



Capability Statement

Leading Perspective
Global Scale
Powerful Connections

CBRE Cambodia
PART OF THE AFFILIATE NETWORK

2022

About Us

CBRE Cambodia was the first international real estate services firm to be established in the Kingdom of Cambodia. Since opening in 2008, we have grown into a market leader. We have grown quickly over the years and now employ more than 100 full time real estate professionals, allowing us to provide strategic advice and effective sales and leasing services for all types of property, as well as property and project management, valuation advisory, research and consulting services.

CBRE Cambodia is proud to be the recipient of multiple awards, including Best Real Estate Agency, Cambodia and Best Property Agency /Consultancy, Cambodia in the years 2017, 2018, 2019, 2020, 2021 and 2022 at the Asia Pacific Property Awards. In addition, the company was the largest recipient of awards at the Cambodia Real Estate Awards in both 2018, 2019 and 2022. CBRE Cambodia are an affiliate of CBRE Group, the world's largest real estate service firm and a Fortune 500 company headquartered in Dallas, Texas.

At CBRE Cambodia we are inspired to provide real estate services that build advantage for our clients at every step. We treat each project as a unique opportunity to create value and construct bespoke teams that are ideally positioned to deliver the best outcome. Our teams are overseen by experienced professionals and have a robust framework of technological innovation and data driven decision making that ensure we can optimize outcomes for our clients.



Our Values

RISE

RISE Values guide our actions and the way that we approach each challenge and opportunity, helping us to ensure we are always focus on our client's objectives and how we can best serve their interests.

RESPECT

We act with consideration for others' ideas and share information openly to inspire trust and encourage collaboration.

INTEGRITY

No one individual, no one deal, no one client, is bigger than our commitment to our company and what we stand for.

SERVICE

We approach our clients' challenges with enthusiasm and diligence, building long-term relationships by connecting the right people, capital and opportunities.

EXCELLENCE

We focus relentlessly on creating winning outcomes for our clients, employees and shareholders.

CSR Activities

As a leading company in Cambodia's real estate sector, CBRE Cambodia take into consideration the impact our business has on suppliers, employees, local communities and stakeholders. Our aim is for our brand to not just be recognized for the way in which we work and provide our clients with added value, but also for the high-quality services that we offer and the way we conduct our business.

We support a range of initiatives, particularly the Lighthouse Club, a construction sector charity that looks after victims of construction accidents and supports the education of young Cambodians into the industry.

Track Record



Research & Consulting

+15 years

of proprietary market data

+5.5 M SQM

of space consulted on in 2021

Retail Services

+\$22 M

lease assets generated for clients up to 2021

+2,500 retail units

actively tracked in 2021



Property Management

+786,000 SQM

under management and consulting insights

+60 staffs

professional property management staff

+1.4 B SQM

Projects value under property management

Project Management

30 offices

in Southeast Asia

+\$880 M

project value annually

\$7.5

in value and savings for every dollar invested in our services



Residential Services

+5,500

inquiries up to 2021

+66,753 SQM

transacted up to 2021

Office Services

+14,373 SQM

office space transacted in 2021

+\$15.5 M

value created for landlords in 2021



Industrial & Logistics

11,646 SQM

transaction completed in 2019

\$82.1 B

covered by CBRE's Global Retail Network

Valuation & Advisory

225+ M SQM

properties valued in 2021

\$10 B

in assets valued in 2021



Capital Markets

+263,049 SQM

transacted in 2021

+250 assets

inspected in 2021

57.4 M investors

value created for owner in 2021

Residential Services

Let CBRE Cambodia's trusted brokers find the right home for you.

A Profound Knowledge of the Residential Landscape

Our dedicated Residential Sales & Leasing Teams works closely with clients in order to understand their requirements and provide the best solution to suit their needs.

The work undertaken by the team is broad, ranging from leasing and management of individual units, to leading the disposal of large-scale projects. Our teams are capable and hold a wealth of knowledge of the residential market, ensuring they are always at the cutting edge of innovation and service delivery.

Whether you're looking for a new home, or seeking to invest, decisions that involve residential property are some of the most important we will make in our lifetimes. Ensure you get the best, most up to date advice - speak with our team today.

Why Choose Us?

