capital but also spur economic growth along the route.

During a three-day visit to Japan in June, Prime Minister Hun Sen asked his Japanese counterpart to fund the USD800 million required to complete the project. "Japanese Prime Minister Shinzo Abe has guaranteed a longer loan payback period with lower interest rates for infrastructure loans," the prime minister told a crowd of graduating students in Phnom Penh in early August.

Once completed, the skytrain service would offer another option to the cars and motorbikes clogging Phnom Penh's main arteries. "The proposed skytrain has no driver," Ministry of Transport spokesman Va Sim Sorya said.

The Cambodia Daily reported Va Sim Sorya, as saying on 15 August that "the Japan International Cooperation Agency (JICA) would send an

expert team in the late of August to begin evaluating two or three possible routes". The official, however, couldn't comment on the timeframe of the feasibility study. JICA, however, said it would take one year to finish the study.

A number of discussions have taken place over the last two years following a preliminary study in 2014. Likely routes would connect Phnom Penh to the airport with a south-north corridor on Monivong Boulevard, and the east-west corridor passing Russian Blvd and a southwest corridor via Monireth Blvd.

Called the Automated Guideway Transit (AGT) line, the proposed electric skytrain would include more than ten stations and have a 3-car train capacity to accommodate 330 people. However, the constructor to develop the AGT line has not been announced.

Royal Railways, a subsidiary of the Royal Group chaired by tycoon Kith Meng, holds a 30-year concession to operate the Kingdom's railway network. The Cambodian government has granted the local conglomerate a concession to build a 10 kilometre railway linking the city

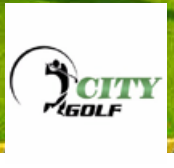
to PPIA, and the project is expected to be completed in 2018. "Upon completion, it will take 15 - 20 minutes to travel from within the city to the airport, and the train will be free of charge during its first month of operation," Transport Minister Sun Chanthol said in July.

Here in Phnom Penh, road traffic is getting worse by the day, and the news that a skytrain is to be built in the capital city will help facilitate the commute to and from the airport smoothly. "It can reduce traffic jams, which now mean that it can sometimes take one hour to reach the airport," Undersecretary of State in charge of railways, Ly Borin said.

More than 2 million vehicles commute on Phnom Penh's streets, and the Cambodian government estimates that traffic jams cost the economy USD6 million per month, according to VOA which quoted from an official figure on 9 August.

The skytrain is also seen as a landmark project for the upcoming SEA Games in 2023, and the project is scheduled to open before the largest ever sporting celebration in the kingdom. ■

LIGHTHOUSE CLUB PHNOM PENH



What is the Lighthouse Club?

The Lighthouse Club was established to promote good fellowship among its members who work in or are associated with the construction industry. It also provides charitable assistance to those in need within the industry and to their dependents where a fatality or serious injury has occurred.

From its roots in the UK in 1956, the Lighthouse Club now has branches all over the Asia Pacific Region, including Bangkok, Kuala Lumpur and now in Phnom Penh. These branches allow all Lighthouse Club members to meet together in their local environment to organize their own social events, fund raising activities and distribution of funds from the Lighthouse Club charities to those in need.

Why become a member of the Lighthouse Club?

Membership of the Lighthouse Club provides an opportunity for companies and individuals to be recognized as proactive supporters of safety in the construction industry and the provision of financial assistance to those less fortunate who are related to the construction industry and are directly affected by accidents and illness. The Lighthouse Club has formed charities to assist those in need by providing financial aid to distressed families within the construction industry, and assistance with the education of their children. It also actively promotes construction site safety through the presentation of safety awards to individuals and organizations that have made significant contributions to the improvement of safety on their projects.

Club membership also provides the opportunity for social or business networking through participation in or attendance at various functions, seminars and forums held throughout the year both locally and regionally.

The Lighthouse Club Cambodia

Meets once per month at selected venues in Phnom Penh where subscriptions raised are used to provide scholarships to Cambodian Students who are attending various technical universities in conjunction with assistance from The John Battersby Education Trust. We encourage anyone who is not a member to join up and again if any companies are looking to sponsor a future gathering please get in touch by email at lighthouseclubcambodia@gmail.com ■

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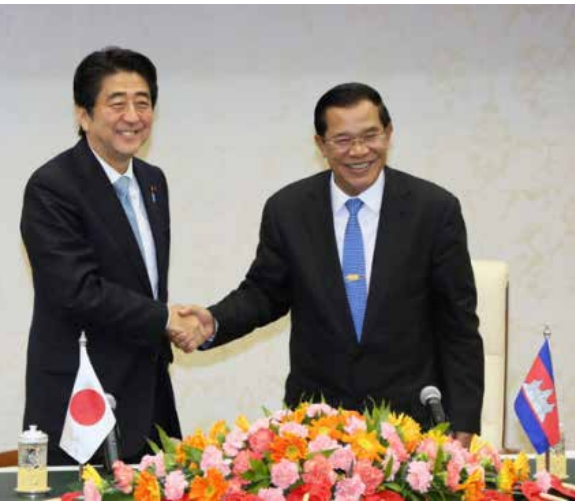
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រូបតំណាង រថភ្លើងអាកាសនៅទីក្រុងប៉ារីស



រថភ្លើងអាកាស ជាដំណោះស្រាយកាត់បន្ថយ កកស្ទះចរាចរណ៍ក្នុងទីក្រុង



ដម្បីសម្រេចចរាចរណ៍ក្នុងទីក្រុង ដែលតែងតែកើតមានឡើង ជាពិសេសពេលមានមហាជន រដ្ឋាភិបាលកម្ពុជាគ្រោងនឹងសាងសង់រថភ្លើងអាកាសតភ្ជាប់ពីទីក្រុងភ្នំពេញទៅអាកាសយានដ្ឋានអន្តរជាតិភ្នំពេញ។ រថភ្លើងអាកាសនេះមិនត្រឹមតែជាដំណោះស្រាយសម្រាប់ការកកស្ទះចរាចរណ៍ក្នុងទីក្រុង ប៉ុណ្ណោះទេ តែវាក៏អាចជួយជម្រុញកំណើនសេដ្ឋកិច្ចជាតិផងដែរ។

ក្នុងដំណើរទស្សនៈកិច្ចរយៈពេលបីថ្ងៃទៅប្រទេសជប៉ុនកាលពីខែមិថុនា សម្តេចនាយករដ្ឋមន្ត្រីហ៊ុនសែនបានស្នើសុំដំបូន្មានផ្តល់ជំនួយ ៨០០លានដុល្លារអាមេរិកដើម្បីបញ្ចប់ គម្រោងសាងសង់រថភ្លើងអាកាសនេះ។

សម្តេចនាយករដ្ឋមន្ត្រី ហ៊ុន សែន បានមានប្រសាសន៍ក្នុងពិធីប្រគល់សញ្ញាបត្រកាលពីដើមខែសីហា ក្នុងទីក្រុងភ្នំពេញថា លោកស៊ិនហ្សូ អាបេ ប្រធានធិបតីជប៉ុនបានធានាចំពោះសម្តេចនាយករដ្ឋមន្ត្រី នូវការសងគ្រឡប់វិញក្នុងរយៈពេលវែង និងអត្រាការប្រាក់ទាប សម្រាប់កម្ចីហេដ្ឋារចនាសម្ព័ន្ធ។

នៅពេលស្ថាបនារចរណ៍រថភ្លើងអាកាសនេះនឹងផ្តល់ជាជម្រើសមួយទៀត ជំនួសរថយន្តជួនតូច និងម៉ូតូដែលកកស្ទះនៅតាមផ្លូវធំៗក្នុងរាជធានីភ្នំពេញ។ បើតាមប្រសាសន៍របស់ឯកឧត្តម វ៉ា ស៊ឹមសុរិយា អ្នកនាំពាក្យក្រសួងសារធារណៈការ និងដឹកជញ្ជូនបានឲ្យដឹងថា រថភ្លើងអាកាសនេះ ពុំមានអ្នកបើកបរនោះទេ។

យោងតាមឯកឧត្តម វ៉ា ស៊ីមសុរិយា បានប្រាប់ការសេចក្តីខេមបូឌាដេលី កាលពីថ្ងៃទី ១៥ ខែសីហា ថា ទីភ្នាក់ងារសហប្រតិបត្តិការអន្តរជាតិជប៉ុន (JICA) បានបញ្ជូនក្រុមការងារជំនាញរបស់ខ្លួន កាលពីចុងខែសីហា ដើម្បីសិក្សាវាយតម្លៃផ្លូវរថភ្លើងអាកាសដែលអាចសាងសង់ពីរ ឬបីខ្សែ។ តែយ៉ាងណា មន្ត្រីអ្នកនាំពាក្យរបស់ខ្លួន សុំមិនធ្វើការអត្ថាធិប្បាយពីរយៈពេលនៃលទ្ធភាពសិក្សានោះទេ។ ក៏ប៉ុន្តែ JICA ធ្លាប់អះអាងថា លទ្ធភាពនៃការសិក្សានេះ អាចចំណាយពេលមួយឆ្នាំ។

កិច្ចពិភាក្សានៃគម្រោងខ្សែរថភ្លើងស្វ័យប្រវត្តិក្នុងរាជធានីភ្នំពេញ បានធ្វើឡើងអស់រយៈពេលជាងពីរឆ្នាំមកហើយ ហើយការសិក្សាជំហាននៃគម្រោងនេះ បានចាប់ផ្តើមក្នុងឆ្នាំ ២០១៤។ ជាមួយគ្នានេះ ខ្សែផ្លូវសារធារណៈនៃគម្រោងរថភ្លើងលើអាកាសចំនួន ៣ខ្សែនឹងត្រូវបានចាប់ផ្តើមគឺ ខ្សែទី១ ចាប់ផ្តើមពីមហាវិថីកម្ពុជាក្រោមមហា

វិថីព្រះមុនីវង្ស មហាវិថីសហព័ន្ធរុស្ស៊ី និង រង្វង់មូលចោមចៅ។ ខ្សែទី២ ចាប់ផ្តើមពីមហាវិថីព្រះមុនីវង្ស រត់ស្របផ្លូវរថភ្លើង (ចាស់) ចូលអាកាសយានដ្ឋានអន្តរជាតិភ្នំពេញ។ ខ្សែទី៣ ចាប់ផ្តើមពីផ្សារថ្មីចេញពីមហាវិថីហ្សាលដឺហ្គោល មហាវិថីព្រះមុនីវង្ស រត់ ផ្លូវវែងស្រេង រង្វង់មូលចោមចៅបត់មក អាកាសយានដ្ឋានអន្តរជាតិភ្នំពេញវិញ។

ការសាងសង់ ខ្សែរថភ្លើងស្វ័យប្រវត្តិ (AGT) នឹងមានស្ថានីយ៍រថភ្លើងប្រមាណជាង ១០០ នៃឆ្នាំ ហើយរថភ្លើងចំនួន៣គ្រឿងដែលអាចផ្ទុកអ្នកដំណើរបាន ៣៣០ នាក់។ ទោះយ៉ាងណា មិនទាន់មានការប្រកាសណាមួយជាផ្លូវការនោះទេ ទាក់ទងនឹងក្រុមហ៊ុនសាងសង់ AGT នេះ។

បន្ថែមពីនេះ ក្រុមហ៊ុន Royal Railways ដែលជាក្រុមហ៊ុនបុត្រសម្ព័ន្ធមួយ របស់ក្រុមហ៊ុន Royal Group ដឹកនាំដោយលោក ឧកញ៉ា គិត ម៉េង ហើយ Royal Railways

ទទួលបានសិទ្ធិអភិវឌ្ឍបណ្តាញខ្សែរថភ្លើងនៅកម្ពុជារយៈពេល៣០ឆ្នាំ។ រដ្ឋាភិបាលកម្ពុជាក៏បានផ្តល់សិទ្ធិឱ្យក្រុមហ៊ុនមួយនេះសាងសង់ផ្លូវរថភ្លើងបន្ថែមប្រវែង ១០គីឡូម៉ែត្រ លើផ្លូវដែលមានស្រាប់ភ្ជាប់ពីភ្នំពេញទៅអាកាសយានដ្ឋាន ភ្នំពេញអន្តរជាតិ ហើយគ្រោងនឹងបញ្ចប់ ការសាងសង់នៅឆ្នាំ២០១៨ ខាងមុខ។ លើតាមរដ្ឋមន្ត្រីក្រសួងសារធារណៈការ និងដឹកជញ្ជូន ឯកឧត្តម ស៊ិន ចាន់ថុល បានមានប្រសាសន៍កាលពីខែកក្កដា ថា នៅពេលសាងសង់រួចរាល់ អាចចំណាយពេលពី១៥ ទៅ២០ នាទីសម្រាប់ការធ្វើដំណើរ ពីទីក្រុងទៅអាកាសយានដ្ឋានភ្នំពេញអន្តរជាតិ។

គួររំលឹកផងដែរថា គម្រោងរថភ្លើងអាកាសជាគម្រោងដ៏ធំមួយសម្រាប់កម្ពុជា ត្រៀមប្រារព្ធកីឡា SEA GAME នៅឆ្នាំ ២០២៣ ហើយគម្រោងផ្លូវរថភ្លើងអាកាសនេះគ្រោងនឹងបើកឱ្យដំណើរការមុនព្រឹត្តិការណ៍ដ៏ធំនេះប្រារព្ធធ្វើឡើង។

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2200 CR ROAD REHABILITATION WITH CEMENT, THAILAND

Cold recycling with cement – Wirtgen cold recycling 2200 CR pushes Streumaster cement spreader SW 16 MC.

For over 10 years the cold in-place recycling process with cement has been a well-established procedure for road rehabilitation in Thailand and has achieved high levels of success. The process is designed for the rehabilitation of highly distressed pavements (asphalt and asphalt / base) with the Wirtgen cold recycler 2200 CR using cement as a binding agent. Exact application rates of cement are achieved using the latest technology, the Wirtgen slurry mixer WM 1000 or Streumaster cement spreader. Mix design and preliminary pavement

investigation are carried out by local laboratories.

The WM 1000 slurry mixer is connected to the 2200 CR by means of a bar and is then pushed by the CR. The WM 1000 pre-mixes the required quantities of cement and water to form a slurry which is then injected directly into the 2200 CR mixing chamber by means of a spray bar mounted on the mixing chamber. The exact quantity of slurry is metered relative to the working speed. Alternatively the Streumaster cement spreader accurately spreads the required percentage of cement directly in front of the 2200 CR to minimise any dust emission. Water is injected into the mix by means of the 2200 CR water spray bar system.

