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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.

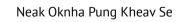
This has happened in large part due to the confidence both local and international investors have in the political and economic stability in the Kingdom under the wise leadership of **Samdach Akka Moha Sena Padei Techo Hun Sen**, the country's prime minister.

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.

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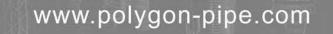




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From the PUBLISHER

CONSTRUCTION CONSTRUCTION PROPERTY THE MAGAZINE THAT LINES YOUR RESENSES SUCCESS

2017 saw sustained growth in Cambodia's construction and property industries following the advent of the ASEAN Economic Community. As a result of the AEC and economic growth, 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 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 relate 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 32nd issue (March-april 2018), 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 feature the announcment of a giant new airport to be built southeast of the capital Phnom Penh, showcase the current projects of Cambodian-owned one-stop-shop firm CMED Construction and provide a detailed insight into construction contracts in Cambodia.

Our Association news section features a new safety handbook published by the MLMUPC and supoprted by CCA and Canadia Bank, the CCA attendance at the IFACWAPA summit in Singapore and the launch of the exhibitor booth booking for the CCA's 5th Construction Inudstry in November 2018.

In Property, we focus on the launch of the new propert tax registration service, plans for a new CBD in dowtown Phnom Penh and discuss whether property investment yeilds provide a better return than bank rates.

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 2018.

Sincerely Yours, MEAS Proeksa

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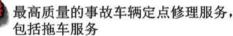
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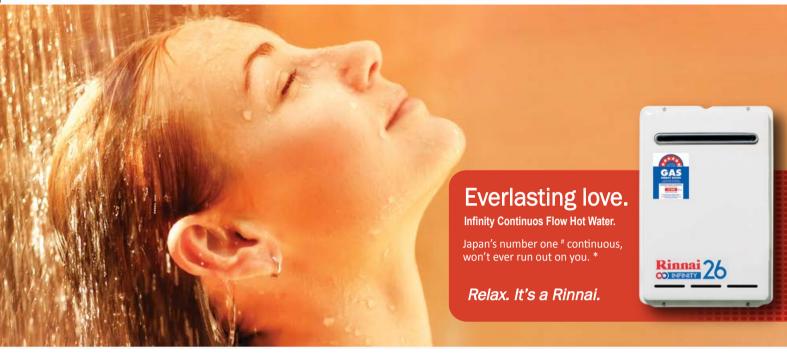


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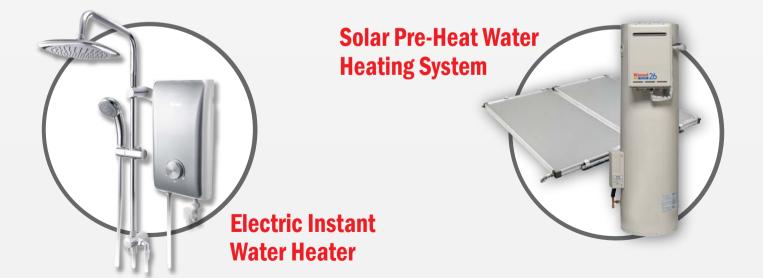






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MARCH ~ APRIL 2018 | ISSUE 032







WORK STARTS ON GREEN TOWER

round has been broken on what will become one of Singapore's tallest and most iconic buildings featuring whole floors of natural greenery.

The 51-storey 88 Market Street project will eventually rise 280m high with 93,000 sq m of space

Designed by Danish architect Bjarke Ingels Group (BIG) and Italy's Carlo Ratti Associati (CRA), the tower's facade will be made from steel and glass interwoven with greenery. A public rainforest park and plaza will be located on the ground floor and a four-storey "Green Oasis" will be sandwiched between the residential (first eight floors) and office space (top 29 floors).

The project is funded by Singaporean developer CapitaLand and Japan's Mitsubishi Estate.

SINGAPORE LAUNCHES LAND TRANSPORT INNOVATION FUND

Singapore's Land Transport Authority (LTA) has announced an USD18.8 million Land Transport Innovation Fund over five years to support research and trials in pioneering mobility solutions for the city state.

The LTA is exploring the use of automation and autonomous vehicles (AVs) to improve efficiency, reduce human error and deliver better services, according to a statement released on 12 February. "Autonomous buses and dynamically-routed, on-demand shuttles can also be deployed to enhance public transport by providing more responsive, efficient and convenient transport modes for commuters," the statement said, adding that robots and drones could also be used to inspect MRT and road tunnels.

"With the Land Transport Innovation Fund, I hope to see even more innovative solutions emerge to shape the transport of tomorrow," LTA's Chief Executive Ngien Hoon Ping said.

Approximately 123,000 people work in the land transport industry in Singapore serving 5 million daily commutes on public transport.





INDONESIA STOCK EXCHANGE COLLAPSES

he collapse of a mezzanine walkway at the Jakarta stock exchange building in Indonesia injured over 75 people in January, though no fatalities were reported.

The exchange was constructed in the late 1990s as part of a two tower complex, and the incident created a rush to evacuate the building amid fears of a bomb. That cause was ruled out by authorities with the majority of the victims being local university students. However it was not immediately clear what caused the accident at the tower in Sudirman district, which was the also the target of terrorists in 2000.

"Material degradation could be the cause," Iswandi Imran, a construction expert, told local TV. "It could be corrosion or anything which slowly degrades the strength of the structure so it cannot take the weight any longer. But all that has to be investigated."



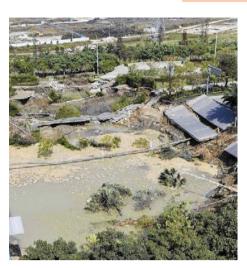
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EIGHT-LANE HIGHWAY COLLAPSES IN CHINA



A^{30-metre} section of eightlane wide highway collapsed near a subway construction site in China on 7 February, killing eight people.

The incident which occurred in Foshan, Guangdong province in southern China injured a further nine.

Reports on Chinese state television said that the elevated highway collapse was caused by a rush of water from leaking pipes damaging the subway tunnel being built under the road. Construction workers struggling to control the rushing water in the tunnel were among the fatalities when the structure collapsed, leaving a six-metre-deep crater.

The subway line under construction runs for 23km through the city north of the provincial capital Guangzhou.

The South China Morning Post commented that rapid expansion of subway networks in China has led to numerous cave-ins and other deadly accidents.

OXLEY ON TRACK WITH USD2.5BN MYANMAR STATION UPGRADE

Angon Central Railway Station area in Myanmar is set to be transformed into a modern transport hub in a USD2.5 billion renovation to be carried out by a consortium of A Singapore-listed Oxley Holdings, local firm Min Dhama Co Ltd and Beijing-based Sino Great Wall Co Ltd.

Myanmar Railways selected the group to develop to develop the 25.7 hectare site located on the station originally built in the 1870s under British colonial rule. "The project will be a mixed development project comprising a new central transportation hub that integrates rail and mass transit, surrounded by amenities of housing and commerce," Oxley said in a filing in Singapore.

The Oxley-Min Dhama-Sino Great Wall consortium won the tender after a four year process edging a final group of 18 proposals from 14 countries.



INDONESIA HALTS TRANSPORT CONSTRUCTION AFTER INJURIES



The Indonesian government announced an immediate halt to work on public transportation construction sites on 20 February following a spate of serious injuries.

The halt was called after seven workers were injured on the site Bekasi-Cawang-Kampung Melayu toll road when a girder pole collapsed on them, leaving them in critical condition.

Last month four workers were killed and five injured

when a girder launcher collapsed on a rail project in east Jakarta.

These were among 14 accidents on Indonesian public works sites in the past two years and Indonesia's Construction Safety Commission will now evaluate all the suspended projects.

There has been an acceleration of public works projects prior to the 2018 Asian Games which will be hosted in Jakarta and Palembang.



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ARUP AIDING PHILIPPINES' USD11BN INFRASTRUCTURE PLAN

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eading UK-based engineering consultants Arup signed a contract with the Philippines government in February to conduct feasibility studies and plans for new bridges, tunnels, and highways worth over USD11bn as part of the nation's ambitious infrastructure program.

In October 2017, the Asian Development Bank (ADB) approved a USD100m loan to support the Philippine government in accelerating its "Build, Build, Build" programme and the Arup contract is the first of three planned consulting packages.

"Major infrastructure projects involving the construction of tunnels through mountainous areas and long-span bridges across islands are unprecedented in the Philippines," said DPWH Secretary Mark Villar.

"A world-class firm like Arup will help our government generate largescale, state-of-the-art infrastructure projects, optimize public investment, and realize our infrastructure vision."

USD6.7BN UPGRADE PROPOSED FOR PHILIPPINES AIRPORT

USD6.7 billion proposal to triple the capacity of Ninoy Aquino International Airport (NAIA) in the Philippines capital of Manila has been submitted by a local consortium to the Department of Transportation for consideration.

The 70-year-old airport has far exceeded its original annual capacity of 30 million and last year saw over 42 million passengers transit.

The new proposal has been submitted by a consortium of seven conglomerates with a combined capitalisation of over 2.2 trillion pesos. The plan is for a two phase process which would increase capacity to 100 million passengers per year, although projections expect numbers to rise to 135 million by 2035.

The upgrade is aimed at elevating NAIA to a regional hub like Singapore's Changi Airport and Bangkok's Suvarnabhumi Airport and the seven firms have appointed Changi International Airport as their technical partner in the rehabilitation of NAIA.



AECOM OVERSEEING MALAYSIA RAIL LINK



S engineering firm Aecom has been selected by the China Communications Construction Company (CCCC) to supervise the construction sites on the USD13bn East Coast Rail Link (ECRL) project in Malaysia.

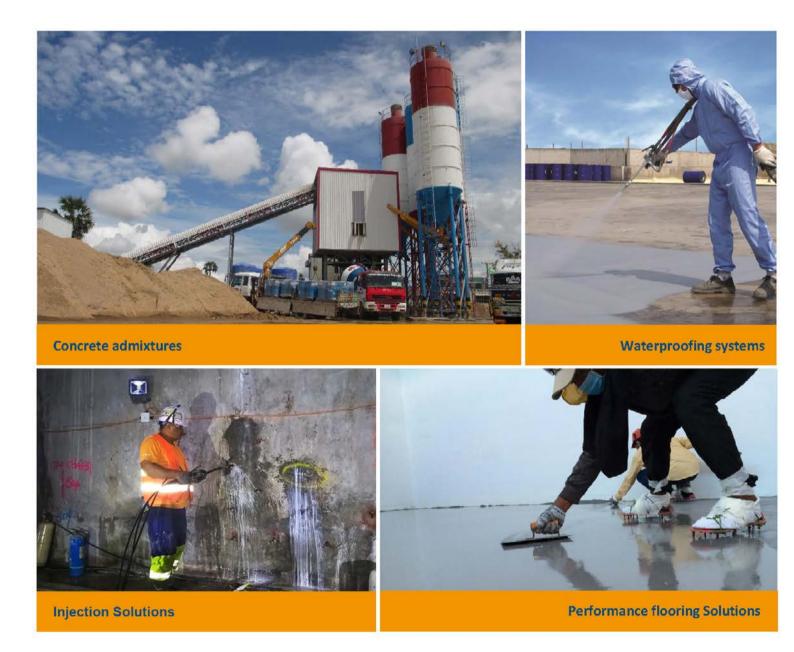
In a press release, Aecom said it would be looking after all stations, viaducts, tunnels and depots on the project, which involves building an electrified standard-gauge line from Port Klang, in the southeast of the Malaysian peninsula, via Kuala Lumpur to the town of Pengkalan Kubor on the northeastern border with Thailand.

The ECRL is part of Malaysia's national transport plan. Construction began in August last year and is scheduled for completion by 2024. When complete, it will connect Malaysia's main east coast cities to the nation's main rail network.

The 688km line is expected to carry 5.4 million passengers by 2030. Trains will have a top speed of 160km/h.







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LOCAL Briefs

CHOM CHAO FLYOVER TO START CONSTRUCTION IN APRIL



Construction of a new flyover at Chom Chao roundabout is expected to start in April following the approval and finalisation of the design by the planning committee in mid-February.

The new flyover will help ease traffic congestion on the multiple routes leaving and entering Phnom Penh City including National Road No.3 and No.4, Chom Chao road and Russian Bouelvard. Chom Chao is a central artery where many main roads meet, creating very serious traffic congestion.

The Chom Chao flyover will be the newest addition to the four existing examples in Phnom Penh at Kbal Thnal, Stueng Mean Chey, 7 Makara, and 5 Makara. Meanwhile, progress on the flyover at Psar Dey Hoi is also well underway and is expected to be finished in the coming months.

NEW OLYMPIA CITY PEDESTRIAN BRIDGE RISING

The new footbridge across Neang Kong Hing roundabout providing access to Olympia City is now 50 percent complete and is expected to be completed by April according to Phnom Penh City Municipality.

Construction has been progressing on schedule and at this stage, six pillars have been installed. The next task will be the upper work, connecting each section to each other. This new bridge will also be equipped with modern escalators.

Costing around USD3 million, the project is being implement-

ed through cooperation between Phnom Penh City Municipality and Overseas Cambodia Investment Corporation (OCIC) and will ease traffic as well as boosting the safety of pedestrians in the area.

The bridge is also part of the Olympia City project, a mixed-use development built on 11 hectares north of the Olympic Stadium Phnom Penh comprising residential condominiums, commercial units, office buildings, serviced apartments, a hotel, Olympia Plaza and Olympia Tower.



ANOTHER MALL TO RISE WEST OF PHNOM PENH



n response to modern lifestyle demands of local consumers, another new shopping centre dubbed Midtown Community Mall will rise in the Teuk Thla area by the end of year.

Located on Street 2004, the Midtown mall has just started construction under developer and landlord Kao Cheng International Co., Ltd, according to CBRE. The project is currently at the stage of setting the pillars and is construction is expected to be complete by the end of this or early next year.

Midtown will be a three-storey mall with a total area of floor area of 8,500 square metres, combining a shopping centre, supermarket, food and beverage court and an entertainment centre.

Meanwhile, the project which is the talk of the town, Aeon Mall 2, is expected to open its doors by the end of this year in the Sen Sok area.

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KAMPOT CHIP MONG INSEE CEMENT PLANT OFFICIALLY OPENED



ambodian Prime Minister Hun Sen presided over the official inauguration ceremony of Chip Mong Insee Cement Plant at Bantey Meas District, Kompot Province on the morning of 8 February.

Located around 125 kilometres from Phnom Penh. the cement plant was built on 110 hectares of land through cooperation between two leading cement expert companies, Chip Mong Group Cambodia and Siam City Cement Company from Thailand, with an investment

capital of USD262 million.

The plant has the capacity to produce more 5,000 tons of cement per day and approximately 1.5 million tons annually, which makes it one of the biggest cement plants in Cambodia.

The plant is considered one of the most modern in the region with latest technology applied from China, Sweden, Germany and Italy. The technology will help reduce the amount of carbon dioxide gas emissions to ensure an eco-friendly approach.

PRIVATE SECTOR URGED TO INVEST IN PP-BAVET EXPRESSWAY

inister of Public Works and Transport H.E. Sun Chanthol has urged the private sector to invest in the USD3.8 billion Phnom Penh-Bavet expressway project following the completion of the feasibility after study.

"The Japan International Cooperation Agency (JICA) has already finished their study on this. However, at this stage, the government of Cambodia has yet to secure any funding for this project. So, we are open for the private sector to help invest in this project either in a Public-Private Partnership (PPP) agreement or a Build Operate Transfer (BOT) agreement," the minister said.