+5,500

Inquiries up to 2021

+1,800

Number of Properties
up to 2021

+66,753 SQM

Transacted
up to 2021

Key Offerings

Residential Leasing

Our Residential Leasing team are specialists at customer care. Listening to clients and providing a helpful and at times, creative response to meet the customer's needs which comes at the top of our agenda..

The team are constantly updating their stock listings and have access to some of the best properties in Phnom Penh and across Cambodia.

Residential Sales

We work with investors and occupiers across the market to source the best residential opportunities. Our team are specially trained to deliver key advice and insights that ensures what we show you is the best Cambodia has to offer.

Project Sales & Leasing

We are project specialists. Our team provide insights and support to developers and landlords in the sale and leasing of residential projects, using our extensive experience, we reach different target audiences and delivering project success.

We have an extensive track record of project sales and leasing, with the experience across a range of different property types and gradings.

We provide a one stop service to residential project owners, including design consultancy, marketing consultancy and sales and leasing management. We continually update our market knowledge to ensure we stay ahead of trends and provide the best advice.

Unit Management

Let us look after your residential property. Our Unit Management Team are here to take the stress out of overseeing your residential assets.

Particularly useful for overseas Landlords, our trusted, detail orientated Unit Management Team take care of all the details, ensuring your asset is safe, well maintained and delivering value for you over the long-term.

Our Clients

+7,300

as of 2021

Capital Markets Services

We create value for our investor clients by carefully aligning our specialist teams, strategic advisory

Local Knowledge, Global Connections

CBRE Cambodia's capital markets team was formed to respond to the sophisticated requirements of investors and vendors in the land and investment asset markets in the Kingdom. The team specializes in the acquisition and disposal of properties from all asset classes across the country, with a focus on development sites, hospitality assets, and commercial properties.

Our team's extensive experience, in-depth local market knowledge and database of local, regional and global investors makes them unique in their position at the forefront of real estate investment in Cambodia. Investing in Cambodia's fast-paced market requires a finger on the pulse. CBRE Cambodia's team are ideally placed to deliver.

Why Choose Us?

+263,049 SQM

Transacted in 2021

+250

Asset Inspected in 2021

57.4 M

Value Created for Owner in 2021

Key Offerings

A number of the instructions we receive are confidential and they won't appear on our website. To be kept up to date with all suitable opportunities, please contact our team for a consultation on your requirements.

Land Acquisition & Disposal

We search the market to locate land plots with the best potential. From small plots for owner occupier development, through to large plots for prime projects; we facilitate all manner of land transactions and disposal methods.

Building Acquisition & Disposal

We specialize in understanding and responding to your needs in the disposal or acquisition of whole buildings. We are able to support the acquisition or sale of offices, retail malls, serviced apartments, industrial parks, warehouses, specialty assets and all manner of other property, no matter the location or complexity.

Resort & Hotel Acquisition & Disposal

Our team provide strategic advice and support in the sale and purchase of hotel and resort property across Cambodia, including in Phnom Penh, Kampot, Kep, Siem Reap, Sihanoukville and other locations..

Read our Investment Guide for Cambodia



Our Clients

+1,120

are served by our APAC Investment Teams. In Cambodia we bring this connectivity and depth of knowledge to both our domestic and international client, facilitating cross-border and local investment across all levels, geography, and property types.

Office Services

We deliver the complete spectrum of strategic leasing services to deliver Real Estate Performance and Business Advantage for Investors and Occupiers.

Solutions For Investors & Occupiers

The real estate requirements of today's businesses are increasingly complex and require a high level of strategy and sophistication to deliver lasting, tangible results. At CBRE Cambodia, we help our clients make bespoke decisions to align and improve how real estate informs overall business performance and ensures objectives are met.

CBRE Cambodia has the benefit of unique market insights, experience, and solutions to serve the needs of office space occupiers and investors alike. Combining global and local leadership, our strategy-led approach seamlessly brings together our advisory services and leading deal execution capabilities to provide our clients with the information they need to anticipate opportunities, seize competitive advantage, and execute the best possible real estate strategies.

Why Choose Us?

5

Dedicated Office Leasing Experts

+14,373 SQM

of Office Space
Transacted in 2021

+\$15.5 M

Value Created for
Landlords in 2021

Key Services

Tenant Representation

We utilize our strong position in the market to provide access to the widest range of options available and to defend exclusively the interests of the Occupier. The extent of our transactional knowledge ensures we are uniquely placed to offer accurate benchmarking and ensure the Tenant receives great value.