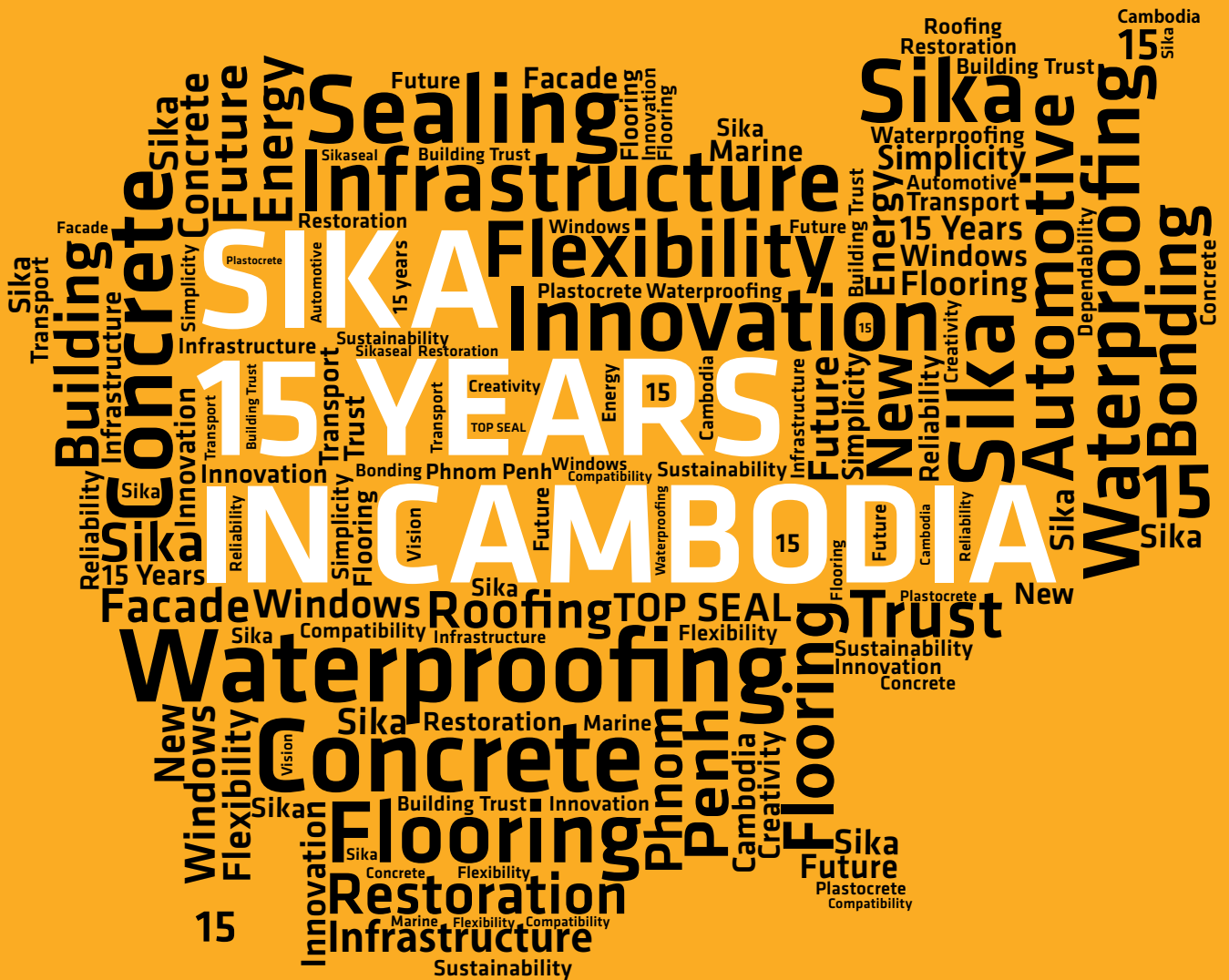
The recycled material is pre-compacted by means of the integrated Vögele screed which has a working width of 2.2 m. Final compaction is achieved using 20-t Hamm singledrum compactors. As many as 70 Wirtgen 2200 CR / WM 1000 combinations are currently in operation in Thailand on a variety of job sites.



PROJECT DATA	
Recycling width	2.2 m
Recycling depth	approx. 20 cm
Percentage cement	approx. 3.0%

Contact : daniel.ong@wirtgen-group.com
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BUILDING TRUST





THE IMPACT OF TOURISM ARRIVALS ON THE HOTEL MARKET IN PHNOM PENH

By Eric Wong Chon Lap

Phnom Penh is one of the preferred places to stay for overnight international visitors, with visitor numbers growing every year.

Cambodia's tourist arrivals increased by 5 percent year-on-year in 2016 compared to 2015, according to the Statistics and Tourist Information Department of the Ministry of Tourism. The stats show that Cambodia welcomed 5,011,712 international travellers compared to 4,775,231 visits in 2015. Vietnam led the supply market with 959,663 visits in 2016 as compared to 987,792 visits in 2015. Other markets in the top five were: China (with 830,003 visits and an increase of 19.5 percent), Thailand (with 398,081 visits and an increase of 13.8 percent), Laos (with 369,335 visits and a decrease of 8.9 percent) and South Korea (with 357,194 visits and a decrease of 9.6 percent).

Of all international visitors arriving by air, Phnom Penh Airport secured

1,164,240 arrivals. The increase in tourist arrivals meant that during 2016, Phnom Penh hotel occupancy rates bounced back to over 70 percent. Average daily room rates in 2016 grew steadily from the same period a year earlier.

Traditionally, the hotel high season is at the end of the fourth quarter and the New Year period. In the past, hotels in Phnom Penh faced poor occupancy and room rates during the middle of the year. Currently, the high season for hotels is still during the year-end; however, rates and occupancy have smoothed out somewhat with the increase of visitors from neighbouring countries such as Thailand and Vietnam.

Historically, Phnom Penh has had some of the lowest hotel rates in Asia. For some hotel categories, there has been very little real rate growth and this is expected to happen across the sector from backpacker hostels, to



economy and luxury hotels. This is because of the large amount of new boutique hotels that have been built over the city. On the other hand, we have seen a rise in the amount of new hotel construction starts, particularly in the prime areas of Phnom Penh. Perhaps this is partly due to the superior knowledge by potential investors about future prospects, especially in a city with so many events and a record breaking number of visitors coming to the capital each year. If visitor numbers continue to rise, then hotel owners would start to see room rates increase.

“There are too many hotel rooms in Phnom Penh. In this age of competition, quality is a buzzword for the hotel industry. We will continue to see some more nice hotels having a presence in the market such as the Hyatt and Marriott brands,” explained Chhayleang Ngoun from Ratanaka Realty.

For hotel developers, the rapid

increase in land prices in the prime areas of Phnom Penh, coupled with low room rates, means that some hotels are not the highest and or represent the best use of prime freehold land in Phnom Penh. As a result, Phnom Penh downtown hotel supply will continue to grow with more four or five star hotels planned or under construction that could be completed within next three years. “There are not enough hotel rooms to supply the market,” countered Chan Mlop Sokha from Sokha Law Firm. However, profit margins for hotel developers / operators are slim, and some hotels face challenges when seeking financing.

Compared to Bangkok and Ho Chi Minh City, it is true that Phnom Penh does not enjoy as many repeat visitors - both Thailand and Vietnam have a wide range of feeder markets with a very high percentage of repeat visitors. However, Cambodia and Phnom Penh are now increasingly dependent on visitors from

Southeast Asia and mainland China. In the coming years, the Chinese visitor market is expected to grow. Last year, there were close to 1 million Chinese visiting Cambodia. However, the risk of any downturn in the Chinese economy can affect outbound tourism. This will have a noticeable impact on countries dependent on those arrivals and Cambodia is one of the countries heavily dependent on Chinese visitors. One of the often overlooked benefits of the growth in visitors from Southeast Asia, is that arrivals to Phnom Penh are not as seasonal.

Overall, the future for the Phnom Penh hotel market is looking more positive, with rising demand but also a rise in the rate of new supply. This could result in a decrease in room rates. Southeast Asian and Chinese arrivals will continue to be the main source of Cambodia's tourism growth. If the growth trend for 2017 continues to be as strong as for the whole of 2016, this could be a good year for tourism. ■



CAMBODIA ANNOUNCES EIGHT EXPRESSWAYS



To ease traffic and boost the nation's economic growth, Cambodia has announced the construction of eight expressways connecting the capital Phnom Penh to various destinations.

Unlike the national roads, expressways are specially designed for high-speed and long distances. Entrances and exits are limited to interchanges and there are no stop signals. They have four or more lanes with a median division that allows for safe and smooth traffic. Travel time is greatly reduced compared to ordinary roads.

Among the planned eight expressways, Local Globalcam Project Development Ltd won contracts from the government to build six, Globalcam representative Mot Sochoeun told Construction and Property Magazine in mid-August.

The first 120km long expressway will link Phnom Penh to Takeo leading to Phnom Din (Cambodian-Vietnamese Border). The second 166km route will connect Phnom Penh to Kampot's Prek Chark district bordering Vietnam; the third 376km highway will connect Banteay Mean Chey towards the Poipet border. The fourth will link Phnom Penh to Siem Reap at 375km long, while the fifth will link the 522km from Phnom Penh to Steung Treng. The sixth will shorten the distance from Phnom Penh to Ratanakiri leading to Vietnam border to just 385km.

According to Globalcam, the Phnom Penh-Steung Treng route heading to the Lao border will be the first expressway of the six to be constructed. "The route will be open for construction in mid-September, will take five years to finish and open to traffic sometime in 2022," he said, adding that 1km of expressway is worth USD4 million in construction costs.

The route, Sochoeun said, is made possible through a joint venture between Globalcam and Malaysian-based Mahdi Holdings Investment. The JV was signed between the two firms at a ceremony held in Phnom Penh in July 2017, where they announced the USD5 billion investment in the 522 km expressway.

Despite the news being announced, the government seemed to be unaware of such rapid progress on the route. Va Simsorya, spokesman from the Ministry of Public Works and Transport declined to comment on the announcement that the two firms' consortium would open construction for the Phnom Penh-Lao border expressway this year, explaining that the company hadn't provides any updates to the ministry regarding

the progress on this or other routes that it had received concessions on from the government.

The Phnom Penh- Sihanoukville expressway will be the second route to be constructed by end of this year. Stretching 190km long and 25 metres wide with two lanes, the expressway is worth about USD1.9 billion. Mr. Va Simsorya indicated that the project wasn't divided into separate construction phases but declined to reveal the contractor or developer behind the project, besides stating it is a private Chinese firm.

During the One Belt and One Road infrastructure talks in Beijing in May, the chairman of China Communications Construction Mr. Liu Qitao confirmed to Prime Minister Hun Sen that his company would invest in this expressway project.

The Phnom Penh-Bavet expressway was the first to be approved for a feasibility study led by the Japanese International Cooperation Agency (JICA) in 2015. The route will be re-studied by the JICA team again, spokesman Va Simsorya told Construction and Property Magazine. "In the last two months, the government decided to assign JICA to work on the freeway again as the price they proposed before is very high."

Since the route is under further study, Mr. Soriya was not able to provide further details on the schedule of the project.

Based on the previous study proposed by JICA, the construction of the Phnom Penh-Bavet route will be implemented in three phases; Phnom Penh-Neak Loeng, Neak Loeng-Svay Rieng and Svay Rieng-Bavet city on the Vietnamese border. The expressway will stretch 160km long and cost about USD3 billion with completion expected in 2033.

"Many Asian countries started developing expressways when their GDP per capita were less than USD500. Now Cambodia is over USD1, 000, so it is time to start developing the expressway network," said Egami Masahiko, JICA's representative during the meeting to discuss on the Phnom Penh-Bavit Expressway project in 2013.

According to Cambodia's Expressway Master Plan, Cambodia will need a total expressway network of 850km, which will cost some USD9 billion by 2020. By 2040, the nation will need an investment capital of about USD26 billion to build 2,230km of expressway, according to the state's news agency. ■

PEX QUALITY WATER PIPES NOW AVAILABLE IN CAMBODIA



Coming directly from France, PEX Pipes is the first company to bring high-quality plumbing pipes to Cambodia.

Mr. Pak Serge, CEO of PEX Pipes Co. LTD explained to Construction & Property Magazine more about his company and the technology behind it.

Tell us more about your company.

PEX Pipes Co. Ltd. is the exclusive distributor of COMAP pipes for the ASEAN zone. COMAP is a French company that belongs to the Aalbert Industries Group which is listed on the Amsterdam stock exchange. COMAP produces 60 million meters of pipes every year. Its factories are all in Europe with ISO 9001 certifications.

Our company goal is to bring the PEX pipes technology (polyethylene cross linked) to South East Asia in countries that still use mostly PVC pipes for clean water. Our goal is to make this afford-

able technology more and more popular by preventing water leakage issues.

Why bring this technology to Cambodia?

Leakage is a real issue in Cambodia. Owners of flats, houses, villas, hotels and offices all are concerned by this problem whether it's an old or a new construction. How many times have you heard complaints about leakage issues from your family, friends or colleagues? For me, it is a lot. That is why I have brought this technology here. In France, we don't have leakages everywhere; it is not a common issue, especially in new construction as they are all guaranteed for 10 years. If you use the right materials from the beginning, you are worry-free for the future. That is the way it should be.

What is PEX?

PEX stands for Polyethylene Cross-linked. It is a form of polyethylene with

cross-links: highly resistant and flexible at the same time. Our pipes can withstand pressure up to 10 bar and temperatures up to 90°C. They can be exposed or buried in walls or the ground. It comes in rolls of ranging between 50 metres to 200 metres. They are available naked or protected in a corrugated conduit. Different diameters are available: 12, 16, 20 or 25 mm.

Our PEX Pipes and fittings are all certified to European standards (ISO, SKZ, CSTBat).

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THE BENEFITS OF BUDGETING AND COST PLANNING FOR CONSTRUCTION PROJECTS

Over the years in many South East Asian cities, it has become commonplace to see incomplete or failed construction projects, some of which stand in the most prominent of locations. It is the case however that many of these empty shells could have been completed had proper budgeting of the development process at the initial planning stage been carried out.

This function has traditionally sat with the quantity surveyor to perform the role of assisting the developer by providing a complete cost and procurement strategy from the outset. This is delivered through the provision of a consulting service that can give the developer cost certainty in the form of sound contractual advice, guidance

on the correct procurement strategy and the provision of realistic cash flow expectations.

Critical factors which contribute to the successful completion of a construction project are, budgeting, cost planning and the type of procurement route chosen. These tools are often overlooked by developers, who frequently rush directly to a designer, or just as frequently, directly to a contractor before considering these key factors.

Accurate budgeting should be the first priority in planning a construction project. The process should commence even before land has been purchased or concept designs engaged.