According to the minister, construction on the project will start when the government can source funding for it.



However, while planning for the expressway is underway, Cambodia is also currently working with JICA on a project to enlarge National Road No.1 from Phnom Penh to Neak Lueng.

PM BREAKS GROUND ON STUENG TRANG-KROUCH CHMAR B



ambodian Prime Minister Hun Sen officially broke ground ✓at a ceremony on Friday 9 February for the construction of 1,131 metre bridge from Stueng Trang District, Kampong Cham Province to Krouch Chmar District, **Tboung Khmum Province across** the Mekong river.

Funded by a USD57million concessional loan from China, the project includes the bridge and the connecting roads nearby. The bridge is a continuous box girder design spanning 1,131 metres and 13.5 metres wide. There will be two car lanes, two motorbike lanes, and two other lanes for walkways. The connecting roads will be 8,323 metres long and use DBST asphalt type.

The 24-month construction is being undertaken by the Shanghai Construction Group with the bridge expected to be open by 2021.

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SEARA PHNOM PENH OFFICE IS DESIGNING AND BUILDING CAMBODIA'S RECREATIONAL INFRASTRUCTURE



ports Engineering And Recreation Asia (Seara) has been playing an important support role to the fitness & sports industry in Cambodia for over a decade. Seara specialises in the planning, supply, and installation of international standard sports, recreation, and fitness amenities to resorts, luxury condominiums, international schools, and membership fitness centers through-out Cambodia. Beginning in 1991 from its Bangkok base, Seara now has nine offices in seven countries in Indo-China and South Asia. In mid-2013 Seara opened its Phnom Penh office in Cambodia to offer closer customer support for all of its services and in particular fitness equipment emergency parts, repairs, and preventative maintenance through annual Service Contracts. Technical support and repairs is also available for the many tennis, indoor and outdoor multi-purpose courts, putting greens, squash courts, fitness flooring projects Seara has completed.

In the hospitality business and beyond, recreation and fitness ameni-



ties are important capital assets, and are also must haves to create guest and employee satisfaction. Branded properties especially require international standard products that meet specific athletic association certifications. Seara uses world class athletic surfacing brands such as Plexipave, ACT Global, Prestige, Tinsue, coupled with proven localized construction and installation techniques. One particular area in which the technology for hospitality installations has been changing rapidly is in rubber based fitness flooring. The utilisation of laminated manufacturing techniques from Rephouse coupled with a mix of new and used colored EPDM rubber has proven to be a vastly superior looking and wearing solution over older SBR rubber floor tiles. The new designs are near seamless, easy to install, allow for endless design possibilities, and clean easily.

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parts for everything it sells. Its technicians are fully trained to repair and maintain the brands it sells. Life Fitness is the largest fitness brand in the world. The company is owned by the Brunswick Corporation which among its premium brands includes Brunswick Billiards and has been producing Brunswick Pool tables since 1845. Brunswick tables are synonymous with the precision and craftsmanship a lifetime guarantee piece of furniture requires. Seara is the distributor for Brunswick Pool tables, cue racks, shuffleboards, foosball, air hockey, table tennis, and quality accessories and furniture. These products are available to all of Seara's customers in Cambodia and ship direct from Seara's Regional Distribution Center in Bangkok. Seara is a trusted amenity planner, supplier, and installer that stands by its work to provide the best in customer satisfaction.

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KNOWLEDGE FOR PIPE SYSTEMS

Water Supply System

The water supply system is considered an essential part of every construction project. It is a system for providing water by using pipes to each area of the property such as bathrooms and kitchens.

In general, PVC, PE, and Galvanised pipe are used. However, PVC pipe is the most popular in recent times thanks to its outstanding characteristics such as imperviousness to climate and humidity, not rusting and not requiring serious maintenance. PVC pipe for water supply systems are normally 1/2-1 inch with class of 13.5 which is suitable for high pressure work from water pumps.





SCG shares these three tips related to pipe systems:

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Difficult to replace a broken pump?



It is always not easy to replace a broken pump. The PVC pipe has to be cut and the pump removed out to be repaired, which wastes both time and money. It is recommended to use a "PVC Valve Socket Union" by connecting the plain side to the water inflow pipe and the threaded side to the pump. When a pump breaks down, separate the plain side and threaded side of the "PVC Valve Socket Union", then replace a new pump or repair the broken pump without cutting the pipe. Why is the pump broken?



Pumps may break due to water flow reverse which causes pump malfunction. Therefore, it is recommended to install a "Check Valve" which protects water flow reversing into the pump. Stop leakage at the connection point of the faucet



When replacing faucets, it will make the thread loosen or break if poor quality faucet socket is used or the screw faucet is neglected. Using a "Brass Faucet Socket" will eliminate the cause of leakage at the connection point of the faucet. This is also used at the point which is often twisting or requires replacement.



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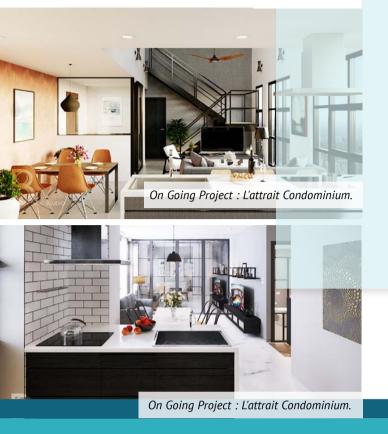


តើអ្នកដឹងទេ? តម្លៃការផ្គត់ផ្គង់ប្រព័ន្ធទឹកក្នុងផ្ទះមួយមានតម្លៃត្រឹមតែ ១%នៃតម្លៃសរុបនៃផ្ទះមួយតែប៉ុណ្ណោះ (៣០០-៥០០ដុល្លា)។ ការប្រើប្រាស់ទុយោដែលមានគុណភាពអន់អាចសន្សំបានប្រហែល ៣៥ ដុល្លាទៅ ៦៥ដុល្លា ប៉ុន្តែនៅពេលដែលទុយោបែក ឬ មានបញ្ហាការធ្លាយទឹកអ្នកនឹងចំណាយអស់ប្រហែល ៧០០ ដុល្លា ដើម្បីធ្វើការជួសជុល។

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CMED CONSTRUCTION: CAMBODIAN MADE, INTERNATIONAL STANDARD QUALITY

While bringing its first 5-star residential villa in Chroy Changvar to completion, wholly-Cambodian owned company CMED Construction Co., Ltd. is currently working on two other significant projects; the Oversea Cambodia Investment Corporation (OCIC) Office Building and the L'attrait Boeung Keng Kang Condominium.

Construction of the OCIC Office Building has commenced following ground-breaking ceremony in December 2017 and to be completed by late 2019, while L'attrait Boeung Keng Kang Condominium commenced construction in January 2018 and is expected to be completed by late 2020.

The OCIC Office Building is a 19-storey development with 27,000m² of construction floor area in Chroy Changvar which features a multi-storey car park, retail spaces, open offices, green areas, meeting & conference rooms, and many other amenities. L'attrait Boeung Keng Kang Condominium is a 26-storey development with a total construction floor area of 9,361m² in Beong Keng Kang I in the heart of Phnom Penh. With 149 units, L'attrait Boeung Keng Kang Condominium will provide a wide range of accommodation from studio, to one-bedroom, two-bedroom, and penthouse with an accessible rooftop garden which is a desirable attraction for those looking for an escape in the city.

Adhering to its 'Build for the Best' tagline, CMED Construction has introduced Passive Solar Technology to Cambodia. This technology employs special types of glazing, façade lourves, and screen systems to reduce direct sun and heat transmission into the building, resulting in saving of energy consumption. The technology is being applied to the two on-going projects.

Established in 2015, CMED Construction can be considered as the first ever fully Cambodian-owned company to provide a single-source and one-stop-shop service with international level standards.

CMED Construction provides a full-service for the construction process all the way through from feasibility study, conceptualization, planning design, and cost estimation to the actual completion of the construction. By combining these complicated endeavors and procedures into one simple task, CMED Construction creates a cost and time effective and quality working process for all.

"The main objective of our company is to deliver international standards in construction with a fair price to Cambodian market," said CMED Construction General Manager Dai Inomata.

"Construction does not have to be a complicated and time consuming task that gives everyone a headache any more. With CMED Construction, every one can build anything just with one single move," he added.





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ស្របពេលដែលកំពុងសាងសង់បង្ហើយ នូវគម្រោងលំនៅដ្ឋានដ៍ប្រណិតលំដាប់ ផ្កាយប្រាំដំប្លុងរបស់ខ្លួននៅសង្កាត់ជ្រោយ ចង្វារ បច្ចុប្បន្នក្រមំហ៊ុន CMED Con struction Co. , Ltd ដែលជាក្រមហ៊ុន សាងសង់បង្កើតឡើងដោយស្ថាបនិក់ជាជន ជាតិខ្មែរសុទ្ធសាធ បាននឹងកំពុងដំណើរការ សាងសង់លើគម្រោងសំខាន់ៗ ពីរផ្សេងទៀត រួមមាន គម្រោងអគារការិយាល័យ របស់ ក្រមហ៊ុន វិនិយោតទុន អាណិកជន កម្ពុជា (OCIC) និងគម្រោងអគារខុនដ្ឋ L"attrait Boeung Keng Kang ។

តម្រោងអគារការិយាល័យរបស់ក្រមហ៊ុន វិនិយោតទុនអាណិកជនកម្ពុជា(OCIC) បាន ចាប់ផ្តើមសម្ពោធបើកការដ្ឋានសាងសង់ កាលពីខែធ្នូ ឆ្នាំ២០១៧ ហើយគ្រោងនឹង បញ្ចប់ការសាងសង់នៅចុងឆ្នាំ ២០១៩។ រីឯ គម្រោងខុនដូ L"attrait Boeung Keng Kang បានចាប់ផ្តើមដំណើរការសាងសង់ ក្នុងខែមករា ឆ្នាំ២០១៨ ហើយ គ្រោងនឹង បញ្ចប់នៅចុងឆ្នាំ ២០២០។

តម្រោងអគារការិយាល័យរបស់ក្រមហ៊ុន វិនិយោគទុនអាណិកជនកម្ពុជា (OCIC) ជា អគារកម្ពស់ ១៩ ជាន់ ស្ថិតនៅលើទំហំផ្ទៃ ដីសាងសង់សរុប ២៧.០០០ ម៉ែត្រកាំរេ ក្នុង តំបន់ជ្រោយចង្វារ ដែលអគារទាំងមូលនេះ រួមមាន ចំណតរថយន្តជាច្រើនជាន់ ទីតាំង សំរាប់ជួលទីតាំងការិយាល័យធំទូលាយតំបន់ បរិស្ថានបៃតង បន្ទប់ប្រជុំ សាលសន្និសិទ្ធ ព្រមទាំងសេវាកម្មដទៃជាច្រើនទៀត។

ដោយឡែកតម្រោងខុនដ្ឋ L"attrait Boeung Keng Kang ជាអគារកម្ពស់ ២៦ ជាន់ សិតនៅលើផ្ទៃដីសាងសង់សរប ៩.៣៦១ ម៉ែត្រការ៉េ មានទីតាំងស្ថិតនៅក្នុង តំបន់បឹងកេងកង ១ ដែលជាបេះដួងនៃ រាជធានីភ្នំពេញ។ អគារខុនដនេះមានចំនន ១៤៩យន៏ត ដែលផ្តល់នូវជំរើសក្នុងការរស់ នៅយ៉ាងសំបូរបែប ក្នុងនោះរួមមានខុនដួ ប្រភេទសុឌីយោ (Studio) ប្រភេទមួយបន្ទប់ តេង (one-bedroom) ប្រភេទពីរបន្ទប់ តេង(two-bedroom) និងខុនដូ ប្រភេទ ផែនហោស៍ (Penthouse) ព្រមជាមួយ សួនច្បារលើដំបូលអគារដ៍ប្រណិត ដែលជា ទីតាំងដ៏ទាក់ទាញមួយ សំរាប់លោកអ្នកដែល មានបំណង ចង់ស្វែងរកទឹកន្លែងសំរាកលំហែ អារម្មណ៍នៅកណ្តាលទីក្រង។

ស្ថិតក្រោមបាវចនា "សាងសង់ឲ្យលួ បំផុត (Build for the Best)" ក្រមហ៊ុន CMEDConstruction បាននាំមកន្លវបច្ចេក-វិទ្យា Passive Solar ដ៍ទំនើបមកកាន់ ប្រទេសកម្ពុជា។ បច្ចេកវិទ្យានេះប្រើប្រាស់ ប្រភេទកញ្ចក់ពិសេស facade lourves និង screen system ដើម្បីជួយកាត់បន្ថយ បរិមាណពន្លីព្រះអាទិត្យនិងកំដៅដែលចាំង ចូលទៅក្នុងផ្ទៃអតារ ក្នុងគោលបំណងសំចៃ ការប្រើប្រាស់ថាមពល។ គូសបញ្ជាក់ថា បច្ចេកវិទ្យានេះ ក៍ត្រូវបានអនុវត្តទៅលើ គម្រោងដែលកំពុងដំណើរការសាងសង់ ទាំងពីរខាងលើផងដែរ។

ក្រុមហ៊ុន CMED Construction បាន បង្កើតឡើងនៅឆ្នាំ ២០១៥ ហើយអាចចាត់ ទុកបានថា ជាក្រមហ៊ុនក្នុងស្រុកសុទ្ធសាធ ដំបូងគេ ដែលផ្តល់នូវកញ្ចប់សេវាកម្មសាង-សង់រួមបញ្ចូលគ្នាតែមួយ (Single-source and one-stop-shop service) ជួនដល់ អតិថិជន ដោយផ្តោតសំខាន់ទៅលើគុណ ភាពតាមបែបស្តង់ដារអន្តរជាតិ។

CMED Construction ផ្ដល់នូវកញ្ចប់ សេវាកម្មដ៍ពេញលេញមួយសម្រាប់ដំណើរ ការសាងសង់ទាំងមូល រួមមានការសិក្សាពី លទ្ធភាពប្រតិបត្តិតម្រោង ការរៀបចំផែនការ ការរចនាប្លង់ ការប៉ាន់ស្មានតម្លៃរហូតដល់ ការសាងសង់ត្រវបានបញ្ចប់។ CMED Construction រួមប័ព្ចលគ្នានូវនីតិវិធី និងដំណើរ ការដ៍សូត្រស្មាញ ក្នុងការសាងសង់ទាំងនេះឲ្យ ទៅជាកិច្ចការដ៍សាមញ្ហមួយដែលជួយសន្សំ សំចៃការចំណាយ និងពេលវេលា ព្រមទាំង ធានាអោយបាននូវប្រសិទ្ធិភាព និងគុណភាព ជួនដល់អតិថជនរបស់ខ្លួន។

លោក Dai Inomata នាយកគ្រប់គ្រង ទូទៅនៃក្រុមហ៊ុន CMED Construction បានមានប្រសាសន៍ថា "តោលបំណងចម្បង របស់ក្រមហ៊ុនរបស់យើងខ្ញុំគិផ្តល់នូវការសាង-សង់មួយប្រកបដោយគុណភាពស្តង់ដារអន្តរ-ជាតិដល់ទីផ្សារកម្ពុជាក្នុងតម្លៃសមរម្យ"។

លោកក៍បានបន្ថែមទៀតថា "តទៅនេះ ការសាងសង់មិនមែនជាកិច្ចការដ៍ស្មុតស្មាញ និងតំរូវឲ្យចំណាយពេលវេលាច្រើនទៀតទេ។ អតិថិជនអាចទទួលបាននូវកញ្ចប់សេវាកម្ម សាងសង់មួយដ៍ងាយស្រលត្រឹមតែមួយកន្លែង ជាមួយ CMED Construction ។



FIFTH OF 62-STOREY TWIN TOWER SOLD BEFORE CONSTRUCTION STARTS

The 62-storey twin tower Royal One project by The Royal Group is scheduled to start construction this April, yet about 20 percent of the units have already been sold, according to a sales representative.

Located on Monivong Boulevard, close to Central Market and Canadia Tower, the Royal One will be built on 4,000 square metres of land and stand 230 metres tall. Featuring condominiums and an office building, it will also comprise several floors of underground parking area and shopping centres on the second and third floors as signature elements.

According to the sales representative, the land where the towers will be built is currently still being used as a car showroom. However, when the contract ends in April this year, construction will start shorter after. Units in both towers are being built to sell rather than rent. In cooperation with a Taiwanese company, the project has so far sold approximately 20 percent of the units. The showroom office is scheduled to finish by the end of February with promotion set to kick start soon.

Based on the initial planning, the project is expected to be completed by late 2021 or early 2022.



The Cambodian government has unveiled plans for a new massive airport for construction in Kandal province, southeast of Phnom Penh. Estimated to cost approximately USD1.5 billion, if built it would become one of the world's largest airports.

A document from the Council of Ministers sent to the Ministry of Economy and Finance, and Secretariat of Civil Aviation, dated 21 December, 2017 cited the approval of an investment from Cambodia Airport Investment Co Ltd to develop the international airport.

The document revealed the approval was made in early January following the signing of 19 agreements between Cambodian and Chinese officials and business leader during a visit to Cambodia by Chinese Premier Li Keqiang. The mega airport project financing was signed as one of amongst those 19 between the Overseas Cambodia Investment Corporation (OCIC), a leading local developer and constructor, owned by Okhna Pung Keav Se and the China Development Bank.

The joint venture between local conglomerate OCIC and the Cambodian government's State Secretariat of Civil Aviation (SSCA) is to be built on 2,600 hectares of land mass earmarked in Kandal Stueng district about 30km from the capital. According to the document, OCIC will own 90 percent of the shares in the completed airport, with the rest going to SSCA.

A 2,600-hectare airfield would be the ninth-largest airport in the world, putting

it just behind Chicago O'Hare airport (2,610 hectares), and ahead of China's Beijing Capital International (2,330 hectares). The size of the existing Phnom Penh airport is approximately 400 hectares. The new facility terminal, a 4F class airport, will be capable of handling large long-haul aircraft.

The current airports in the kingdom don't have enough capacity to cope with the projected surge in passengers and they lack the physical space needed to expand further, Tek Reth Samrach, Secretary of State of the Council of Ministers told local media.

Since 1995, Cambodia Airports, which is majority-owned by France's Vinci Group, has been granted a 45-year concession to manage the three interna-



tional airports in the kingdom – Phnom Penh, Siem Reap and Sihanoukville. The group, according to Mr. Khek Norinda, communications director at Societe Concessionnaire de l' Aeroport, submitted plans to the government last year to expand both the Phnom Penh and Siem Reap airports to accommodate future growth in traffic.

OCIC deputy director Touch Samang couldn't comment to Construction & Property Magazine on the project in early January, noting that he has not yet attained enough information in hand regarding the project process.

A local news outlet quoted SSCA spokesman Sin Chansereyvutha early January, as saying that there was no detailed plan or agreement, and the aviation authority had not even met with OCIC to discuss the project yet. "The project will need a long time to materialise because we need to negotiate on many criteria, on the frameworks of the agreement," he said.

The airport facility is projected to cover 700 hectares, while the remaining space will be developed into an Airport City, comprising a mixed-used development including a commercial centre and residential housing. Chansereyvutha explained that investing in airfields alone doesn't generate profit and thus the development must have commercial centres and other amenities nearby to attract customers.

Cambodian prime minister Hun Sen expressed his optimism during a get-to-

gether with workers in mid-January about the construction of two new international airports in the country. "The growth of tourism clearly proves the country's right perspective to construct two new international airports," he said

Cambodia received approximately 5.6 million foreign visitors last year. "This is considered as a pride to do our best to promote this sector," the prime minister emphasised, pointing out that "we will build new international airports in Phnom Penh and Siem Reap province – which is one of the crowded tourism hubs in the nation."

CONSTRUCTION . FOCUS



NEW TECHNOLOGY TRENDS FOR Kingdom's Construction Sector



The construction industry is one of the strongest pillars of the Cambodian economy having seen remarkable growth over the last few years. According to a Cambodian government report, there was a 20 percent increase in approved construction projects in 2017 over the previous year.

The annual report from the Ministry of Land Management, Urban Planning and Construction released in early January 2018 showed that 3,052 projects were approved in 2017, with a value of USD6.42 billion. That's up from 2,405 projects with a value of USD5.25 billion value the year before.

While the construction sector booms, a comprehensive range of technological construction equipment, are being imported to supply the nation's market and improve work processes in the industry.

Mortar plastering machinery, a pioneering method for wall plastering, has recently been introduced to the Cambodian market in the last two years. Specialising in spraying plaster- specifically applying for on wall plastering, the machine is commonly used around the globe. Manufactured by Mortar spraying machinery, an Italian brand of IMER Group, the equipment is exclusively distributed by CBMS trading Co, Itd which supplies various construction materiel to the market.

Limtong Hong, general manager of CBMS told Construction & Property Magazine in early January that the construction industry is moving forward very quickly, but the lack of blue-collar workers is raising concerns on construction sites. The up-to-date mortar spraying machine, Limtong said, would be a good solution for construction sites since it needs a small number of workers and is twice or triple times faster than human labourers.

According to Mr. Limtong, using plastering machinery can saving cost up to more than 100% per day compared to expenditure on workers. The formula has already been applied at Borey Piphub Thmey in Chhoukva I, located in south eastern Phnom Penh, where 32 workers would be hired to create 480 square metres of mortar per day and each plasterer will be paid USD1.5 for one square metre of hand plastering, As the plastering machines can create up to 600 square meter a day and need only 12 workers.

"Mortar spraying machinery benefit a lot to the project owner in term of reducing costs, saving time, and labour management," he said.

Mortar Plastering machinery has so far been trusted by many projects in Phnom Penh including the Morodok Techo National Sport Complex, and a leading Borey developer in Cambodia – Borey New World owned by Neak Oknha Hong Piv. The machine is also available in Siem Reap province where the construction industry is emerging thanks to the growth of the tourism hub.

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SCHWING STETTER SELF LOADING MIXERS (SLM) UNBEATABLE & MOST VERSATILE

o meet the challenge of the high demand and fast-moving pace of construction equipment technology, SCHWING Stetter India has bought to Cambodia the latest in technology with a user-friendly, low fuel consumption concrete mixer known as the Self-Loading Mixer (SLM).

The Self-Loading Mixer (SLM) is the result of experience gained over decades accompanied by permanent advancement and optimisation. It is an off-highway, rough terrain machine which can be operated by one person.

The machine comes with electronic weighing 3 batching and has a typical concrete output of 12 to 14 m / hr. The Stetter Self-Loading Mixer SLM 4000 comes with a wheel base of 2600 mm and a track width of 1988 mm. The drum swiveling angle feature has a major advantage of 255 degrees and double helix spirals for faster discharge. Mixing time is very short at just 2 minutes.

tette

It has a special feature of a shovel gate opening and closing system. The operator can adjust the steering as per their ergonomic comfort. Another important feature is easy maintenance. The easy access to all the parts of the machine ensures that maintenance requires minimum time and your machine uptime is more. The SLM4000 comes with a drum capacity of 4cum. The other variant, the SLM2200, comes with a drum capacity of 2 cum.

The Self-Loading Mixer is suitable

for frequent mobilisation and short term projects such as bridges, irrigation canals, power distribution, solar power, industrial, warehouses, housing, wind mill foundations, precast slabs and so on.

SCHWING Stetter India not only manufactures SLM but also Batching Plants, Stationary & Truck-mounted Pumps, Truck Mixers and Separate Placing Booms with a diversified network of Service & Spare Parts support.

As a 100% subsidiary of the Schwing GMBH, Germany, SCHWING Stetter India maintains four world-class manufacturing facilities near Chennai, India and has a strong presence in various countries including in the South East Asian market.







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CONSTRUCTION CONTRACTS IN CAMBODIA



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About the Author

Sujeet S. Karkala, Legal Advisor at Sciaroni & Associates. Sujeet is a qualified Indian Lawyer registered with the Bar Council of India. He completed his Masters in Law (LLM) from Duke University School of Law, Durham, North Carolina and obtained a Bachelors Degree in Law from Government Law College, Mumbai, India. Sujeet's expertise includes corporate law, corporate structuring, international taxation and mergers & acquisitions. He is also experienced in tax restructuring, banking transactions, and joint ventures and has specialized in advising international clients in entering and operating in emerging markets. He is fluent in English and Hindi.

n recent years number there is been a steep increase in number of constructions projects in Cambodia -- more than 22 percent with an estimated value of USD 6.4 billion in 2017. Accordingly, The Ministry of Land Management, Urban Planning and Construction approved a total of 3,052 projects. This investment is driven by number of China investors in apartments, condominiums, hotels, casinos and supermarkets. Cambodia, as of today does not have specific regulations on Construction law but has adopted a sub decree on 19 December 1997 on construction permit followed by Civil Code, 2007 and the Land law 2001. In such absence, Cambodia law does not prescribe any standard form of construction contract, however, the commonly used forms include the contracts published by FIDIC (International Federation of Consulting Engineers), ICE (Institution of Civil Engineers). This standard form of contract extensively used in the construction industry is the FIDIC form. In order, to have a binding contract, there should be an agreement between two or more parties who are competent to enter into a contract, and must satisfy the requirements for legally enforceability. Further, rudimentary requirements of a valid offer, followed by an acceptance of an offer, with

the intention of entering into a legally enforceable agreement not void in law, are the other essentials of a valid contract under the law.

Public private partnership projects may have their own standard form contracts. Usually this standard contract includes the General Conditions, the Supplementary Conditions, the Specifications, the Drawings, the Bill of Quantities, the Tender, the Letter of Acceptance, the Contract Agreement, and such further documents as may be expressly incorporated in the Letter of Acceptance or Contract Agreement. In addition, there may be a management contract executed in the form of Engineering, Procurement and Construction Management Contracts and are executed between employers and contractors, wherein contractors are hired to manage the completion of a construction project while overseeing developments regarding engineering, procurement and construction of a project.

For construction there are five kinds of contracts that can be formed and are explained briefly below :

(a) Lump Sum Contract is also called stipulated sum, is the most basic form of agreement between a contractor and a customer. A lump sum con-

tract or a stipulated sum contract will require that the contractor agree to provide specified services for a stipulated or fixed price. In a lump sum contract, the owner has essentially assigned all the risk to the contractor.

(b) Unit Price Contract In a unit price contract, the work to be performed is broken into various parts, usually by construction trade. This contract type is based on anticipated quantities of items which are counted in the project in addition to their unit prices. The final price of the project depends upon the quantities required to carry out the work.

(c) Cost Plus Contract The cost plus contract is an agreement which involves the buyer's consent to pay the complete cost for material and labor in addition to the amount for contractor overhead and profit. This contract type is favored where the scope of work is highly uncertain or indeterminate in addition to the types of labor, material, and equipment being similarly uncertain in nature. Here, the contractor's profit is set at a fixed amount.

(d) Guaranteed Maximum Price Contract (also known as GMP) contract is a cost type contract where the contractor is compensated for actual costs incurred plus a fixed fee subject to a ceiling price. The contractor is responsible for cost overruns, unless the GMP has been increased via formal change order (only as a result of additional scope from the client, not price overruns, errors, or omissions).

(e) Design-Build Contract is appropriate when the project delivery method is design-build. Traditional contracts

are awarded using a design-bid-build system, where the project owner starts by hiring an architect. Once the architect has finished the design phase, the project is put out for bid to general contracting companies.

(f) Integrated Project Delivery Contract (IPD) contracts represent the latest trend towards a more collaborative approach to delivering construction projects. IPD contracts are unique in that they require the involvement of owners, designers, contractors, and key stakeholders on a project as early as possible— sometimes even at the conceptual stage. This contract type results in more transparency among all the parties involved on a construction project. Additionally, both risk and reward are shared by the parties who enter into the IPD contract.

Any construction project must also consider the Royal Government's Notification dated 26 February 2015 which introduced a standard form for obtaining construction permits. The requirement are as follows:

- (1) to obtain a construction permit and authorization to open a construction site;
- (2) to obtain insurance certificate for the constructions site by the construction owner
- (3) authorities of all sections and levels must cooperate and monitor all construction sites.

References:

www.fidic.org / www.mlmupc.gov.kh

- www.cambodiainvestment.gov.kh/sub-decree-86-on-construction-permit_971219.html
- www.sciaroni.zweb99.com/construction-permit-process-in-cambodia-by-sereyrath-kiri



LIGHTHOUSE CLUB DIARY

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The Lighthouse Club Cambodia has lots of upcoming events planned starting with our 4th Annual Golf Day, on Friday 23 March 2018. Players will enjoy a "meet and greet" evening at the Exchange Bar, the night prior to the Golf Day. On the day, tee off for this 18 hole event, will commence at 12:30pm, and all players are welcome to arrive early to enjoy the driving range facilities and a light lunch. Following the golf, players and family members are invited to the Exchange Bar where we will hold our prize giving event and a full dinner buffet will be provided. For information about joining the event or sponsorship, please see our sponsorship and player flyers attached.

We got off to a flying start this year, with our first networking event in January at Che Chulo Bar, with the event kindly sponsored by Kirby Building Systems-Cambodia. We had a record number of attendees and registered new members on the night! Many new business connections were made and all in all a great night was had by everyone....especially those lucky enough to win the raffle prizes! The great start to this year followed from a successful 2017 which culminated with the Annual Christmas/New Year Party held on Saturday 16th December at the Chinese House where, thanks to Santa Claus (as well as our sponsors), we were able to distribute presents to 36 children from the MAGNA House of Hope Orphanage.

Lighthouse

WHY SUPPORT THE LIGHTHOUSE? All proceeds from Lighthouse Club events including our networking evenings and golf events are used to fund our charitable work in Cambodia. To date Lighthouse Cambodia has successfully sponsored over 20 students through full time and vocational studies and supported the medical treatment and rehabilitation of a number of victims who were injured as a direct result of construction related accidents. The money we raise will continue to directly support education, and health and safety initiatives in Cambodia. We can, however, only do this with the support from our friends and sponsors in the construction and related industries.





PHNOM PENH MUNICIPALITY DIARY: JANUARY - FEBRUARY 2018



Drainage system improvement project kicks off

04 Jan

A campaign to drain and clear the sewage systems along five main roads in Phnom Penh has started. The five roads include

Russian Federation Boulevard, Kampuchea Krom Boulevard, Street 528, Street 222, and Street 253. The mission is to complete the total of the 460km long drainage system in 7 Makara, Chamkar Mon, Daun Penh and Toul Kork districts.



Another walkway along the river in progress

18 Jan

Construction of new walkway along the river from Koh Pich Bridge to Monivong Bridge has begun to upgrade the tidiness and beauty of

Phnom Penh. Therefore, officers have been on site to inform those who still have any construction on that land to demolish it and also clear and clean all their waste from the site as soon as possible.