Landlord Representation

We provide a robust range of investor services designed to drive real estate performance, meet the investors objectives and ultimately to build asset value. We represent the largest # of commercial properties.

Workplace Strategy

We leverage CBRE Cambodia's local knowledge and global network by integrating seamlessly with our cutting-edge workplace strategy, change management and project management services.

Market Knowledge

We leverage unparalleled insight to create the best-informed solutions to our clients.

Read our Office Occupier Guide



Our Clients

100+

Satisfied Office Clients

CBRE Cambodia offers clients a full service covering the entire transaction process. We maximize return on investments by renting out properties on the best possible terms while helping potential occupiers find the premises best suited to their operational requirements. Our consultants leverage their expertise in the local market, knowledge of regulations and the legal environment, and specific requirements of individual industries to deliver superior outcomes that help our clients realise advantage through real estate.

Retail Services

CBRE Cambodia's Retail Team provides comprehensive solutions to Retail Developers, Investors, Head Lease Operators, Anchor and Mini-anchor Tenants, Specialty Tenants, and Business Partners. Our team love retail property, and provide high-quality, integrated services with professionalism and flair.

A Passion For Providing Retail Solutions

CBRE Cambodia's retail team are at the forefront of Cambodia's innovative retail market, delivering tailor-made solutions based upon our extensive track-record, deep experience and comprehensive understanding of consumer and retailer trends.

We are exceptionally well networked into CBRE's wider retail community, ensuring we can leverage our strong regional and global presence to provide the solutions and expertise to meet our client's objectives.

Why Choose Us?

+151,425 SQM

Projects Completed
up to 2021

+2,500 UNITS

Retail Units Actively
Tracked in 2021

+\$22 M

Lease Assets Generate
for the Clients up to 2021

Key Services

Occupier Services

- Tenant Representation & Store Finding
- Market Entry Study
- Project Management
- Partner / Franchise Connection
- Multi-Market Transaction Services
- Lease Administration

Investor Services

- Landlord Representation & Leasing
- Project Management
- Development / Remerchandising Consultancy

Our Clients

+ 400

Clients

Assisted by CBRE Cambodia's Retail Services Team in
2021

CBRE ADVANTAGE



Best Intelligence
in the Industry



Unrivalled Global
Local Expertise



Market Leading
Business Analytics



Single Point of
Contact

Industrial & Logistics Services

With proprietary market intelligence and the industry's most powerful service offering, we deliver the complete spectrum of strategic leasing services to deliver Real Estate Performance and Business Advantage for Investors and Occupiers in Cambodia's fast moving industrial and logistics sectors.

Solutions For Investors & Occupiers

CBRE Cambodia's Industrial & Logistics Services professionals provide a complete range of Advisory and Transaction services for tenants, property owners and investors. We cover the full gamut of industrial requirements from industrial land to high-tech and industrial manufacturing facilities, logistics centers, R&D and data centers for sale or lease, existing or build-to-suit.

Why Choose Us?

1,200

Dedicated Experts Focused on the Industrial & Logistics Market Globally

11,646.9 SQM

Transaction Completed in 2019

\$82.1 B

Covered by CBRE's Global Retail Network

Key Services

Download our 2022
Industrial Occupier Guide

Tenant Presentation

We partner with you for smarter site selection strategies and future-proofed decision-making, based on a proprietary market intelligence.



Land Lord Representation

We provide a robust range of investor services designed to drive real estate performance, meet the investors objectives and ultimately to build asset value.

Build-to-Suit & Lease

We offer a full service "build to suit" process, from the initial inception of the need for a new building until the occupier moves into their purpose-built premises.

Industrial Occupier Guide

We leverage our unparalleled insights to create the best-informed solutions to our clients

Our Clients

Case Study of Zuellig Pharma - Alliance Pharma
Topline:

7,500+

Net Area

3-Month

Turnaround

6-Month

Project Delivery

"We appreciate the professional support of CBRE throughout the project. CBRE acted as a true partner and helped us navigating through the Cambodian real estate market. We felt we were working with a professional team adding value throughout the process."