The correct stages are outlined below:

1. Assembling a project team – hire a reputable quantity surveyor and project manager to drive the budgeting process. These roles should be filled before the rest of the design team is in place.

2. Prepare a detailed budget – this is the first and most critical task. This involves communication between the developers' finance team and the quantity surveyor to gain an accurate picture of the project's requirements. The total project cost will be planned for at this stage, not just the construction cost. This includes land cost, licenses, professional fees as well as the direct construction costs. The developers' own staff costs may also be factored into this equation at this stage. Many ventures fail due to a developer only taking into consideration direct construction costs and ignoring other factors which can have a significant impact on the overall cost of the project.

3. Cost Planning – design a project that matches the budget! Once an appropriate designer has been appointed, the quantity surveyor can assist the developer in monitoring the original budget. This process includes the formation of a cost plan which will fit around the designer's scheme. The quantity surveyor can also advise on changes and re-design in order to retain the original budget. Redesigning or



increasing the scope can significantly affect the overall budget, so all changes should be strictly monitored during every stage of the project's development.

4. Cash flow forecast – once the budgeting and cost planning are complete the quantity surveyor should provide a cash flow forecast to show when finances are required, and at what stage of the building process.

5. Once these stages are complete the quantity surveyor will advise the developer on the procurement strategy and tendering options. These choices will determine how the project is delivered and the extent of input required from the various professionals

as the project moves forward.

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BENTLEY ANNOUNCES FINALISTS IN 2017 BE INSPIRED AWARDS PROGRAM



Greg Bentley, Chief Executive Officer, Bentley.

Winners to be selected and announced at *The Year in Infrastructure 2017 Conference, October 10-12 in Singapore*

Bentley Systems, Incorporated, a leading global provider of comprehensive software solutions for advancing infrastructure, today announced the finalists in the 2017 Be Inspired Awards program.

The annual awards honour the extraordinary work of Bentley users advancing infrastructure design, construction, and operations throughout the world. Ten independent jury panels comprising distinguished industry experts selected the 51 finalists from more than 400 nominations submitted by organisations in more than 50 countries.

The finalists will present their innovative projects to their peers, the jurors, industry thought leaders, and more than 120 members of the media as part of related infrastructure forums at The Year in Infrastructure 2017 Conference, October 10-12 in Singapore at the Marina Bay Sands Expo and Convention Centre.

This gathering of leading professionals in the world of infrastructure design, construction, and operations will feature:

- thought-provoking keynotes by Bentley senior executives and prominent industry thought leaders
- live technology presentations from Bentley’s alliance partners – Microsoft, Siemens, Bureau Veritas, and Topcon



- opportunities for attendees to meet and have one-on-one discussions with awards finalists
- informative industry forums and panel discussions featuring speakers from Microsoft, Siemens, Bureau Veritas, Australia Road Research Board, Applied Research & Associates, Building and Construction Authority of Singapore, and more
- Be Inspired Awards finalists' presentations on October 10 and 11
- evening ceremony and gala featuring announcement of the Be Inspired Awards winners on October 12

The Year in Infrastructure 2017 Conference is an ideal opportunity for management-level executives in engineering firms, architecture firms, construction companies, and government or owner-operator organisations responsible for

the design, delivery, and/or operations of infrastructure to share best practices and meet infrastructure professionals from around the world. All those who submitted a nomination in the Be Inspired Awards program are also invited to attend.

Bentley Systems Chief Communications Officer Chris Barron said, "The Year in Infrastructure Conference is a one-of-a-kind networking and learning experience for infrastructure leaders from around the world. This year we have an unprecedented number of participants for the Be Inspired program, and are pleased to congratulate and acknowledge all of the participants for their excellent work and inspiring projects. Conference attendees will have the chance to meet the awards finalists, and see them present their projects, which represent this year's most outstanding BIM advancements in global infrastruc-

ture."

This year's conference will be held for the first time in Singapore at the Marina Bay Sands Expo and Convention Centre, one of the most iconic buildings in Asia. The structural design of Marina Bay Sands was done by Arup and was Bentley's 2010 Be Inspired Award winner for Innovation in Structural Engineering.

Mike Lee, vice president of sales, Marina Bay Sands, said, "Marina Bay Sands is honored to be the chosen venue for Bentley Systems' first-to-Singapore conference. Our relationship with Bentley dates back to our construction days, as our iconic building was structurally engineered using Bentley Systems software. We look forward to welcoming Bentley and its delegates to our integrated resort to experience its multitude of business, leisure, and dining offerings under one roof." ■

PHNOM PENH MUNICIPALITY DIARY: JULY - AUGUST 2017



▼ **Advanced drilling machine introduced**

06 July

Japanese advanced drilling machine technology was promoted in the kingdom for the first time. The arrival of this advanced drilling machine comes at a time when the construction industry in the nation has dramatically grown over the last few years. The drilling machine is capable of drilling to lay cables, optic cables, and bury drainage pipe.



▼ **Concrete-walled canal on track**

10 July

The development of a concrete-walled canal project in Steung Mean Chey is being discussed, and expected to be built soon. The concrete-walled canal sits under Steung Mean Chey flyover flowing to St. 371. The trench plays a crucial role in delivering water from the southern and eastern areas of the airport and Steung Mean Chey reservoir, flowing through the main Steung Meanchey canal to Boeng Tompon pumping station.



▼ **Damaged pumping station to be fixed**

15 July

Not long after being inspected by City Hall, the aging condition of the Borey 100 Khnong pumping station resulted in water pumping dramatically slowing down. It will need to be repaired urgently to solve the flooding issue arising to the north of Russian Boulevard and especially along the railway in Sen Sok district. The repair works will take four months, and the machine of the pumping station in Toul Kok I will be processing the water during that time.



18 July

PPCH has targeted the outskirts of the city located in Krang Thnong commune, Sen Sok district, Phnom Penh to erect a four-hectare depot for a public bus park, with a capacity of over a hundred of buses. The depot aims to park the 140 incoming buses provided by the Japanese government. The donated buses are being produced in September and expected to arrive in Cambodia in June 2018.



▼ **Phnom Penh infrastructure quality upgrades**

26 July

PPCH has requested all 12 administrative district authorities in Phnom Penh to collaborate with contractors to be implement PPCH's project developments well. The project intends to improve infrastructure developments comprising of roads and drainage pipes in the capital. PPCH has also encouraged relevant authorities to speed up repairing roads that have not yet been completed; both the existing projects and new ones to upgrade work quality of burying drainage pipe and road repairing. The hall also suggested that local authorities not take fees from residences for connecting their water supply

pipes to the main water supply pipe network. For all breaking ground projects, the municipality suggests contractors to ensure commuters are safe around the project site and construction doesn't affect the traffic flow. Construction sites are required to have warning signs and project labels.



▼ **Phnom Penh to build waste-to-energy plant**

07 Aug

PPCH officers visited the dumpsite at Dangkor district for the feasibility study to build a waste-to-energy plant. Phnom Penh has generated an increase of 2,300 tons of waste per day. Meanwhile, PPCH has also strongly urged its officers to manage, clean, transport, and recycle waste or garbage to improve the capital beauty and reduce waste volume in the city. Either waste or garbage can be recycled into organic, gas as well as energy.



▼ **City Hall enhances construction and land management works**

08 Aug

PPCH held a meeting on examining construction management and land development in the capital, aiming to understand the challenges the technical errors that occur in construction. Expert officers and relevant authorities are asked to monitor all construction sites to ensure the strictly disciplin on those who are violating the construction law.



▼ **Phase two of cable network improvement in progress**

11 Aug

The cable network improvement plan is progressing to phase two of 2017. The plan is also checking the technical aspects of digging in order to lay cables along the road in the capital. The project consolidates cable safety and improves the capital's beauty. Here in Phnom Penh, about six main streets will have wires dropped down and to dug up to lay the wires. The roads are: Preah Norodom Blvd, Preah Sihanouk Blvd, Preah Monivong Blvd, Mao Tse Tung Blvd, Kmapuchea Krom Blvd, and Russian Federation Blvd.



▼ **600 CCTV cameras to be installed**

16 Aug

About 600 security cameras will be operated in every public area of the capital in this September. Use of the CCTV cameras significantly contributes to reducing crime and keeping track of traffic conditions in the city. Meanwhile, the camera installers need to be trained and to speed up installation work to meet the timeframe.



▼ **Phnom Penh green city plan discussed**

16 Aug

Phnom Penh Municipal Deputy Governor H.E. Eang Ouny presided over a meeting on the Phnom Penh Green City strategic plan for 2017-2026, which is another new project to encourage other relevant authorities to orientate the capital to be environmental friendly and green for the long-term perspective.



CAMBODIA'S DILAPIDATED INFRASTRUCTURE IS BIG BUSINESS

Cambodia's under-developed infrastructure is a major hurdle that has deterred many investors and businesses. However, one particular Cambodia-Chinese joint venture sees the dilapidation as a golden opportunity.

Cambodia-based WorldBridge Land (Cambodia) Co., Ltd. and Sino Great Wall International Engineering Co., Ltd (SGW) from China have inked a joint venture agreement with a vision to transform the nation's infrastructure challenges into big business opportunities. The consortium is structured with the Chinese side owning 60 percent and the Cambodian side 40 percent.

At signing of the JV MoU in Phnom Penh in early August, the two firms announced their intention to work closely with the Cambodian government on various public developments that will help enhance the nation's public infrastructure condition. The projects they are targeting include bridges, roads, and buildings, and in particular those to be

undertaken via financial support from China.

Chaired by Cambodian property tycoon Oknha Sear Rithy, WorldBridge Land is a subsidiary among other 30 firms in his conglomerate. The firm is the developer behind three massive condominium projects in Phnom Penh including The Bridge, The Peak and The Palms. The firm has also expanded its business lines into some ASEAN markets.

Incepted in 2001 and based in Beijing, SGW provides engineering contractor services in China and abroad. The giant contractor's main projects are hotels, residential developments and public buildings.

According to SGW's press release issued before the MoU signing, the company is the main contractor for WorldBridge's two ongoing projects, The Bridge, and The Peak. The Bridge is a 45-storey condominium building set to open for businesses in early 2018.

The Peak is a 55-storey building to be launched soon with completion scheduled in 2020. SGW also won a USD2.7 billion contract to build the 133-storey Thai Boon Roong Twin Tower Trade Center in Phnom Penh, which will be one of the world's tallest buildings.

"It is a great honour for WorldBridge Land to collaborate with Sino Great Wall as they have years of experience in construction works," said Oknha Sear Rithy, adding that the country needs to build and expand its infrastructure facilities to fulfil the needs of the people and business.

"I firmly believe that the signing of this MoU is paves the way for the two firms to step into a joint venture in the near future, it is not just a normal MoU," he explained.

Liang Rong, vice-chairman of SGW said that, "We definitely have enough means and resources to take on large-scale projects in Cambodia by introduc-



ing our advanced technology.”

In Cambodia, about 70 percent of roads and bridges have been funded by China, with combined loans of about USD2 billion, according to a report from Ministry of Public Works and Transport, cited in the Cambodia Daily on 24 July.

The nation has about 11,000 km of national roads and 4,407 km of provincial roads. Over 40 percent of the roads are asphalt to date, according to the report.

During an inspection of the expansion work for National Road No.2 in

early August, H.E. Sun Chanthol, Minister of Public Works and Transport said that Cambodia spends about USD200 million a year just for maintenance and repair works for the nation’s road network. ■

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MINISTRY OF LAND MANAGEMENT, URBAN PLANNING AND CONSTRUCTION

MLMUPC DIARY: JULY - AUGUST 2017

► **222 ethnic families receive land titles**

03 July

About 222 Kreung ethnic families from four communities living in Ou Chum district, Ratanakiri province were granted a total 39 land titles with a combined land size of over 3.3 hectares. So far, MLMUPC is registering land ownership for minority families in four provinces including Mondolkiri, Ratanakiri, Kratie and Steung Treng. The ministry received 50 applications and certified the property owner titles to 18 communities.



► **Construction investment surges in 1st Semester, 2017**

14 July

MLMUPC revealed that construction investment across the nation rose 27.44 percent in the first six months of this year compared to the same period last year. During the January to June 2017 period, the ministry approved 1,523 projects covering about 7.2 million square metres of landmass estimated to worth almost USD5 billion. In the 1st semester 2016, the ministry recorded 1,183 projects covering over 10.5 million square metres worth about USD4 billion. Within the first six month period of this year, it also granted construction permits to 14 boreys and 43 building projects of over five floors. From the year 2000 to June 2017, the data counted a total of 309 projects constructed on 13 million square metres worth USD4.7 billion invested in by foreign investors from 18 countries. Cambodia registered 1,006 construction-related firms, of which 408 of them are foreign enterprises.



► **All White Building families agree to relocate**

15 July

All 492 affected families of residents living in the to-be-demolished White Building agreed to accept the compensation scheme from the Cambodian government and the developer in order to leave the building. The affected families all agreed to sell their units in the building for USD1,400 per square metre. The Japanese developer Arakawa Co., Ltd invested USD23 million in the land to build a 21-storey mixed-used structure worth USD80 million on the site. The firm started tearing down the dilapidated structure on 10 June, though the date of the completion of the demolition work is not known.



► **Ministry strengthens land registration work at commune level**

27 July

The issues of strengthening land registration and stamp duty for officials at the commune/district levels were discussed at the workshop on "The Role and Responsibility of Communal Administration for Land Registration and Stamp Duty." The seminar was presided over by MLMUPC Secretary of State H.E. Lim Van. The meeting aimed to enhance the effectiveness of the land registration process and stamp duty responsibilities for heads of communes/districts and officials from Department of Land Management, Urban Planning and Construction, and Cadastral Departments at Preah Sihanouk, Kampot, and Koh Kong provinces. Over 230 attendees participated in the seminar.





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- ☑ បំពង់ទុរយោ ខ្យងរោង និងគ្រឿងតំណ / CORRUGATE PIPE AND FITTINGS(Turkey)
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- ☑ អាខ្លាលីវ បាក់តេរី កំចាត់ក្លិនស្អុយក្នុងអាងស្តុកលាមក បណ្តាញទឹកកខ្វក់ និងស្រែ: Aqua Lift bacteria eat smell in your septic tank, Chanel and pond (Japan)



ភីឌីស៊ី អចលនទ្រព្យ / PDC PROPERTY



- ☑ សេវាទិញ និងលក់ ផ្ទះ ដី / BUY AND RENT SERVICES
- ☑ អភិវឌ្ឍន៍ដី / LAND DEVELOPMENT
- ☑ អភិវឌ្ឍន៍ផ្ទះល្វែង និងវីឡា / FLAT HOUSE AND VILLA DEVELOPMENT



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- ☑ ភីឌីស៊ី ស្រាស / PDC RICE WINE



► **27 families' land disputes solved**

03 Aug

The controversial land dispute ongoing since 2005 between 27 families and Sorakea Khmer Co Ltd; located in Ta Pet Village, Chrey Lers commune, Ponhea Leu district, Kandal Province has finally been resolved. With the intervention by H.E. Pheoung Sophorn, MLMUPC Secretary of State and other officials, both parties accepted the resolution to end the conflict peacefully.



► **Three costal development projects on track**

11 Aug

MLMUPC Minister H.E. Chea Sophara, who is also the Chairman of National Committee for Coastal Management and Development, presided over a coastal meeting to review three coastal development projects located in Kampot and Kep provinces.



► **Minister meets Chevening scholarship students**

14 Aug

Senior Minister H.E. Chea Sophara gave advice and experience to a group of Cambodian students that won the Chevening Scholarship to study master's degrees in the United Kingdom. The Minister wanted to ensure that the scholars will do their best to absorb knowledge from the Chevening master degree program for the academic year 2017-2018 that will commence in mid-September. He also wishes to see them returning with valued knowledge that will help contribute to the nation's development and prosperity.



► **Ministry improves skills for local authorities on land disputes**

15 Aug

The Land Dispute Affairs department of MLMUPC hosted a training program on "Land Dispute Resolution Procedure" for commune/district authorities in Kampong Chhnang province. The two-day training course aimed to enhance the local authorities' ability to effectively solve land issues for local citizens.



FOCUS

Association

SEPTEMBER ~ OCTOBER 2017 | ISSUE 029



UPG ORGANISES
1ST PIPE ART
CONTEST

64



TALKS
CONTINUE
ON INSURING
WORKERS

66



ACF HOSTS
INDUSTRY
PERSPECTIVE
MEETING

68



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UPG ORGANISES FIRST PIPE ART CONTEST

Audiences were amazed to witness the various artistic masterpieces designed by talented young Cambodians using just pipes in the nation's first pipe art contest initiated by UPG Pipe, one of Cambodia's leading pipe producers and suppliers.

Initiated by the company's Eagle pipe brand, the EAGLE Pipe Art Contest is the first of its kind. The challenge called for the submission of creative pipe artworks such as decorative objects, tools, furniture, collages, sculptures, installations, performances etc. using just the product range of Eagle Pipe. Young artists from local universities attending the contest firmly demonstrated their creative artistic talent.

14 student candidates submitted their individual or collective entries with only seven selected as winners of the awards.

The first prize winner was given to Tang Sang Voong, a fifth year student at the Institute of Technology of Cambodia (ITC) majoring in engineering industry who made a car from the Eagle Pipe that can carry over 100 kg in weight.

A native from Kompong Speu province, Sang Voong told Construction and Property Magazine at the prize conferring ceremony on 5 August that he had invested serious effort in order to win the competition. "It took me two efforts to make this car. I spent only half a month to make the first version, but it took me over a month for the final one."

Chhun Chetna, Managing Director of UPG Pipe Co., Ltd felt proud to see candidates investing serious commitment into the usable invention competition despite their busy school schedules. "Whether or not they will further their education or career in the arts, I believe they will contribute their creativity to our economic, social and cultural development," he said.

Following the success of this first contest, Chetna announced at the prize-giving that the competition would be held annually with bigger prizes on offer. "The 2018 contest will be open for registration in June 2018 to any contestants from schools or universities not only in Phnom Penh but across Cambodia."

UPG Pipe is one of the leading

pipe producers in Cambodia with the vision to be the largest pipe factory in the nation. Manufacturing under the Eagle trademark, the firm produces uPVC pipe, electrical cable conduit pipe, flexible corrugated conduit pipe and fittings and accessories. Thanks to its exceptional quality standards, Eagle Pipe has been recognised for its high quality all over Cambodia.

Since 2016, UPG has been an active member of Cambodia Constructors Association (CCA), a private constructors group with over 125 members that are businesses related to construction.

CCA expressed its great support for its member for having initiated such a creative competition.

"CCA sincerely admires UPG Pipe for organising this event that has inspired the skills creativity and talents in the arts by young Cambodian engineers, architects and artists. This event also motivates our young people to invent useful masterpieces that benefit society rather than doing things that are harmful or unacceptable to society," said Chiv Sivpheng, representative of CCA Chairman Neak Oknha Pung Kheav Se. ■

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TALKS TO INSURE CONSTRUCTION WORKERS CONTINUE

Issues surrounding insuring construction workers were discussed between the Cambodia Constructors Association (CCA) and a high-level research delegation comprised of India-based Deft Advisory and Research Private Limited (DEFT), the International Labour Organization (ILO) and the Cambodian government-backed National Social Security Fund (NSSF).

The discussion on the topic of construction labour which was organised on 8 August at the CCA secretariat was a follow-up meeting after an initial meeting in July. Besides talking about insurance coverage for construction workers across Cambodia, discussions also extended to the supply chain valuation and construction market in the kingdom.

The CCA and seven of its members presented the situation of building workers to the visiting delegation. They also exchanged views on how to help those workers and the nation's overall construction

environment.

Officials from the nation's social security fund, NSSF, with support from the ILO and DEFT asked the CCA for the official data of construction workers in Cambodia, especially the blue-collar workers employed by constructors that are members of the association. They also asked for the exact number of construction workers in the country if possible. Once the data is provided, they will be able to apply the scheme for the workers' insurance.

After registering as a member of the NSSF, constructors (employers/business owners) are required to pay a contribution of 0.8 percent of each worker's monthly wage. That means if a worker has monthly wage below 200,000 Riel (USD 50), the firm owner has to pay 1,600 Riel (USD 0.39) to the NSSF fund. The fund will cover each worker with employment injury coverage which includes work injuries, commuting accidents, and occupational diseases. Once the worker incurs an injury, the NSSF will cover

the treatment of worker until he or she (worker) recovers.

First established in 1955, the NSSF completely disappeared during the genocidal regime (1975-79) but has been re-instituted since 2008. Initiated and run by the Cambodian government, NSSF plays a crucial role in providing basic social security protection to employees in the private sector. It has also registered members, collected contribution funds, managed NSSF finances, and implemented and provided benefits to injured workers or beneficiaries.

However, the 8 August meeting did not produce any concrete results, since CCA is not able to extract accurate data of the total number of workers in the sector. "We are afraid that we could not give you (DEFT) the real data of the workers as they move from one constructor to another very often," Chiv Sivpheng, CCA general manager explained. ■

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The ACF Special Conference

"The Development of the ASEAN Construction Industry
in the Previous Decades and Its Future"

4 August 2017

Bangkok, Thailand



ACF HOSTS ASEAN'S CONSTRUCTION INDUSTRY PERSPECTIVE MEETING



Driven by the impetus of the region's construction industry, the ASEAN Constructors Federation (ACF) launched a special meeting on the theme of "The Development of the ASEAN Construction Industry in the Previous Decades and its Future."

The Thai Constructors Association (TCA) and ACF jointly organised the conference on 4 August 2017 in Bangkok, Thailand. Over 50 high-level delegates from six constructors associations representing private construction-related companies from across ASEAN attended the event. They included; the Cambodia Constructors Association (CCA), Master Builders Association of Malaysia (MBAM), Philippine Constructors Association (PCA), and Vietnam Association of Construction Contractors (VACC).

During the special meeting, ACF members exchanged insights on the past decade and future construction growth. CCA representative Dr. Tan Monivann, along with a high-level officer from the Ministry of Land Management Urban and Planning, presented on various topics regarding the macro economy, industries that support the kingdom's economy, business in Cambodia, and the construction industry.

The event was held four months after the ACF's meeting in April in Indonesia with its members aiming at improving the ASEAN nation's construction and maintenance of infrastructure, including roads and bridges.

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 where council members discuss business matters arising in the ASEAN construction industry.

To date, ACF has eight constructors association members representing private construction-related companies across South East Asia. They are: Cambodia Constructors Association (CCA), Indonesian Constructors Association (ICA), Master Builders Association of Malaysia (MBAM), Philippines Constructors Association (PCA), Singapore Contractors Association Limited (SCAL), Thai Constructors Association (TCA), Vietnam Association of Construction Contractors (VACC) and Myanmar Construction Entrepreneurs Association (MCEA). ■

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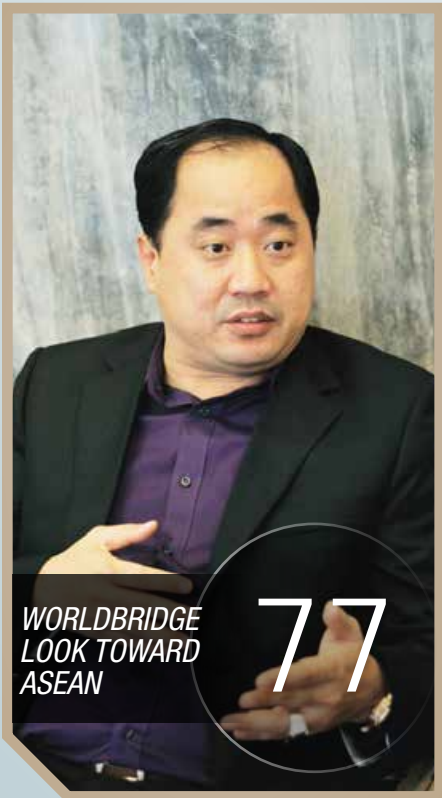
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MALAYSIA PROPERTY AWARDS WINNERS ANNOUNCED

The PropertyGuru Asia Property Awards held its fourth celebration of the best in real estate in Malaysia in August.

The prestigious awards ceremony showcases the very best property projects in each host nation before hosting the glittering gala celebration where the best projects in Asia compete for the top prizes.

Twenty-one award categories were presented at the Malaysia

round and Selangor-based Tropicana Corporation Berhad took a clean sweep, winning a total of eight awards including Best Condo Development (Malaysia), Best Green Development, Best Mixed Use Development, and the year's highest honour for Best Developer (Malaysia).

Construction & Property Magazine is a media partner for the Cambodia round of the PropertyGuru Asia Property Awards.



MYANMAR FACING HOUSING SHORTAGE

Myanmar's recent economic growth has focused attention on its future housing needs amid fears of a medium term shortage.

At a recent property event hosted by the property portal House.com.mm, the Housing Development Department of the Construction Ministry announced that it planned to develop 8,000 homes per year.

However, with an estimated 4.8 million homes required by 2040, this

figure only amounts to 20 percent of the deficit. Department's deputy director Nway Hmu said he expected to outsource the remaining housing needs to regional and state governments, according to House.com.mm.

According to Property Report, Myanmar is expected to have 16 million homes by 2040, up from 10.88 million in 2014. Yangon alone had 1.58 million homes that year, a figure expected to increase to 2.65 million by 2040.

VIETNAM PROPERTY ATTRACTS FOREIGN INVESTORS

Vietnam's tiger economy status in the real estate sector continued to gain strength in the first half of 2017 by attracting high levels of foreign direct investment (FDI).

Statistics released by the Vietnam Ministry of Planning and Environment showed that FDI in property totalled USD700 million in 618 projects which made it the fifth most popular investment sector. 39 new projects were

approved and a staggering 2,279 real estate agents licensed which represented an increase of almost 70 percent compared to the same period in 2016.

Total FDI in property now trails only the processing and manufacturing, electricity production and distribution and mining sectors in terms of contribution to the Vietnamese economy.





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SC CAPITAL ESTABLISH USD1BN REALTY FUND

SC Capital Partners has launched a USD1 billion real estate fund to further expand its property portfolio in Asia Pacific and South-east Asia.

The Singapore-based private equity firm has established Real Estate Capital Asia Partners V (RECAP V) as the fifth such vehicle to manage its investments. The fourth RECAP successfully invested USD850 million in regional real estate after closing in 2014, and its previous RECAPS were

considered some of the best performing property-based equity funds.

Real estate in Asia Pacific and Southeast Asia has been a consistently high performing and increasingly attractive sector for equity fund investment vehicles. According to DealStreetAsia, Morgan Stanley, Savills Investment Management and Blackstone are all working on large-scale Asia-based property equity funds.



GREEN LIGHT FOR MYANMAR DEVELOPMENT

The Myanmar government has given the green light for a huge mixed-use development in Bago Region between Yangon and Mandalay.

The USD184 million project being developed by Hantharwady Development Public Company will feature housing and an industrial park set on different sites. The residential area will be developed over 100 hectares with the industrial park spread over

more than 900 hectares.

Situated between the two sites, the same company is developing an enormous eco-resort across almost 1000 hectares.

The whole project aims to attract direct foreign investment and include plans to develop the required infrastructure. The Japanese government is also expected to fund an airport to be completed by 2022.

ASIA DRIVES INTER-REGIONAL PROPERTY INVESTMENT

Asian investors are increasingly driving global inter-regional commercial property investment as they look to western markets for deals.

According to a report by property analysts JLL, Asian investors now represent five of the 10 biggest cross-border spenders. Inter-regional investment reached USD19.5 billion in Q2 2017, up 71 percent from the same period in 2016.

China, Hong Kong, Singapore, South Korea and Japan led the Asian markets with almost all their inter-regional investments targeting the US, the UK and Germany.

However, domestic investment also rose significantly with USD49 billion invested in real estate in Asia Pacific in Q2 2017. Industry experts have pointed to the recently introduced credit controls in China as contributing to growing interest closer to home.



RESIDENTIAL DEVELOPMENTS COMMAND A PRICE PREMIUM

By Eric Wong Chon Lap

Despite the general election coming in 2018, prices of condominiums in Phnom Penh prime areas continue to go up. This price shift was not achieved overnight, but has been a gradual progress over the last five years as the market has become more developed.

For developers, it is important they recognise that only a handful of projects will achieve this level of premium, which is about 20 to 30 percent higher than the projects nearby or buildings in the same neighbourhood. Not every project can achieve a premium pricing and buyers must understand that only properties with clearly unique features can justify premium pricing. This level of pricing has only also been achieved in the luxury-end of the market with larger units. Smaller units which are less than 1,000 square metres cannot achieve such premium pricing.

In addition to top quality management, newly-launched condominiums

along with their impeccable facilities and landscaped garden space features can command a price premium. One under-construction project which has achieved record prices this year is The Peak. Completed in late 2019 / early 2020, the project has managed to achieve a price premium due to its close proximity to Diamond Island and also because of the project's picturesque view over Phnom Penh city and their spectacular river-view residential units.

The majority of purchasers for these iconic properties are wealthy Cambodians who are purchasing primary or secondary residences, rather than purchasing for speculation or to rent out. "Cambodian investors can choose either to stay in these properties or rent it out for others," explained Chan Mlop Sokha from Sokha Law Firm. This also has proven that the lifestyle changes are underway for the younger generation, as Cambodians are shifting the local market prefer-

ence from houses to condominium living. Other than purchases by wealthy Cambodians, there are also a number of foreign buyers mainly from Hong Kong, Singapore and Taiwan who are purchasing for investment purposes.

Developments with the right fundamentals, in the right locations will do well and prices will continue to appreciate, as well as set new market records. I believe the next tranche of price increases for the luxury condominium may go well over USD4, 000 to USD6, 000 per square metre. "I don't think prices will drop. I believe the next 3 or 4 years will see rising demands of locals living in co-owned buildings or condos. Therefore residential units in prime locations will be even more valuable by then," said Chhayleang Nguon, CEO of Ratanaka Realty.

This level of pricing may sound exorbitant in today's market, but this can be achievable over time as the market matures. ■

PENG HOUTH TO OPEN MALL IN 2019

Award-winning property developer Borey Peng Huoth has announced plans to open a shopping mall in 2019.

In a move away from its traditional portfolio of only building gated residential communities, the company will be integrating the Diamond Plaza retail centre into a new mixed-used project called The Star Diamond. Located within a 2.4 hectare site in Chak Angre Krom commune, Phnom Penh,

the two storey shopping mall will incorporate outdoor settings and feature shops, restaurants and a cinema.

According to the multiple Cambodia Property Award winners, they have brought in a Singaporean company to handle the interior design of the whole development. Construction on the project is expected to break ground in November and the mall operational in 2019.



THE PALM SPREADS ITS LEAVES

Oxley WorldBridge has announced that sales are soon to commence on their latest residential project called The Palm.

In a departure from the high-rise downtown condo towers which have characterised the previous two joint ventures between WorldBridge Land and Oxley, The Palm is a large scale luxury villa development located on National Road 1.

Situated on a 3.6 hectare

site in Chbar Ambov district, the USD30 million project will feature more than 200 villas with prices starting at a relatively high USD300,000.

The design brief for The Palm is to give a sense of resort-style living with an artificial beach planned to emphasise the motif.

Development of a further large-scale luxury residential complex indicates continued confidence in the purchasing power at the top end of the market.

MALAYSIAN PROPERTY INVESTMENT COMPANY EYES CAMBODIA

A leading Malaysian-based property investment consultancy company has announced its intention to expand its operations into the ASEAN market, including Cambodia.

The executive chairman of Rahim & Co International told the Malaysian newspaper the Sun Daily that the company intends to open at least two or three branches in the next five years. Key target markets included Cambodia and Viet-

nam, China and Hong Kong thanks to their high demand for property.

The company already has a presence in London, Melbourne, Sydney and Perth, which are traditionally popular property investment destinations for Malaysians.

The move triggered hope in the Cambodian real estate sector that it would signal an increase in Malaysians investing in Cambodian property.





FIRST CAMBODIAN DEVELOPER TO GO ASEAN

WorldBridge Group is the first Cambodian-based firm to reveal an ambitious vision to operate across ASEAN markets. After strengthening its local base with a comprehensive range of business ventures, the conglomerate has already started to make some of its services available in the ASEAN region with plans to expand further.

To date, the group has already expanded into Laos and Myanmar and recently announced plans to seek more business opportunities in the Philippines and Indonesia markets and the rest of ASEAN nations, according to its chairman.

“As a local businessman, I think there should be a local firm that goes to invest either in the region or globally,” Oknha Sear Rithy, Chairman of WorldBridge Group told *Construction and Property Magazine* in early August.

WorldBridge is currently investing in various businesses in Myanmar including logistics and food and beverage, inspired by the nation’s emerging market with a

large population.

Laos is a recent frontier for the group in a nation where tourism is the economic backbone. WorldBridge is eyeing a number of property investments including condominiums and hotels. According to the *tourism.lao.org* website, there are 203 hotels, 8 resorts, and over 197 guesthouses in the capital Vientiane. Last year this landlocked South East Asian nation received over 4.23 million foreign visitors, with a projected 6 million tourist arrivals in 2020.

“Despite us not investing heavily in Laos so far; we have already bought some pieces of land in prime locations with the potential to develop condominiums and hotels in the near future.” Rithy explained.

With a background in Cambodia dating back to early 1990s, the group has 31 subsidiaries with businesses ranking from logistics to a special economic zone and from finance to property developments. One of its main subsidiaries, WorldBridge Land is behind the significant high-end and affordable

property developments in Phnom Penh.

The group is now working on two large-scale luxury condominium developments in prime Phnom Penh locations. The Bridge, a 45-storey mix-used development with 746 residential units, cost about USD300 million to build and is scheduled to open in early 2018. The Peak is a 55-storey building featuring two residential towers with 1,014 units. One of its commercial towers reserves 15 levels for office units and a Shangri-La hotel with approximately 300 rooms. The Peak has already broken ground and is scheduled to finish sometime in 2020.

The conglomerate, in a joint venture with Singapore’s Oxley Holdings, will soon launch its next high-end housing project called The Palms. The project will feature more than 200 villas on 3.6 hectares of landmass located along National Road 1 in Phnom Penh’s Chbar Ampov district. Construction of this USD110 million project broke ground and opened for sales in late August. ■

Sky Land Condos
EVERLASTING BOND



STAR5

THE CONDO MARKET IN CAMBODIA... WHERE DO WE STAND?

By Alexander Evengroen, CEO of Star5 Developers Pvt Ltd



We can all see that the city is full of construction sites, with a majority of them condo projects. This represents a big step forward and huge change for a new lifestyle in Cambodia.

Many people say it will need time for Cambodian people to get used to this new way of living and the main concern is who will buy these condo units. Most of the projects are in the inner city, out of reach for most Cambodians due to extremely high prices and the financing that is offered by developers or banks. These developments also face the problem of congestion which will only get worse over time.

We see a trend unfolding with many developers following young mid-level and lower income pro-

fessionals away from the city centre for the benefits of less traffic, lower square metre prices, fresh air and more.

Realistically, the market knows that construction and sales of city centre condominiums have already hit a roadblock but this does not mean that the demand for new condominiums is not out there.... it is.

More and more Cambodians are looking at the outskirts of the city where beautiful residential and commercial projects are being developed to allow people the opportunity to benefit from investing in the property market, as well as starting a new family home in an area which is buzzing with opportunities.

Star5 Developers is one of these developers who are thinking outside the city box with projects like their very successful STAR-LAND project on National Road #4 and the Sky Land Condos project only 15 kilometres from the city at Vihear Sour, Areykhsat.

Sky Land Condos is being built over 4 towers with 8 floors each in an architectural marvel that features 224 beautiful condos con-

sisting of studios, 1 and 2 bedroom units, ground floor commercial units and a parking area for cars as well as motobikes inside the building.

The project also provides an amazing 1600 m2 roof garden, Sky bar, clubhouse, gym, swimming pool and play area on the premises. This extremely affordable project is surrounded by green areas, and outdoor activities such as a horse racing track, car racing, restaurants, fishing areas and much more.

The whole building will be managed by a team of highly-qualified professionals to make sure everything runs smoothly and efficiently.

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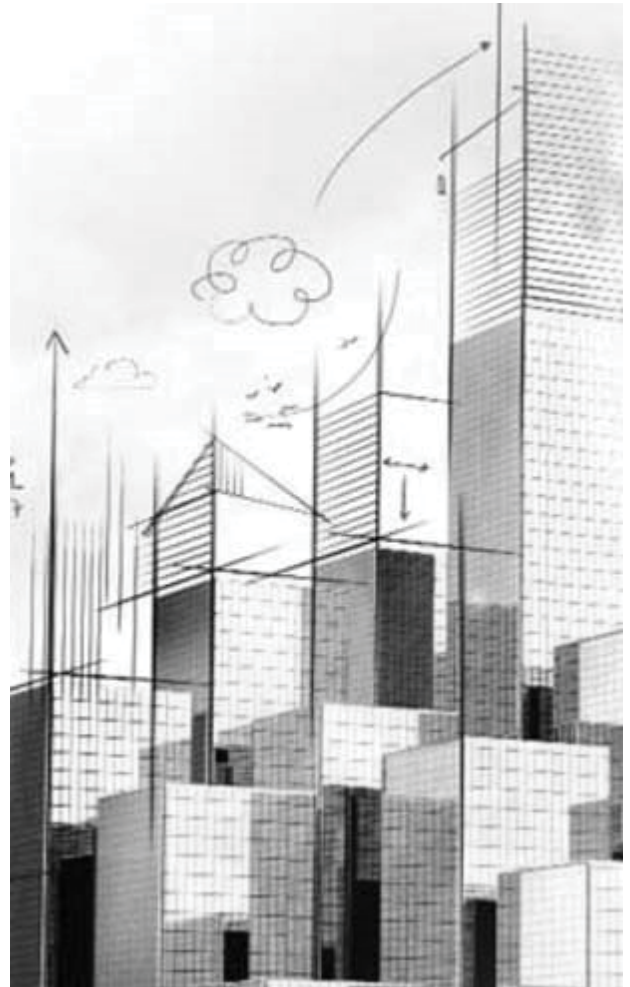
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OVERVIEW

Real estate construction or investment requires a high level of technical expertise in building and using financial models if the building is to be profitable for its builder or owner. This has not always been available, with the result that a large percentage of real estate has been built or bought without the necessary understanding or planning to underpin decision making. The consequence of this lack of planning

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- Government & regulators
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- REITs
- Hotel groups
- Tax, legal & accounting consultants
- Market analysts

To register/enquire, please contact:

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THE DIFFERENT FORMS OF RENT APPLICABLE TO COMMERCIAL LEASES IN CAMBODIA



Bun & Associates
— ATTORNEYS AT LAW —

The commercial real estate market has growth significantly in recent years with the development of various commercial premises and the introduction or planned introduction of many international brands such as Shangri-La, Rosewood Hotels, Nike, Starbucks, Krispy Kreme, and Carl's Jr.

In this respect, it should be mentioned that there is no specific regulations covering commercial leases in Cambodia. The tenant who decides to operate a commercial premise will be entitled to execute a standard lease or a perpetual lease.

A perpetual lease will be signed only if the landlord owns a hard title and if the term of the lease is between 15 and 50 years. If not, the lease will be considered as a standard lease. In both cases, a main concern for landlords and

tenants is the amount of the rent.

Generally, the rent is a fixed amount agreed between landlord and tenant and which corresponds to the rental value of the premises, i.e. the market value.

The Civil Code does not include any definition of the rental value. However, in practice, the parties will generally take into account the location, surface area, characteristics of the premises, type of business operated on the premises, terms and conditions of the lease and the work that needs to be carried out before being able to open the premises.

Consequently, by signing the lease, the parties agree on the amount of the rent and the rental value as at the execution date of the lease.

While having a fixed rent is a common practice, there are two others forms of rent which can be considered: step-up rent and variable rent.

Step-up rent is rent that will increase progressively with specific amounts on pre-determined dates. The opposite is a step-down rent which provides for specified rent decreases at certain future dates.

Step-up rent is generally granted by landlords who want to grant a rent-free period or to provide a reduction of rent for the first years in order to facilitate the opening of the tenant's business and, in particular, by contributing to the costs of the tenant's fit-out work on the premises.

These different forms of rent are purely created by practice and, as

the parties are free to determine the amount of the rent, the drafting of the lease will be essential to properly set, calculate and regulate the rent.

Furthermore, instead of having a fixed rent or a step-up rent, the parties can also choose to have a variable rent based on the turnover performed by the tenant within the rented premises.

There are two forms of variable rent: (i) a full variable rent based on a percentage of the turnover or (ii) a minimum fixed rent with a variable rent based on a percentage of the turnover if the turnover of the tenant exceeds a cap agreed to by the parties.

This practice is common especially in shopping malls and hotels. By having a variable rent, the interests of the landlord and the tenant will align as they share the risks and the rewards of the tenant's business. When turnover increases, rent will increase. When turnover decreases, rent will decrease. It can be a win-win system for tenants and

landlords if arranged properly.

In addition, if the parties decide to have variable rent, the lease must clearly mention how to calculate it and which elements are taken into account when calculating the tenant's turnover.

For example, we saw in recent years that the habits of consumers are changing and that e-commerce (i.e. buying online) is growing quickly all over the world and, of course, also in Cambodia. Indeed, a significant number of sales are now made on the internet compared to even a few years ago where the sales and purchases were made only at shops. Therefore, the lease should clearly state whether or not online sales will be calculated as part of the tenant's turnover. Generally, e-commerce is not included in the tenant's turnover even if the customer collects its purchases from the store. Therefore, it is recommended to mention in the lease that the turnover from e-commerce which can be associated with the rented premises will be included in the tenant's turnover used

for the calculation of the variable rent.

Please note that the choice of rent can have other implications as well that must be considered, including tax implications which must be reviewed before signing a lease. While discussion of these other implications is not included in this article, both landlord and tenant should be mindful of all potential implications of any commercial lease.

It is important that the lease includes precise and comprehensive provisions in order to avoid any ambiguity regarding the rent, such as the specific calculations of turnover in case of variable rent. In this respect, it is highly recommended for the parties to request the assistance of a lawyer for receiving advice related to the advantages and disadvantages of different rent choices as well as for the drafting of the lease to ensure that the will of the parties is realized and that each party's rights will be enforceable under the law. ■



ING Sophealeak
Partner

Charles AMAR
Manager

ON THE AUTHORS

ING Sophealeak and Charles AMAR, lawyers at Bun & Associates, advise domestic and foreign clients seeking expert advice and innovative solutions in dealing with significant and complex transactions involving both raw and developed properties. Their work includes advising on all issues relating to real estate investment, project development, construction and asset management. Our real estate team has also hands-on expertise and experience in advising clients on matters related to economic land concessions, special economic zones, agriculture, the environment and mining.

This publication is for your information only. It is not intended to be comprehensive and it does not constitute and must not be relied on as legal advice. You must seek specific advice tailored to your circumstances.

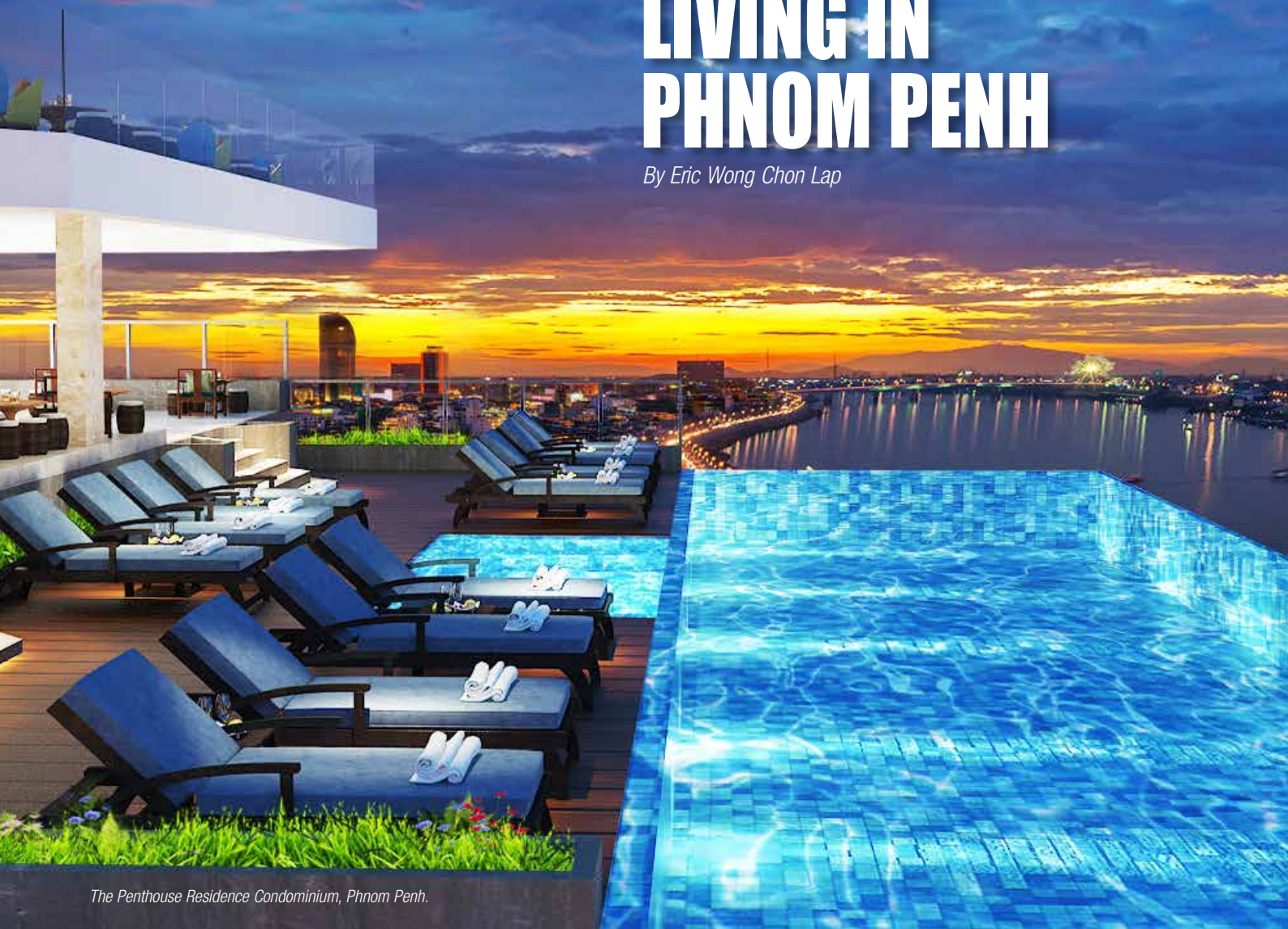
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THE TREND OF PENTHOUSE LIVING IN PHNOM PENH

By Eric Wong Chon Lap



The Penthouse Residence Condominium, Phnom Penh.

Due to the limited supply of condominium buildings in the past, there used to be only a handful of penthouse units available in the market. But new projects today are offering more penthouse units.

The average size of penthouses ranges from 300 to 500 square metres. Unlike typical condominium units where demand comes from a

combination of buy-to-let investors, end-users and speculators, demand for penthouses is mainly from end-users because very few buyers can afford, or are willing to pay rent for such large units.

From the investor's prospective, it is also difficult for them to produce enough yields for the investment to be worthwhile when the price of a

penthouse unit is generally high and rental is limited to a certain level.

Penthouses in new condominium projects in prime locations have achieved premium prices. Boeung Keng Kang 1 and Diamond Island are now the hottest locations for penthouse buyers as they are the capital's prime residential areas, followed by Toul Kork, Chroy Changva and other

select riverside locations. Current penthouse prices can go for as much as USD5,000 per square metre, while units in older buildings with larger sizes are more reasonably priced at USD3,000 to USD4,000 per square metre.

As younger generations prefer to live in condominium units where they can stay close to their workplace, penthouse units have become the ideal alternative to the townhouses and villas in the prime areas of Phnom Penh. In the current market, it is difficult to find villas for sale in prime locations because few owners are willing to sell them or even if they sell them, the villas will eventually be converted into a high-rise condominium building or service apartment because the continued increase in land prices has made investment in high-density buildings more attractive.

“Seeing the current traffic problems in Phnom Penh, I think if the penthouse buyers are local buyers, they would likely want to move into these penthouse units. As for those who are not living in Phnom Penh, they would put the units up for rent,” said Chhayleang Nguon, CEO of Ratanaka Realty.

Chan Mlop Sokha from Sokha Law Firm has a different view however, believing that, “Local buyers or investors will only purchase penthouse units and rent it out to others. They still prefer to live in a landed property.”

Buying land and constructing a luxury house in a prime area of Phnom Penh

will cost on average at least USD3 million. On the other hand, the hassle of acquiring land and undertaking construction make it an unattractive option for most buyers.

Given the price factor and hassle, many would now prefer the convenience, facilities, security and views of penthouses offered in condominium projects.

With the growing demand for penthouse units, their specifications have also evolved. Penthouses can be offered on a bare-shell basis since buyers with a big budget often want to fit out their own units according to their material and style preferences. They can also be offered on a fully-fitted basis with completed bathrooms and kitchens.

Given the premium pricing, most penthouse buyers are particularly concerned about the design, and it must match their requirements in terms of number of bedrooms, layout, room type and size etc. In the future, the trend is that fully furnished penthouses matching the requirements and taste of buyers will become popular.

In the future, penthouses will become the answer for wealthy Cambodian buyers who prefer living in the prime areas of Phnom Penh with larger space and exclusivity. As a developer, the challenge is to be able to customise and attune their designs, in order to cater to the needs and personal tastes of penthouse buyers. ■

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PRIME LOCATIONS KEEP ALLURE FOR INVESTORS

By Eric Wong Chon Lap

Land in prime locations is becoming scarce in Phnom Penh. As a result, developers are turning to other new locations. Boeung Keng Kang 1 and Diamond Island continue to remain the most desirable locations for luxury condominiums, with riverside areas of Chroy Changva emerging as a new high-end site.

Location is not the only factor that brings up the price premium. In real estate, a top location also requires the presence of other mixed-use developments, for example, a cluster of good hotels, retail and schools of a similar quality. Because of this reason, condominiums in Boeung Keng Kang 1 are easy to rent out with a very good yield, as they have a quality location close to park and numerous international schools.

Boeung Keng Kang 1 has the highest average price per square metre in Phnom Penh. The most

attractive price range worth the investment for a condominium unit at this location is USD2,500 to USD3,500 per square metre. High-end condominium units in this area are easy to rent out with a very good yield, as they have a quality location close to the parks and riverside. In general, it is very difficult to find a plot to develop a high-rise residential project with a park view in Phnom Penh. Because of this, the Boeung Keng Kang 1 location has a very high take-up rate.

Due to land scarcity for new developments, luxury condominium developers have moved to the Boeung Keng Kang 2 and Boeung Keng Kang 3 areas in the past two years.

However, the most popular areas for luxury residential projects with sky-high sales prices are still confined to Boeung Keng Kang 1 and towards the riverside. In the past, developers offered a wide range of projects





in this area, from mid-range to luxury properties. But new projects launched these days have shifted to luxury developments.

This includes Embassy Central and 352 Platinum as well as the recently launched Imperial Crown Condominium developed by Taiwanese company Rock Stone International. Because of limited land plots for future developments, it has caused prices of land to soar too high for any low to medium range condominium projects. Therefore, the new destination for luxury residential projects is Boeung Keng Kang 2 and Boeung Keng Kang 3, as well as the riverside area of Chroy Changva.

"I think demand for residential units in prime locations of Phnom Penh is still big. I foresee that people will get fed up commuting back and forth from home to work and getting stuck

in the traffic. Living in a condo will save them time and money. They also have more quality time to spend with their family if they choose to live in a prime location condo," explained Chhayleang Nguon, CEO of Ratanaka Realty.

Two new shopping centres are located along Russian Boulevard: The Gateway Shopping Arcade and Parkson Mall. The average price of The Gateway has risen to nearly over USD3,000 per square metre. It is worth noting that the prices of condominium units on main roads are higher than those located further inside streets.

Launches in the luxury residential market have been slow because developers had difficulty finding good locations for development. On the other hand, given the sluggish market and poor sentiment, some developers were in no hurry to

introduce new luxury projects. At the same time, they continued to pay record prices for land in prime locations. Sales of existing projects and resale were also affected, as buyers and investors took a wait-and-see attitude.

But sales should be good in the long term, considering continuous demand for long-term investment and from end-users. As a result, the capital value of condominium units in the best locations will continue to appreciate over the coming years. Although prices will not increase sharply every year, potential appreciation could be 30-40% by 2020 to 2025. "In the next three to four years, I believe prices for residential condominium units still in demand will go up modestly," according to Chan Mlop Sokha from Sokha Law Firm. ■

KOREA'S E-MART TO OPEN IN THE KINGDOM

Through a deal between local conglomerate Royal Group and Korea's largest retail market operator E-mart, consumers in Cambodia will soon enjoy sourcing discounted products in this modern hypermarket.

Scheduled to open in the first quarter of 2019, E-mart is incorporated in Cambodia via a joint venture agreement signed in late July in Phnom Penh between Royal Group Chairman Oknha Kith Meng and E-mart CEO Lee Gab-soo. The consortium's bridging event was witnessed by Cambodian Commerce Minister H.E. Pan Sorasak and Korean Ambassador to Cambodia H.E. Kim Weon-jin.

At the MoU signing on 28 July in Phnom Penh, Royal Group senior vice president Rami Sharaf noted that the final details of the shareholder division would be subject to further discussion with the final agreement to be signed later this year.

According to Mr. Sharaf, this Cambodia-South Korea joint venture will invest USD120 million for the first E-mart investment project on three hectares of landmass located at an as-yet-unspecified location in Phnom Penh. But experts believe the market will likely be erected in the capital's Sen Sok district, fast becoming the capital's centre for retail developments.

Founded in 1993, E-mart operates 160 branches across South Korea. The hypermarket has already expanded its businesses in China, Vietnam, and Mongolia. Last year, the net sale of its combined retail branches was worth SKW36,739 billion (about USD3 billion).

Through its unique core competency, E-mart will allow shopping lovers in Cambodia to experience exploring discount items at a lower price than any

other retail stores. The outlet sells a wide range of products from clothes to food and beverages, and carries other retail lines. The market also offers an online purchasing platform at its website where buyers can view products digitally and place orders with a delivery service.

Royal Group was incepted in 1991 and is chaired by Oknha Kith Meng. With 25 firms under its subsidiary list, the conglomerate is expanding its business empire across various industries including telecommunications, media, banking, insurance, resorts, education, property, and agriculture.

Kith Meng announced the development of the E-mart hypermarket just two months after the construction of Thai-based Makro supermarket kicked off in May and scheduled to open to consumers by end of this year. Makro Cambodia is run by another tycoon, Oknha Ly Yong Phat, Chairman of LYP Group.

The two massive outlets are the latest retail market developments

announced in 2017. By 2018, the nation will welcome six supermarkets to open businesses including AEON Mall 2, Parkson Mall, Olympia Plaza, Makro, a supermarket inside The Bridge building, and an underground supermarket in Vatanac Capital, according to the Bayon TV website.

Minister of Commerce, H.E. Pan Sorasak applauded the consortium saying the two firms' ties to build the supermarket in Cambodia would benefit the nation greatly. The benefits he mentioned on 28 July via the Ministry of Commerce's official Facebook page are introducing a modern shopping experience, modern retail chains, and advanced innovation as well as creating job demand for locals that will only contribute to the nation's economic growth.

"E-mart is like Aeon Mall....This is good for consumers in Cambodia as they will enjoy choosing products with a variety of choices at competitive prices in the Kingdom," said the Minister according to the Khmer Times. ■



LAND TITLE TRANSFER PROCESS

*Investment Insight – Land Title Transfer Process by Sereyrath Kiri, Legal advisor
Sciaroni & Associates and Member of the Real Estate Practice Group*

After execution of the sale and purchase agreement entered into between the seller and buyer, the parties sign and thumb-print on the Vente Definitive (official title transfer document) in the presence of a Cadastral officer at the location agreed upon with the Cadastral officer. The seller and buyer then submit any other required documents (such as the below) to the Municipal Department of Land Management, Urban Planning, Construction and Cadastre (the “Cadastral Authority”).

- If buyer/ seller is a company, then a shareholder resolution and three (3) certified copies of the ID card of the authorized representative (Khmer national) are required. Any foreign shareholders must provide three (3) certified copies of their passport.
- If buyer/ seller is an individual then three (3) certified copies of the ID card are required.
- If the buyer/ seller is an individual foreigner with Cambodian citizenship, then (3) certified copies of the ID card and a certified copy of the Royal Decree granting citizenship are required.

The Cadastral officer begins processing the transfer by taking the Vente Definitive and other required documents to the Sangkat (i.e., commune level office). Special certification may be necessary at the Sangkat level where a new owner is unmarried or where a spouse expressly declares no interest in the subject land.

The Sangkat officer certifies on the Vente Definitive.

The Cadastal officer will pick up

the Vente Definitive from the Sangkat office and verify the Vente Definitive and other submitted documents.

The Cadastral officer then contacts the person who engaged the officer and notifies that person that the transfer application documents are ready to be picked up and taken to the General Department of Taxation (“GDT”).

The application documents received from the Cadastral Authority are submitted to the GDT and a GDT officer is assigned to the matter. The GDT officer inspects the land/ property to be transferred and determines the transfer tax amount based on the assessed value of the land (according to the GDT officer).

Within 1-2 weeks, the GDT officer assigned to the matter may be contacted for the amount of transfer tax owed.

The amount of transfer tax owed is paid to the GDT through a local bank by the designated party and a receipt is issued to the paying party (the buyer is obligated under law to pay transfer tax but the usual practice is that the seller pays the tax).

All approved documents including evidence of transfer tax payment and Vente Definitive are brought to the Cadastral Authority office at the Ministry of Land Management, Urban Planning and Construction and new title ownership is recorded in the records of the Cadastral Authority and registered at the national level – at the General Department of Cadastre and Geography of the Ministry of Land Management, Urban Planning and Construction. ■

The original title in the name of the new owner is issued by the Cadastral Authority and the relevant Cadastral Authority officer will notify the person who first engaged the officer that the transfer is complete and the original title is available to be picked up.



About the Author:



Sereyrath Kiri, Legal Advisor at Sciaroni & Associates. Sereyrath has legal experience in Cambodia and the USA. He is currently a legal advisor at Sciaroni and Associates, a leading international law firm based in Phnom Penh. He was a member of the first Cambodian team to join the Willem C. Vis Moot International Commercial Arbitration in Austria. A member of New York State Bar, Sereyrath holds a master degree of laws (LL.M.) on Asian Law, Global Business Law, and Sustainable International Development Law from University of Washington School of Law, Seattle. He speaks Khmer, English, Mandarin, and basic Thai.



CAMBODIA PROPERTY AWARDS 2018 TAKE OFF

The nominations for the Cambodia Property Awards 2018 are now open for developers and the general public until 5 January, while entries are accepted until 12 January 2018, according to the awards' 21 June press release.

Organised by Asia's foremost online property company PropertyGuru Group, the PropertyGuru Cambodia Property Awards is part of the regional Asia Property Awards program which was inceptioned in 2005. Now organising its third edition, the program is the biggest and most exclusive real estate industry event in the Kingdom. The award ceremony is scheduled for 16 March 2018 at Phnom Penh's Sofitel Phnom Penh Phokeethra Hotel.

Speaking at the 2018 awards' press conference in June 2017, the organisers encouraged property developers and recognised firms specifically located in Phnom Penh, Siem Reap and Sihanoukville to register and vie for the awards.

Categories are grouped into three main sections; Developer, Development and Design. A selection of special awards will also be granted for promoting Corporate Social Responsibility (CSR) and excellence in sustainable development, green building and universal design.

With a professionally run awards system supervised by Binder Dijker Otte (BDO), one of the world's largest accounting and auditing firms the awards are widely recognised for their fairness and transparency and are judged by an independent panel of industry experts.

In a change from the previous year, international NGO Cooperative for Assistance and Relief Everywhere (CARE) will also be involved in judging the awards. CARE's adjudication will focus on a developers' commitment to the construction sector and the well-being of workers.

Mr. Sorn Seap, founder and director of Key Real Estate Co., Ltd, who is the head of independent judges told Construction and Property Magazine that the judging team conducts site visits to all the shortlisted project sites for a detailed evaluation which takes about one to two weeks for each project.

"After the final appraisal performance, we will conduct the two judgment meetings before issuing a formal decision on which project should be nominated as the winners," he explained.

"The awards have become a great contributor to the construction and real estate industries in Cambodia as it attracts foreign investors from around the world to invest in the Kingdom's

property sector," he added.

Agreeing with Mr. Sorn Seap, founder and managing director of the PropertyGuru Asia Property Awards, Mr. Terry Blackburn said the awards would boost even better quality construction, more innovative designs and sustainable developments in the year ahead.

More than 30 projects from 13 short-listed developers located in prime investment destinations across Phnom Penh, Siem Reap and Sihanoukville joined the 2017 competition. With 11 developers nominated, Borey Peng Huoth Group took home its 2nd consecutive best developer (Cambodia) title. Some 300 VIP guests attended the last year's black-tie gala evening at the Sofitel Phnom Penh Phokeethra Hotel.

For the 2018 round, the organisers expect to see about a hundred firms register for the prestigious property event, marking a 20 percent increase compared to the same period last year.

"Last year, the design firms were in front for registration. In turn, this year we expect that condominium projects will be the leading nominees," Blackburn stressed.

Construction and Property Magazine, Cambodia's leading media platform for the construction and property industries is a media sponsor for the PropertyGuru Cambodia Property Awards. ■

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SEPTEMBER ~ OCTOBER 2017 | ISSUE 029



EVENTS
.....
Exhibitions

93



LISTINGS
.....
Property

96



DIRECTORY
.....
Companies

98



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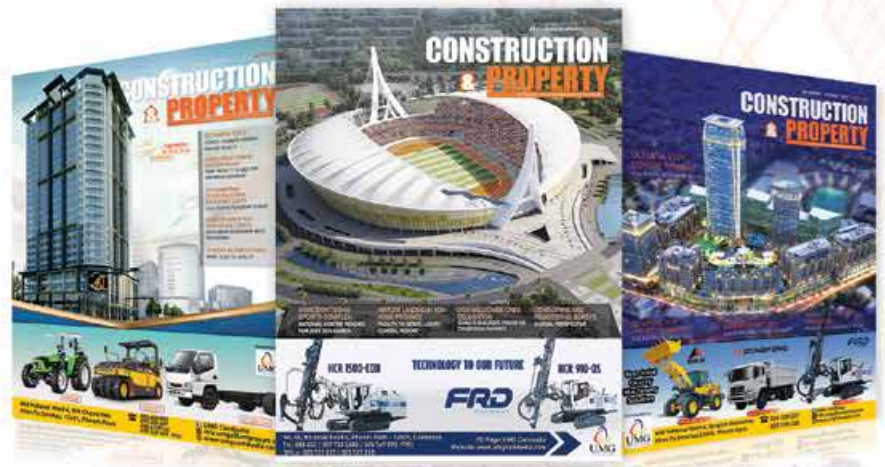
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EVENT CALENDAR | CAMBODIA 2017-2018

September 2017

CAMBODIA INTERNATIONAL BUILDING CONSTRUCTION INDUSTRY SHOW

07-09

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Location : Diamond Island Exhibition Center, Phnom Penh

Organiser: AMB Events (Cambodia)

December 2017

Cambodia Constructors Association Summit & Expo 2017

**30 Nov-
2 Dec**

The 6th Cambodia Constructors Association Summit & Construction Industry Expo is scheduled for 30 Nov - 2 Dec, 2017 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 300 booths + and showcase a wide range of materials and services from building.

This 3-day trade event is dedicated to providing a platform for business professionals to showcase their products, share, learn, network and succeed in their respective sectors. As an integral part of this annual event, the morning of Day 1 will be dedicated to the Cambodia Constructors Association (CCA) Annual Summit which is the show's organiser. Over 500 senior representatives from over 100 member companies, invited executives from other companies and high-level government officials are all expected to attend.

Location : Diamond Island Exhibition Center

Organiser: Cambodia Contractors Association



March 2018

Cambodia Property Awards 2018

**16
6:00PM - 10:30PM**

Returning for a third year in 2018, the Cambodia Property Awards is part of the regional Asia Property Awards programme organised by PropertyGuru Group. The Cambodia Property Awards is the biggest real estate event and most exclusive industry awards in the Kingdom, with the top and emerging names in real estate celebrating the best developers,...

Location : Sofitel Phokeethra Hotel, Phnom Penh

Organiser: Property Guru Group





EVENT CALENDAR IN ASIA 2017

06 - 08 Sept 2017

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Location : Kintex - Korea International Exhibition Center
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 Email: webmaster@kintex.com
 www.kintex.com

15 - 17 Sept 2017

BEX ASIA 2017

Location :Marina Bay Sands
 Organiser : Reed Exhibitions Singapore
 Tel: +65 6789 8800
 Email: inquiries@marinabaysands.com
 www.marinabaysands.com

20 - 22 Sept 2017

BMAM Expo Asia 2017

Location : Impact Exhibition & Convention Center
 Organiser : Impact Exhibition Management Co., Ltd.
 Tel: +66 (0) 2833 4455
 Email:info@impact.co.th
 www.impact.co.th

20 - 22 Sept 2017

Concrete Asia 2017

Location : Impact Exhibition & Convention Center
 Organiser : Impact Exhibition Management Co., Ltd.
 Tel: +66 (0) 2833 4455
 Email: info@impact.co.th
 www.impact.co.th

20 - 22 Sept 2017

Green Building Retrofit-Expo Asia

Location : Impact Exhibition & Convention Center
 Organiser : Impact Exhibition Management Co., Ltd.
 Tel: +66 (0) 2833 4455
 Email: info@impact.co.th
 www.impact.co.th

04 - 06 Oct 2017

ARCHXPO 2017

Location :Marina Bay Sands
 Organiser : CEMS (Conference & Exhibitions Management Services Pte Ltd)
 Tel: +65 6688 8868
 Email:inquiries@marinabaysands.com
 www.marinabaysands.com

04 - 06 Oct 2017

LED + LIGHT ASIA 2017

Location :Marina Bay Sands
 Organiser : CEMS (Conference & Exhibitions Management Services Pte Ltd)
 Tel: +65 6688 8868
 Email:inquiries@marinabaysands.com
 www.marinabaysands.com

13 - 16 Oct 2017

Electronic Asia 2017

Location : Hong Kong Convention & Exhibition Centre
 Organiser : HKTDC (Hong Kong Trade Development Council)
 Tel: +852 2 582 8888
 Email: info@hkcec.com
 www.hkcec.com.hk

11 - 13 Oct 2017

MTA Vietnam Hanoi

Location : I.C.E. Hanoi (Cung Van Hoa)
 Organiser : Singapore Exhibition Services Pte Ltd
 Tel: +84 (04) 574 2740
 Email: vccexpo@vnn.vn
 www.vccexpo.vn/en

19 - 29 Oct 2017

HOMEDEC - KUALA LUMPUR 2017

Location : Kuala Lumpur Convention Centre (KLCC)
 Organiser : C.I.S Network Sdn Bhd
 Tel: +60 3 2333 2888
 Email: info@klccconventioncentre.com
 www.klccconventioncentre.com

24 - 27 Oct 2017

KOREA METAL WEEK 2017

Location : Kintex - Korea International Exhibition Center
 Organiser : Korea Trade Fairs Ltd.
 Tel: +82 (0)31. 810. 8000
 Email: webmaster@kintex.com
 www.kintex.com

25 - 26 Oct 2017

CONCRETE EXPO VIETNAM 2017

Location : NECC - National Exhibition Construction Center
 Organiser :Fireworks Vietnam Co. Ltd
 Tel: +84 4 3202 3838
 Email: info@cantonfair.org.cn
 www.vietbuildafc.com.vn/en



Organizers



A Part of Asian Construction Week



26 - 28 Oct 2017

Hong Kong International Home Improvement Fair

Location : Hong Kong International Airport Lantau
 Organiser : HKTDC (Hong Kong Trade Development Council)
 Tel: +852 3606 8888
 Email: info@asiaworld-expo.com
 www.asiaworld-expo.com

01 - 03 Nov 2017

ASEANMACH 2017

Location : Kuala Lumpur Convention Centre (KLCC)
 Organiser : One International Exhibition Sdn Bhd
 Tel: +603 8943 7488
 Email: info@oneinternational.com.my
 www.oneinternational.com.my

15 - 17 Nov 2017

JAPAN HOME & BUILDING SHOW 2017

Location :Tokyo International Exhibition Center
 Organiser : JMA (Japan Management Association)
 Tel: +81 (0)3 5530 1111
 Email: convention@jma.or.jp
 www.bigsight.jp/english

09 - 12 Nov 2017

PhilConstruct Manila

Location : SMX Exhibition and Convention Center
 Organiser : Global-Link
 Tel: +63 2 5568888
 Email: info@smxconventioncenter.com
 www.smxconventioncenter.com

22 - 24 Nov 2017

International Hotel Expo

Location : The Venetian Macao - Resort - Hotel
 Organiser : Coastal International Exhibition Co., Ltd
 Tel: +853 2882 8888
 Email: inquiries@venetian.com.mo
 www.venetianmacao.com

22 - 25 Nov 2017

METALEX THAILAND 2017

Location : Bangkok International Trade & Exhibition Centre (BITEC)
 Organiser : Reed Tradex Company
 Tel: +66 (02) 749 3939
 Email: info@bitec.net
 www.bitec.net

06 - 08 Dec 2017

MACHINE TOOL INDONESIA

Location : Jakarta International Expo (JIExpo)
 Organiser : PT Pamerindo Indonesia
 Tel: +62 (21) 266 45 000
 marketing@jiexpo.com
 www.jiexpo.com

07 - 09 Dec 2017

IGB EXPO CHINA 2017

Location : Poly World Trade Expo Center, Guangzhou City
 Organiser : Guangzhou Auch Exhibition Services Co., Ltd.y
 Tel: +86 020-89047012
 Email: expoart@vip.163.com
 www.expo.tradepolywtc.com

12 - 14 Dec 2017

METALEX VIETNAM 2017

Location : Saigon Exhibition & Convention Center - SECC
 Organiser : Reed Tradex Company
 Tel: +84 (8) 413 5999
 Email: secc@saigonnet.vn
 www.secc.com.vn

13 - 15 Dec 2017

JAPAN BUILD 2017

Location : Tokyo International Exhibition Center (Tokyo Big Sight)
 Organiser : Reed Exhibitions Japan Ltd.
 Tel: +81 (0)3 5530 1111
 Email: info@reedexpo.co.jp
 www.bigsight.jp/english

13 - 15 Dec 2017

JAPAN LIGHTING EXPO

Location : Tokyo International Exhibition Center (Tokyo Big Sight)
 Organiser : Reed Exhibitions Japan Ltd.
 Tel: +81 (0)3 5530 1111
 Email: info@reedexpo.co.jp
 www.bigsight.jp/english

17 - 19 Dec 2017

THE ECONOMIC TIMES ACETECH - DELHI 2017

Location : Pragati Maidan, Near Delhi Zoological Park, India
 Organiser : ABEC (Asian Business Exhibitions & Conferences)
 Tel: +91 11 23371540
 Email: info@itpo-online.com
 www.indiatradingfair.com/exhi

23 - 25 Dec 2017

ABI EXPO 2017

Location : Chennai Trade Centre, Chennai 600 089, India
 Organiser : Prompt Trade Fairs (I) Pvt Ltd
 Tel: +91 (0)44-22316033
 Email: chennaicomplex@hotmail.com
 www.chennaitradecentre.org

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ដីជួល ទំហំធំ
1m² = 2\$ ក្នុងៗខែ (ចរចា)

- ទំហំដី 105*100ម
- ជាប់ផ្លូវខ្នងរងៀប សង្កាត់ទឹកថ្លា ខណ្ឌសែនសុខ ភ្នំពេញ
- ល្អបំផុតសម្រាប់ទីលានកីឡា ឃ្លាំង ផ្ទះជួល សិប្បកម្មនានា

សូមទំនាក់ទំនង
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- ទំហំដី 75*60ម
- ជាប់ផ្លូវខ្នងរងៀប សង្កាត់ទឹកថ្លា ខណ្ឌសែនសុខ ភ្នំពេញ
- ល្អបំផុតសម្រាប់ទីលានកីឡា ឃ្លាំង ផ្ទះជួល សិប្បកម្មនានា

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📞 077 566 888 / 066 611 168



CCV-00030

- Land Size: 19x100m
- Location: CCV
- Tel: 077-566888

FOR SALE: \$1600/m²



FOR RENT \$800

- Size: 5x12m
- Floor: 3
- Bedroom: 5
- Bathroom: 4
- Location: KTK
- Tel: 077-566888

KTK-00001



FOR SALE \$550,000

- Size: 10x14m
- Floor: 2
- Bedroom: 6
- Bathroom: 5
- Location: KTK
- Tel: 077-566888

KKT-00002



FOR RENT \$400

- Rent: 1st Floor
- Size: 10x14m
- Bedroom: 1
- Bathroom: 1
- Location: KTK
- Tel: 077-566888

KTK-00003



FOR SALE \$250,000

- Size: 4.6x15m
- Floor: 2
- Bedroom: 5
- Bathroom: 4
- Location: KTK
- Tel: 077-566888

KTK-00004



FOR SALE \$240,000

- Size: 4x17m
- Floor: 2
- Bedroom: 3
- Bathroom: 2
- Location: KTK
- Tel: 077-566888

KTK-00005



FOR SALE \$260,000

- Size: 5x15m
- Floor: 4
- Bedroom: 5
- Bathroom: 6
- Location: KTK
- Tel: 077-566888

KTK-00006

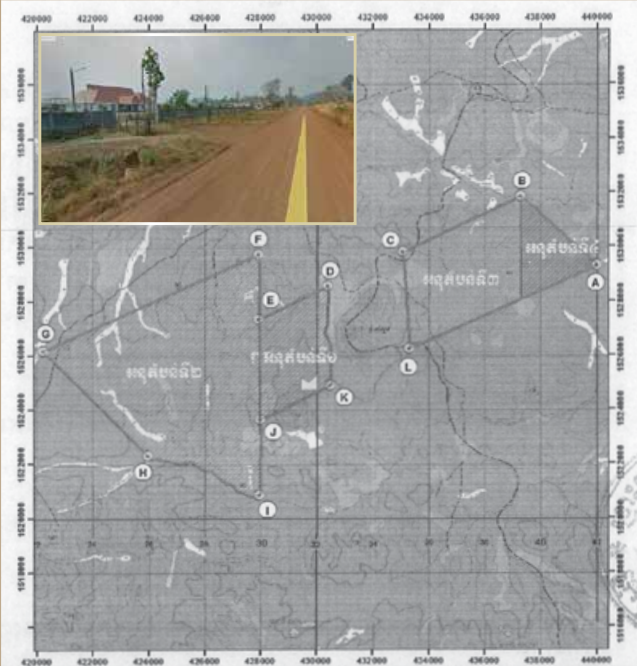


FOR SALE \$300,000

- Size: 5x15m
- Floor: 2
- Bedroom: 5
- Bathroom: 4
- Location: KTK
- Tel: 077-566888

KTK-00007

PROPOSE AGRICULTURE LAND 4,000H.A



- Land area: approx. >4000h.a
- Location: Siem Reap and Preah Vihear Province
- Best for agro-industry: sugarcane, rubber plant, cassava...etc.

Please contact for detail: 📞 +855-66-611 168



SHOP HOUSE (ផ្ទះរៀង)
Sale: \$295,000 Rent: \$800

- ទំហំផ្ទះ (House Size): 16m x 4m
- បន្ទប់គេង ៥ បន្ទប់ទឹក ៦
- ទីតាំងផ្លូវស្រុក 371 (Along 371 Sorlar Road)
- ទីតាំងល្អសម្រាប់អាជីវកម្មខ្នាតតូច ឬហាងលក់ដូ (Good location for small business or retail).

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SHOP HOUSE FOR SALE (ផ្ទះរៀងលក់) \$230,000

- ទំហំផ្ទះ (House Size): 18m x 4m
- បន្ទប់គេង ៤ បន្ទប់ទឹក ៣
- ទីតាំងក្នុងប្លុករតនាដ្ឋាហ្សា ២ (Located in Rattana Plaza II)
- ទីតាំងល្អសម្រាប់ស្នាក់នៅ និងស្នាក់ការក្រុមហ៊ុន ជិតផ្សារសាលា (ផ្ទះកំពុងជួល \$600/ខែ)

077 566 888 / 066 611 168

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 \$65,000

- Size: 4x5m
- Floor: 3
- Bedroom: 1
- Bathroom: 1
- Location: KTK
- Tel: 077-566888

KTK-00008



FOR SALE \$320,000

- Size: 6x23m
- Floor: 2
- Bedroom: 5
- Bathroom: 4
- Location: KTK
- Tel: 077-566888

KTK-00009



ដីលក់ ជាប់ផ្លូវជាតិ \$500/m²



- ទំហំដី 2 ហិកតា (h.a)
- ជាប់ផ្លូវជាតិ ចុះពីស្ពានអ្នកល្បឿន ត្រើយខាងកើត ជាប់ស្ពាននីម ចំណត អាស៊ាន ទីតាំងល្អសម្រាប់ ការវិនិយោគ និងកន្លែងកំសាន្ត Along national road east coast of Neak Loeung bridge, next to ASEAN bus station best GAS station and resort

សូមទំនាក់ទំនង
077 566 888 / 077 811 168

LAND FOR SALE (SIEM REAP) (ដីលក់) \$320/m²

- ទំហំដី: 40m * 60m
- ស្ថិតក្នុងទីរួមខេត្តសៀមរាប ក្រោយមន្ទីរពេទ្យគន្ធរបុប្ផា ជិតផ្សារក្រឡាញ់

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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

☎ 077-566888 / 060 888 944



ដីលក់ចន្លាត់ \$230,000

- ទំហំដី 14*32ម
- ជិតស្ថាប័នរដ្ឋបាល និង ចម្ងាយ 2 គ.ម ពីផ្សារអ៊ីអេសប៊ី
- ល្អបំផុតសម្រាប់លក់នៅដ្ឋានឃ្លាំង ផ្ទះជួល សំបុកកម្មនានា

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ដីលក់ចន្លាត់ \$230,000



- ទំហំដី 20*60ម
- ចម្ងាយ 2,5គ.ម ពីស្ពានច្បារអំពៅ ជិតបុរីបឹងហ្លួតបឹងស្មៅ
- ល្អបំផុតសម្រាប់លក់នៅដ្ឋានឃ្លាំង និងសំបុកកម្មខ្នាតតូច

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LAND FOR SALE IN PREK KAMPIES, DANG KOR, PHNOM PENH

Land Size: 76,260m² (US\$120/m²)
Location: Along Cheung Ek Road, 5.5km from Khmer Brewery and 4.5km from Cheung Ek killing field Tel: 077 511 168

LAND FOR SALE IN PREK

① Land Size: 40mx200m (US\$75/m²) ② 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



Restaurant FOR RENT \$1500

- Rent only Morning and Afternoon.
- Size = N/A

ស្រម្ព័ន្ធកាត់ទំនង
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KTK-00010



Villa FOR RENT \$3000

- Size : 22x25
- Bedroom : 5
- Bathroom : 6

ស្រម្ព័ន្ធកាត់ទំនង
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KTK-00011



KTK-00012

- Size: 21x25m
- 6 Bathrooms
- 5 Bedrooms
- Tel: 077-566 888

FOR RENT: \$1500



KTK-00013

- Size: 20x30m
- 6 Bathrooms
- 6 Bedrooms
- Tel: 077-566 888

FOR RENT: \$4000



KTK-00014

- Size: 20x40m
- Tel: 077-566 888
- Khan Toul Kork

LAND FOR SELL: \$2,600(m²)



KTK-00015

- Size: 12x16m
- Khan Toul Kork
- Rent 10 Rooms
- Tel: 077-566 888

HOUSE FOR RENT: \$1,500



KTK-00016

- Size(1side): 6x14m
- Tel: 077-566 888
- Khan Toul Kork

LAND FOR SALE: \$180,000



FOR SALE \$220,000

- Size: 4x4m
- Floor: 2
- Bedroom: 3
- Bathroom: 2
- Location: KTK
- Tel: 077-566 888

KTK-00017



FOR SALE \$330,000

- H.Size: 7x10m
- L.Size: 8x12m
- Bedroom: 5
- Hard Title
- Location: KTK
- Tel: 077-566 888

KTK-00018



KTK-00019

- 15 Bedrooms
- Tel: 077-566 888
- Location : Toul Kork

HOUSE FOR RENT: \$4,000



HOUSE FOR SELL \$1,000,000

- Land : 18x25m
- 4 Bedrooms

ស្រម្ព័ន្ធកាត់ទំនង
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KTK-00020



KTK-00022

- 5 Bedrooms
- Tel: 077-566 888
- Location: Toul Kork

FOR RENT: \$3000



KTK-00023

- 5 Bedrooms with 8 Bathroom
- Swimming Pool
- Tel: 077-566 888

FOR RENT: \$3000



Apartment FOR RENT \$6,000

- 9 Floors, 19 Units (9big and 10Smalls).
- Rent by unit (S=\$350, B=700\$)

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KTK-00021



KTK-00024

- Small Villa with 3 Bedrooms
- Location: Toul Kork
- Tel: 077-566 888

FOR RENT: \$1000



KTK-00025

- 5 Bedrooms with 4 Bathrooms
- Location: Toul Kork
- Tel: 077-566 888

FOR RENT: \$3,300



KTK-00026

- L.Size: 40x25m
- Location: Toul Kork
- with Villa Inside
- Tel: 077-566 888

LAND FOR SELL: \$3,600/m²



KTK-00027

- 2 Floors with 5 Bedrooms
- Location: Toul Kork
- Tel: 077-566 888

HOUSE FOR RENT: \$2,500/m²



KTK-00028

- 3 Floors with 6 Bedroom
- Location: Toul Kork
- Tel: 077-566 888

HOUSE FOR RENT: \$2,000/m²



KTK-00029

- L.size: 20x25m
- Location: Toul Kork
- with Villa Inside
- Tel: 077-566 888

FOR SELL: \$1,100,000



LAND FOR RENT \$3,500

- L.size: 25x40m
 - Negotiate Price
- ស្នាក់នៅកំផ្លង
077 566 888 / 066 611 168

KTK-00033



LAND FOR SALE \$2,950/m²

- Size : 100x50m
 - Total size : 5,490m²
- ស្នាក់នៅកំផ្លង
077 566 888 / 066 611 168

KTK-00043



FOR RENT \$1,500

- 3.5 Floors
- Bedroom: 7
- Bathroom: 6
- Location: KTK
- Tel:077-566888

KTK-00030



FOR RENT \$700

- Furniture Inside
- Bedroom: 5
- Bathroom: 4
- Location: KTK
- Tel:077-566888

KTK-00031



KTK-00032

- 5 Bedrooms
- Location : Toul Kork
- Tel: 077-566 888

HOUSE FOR RENT: \$2,000



KTK-00034

- 4 Bedrooms
- Location : Toul Kork
- Tel: 077-566 888

HOUSE FOR RENT: \$2,200



FOR SALE \$570,000

- H.Size: 7x15m
- L.Size: 7x30m
- Bedroom: 6
- Bathroom: 5
- Location: KTK
- Tel:077-566888

KTK-000035



FOR SALE \$185,000

- Size: 4.5x10m
- Floor: 1
- Bedroom: 2
- Bathroom: 1
- Location: KTK
- Tel:077-566888

KTK-000036



KTK-00037

- 4 Bedrooms
- Location : Toul Kork
- Tel: 077-566 888

HOUSE FOR RENT: \$2,000



FOR SALE \$850,000

- L.Size: 37x12m
- Sell: 2 Flat
- Rent : only 1 flat in ground floor
- Location: KTK
- Tel:077-566888

KTK-00038



LAND FOR SELL \$3,822,000

- Size: 15x40m = 600m²
 - \$6,370/m²
 - Hard Title
- ស្នាក់នៅកំផ្លង
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KTK-00045



FOR SALE \$170,000

- Size: 4x16m
- Floor: 2.5
- Bedroom: 4
- Bathroom: 4
- Location: KTK
- Tel:077-566888

KTK-00039



FOR RENT \$250

- Rent from 1st Floor to Top Floor
- 4 Bedrooms
- Location: KTK
- Tel:077-566888

KTK-00040



LAND FOR SALE \$3,360,000

- Size : 30x40m = 1200m²
 - \$2,800/m² (Hard title)
- ស្នាក់នៅកំផ្លង
077 566 888 / 066 611 168

KTK-00046



KTK-00042

- Size : 12x18m
- Location : Toul Kork
- Tel: 077-566 888

HOUSE FOR SELL \$220,000



FOR SALE \$700,000

- Size: 5.5x48m
- Total : 390m²
- Hard Title
- Location: KTK
- Tel:077-566888

KTK-00044



FOR SALE \$680,000

- L.Size: 14x25m
- Floor: 3
- Bedroom: 4
- Bathroom: 5
- Location: KTK
- Tel:077-566888

KTK-00047



KTK-00048

- L.Size : 7x25m
- H.Size : 5x16m
- Hard Title
- Tel: 077-566 888

HOUSE FOR SELL \$550,000



FOR SALE \$250,000

- Size: 4x16m
- Floor: 2
- Bedroom: 4
- Bathroom: 5
- Location: PPT
- Tel:077-566888

PPT-000012



FOR SALE \$330,000

- Size: 4x16m
- Floor: 2
- Bedroom: 4
- Bathroom: 5
- Location: PPT
- Tel:077-566888

PPT-000013



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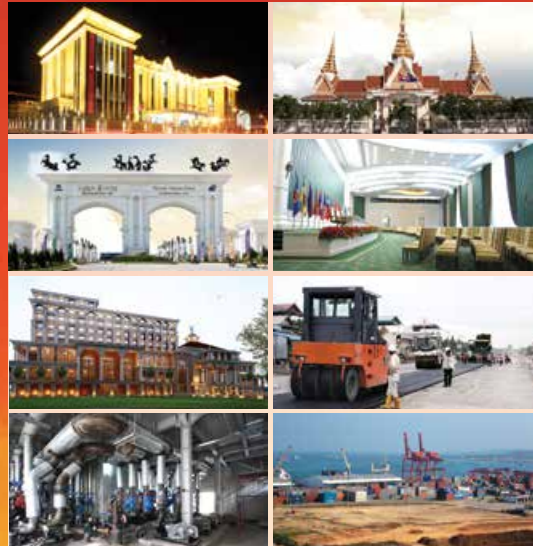


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