



SIHANOUKVILLE

REAL ESTATE MARKET UPDATE

PRESENTED BY MARC TOWNSEND

Chairman, CBRE Cambodia

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6TH OCTOBER 2017

Sihanoukville



Source: CBRE Cambodia

Airport



Planned Highway



Port



Source: Google Maps/ CBRE Cambodia

Country	Length of Coastline
Cambodia	443km
Vietnam	3440km
Thailand	3220km

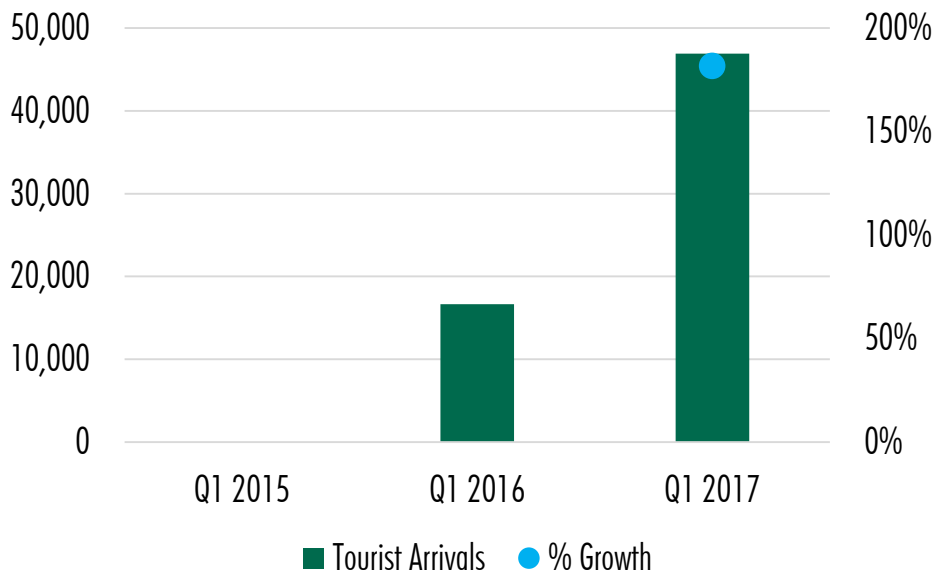
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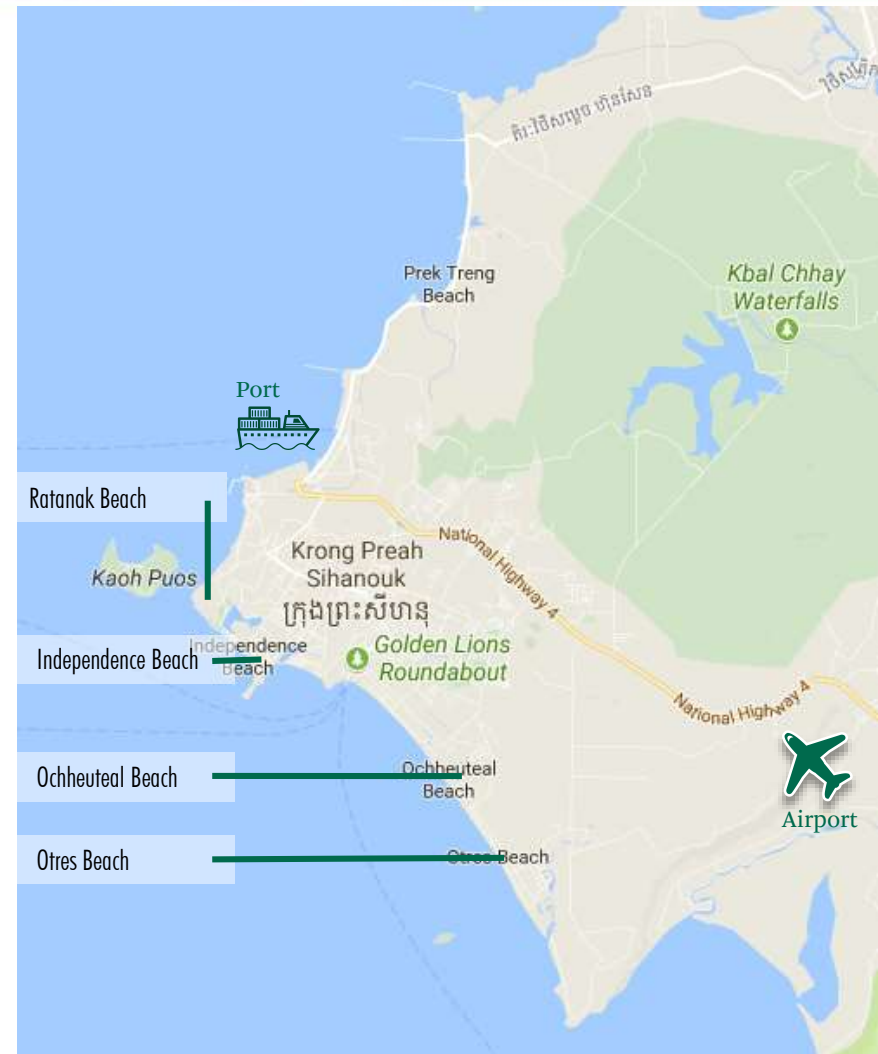
Sihanoukville

Destination	Journey Time	Distance
Phnom Penh <i>Via National Rd 4</i>	4 hours 30 mins	230km
Vietnam (Ha Tien) <i>Via Nat Rd 3 & Rd 33a</i>	2 hours 50 mins	147km
Thailand (Trat) <i>Via Rd 48</i>	5 hours 20 mins	336km

Arrivals to Sihanouk International Airport (2015 – Q1 2017)



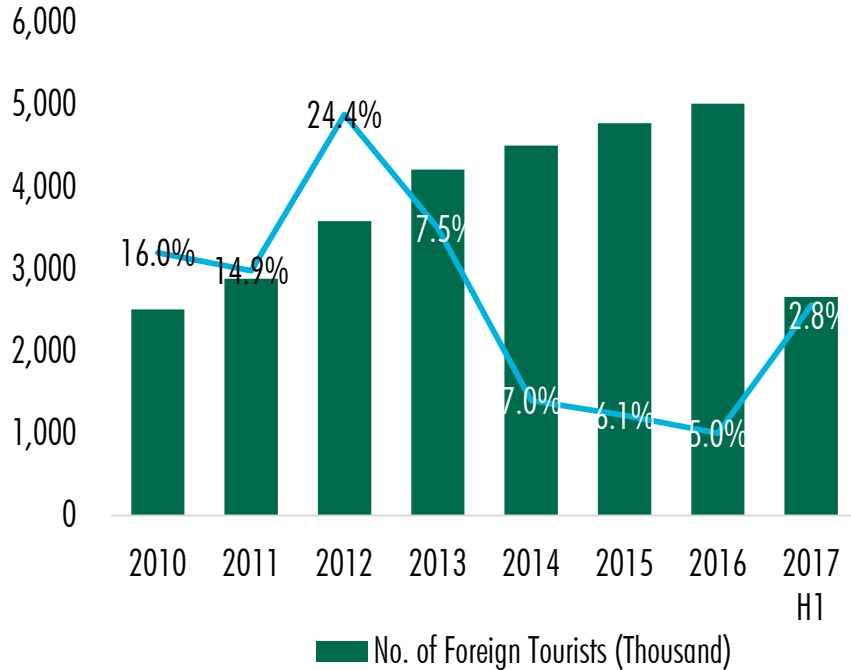
Source: Cambodia Airports



Source: Google Maps / CBRE Cambodia

Tourism

International Tourist Arrivals to Cambodia (2010 – H1 2017)



Source: Ministry of Tourism (Cambodia)



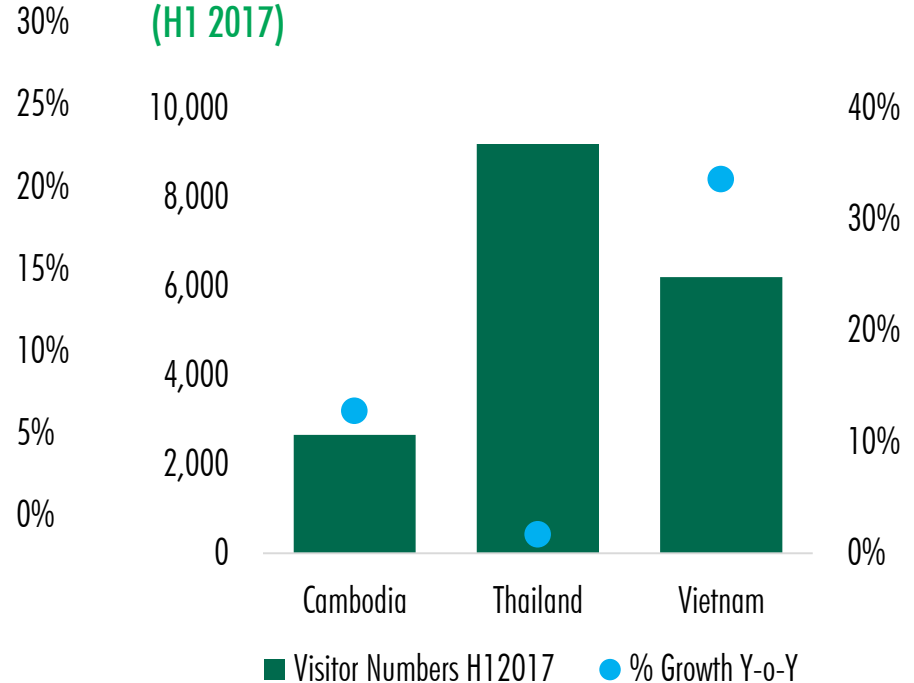
Sihanouk airport upgrade on track



Wave of Sihanoukville visitors grows

Tourist arrivals to the premiere beach destination in Preah Sihanouk province have increased by nearly 15 percent during the first half of this year reaching 1.2 million visitors, showing that government efforts to make it the next big destination are starting to pay dividends, according to the latest figures from the Tourism Department.

Intl. Tourist Arrivals to Cambodia, Thailand & Vietnam (H1 2017)



Source: Ministry of Tourism (Cambodia), Vietnam Tourism, Tourism Thailand



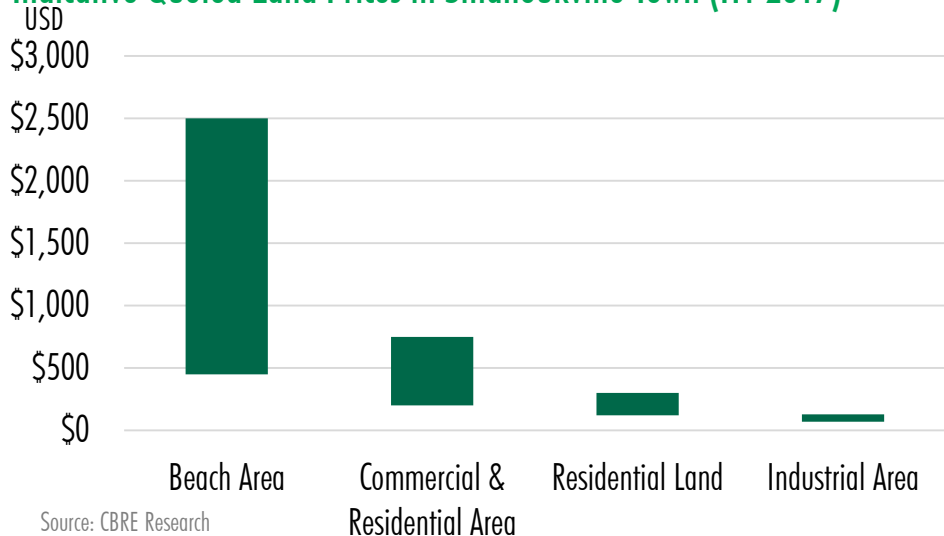
LANMEI LAUNCHES MACAU-SIHANOUKVILLE ROUTE



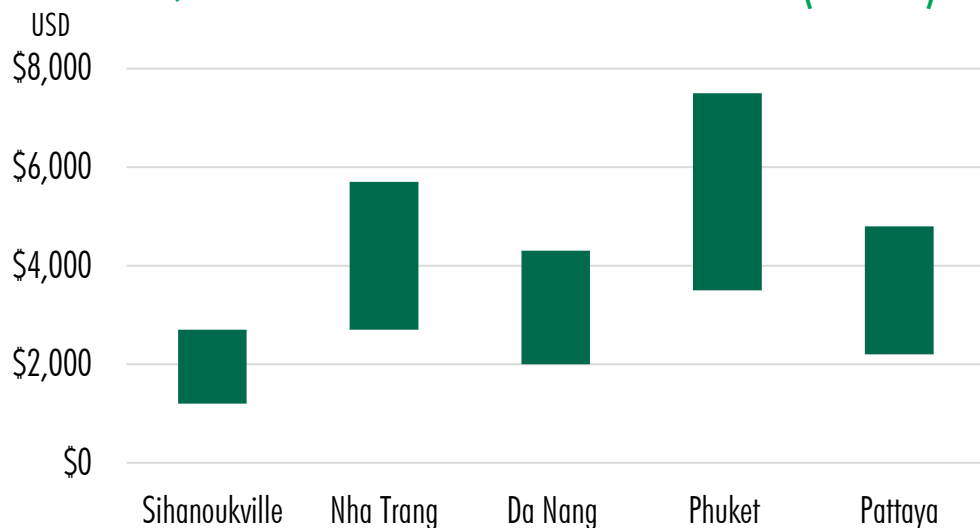
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Land and Investment Market

Indicative Quoted Land Prices in Sihanoukville Town (H1 2017)



Indicative Quoted Land Prices in Selected SEA Resort Cities (H1 2017)



Sihanoukville property prices double, but is it a bubble?



Chinese dominating real estate in Sihanoukville

The positive relationship between China and Cambodia continues to strengthen, which is resulting in increased opportunities for Chinese investment into the kingdom's real estate market.

Cambodia's potential for development has been recognised, due to its under-urbanisation compared with its counterparts in the Asean region.

As a result of these factors, China has invested a large amount of capital in this sector every year, particularly in Sihanoukville, where Chinese investors are seeking market dominance.

Who's Buying What?



Jack Ma purchase rumours hike up Sihanoukville land prices

Is there enough infrastructure to justify the price spikes though?



Sihanoukville: The Next Boom Town



Sihanoukville shows promise of being an alternative condo hub



Land Banking

Who?



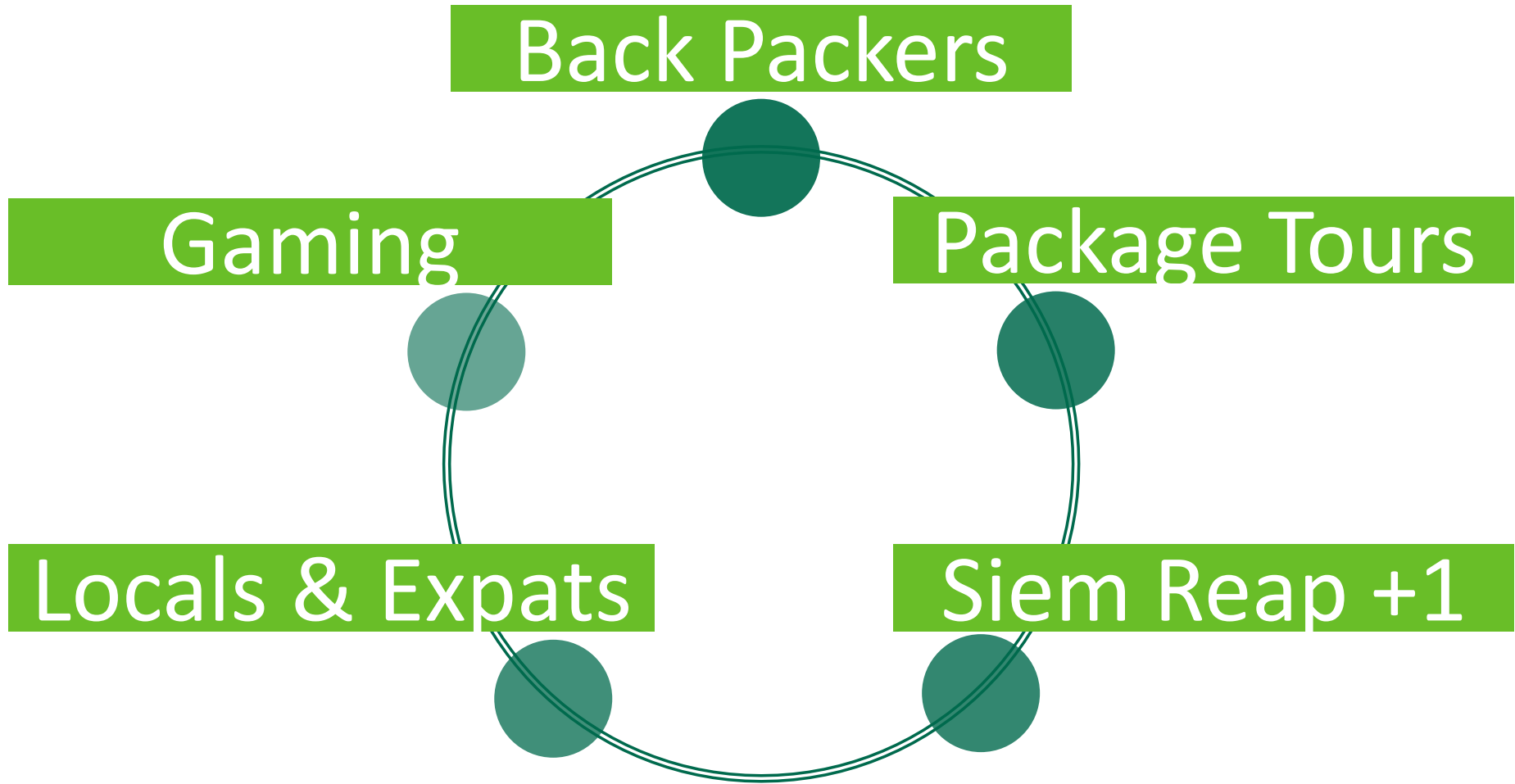
What?



When?

Why?

Whose Coming?



Some Developments in Sihanoukville



Blue Bay



The Seagate Suite



Sunshine Bay



D'Seaview



The Scarlet



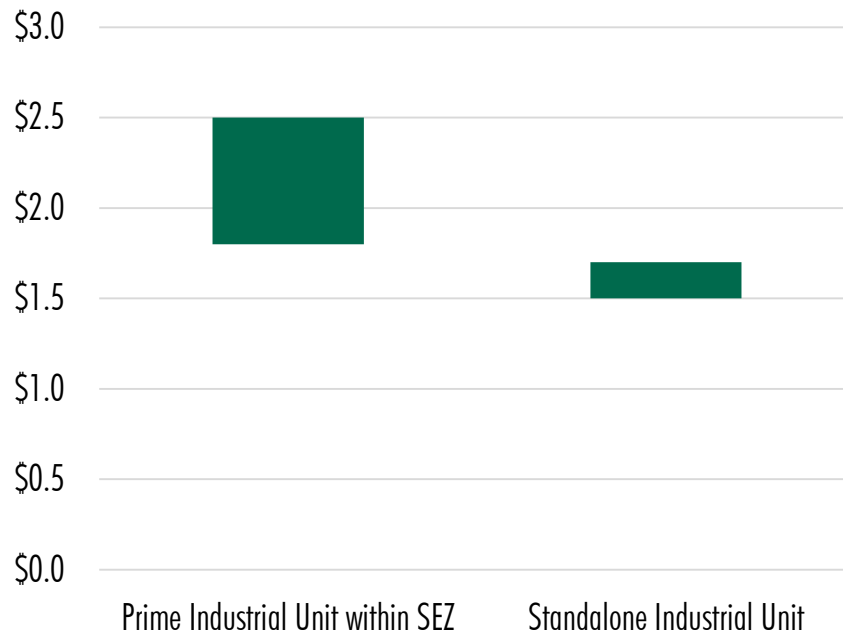
The Royal Bay

Ownership Structures

- Fractional Ownership (Timeshares)
- Condo-Tel
- Condominiums
- Landed Property
- Guaranteed Yields
- Overseas Purchasers

Industrial Market

Industrial Rental Range ((USD/Sqm/Month)*



* Exclude monthly maintenance fee

Source: CBRE Research, H1 2017

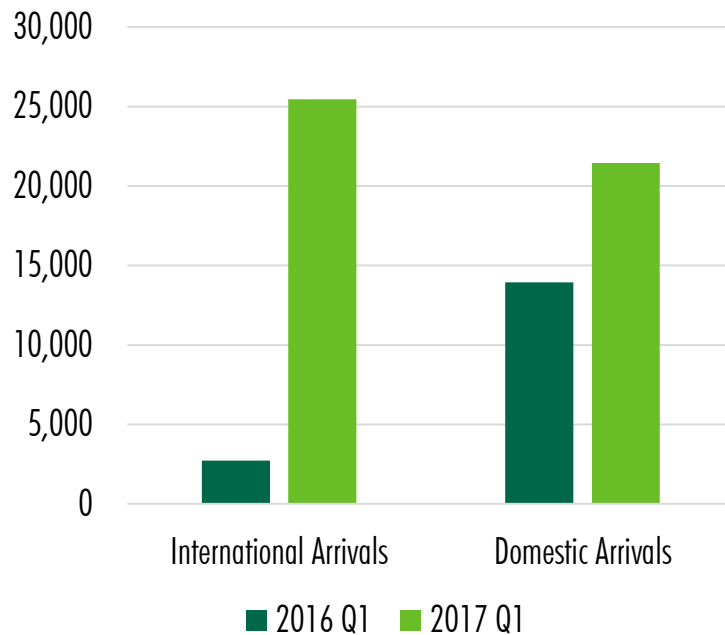
The Phnom Penh Post

Kingdom's biggest SEZ to get even bigger



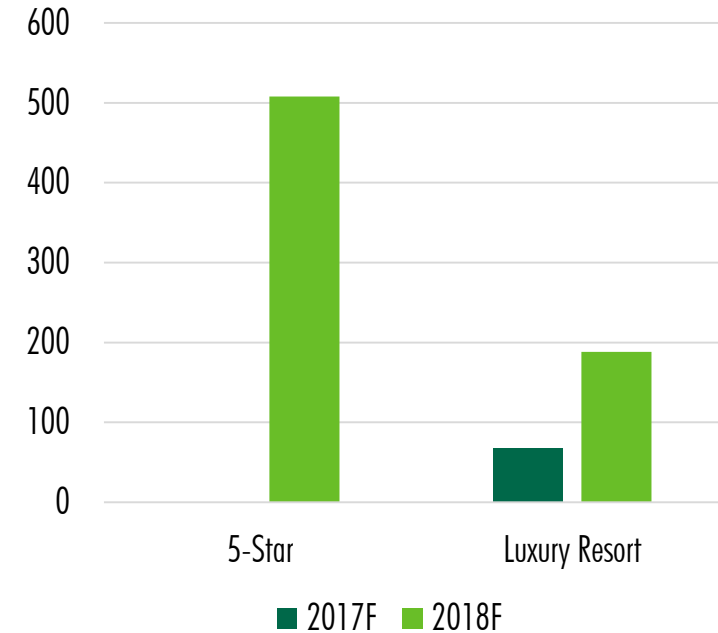
Hotels

Tourist Arrivals by the Sihanoukville International Airport (2016 Q1 vs. 2017 Q1)



Source: Cambodia Airports, Q1 2017

Future Supply (Luxury Segment)



Source: CBRE Research, H1 2017



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Meanwhile... in Da Nang

Upcoming

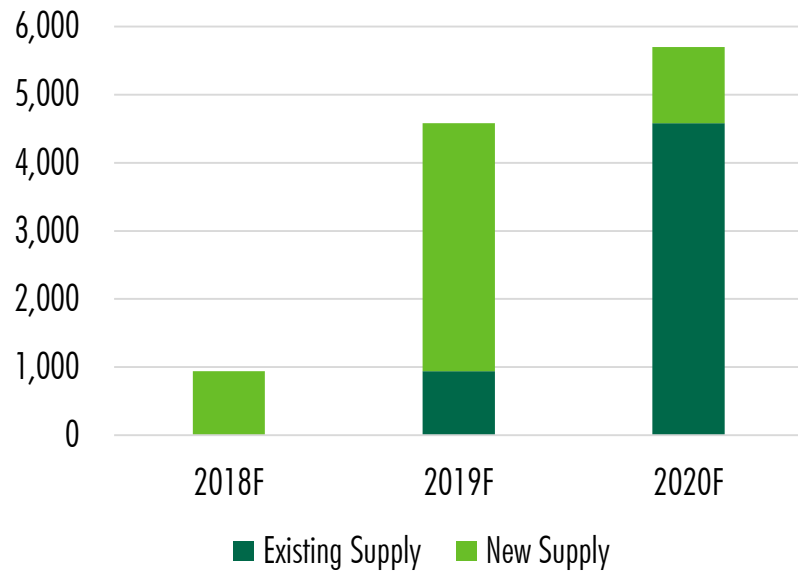


Existing



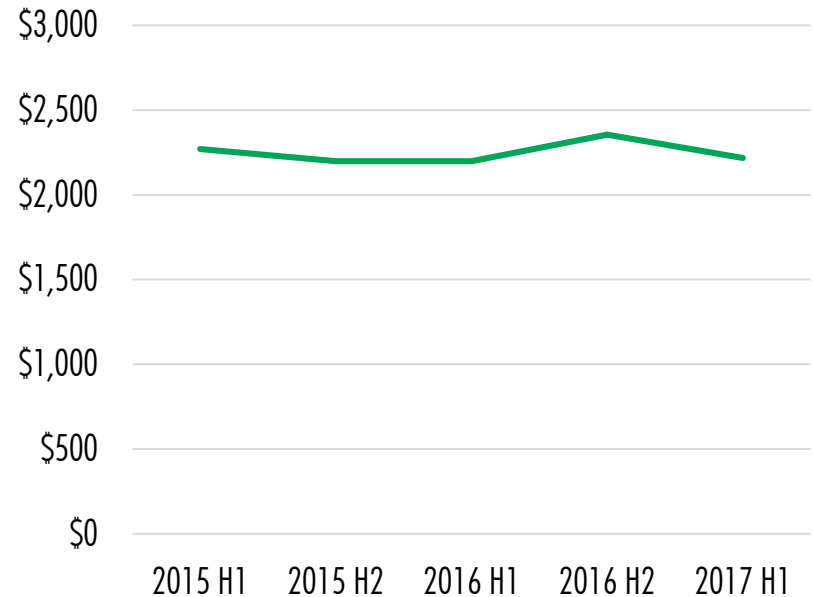
Condominiums

Condominium Supply (2018f – 2020f)



Source: CBRE Research, H1 2017

Condominium Sales Prices (H1 2017)



Source: CBRE Research, H1 2017

The Phnom Penh Post

\$30 million timeshare project ready to kick off construction

A luxury condominium project in Sihanoukville that will operate on a timeshare basis – a first in Cambodia – is set to begin construction soon in time for completion in 2018.

The project, which includes a sky bar, coffee shop, gym, pool and a business club, will stand 32 storeys tall and will comprise 206 units, with each unit costing from \$100,000.

What Could it Look Like in 10 years?

Competition from Nha Trang

As of Q2 2017: 14,871 (hotel* + condo-tel + villa) completed keys

➔ By 2020: 36,715 keys



* Only 4-5 star hotels
Source: CBRE Vietnam; Photo Credit: Nguyen The Duong

◆ Completed Projects ◇ Future Projects

Be aware of strong flux of hotel and condo-tel in Da Nang!

As of Q2 2017: 14,255 (hotel* + condo-tel + villa) completed keys

➔ By 2020: 32,021 keys



* Only 4-5 star hotels
Source: CBRE Vietnam; Photo Credit: Nguyen The Duong

◆ Completed Projects ◇ Future Projects



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