Federik Meerhoff, General Manager at Zuellig Pharma Cambodia

Valuation & Advisory Services

As the leading Valuation and Advisory team across Cambodia, we provide expert independent advice for the Kingdom. From one-off valuations to entire portfolios, we advise on all property types in Cambodia, delivering accurate valuations based on our specialist knowledge of the country's real estate.

International Standard Valuation For Informed Financial Decisions

With a range of specialist services spanning your every real estate need, our market intelligence in Cambodia is second to none. Not only do we have the experience and expertise that comes with being the market leader, but we also have the industry's most comprehensive data and best Cambodia market research. It's this which positions us to run the largest portfolios in the capital. Working with leading banks, funds, property companies and operators, we provide accurate valuations which help our clients mitigate their risk.

Why Choose Us?

15 YEARS

of Market Experience

225+ M SQM

Properties valued in 2021

\$10 B

in Assets Valued in 2021

Key Services

Commercial Valuation

We provide valuation advisory services on all forms of commercial properties including office buildings, retail shops, industrial spaces, development, and agricultural land.

Advisory and Consulting

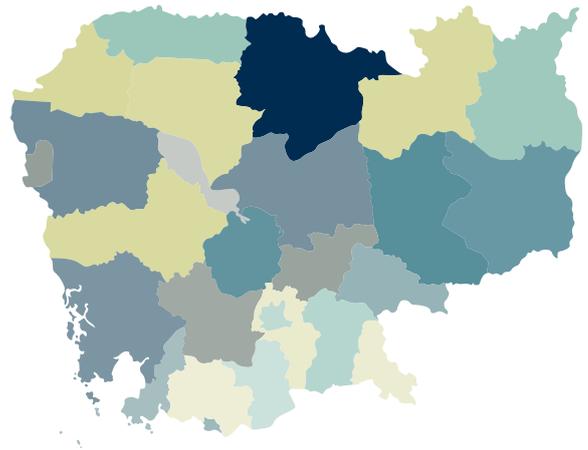
We offer uniquely informed perspectives on global real estate valuations and consulting, leveraging rich data, unmatched experience, and consistent service.

Financial Analysis

We help our clients understand the financial perform of both existing properties and proposed developments, by providing robust and timely financial analysis on individual assets and portfolios.

Industry-Leading Reports & Analyses

We empower clients to make informed business decisions by providing accurate and reliable insights backed by the most comprehensive data and professional experience.



8,175 KMs

The distance traveled by our Valuation and Advisory Services team in 2020, as they attended to projects across Cambodia.

Our Clients

250+

Clients since 2007

All Valuation and Advisory services are underpinned by our industry-leading market intelligence. As the number one commercial property advisor, CBRE has the most in-depth research and data, informed by our sector specialists around the world and the transactions undertaking by Agency and Investment teams.

Research & Consulting Services

Leveraging our sector-specific expertise and unparalleled intelligence, we provide market leading insights and consultation services relating to development and investment across all asset types and geographical markets in Cambodia. Our clients include developers, investors, governments, banks, asset managers, corporations, and conglomerates.

Data Driven Solutions That Build Real Advantage

The scarcity of data on the real estate market in Cambodia is a well-recognized fact. Our research and consulting team have built datasets with more than a decade of diligent, focused attention and innovation which provide us with a unique position to provide powerful strategic recommendations to our clients. Our insights are frequently used to inform some of Cambodia's biggest and boldest real estate developments.

Why Choose Us?

14 SUB-SECTORS

are Consistently
Analysed

15 YEARS

of Proprietary
Market Data

5.5 M SQM

of Space Consulted
on in 2021

Key Services

Market Studies

We create bespoke market studies that highlight the trends and dynamics of specific sectors or geographies as required. Our team's depth of understanding and local expertise allows them to accurately distil the essence of the market into a usable and accessible format.

Development Recommendations

We are ideally placed to provide in-depth advice that leads to more effective development decision making. Though market facing, we always keep an eye on the next big trend or disruptor to the real estate sector. We can provide development recommendations at any scale, from standalone buildings to major master-planning projects and across all sectors.

Public Research Reports

We regularly publish in-depth market thought leadership pieces and detailed reports, host events and deliver webinars for public consumption.

Feasibility Studies

We undertake complex, extensive feasibility studies that are tailored for the specific project being considered.

Utilizing our proprietary datasets and experience to inform decision making and produce a realistic and useful result.

Read Our Reports Here



Our Clients

+ 100

Satisfied Client

Our team advise all manner of client, from local corporations to institutional investors and government agencies.

Property Management Services

With more than 14 years of experience in the kingdom, CBRE Cambodia manages a variety of real estate assets including luxury serviced apartments, retail malls, condominiums, and office towers across Phnom Penh.

Minimizing Risk, Increasing Efficiency, Adding Value

Across all property types, in every market we serve, our team collaborates across a complete spectrum of integrated services to help you achieve optimal asset and portfolio management. We provide a vast range of services at each stage of the development from Property Management Consultancy to Setting Up & Mobilization to ongoing Operations Management. Our professionals are the core of our ability to achieve consistent success, ensuring that every detail is considered, and our client's assets are protected and enhanced.

Why Choose Us?

+786,000 SQM

Under Management
& Consulting Insights

+60

Professional
Property Management Staff

\$1.4 B

Projects Value
Under Property Management

Key Services

Property Management Consulting

Leveraging our extensive experience managing assets in Cambodia, together with our regional and global capabilities at the cutting edge of the real estate industry, our core property management team compile extensive consulting support for assets across Cambodia. The reports consider all aspects of the project's future operations, with the target of locating and maximizing operational efficiencies, improving potential return and extending the asset's lifecycle. We bench-mark inputs against our proprietary datasets to ensure our operational budgets, structures and approach are optimized for each property's specific situation.

Project Setup

Our team support developers and investors in setting up their project, whether that leads to an operational contract or not. We are here to help; from developing bespoke operating procedures to helping hire the right talent. Project setup is one of the most complex and resource intensive phases of a property's lifecycle and getting it right first time is imperative.

Operational Management

In a highly competitive market, operational success is increasingly paramount to capturing and maintaining financial returns. Tenants consistently tell us that the human interface of their property is a key reason why they would choose to renew their lease; as such, selecting a trusted property management team has never been more important. We continually invest in our team, understanding that their well-being, training, and management add significant advantage to our client's projects.

Find out more about our services, track record and team here.



Our Clients

"I have great appreciation for the property Management team and the responsibility that they have shown. The team members are the right ones, with the proper technical skills and education that this job requires. They have taken very good care of The Point. That is why I have to say over and over. Thank you, thank you, thank you"

Mr. Sotherak, Chairman of The Point

Project Management Services

Delivering cost effective, customised solutions to bring your project in on time and on budget.

Office fit-out

Retail

Industrial

Data Centers

Hospitality

Education

Life Science

We leverage on our team's extensive experience to ensure high quality standards and cost efficiency are always achieved. Our best-in-class expertise combined with our optimized service delivery process, enables us to plan and execute a full suite of customized project management services for occupiers and developers alike. Our Project Managers work with our commercial real estate brokers to help our clients make strategic real estate decision by flagging hidden costs and incorporate the right amount of space into your lease agreement across all sectors ranging from office to hospitality, data center, industrial, retail, healthcare, and residential. Our principle lies with protecting our client's interests as we manage their budget, schedule and scope as if it was our own.

Why Choose Us?

30 OFFICES

In Southeast Asia

+\$880 M

Project Value Annually

\$7.5

In value and savings for every dollar invested in our services

Key Services

Commercial Fit-out

Our project managers work extensively on commercial fit outs, and you'll find them alongside our advisory and transaction brokerage teams helping to visualize and deliver the latest in retail design or preparing new space for the latest office occupier. We understand how to plan and deliver fit outs in the most efficient manner, ensuring you end up with a usable and durable space without the burden of extra costs, project over-runs or project management.

Due Diligence & Consulting

Our team's technical skills mean they are well suited to advise at any stage of a project's lifespan, from conceptualization through to disposal. Ensuring a building's suitability for future use is a crucial part of due diligence and our team have the skillset to advise you.

+1,100 *Buildings & Office
fit-out Leed Certification*

+2.7 M *Certified Across Asia
in 2021 Alone*

Major & Capital Projects

We deliver major building projects. From new build offices to hotels, our team form the driving force behind successful developments through the provision of timely, commercially aware, practical advice.

We can assist in the preparation of business cases and financial appraisals, set performance objectives and KPIs to ensure success. We carefully select and assemble the right team of consultants and contractors, built to add advantage at each step of the process.

Our Services

- