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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 & 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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# បេកុងលាយស្រេច ជីប ម៉ីដ



#### **ទុ**យោ ជីប ម៉ុង ទុកចិត្តដោយវិស្វករ



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#### From the PUBLISHER



2020 continues to see 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 51st Issue (May-June 2021), 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, we look at how researchers have unveiled a new monitoring platform to mitigate dam and climate impacts on the Mekong River, consider a recent article published in The Diplomat magazine by Cambodian Chen Heang which makes a clear case for Sihanoukville being a poor strategic choice for a Chinese naval base and see how Bentley Systems continues to lead the world in digital design solutions.

Our Association section celebrates how the Cambodian Constructors Association continues to engage stakeholders virtually despite the ongoing COVID-19 crisis by leading information sharing on the Construction Law and welcoming interest from Malaysian companies looking to invest in the Cambodian construction sector. We also see how CCA Chairman Neak Okhna Pung Kheav Se has donated over US\$10 million to the government in the fight against COVID-19.

In Property news, we take a sobering look at the impact of the COVID-19 pandemic on the property market, lessons learned and future trend projections, and feature the latest CBRE report detailing landed property and condo supply by district in Phnom Penh.

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 and hope that everyone and their family stays safe through these challenging times and that we emerge stronger and achieve greater success in 2021.

Sincerely Yours, MEAS Proeksa

#### **PUBLISHER**

Meas Proeksa

[e]: meas@construction-property.com

#### **EDITORIAL**

Editor-in-chief: Neil Wilford

[e]: editor@construction-property.com Content Editor

Keam Kongleaphy

Content Writer and Report
Keam Kongleaphy | Eric Wong Chon Lap
Khat Leakhena | | Sao Somphors
Van Sovandy | Chea Vannak| Me Wathana

#### **PRODUCTION**

Graphic Design

Man Lundi

[e]: design@construction-property.com

*Web Graphic and Social Media* Yorn Serey Panha

Video Production and Multimedia Sao Somphors | MC Keo Rattanak | Video Editor

#### FRONT OFFICE

Sales and Marketing:

Yan Somna

[t]: (855-60) 888 944

[e]: sommana@construction-property.com Administration

Yan Somna | Peng Long

[t]: (855-60) 888 966

[e]: info@construction-property.com

Licence No. 07 ถ.ช.โบรก No. 315 Canadia Tower (11th Floor), Preah Monivong Blvd. corner of Street 110, 12202 Phnom Penh, Cambodia [t]: (855-23) 991 771

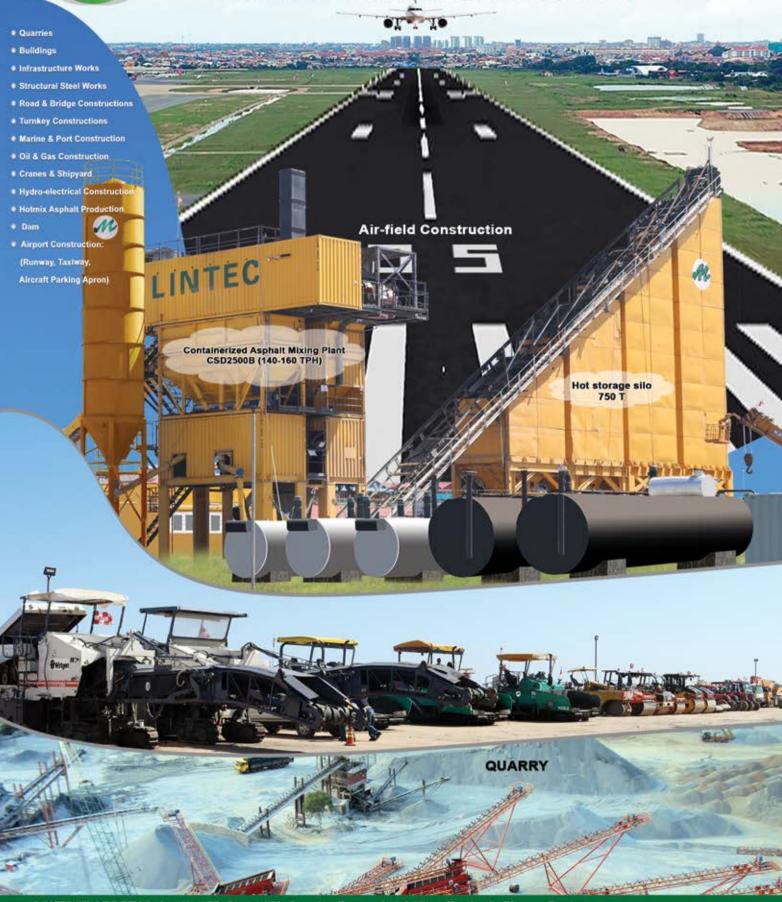
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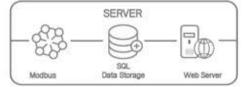








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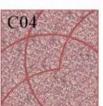
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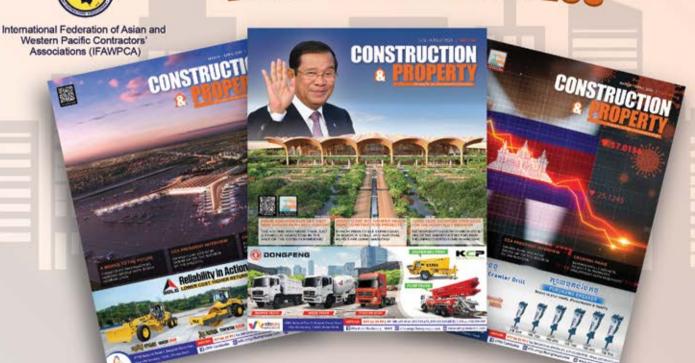
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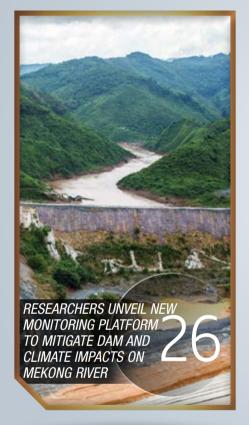
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# Construction MAY - JUNE 2021 ISSUE 051









#### Thai Gov't to Unveil 'Land Bridge' Locations by June

he Thai government will unveil the locations of its planned 'land bridge' project, a possible replacement of the long-mulled Kra Canal, in June this year, according to Transport Minister Saksayam Chidchob.

The project has been studied since September last year with an approved budget of 68 million baht (US\$2.2 million). The studies include an environmental impact assessment, a business development model, and programmes to generate public understanding of the project proposal.

All the studies are expected to be completed by the end of 2023 or earlier. According to the initial plan, the Land Bridge project will include the construction of a deep-sea port in Chumphon Province on the Gulf of Thailand, the upgrade of Ranong port on the Andaman Sea, a dual-track railway and a 120 kilometre motorway. The project would cost approximately 990 billion baht (US\$31 billion) of which the government is considering opening it for the public-private partnership (PPP).



#### US\$2.8-billion Phu Quoc large-scale resort to open in late April

Alarge-scale resort spanning over 1,000 hectares on Phu Quoc Island is set to officially open on 21 April, according to *Inside* Asian Gaming. Known as the Phu Quoc United Center, the resort has been built by the VinGroup with an investment value of US\$2.85 billion.

Located in the northern part of Phu Quoc Island, the project consists of a five-star hotel, the largest theme park in Vietnam, called VinWonders Phu Quoc, animal parks, golf courses, shopping malls, entertainment venues, street markets, among others.

The project also includes the Corona Resort & Casino, which opened in January 2019.

Besides this project, the entertainment and hospitality company Vinpearl Co, a subsidiary of VinGroup, has also announced the development of another US\$2.2 billion integrated resort, including a casino on Hon Tre Island in Khanh Hoa province.



#### **New Zealand Firm Unveils Tyres-to-Cement Production Technology**

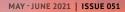
New Zealand construction company Fletcher Building has Arecently completed a study to divert used tyres from landfill to cement manufacture, which could help reduce carbon emissions by over 13,000 tons per year.

According to the Global Construction Review's report on 1 April, the company will burn a total of 3 million used tyres a year at 1,400 degrees Celsius for cement production.

The firm added that this technology will reduce carbon emissions by 13,000 tons per year and will reduce the use of Ironsand by 5,000 tons as well.

The project will cost approximately US\$14 million, with New Zealand's Ministry for the Environment providing a grant of US\$11 million.





# NAGACORP WORKING ON FRESH PLANS FOR RECENTLY-SHELVED SIEM REAP RESORT, SAYS CHAIRMAN

n response to the government's recent rejection of the proposed US\$350-million Siem Reap resort, NagaCorp Chairman Tim McNally has said that the firm is working on fresh plans to make the project possible, reported GGR Asia in late March.

The rejection was made by the Ministry of Culture and Fine Arts on 23 March, stating that the project would negatively affect the archaeological park so it cannot be implemented in this context.

The decision came after several meetings with ICC-Angkor coupled with concerns voiced by UNESCO.

UNESCO claimed that the proximity of the site, the scale, scope and concept of the planned activities could indeed have an impact on the area including its setting, the surrounding landscape, the environment and the archaeological remains, all of which are an integral part of this World Heritage property.

Mr McNally told GGR Asia that the firm acknowledged all concerns and has already started preparing new plans.

"We will continue to develop fresh plans that are acceptable to achieve the objective of creating tourism venues and at the same time respecting the historical and spiritual wonder of the Angkor Wat site," said Mr McNally.

He added that while planning, NagaCorp will carefully listen, is open to all comments, and more importantly will closely coordinate with the Cambodian government.

"Although I cannot provide a timetable at this time I can assure you we will continue to develop an acceptable plan for this area that will accommodate and promote tourism in the best interest of the country," said

"Our goal is to enhance and maximise tourism as a growth business sector and promote and complement the World Heritage site Angkor Wat," he added.

#### Local

#### **Briefs**

#### Phnom Penh to Build New River Frontage Road East Side of Bassac River

Chbar Ampov District Administration is planning to build a new river frontage road and a stretch of riverbank on the eastern side of the Bassac River from the base of the Old Monivong Bridge to the Koh Norea Development Zone.

According to the district on 22 March, the working team has already started the location marking works in the selected area.

The district administration also requested those who encroach in the area to remove their constructions. Meanwhile, those local people affected by the project shall also cooperate with the working team.

The administration will take legal action in case anyone violates, removes or destroys the markings.



# Signing Ceremony of The Framework Agreement for Penh Logistics Complex (PPLC) Project str f Public Works and Traport-Cand YC' Group-Singa Phnom Phh, 4th March Pilic Mirroro Courtions The control of the County of

#### Cambodia, Singapore Officially Sign Agreement on PP Logistics Centre Project

The Ministry of Public Works and Transport (MPWT) and Singapore's YCH and Infrastructure Asia (IA) officially signed a framework agreement on the Phnom Penh Logistics Centre on 04 March.

As a result, Cambodia has decided to select Singapore's YCH and Infrastructure Asia (IA) as private partners to study and develop the Phnom Penh Logistics Centre project. Meanwhile, the Ministry of Public Works and Transport will chair the National Logistics Committee.

Minister of Public Works and Transport HE Sun Chanthol said that this project will serve as a focal point for the distribution network in the country and as a connection point for transit of all types of transportations, including roads, railways, waterways and airways.

The centre will be built approximately 10km from the city centre, HE Sun Chanthol said, but is yet to reveal further details of the project timeline.

#### Construction Complete for New National Laboratory in Chak Angrae Leu

Construction of the Science, Technology, and Innovation National Laboratory (STINL) building located along NR2 in Sangkat Chak Angre Leu has been completed, with the handover ceremony held on 03 March.

The handover agreement is between HE Cham Prasidh, Minister of Industry, Science, Technology and Innovation (MISTI) and the construction firm Ly Chhuong Construction Co., Ltd.

This new industrial national laboratory is a 7-storey building with a total area of 4,800 square metres, on which the construction started in 2018.

HE Cham Prasidh said that with a new, modern laboratory, it is easier for Cambodia to request assistance with necessary scientific equipment such as toxicity-testing equipment from partner countries like China, Japan, Korea and the EU.



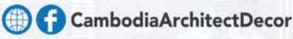


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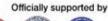
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#### **Head office**

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Local partner & Sales representative Twin Goat Exhibition & Trading Co.,Ltd.

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#### 39MW Solar Power Plant in Banteay Meanchey Connected to National Grid

A39-megawatt solar power plant in Banteay Meanchey province was recently connected to the national grid, according to *PRNewswire* on 10 March.

The project was constructed by Chinese company Shanxi Electric Power Engineering, with JR Solar as the supplier of all solar modules.

According to the same source, the plant is the largest renewable energy (in terms of installation capacity) project in Banteay Meanchey province and is the first of five other solar power plants approved by the Cambodian government in 2019.

In addition to this plant, Banteay Meanchey also has another 30MW solar project, which is currently under construction by Ray Power Supply Co., Ltd with an investment of US\$40 million.



#### Sihanoukville Port Expansion Project Phase 1 Postponed to Mid-2022

The construction of the Sihanoukville port expansion project phase 1, which was first scheduled to begin this year, will now be postponed to mid-2022 due to the COVID-19 pandemic, according to a senior official at Sihanoukville Autonomous Port.

The Administrative Director of the Project Management Unit of the Sihanoukville Autonomous Port Sokkoul Chenda recently told *Cambonomist* that besides the COVID-19 disruption, the team are revising the design once again.

According to the 2020-2030 plan, the Sihanoukville seaport expansion project has a total of five phases.



#### **Apsara Authority Warns Locals to Stop Land Selling Transactions in Angkor Protected Are**

The Apsara Authority has repeatedly warned the public to immediately cease any land buying and selling transactions in the Angkor heritage protected site or face legal action.

The Authority issued the warning letter on 01 April after discovering a Facebook page posting contents selling land plots in the Angkor protected area.

"The purchase and sale of land in the Angkor area are prohibited according to the 1994 law Royal Decree on Determination on the Arrangement, and the Management of Siem Reap Angkor area and the Government's decision on Siem Reap land usage in Zone 1 and Zone 2", read the statement.

"Therefore, those who are selling and buying land within the determined areas must stop immediately, so that the authorities can smoothly perform their tasks," the statement continued.





#### architect'21





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he bridge connecting Stueng Trang district in Kampong Cham province to Krouch Chhmar district in Thong Khmum province was opened to the public from 23 March to facilitate travel and celebrate the upcoming traditional Khmer New Year.

Minister of Public Works and Transport HE Sun Chanthol made the announcement during a site inspection on the morning of 23 March.

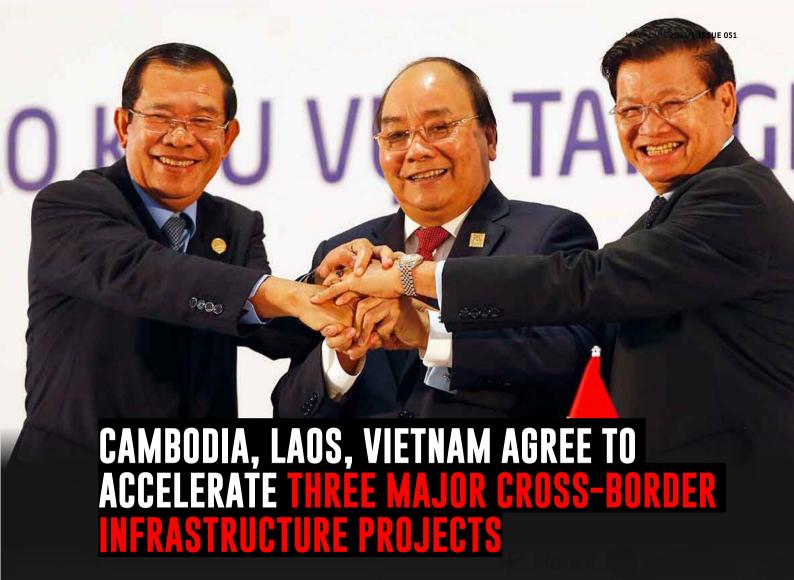
HE Sun Chanthol stated that the construction of this bridge is now 100% complete, two months ahead of schedule, and was now ready to open for the public.

"The official inauguration will take place after the COVID-19 situation subsides when we will also break ground on the construction of NR71 C," said the minister.

Located in Trapeang Kak commune, Stueng Trang district in Kampong Cham province, the bridge is 1,131 metres long, 13.5 metres wide, and constructed with a budget of US\$57 million, comprising of a loan from China plus government budget.







he prime ministers of Cambodia, Laos, and Vietnam have agreed to gather more resources from development partners to accelerate three major cross-border infrastructure development projects including the Phnom Penh-Ho Chi Minh railway, Hanoi- Vientiane expressway, and Vientiane–Vũng Áng railway.

According to the virtual meeting between the three prime ministers on 10 March, the three nations have vowed to do their best to push the three projects into reality as soon as possible.

If built, these three cross-border infrastructure developments will help boost a regional framework of cooperation, and increase economic activity through trade.

In the meeting, the three leaders also considered resuming international flights between the three nations.

To date, the Phnom Penh-Ho Chi Minh railway has yet to see big progress since being first announced in 2019. According to Ministry of Public Works and Transport spokesman Vasim Sorya, both nations have only agreed verbally on the project and there wasn't any official agreement signed yet.

However, he added that the railway remains listed as a prioritised infrastructure construction project. In October last year, a Chinese firm finished the feasibility study but the government has not decided on anything.

By VAN SOVANDY



esearchers have recently developed a new platform that uses data from satellite, remote sensing, and geographic information system (GIS) to monitor Mekong River water levels, with the hope to mitigate droughts and other related issues caused by excessive dam constructions and climate change.

According to The Third Pole's report, the new online system was developed by the Stimson Center's Southeast Asia Program and Eyes on Earth.

With the combined data from satellites, remote sensing and GIS, the new platform will provide near-real-time reporting and data downloads across numerous previously unreported indicators in the Mekong Basin.

The platform is also freely available for public use on the Mekong Water Data Initiative website and all research inputs are public-access resources.

Besides tracking reservoir levels, the 'Mekong Dam Monitor' can also reveal the surface wetness of different parts of the basin, which will be used as concrete evidence to prove how the dams affect river flow.

Director of the Stimson Center Southeast Asia Program Brian Eyler said that the disruption to water and sediment flows along the river are mainly caused by the proliferation of dams. To date, there are hundreds of upstream dams along the Mekong River in different countries such as Laos (100+), China (100+), Vietnam (16+), Thailand (9+) and, Cambodia (2).

However, the Mekong River Commission has denied the allegations, claiming dams are not the main cause for lowering the water level of the Mekong River, but rather drought, climate change, and El Niño are the principal causes.



# CDC APPROVES AT LEAST 29 PROJECTS WORTH MORE THAN US\$2 BILLION DURING THE FIRST 4 MONTHS OF 2021

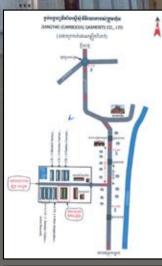
uring the first four months of 2021, the Council for the Development of Cambodia (CDC) has officially approved at least 29 major investment projects nationwide worth a total budget of approximately US\$2 billion.

Those projects include various kinds of factories in different sectors including industry, technology, energy, garments, and agriculture, among others. In sum, all the projects will help create more than 17,200 jobs for local people.

One of the large-scale approved investment projects is the US\$1.2-billion 700-megawatt coal-fired power plant in Stung Hav district of Sihanoukville.

Invested in by Huadian Sihanoukville Power Generation Co., Ltd, this power plant project actually began construction even prior to receiving a certificate from the CDC.

Meanwhile, over of the course of 2020, the CDC approved a total of 238 investment projects, or equivalent to an investment value of US\$8 billion, despite the COVID-19 pandemic.



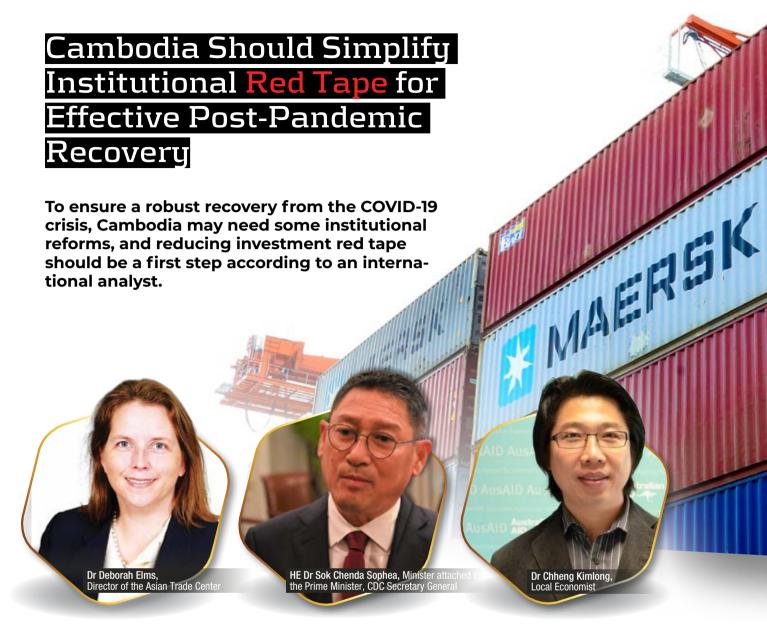












trong political and social stability have been the selling points attracting more investment to Cambodia in the last two decades. However, fixing the complexity and uncertainty in legal frameworks and the ground implementations remains the top challenge for the kingdom to resolve to gain more trust and confidence from investors in the long term.

The World Bank's 2020 Doing Business report, for instance, ranked Cambodia 144th out of 190 countries. As for dealing with construction permits, Cambodia is ranked at 178th. (Read more)<sup>1</sup>

The report also stated that there are a total of 20 stages when requesting a construction permit in Cambodia, which take a sum of 652 days and cost over 8 million riels (US\$2,000), counting only the official expenses.

Founder and Executive Director of the Asian Trade Center Dr Deborah Elms told the Business Times that one way, among others, for Cambodia to achieve maximum economic growth potential is to simplify domestic rules and regulations.



"Cambodia will need to ensure that domestic rules and regulations are simplified as much as possible," said Dr Elms.

"Companies that are looking for new sourcing locations to diversify risks and new ways to build Asian supply chains have a lot of options. They prefer to locate in markets that are easy to do business with clarity on rules," he added.

By doing so, when the pandemic eventually subsides, Cambodia will become even more competi-



tive in the region, especially given the fact that some neighbouring countries such as Thailand and Myanmar are experiencing political turmoil.

Local economist Dr Chheng Kimlong also believes that Cambodia has to adjust regulatory governance, public administration and policy coordination among government ministries to lure more FDI, in comments reported in the Phnom Penh Post.

The Cambodian government is in indeed working on that matter with the Council for the Development of Cambodia (CDC) recently announcing the draft completion of the long-awaited new Law on Investment.

This law is expected to enter into force within the first semester of 2021 if there is no further input required from Prime Minister Samdech Hun Sen.

According to CDC Secretary General HE Sok Chenda Sophea, the new draft law is expected to enhance predictability and boost further incentives for foreign

Refusing to reveal the details of the draft, HE Sok Chenda Sophea only revealed that the new law has been carefully drafted to balance the priority goal of increasing revenue collection with embracing the longterm business and attracting new investment.

Stability and predictability are key for investor confidence, and we are hoping to provide that to them with our new law, he added.



#### កម្ពុជាគួរកាត់បន្ថយនីតិវិធីស្មុគស្មាញ និងក្រៅផ្លូវការ បើចង់ស្រូបយកអ្នកវិនិយោគិនបន្ថែម



ន្លងមកនេះ បន្ថែមពីលើបញ្ហាកូវីដ ឃើញថាប្រទេសមីយ៉ាន់ម៉ា និង ប្រទេសថៃកំពុងតែបញ្ហានយោបាយ។ កត្តានេះបានធ្វើឱ្យអ្នកវិភាគ ទូទៅភាគច្រើនយល់ឃើញថា វាជាឱកាសសម្រាប់ប្រទេសកម្ពុជា ក្នុងការស្រូបយកគម្រោងវិនិយោគធំៗបន្ថែម ពិសេសក្រោយវិបត្តិកូវីដ១៩។

ការយល់ឃើញដូច្នេះគឺ អាចនឹងពិត ឬមិនពិត អាស្រ័យលើកត្តាច្រើន យ៉ាង។ បើយោងតាមការវិភាគរបស់សេដ្ឋកិច្ចវិទូទាំងក្នុងនិងក្រៅស្រុក កត្តា ទាំងនោះរួមមាន រយៈពេលនៃបញ្ហានយោបាយរបស់ប្រទេសជិតខាង ថា នឹងបន្ត ឬបញ្ចប់នៅពេលណា ផែនការរយៈពេលវ៉ែងរបស់វិនិយោគិន និង ចំណែកទីផ្សារដែលវិនិយោគបានត្រៀមជាដើម។

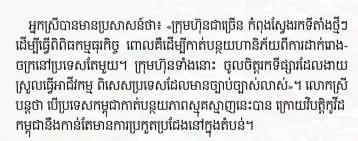
ប៉ុន្តែកត្តាដែលសំខាន់បំផុតដែលអ្នកវិភាគយល់ស្របដូចគ្នា គឺកត្តាផ្ទៃក្នុង របស់ប្រទេសកម្ពុជាផ្ទាល់ ពោលគឺតើកម្ពុជាអាចកាត់បន្ថយនិតិវិធីស្មុគស្មាញ និងក្រៅផ្លូវការទាក់ទិននឹងការវិនិយោគ ឬសុំសិទ្ធិធ្វើអាជីវកម្មនានា បាន កម្រិតណា។ បើអាចធ្វើទៅបាន ចំណែកទីផ្សារមួយភាគធំ នឹងហូរចូលមក ប្រទេសកម្ពុជា។

កន្លងមក ស្ថេរភាពនយោបាយនិងសង្គម គឺចំណុចទាក់ទាញគម្រោងវិនិ-យោគមកកម្ពុជាក្នុងរយៈពេលពីរទសវត្សចុងក្រោយនេះ។ ទោះយ៉ាងណាក្ដី ភាពស្មុគស្មាញ និងភាពមិនប្រាកដប្រជានៅក្នុងក្របខណ្ឌច្បាប់ និងការ អនុវត្តជាក់ស្ដែង នៅតែជាបញ្ហាប្រឈម និងជាឧបសគ្គកាត់បន្ថយទំនុក ចិត្តពីវិនិយោគិនក្នុងរយៈពេលវែង។

ជាក់ស្តែង របាយការណ៍ធនាគារពិភពលោក (World Bank) បានចាត់ លំដាប់បរិយាកាសធុរកិច្ចនៅកម្ពុជាឆ្នាំ ២០២០ ថានៅលំដាប់ទី ១៤៤ ក្នុង ចំណោម ១៩០ប្រទេស។ ចំណែកឯការស្នើសុំសិទ្ធិសាងសង់វិញ កម្ពុជា ស្ថិតនៅលំដាប់ទី ១៧៤ ពោលគឺការស្នើសុំគឺមានភាពស្មុគស្មាញខ្លាំង បើ ប្រៀបធៀបទៅនឹងប្រទេសផ្សេងៗទៀត។ (អានបន្ថែម)<sup>9</sup>

ស្ថាបនិក និងជានាយកប្រតិបត្តិនៃមជ្ឈមណ្ឌលពាណិជ្ជកម្មអាស៊ី អ្នកស្រី Deborah Elms បានប្រាប់កាសែត Business Times ថាវិធីសាស្ត្រដ៏មាន ប្រសិទ្ធភាពមួយក្នុងចំណោមវិធីផ្សេងទៀត ដើម្បីធ្វើឱ្យកម្ពុជាជំរុញកំណើន សេដ្ឋកិច្ចទៅដល់ចំណុចអតិបរមាគឺ ការធ្វើឱ្យបទប្បញ្ញត្តិនានាក្នុងស្រុកឱ្យ ងាយស្រួលជាងមុន។





សេដ្ឋកិច្ចវិទូក្នុងស្រុក បណ្ឌិត ឆេង គីមទ្បុង ដែលជានាយកនៃមជ្ឈ-មណ្ឌលនវានុវត្តន៍ផ្នែកអភិបាលកិច្ច និង ប្រជាធិបតេយ្យរបស់វិទ្យាស្ថាន ចក្ខុវិស័យ ក៏យល់ឃើញដូចគ្នាថា កម្ពុជាត្រូវតែកែតម្រូវអភិបាលកិច្ច បទ-ប្បញ្ញត្តិរដ្ឋបាលសាធារណៈ និងគោលនយោបាយនានា ឱ្យមានតម្លាភាព ជាងមុន ដើម្បីទាក់ទាញការវិនិយោគបរទេសបន្ថែម។

ក្រឡេកមើលសកម្មភាពរបស់រដ្ឋាភិបាលវិញ កម្ពុជាមិនមែននៅស្ងៀម នោះ តែក៏កំពុងធ្វើការយ៉ាងសកម្មដើម្បីដោះស្រាយបញ្ហានេះ។ ជាក់ស្ដែង ដូចជា ក្រុមប្រឹក្សាអភិវឌ្ឍន៍កម្ពុជា កាលពីថ្មីៗនេះ ទើបបានបញ្ចប់សេចក្ដី ព្រាងច្បាប់ស្ដីពីការវិនិយោគ។ ច្បាប់នេះរំពឹងថានឹងចូលជាធរមានក្នុងឆមាស ទី១ នៃឆ្នាំ ២០២១ ប្រសិនបើមិនមានអ្វីផ្ដាស់ប្ដូរនោះទេ។ ឯកឧត្តម សុខ ចិន្តាសោភា អគ្គលេខាធិការក្រុមប្រឹក្សាអភិវឌ្ឍន៍កម្ពុជា បានឱ្យដឹងថា សេចក្តីព្រាងច្បាប់ថ្មីនេះ ធ្វើឡើងក្នុងគោលបំណងបង្កើត ភាពប្រាកដប្រជានៃនីតិវិធីនានាទាក់ទិននឹងការវិនិយោគ ក៏ដូចជាដើម្បីជំរុញ ទឹកចិត្តវិនិយោគិនបរទេសផងដែរ។

ឯកឧត្តមបដិសេធមិនបង្ហាញព័ត៌មានលម្អិតនៃសេចក្តីព្រាងនេះទេ ប៉ុន្តែ បានបង្ហាញថា ច្បាប់ថ្មីនេះត្រូវបានព្រាងដោយយកចិត្តទុកដាក់ ដោយថ្លឹង ថ្លែងពីគោលដៅអាទិភាពក្នុងការបង្កើនចំណូលរបស់រដ្ឋ និងគោលដៅដើម្បី ផ្តល់អត្ថប្រយោជន៍ និងភាពងាយស្រួលដល់វិនិយោគិនក្នុងរយៈពេលវែង។

គួរបញ្ជាក់ផងដែរ កម្ពុជាមានឱកាសជាច្រើនដែលកំពុងរងចាំនៅពេល អនាគតដ៏ខ្លី ស្ទើរគ្រប់វិស័យ ពិសេសក្នុងវិស័យសំណង់។ ឱកាសទាំងនេះ អាចមើលឃើញតាមរយៈ កិច្ចព្រមព្រៀងពាណិជ្ជកម្មសេរីជាមួយប្រទេសចិន ដែលទើបតែចុះហត្ថលេខា និងកិច្ចព្រមព្រៀងពាណិជ្ជកម្មសេរីជាមួយកូរ៉េ ខាងត្បូង ដែលគ្រោងនឹងចុះហត្ថលេខា និងកិច្ចព្រមព្រៀង ពាណិជ្ជកម្មដទៃទៀតជាច្រើន៕



# Strong Fiscal Support, New Trade Opportunities Growth in FDI Key Drivers for Cambodia's Post-Pandemic Recovery

special report by DHL researchers has expressed optimism that Cambodia will recover quickly from the pandemic crisis due to three main factors including ongoing fiscal support, new trade opportunities, and expected growth in FDI inflows.

Published in the *Business Times* in early March, the report stated that the first driver of growth for Cambodia is the strong support from the government through the continuous fiscal stimulus measures and monetary policies.

To date, the fiscal stimulus package has reached US\$1.16 billion, almost 5% of GDP and covering different major affected sector bank loans, development spending, tax relief for hard-hit businesses, and more. The tax exemptions for hotels, guesthouses, travel agents and restaurants operating in selected provinces also continues.

On the monetary policy side, the National Bank of Cambodia also reduced interest rates and will continue to provide loan restructuring to commercial banks until mid-2021.

Despite the pandemic, Cambodia remains active in seeking trade partners and business opportunities.

For instance, the kingdom has recently signed free trade agreements (FTA) with China, of which the policy is expected to take effect within this year. Through this FTA, approximately 300 products from various sectors

will enjoy being tariff-free or with low tariffs on import and export.

In addition, the Cambodia-South Korea FTA is also in the negotiation stage. If signed, this FTA will boost the kingdom's economy even more, in particular during the post-pandemic period.

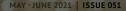
The same report added the Regional Comprehensive Economic Partnership (RCEP) will also be another key factor increasing Cambodia's exports to major markets such as China, South Korea, Japan and Australia. According to the World Bank, RCEP is expected to boost Cambodia's exports to China up by 23%.

Last but not least, the article suggested that if Cambodia could reduce the investment red tape, the kingdom will be able to attract more FDI inflows in addition to a large accumulative volume.

To date, China remains the largest share of FDI inflows followed by Japan, Korea, and other development partners. According to the World Bank report in 2019, most Chinese FDI focuses on construction through large infrastructure projects such as the ongoing US\$2-billion Phnom Penh-Sihanoukville expressway project.

FDI inflows from China reached US\$860 million in the first 11 months of 2020, 70% more compared to the same period last in 2019. Given the strong indications that China is set to grow in 2021, Cambodia will also receive the benefit.

BY KEAM KONGLEAPHY





#### Bentley Systems Calls for Nominations for the 2021 Going Digital Awards in Infrastructure

he world's leading infrastructure engineering software company Bentley Systems has announced its call for nominations for the 2021 Going Digital Awards in Infrastructure program.

Formerly known as the Year in Infrastructure Awards, this global awards program recognises infrastructure projects for digital innovations that improve project delivery and/or asset performance. The deadline for nominations is 21 May 2021.

The Going Digital Awards are an integral part of Bentley's annual Year in Infrastructure Conference. The conference brings together infrastructure professionals and industry thought leaders from around the world to share best practices and learn about the latest advances in technology that will improve infrastructure project delivery and asset performance.

Winners will be announced during the awards ceremony at the culmination of the conference.

Users of Bentley software are invited to nominate their projects in the Going Digital Awards program, no matter which phase the project is in – planning/conception, design, construction, or operations. The three finalists chosen for each awards category will get a global platform to present their

projects before the judges, industry thought leaders, and media members.

Every project nominated for an award receives recognition across the global infrastructure community. Through the Going Digital Awards program, participants:

- Gain global recognition by having their infrastructure projects profiled in Bentley's Infrastructure Yearbook.
- Enhance their competitive edge by demonstrating to existing and potential clients the value the participants add to projects through their digital innovations.
- Receive coverage from global media and support from the Bentley team in marketing and promoting their respective projects to the media.

The 2021 Going Digital Awards will recognise outstanding achievements for infrastructure projects and assets in the following categories:

- Bridges
- Buildings and Campuses
- Digital Cities
- Digital Construction
- Geotechnical Engineering
- Land and Site Development
- Manufacturing
- Mining and Offshore Engineering
- Power Generation
- Project Delivery Information Management

- Rail and Transit
- Reality Modeling
- Roads and Highways
- Road and Rail Asset Performance
- Structural Engineering
- Utilities and Communications
- Utilities and Industrial Asset Performance
- Water and Wastewater Treatment Plants
- Water, Wastewater and Stormwater Networks

Additionally, projects that represent Bentley's mission of advancing infrastructure but transcend the narrower focus of the individual category awards can be considered for Founders' Awards (formerly known as the Special Recognition Awards) including, but not limited to:

- Advancements in Digital Twins for Project Delivery (Project Digital Twins)
- Advancements in Digital Twins for Asset Performance (Performance Digital Twins
- Advancements in Sustainability and Resilience

For additional information about the 2021 Going Digital Awards program, or to nominate a project, visit the Going Digital Awards in Infrastructure website.

Watch a one-minute video about the nomination process.

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**INSPECTORS GIVEN POLICING POWERS** 





'he Ministry of Land Management, Urban Planning and Construction (MLMUPC) and the Ministry of Justice have issued an interministerial decision giving limited judicial police powers to 361 building inspectors for more effective construction law implementation.

According to the decision dated 18 February 2021, all 361 officials must perform their duties under the Construction Law, Criminal Code. and other provisions currently in force.

With judicial police powers, those assigned officers will have more rights than before. In addition to the right to inspect and suspend any illegal activities in the construction sector, they can also take immediate actions, give fines, seize evidence/s, build a case, and send them to the prosecutor for further legal action.

Moreover, these officials also have the right to temporarily revoke the relevant documents, permits, and/or licenses in case the construction owners/operators commit any crime within the construction law jurisdiction.

The 361 officers are from different departments at both national and sub-national level. Before performing their functions, those officials must also first take an oath at the court in the provinces to which they are assigned.



# TBONG KHMUM AUTHORITIES TO TURN X-16 VIETNAM **BORDER INTO NEW HISTORICAL TOURIST SITE**

bong Khmum provincial authorities are speeding up the construction of a new historical monument, aimed at transforming the Cambodia-Vietnam border X-16 into a historical tourist site before June this year.

The site inspection was conducted on Thursday 22 April by the Royal Cambodian Armed Forces Deputy Commanderin-chief Sao Sokha and Tbong Khmum Provincial Governor Cheam Chansophorn.

Governor Chansophorn told Construction & Property Magazine via Telegram on 23 April that, the X-16 border area was the starting point of PM Hun Sen's national liberation mission, where he crossed the

border to request help from Vietnam on 20 June 1977.

"Thus, turning this area into a historical tourist site will help future generations to remember these historical scarifications," said HE Chansophorn.

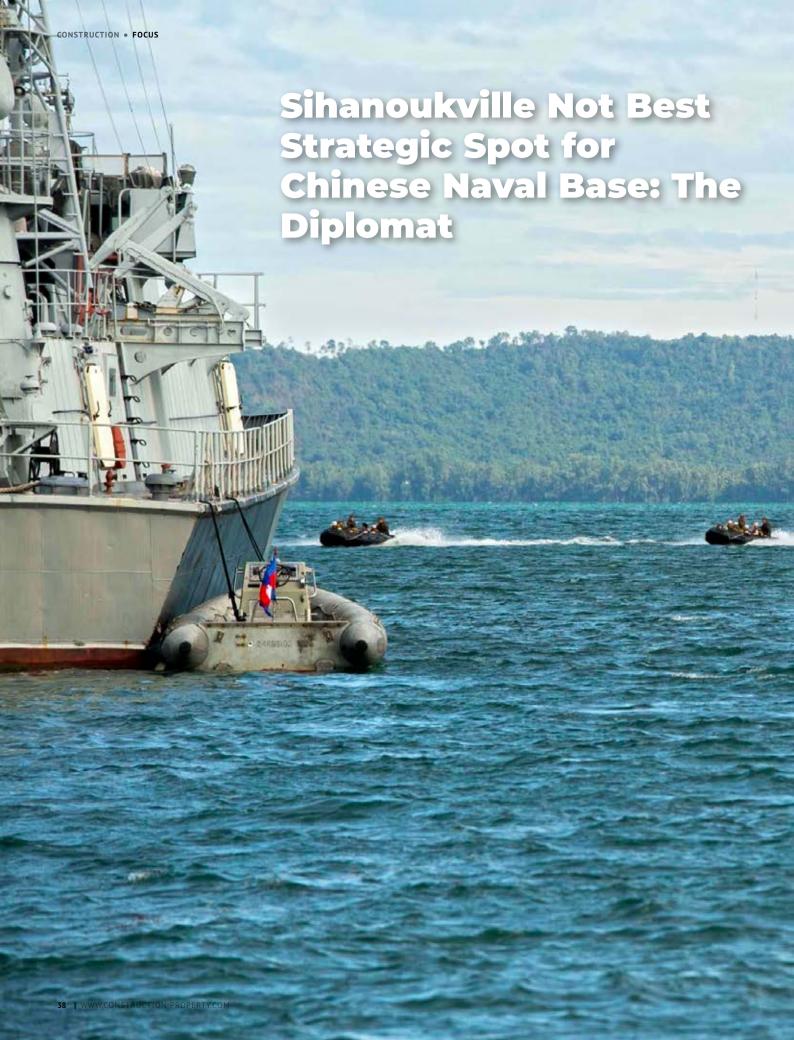
The project will include the construction of a historical building, monument, park, as well as other key infrastructures. The main building is scheduled to be completed before June this year.

Upon completion, HE Chansophorn is also planning to initiate a study tour program called "Historical Virtues" for all Cambodians.









n article by The Diplomat has recently asserted that Sihanoukville's Ream Bay is anot the ideal strategic spot for a Chinese naval base. The article was written by local analyst and researcher Chen Heang where he provided four key arguments to support his claim.

### 1) Ream Bay is not deep enough to undertake major naval actions

Large naval vessels generally require deep water to operate, but Kampong Som Bay is only 5 to 10 metres deep. This is very shallow compared to other parts of the Gulf of Thailand, with an average depth of about 50 metres. Therefore, when it comes to major naval actions, Kampong Som Bay is not an ideal place.

### 2) Cambodia is not a strategic spot to patrol waterway traffic

Some claimed that the main reason China allegedly wants to set up a naval base in Cambodia is to serve as a stopover in controlling and monitoring maritime activities from and to the Straits of Malacca. However, according to Heang's analysis, Ream Bay does not seem to be a suitable spot since the location is quite far out from the Malacca Strait. Besides, if China wants to monitor maritime activities in the Gulf of Thailand or the South China Sea, it could easily be done from their existing base on the Fiery Cross Reef of the Spratly Islands.

### 3) Sihanoukville is no longer a sweet spot given the uncertainty of Thailand's Kra canal

Another rationale for why China allegedly intends to set up a base in Sihanoukville is that Kampong Som Bay will soon become a strategic location for trade after Thailand builds the Kra canal. However, the Thai government has considered replacing the canal project with the 'Land Bridge' project. Given so, Mr Heang believes that there is no more incentive for China to deploy its navy in Cambodia.

### 4) A navy base in Cambodia not a smart move given close ties between Thailand, Vietnam, and the US

Recently, Thailand and Vietnam have shown quite close ties with the United States. Thus, the plan to locate a navy base in the middle of Thailand and Vietnam would only provide these two nations with extra incentive to cut security deals with the United States in response, which

would lead to further competition for China.

The claims raised by The Diplomat are in line with statements from the Cambodian government, which has repeatedly denied that Cambodia has not signed any secret agreements with China to set up a navy base.

Prime Minister Samdech Hun Sen said in June last year that Cambodia does not allow a foreign military presence in its territory and Cambodia neither does it place military in any foreign countries.

The allegation of a secret deal was first reported by the Wall Street Journal last year shortly before Cambodia decided to demolish the Ream military base, an old US-funded Defence Facility in Ream for new development. (Read more)1

Apart from the controversy in Ream Bay, Dara Sakor district in Koh Kong province has been another talking point for years. The multi-billiondollar Dara Sakor Seashore Resort developed by Union Development has to date been subject to plenty of criticism that it was built to serve as a Chinese military base. (Read more)2

Once again, the Cambodian government has repeatedly rejected the allegation, claiming the project is for tourism purposes only. (Read more)3



(Read more)1



(Read more)2



(Read more)3



# Madu Lämbän

ជែលបញ្ជាក់ថាផែរាមមិនមែនសាងសង់ ដើម្បីជាមូលជ្ជានយោធាចិននោះទេ







🗪 ត្ថបទវិភាគរបស់សារព័ត៌មានបរទេស The Diplomat កាលពីថ្មីៗ នេះបានលើកឡើងថាឆ្នេររាមនៃក្រុងព្រះសីហនុមិនមែនជាទីតាំង យុទ្ធសាស្ត្ររបស់ចិនក្នុងការដាក់មូលដ្ឋានយោធាជើងទឹក ដូចពាក្យ ចចាមអារាមនោះទេ។

អត្ថបទនេះសរសរដោយអ្នកវិភាគ និង ស្រាវជ្រាវក្នុងស្រុកម្នាក់ ឈ្មោះ ចេង ហៀង ដោយលោកបានលើកហេតុផលធំៗ ៤ចំណុច មកបកស្រាយ បញ្ហានេះ។

## ១) ឆ្នេររាមនៃក្រុងព្រះសីហនុ មានជម្រៅទឹកមិនជ្រៅគ្រប់គ្រាន់សម្រាប់ នាវាចម្បាំងទេ

ជាទូទៅនាវាយោធាធំៗ ត្រូវការជម្រៅទឹកជ្រៅដើម្បីធ្វើប្រតិបត្តិការ ប៉ុន្តែ ឆកកំពង់សោម បុឆ្នេររាមផ្ទាល់មានជម្រៅត្រឹមតែ ៥ ទៅ ១០ម៉ែត្រប៉ុណ្ណោះ ដែលរាក់ខ្លាំង បើធៀបនឹងចំណុចផ្សេងទៀតនៃឈូងសមុទ្រថៃ ដែលមាន ជម្រៅជាមធ្យមប្រមាណ ៥០ ម៉ែត្រ។

២) ឆ្នេររាមនៅកម្ពុជា មិនមែនជាទីតាំងយុទ្ធសាស្ត្រដើម្បីគ្រប់គ្រង ចរាចរណ៍ផ្លូវទឹកទេ

មតិខ្លះលើកឡើងថា មូលហេតុចម្បងដែលចិនចង់ដាក់មូលដ្ឋានទ័ព ជើងទឹកនៅកម្ពុជា គឺដើម្បីគ្រប់គ្រង និងឃ្លាំមើលនាវាពាណិជ្ជកម្ម និង សកម្មភាពសេដ្ឋកិច្ចនយោបាយផ្លូវទឹកនានា ដែលកើតឡើងនៅច្រក

ប៉ុន្តែបើយោងតាមការវិភាគរបស់លោក ចេង ហៀង ទីតាំងឆ្នេររាមនៅ កម្ពុជាដូចជាមិនសូវសាកសម្ប ព្រោះស្ថិតនៅឆ្ងាយ និងក្នុងពេកពីច្រក ម៉ាឡាកា។ បើមើលបានផែនទីចរាចរណ៍ភាគច្រើនមិនចូលមកដល់ក្នុងឆក កំពង់សោមច្រើននោះទេ។

លើសពីនេះ បើចិនចង់ឃ្លាំមើលសកម្មភាពផ្លូវទឹកនៅឈូងសមុទ្រថៃ ឬសមុទ្រចិនខាងត្បូងពិតមែនចិនអាចធ្វើបានដោយងាយស្រួលនៅមូលដ្ឋាន ដែលមានស្រាប់នៅ Fiery Cross Reef នៃបណ្តុំកោះ Spratly Islands ដែលជាទីតាំងយុទ្ធសាស្ត្រល្អជាងកម្ពុជាទៅទៀត។ (មើលផែនទី)

## ៣) តំបន់ឆកកំពង់សោមមិនមែនជាទីតាំងមាសទៀតទេ ព្រោះថៃសម្រេច មិនធ្វើព្រែកជីកក្រះឡើយ

ហេតុផលមួយទៀតដែលចិនចង់មកដាក់មូលដ្ឋានទ័ពនៅក្រុងព្រះសីហនុ គឺដោយសារចិនសម្លឹងឃើញថា ឆកកំពង់សោមនឹងក្លាយជាទីតាំងយុទ្ធ-សាស្ត្រមួយ ក្រោយប្រទេសថៃបង្កើតព្រែកជីកក្រះ។ ប៉ុន្តែថ្មីៗនេះ រដ្ឋាភិបាល ថៃសម្រេចជំនួសគម្រោងព្រែកជីកដោយផ្លូវលើអាកាស ឬ Land Bridge។ ដូច្នេះលោក ចេង ហៀង បានវិភាគថា គ្មាន់ហេតុផលអ្វីដែលចិនត្រូវមកដាក់ ទ័ពនៅកម្ពុជាទៀតទេ។

## ៤) ការដាក់ទ័ពនៅកម្ពុជា មិនមែនជាជម្រើសវៃឆ្លាត ព្រោះនឹងបង្ក ភាពប្រទាំងប្រទើសជាមួយថៃ និងវៀតណាម

តាមការសង្កេតជាក់ស្តែង ប្រទេសថៃ និងប្រទេសវៀតណាមសុទ្ធសឹង តែមានទំនាក់ទំនងស្ថិតរមូលជាមួយអាមេរិក។ ដូច្នេះ កាលដែលចិនមកដា ក់មូលដ្ឋានទ័ពនៅចំកណ្តាលនៃប្រទេសទាំងពីរ នឹងធ្វើឱ្យប្រទេសថៃ និង វៀតណាម ប្រុងប្រយ័ត្នកាន់តែខ្លាំង ហើយសុំជំនួយពីអាមេរិក ដើម្បីប្រឆាំង នឹងចិនរឹតតែខ្លាំងដូចគ្នា។ ជាលទ្ធផល ចិននឹងមិនចំណេញអ្វីទាំងអស់។

ការវិភាគរបស់លោក គឺស្របនឹងសេចក្តីជូនដំណឹងពីរដ្ឋាភិបាលកម្ពុជា ដែលបានបដិសេធដដែលៗថា កម្ពុជាបានមិនបានចុះកិច្ចព្រមព្រៀងសម្ង៉ាត់ អ្វីជាមួយចិនទេ។

សម្តេចនាយករដ្ឋមន្ត្រី ហ៊ុន សែន ធ្លាប់បានបញ្ជាក់យ៉ាងច្បាស់កាលពី ខែមិថុនា ឆ្នាំ២០២០ ថា កម្ពុជាមិនអនុញ្ញាតឱ្យបរទេសតាំងយោធានៅលើ ទឹកដីរបស់ខ្លួនទេ ហើយកម្ពុជាក៏មិនតាំងយោធារបស់ខ្លួនលើទឹកដីបរទេស

គួរបញ្ជាក់ផងដែរថា ការចោទប្រកាន់ពីកិច្ចព្រៀងសម្ងាត់នេះ គឺផ្នើម ចេញពីកាសែត Wall Street Journal កាលពីឆ្នាំមុន ស្របពេលដែល កម្ពុជាសម្រេចវ៉ាយកម្ខេចចោលអគារមូលដ្ឋានកងទ័ពរាម ជំនួយពីអាមេរិក ដើម្បីអភិវឌ្ឍកំពង់ផែយោធាថ្មី។ (អានបន្ថែម)<sup>១</sup>

ក្រៅពីឆ្នេរវាម តំបន់តារាសាគរនៃខេត្តកោះកុងក៏ជាប្រធានបទក្ដៅគគុក មួយដែរ ដែលកន្លងមកទទួលបានការរិះគន់ជាច្រើនពីអ្នកវិភាគអន្តរជាតិថា សាងសង់ឡើងសម្រាប់បម្រើវិស័យយោធាចិន។ (អានបន្ថែម)២

ប៉ុន្តែ រដ្ឋាភិបាលកម្ពុជាក៏បានច្រានចោលម្តងហើយម្តងទៀត ដោយ អះអាងថាគម្រោងនេះកស់ាងឡើងសម្រាប់វិស្សមកាលទេសចរណ៍ប៉ុណ្ណោះ។ (អានបន្ថែម)<sup>៣</sup>

## Spreading **influence**

China and Cambodia have signed a secret agreement that allows Beijing exclusive use of the Ream naval base on the Gulf of Thailand, according to a report TAIWAN VIETNAM MYANMAR LAOS Paracel Islands THAILAND PHILIPPINES SOUTH CHINA CAMBODIA NDIAN OCEAN SEA Spratly Islands BRUNEI MALAYSIA Proposed Kra Canal China could fund \$28bn project INDONESIA THAILAND 50 km China will get 30 miles rights to part of the every 10 years after that. China could station Ream facility, not far from the Dara Sakor military personnel, store International international airport • Airport being built by a Chinese company, according to warships at the facility Phnom Of the 190 acres, Penh a Woll Street Journal J62 acres will be dedicated to China's use report. Both China and Cambodia have denied the report 4 This will be China's first dedicated China will use the VIETNAM Gulf of

The Ream installation covers about 190 acres, including two facilities built with U.S. funding and used by the Cambodian navy, and a single pier

base for 30 years,



Thailand





naval staging facility in

Southeast Asia



Relevant Singaporean firms held a roundtable meeting to discuss investment opportunities in Cambodia's logistics system and revealed that the recently-inked Phnom Penh Logistics Complex (PPLC) could cost over US\$200 million, according to The Straits Times.

he meeting was chaired by Infrastructure Asia and YHC Group and was attended by over 30 representatives from other key players including Surbana Jurong, DBS Bank, OCBC Bank, Clifford Capital, China Construction Bank, the International Finance Corporation and Silk Road Fund, among others.

The main purpose of the meeting was to discuss detailed plans as well as to seek funding and development partners for the project.

The framework agreement on the project was signed last March between the Ministry of Public Works and Transport (MPWT) and Singapore's YCH and Infrastructure Asia (IA). (Read more)1

According to the preliminary plan, the complex will include the construction of an integrated port and logistics operations centre, training academy and startup hub. This project also is part of the Smart Growth Connect Initiative by the ASEAN Business Advisory Council.

YCH Group Chairman Robert Yab told The Straits Times that Cambodia is a high potential investment destination, especially in the sector of logistic infrastructure.



"Cambodia's logistics infrastructure is not that well developed today, which is why many multinational companies' distribution centres are in other countries such as Thailand or Vietnam," Mr Yab explained.

"Having consulted some of our customers running supply chains in ASEAN, I think they would put their distribution facilities in Cambodia if the country were to have a world-class standard of infrastructure. So this is an opportunity for Cambodia to be in the game," he added.

BY KEAM KONGLEAPHY

According to the master plan, Cambodia is not the only target, but the firm will continue to implement similar projects in other ASEAN countries.



(Read more)



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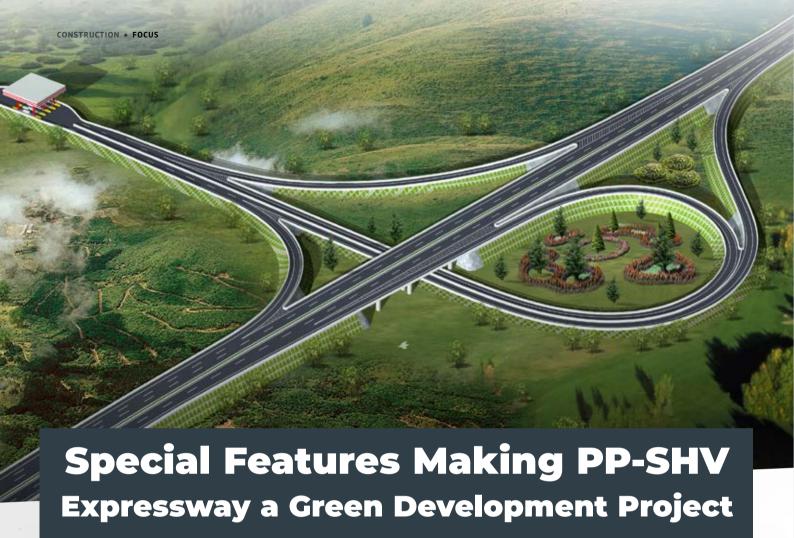


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INTERNATIONAL **EXBITION ON FLOORING AND SURFACE TECHNOLOGIES** 







Inhua Net has recently reported that the under-construction US\$2 billion Phnom Penh-Sihanoukville Expressway could become one of the greenest infrastructure projects in Cambodia due to three special features.

#### 1. Eco-friendly Technology

At the quarry site, the company installed dust collectors to suck out the dust and store it in a sewage sedimentation tank. After the process, the area can also be used for mining.

Deputy Chief Engineer Zeng Feng told Xinhua that the quarry is required to install dust collection equipment, which can produce cleaner aggregates, ensure the quality of mixtures for asphalt pavements, greatly reduce dust emission, and protect the local environment.

#### 2. Wildlife protection

In other projects, wire mesh fences were normally installed quite closed to the construction site, which could potentially cause injury for the animal trying to pass. However, on the PP-SHV expressway project, the team set up more specialised fences, around 21

kilometres further out, to reduce animals' injuries around the project site.

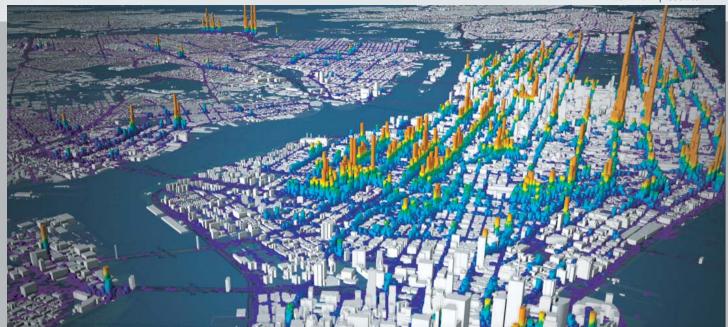
The project's design representative Lin Ronggang added that the company has also built another special route to ensure that both small and large animals can pass by safely. Besides building in the forest areas, the safety fences will also be built in 44 other vulnerable areas such as pagodas and schools, to reduce noise and prevent accidents.

#### 3. Green development

According to the Deputy Head of Ecological Protection Leading Group Li Gangliang, all employees in the project have adopted a set of environmental protection measures, such as the treatment of wastewater, dust control and noise prevention.

Given these three factors, the construction team is hoping the project will become a model for green development projects in Cambodia.

As of March, the Phnom Penh-Sihanoukville Expressway project is over 40% complete.



# **Announces Acquisition** of Mobility Simulation Leader INRO

entley Systems, Incorporated (Nasdaq: BSY), the infrastructure engineering software company, today announced the acquisition of INRO Software, a global leader in multimodal transportation planning, traffic simulation, and mobility visualization software. The acquisition expands Bentley's capabilities in the important growth area of mobility digital twins, just as countries including the U.S. are poised to make a generational investment in infrastructure, and as transportation systems must evolve faster to accommodate both urbanization and carbon reduction goals, and the transition to electric and autonomous vehicles.

INRO, based in Montreal, Quebec, Canada, has for more than 40 years contributed to the advancement of mobility simulation and modeling for metropolitan, regional, and national transport and transit operators and planning agencies. Users of its multimodal simulation offerings include some of the world's busiest transit systems and metros, such as Transport for London, Transport for New South Wales, the Washington State Department of Transportation, the Swedish Transport Administration Trafikverket, and the public transport system of São Paulo SPTrans.

INRO's products include Emme, a multimodal transportation planning system for urban, regional, and national transportation forecasting; Dynameg, a vehiclebased traffic simulation platform for city-wide traffic planning; and CityPhi, a mobility visualization solution providing data visualization and visual analytics of large-scale mobility and geospatial datasets.

Combining the capabilities of INRO's advanced traffic and vehicle simulation with Bentley's passenger and pedestrian simulation and civil design software, including CUBE, Streetlytics, LEGION, and OpenRoads, places Bentley in a very strong position to deliver comprehensive mobility digital twins of multimodal transportation systems at urban, metropolitan, regional, and national scale.





# CAMBODIA CONSTRUCTORS ASSOCIATION SUMMIT & CONSTRUCTION INDUSTRY





# Association

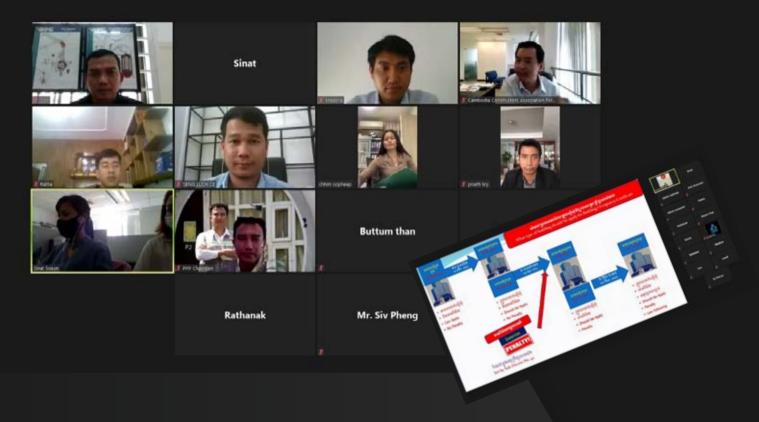
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# CCA HOSTS ONLINE SEMINAR PROMOTING CONSTRUCTION LAW IMPLEMENTATION

ambodia Construction Association (CCA) on 24 March 2021 held an online meeting to share knowledge among members and the public about the new sub-decree regarding the certificate of occupancy for old and new buildings.

The meeting was held through Zoom and attended by more than 50 participants from different sectors.

CCA Secretariat General Manager Chhiv Sivpheng explained that according to the construction law any newly-completed, modified, or repaired buildings are required to apply for the occupancy certificate before usage. This requirement is exempted only for those constructions that do not require a construction permit.

The application can be proceeded at any one-stop-window service or via any competent authorities based on the size of the construction, he added.

Mr Sivpheng believed that the online meeting is a great contribution of the association to society in promoting the construction law implementation.

Sub-decree No.226 regarding the aforementioned procedure was issued along with the other two main sub-decrees on 30 December 2020 to help strengthen the quality of construction in Cambodia and ensure safety for constructors and general users.



# MALAYSIAN FIRMS SEEK BUSINESS PARTNERS WITHIN THE CONSTRUCTION SECTOR IN CAMBODIA

number of Malaysian firms have expressed interest in investing and establishing business partners within the construction sector in Cambodia, especially after the COVID-19 pandemic subsides, demonstrating a positive sign of growth for the sector in the post-pandemic period.

The investment consideration was unveiled during an online meeting on the 26 March 2021 between the Cambodia Constructors Association (CCA) and the Master Builders Association Malaysia (MBAM).

At the meeting, all members exchanged ideas on how to keep the sector afloat despite such difficult circumstances. Members also had the opportunity to present their products and build networks, aiming for further partnership.

CCA representative Charles Vann said that despite the COVID-19 crisis, the CCA remains active and con-

tinues to maintain close ties with partners both domestic and overseas. This online meeting, for instance, was a great opportunity for both countries to learn from each other.

CCA Secretariat General Manager Mr Chhiv Sivpheng added that besides being a stage where all members can discuss and expand their business network, this meeting was also an opportunity for the Cambodia side to showcase its potential to the international stage. Indirectly, this will also help boost broad economic growth and in the construction sector in particular.

CCA is the first and largest construction association in Cambodia, representing almost 200 construction-related companies. Every year, the CCA also organises Cambodia's largest construction exhibition showcasing thousands of products.





# CCA Chairman Donates Almost US\$10 million to Fight Against Pandemic

rom the beginning of the COVID-19 outbreak to April this year, the chairman of the Cambodia Constructors Association (CCA) and the Board of Canadia Group and OCIC Neak Oknha Pung Kheav Se has been donated almost US\$10 million to the government to fight against the pandemic.

In late March, Neak Oknha donated US\$2 million to the Cambodian government to buy Nokor Tep Hospital and turn it into a new COVID-19 treatment facility.

In the same month, he also donated another US\$3 million to the Cambodian government to fight against the recent surge in local COVID-19 transmissions.

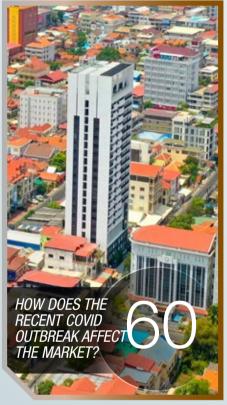
In December last year, he donated US\$3 million to the Cambodian government to purchase COVID-19 vaccines. In addition, during the beginning of the outbreak last year, Neak Oknha also donated US\$500,000 to the government.

In addition to donating, Neak Oknha Pung Kheav Se has recently allowed the government to convert the Diamond Island Convention and Exhibition Centre into a COVID-19 treatment facility, given the recent surge in the community transmissions.

Besides the direct donations, CCA, Canadia Group, and OCIC have been actively and continuously contributing to the kingdom's economy. Despite the pandemic, none of the projects owned by OCIC has been delayed, rather generating more jobs and largely contributing to economic growth.

# Proberty MAY - JUNE 2021 ISSUE 051









# **Thailand to Implement Next Phase of Low-Cost Housing Build**

he Thai government is preparing the launch of the second I phase of the Thai One Million Houses affordable housing program in April this year.

The scheme is designed to inject impetus into the domestic real estate market and assist low-income home buyers. This second phase is valued at approximately US\$1.5 million and provides a fixed interest rate of 2% over 10 years while ensuring a fixed cap on units of THB1.2 million.

The phase two interest rates are lower than the first phase which allowed for 3% for the first 5 years.

The president of state-owned GH Bank told the Bangkok Post that high levels of interest in the scheme had resulted in significant mortgages being awarded with THB35 billion accepted for phase one. However, the bank has already agreed to THB45 billion in total housing loans in the first guarter of 2021 showing that the Thai real estate sector remains buoyant despite the pandemic.



# **Vietnam Real Estate Market Enjoys**

10-year High Announcements by the Vietnamese government about its aggressive infrastructure plans, particularly in regard to construction of hundreds of kilometres of expressways, has led to the highest level of interest in the real estate market for 10 years in the first quarter of 2021.

Following a period of relative downward trends and the impact of the pandemic since 2020, leading real estate agents have reported a 37% rise in interest since the same period last year.

In new markets where infrastructure planning has been announced, land prices jumped by 10-30%. In Central Vietnam, Da Nang land prices rose by 7%t, Tam Ky (Hoi An) increased by 30%, and Hue increased by 19%. Around the center of Hanoi, particularly, Ba Vi land prices increased by 76%, Hoa Binh by 102%, Hung Yen by 26%, and Quoc Oai by 20% in the first quarter 2021.



# Singapore's Successful COVID Management **Attracts High-End International Investors**

s one of ASEAN"s success stories in managing the COVID pandemic, Singapore is now attracting back high level property investors in its luxury sector.

A number of ultra-high ticket sales in recent months indicate the strength of the market according to reports in the South China Morning Post and This Week in Asia, including the purchase of a US\$29.2 million seaside bungalow and a luxury penthouse in South Beach, both by Chinese investors. Further, a Taiwanese industrial magnate family purchased all 20 units in an entire condo building for US\$220 million.

Non-landed properties sold to foreign investors crashed during the pandemic but rose to 112 in January and 100 in March 2021. Chinese investors are believed to represent approximately 20-35% of buyers. These trends all indicate that Singapore remains a hub for investors seeking alternative locations to park money or secure a second home.



# THREE COMMUNES EXTRACTED FROM KAMPOT PROVINCE TO FORM NEW BOKOR CITY

he government has decided to take three communes from Tuek Chhou district in Kampot province to form a new Bokor City' according to a sub-decree issued on 16 March.

The three communes include Boeng Tuk, Koh Toch, and Prek Tnout communes, which will be converted into Sangkats.

Meanwhile, according to the sub-decree, the administration of the city will be formed later based on the Law on Commune/Sangkat Administration.

The plan to establish a new Bokor city was revealed in 2019, with the government planning to transform Bokor into a smart city and a natural, and historical site.

According to the plan, there will also be a mega real estate development in the city which will include residential, commercial, tourism, public services, green space, cultural and religious zones, among others.

Regarding this matter, environmentalists, activists, and NGOs have recently voiced concern that the plan to develop over 28,000 hectares on Bokor Mountain into a mixed-use city, could harm the nature and rare species of animals in the Preah Monivong Bokor National Park.



# Local

# **Briefs**

# Gov't to Allocate 600 Hectares of Botum Sakor National Park Land to Locals Affected by Private Development

he government has decided to provide 598 hectares of land in Botum Sakor National Park to 131 families affected by the Sinomaxin development project, according to the Koh Kong administration's meeting result on 09 March.

Koh Kong Deputy Governor Sok Sothy said that the land was former concessional land provided to the Sinomaxin company. However, the plot has now already been given back.

He added that the whole land plot will be divided into 131 small pieces before being allocated to locals. Those small pieces also include two types which are the 20mx 90m plot type and the 20mx100m type.

Meanwhile, the remaining land shall be considered as public land. During the meeting, Mr Sothy also instructed the Botum Sakor district administration and relevant authorities to list the people who sold their land in the area to verify 131 families.





# Gov't to Seize Back Over 260 Hectares of Illegally Owned Forest Land in Kampong **Speu Province**

The Kampong Speu provincial administration has officially decided to seize back over 260 hectares of illegally owned forest land in Aoral District as a state asset, according to the Kampong Speu Governor Vei Samnang.

Governor Samnang said in April that the total area of land to seize back is 266 hectares and 9 plots. Those plots are located in Choam village, Khphe village, Ta Sal village, O'Ankhar village, Sre Kin village, Lngim village and Trang village of Ta Sal and Trapeang Chour communes.

According to the provincial administration, as of June last year, over 4,000 hectares of illegally owned land in Kampong Speu province has been seized back.

# **GDT Launches Property Tax App &** Instruction Video

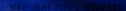
The General Department of Taxation (GDT) has recently launched a property tax application called 'GDT Taxpayer App' to ease tax payment and help maintain social distance during the pandemic.

According to a GDT announcement on 11 March, the app will allow property taxpayers to check information on registered property in the GDT database system and pay tax without having to fill in a tax return form.

With this application, taxpayers will also save time as they do not have to go to tax branches to make payment and verify the tax receipt.

Besides, app users will also regularly receive information such as date of tax declaration, date of tax payment expiration, certain tax declarations in any taxable period, among other tax-related notifications.





# COLLIERS: ASIA PACIFIC HOSPITALITY SECTOR EXPECTED TO HIT 2019 BASELINE BY 2023, CAMBODIA TO LEAD IN CASINO SEGMENT

he Asia-Pacific hospitality sector is projected to recover steadily from the last quarter of 2021 onward, and to hit the 2019 baseline by 2023, according to a recent report by an investment management company Colliers International.

The report, entitled Colliers Hotel Insights Q1 2021, also predicted that Cambodia and Macau will lead the way in the casino segment, with Singapore, the Philippines and Vietnam lagging behind.

"Premium mass will drive the recovery in Macau, whilst the VIP segment will lead Cambodia's. Overall, we expect Gross Gaming Revenue in Macau to be circa 50-60% of 2019 levels in 2021. For Singapore, this will possibly be circa 45% of 2019 levels, with Cambodia circa 60%," said the report.

Colliers also added many casinos across the region are transforming themselves into integrated resorts that offer inclusive services such as hotels, restaurants, theme parks, bars, and clubs,

among others. This shift is a smart move and will be a trend to capture more market share in the future.

The casino sector has been growing steadily in Cambodia during the pre-COVID-19 period. By the end of 2019, Cambodia hosted at least 195 casinos nationwide, according to the number of casino licenses issued by the Ministry of Economy and Finance. However, the sector was hit hard by the pandemic.

One of the largest casinos in Cambodia is Naga World, with two branches operating in Phnom Penh. The third one is under construction and is scheduled to be completed by 2025. Besides, NagaCorp is also expanding its business in Siem Reap and Sihanoukville.

Regarding the new Naga resort project in Siem Reap, the Ministry of Culture and Fine Arts just recently dismissed the project as it could affect the Angkor Archaeological Park. However, the firm is re-studying the plans to make the project possible.

# Local

# **Briefs**

# Gov't Asks Real Estate Developers to Ease Clients' Financial Burden Amid Pandemic

The Cambodian government yesterday called on all real estate developers in Cambodia to adjust their payment terms and help ease the financial burden of their buyers if needed, as the recent surge in community outbreak has affected many people.

The move came after the National Bank of Cambodia (NBC) and the Ministry of Economy and Finance (MEF) organised a meeting to review and discuss the challenges of the real estate sector in the context COVID-19 pandemic.

After the meeting, NBC and MEF decided to encourage all real estate developers to consider the possibility of easing the installment terms according to the actual situation of customers, and especially avoid putting fines or charging additional interest rate for late payment.

According to the two government bodies, all developers should implement the aforementioned financial easing measures for one year until the end of March 2022.



# Gov't Returns Over 470 Hectares of Illegally-owned Land in Mondulkiri to Two Private Firms

The government has seized over 472.8 hectares of illegally-occupied land in Purang village, Orang district, Mondulkiri province, and returned it to the original owners, Ujisan LS Group Co., Ltd. and Hu Ling Co., Ltd.

The decision came after the final site inspection by the Mondulkiri Provincial Administration and relevant officers on 22 March. Deputy Governor Chak Mengheang said that after many inspections, the team has found that some land plots are illegal-occupied while some are lawfully owned by the locals. However, up until this final inspection, the working team has already made the correct division clear.

Besides handing over the land plot back to the private firms, the provincial administration also instructed the two firms to protect their own land by digging canal borders, putting up signs of ownership, and removing old border signs, among others, to avoid the same issue from happening again.



Quartz Veins & Gold Grains in Cambodia

Canada-based Angkor Resources Corp has revealed that its gold exploration program in Cambodia is demonstrating more positive

results with multiple quartz veins and gold grains identified, a step forward to commercial gold mining in Cambodia.

According to the firm's statement on 23 March, the result was shown after the company completed 80 test pits and surface mapping at Wild Boar (WB) on its Andong Meas licence in Ratanakiri province. The company also said that many of the test pits contained angular gold grains and mapped identifying areas with multiple quartz veins.

"Angkor holds several exploration licenses with the potential to host copper porphyry occurrences, epithermal gold deposits, and related skarns and we believe that the Andong Meas license shows potential for all three," stated Dennis Ouellette, VP of Exploration.





# PROPERTY PRICE -**INCOME RATIO IN CAMBODIA FALLS BY 6.58%: US REPORT**

roperty prices compared to incomes in Cambodia have decreased by 6.58%, which is the highest drop compared to other countries in the list amid the pandemic, according to a report from US healthcare firm Aetna.

The report added that, even with this large fall, the property price and income ratio in Cambodia in mid-2020 remained relatively high at 39.8, the second-highest after Hong Kong at 43.5.

Compared to other countries in Southeast Asia, the Philippines has seen the biggest increase from 2019 to 2020, by 6.29% to 29.92, while in Indonesia it has increased by 6.22% to 21.27, even given the pandemic.

According to the report's methodology, the priceto-income ratio is the ratio of apartment prices to

Serbia 19.41 17.9 -1.51 Ukraine 13.42 11.88 -1.54Pakistan 14.14 12.46 -1.68 Nepal 25.9 24.19 -1.71China 30.29 28.4 Kazakhstan 11,69 9.36 -2.33 Algeria 19.88 17.37 -2.51Azerbaijan 19.47 16.45 -3.02 Hong Kong 49.38 43.52 -5.86 Cambodia 45.47 39.89 -5.58 source: aetnainternational

average disposable income. This means the lower the values, the more affordable the housing.

According to CBRE Cambodia, the supply of condominiums reached over 25,000 units in the market by the end of 2020 and is expected to jump to 38,000 units by 2021. Data from Knight Frank Cambodia also shows that by the end of 2019, a total of more than 55,000 housing units are available on the market, and another 22,000 are expected by 2022.

On the other hand, according to The Borgen Project, 10 million Cambodians do not have decent housing. Moreover, around 21.2% of Cambodians live in cities, and one in five of them live in the slums with a lack of access to basic services, according to Habitat for Humanity BY KEAM KONG



# REAL ESTATE MARKET LESSONS FROM A YEAR OF PANDEMIC & FUTURE TREND PROJECTIONS

he COVID-19 pandemic put quite severe pressure on the real estate market in Cambodia in 2020 with a moderate drop in the number of transactions. Due to the recent surge in the community outbreak, the pressure on the market in 2021 remains high or even higher. According to expert observations in recent months, the number of buying and selling transactions has declined significantly.

Given these repeated waves of local transmissions, what lessons has the market learned and how will the real estate market adjust itself during the post-pandemic period?

A Construction & Property Magazine reporter conducted online interviews with three experts, including the President of Cambodian Valuers and Estate Agents Association (CVEA) Chrek Soknum, CEO of Century 21 Cambodia Grace Rachy Fong, and Head of Country of IQI Cambodia and CVEA Vice-President Man Chandy.

According to the analyses of the three experts, lessons and future projects are summarised as followed:

#### 1) Always Beware of Cash Flow

Before the pandemic, project owners could easily build any project with bank loans and instalments from buyers. However, COVID-19 has severely affected



buyers' incomes. The banks have also tightened loans both for buyers and developers. These factors put major pressure on the project owners' financial status. Thus, from now on, each developer will use more personal cash flow to invest in projects. In the long run, this will eventually make property prices more expensive as the investment capital is limited.

Meanwhile, for buyers, the most important lesson learnt from the pandemic is how to observe the developers. In this period, you can easily tell which has the strongest financial status through the continuity of construction and sale activities.

# 2) Check Your Pocket Before Investing, Low Price Does Not Always Mean Opportunity

The pandemic period is definitely a good opportunity to buy low-priced real estate, but buyers have to take into account their cash flow and the potential of the property in consideration before purchasing. With limited cash, it is quite risky to invest as it is hard to sell the property at the moment. Most importantly, one should not invest with a bank loan, as you will never know when you can sell back your property.

## 3) Digital Marketing is the Trend for Future Market

Due to social distancing, the online market is becoming more active, which will gradually change consumer behaviour. Technologies such as 360-degree photos have been used in the real estate market. So, embracing technology usage is a must for both developers and project owners in order to seize opportunities.

#### 4) Do Not Give Up, Look for Long-term Opportunities

Though the market is stagnant at the moment, both investors and project owners should not give up, as the market will grow exponentially after the pandemic. The most important driving force of market growth is the ongoing infrastructure projects. With better infrastructure, real estate prices in those areas will also go up, and more importantly, foreign investors will also be more interested in investing there. Besides, the political stability of neighbouring countries is also another factor encouraging investors to consider Cambodia. Lastly, as vaccinations are continuing, the market is also expected to return to normal soon enough.

### 5) Maintain Good Communication and Update Knowledge

This difficult time is a good time to learn new skills. For example, buyers need to know how to study observe and analyze the real estate potentials. Project owners or sales agents, on the other hand, should continue to have good relationships with customers even if there are no transactions at the moment.

BY KEAM KONGLEAR



# Q1 2021 Market Overview:

# **How the Recent Urgent Surge Community Outbreak Affect the Market?**

The real estate market in Q1 of 2021 remains under pressure from the COVID-19 pandemic. Although most experts have forecasted that the market will experience a fastpaced recovery in 2021, the recent surge in the community outbreak has led the market to a further case of unpredictability, according to the CRBE Cambodia's recent report.

he report entitled Q1 2021 MarketView stated that oversupply is still the top concern for the market at this moment, followed by the reduction of the liquidity and construction delays. However, threats caused by international sanctions and domestic regulatory changes have become less worried among the public in 2021 compared to 2020.

The most significant change in Q1 is the price reduction of landed-property or borey by 15%, after staying robust against the COVID-19 effect for more than a year. Retail and office sectors again are still the two most affected, yet rental price adjustment tends to become stable after one year of downward adjustment. Meanwhile, the condo market

is also still in the contraction stage with many delays of handover date, as foreign investment has yet to improve.

The same report also summarized the detail of each market sector as follows:

#### Condo

Construction delays, as well as the delays in handover date, are the two main concerns in the condominium market at the moment, followed by the oversupply issue. Seven projects out of 19 which were originally expected to complete in 2020, have been delayed to 2021.

During the first quarter of 2021, there were four completions adding 793 units to the pipeline, or equal

to 7% of the forecasted supply 2021. Meanwhile, the quoting sale price q-o-q increase by 4.8% and 3.5% for high-end and affordable, at an average of US\$3,000 and US\$1,500 per square metre respectively.

The rent surprisingly slightly increases for all three sectors, respectively by 1.7%, 1.3%, and 5.4% for high-end, mid-range, and affordable type.

#### Landed Property (Borey)

The most significant observation for this sector is the reduction of average selling price by 15%, indicating the borey sector is no longer immune to the COVID-19 after staying robust for over a year of the pandemic.

The price reduction is not solely caused by the COVID-19 pandemic, but also due to the surge in market competitiveness and the trend of moving project location further out of the city. As more and more developers entering the market, promotion and price reduction tend to occur. Similarly, developers are also getting cheaper land price further out of the city, which also make the selling price reduce.

Between Q4 of 2020 to Q1 of 2021 (6 months), there have been 11 completed projects, adding approx-





imately 4,500 units to the market, or about 15% of the projected 2021 supply. There were also 21 new launches, which will add 15,500 units to the pipeline in the future.

#### Office



In Cambodia context, although the trend of working from has been increasing, the office is important, making the demand trend to be stable. The number of deals was increasing as many firms have renewed their contracts for 2021 renting. The occupancy rate in total was at 74.7%, down by 2.3% q-o-q.

There were two completions in Q1, adding over 18,000 supply to the market or equal to 9% of the 2021 forecast supply; and 65% of which are centrally-owned office. Renting rate saw a slight increase in the average of 3% in all grades both in CBD and NCBD. The stability in rent price adjustment is due to the fact that the rate has already adjusted quite a lot over the past year.

Meanwhile, the quoting sales price for strata-title office was on average of US\$3,129 with a 7.9% growth rate of return (US\$26.8 rental price per square metre).

#### Retail

This sector is still the hardest hit among all, especially given the recent surge in the community outbreak. According to the Phnom Penh Mobility Tracker, as of late March, the sector is almost 50% bellowed the pre-20 February community incident. Meanwhile, the occupancy rate in Q1 was 74.9%, down by 8.6% q-o-q.

In term of supply, there were four completions including Green Avenue in Sen Sok, Tk Central in Touk Kork, View Park Mall in Daun Penh, and Boeung Snor Food Village in Chbar Ampov. These four malls added over 28,000 sqm to supply, 19% of the forecast supply in 2021.



The rental rent for prime high street dropped by 10% while the quote for community mall, on the other hand, increase by 4.2%, while there was no adjustment for prime shopping mall and retail podium.





# **Evolution of Retail Sector as Cambodia** is Increasingly Digitally Connected

BY ERIC WONG CHON LAP

# Cambodia has reached over 20 million mobile phone subscribers in 2020, most of which used smartphones.

s Cambodia's digital infrastructure continues to improve, this will release the untapped potential in the 'mobile internet-user' market. The growing number of mobile phone subscribers using smartphones can eventually be translated directly into the markets of advertising and sales sectors.

There is a growing trend of consumers shopping online using smartphones. The growing penetration rate, along with increased credit and debit card circulation, are the results of a dramatic uptake in online retail sales, albeit the market is still very small.

Retail companies are beginning to take notice, both in terms of advertising and direct sales. Many traditional store-based retailers are shifting towards multi-channel sales strategies in order to tap into this growing e-commerce market. The concept of online sales is still relatively new in Cambodia, and currently represents only a small fraction of overall retail sales. However, this digital advertising is providing new avenues to boost sales. Key Cambodian retailers such as Zando and Ten11, both have launched mobile applications to include their latest products and promotion activities, while other apps such as La Rue or ISSARA, has launched their own marketing-oriented apps to promote their lines of fashion products and to communicate with their consumers.

Several factors will influence the pace of e-commerce expansions in the future. Perhaps the most significant is the fact that internet penetration is continuing to rise. In the past, a significant portion of Cambodian population didn't have the ability to shop online. However, upcoming infrastructure developments are looking to change this reality, as local government continues to install broadband infrastructure in towns and villages across the country.

E-commerce growth will be grow in line with rising internet penetration. So far, the most popular online shopping category in Cambodia is travel, where consumers book their air ticket and hotel accommodations online, followed by food & beverage and fashion items. The local e-commerce delivery infrastructure is still developing to meet demand. International courier businesses including FedEx and UPS, as well as Chinese courier businesses such as CE Express, ZTO etc. have all established domestic delivery networks. The increasing number of delivery providers present in Cambodia will continue to drive down shipping costs, again boosting the attractiveness of e-commerce to consumers.

Looking ahead, the rise of mobile commerce should be aided by plans to introduce ultra-fast internet services, such as 5G internet to the country's communications infrastructure in order to attract more users into this growing e-commerce market.



Local property market insiders say that the recent surge in COVID-19 community transmissions in Cambodia is putting quite severe pressure on the real estate market and will continue to get even worse if the situation prolongs.

ocal property market insiders say that the recent surge ■in COVID-19 community transmission in Cambodia is putting putting quite severe pressure on the real estate market and it will continue to get even worse if the situation prolongs.

Mr Sorn Seap, founder and director of Key Real Estate, said that the market was seeing a positive trend before the 20 February incident. However, the recent local outbreak has once again disrupted the market.

"Now, people are less likely to make buying or selling transactions. Without sales, project owners also will not have enough capital to launch new projects or complete ongoing projects," said Mr Sorn Seap.

"Given so, the market will be stagnant for a while at least until the situation gets better. Even though we have started vaccinating, the number of people receiving the vaccine is still limited, so the situation remains worrisome" he added.

CBRE Cambodia Managing Director Ann Sothida echoed Mr Sorn Seap that the market is under pressure due to the uncertainty caused by the pandemic.

"At this moment, new investors are not willing to invest and prefer to wait until things get better. Therefore, each project owner must maintain their cash flow as strong as possible to survive," said Ms Sothida.

Nevertheless, both experts predict that the market may recover by the second half of 2021 or from the third quarter onwards.

They added that the only hope that will help restore the real estate market and the economy as a whole is vaccination.

However, experts still believe that such a situation is still an opportunity to buy real estate below market value, but buyers must have a high cash flow because the bank are less willing to provide loan given the downturn situation.





# HOME IMPROVEMENT RETAIL BRANDS LOOK TO GAIN FOOTHOLD IN CAMBODIA

By Eric Wong Chon Lap

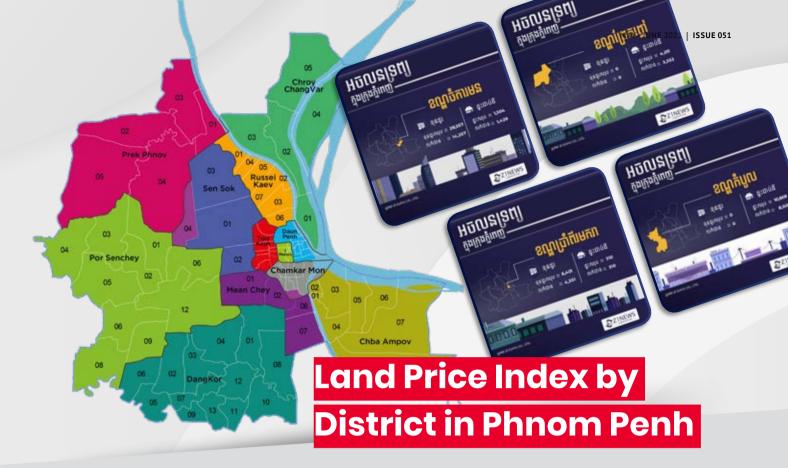
White increasing disposable income, rising consumer spending, the remodelling and renovation of homes, the rapid rate of urbanisation of Phnom Penh, and an increasing middle class population, these major drivers are increasing the number of new and existing home sales and home improvement businesses in Cambodia. In addition, cost control, innovation in products, better logistics and supply chain management will further drive this industry.

Nowadays, product innovation through new market players and effective advertising are the driving forces of the home improvement retail industry. A number of improvement retailers are set to open in order to cater the growing demand for home-related design solutions in Cambodia. Thailand-based SCG-Boonthavorn, has launched a home-living retail outlet 'Design Village' in Phnom Penh's Sen Sok district, which is expected to open in May this year. With its convenient location, ample parking and an outstanding array of international brands, this will make the project stand out as a clear destination for those looking for design inspirations for their home.

The idea of 'Design Village' is the first of its kind in Cambodia and will offer an exclusive collection of furniture, home decoration accessories, kitchen studios as well as food and drinks placed under a single roof, with international brands available there including American Standard, Cotto, Grohe, Kohler and Toto etc. - an excellent choice that can fulfilled the needs for home decorations for Cambodian consumers.

In addition, a number of home improvement retail brands have expanded their reach and launched franchise branches in Cambodia over the years - under the franchising model with local Cambodian partners. This model emphasises the cooperation with local operators who are experts in the Cambodian market. Brands under the operation of this model including Index Living Mall and SB Furniture, located along Mao Tse Tung Boulevard and Monivong Boulevard, respectively. These two boulevards in Phnom Penh are well-known roads lined with furniture and home decoration shops. So far, these brands are popular and well-known among consumers here in Cambodia.

Real estate developments in the medium and premium brackets here in Cambodia have been growing well. As a result, this will stimulate the demand for home decoration and to remodel homes, as well as for improved quality of life, as the overall picture of Cambodia's real estate market show continuous growth, albeit at a slower rate.



esearch by Z1 Data Co., LTD (Cambodia) has shown that the outlying districts of Phnom Penh are attracting more and more investment projects in sectors including residential, commercial, and industrial. This momentum is also seeing positive trends in the land price index in those areas as a result.

The report has summarized land prices in four potential districts:

#### 1) 7 Makara

This district has a limited number of landed property and condominium projects as the land is already packed with commercial development. This district has the highest land price in Phnom Penh with a maximum of US\$9,000/sgm.

The most expensive land plots are those located along Sihanouk Blvd (274) and Oknha Tep Phorn (182), which can be around US\$6,500 to US\$9,000/sqm.

Meanwhile, the least expensive plot are those located on the Republic of Poland Blvd (163) and Street 164, which costs between US\$3,500 and US\$5,000/sgm.

#### 2) Prek Pnov

Land prices in this district are still comparatively low due to the fact that it is a non-CBD area, but the district is growing steadily. This region has very great potential as it has more space to attract more development.

The locations with the highest land price within this district are those along the main road (US\$360 to US\$1,400/sgm). Meanwhile, the price of plots along the smaller roads could cost between US\$70 and US\$230/ sqm.

Land plots in Sangkat Ponsaing have the lowest land price between US\$75 and US\$150/sgm (for those located along the main roads) and between US\$40 and US\$90/sgm (for those located along sub-roads).

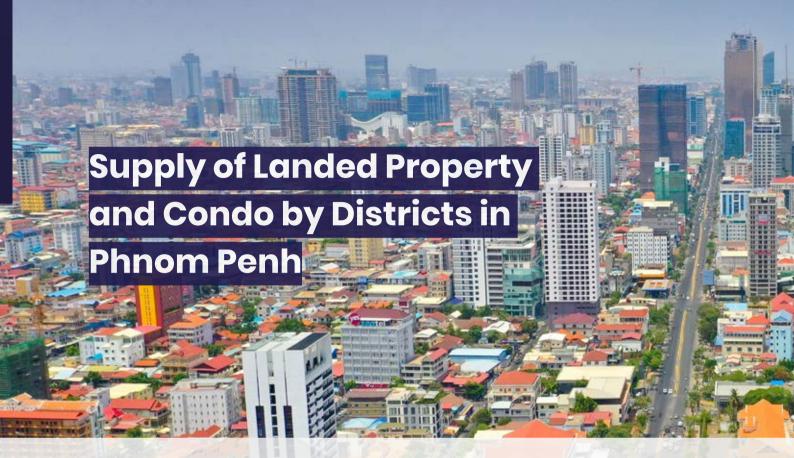
#### 3) Kambol

This district is a fast-growing district and has been attracting a lot of affordable housing development, given the relatively low land price. Sangkat Kantouk has the highest land price, from US\$350 and US\$2,000/sqm (for land adjacent to main roads) and from US\$150 to US\$500/sqm (for those plots located on the small roads).

Sangkat Boeung Snor and O'Lok have the lowest land prices, between US\$80 and US\$120/sqm for the main road location and between US\$20 and US\$80/sgm for the small road location, respectively.

### 4) Chamkarmon

Chamkarmon is one of the districts with the highest land prices ranging between US\$2,500 and US\$ 8,000 /sqm.



By the end of 2020, the number of landed properties in Phnom Penh had increased to over 186,000 units while the number of condominiums had skyrocketed to over 109,000 units, according to research data from 21 Data Co., LTD (Cambodia).

he same data also shows that comparing 2018 to the end of 2020, the number of landed properties, known as boreys in Cambodia, rose by 21%, while the number of units jumped more than 78%.

Of the total supply, more than 84% of the landed houses were sold while only 50% of condo supply was sold, leading to an imbalance of demand and supply.

The same research also summarised the supply situation in each district as of the end of 2020:

**Toul Kork:** 39 condominium projects in total or equivalent to 9,141 units. There are only about 2,000 landed property units in this district.

**Russey Keo:** Total of 17,279 landed property units, of which over 94% have been sold. There are a total of 25 condo projects or equal to 4,219 units, and only 41% were sold.

**Sen Sok:** This district has the highest number of condo projects, up to 100 projects or equivalent to 15% of the total condo supply in Phnom Penh, while the selling rate is about 43%. Meanwhile, there are about 25,867 landed property units, of which more than 90% have been sold.















Chroy Changvar: There are 10,403 landed property units or equal to 6% of the total supply of Phnom Penh. Meanwhile, the district has a total of 50 buildings or 11,564 units.

Dangkor: There are 35,387 landed property units, 77% of which were sold. There are only 196 condo units, and none have been sold.

Kambol: There are 10.809 landed property units and over 78% of which are sold out. This district has no condominium projects.

Por Sen Chey: There are 48,516 landed property units or 26% of the total supply in Phnom Penh, with more than 79% sold out. As for condos, there are about 2,400 units, 50% of which were sold.

**Chbar Ampov:** There are a total of 16,789 landed property units and 2,532 condominium units.

Chamkarmon: There are 81 condominium projects (28,000 units) or equal to over 26% of the total supply in Phnom Penh. This district has only 1,504 landed property units.

7 Makara: This district has only 310 landed property units, with over 31 condo projects or equivalent to 6,401 units.

Boeung Keng Kang: Condo units in this district account for 6% of the total in Phnom Penh, while the number of landed property units is only 998.

Daun Penh: There are 56 condominiums or equivalent to 4,411 units and 788 units of landed property.

Prek Pnov: There are a total of 4,011 houses, or equal to 2% of the total supply, but over 84% of which are sold.

















Real estate experts have urged low and middle-income earners to get more involved in the real estate market, claiming investing in real estate is not complicated as it sounds.

Vice President of Cambodia Valuers and Estate Agents Association (CVEA) Man Chandy said investing in real estate does not always require huge capital. Even with an average income of US\$500 per month, one can also invest in real estate.

Mr Chandy suggested that for those who do not own a house yet, the first investment to consider is buying a house.

"Installments and a bank loan are the best way to buy a house given the average salary of US\$500. However, if you are not qualified to request a loan given your high expenses, buying a small land plot can be the second choice," said Mr Chandy.

He added that buying a small land plot with an average price of US\$5,000 with instalments is the deal method.

"This method is similar to indirect saving. In 3 to 5 years, the price goes up, you can sell the land and buy a house, or invest in something else. However, if the price does not go up, you can also build a house on the land," said Mr Chandy.

However, he suggested that before buying any land plots, one must know how to analyse, survey and forecast the potential in that area, and if you do not have the experience, look for friends or agents with experience for help.

The president of Cambodia Valuers and Estate Agents Association (CVEA) Chrek Soknim, also shared another method which is investing as a group.

He added that group investing is the ideal way for low-income earners, but one has to be very careful and study thoroughly whether or not your shareholders are trustworthy.

Besides, Mr Soknim also added that using a bank loan to invest is another method.

"Commonly, an individual with a US\$300 to US\$500 monthly income can get a loan of up to US\$20,000. You can start from a small amount and gradually go bigger. This method can give you financial credit for a large sum of loan in the future," said Mr Soknim.

Besides the aforementioned suggested approaches, both experts also said before investing, low and middle-income earners must study their personal cash flow carefully, as the crucial part for each individual is different personal expenses.





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## **Featured Properties**









Shipyard Monarch San Francisco, CA

Base Price	\$925,000	
Туре	Condo	
Layout	2 br / 2 ba	
Annual Rent Income*	\$50,400	
Estimated ROI*	5.5%	

Avery Pointe Dallas TX

Base Price	\$244,500
Туре	Single Family
Layout	4 br / 2 ba
Annual Rent Income*	\$22,764
Estimated ROI*	9.3%

Central Park West Irvine, CA

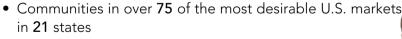
Base Price	\$789,900	
Туре	Townhouse	
Layout	3 br / 2.5 ba	
Annual Rent Income*	\$46,800	
Estimated ROI*	5.9%	

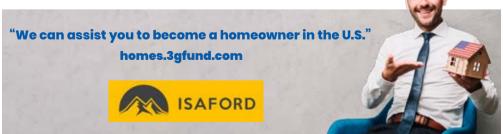
Touchstone Tampa, FI

Base Price	\$250.000
Type	Single Family
Layout	4 br / 2 ba
Annual Rent Income*	\$22,500
Estimated ROI*	9.0%

#### Lennar Excellence

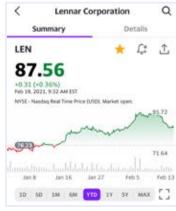
- Founded in 1954 and listed on the New York Stock Exchange since 1972
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# PROPERTYGURU CAMBODIA PROPERTY AWARDS PROGRAMME **LAUNCHES 2021 TIMELINE**

⊳ambodia's most prestigious real estate awards programme has officially entered its sixth year with the announcement of the timeline for the 2021 PropertyGuru Cambodia Property Awards.

The window for entries commenced on 01 January and the deadline for applications is set for 09 July. The programme will culminate with the announcement of Cambodia's best and winning developers and projects on 03 September 2021, in an exclusive black-tie gala dinner and awards presentation at the Sofitel Phnom Penh Phokeethra.

Open categories include accolades for Best Developer, Best Development, and Best Design, along with a few Special Recognition honours. New accolades in 2021 include Best Completed Condo Development, Best Completed Housing Development, and Best Completed Commercial Development.

Chairperson of the independent judging Mr Sorn Seap said that the assessment committee will look at a number of criteria including location, pricing, project completion, sales conditions, design, architecture, the use of technology and construction quality.

Last year's edition of the PropertyGuru Cambodia Property Awards was one of its most unique yet, staged according to prevailing health and safety protocols in Phnom Penh. More than 30 golden trophies and nearly 25 Highly Commended distinctions were presented to almost a dozen companies, representing the finest development firms and projects in the nation.

Organised by Asia's leading property technology company, PropertyGuru Group, the 6th PropertyGuru Cambodia Property Awards 2021 is supported by the industry's leading brands, including silver sponsor Jotun; official cable TV partner History Channel; official magazine PropertyGuru Property Report; official PR partner Two Way PR; media partner Construction & Property Magazine; official charity partner Right To Play; official ESG partner Baan Dek Foundation; and official supervisor HLB.

#### Key dates for the 2021 edition:

- 01 January 2021 Entries Open
- 09 July 2021 Entries Close
- 19 July 06 August 2021 Site Inspections
- 11 August 2021 Final Judging
- 03 September 2021 Gala Dinner and Awards Ceremony in Phnom Penh
- 09 December 2021 Regional Grand Final Gala Event in Bangkok, Thailand

Nominations from the public and official entries from eligible companies and projects are currently being accepted here:



## SPEAKER LINEUP



Managing Director, PropertyGuru Asia Property Awards & Events

Organiser



SEAP

Founder and Director, Key Real Estate Co. Ltd

Chairperson of Judges Panel



THIDA ANN

Managing Director, CBRE Cambodia

Judge



PAUL ASHBURN

ASPAC Leader, HLB Real Estate Group

> Official Supervisor



JACLYN CHUA

800 Representative. Meridian International Holding

Developer



CATHERINE CHAN

Founder 8: Director of Urban

Developer

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Il development business for condominiums, land lots, office buildings, malls and residences for the purpose of selling or long-term leasing must be licensed by the Ministry or permitted by the Provincial-Municipal Department.

All real estate development businesses are divided into three categories: 1) residential development building apartments and villas for sale, 2) co-ownership building business referred to as the business of building or construction of condominiums, office buildings and malls, which are owned or occupied by many owners and 3) lot development businesses for sale.

According to a Prakas regarding the Management of Real Estate Development Business by the Ministry, licenses and permits of residential and co-ownership development business are divided into two types:

**Type 1:** A license or permit granted to any person or company who has just completed construction and is ready to announce it for sale.

**Type 2:** A license or permit granted to any person or company who announces a project for sale while working on the construction at the same time.

For type 1, it is not strictly regulated as the sales can only be done after the construction is completed, which causes less risk for buyers. With this type of license, the developer can build the project with their own funds or outside financing.

Meanwhile, the type 2 license is strictly regulated. The law requires developers to open and register a bank account. Besides, developers must also show evidence of the source of capital that is at least 20% of the total construction costs. In addition, to get the license, the project owner must also deposit 2% of the total construction cost.

Therefore, as buyers especially when you want to buy a property from projects that have yet to finish construction, you may want to ask to see their permit and whether or not it is type 2, to avoid future dispute.

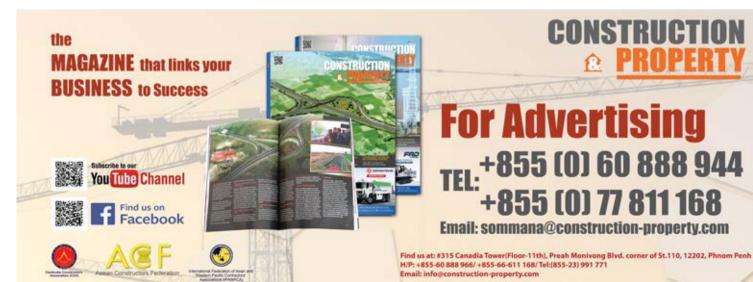


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# **EVENT CALENDAR | CAMBODIA 2021**

#### **MAR 2021**

#### Int'al Conference on Advances in Business Management and Information Technology

04 - 059:00AM - 5:00PM This is the most definitive event for Laboratory Industry in Cambodia: Gathering the region's hospital, Diagnostic, Laboratory, Analytical, Biotechnology and Scientific Instruments & Technology sectors in one convenient location and providing the perfect platform to discover the latest industry innovations, to network and do business.

Location: High Sky Hotel

Organiser: International Institute of Engineers and Researchers (IIER)

#### Camhodia Architect & Deco

**05 - 07** 9:00AM - 6:00PM The Cambodia Architect & Decor Expo is the industry platform for education, knowledge exchange and sharing as well as the best source for building materials, interior design, furniture and decor.

**Location**: Diamond Island Exhibition Center Organiser: ICVEX Thailand

#### 6th Camhodia

TBC 5:00PM - 11:00PM The kingdom's finest developers will be honoured at the exclusive gala dinner of the PropertyGuru Cambodia Property Awards to celebrate the best projects, design and innovation within the industry in the past year. The event is part of the regional PropertyGuru Asia Property Awards programme established in 2005.



Location: Phnom Penh (TBA) **Organiser**: Blackarrow Conferences

#### **SEP 2021**

#### CamBuild 2021

**17 - 19** 9:00AM - 6:00PM

CamBuild meets the Kingdom's growing demand for innovative technology, equipment and supplies, in line with the building and construction sector's rapid expansion. Featuring over 300 companies and brands with Pavilions from China, India, Singapore, Italy, Malaysia, Taiwan, Thailand and Korea, this event is truly an international stage for exhibitors to expand their business in Cambodia

Location: Diamond Island Exhibition Center **Organiser**: AMB Tarsus Events Group

#### DEC 2021

#### Cambodia Construction Summit & Expo 2021

02 - 048:00AM - 6:00PM The 9th Cambodia Constructors Association Summit & Construction Industry Expo is scheduled for 03 Dec - 05 Dec, 2020 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.

**Location**: Diamond Island Exhibition Center Organiser: Cambodia Contractors Association

#### **DEC 2021**

#### Cambodia LAB Expo 2021

9:00AM - 5:00PM

This is the most definitive event for Laboratory Industry in Cambodia: Gathering the region's hospital, Diagnostic, Laboratory, Analytical, Biotechnology and Scientific Instruments & Technology sectors in one convenient location and providing the perfect platform to discover the latest industry innovations, to network and do business.

Location: TBC Organiser: Minh Vi Exhibition & Advertisement Services



# EVENT CALENDAR IN ASIA 2021

www.construction-property.com/events

Apr-02 May 2021 **22 - 27 JUNE 202**1

#### **ARCHITECT'21**

Location: Impact Exhibition & Convention Center, Bangkok Organiser: NCC Exhibition Tel +66 (0) 2 203 4299 architect@nccexhibition.com www.architectexpo.com



# 30 Apr - 03 May 2021

## TAIWAN INTERNATIONAL ARCHITECTURE & DESIGN EXHIBITION

Location: Taipei World Trade Center, Taipei, Taiwan Organiser: Shanghai International Exhibition

174@top-link.com.tw

www.house-fair.top-link.com.tw

#### 06 - 09 May 2021

### CHINA INTERNATIONAL GLASS INDUSTRY TECHNOLOGY EXHIBITION

Location: Shanghai New International Expo Centre(SNIEC), Shanghai, China Organiser: Chinese Ceramic Society ccscg@chinaglass-expo.com www.chinaglass-expo.com

#### 06 - 09 May 2021

#### **MBC CONSTRUCTION FAIR**

Location: KINTEX Exhibition Center 1, Goyang-si, South Korea Organiser: Dong-exhibition dongaf@naver.com www.dong-afairs.co.kr

#### 06 - 09 May 2021

# CHINA INTERNATIONAL GLASS INDUSTRY TECHNOLOGY EXHIBITION

Location: Shanghai New International Expo Centre(SNIEC), Shanghai, China Organiser: Chinese Ceramic Society ccscg@chinaglass-expo.com www.chinaglass-expo.com

#### **10 - 12 May 2021**

#### CHINA INT'L PREFAB HOUSE, MODULAR Building. Mobile House & Space Fair

Location: China Import and Export Fair(Canton Fair Complex), Guangzhou Organiser: Guangdong Grandeur Internationa Exhibition Group winnie0516@hotmail.com www.mmhf.com

#### 10 - 12 May 2021

#### GUANGZHOU INTERNATIONAL WOODEN House & Wooden Structure Fair

Location: China Import and Export Fair (Canton Fair Complex), Guangzhou China Organiser: Guangdong Grandeur Internationa Exhibition Group grand.xi@grahw.com

#### 10 - 12 May 2021

#### **ASIA POOL & SPA EXPO**

Location: China Import and Export Fair Pazhou Complex, Guangzhou, China Organiser: Guangdong Grandeur International Exhibition Group jenny0124@aliyun.com www.poolspabathchina.com

#### 12 - 13 May 2021

#### **CONCRETE EXPO VIETNAM**

Location: Ho Chi Minh, Vietnam Organiser: Fireworks Vietnam Co. Ltd info@asiafireworks.com www.concretevietnam.com

#### 12 - 14 May 2021

# INTERNATIONAL MINING & OIL EXPO

Location: Buyant Uhaa sports complex, Ulaanbaatar, Mongolia Organiser:Minex Mongolia mongolia@chinaallworld.com www.mongolia-mining.com

#### 12 - 14 May 2021

# CONSTRUCTION & SURVEY PRODUCTIVITY IMPROVEMENT EXPO

Location: Makuhari Messe, Chiba, Japan Organiser:Construction & Survey Productivity Improvement Expo Exective Committee office@cspi-expo.com www.cspi-expo.com

#### **14 - 16 May 2021**

# INTERNATIONAL PROPERTY & INVESTMENT IMMIGRATION EXPO

Location: Nanjing International Expo Center Nanjing, China Organiser:Shanghai Qisheng Exhibition dshzyw@qq.com www.chinaopiexpo.com

#### 16 - 17 May 2021

#### **KYUSHU HOME SHOW**

Location: Marine Messe Fukuoka, Fukuoka, Japan Organiser: Japan Management Association khs@jma.or.jp www.jma.or.jp

#### 18 - 21 May 2021

#### CHINA XIAMEN INTERNATIONAL STONE FAIR

Location: Xiamen international Conference & Exhibition Center, Xiamen, China Organiser: Xiamen Jinhongxin Exhibition info@stonefair.org.cn www.stonefair.org.cn

#### 19 - 22 May 2021

# CHINA INTERNATIONAL CONSTRUCTION EQUIPMENT EXHIBITION

Location: Changsha International Convention & Exhibition Centre, Changsha, China Organiser: Changsha International Construction Equipment Exhibition Organizing Committee 635014976@qq.com www.chinacicee.com

#### 19 - 23 May 2021

#### VIETBUILD DANANG International Exhibition

Location:Center Expo, Khuê My, Vietnam Organiser: Vietbuild Group pkdvietbuild@gmail.com www.vietbuildafc.com.vn





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#### 22 - 27 JUNE 2021

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www.architectexpoasia.com

#### 21 - 23 May 2021

#### **OVERSEAS PROPERTY & IMMIGRATION & INVESTMENT FAIR**

Location: Shanghai International Conference Center Natatorium, Shanghai Organiser: Shanghai OPI Show Management 2935719578@gg.com www.opifair.com

#### 21 - 23 May 2021

#### **BUILD PAKISTAN**

www.buildpakistan.com.pk

Location: Lahore Expo Center, Lahore, Organiser: FAKT Exhibitions Private Limited marketing@fakt.com.pk

#### 21 - 23 May 2021

#### NEPAL BUILDCON INTERNATIONAL EXPO

Location: Bhrikutimandap Exhibition Hall. Kathmandu, Nepal Organiser: Futurex Trade Fair & Events Pvt ADMIN@futurextrade.com www.nepalbuildcon.com.np

#### 25 - 27 May 2021

#### **SPE/IADC MIDDLE EAST DRILLING** TECHNOLOGY CONFERENCE AND EXHIBITION

Location: Abu Dhabi, UAE Organiser: Society of Petroleum Engineers mdebnath@spe.org www.spe.org

#### 03 - 05 Jun 2021

#### **PHILCONSTRUCT**

Location: Waterfront Cebu City Hotel & Casino, Cebu, Philippines Organiser: Global-Link MP Events International Inc. info@globallinkmp.com WWW.philconstructvx.philconstructevents.com

#### **15 - 17 Jun 2021**

#### **ASEAN LIGHT**

Location: Malaysia International Trade and Exhibition Centre, Kuala Lumpur, Malaysia Organiser: Informa Markets - Malaysia meichin.loh@informa.com www aseanmne com

#### 23 - 26 Jun 2021

#### **NEPCON THAILAND**

Location: BiTEC Bangkok, Thailand Organiser: Reed Tradex nepconth@reedtradex.co.th www.nepconthailand.com

#### 30 Jun - 02 Jul 2021

#### **ARCHXPO**

Location: Marina Bay Sands, Singapore Organiser: Conference and Exhibition Management Services Pte Ltd aes\_publicity@cems.com.sg www.archxpo.com.sq

#### **07 - 09 Sen 2021**

#### LED EXPO 200 + LIGHT ASEAN

Location: Impact Exhibition Center, Bangkok, Thailand Organiser: MEX Exhibition Pvt. Ltd Tel: +9-11-46464848 info@ledexpothailand.com www.ledexpothailand.com

#### 08 - 10 Sep 2021

#### **SMART CITIES & BUILDINGS (SCB) ASIA**

Location: Sands Expo and Convention Centre, Singapore Organiser: Reed Exhibitions info@scb-asia.com www.scb-asia.com

#### **TBC 2021**

#### YEAR IN INFRASTRUCTURE GOING DIGITAL

Location: Vancouver. British Columbia Organiser: Bentley Institute Christine.Byrne@bentley.com www.yii.bentley.com



#### 20-22 Oct 2021

#### **MBAM ONEBUILD**

Location: Kaula Lumpur Convention Center, Malayisa Organiser: MBAM OneBuild Sdn Bhd Tel: +603-7981 0288 回機回 info@mbamonebuild.com www.mbamonebuild.com





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Fax: +603-7982 6811 / +603-7987 2668 www.mbamonebuild.com







**\$2,500/sq.m** 

ID: KEY-13-011702

Building area: 164.91sq.m, Floors: 23, Sangkat Tonle Bassac, Khan Chamkarmorn, Phnom Penh City.



ID: KEY-14-010545

Land area: 8 m x 15 m, Building area: 6 m x 12 m, Hard Title, Rooms: 4, 2Floors, Sangkat Boeung Tumpon Ti 1, Khan Meanchey, Phnom Penh City.



\$170.000

ID: KEY-142-010030

Land area: 4 m x 20 m, Building area: 4 m x 14 m, Hard Title, Rooms: 3, Sangkat Teuk Laak 3, Khan Toul Kork, Phnom Penh City.



#### \$130.000

ID: KEY-144-008812

Land area: 5.1m x 10m, Building area: 5.1m x 7.5m, Hard Title, Rooms: 3, 3Floors, Sangkat Chrang Chamres 1, Khan Russey Keo, Phnom Penh City.



#### \$140,000

ID: KEY-14-011764

Land area: 4.2m x 15m, Building area: 4.2m x 12m, Hard Title, Rooms: 7, 3Floors, Sangkat Toul Sangke Ti 2, Khan Russey Keo, Phnom Penh City.



ID: KEY-142-010513

Land area: 4.1m x 14m, Building area: 4.1m x 14m, Hard Title, Rooms: 2, Floors: 2, Sangkat Teuk Laak 3, Khan Toul Kork, Phnom Penh City.



#### \$188,000

ID: KEY-142-008923

Land area: 4.2m x 21m, Building area: 4.2m x 16m, Hard Title, Rooms: 6, 3 Floors, Sangkat Phnom Penh Thmey, Khan Sen Sok, Phnom Penh City.



#### \$110,000

ID: KEY-14-009865

Land area: 11.5m x 10m, Building area: 8m x 9m, Hard Title, Rooms: 3, Sangkat Kakab, Khan Por Senchey, Phnom Penh City.



#### \$120,000

ID: KEY-137-010595

Land area: 10m x 15m, Hard Title, Sangkat Phnom Penh Thmey, Khan Sen Sok, Phnom Penh City.



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- info@keyrealestate.com.kh
- 016 999 519
- www.keyrealestate.com.kh
- - No. 92AB, Street 289, Sangkat Boeung Kak II, Khan Toul Kork, Phnom Penh.



**\$2,500/sq.m** 

ID: KEY-13-011702

Building area: 164.91sq.m, Floors: 23, Sangkat Tonle Bassac, Khan Chamkarmorn, Phnom Penh City.



#### \$180,000

ID: KEY-14-010545

Land area: 8 m x 15 m, Building area: 6 m x 12 m, Hard Title, Rooms: 4, 2Floors, Sangkat Boeung Tumpon Ti 1, Khan Meanchey, Phnom Penh City.



\$170,000

ID: KEY-142-010030

Land area: 4 m x 20 m, Building area: 4 m x 14 m, Hard Title, Rooms: 3, Sangkat Teuk Laak 3, Khan Toul Kork, Phnom Penh City.



\$130,000

ID: KEY-144-008812

Land area: 5.1m x 10m, Building area: 5.1m x 7.5m, Hard Title, Rooms: 3, 3Floors, Sangkat Chrang Chamres 1, Khan Russey Keo, Phnom Penh City.



\$140,000

ID: KEY-14-011764

Land area: 4.2m x 15m, Building area: 4.2m x 12m, Hard Title, Rooms: 7, 3Floors, Sangkat Toul Sangke Ti 2, Khan Russey Keo, Phnom Penh City.



\$190.000

ID: KEY-142-010513

Land area: 4.1m x 14m, Building area: 4.1m x 14m, Hard Title, Rooms: 2, Floors: 2, Sangkat Teuk Laak 3, Khan Toul Kork, Phnom Penh City.



#### \$188,000

ID: KEY-142-008923

Land area: 4.2m x 21m, Building area: 4.2m x 16m, Hard Title, Rooms: 6, 3 Floors, Sangkat Phnom Penh Thmey, Khan Sen Sok, Phnom Penh City.



#### \$110,000

ID: KEY-14-009865

Land area: 11.5m x 10m, Building area: 8m x 9m, Hard Title,

Khan Por Senchey, Phnom Penh City.



#### \$120,000

ID: KEY-137-010595

Land area: 10m x 15m, Hard Title, Sangkat Phnom Penh Thmey, Khan Sen Sok, Phnom Penh City.



023 880 995

Rooms: 3, Sangkat Kakab,

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- ទំហំផ្ទះ (House Size): 18m x 4m
- បន្ទប់គេង ៤ បន្ទប់ទឹក ៣
- ទីតាំងក្នុងប្លុករតនាផ្លាហ្សា២ (Located in Rattana Plaza II)
- ទីតាំងល្អសម្រាប់ស្នាក់នៅ និងស្នាក់ការក្រុមហ៊ុន ជិតផ្សារ សាលា (ផ្ទះកំពុងជូល \$600/ខែ)

077 566 888 / 066 611 168



- Land size: 65m\*125m
- · Location: 1Km from AEON2 behind Australia International School of Phnom Penh
- · Best Area for Condo or Multi-purpose office building development

Contact 077 566 888 066 611 168









ជាប់ផ្លូវជាតិ ចុះពីស្ពាន់អ្នកលឿង ត្រើយខាងកើត ជាប់ស្ពានីយចំណាត់ អាស៊ាន ទីតាំងល្អសម្រាប់ ការ៉ាស់សាំង និងកន្លែងកំសាន្ត Along national road east coast of Neak Loeung Brigde, next to ASEAN bus station best GAS station and resort សមទំនាក់ទំនង

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#### **FOR SALE**

Price: \$55/m<sup>2</sup>

Land Size: 10ha (250x400m)

- · Location: Next to China Special Economic Zone.
- · Best for factory zone and hownhouse construction.

Tel: 066 611 168 / 077 566 888

Price: \$28/m<sup>2</sup> Land Size: 168 h.a

**FOR SALE** 

- · Location: Near Kang Keng Airport, Sihonoukville Province just about 5mn drive.
- · Best for resort development, factory, and hownhouse city construction.

Tel: 066 611 168 / 077 566 888

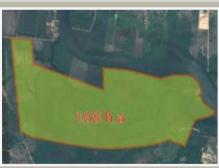
#### **FOR SALE**

Price: \$1000/m<sup>2</sup> Land Size: 2.153ha

- · Location: Otres hill with the seaview
- · Best for resort hotel and casino.

Tel: 066 611 168 / 077 566 888





ដីលក់ ទំហំ ២៧៨ ហ.ត នៅថ្នាតពង ខេត្តកំពង់ស្ពឺ ជាកសិដ្ឋាន និងដំណាំស្វាយ <sup>'</sup>46356ដើម

Land for Sale 278 h.a. Located in Thmart Pong, Kampong Speu Province Contact: 077 566 888

\$9900/ha

**Best Location** (Grade A) in Koh Pich for Sale 2210m2 Best for Condo and Office Space Call: 077 566 888

\$9500/m<sup>2</sup>

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[w]:www.chuanhuat.com.my  CKCD TIMBERS WOODS  CKCD TIMBERS WOODS  (a): No. 51, Street Hanoi (1019), 12101,	[w]:www.jit.com.kh	m:(855-23) 504 1 888/ 11 880 686 m:(855-89) 335 453/ 15 6666 82 e:	Phnom Penh. [e]:t_nakamura@sthd.co.jp [W]:www.cca.org,kh  KNN (CAMBODIA) CO.,LTD
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[a]: #245, St. Tep Phorn, 12156, Phnom Penh [t]: (855-23) 997 725 [f]: (855-23) 993 942 [e]: info@dhinimex.com	[a]:F14 KHM Industrial Park, 12405 Phnom Penh [t]:(855-99) 89 7777 [e]:kangsen@fuxinsteelbuildings.com.kh [w]:www.fuxinsteelbuildings.com.kh	HOT DIP GALVANI FACTORY CO.,LTD  [a]:	KISCO ( CAMBODIA ) CO.,LTD [a]: #240, ANINA Building, St.271, 12351, Phnom Penh.
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[t]:(855-23) 67 900 79 [f]:(855-23) 98 78 00		[t]:(855-77) 686 077 [f]:(855-88) 8933 934	[e]:info@star5developers.com [w]:www.star5developers.com
[e]:lilicogroup@yahoo.com [w]:www.lilicogroup.com	[e]: leangheng.yong@kh.panasonic.com [w]:www.panasonic.com/kh/	[e]:info@realestate.com.kh	
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[e]:office.cambodia@legrandelectric.com	[f]: (855-66) 669 397 [e]: info@pmgkh.com	[m]:( <mark>855-16) 725 550</mark> [e]:info@rtdcambodia.com	SYN TAI HUNG (CAMBODIA)
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[m]:(855-92) 195 754	[a]:#18A, St.598, 12107, Phnom Penh. [t]:(855-23) 666 78 97	[t]:(855-23) 215 342 [f]:(855-23) 212 267	[t]:( 855-23 ) 989 877 [f]:( 855-23 ) 989 866
[e]:sale@decastle.net [w]:www.decastle.net	[e]:thi@uni-steelbuildings.com	e]:admin@seng-enterprise.com.kh [w]:www.seng-enterprise.com	[e]:jane@tnrclogistics.biz [w]:www.tnrclogistics.biz
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	Veng         Sreng,         12405,         Phnom         Penh           [t]:(855-23)         686         0         511           [f]:(855-23)         430         686	[f]: (855-66) 669 397 [e]: info@pmgkh.com [w]: www.mekongonline.asia	[t]:
[w]:www.komnit.com  LILICO STEEL CO.,LTD  [a]#444, Blyd:271, 12306, Phnom Penh	Veng Sreng, 12405, Phnom Penh [t]:(855-23) 686 0 511 [f]:(855-23) 430 686 [e]:charlesvann@canadiabank.com.kh	[f]:	[t]:(855-23) 227 989 [f]:(855-23) 227 979
[w]:www.komnit.com  LILICO STEEL CO.,LTD  [a]#444, Blvd:271, 12306, Phnom Penh  [t]:(855-23) 67 900 79	Veng         Sreng,         12405,         Phnom         Penh           [t]:(855-23)         686         0         511           [f]:(855-23)         430         686	[f]: (855-66) 669 397 [e]: info@pmgkh.com [W]: www.mekongonline.asia  PCGEC ENGINEERING AND CONSTRUCTION CO.,LTD	[t]:
[w]:www.komnit.com  [a]#444, Blvd:271, 12306, Phnom Penh [t]:(855-23) 67 900 79 [f]:(855-23) 98 78 00	Veng         Sreng,         12405,         Phnom         Penh           [t]:	[f]:	[t]:
[w]:www.komnit.com  LILICO STEEL CO.,LTD  [a]#444, Blvd:271, 12306, Phnom Penh  [t]:(855-23) 67 900 79  [f]:(855-23) 98 78 00  [e]:(855-23) 98 78 00	Veng Sreng, 12405, Phnom Penh [t]:(855-23) 686 0 511 [f]:(855-23) 430 686 [e]:charlesvann@canadiabank.com.kh	[f]: (855-66) 669 397 [e]: info@pmgkh.com [W]: www.mekongonline.asia  PCGEC ENGINEERING AND CONSTRUCTION CO.,LTD	[t]:
[W]:www.komnit.com  [a]#444, Blvd:271, 12306, Phnom Penh [t]:(855-23) 67 900 79 [f]:(855-23) 98 78 00 [e]:lilicogroup@yahoo.com [w]:www.lilicogroup.com	Veng         Sreng,         12405,         Phnom         Penh           [t]:	[f]:	[t]:
[W]:www.komnit.com  [a]#444, Blvd:271, 12306, Phnom Penh [t]:(855-23) 67 900 79 [f]:(855-23) 98 78 00 [e]:(855-23) 98 78 00 [e]:www.lilicogroup@yahoo.com [w]:www.lilicogroup.com  Kuy Leang Ky Construction Trading Group	Veng Sreng, 12405, Phnom Penh [t]:(855-23) 686 0 511 [f]:(855-23) 430 686 [e]:charlesvann@canadiabank.com.kh [w]:www.canadiabank.com.kh  MONGRETHTHY GROUPCO.,LTD. [a]:#1525, St. 41, 12301, Phnom Penh [t]:(855-23) 211 065	[f]:	[t]:
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[W]:	Veng Sreng, 12405, Phnom Penh [t]:(855-23) 686 0 511 [f]:(855-23) 430 686 [e]:charlesvann@canadiabank.com.kh [w]:www.canadiabank.com.kh  MONGRETHTHY GROUP CO., LTD. [a]:#1525, St. 41, 12301, Phnom Penh [t]:(855-23) 211 065 [f]:(855-23) 216 496	[f]:	[t]:
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[W]:	Veng Sreng, 12405, Phnom Penh [t]:	[f]:	[t]:
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[a]:.#No.67A-67B,St.1003,Phnom Penh [t]:(885-11) 30 33 37 [e]:chamnab_neth@yahoo.com	Construction Equipment	[t]:(855-87) 511 878 [e]:info@apegroups.com [w]:www.manitowoc.com	Cambodia Marble & Granite [a]: #3A, St. Chea Sim, 12100, Phnom Penh
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[a]:No1, St. 21B, Kandal Province [m]:(885-88) 789 5555 [m]:(885-96) 789 5555	[e]:www.a-bec.biz	[e]:bmb@ngyheng.com.kh [w]:www.bmb.com	CBMS TRADING CO., LTD
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[f]:(855-23) 883 276 [e]:venture@online.com.kh	[t]:(855-23) 989 788 [f]:(855-23) 989 778 [e]:info@acme-3rd.asia	[t]:(855-23) 215 403 [e]:bmbsteel@hcm.vnn.vn	[W]:www.fosroc.com  Cellop International Co., Ltd.
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[m]:(855-92) 269 292 [f]:(855-23) 994 227 [e]:sivkheang.eung@gmail.com	[a]:#862, St.199, 12306 Phnom Penh [m]:( 855-88 ) 333 6899/ +84-906 883	BRANCH OF SCHNEIDERELECTRIC OVERSEAS ASIA PTE.LTD.  [a]: PP Tower(21F) St.93, 12258 Phnom Penh	[w]:www.cfc-cambodia.com
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[a]:#55 D , St. 70 , 12201, Phnom Penh [t]:(855-23 ) 966 252 [f]:(855-23 ) 966 251	[W]:www.atad.com.vn	BSI B SCIENTIFIC	[e]:chamroen.ouch@gmail.com  Chheav Hok Supply Steels &
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[t]:(855-23) 6555 161 [e]:fulin_fulin@yahoo.com  Fuxin Steel Buildings Co.,Ltd  [a]:F14 KHM Industrial Park, PhumChao, khan Posenchey, Phnom Penh [t]:(855-99) 89 7777 [e]:kangsen@fuxinsteelbuildings.com.kh [w]:www.fuxinsteelbuildings.com.kh	[W]:
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[w]:....www.german-hardware.com

.....(855-23) 214 421

.....info@g-holdings.com.kh

.....www.g-holdings.com.kh

..#18A, St. 604, 12152, Phnom Penh

.....project@ggear.com.kh

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[t]:

[w]:

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[e]:sotharin@rinco-kh.com	[t]:(855-23) 432 448 [e]:cast.cambodia@castlab.com.sq	[t]:(855-23) 63 17 817	[e]:info@vrkcorporation.com
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Blvd, 12300, Phnom Penh [t]: (855-23) 211 615	[w]:www.satokogyo.com.kh	Vattanac Transformers	[e]:zscambodia@zamilsteel.com [w]:www.zamilsteel.com.vn
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[e]:info@cvi.com.kh	[a]: 5th floor of KT Tower, No. 23, Street 112, 12155, Phnom Penh, Cambodia.	[m]:(855-70) 6666 22	[t]:(855-23) 884 887 [f]:(855-23) 630 6630
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[w]:www.australiaawardscambodia.org/infra	[w]:www.gls.com.kh	[f]:(855-23) 964 088	[t]:(855-23) 220 266 [f]:(855-23) 220 255
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[e]:bishocambo@gmail.com	[e]:info@seatop.com.kh [w]:www.seatophk.com	[e]:info@century21.com.kh	[t]:(855-23) 882 020
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[t]:(855-23) 964 764 / 964 864	[w]:www.worldbridge.com.kh		Attwood Investment Group  [a]:#61, St. Rusian Blvd., Phnom Penh
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[e]:cambodia@eurogal-surveys.com	[e]:info@arc.com.kh	[t]:(855-23) 880 995 [e]:info@keyrealestate.com.kh	[e]: info@australiaawardscambodia.org
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[w]:www.sensoktown.com	Galaxy Real Estate & Construction	[a]: Chamka Dong (St. 217), Opposite of	[t]:(855-23) 727 201
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[f]:(855-23) 223 695	[f]:(855-23) 966 079 [e]:info@galaxyairc.com	Meng Hong Ing Builder Co., Ltd.	[a]: Sk. Sras Chak, Kh. Daun Penh, Phnom Penh
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