▼ Iron bridge to be ready before Khmer New Year

19 Jan

The construction of a temporary iron bridge over the Tonle Sap River is currently about 45 percent completed and is expected to

be ready by early April. The bridge will be 501 metres long and 12 metres wide connecting Russey Keo and Chroy Changvar districts to ease the traffic congestion at Chroy Changvar Bridge.



Water pumping station at Borey 100 Knong in progress

23 Jan

On 23 January, President of the Senate of the Kingdom of Cambodia Say Chhum, along other relevant officers, inspected the water

pumping station construction site at Borey 11 Knong and visited all the workers there to express his gratitude. The project has been going well as scheduled.



 Temporary accommodation for 100 families in Stueng Mean Chey to be done in April

27 Jan

Construction on the Stueng Mean Chey canal and the site for temporary accommodation has been progressing as per schedule. The

site accommodation is currently undergoing trash clearance and landfilling. So far, about 11,000 cubic metres of trash have been cleared out. Expected to be completed by April, the land will later be divided among more than 100 families who have temporarily moved out from the canal construction site.



Five more water draining machines installed at Boeung Trabek station to cope with flooding

29 Jan

In addition to the six machines installed last year, Boeung Trabek water draining station got another five draining machines installed

in preparation for the upcoming rainy season. The total of 11 machines will have the capability to drain about 23.3 cubic metres of water in one minute, which will help to reduce flooding in Chamkar Mon, 7 Makara and Daun Penh districts.



Neang Kong Hing roundabout elevated walkway 50 percent complete

02 Feb

The elevated pedestrian bridge at Neang Kong Hing roundabout is currently 50 percent complete. Six pillars have so far been

completed. The next step will be the upper walkway section as well as the elevators on different sides.

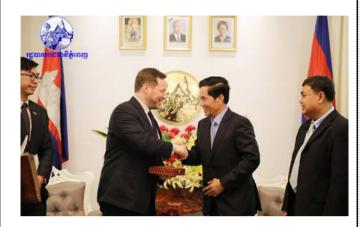


More sewage systems installed in Phnom Penh



After the installation of the main pipe, more sub pipes are being installed on road number 315, crossing road 608, and finally

ending up at the sewage reservoir in Toul Kork 2. The construction is expected to be finished by the end of February.



Governor meets with British envoy to discuss several construction plans



Phnom Penh Governor Khuong Sreng officially met with Mr. Edward Vaizey MP, the British Prime Minister's new Trade Envoy

to Cambodia Vietnam and Laos, on 13 February. Both discussed new techniques and ideas to seek improvement of existing and upcoming construction projects in Phnom Penh such as bridges, flyovers and many others.



Construction of Chom Chao flyover to start soon

A new flyover at Chom Chao is expected to start the construction in April to help ease the traffic congestion in the area after the committees finalised and approved the design of the project at its latest meeting in February. This will help ease the traffic on Russian Blvd and National Road No3 as well as National Road No. 4.

MLMUPC DIARY: NOVEMBER - DECEMBER 2017

Sen Monorom Park in Mondolkiri in progress

H.E. Senior Minister Chea Sophara, Minister of Land Management, Urban Planning and Construction and his team went to check the prog-

ress of the public park development project in Sen Monrom City in Mondolkiri province on 4 January. Having just broken ground, the project has progressed on schedule.

New regulations enforced for construction sites

10 Jan

04 Jan

Officers from MLMUPC and other related agencies inspected four constructions sites in Sihanoukville to educate owners and announce the enforcement of several new regulations. The regulations

include the use of Khmer and foreign text on construction sites, labelling along the beach as well as regulations on sewage, toilets, and drainage management systems.

Ministry meets JICA, three agreement discussed

17 Jan

Under-Secretary-of-State Dr. Theng Chan-Sangvar met with the new deputy director of the Japan International Cooperation Agency (JICA) TANAKA Kotaro to discuss several topics including cooperation between the ministries of the two

countries, brief frameworks and organisation flowcharts, and the request for help and support from Japan to the MLMUPC.

Issue of concessional land for sugar cane farm under discussion

19 Jan

MLMUPC Minister H.E. Chea Sophara met with EU Ambassador to Cambodia George Edgar, Adhoc and other related agencies to discuss the issue of

economic concessional land for exportable sugar cane farms in Koh Kong, Kompong Speu, and Preah Vihear provinces. The meeting raised four requests including; collecting and managing all cases into one list; working on the Oddar Meanchey case; involving civil society organisations in the issue, and providing detailed documents of the three existing cases.

Annual Reflection Workshop 2017 and Next Plan for 2018

23 Jan

On behalf of the Minister, Dr. Peng Hong Socheat Khemro, the general director of the Ministry's Housing Department joined the Annual Reflection Workshop 2017 and Next Plan 2018 of land allocation for social

and economic development phase II (LASEDII) project in Siem Reap province. All related agencies joined, shared, and discussed ideas for improved performance.













World Trade Center Phnom Penh breaks ground

26 Jan

MLMUPC Minister H.E. Chea Sophara presided at the ground breaking ceremony of the World Trade Center Phnom Penh. the first

project by a Japanese construction company in the capital's Tuol Tompong neighborhood. The 23-storev multi-use building will serve as office space, retail outlets and a hotel with completion planned for 2021.

Check on Khmer-Lao border patrol officers' residence project

30 Jan

The housing project being built for Khmer-Lao border patrol officers in Siem Pang District, Stueng Treng Province has progressing on

schedule following an inspection by Dr. Peng Hong Socheat Khemro, the general director of Ministry's Housing Department and his team.

• Grand opening of temple gate in Tboung Khmum Province

02 Feb

As the representative of Prime Ministry Samdach Hun Sen, H.E. Chea Sophara presided over the completion ceremony of the Botommonireaksey

temple gate in Tonle Bet sub-district of Tboung Khmum province. The gate was built under the support and funding of Prime Minster Hun Sen as well as MLMUPC.

Dormitory and food court construction project breaks ground

13 Feb

H.E. Chea Sophara and Deputy Prime Minister and Minister for National Defence of Cambodia H.E Tea Banh jointly presided over the ground breaking ceremony of a student dormitory and food

court buildings at a military school in Komong Spue province. Both projects are funded by Prime Minister Hun Sen.

Housing project for retired military personnel to be improved

14 Feb

H.E. Chea Sophara, together with other related agencies, visited the retired military personnel housing project in Romeas Haek district of Srey Reang province. Currently, there are 200 families living in the

project. To improve the infrastructure and loving conditions of all the families, 35 wells, 200 toilets and 18 roads will be built under the funding from Prime Minister Hun Sen. Each family also received gifts including 100,000 Riels, 50kg of rice, and other household supplies.











BÉTON BLOCK: A STEP FURTHER FOR CAMBODIA CONSTRUCTION



new Béton Block & Pave factory in Cambodia has been established to provide high-quality standard construction materials to the kingdom's market, and claims to be the first factory in Cambodia to produce cement blocks to French standards.

The factory, located in Oudong in Kompong Speu province around 30km from Phnom Penh, celebrated its grand opening at the Franch Embassy to Cambodia in late January. The factory will introduce a high-end French press block machine to manufacture various concrete products for the nation's construction industry according to a press release issued before the event.

Serge Pak, CEO of Béton Block & Pave, told Construction & Property Magazine that the plant facility took nine months to complete, and has a vision to expand to another plant within two years.

Concrete products for masonry have been commonly used worldwide

for decades, except in Cambodia where there has been no factory able to produce them to the same quality, he said.

"Our products will match the international standard requirements, and our goal is to bring new construction materials and new techniques that will improve the Cambodian construction industry in terms of time, labour and safety," he added.

The high-end French cement block facility has already started to put its blocks into various projects in Cambodia. Those landmark projects include the Buddhist temple located at Wat Phnom where the concrete béton product was laid on its pavement. Seven building projects in the emerging satellite city development of Diamond Island have also seen the concrete block applied as well as many other industrial factories in Kompong Speu.

According to Mr. Serge Pak, one square metre of concrete block is cheaper and faster than red brick

because of using less cement and less labour and its unique point is to protect against heat, and annoying sound that are usually absorbed into a room. One big block, he explained, is equivalent to eight small bricks, and this is considerably important in terms of a cost saving of 40 percent.

Over the last two decades, we have seen Cambodia as one of the fastest growing economies in the world, with an average of 7 percent GDP growth every year, said a senior government officer.

Addressing the event, Phnom Penh governor Khoung Sreng said that the construction industry plays a crucial role in accelerating economic growth, and currently there are a total of 979 high-rise buildings in Phnom Penh city. This growth, he emphasised, proved that residential demand is consecutively increasing and attracting more foreign investors to inject capital in Cambodia.

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ASSOCIATION MARCH ~ APRIL 2018 | ISSUE 032





CCA SUPPORT SAFETY HANDBOOK FOR CONSTRUCTION SITE WORKERS



អាភបិយដ្ឋាន : ដីខ្សតិសេខ ៧៧១ -៧៧៣ មហាវិថីព្រះមនីវង្ស សង្កាត់បឹងត្រវិមក ខណ្ឌចំការមន រាជធានីត្តំពេញ នូរស័ព្ទ / នូរសារ(៨៥៥) ២៣ ២១៥ ៦៦០ / ២៣ ២១៥ ២៧៧ ទេហទំព័រ www.mimupc.gov.kn អ៊ីមែល: mimupc.cabinet@gmail.com

To ensure safety for workers and quality construction, the Ministry of Land Management, Urban Planning and Construction (MLMUPC) is working on a safety handbook for construction site workers. The authority is planning to publish thousands of copies for delivery to all related-construction firms across the country. With over 100 construction firms as members, the Cambodia Constructors Association (CCA) is working closely with Canadia Bank to sponsor publication of the handbook.

With MLMUPC planning to publish over 10,000 copies of the handbook, 5,000 copies will be sponsored by CCA and 3,000 copies will be supported by Canadia Bank, which owns leading construction company OCIC, Mr. Chev Borom, administration manager of CCA, told Construction & Property Magazine in late February.

"The books are already being printed

and once done, the safety handbook will be introduced to the related authorities at a meeting of the MLMUPC, and then the document will be distributed to the public, particularly those who are engaged in construction-related work," Borom explained.

Most accidents can be prevented by taking simple measures or adopting proper working procedures. This handbook is intended to outline important issues on safety and health that should be paid attention to on construction sites for easy reference by the workers.

The guidelines in the handbook emphasise that if workers operate carefully and take appropriate safety measures, there will definitely be fewer work injury cases, and construction sites will become safe and secure places to work. Employees should cooperate with their employers and other persons in complying with the safety legislation and guidelines and should not do anything to endanger themselves and other persons.

Construction Minister H.E. Chea Sophara urged the key players in the construction and property industries to comply with the technical regulations and laws in obtaining building permits prior to construction work.

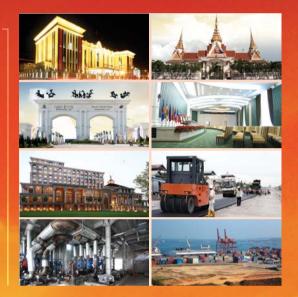
"Construction and architecture companies, including construction worker groups, are required to register their business in accordance with the applicable law," he said.

"It is necessary to organise the construction and maintenance of the site, including public road sanitation, notably the transport of concrete and other construction materials on public roads. All construction sites must be equipped with equipment and tools to protect the safety and health of workers," added the minister.



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ARRIOTT NGAPORE NG PLAZA



The Cambodia Constructors Association (CCA) joined a special summit of the International Federation of Asian and Western Pacific Contractors' Associations (IFAWPCA) in Singapore late January 2018 for the 40th IFAWAPCA Mid Term Executive Board meeting.

The nomination of the rapporteur for the term 2018 to 2019 was raised for discussion in the meeting. Relevant provisions in the structure and by-laws regarding the IFAWPCA rapporteur, rapporteur nomination form, and oath-taking of rapporteur for the term 2018-2019. These three-listed points are included in the nomination part.

Various issues arising from previous meetings were also raised and talks held regarding updates on recruitment of members in Vietnam and Myanmar, a distinguished service award for David Bateson who is de facto legal adviser for his more than 30 years of active participation service in IFAWPCA, and a proposal award for the Philippine Contractors Association (PCA).

For the ongoing recruitment of regular/association members, Bhutan expressed a desire to join IFAWPCA and submitted application requirements with the application endorsed by the Federation of Contractors' Associations of Nepal (FCAN). The Singapore Contractors Association Limited (SCAL) is helping to facilitate with the Myanmar Contractors to invite them to attend as observers. The Vietnam Association of Construction Contractors (VACC) was invited to attend the convention as observers, yet no formal application has been received and no final decision from them yet to join IFAWPCA.

Over fifty years, IFAWPCA has pursued the need for exchange of ideas, experiences, and construction technology amongst its members and affiliates in different climates and geographical settings.

From its inception in Manila, Philippines in 1956, pioneered by only eight founding members, IFAWPCA today groups the fraternity of builders in eighteen countries of ASEAN and its neighbours, to the South-Asian capitals of New Delhi and Colombo.

The privately-run construction group CCA, joined as a member of IFAWAPCA on 6 February 2015 in Kuala Lumpur during the 38th IFAW-PCA Mid Term Executive Board Meeting,

EXHIBITOR BOOTH BOOKING LAUNCHED FOR CCA'S 5TH CAMBODIA EXPO



The Cambodia Constructors Association (CCA) has announced that booths are now available to be booked for the 5th Cambodia Construction Industry Expo scheduled for 29 November to 1 December, 2018 in Phnom Penh.

Hosted in conjunction with the CCA's 7th Annual Summit, the expo is the nation's premier construction and property event and is organised by the largest private organisation representing the industry in Cambodia.

Hosted at the Diamond Island Exhibition and Convention Centre, Phnom Penh, the annual event brings together professionals from the construction industry as well as government officials. The trade event is offering around 300 booths for interested companies and organisations to showcase a wide range of materials and services.

This three-day trade show is dedicated to providing a platform for business professionals to display their products, share, learn, network, and succeed in their respected sectors. The flagship international show has been organised for the last four consecutive years with the aim of promoting opportunities in Cambodia's construction industry.

As an integrated part of this annual event, the morning of the first day morning is dedicated to the CCA Annual Summit. Over 500 senior representatives of the CCA members from over 100 companies who are construction-related firms and high-level government officials are all invited to attend.

Supported by the Ministry of Land Management, Urban Planning and Construction, the three-day CCA-backed expo displayed over 300 booths featuring around 600 different products by producers from around the globe at the 4th expo in 2017. The expo has built on the success of previous years to cement its place as the nation's premier construction and property sector event.

Over 168 local and international firms participated to showcase a wide variety of building materials and technology, property development projects and services related to the construction and property sectors, including from real estate agencies, banks and insurers. About 5,000 visitors joined the sector-leading event, providing the exhibitors and visitors great opportunities for seeking business opportunities.

"This remarkable event offers opportunities to buyers, sellers, contractors, developers, and investors to seek representative partners directly," Neak Oknha Pung Kiev Se, Chairman of CCA, said during the expo's inauguration last year.



Hosted and Organized by:



Cambodia Constructors Association Supported by:



Ministry Of Land Management Urban Planning and Construction



Ministry of Commerce



Ministry of Labour and Vocational Training



Board of Architects Cambodia



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Asean Constructors Federation





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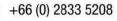
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INTERNATIONAL Briefs

THAILAND FACING INCREASE IN UNSOLD CONDOS



5,000 unsold condominium units were recorded on the Thai property market in 2017 according to a report from analysts Colliers International and reported in the Bangkok Post.

Developers' need to register gains each quarter has pushed their launches forward despite sluggish sales resulting in a glut of supply.

"[Developers] also tried to sell to foreign buyers and investors before selling to Thai buyers," said Ratchaphum Jongpakdee. "Many condo projects launched in the past few months sold at above-average prices for their locations," said Ratchaphum Jongpakdee, general manager of property consultancy Colliers International Thailand.

It is estimated that 55,000-65,000 units will be added to the market in 2018 and based on the 75-percent take up rate of 2017, a further 36,000 units will be left available this year.

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CAPITALAND EXPANDS LOCAL FOOTPRINT

Singapore's leading property developer CapitaLand purchased the high-rise 37-storey Pearl Bank Apartments in the citystate's Chinatown area for USD550 million in January to redevelop the site.

The 288-unit is located in a prime location on a 82,376 square feet plot in Outram Park on top of Pearl Hill.

According to a statement by the company, CapitaLand intends "to redevelop the site into a high rise residential development comprising around 800 units with a host of social, shared facilities which will foster community spirit and celebrate the area's unique heritage."

The site is well-served by the Outram Park MRT station, which is linked to the East-West Line and North-East Line. It will also be connected to the upcoming Thomson-East Coast Line (TEL) which will open in phases starting from 2019. The TEL will connect Outram Park to numerous lifestyle and recreational attractions, such as Orchard Road, Marina Bay and Gardens by the Bay.





UK SELLS THAI EMBASSY

The UK Foreign and Commonwealth Office (FCO) is to sell its 3.7ha Bangkok embassy in the Thai capital's exclusive Wireless Road area for USD600m.

The sale represents the largest ever real estate transaction by the FCO and also, according to the FCO, the "biggest land deal in Thai history".

The Bangkok embassy is being sold to a joint-venture consortium of Hongkong Land, a member of the Jardine Matheson Group, and Central Group. In 2006, part of the original compound was sold to Central Group, and now houses the Central Embassy shopping mall.

The new Bangkok embassy will be based in the AIA Sathorn Tower in the central business district.

"In a tight fiscal environment, it is right that we take tough decisions to ensure that the UK can maintain a global presence while getting the best value for taxpayers," Simon McDonald, permanent under-secretary at the Foreign Office in an FCO press release.



The future potential for Phnom Penh's real estate market is expected to be based on the expansion and movement to the eastern side of the capital in next five to ten years according to real estate experts.

At an exclusive breakfast talk hosted by EuroCham Cambodia on February 1, industry experts gathered at Topaz restaurant for a discussion on the topic of 'Real Estate Market Trends in Phnom Penh'.

Presented by Mr Sorn Seap, one of the most knowledgeable real estate experts in Cambodia, in he shared the latest trends and figures, as well as his analysis on current property prices and forecasts in Phnom Penh.

"In the past 10 years, we can see

EXPERT PLUGS EASTSIDE FOR NEXT PHNOM PENH BOOM

that the real estate market expanded from Phnom Penh city centre to the west. While in the past five years, we saw a boom and expansion to the north. In the present day, the trend is moving to the south," said Mr Seap, founder and director of Key Real Estate.

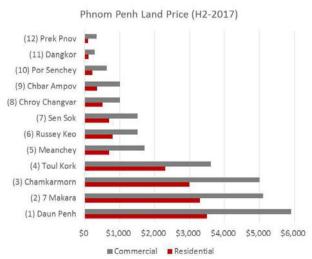
According to Mr Seap, the reason that the property boom hasn't yet expanded to the east is because there is no bridge connecting the city centre to the other the side of the river.

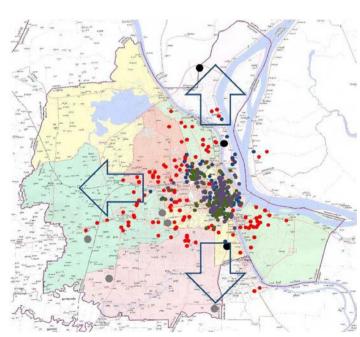
"However, from my analysis, the east side of Phnom Penh is a good location. We can see a view of the whole of Phnom Penh city from that side, which is good for building condominiums, hotels and serviced apartments in the near future," he explained.

"I guess in the next five to 10 years, especially when there is a bridge, the real estate trend will move to the east. The land prices will also go higher. I expect a big boom there," he added.

Regarding the current land prices in Phnom Penh, a survey done by Mr Seap for 2017 showed that Duan Penh is the district with the highest land price, followed by 7 Makara, Chamkarmon, Toul Kork, Meanchey, Russey Keo, Sen Sok, Chroy Changvar, Chbar Ampov, Por Senchey, Dangkor, and Prek Pnov.

The highest price is up to USD 6,000 per square metre for commercial usage and USD 4,000 for residential usage.





VIETNAM REAL ESTATE MERGERS HIT RECORD HIGH



Sustained foreign investment in Vietnam's real estate sector resulted in mergers and acquisitions (M&A) reaching a record total of USD1.5 billion in 2017, according to a recent report by real estate and investment management firm JLL, reported in DEALSTREETASIA.

Foreign investors from Japan, Korea, Singapore and China see Vietnamese real estate as an attractive opportunity, with M&A and joint ventures set to rise again in 2018.

"The legal system continues to improve which provided more confidence to investors looking to gain a foothold in this exciting market. As Vietnam is an emerging market, there are a number of opportunities that can offer investors high returns not seen in other more mature markets," Stephen Wyatt, JLL's Country Head for Vietnam told DEALSTREETASIA.

MYANMAR INTEREST RATES UNDER PRESSURE

The government of Myanmar is under pressure from the real estate industry to reduce the high capital gains tax and interest rates on borrowing to boost investment in the construction and property sectors.

The Myanmar Construction Entrepreneur Association (MCEA) is leading calls for capital gains tax to be reduced from 30 percent to 5 per cent. Property developers are also leading calls for borrowing rates, currently set at 13 percent, to be lowered to 9 percent and extend mortgage terms to 20 years, up from 15 years.

"The high rates have caused construction entrepreneurs to suffer a lot," U Shein Win, vice-chair of the MCEA told the Myanmar Times. "Sales and purchases of property have become very slow. Operating cash flows have turned negative. If the present situation continues, the construction sector may collapse and come to a standstill."

"I guarantee more buying and selling of property is likely and the government may well end up with more tax revenues from both sectors," he added.





MITSUBISHI INVEST IN HCMC RESIDENTIAL

In the project underway in Ho Chi Minh City (HCMC), Vietnam.

The project is being developed by Phuc Khang Investment and Construction Corporation (PK), a real estate developer in Vietnam. MC is already engaged the real estate development business in two cities in Vietnam - Binh Duong in the suburbs of HCMC and Hanoi, but this project will be its first in central HCMC, the country's largest real estate market.

According to a Mitsubishi press release, the project is located just 4km southwest of the centre of HCMC and is being developed by PK. The complex boasts distinctive features, including all units having the highly popular river view as well as high-performance functions that are quite advanced in Vietnam such as energy-efficient and water-saving technology, greening and insulation, among others. The project is mainly targeting HCMC's rapidly growing middle class.

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PROPERTY TAX REGISTRATION SERVICE FIELD STUDY STARTS



The General Department of Taxation (GDT) has urged all property owners in Phnom Penh to get their documents ready for the upcoming property tax registration and information update campaign which has been started on 12 February.

According to the official letter issued by GDT, officers will go to the field to collect data, survey, take photos, and talk to the property owners about their property status. Officers will check whether the property has been registered or not. All data will be arranged and stored in the data management system of the GDT for future usage in taxation process.

Officers will also provide the necessary information and regulations related to the property taxation process to all owners and also facilitate them to register their property in case they have yet to register.

For those who have already registered their property with GDT, they have to prepare tax payment receipt and/or property tax payment card. However, for those who have yet to register they have to prepare National ID card or Birth Certificate, or Passport (for foreigner), Family Book, or Residential Letter. For those who have never paid property tax before, the officers will analyse if the owners intentionally avoided paying or they did not get the information related to tax payment. Depending on the duration of non-payment, terms and conditions will be applied case by case as to whether there will be a punishment fee or not.

There is no specific period for this campaign mentioned in the letter. However, according to the GDT call centre, the officers will continue the campaign until all the properties in Phnom Penh have been registered.

REAL ESTATE SECTOR LEADING CREDIT RECIPIENT



loans were absorbed by the nation's construction sector enjoyed strong construction and real estate sectors credit growth with a high of 35 perin 2017.

The two sectors represented bank loan portfolio of USD16.10 bilon-year increase from 2016.

Loans to developers totalled USD1.52 billion, while home buy-

he National Bank of Cambo- ers accounted for USD1.48 billion in dia (NBC) reported in February personal loans. Loans for real estate that USD3.91 billion in bank traders totalled USD917 million. The cent in 2017.

"According to the NBC, in the 24.28 percent of last year's total construction sector, investment flows and rising demand, especially lion which was a 16.8 percent year- the growth of middle-income people, have contributed to the growth of the sector and continue to grow in 2018, but at a slower pace," state news agency AKP reported.

PRICES ROCKET ON CAPITAL'S SHOPHOUSES

hophouses in emerging areas of USD350,000. Phnom Penh soared in price last year as investors look to capitalise on the rise of large retail outlets.

showed that on average, shophous- other type of house," Hoem Seiha, es in the Cambodian capital were research director at VTrust Appraisal fetching prices 57 percent higher than told the Khmer Times. those in the previous year.

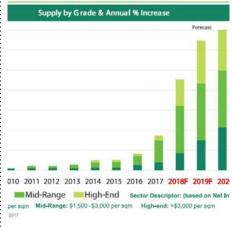
prices of between USD300, 000 and homes by 2033.

"People start to realise that buying shophouses is a good investment for the secondary market. They can resell A report by VTrust Appraisal them at much higher prices than any

A recent report by the Ministry of Units in the mushrooming district Land Management, Urban Planning of Sen Sok, the locations of the new and Construction (MLMUPC) indicat-Makro supermarket and the upcom- ed that residential demand in Caming Aeon Mall 2, are now fetching bodia's cities will increase to 800,000



H CONDOMINIUM SUPPLY



new report by leading real estate firm CBRE indicates that condominium prices will fall in 2018 due to saturation from thousands of new units coming onto the market as multiple large-scale projects come online.

"The current supply of condos available on the market consists of 8,600 units, but by then end of this year 17 more condo projects, or the equivalent to 13,000 units, will be added into the market," Ann Sothida, director of CBRE Cambodia told the Phnom Penh Post. "Prices will fall rel-

.....

ative to the increase of supply."

CONDO PRICES SET TO FALL

Prices of mid-range and high-end condos are expected to drop by 4 percent and 3 percent, respectively according to the report while units selling for less than USD1, 500 per square metre would see the largest drop.

The median price per square foot on condominiums in Phnom Penh was USD1,350 for affordable condos, USD2,600 for mid-range and USD3,200 for high-end, according to the study.

Angkor Village Hotel, Siem Reap

HOW SHOULD HOTELS RESPOND TO THE GROWING NUMBER OF TOURISTS?

The tourism sector is one of the key bright spots in the Cambodian economy, with visitor numbers continuing to grow. Hotel occupancy rates in cities like Phnom Penh, Siem Reap and Sihanoukville were at record levels in 2017. The continued growth in tourist arrivals and rising occupancy rates encouraged more hotel developments all over the cities and towns.

Eric Wong Chon Lap

2

We expect the total supply of hotel rooms in Phnom Penh and Sihanoukville to grow by at least 20 percent with thousands of new rooms. On top of that, there are also more hotels being planned, particularly in the seaside cities / towns and eventually supply and visitors will continue to grow. "I don't have an exact number of hotel room supply in Phnom Penh, but I believe the demands for hotels are still there, and luxury hotels are still doing well," said Nguon Chhayleang, CEO of the Pointer. In general, the hotel market is segmented - you have people who want to stay in the high-end hotel or backpacking hostels. Therefore, the challenge for hotel owners and operators is to target the right segment for their property. "Cambodia is a very dynamic market that welcomes visitors from all different backgrounds and income levels," explained Chan Mlop Sokha from Sokha Law Firm.

The hotel market in Cambodia is generally comprised of different nationalities of guests. It receives Chinese, Russian, German and British arrivals and hoteliers do not face too many challenges because they don't have to be 100 percent reliant on a single market. But I estimate that over 50 percent of foreign arrivals to the coastal cities and towns are from China. The growth in these Chinese arrivals presents hotel owners, and operators with opportunities, but this also presents challenges and threats in that in the coming years it will become reliant on a single market. Chinese tourists spend a large proportion of their budget on accommodation. Taking into consideration the huge size of the Chinese outbound market, there is still definitely room for growth.

Like many other Asian countries, tourists arriving Cambodia are willing to spend more during their travel in order to have a better or more unique experience. Fortunately, Cambodia is not dependent on one market because any downturn in that particular market economy will reduce their citizens' overseas travel. However, the concentration of risk, being dependent on one or two major market is increasing, for example Malaysia and China, as this will affect both the whole country and individual properties.

Nonetheless, hotel investors or hotel project developers should take into account these risks when they are considering new projects.



ith the constant increase in years, the most common question posed by many property buyers is, are we at risk of a real estate bubble?

Cambodia went through the expeproperty prices in recent rience of the real estate market crash in 2008. In order to prevent a bubble, all parties within the industry, including buyers and developers, must understand the underlying causes to

prevent it happening. Simply put, rising prices will encourage speculation and the price will further inflate demand until the market has reached its peak. In today's market, the key factor pushing up prices is the general development cost which has increased sharply. Development costs are the combination of construction and land costs. The costs of construction and labour are unlikely to come down and they have been rising sharply over the past few years. Furthermore, land costs in selected areas have increased at an uncontrollable rate.

In Phnom Penh, land cost is a major financial component and is the main factor pushing up development prices higher than market affordability. In the past, land used to account for a small percentage of the total development costs, but today it has increased to over half of the development costs. As land prices continue to rise, local buyers are moving toward accepting the idea of living in a condominium building because it is more affordable. 'I think the trends are heading towards that - people will prefer to live in condominiums as there are facilities and amenities nearby and normally people would choose to stay near their workplace,' Nguon Chhayleang, CEO of the Pointer said.

All of us probably realise there is some form of oversupply in certain segments and locations in property development. Developers must exercise more caution when launching their products. They must conduct market and feasibility studies. This is to ensure they are building the right product, setting the price at the right price point and choosing the right location to ensure there is enough demand.

As the market and prices mature, buyers should avoid any short-term speculation as they have done over the past few years. It is also risky for developers if a large percentage of the units are sold to these short-term speculators. 'It will put the market at risk if most of the properties are sold to the speculators without the actual demand to support it,' explained Chan Mlop Sokha from Sokha Law Firm.

For the buyers, they need to make sure they are able to afford a house and repay the mortgage. Where a buyer has a single mortgage, it is not so much of a concern, however some individuals may have multiple mortgages. so they have to make sure they are able to afford the mortgage payments. Do not expect to buy units, rent them out and assume the rental income to pay off the mortgage because there are always other fees incurred, and the unit may take time to lease out. There is a risk that the rent may not cover the monthly instalments, or in the worst cases due to high competition the unit may not be rented out.

In the end, all parties should play a part to ensure that appropriate preventive measures are implemented so that the real estate market can enjoy sustainable growth.



BANK DEPOSIT RATES PROPERTY INVESTMENT YIELDS

nterest rates on bank deposit savings accounts here in Cambodia are very high in general and investors buy properties seeking annual yields as well as capital appreciation. The average gross yield of office and condominium investments in Phnom Penh are approximately 4 percent to 8 percent, which is slightly higher than the bank deposit rates – 12 months fixed deposits at banks offer an average interest rate of 5 percent.

Fixed deposits provide a consistent yield. However, Nguon Cheayleng, CEO of the Pointer believes it is better to invest in real estate. "I would invest in property as the returns could be two ways - rental yield and capital gain," she said. For real estate investments, picking the right properties and understanding tenant requirements allows investors to earn a consistent yield.

Again, location is the number one factor for the rental market, particularly for expatriate tenants which are the key market for both apartment and condominium units in Phnom Penh. These expatriate tenants are very selective when it comes to location. Developments which offer easy access and are in close proximity to amenities such as restaurants, schools and shopping centres are much more in demand.

In Phnom Penh, prices substantially differ by location, but rental yields do not vary significantly. "Rental yields do not vary significantly because there are different classes of properties available in the market catering to different types of tenants," explained Chan Mlop Sokha from Sokha Law Firm.

Picking the right unit size is also important. In the past, one bedroom units achieved the highest yield, but competition in this segment may cause downward pressure on yields. Average yield and occupancy level are comparatively lower for larger units. For any buying decision, investors must make sure they assess the market demand before purchasing. Picking the right property allows an investor to maintain a consistent yield. In Phnom Penh, selective properties can ensure a yield in excess of 5 percent, or even 10 percent, as well as medium to long-term capital appreciation.

Newer buildings tend to provide better yields than old buildings. But older buildings located in very prime locations that are no longer available, and or have been well maintained and

renovated (but older buildings tend to be costlier to maintain and likely to incur additional costs for upgrades) are still achieving similar yields to new buildings. In general, older buildings can also maintain good yields, because prices of older buildings are lower when they were launched. Owners of these older buildings can therefore accept lower rents, and still achieve similar yields to new buildings.

Furthermore, there are other operating costs involved in buying or letting the properties and after taking all these costs into consideration, the average yield achieved maybe lower than the bank deposit rates, particularly with the oversupply of condominium and office units.

However, the scenario is different for investors making purchases in land or landed properties such as villas and shophouses. For example, land prices have increased by an average of between 10-30 percent within Phnom Penh, and between 10-20 percent in the suburban areas of Phnom Penh, depending on the surrounding infrastructure. Therefore, only if an investor selects the right type of properties to invest in can he or she assure a decent yield to be generated.

MEGA PLAN TO CREATE PHNOM PENH CENTRAL BUSINESS DISTRICT

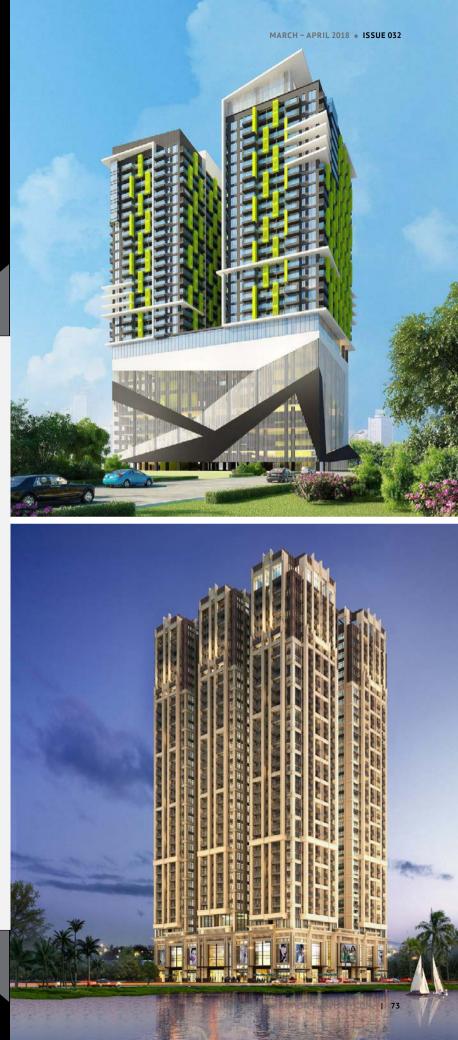
Prince Real Estate Group is embarking on a mega plan to create a Phnom Penh Central Business District (CBD) in Chamkar Mon area, where many embassies and government offices are located.

According to their Facebook page, the Central Business District (CBD) plan consists of three mix-used development projects including Prince Central Plaza, Prince Modern Plaza, and Prince Time Plaza.

Prince Central Plaza, a 37-storey mixeduse development has seen 70 percent of units sold prior to its planned completion in May, which will be the first project of CBD to be completed this year. The proximity to landmarks such as Independence Monument, Aeon Mall, and many embassies, has seen sales at Prince Central Plaza project be very popular with investors are from China, England, United States, Japan, and Korea.

Meanwhile the 27-storey mix-used development Prince Modern Plaza is planned for completion by 2019. Prince Real Estate Group has yet to release details of Prince Time Plaza.

According to their Facebook page, Prince Real Estate Group is also working on other projects such as Diamond One – a project in Diamond Island (Koh Pich) that has been completed last year, Prince Club, Prince Time Hotel, MJ Park, Prince International Plaza, and many others both in Phnom Penh, Sihanuokville, and Siem Reap.



LETTABLE RESIDENTIAL PROPERTIES

Since the introduction of apartment and condominium living in Phnom Penh in the early 2000s, there has been a significant growth in total amounts of rent paid by expatriates for their residential accommodation. But this will be likely to change with the significant growth in the number of apartment and condominium units. Rents for expatriate standard apartments and condominiums are likely to drop in the coming years due to the current projected volumes expected to outweigh demand for the next several years.

Many expatriates in Cambodia are posted in Phnom Penh, with some in Siem Reap, together with their family members. They generally want to stay in a limited number of locations and have a variety of choices when it comes to choosing a place to stay. A significant number of apartments were built and the condominium (multi-ownership) has increased by almost five times over the last five years, and the majority of that new supply has been one bedroom units.

As the supply continues to grow, I believe the market is almost at the stage where there is excessive supply - oversupply of choice for expatriate standard apartments and condominiums in the preferred locations. The current occupancy in the most popular expatriate areas of apartments in Phnom Penh range between 80-90 percent; for the condominium units, 70 percent has been occupied by owner occupiers and tenants.

Generally, most of the apartment buildings in Phnom Penh have been well maintained where the interiors and common areas have been refurbished. Because of this, most of the units can still attract tenants. Major renovation is not required for the older condominium buildings. But they may be required to replace furniture and appliances since the day they bought the property to make the property become lettable. Otherwise, these un-refurbished properties will become unattractive and people will not bother to pay the rent even at a discounted rate.

Until now, very few long-term expatriates have been keen to buy properties in Phnom Penh. A significant number of expatriates are single and choose to rent an apartment, a studio or a one-bedroom condominium unit; only a small number of expatriates come with families, or couples who want a two- or three-bedroom unit. I estimate that there are over 20.000 condominium units under construction; approximately 30 percent of these will be two or three bedroom units and the rest being studios and one-bedroom units, while the number of expatriates with work permits in Phnom Penh has an average increase of only 10 percent year on year.

Therefore, it is only a matter of time before this oversupply translates into a substantial price fall.



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Bright future for architecture and interior industry in Cambodia

- Cambodia's GDP expected to expand by 6.9% in 2018 and 6.8% in 2019
- 3,418 projects was approved in 2017, the value of approved investments in the construction sector increased by 22% year on year to \$6.8 billion where 82% were residential projects.
- Cambodia's economy expected to remain strong over the next 2 years, driven by solid garment and footwear exports, construction and real estate activities rising government expenditure and agricultural production
- Cambodia has been one of the 10 fastest growing economics in the world over the past 20 years
- World Bank now classify Cambodia as lower middle income economy, and no longer low income
- The Ministry of Land Management, Urban Planning, and Construction reckons the urban population will rise to 7.92 million people in 2030
- The Cambodia Infrastructure report from business monitor international forecast construction sector to grow by 9.8% in 2017
- Knight Frank projected offices demands to increase by 77% within 2020

FDI is moving toward entertainment, hotel and retail in 2017-2018

Source; World Bank, Asian Development Bank, IMF, CBRE, Focus Economy



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Source; World Bank, Asian Development Bank, IMF, CBRE, Focus Economy

Rockworth Working progress

Cambodia Architect and Decor has been established in Phnom Penh since 2016 by ICVeX Co., Ltd., professional exhibition organizer and a subsidiary of Index Creative Village. The show successfully in bringing an interaction platform as an annual gathering and networking opportunities between international and local suppliers with architects, project developers, interior designer. traders. distribution. construction industry professionals and house owners in Cambodia.

2017 Exhibitors Growth

150 Companies and brands exhibited from Thailand, Cambodia, China, Korea, Italy, Myanmar, Singapore and Vietnam

23% Growthl 4309

3543

living".

Dur Visitor Record

3rd Cambodia Architect & Decor

60%

increased

from 2016

%

Cambodia Architect & Decor is the platform to source architecture / interior building materials, furniture, architect and interior design and décor in Cambodia. Our 3rd edition is scheduled for 24-26 May 2018 at the Diamond Island Exhibition & Convention Center (DIECC) in Phnom Penh. With the continued support from Cambodian Society of Architects and Board of Architects, this year our exhibition will be presenting under the theme "Design for better workplace and

According to Mr. Tan Kimhok . CEO of Hok interior and Mr. Meas Borarithy - Managing Director of MBS Architecture Group "People spend most of their time at workplace, residential and entertainments, the

theme of "Design for better workplace and living" will influence people to work better and lead to high productivity" Mr. Alinveat Vhongthong -Project Manager of ICVeX also added that "this year our 3rd edition will offer education opportunity and inspire Cambodian for ideas and knowledge in better designing their work, play and living environment"

Reference to Mr. Var Vireak - Co-founder & CEO of Century 21 Fortuna Investment "commercial, residential, industry and hospitality property are booming in Cambodia and they all are related to work and living. The role of architecture, design and décor will add value to the buildings to become more attractive, valuable and unique.

For more information, please contact Tel: +66 2713 3033 Email : info@icvex.com Website : www.cambodiaarchitectdecor.com f: CambodiaArchitectDecor





Mr. Var Vireak

bathroom +kitchen#

This year, Cambodia Architect & décor will showcase

over 150 companies

and brands from local and international companies with following must see highlights;

- Top brands Over 150 major companies from Cambodia, Thailand, China, Korea, Singapore, Vietnam, Italy, and Taiwan
- Innovative Products New products and designs. some of which will be seen for the first time in Cambodia
- Creative Product Design and Inspiration showcases from exhibiting booths and pavilions
- Architecture Seminar by Cambodia Society of Architects (CSA)
 - o Discussion panel among top management from architects, interior designers, construction companies, property developers and industry gurus
 - o Interesting topics from project management, design trends, green design, property market review, cases study and many more
- Design Competition Winners Showcase under the theme "Greening the Vertical" Driving the next generation of Cambodian's architects and interior designers forward
- Better Workplace and Living Showcase Inspiration and industry design benchmark for Design ideas
- Cambodia 2018 Architects & Interior Designer networking The opportunity and mingling between industry friends, and young architects and designers
- Designer Pavilion to consult for design solution with the industry experts and companies
- Design Education Pavilion to explore education opportunity toward architecture and design



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INTERIOR DECORATION OF RESIDENTIAL UNITS

s the supply of new apartments and condominiums rise, tenants are being given a variety of choices to select their preferred property. Nice interior decoration can give a competitive edge because this will make a unit more attractive than others. "Renovation would make the place look nicer and therefore could attract the potential tenants and possibly receive higher rental than those properties which are lacking renovation," explained Nguon Chhayleang, CEO of the Pointer.

The growth rate in the number of expatriates is not growing as fast as new apartments / condominiums. With more owners (investors) looking to rent out their units, beautiful interior decoration can make the unit look more attractive than others in the same building, or in other competing developments. Beautiful interior decoration can provide individual owners the opportunity to distinguish their properties from competing units. "In return, this will bring the increase in rental yield for the home owner," said Chan Mlop Sokha from Sokha Law Firm.

Based on the location, the set of requirements on the unit size, layout, building facilities, and the quality of common areas, owners can design their properties to appeal to a wide range of people. The standard requirements are beds with mattresses, a living room set which includes a sofa, as well as a dining room set of a table and chairs. Good decoration and furnishing can give individual owners a unique selling point when they want to lease out the properties. For example, developers may hand over units with some kitchen appliances. Depending on the owners, they may still need to add a clothes washer, dryer, microwave oven etc. Most importantly, they must make sure all the furniture is durable and easy to clean.

For rental units, all the soft furnishings should be replaced every three to five years. Older properties should also consider a complete renovation of dated kitchens and bathrooms so that they are able to compete with more modern developments – do not neglect to regularly redecorate to make a unit more attractive than others.

In general, hotel rooms will go through some level of renovation every five to ten years. The same applies for rental properties. A major renovation could involve the bathrooms and kitchens, such as repainting and replacing the soft furniture to impress prospective tenants.

For many expatriates, first impressions of the apartment or condominium units matter and it can make a difference in their decision making to rent a unit. The unit must be spotlessly clean to impress the tenant, and owners may even want to consider providing a set of basic cutlery, crockery and glassware as properties and a dining table set. This is perceived more favourably by the tenant.

An owner should consider whether he or she would want to rent the property as is, or whether it needs improvement. As an owner, he or



she can also benefit by looking at the surrounding new developments that have recently been completed to generate ideas for improvement. This way they can see what the competition is offering, and in turn this allows them to

evaluate what they need to do to compete with these new developments.

For owners, they should also work together with property management in carrying out renovations and improvement projects in the common areas.

Although this will be an additional expense, but tenants who decide to live there will eventually be impressed by what is offered by the owner and continue to stay in the property.





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- 🕨 ម៉ាស៊ីនភ្លើង (Generator) & កំប្រែសស័រ (Compressor)
- 🕨 ញញូវហ៊ីតត្រូ (Hydro hammer) & ម៉ាស៊ីនស្ទច (Crane)
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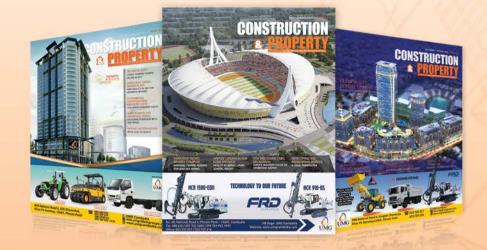
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EVENT CALENDAR | CAMBODIA 2018 - 2019

December 2018

29 Nov-

O1 Dec

Cambodia Constructors Association Summit & Expo 2018

The 6th Cambodia Constructors Association Summit & Construction Industry Expo is scheduled for 29 Nov - 01 Dec, 2018 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



For Booth Booking Please Contact Yan Somna (Ms. Mana) Tel : 060 · 888 944 / 966 · Email : info@construction-property.com

Cambodia Property Awards 2018

March 2018

16 6:00PM - 10:30PM

07-09

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

September 2018 CAMBODIA INTERNATIONAL BUILDING CONSTRUCTION INDUSTRY SHOW

AMB Events is the biggest international trade shows organizer in Cambodia. The Group prides itself in delivering real benefits and results to all our exhibitors, visitors and delegates across Asia's emerging markets including Malaysia, Vietnam, Cambodia and Myanmar. AMB Event will showcase together with Cambodia Property Expo, CIVAR, CamEnergy, CamWater,...

Location : Diamond Island Exhibition Center, Phnom Penh

Organiser: AMB Events (Cambodia)



EVENT CALENDAR IN ASIA 2018

07 - 10 March 2018

HOME FURNISHING EXPO SHENZHEN 2018

Location : Shenzhen International Exhibition Center, China. Organiser : China Guangdong Hometextile Association Tel: +86 0755-82848800 hometextiles_gd@163.com www.szcec.com

09 - 12 March 2018

BUILD+DECOR 2018

Location : Shanghai New International Expo Centre Organiser : CIEC (China International Exhibition Center) Tel: +86 (21) 2890 6666 Email: info@sniec.net www.sniec.net

11 - 13 March 2018

WINDOW DOOR FACADE EXPO CHINA 2018

Location : Poly World Trade Expo Center Organiser : Guangzhou Citiexpo Co Ltd Tel: +86 020-89047012 Email: market@citiexpo.com expo.tradepolywtc.com

11 - 14 March 2018

NOOK ASIA 2018

Location : Singapore Expo Convention & Exhibition Centre. Organiser :International Furniture Fair Singapore Pte Ltd Tel: +65 65808308 sales@singaporeexpo.com.sg www.singapore-expo.com.sg

27 - 29 March 2018

ECOBUILD SOUTHEAST ASIA

Location : Kuala Lumpur Convention Centre (KLCC), Malaysia. Organiser :UBM Malaysia Tel: +60 3 2333 2888 info@klccconventioncentre.com www.klccconventioncentre.com

28 - 31 March 2018

SILE - LED SHANGHAI 2018

Location : Shanghai New International Expo Centre Organiser : CIEC (China International Exhibition Center) Tel: +86 (21) 2890 6666 Email: info@sniec.net www.sniec.net

14 - 18 March 2018

WORLDBEX 2018

Location : World Trade Centre Metro Manila, Phillippines. Organiser :Worldbex Services International. Tel: +63 (2) 902 0000 wtcclub@wtcmanila.com.ph www.wtcmanila.com.ph

20 - 22 March 2018

R + T ASIA 2018

Location : Shanghai New International Expo Centre, China. Organiser :VNU Exhibitions Asia. Tel: +86 21 6195 6088info@ info@sniec.net www.sniec.net

28 - 31 March 2018

SILE-LED SHANGHAI 2018

Location : Shanghai New International Expo Centre, China. Organiser :SMIE (Shanghai Modern International Exhibition. Tel: +86 (21) 2890 6666 info@sniec.net www.sniec.net

01 - 09 APRIL 2018

FURNITURE FUN FAIR 2018

Location : Queen Sirikit National Convention Center, Bangkok Organiser : Union Pan Exhibitions Co.,Ltd, Thailand Tel: +66 (02) 229 3000 Email: info@qsncc.co.th www.qsncc.co.th

04 - 06 April 2018

GREEN ENERGY EXPO 2018

Location : Exco (Daegu Exhibition Center), Daegu, South Korea. Organiser : Energy EXPO Secretariat Tel: +82 53 601-5000 Email: energy@excodaegu.co.kr www.excodaegu.com

09 - 11 April 2018

CHINA REFRIGERATION EXPO 2018

Location : New China International Exhibition Center. Organiser : Beijing International Exhibition Center of CCPIT-Beijing Tel: +86 010-8460 0000 Email: webmaster@ciec.com.cn www.ciec-expo.com/ciecnew/en



INTERNATIONAL FURNITURE FAIR SINGAPORE

11 - 14 MARCH 2018 Singapore Expo Convention & Exhibition Centre



25 - 18 April 2018

LED TAIWAN 2018

Location : Taipei Nangang Exhibition Center.

Organiser :TAITRA (Taiwan External Trade Development Council) Tel: +886 2 2725 5200 Email : niec@taitra.org.tw www.twtcnangang.com.tw/en

26 - 29 April 2018

HDE - ECOBUILD CHINA

Location : Shanghai New International Expo Centre, China. Organiser :Shanghai UBM Sino expo. Tel: +86 (21) 2890 6666 mark.nee@ubmsinoexpo.com www.ubmsinoexpo.com

01 - 06 May 2018

ARCHITECT EXPO 2018

Location : Impact Exhibition & Convention Center, Thailand. Organiser : TTF International Co. Ltd. Tel +66 2717-2477 info@ttfintl.com www.ttfintl.com

03 - 05 May 2018

LEDTEC ASIA 2018

Location : Saigon Exhibition & Convention Center - SECC. Organiser : Exporum Inc. Tel +82 2-2051-3322 info@exporum.com www.exporum.com/english

03 - 05 May 2018

CHINA EPOWER 2018

Location : Shanghai New International Expo Centre, China. Organiser : MP Zhongmao Deray International. Tel+8621 5459 2323 info@mpzhongmao.com www.epower-china.com/en

10 - 12 May 2018

LED EXPO THAILAND

Location : Impact Exhibition & Convention Center. Organiser : MEX Exhibitions Pvt. Ltd, India. Tel +91 11 4646 4848 info@mexexhibits.com www.mexexhibits.com

10 - 13 May 2018

PHILBEX 2018

Location : SMX Convention Center, Davao, Philippines. Organiser : Worldbex Services International. Tel +63 2 656-9239 info.worldbex@gmail.com www.worldbex.com

14 - 17 May 2018

BIOMASS PELLETS TRADE & POWER 2018

Location : Tokyo, Japn. Organiser : CMT (Centre for Management Technology). Tel +65 6345 7322 / 6346 9132 sasha@cmtsp.com.sg www.cmtevents.com

26 - 28 May 2018

AUTOMEX 2018 Malaysia

Location : Putra World Trade Centre (PWTC), Kuala Lumpur. Organiser : Trade Link ITE Sdn Bhd, Malaysia. Tel +603 7842 9863 info@tradelink.com.my www.tradelink.com.my

30 - 01 June 2018

GLOBAL ELECTRIC POWER TECH 2018

Location : COEX Exhibition Center, Seoul, South Korea. Organiser : SeoulMesse Ltd. Tel +82-2-6000-1514 jiae@seoulmesse.com www.seoulmesse.com/eng

30 - 01 Jun<u>e 2018</u>

SECUTECH VIETNAM 2018

Location : COEX Exhibition Center, Seoul, South Korea. Organiser : SeoulMesse Ltd. Tel +82-2-6000-1514 jiae@seoulmesse.com www.seoulmesse.com/eng

06 - 09 June 2018

ASEAN SUSTAINABLE ENERGY WEEK 2018

Location : Bangkok International Trade & Exhibition Centre. Organiser : UBM ASIA (Thailand) Co Ltd. Tel +66 (02) 749 3939 info@bitec.net www.bitec.net

27 - 29 June 2018

INDO RENERGY 2018

Location : PGrand City Convention & Exhibition Centre. Organiser : PT. Napindo Media Ashatama. Tel +62 31 545 9000 info@napindo.com www.grandcitysurabaya.com

For More Event Details Please Visit our Website

www.construction-property.com/events





7-9 March 2018 | The Peninsula Bangkok, Thailand

<u>សូមទំនាក់ទំនង</u> 🛈 077 566 888 / 066 611 168 Size: 4.6x15m Size: 4x17m Floor: 2 Floor: 2 Bedroom: 5 Bedroom: 3 Bathroom: 4 Bathroom: 2 Location: KTK Location: KTK INNI AND Tel:077-566 888 Tel:077-566 888 PROPOSE AGRICULTURE LAND 4,000H.A 1536000 1534000 532000 520066 E A 122 2000 销售业务和土地 提供50%的市场

• ទំហំដី 105*100ម

ទំហំដី 75*60ម

• ជាប់ផ្លូវឌួងងៀប សង្កាត់ទឹកថ្លា

ល្អបំផុតសម្រាប់ទីលា<u>នកីទ្យា</u>

ឃ្លាំង ផ្ទះជួល សិប្បកម្មនានា

សមទំនាក់ទំនង

077 566 888 / 066 611 168

• ជាប់ផ្លូវឌួងងៀប សង្កាត់ទឹកថ្លា

• ល្អបំផុតសម្រាប់ទីលានកីឡា

ឃ្លាំង ផ្ទះជួល សិប្បកម្មនានា

ខណ្ឌសៃនសុខ ភ្នំពេញ

· Land Size:

19x100m

.....

· Location: CCV

· Tel: 077-566 888

Size: 10x14m

Bedroom: 6

Bathroom: 5 Location: KTK

Size: 5x15m

Bedroom: 5

Bathroom: 6

Location: KTK

Tel:077-566 888

Floor: 4

Tel:077-566888

Floor: 2

ខណ្ឌសៃនសុខ ភ្នំពេញ

• Land area: approx. >4000h.a

86 | WWW.CONSTRUCTION-PROPERTY.COM

Location: Sieam Reap and Preah Vihear Province

424000 426000 428000 430000 432000 434000 436000

• Best for agro-industry: sugarcane, rubber plant, cassava...etc.

Please contact for detail: ① +855-66-611 168









OR RENT Rent: 1st Floor Size: 10x14m

Bedroom: 1 Bathroom: 1 Location: KTK Tel:077-566 888

Tel:077-566 888

• ទំហំផ្ទះ (House Size): 16m x 4m

- បន្ទប់គេង ៥ បន្ទប់ទឹក ៦
- ទីតាំងផ្លូវសទ្យា 371 (Along 371 Sorlar Road)

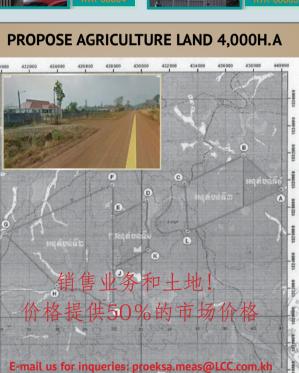
 ទីតាំងល្អសម្រាប់អាជីវកម្មខ្នាត តួច ឬហាងលក់ដូ (Good location for small business or retail.

077 566 888 / 066 611 168

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

- ទំហំផុះ (House Size): 18m x 4m
- •បន្ទប់គេង ៤ បន្ទប់ទឹក ៣
- ទីតាំងក្នុងប្លុករតនាផ្លាហ្សា២ (Located in Rattana Plaza II)
- ទីតាំងលួសម្រាប់ស្នាក់នៅ និងស្នាក់ការក្រុមហ៊ុន ជិតផ្សារ សាលា (ផ្ទះកំពុ់ងជួល \$600/ខែ) 077 566 888 / 066 611 168







53 6001



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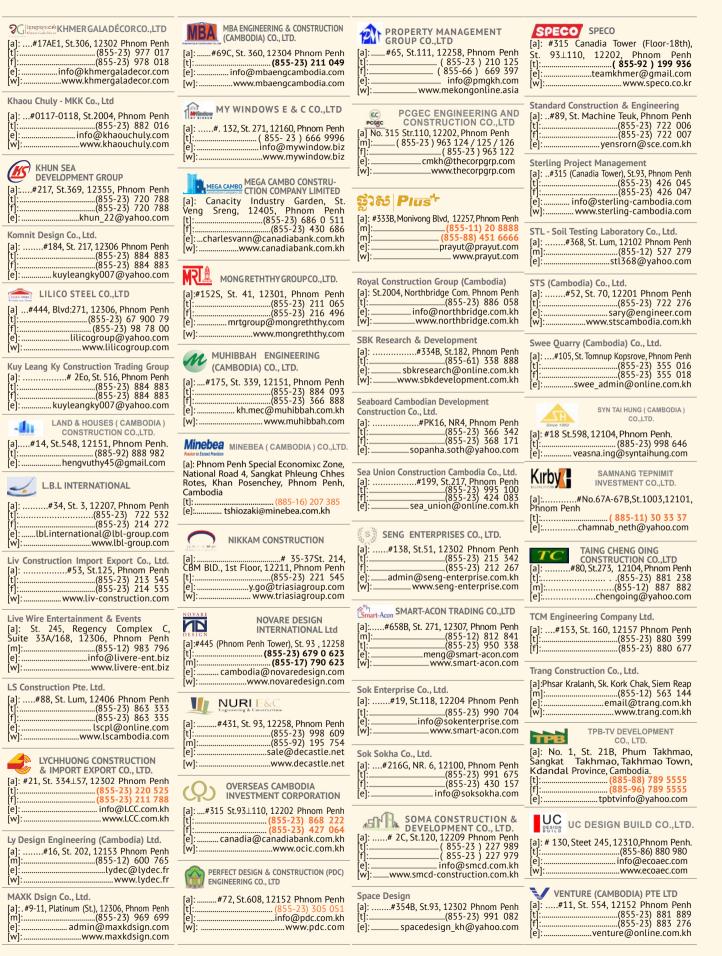
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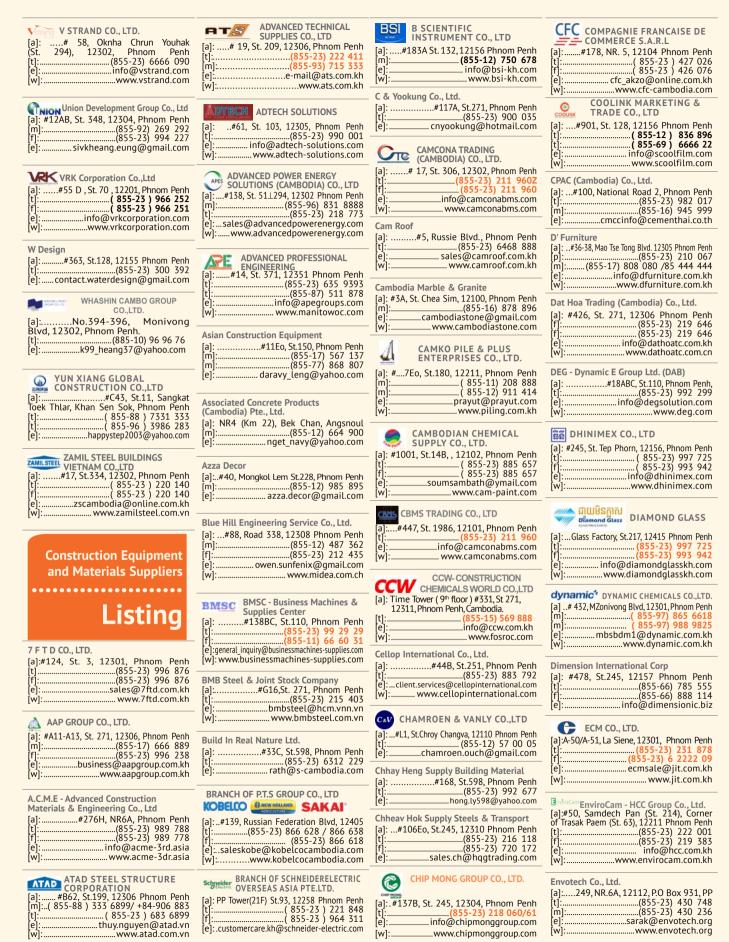


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[f]:	[f]:(855-23) 219 216 [e]:sdanakas@hotmail.com [w]:www.daiho.co.jp	[a]:Sathorn Square Floor 27, Silom,10500,Bangkok,Thailand [t]:	[m]:
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[t]:(855-23) 882 868 [f]:(855-23) 882 858 [e]:general@cambobuild.com	[t]:(855-23)427788 [f]:(855-23)427788 [e]:dpcgroup@online.com.kh	[a]:#116, St.113, 12158 Phnom Penh [t]:(855-95) 557 771	[f]:(855-23) 221 041 [e]:ranalin@online.com.kh
[w]:www.cambobuild.com Cam E.S Co., Ltd.	[w]:www.dpcc.com.kh David Construction & Import Export Co., Ltd.	[e]:kimdorn@eqgroup.com Expert Plan Decor [a]:#190, St.336 & 255, Phnom Penh	ET&S Engineering Import Export [a]# 233, St. 42P, 12101 ,Phnom Penh
[a]:#20, St. 606, 12152 Phnom Penh [t]:	[a]:	[4](855-23) 303 078 [m]:(855-23) 303 078 [m]:(855-12) 965 120 [e]:expertplan_decor@ymail.com [w]:www.iknow.com.kh/epdecor	[t](855-23) 66 88 788 [m](855-16) 928 929 / 12 909 098 [e]info@etscambo.com [w]www.etscambo.com
[w]:www.cames.com.kh Camcal Co., Ltd.	DEG - Dynamic E Group Ltd. [a]: #18ABC, St.110, 12155 Phnom Penh [t]:(855-23) 992 299	ECOA E & C CO.,LTD.	HSC Décor Center [a]: # 37ABCD, Russian Blvd, 12250, Phnom Penh
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[a]:#20, St. 554, 12151 Phnom Penh [t]:	[f]:855-23) 986 644 [e]:services@dbdengineering.com [w]:www.dbdengineering.com	[a]:	(a). ** C10, 3.:112, 3.: Chennelland Kh. Posen Chey, Phnom Penh [t]:
[w]:www.camconagroup.com	DNG Group [a]:#15B, St. 105 & 198, Phnom Penh [t]:(855-23) 215 481 [f]:(855-23) 215 482	[w]:www.g-holdings.com.kh	iLi Consulting Engineers Mekong Ltd. [a]:#41, St.588, 12152, Phnom Penh [t]:(855-23) 884 284
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Sangkat Kantouk, Khan Porsenchey, Phnom Penh, Cambodia. [t]:	[a]:#7C, St.289, Phnom Penh [t]:(855-23) 638 8 768 [m]:(855-12) 688 768	GROUP FOUR ANDITIETS & ENGINEERS	I Ching Decor [a]: #85, Sothearos (St.3), 12301, Phnom Penh
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[w]:www.cmedcc.com	Duong Heng Enterprise Construction [a]: #92, St.110, 12156 Phnom Penh [m]:	[f]:(855-23) 216 113 Ext. 521 Guang Hong Iron Group Co., Ltd.	[e]:sales@isisteel.com.kh [w]:www.isisteel.com.kh
a): #142, NR4,lom, Sangkat Kontok,	COPCHT DPCHT CO.,LTD	[a]:#118-120Eo,St.245,12310,PhnomPenh [t]:(855-23) 219 078 [m]:(855-11) 668 100	 INTERNATIONAL CONSTRUCTION SOLUTION CRANES (CAMBODIA) CO.,LTD. [a]: B-Ray Tower (8th Floor), No.166,
[t]:	[a]: # 138, St51. 12302, Phnom Penh tt:	[e]:	Norodom Blvd, 12301, Phnom Penh [t]:
[e]:dnjx.cn@gmail.com	EM Construction Import Export Co., Ltd. [a]:#85, St.344, Phnom Penh	(a): #382, Street 271, 12102, Phnom Penh, Cambodia.	KACE - Khmer Associates Consulting Engineers [a]:
[a]:#8b, Down Town Road #7, 12405, Phnom Penh [t]:	[d]	[t]:(855-23) 99 09 99 [e]:polly@grandhome.asia [w]:www.grandhome.asia	[e]:kaceconsult@gmail.com [w]:www.kaceconsult.com
[f]:	[w]:www.emc.com.kh	GLOBAL CAMSTAR CO.,LTD	KANG HWA E & C (CAMBODIA) CO.,LTD. [a]# 25 Eo, St. 466, 12301, Phnom Penh [t]:
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[m]:(855-13) 434 343 [e]:cgngroup@hotmail.com [w]:www.cgncambodia.com	[f]:	W:	KC Gecin Enterprises [a]:#500, NR 2, Phnom Penh [t]:(855-23) 360 288
CSA - Chea Sakal Aphivath Co., Ltd. [a]:#70Eo, St.336, Phnom Penh [m]:	Eng Kaing Development Corporation [a]:#223, St.182, Phnom Penh [t]:(855-23) 882 360 [m]:(855-11) 561 168	[a]: #259 Youtapol Khemarak Phomin (St.271), corner os St.183, 12306, Phnom Penh [t]:(855-23) 210 502 [e]:info.homeproducts@gmail.com	[f]:
[e]:cheasakal.csa@gmail.com CKCD TIMBERS WOODS CKCD TIMBERS WOODS		PROFESSION ENGINEER PLUS. CO.,LTD(PEP)	KCE - Keurt Construction Enterprise [a]:#39, St.353, Phnom Penh [m]:(855-16) 446 384
[a]: No. 51, Street Hanoi (1019), 12101, Phnom Penh Cambodia	[a]:# 68, St. 598, Phnom Penh Thmey, Kh. Sen Sok, Phnom Penh	[a]: #5B St. 271, Sk. Teuk Thla, Kh. Sen Sok, Phnom Penh [t]:	Khmer Builder Enterprise [a]:#94D, St.432, Phnom Penh
[t]:	[t]:	[f]:	[t]:(855-23) 655 5633 [e]:chanra.pho@gmail.com [w]:www.khmer-builder.com



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[a]: # 001 Block C1, Ly Thuong Kiet St., Ward7, Dist. 11, Hochiminh City, Vietnam [m]:	[w]:www.haulotte.sg HCC Group Co., Ltd. [a]:#50, St.214 corner St.63, 12211, Phnom Penh [t]:	[ŵ]:www.huanelectric.com	[m]:
Europe Home Décor & Tiles [a]: #364Eo, St.274, Phnom Penh [t]:	[e]:info@hcc.com.kh [w]:www.hccgroups.com Heng Lim Stainless Steel Trading [a]:#167A, St. 217, 12304 Phnom Penh [m]:	[t]:(885-92) 79 09 99 [e]:khol_ly@yahoo.com Infratech (Cambodia) Co., Ltd. [a]:#43B, St.271, 12307 Phnom Penh [t]:	[a]:#20b, St. 282, 12302, phnom Penh [t]:
EMPIRE POOLS (CAMBODIA) CO.,LTD. [a]:#69I, National Road 6A, 12110 Phom Penh, Cambodia. [t]:	[m]:	[f]:	[t]:
[e]:knorn@empirepools.com.kh [w]:www.empirepool.com.kh [a]: #246 - 250, St. 217, 12306 Phnom Penh [t]:	[e]: hengasiahp@yahoo.com [w]: www.hengasia.com Image: HENG NGUON CO., LTD. [a]: #6-7, St. 614, 12152 Phnom Penh [t]: (855-23) 882 593 [f]: [f]: (855-23) 882 953 [f]:	[a]:#149AEo,St.245,12308,Phnom Penh [t]:	[a]:#35, St.63/222, 12211, Phnom Penh [t]:(855-23) 882 016 [f]:
Fuxin Steel Buildings Co.,Ltd [a]:F14 KHM Industrial Park, Phum Tropaing Tloeng, Sangkat Choam Chao, khan Posenchey, Phnom Penh [t]:	Initial and the second state of the second	[a]:#0344,Hanoi St.1019,Phnom Penh [t]:(855-23) 988 328 [f]:(855-23) 988 329 [e]:ipe.cambodia@yahoo.com	K SUPPLY CO., LTD. [a]:#A25-27, Russian Blvd, Sk Toeuk Thla, Kh. Sen Sok, Phnom Penh [t]:
G Holdings Company Ltd GW Design [a]:#12, St.392, 12300, Phnom Penh [t]:	Heng Sreng Hong Import Export Co., Ltd. [a]:#244, St.245, 12352 Phnom Penh [t]:	[a]:#195-201, St. 217, 12156 Phnom Penh [t]:(855-23) 881 188 [f]:(855-23) 885 318 [e]:sales@isisteel.com.kh [w]:www.isisteel.com.kh	KGL Construction Material Trading [a]:#138H, NR6A, 12112 Phnom Penh [m]:
(a):#18A, St. 604, 12152, Phnom Penh [m]	Hoang Long Mekong Group [a]:#10E1, St.296, Phnom Penh [t]:(855-23) 6383 789 [e]:hoanglongmekongpic@gmail.com [w]:www.hoanglonggroup.com	ITALIAN DECOR ART CO., LTD [a]:#9A, St. 163, 12253, Phnom Penh [m]:	[a]:#313, St.271, 12306 Phnom Penh [t]:(855-23) 996 573 [f]:
German Hardware Supply Co., Ltd. [a]:#19B, St.432, Phnom Penh [t]:(855-23) 215 354 [e]:info@german-hardware.com [w]:	Home Rachana [a]:#191, Mao Se Tong Blvd. Phnom Penh [t]:	J C M NIPPON PRIVATE LTD [a]:#51, St.271, 12307, Phnom Penh t]:	[a]: No.335 ABCD, Mao Tse Tong Blvd (245), 12153, Phnom Penh [T](885-23) 88 13 11 [e]:thenghout@khihout.com Khmer Builder Enterprise [a]:#94D, St.432, 12311 Phnom Penh
GREEN LAKE CO.,LTD [a]:#189, Road Samdech Chea Sim, Chres Village, 12101, Phnom Penh [t]:(855-78) 777 683/ 76 5555 456 [e]:greenlake_11@hotmail.com GOOD TOP MACHINERY (CAMBODIA) CO., LTD	Home Decor Center Co., Ltd. [a]:#153B-155C, St.245, Phnom Penh [t]:	JLM [a]Han Noi Road, Sg. Phnom Penh Thmey, Kh. Sen Sok, Phnom Penh [t]:	[t]:
(CAMBODIA) CO., LTD [a]:#525, NR. #4, 12405 Phnom Penh [m]:(855-11) 558 337 [m]:(855-81) 362 4 727 [e]:beauvoirtheng@gmail.com	[w]:www.homedecorcenter.com.kh Hout Chhay Construction Materials [a]:#48-50Eo, St.217, Phnom Penh [t]:(855-23) 218 286 [f]:(855-23) 218 286 [e]:houtChhay@yahoo.com	[e]:jilm@jinglongma.com [w]:yinglongma.com Jap@nel JAPANEL HOME (CAMBODIA) CO.,LTD [a]:# 432 , Monivong street, 12301, Phnom Penh.	[t]:
[a]:#942, St. 128, 12156 Phnom Penh [t]:#942, St. 128, 12156 Phnom Penh [t]:	[e]:houtchhay@ýahoo.com [w]:houtchhay.com www.houtchhay.com HONGKONG FUJI ELEVATOR CO.,LTD [a]:#10, St.105K, 12406, Phnom Penh	Jotun Cambodia Limited [a]:#113, St.245, 12305 Phnom Penh	[t]: (855-23) 221 860 [f]: (855-23) 221 862 [e]: kimhap@camnet.com.kh
a]:#759 St.93, 12305 Phnom Penh [t]:(855-23) 987598 [e]:hanvico@hanvico.com.vn [w]:www.hanvico.com.vn	[m]:(855-23) 504 1 888/ 11 880 686 [m]:(855-89) 335 453/ 15 6666 82 [e]:kao.vothy@ngyheng.com.kh [w]:www.ngyheng.com.kh	[t]:(855-23) 218 751 [f]:(855-23) 218 751 [e]:sovath.teng@jotun.com [w]:www.jotun.com	[a]: #240, ANINA Building, St.271, 12351, Phnom Penh. [t]:





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[a]: [t]:..

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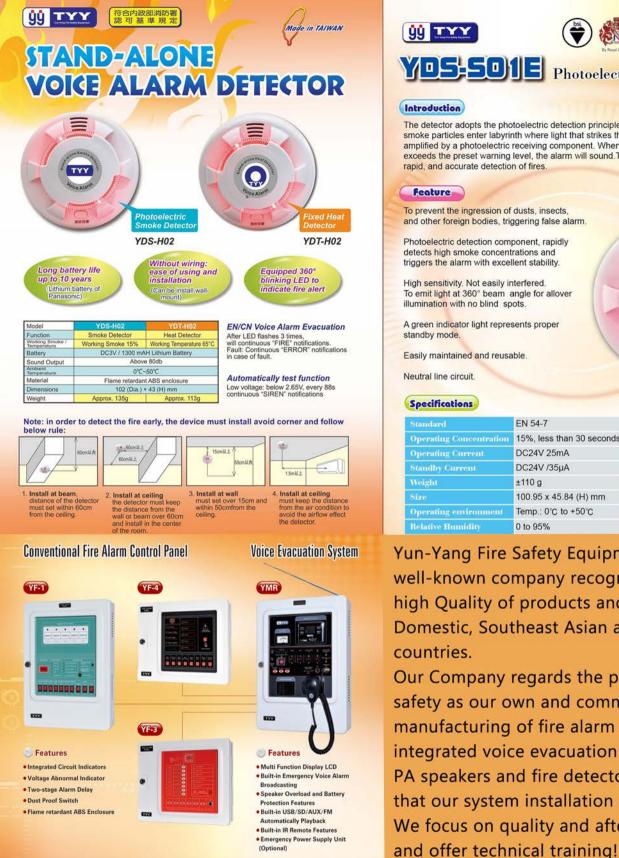
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The detector adopts the photoelectric detection principle where, in the event of fire, smoke particles enter labyrinth where light that strikes the particles is scattered and amplified by a photoelectric receiving component. When the smoke concentration exceeds the preset warning level, the alarm will sound. This provides a sensitive, rapid and accurate detection of fires.

Feature

To prevent the ingression of dusts, insects and other foreign bodies, triggering false alarm

Photoelectric detection component, rapidly detects high smoke concentrations and triggers the alarm with excellent stability.

High sensitivity. Not easily interfered. To emit light at 360° beam angle for allover illumination with no blind spots.

A green indicator light represents proper standby mode.

Easily maintained and reusable

Neutral line circuit.

Specifications

Standard	EN 54-7
Operating Concentration	15%, less than 30 seconds
Operating Current	DC24V 25mA
Standby Current	DC24V /35µA
Weight	±110 g
Size	100.95 x 45.84 (H) mm
Operating environment	Temp.: 0°C to +50°C
Relative Humidity	0 to 95%

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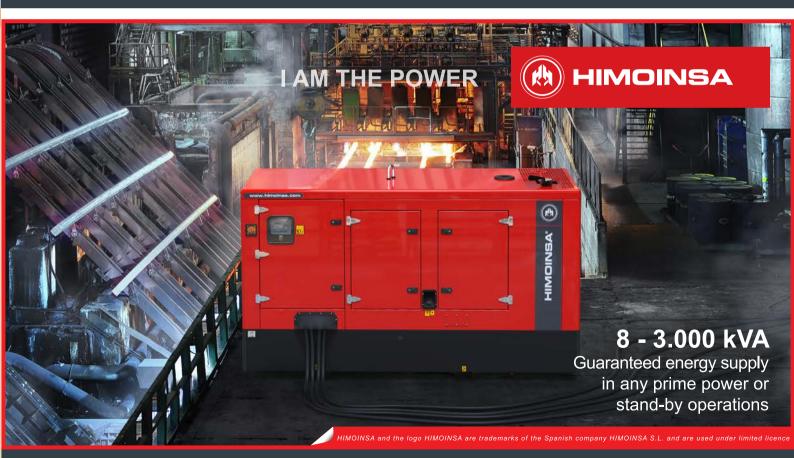
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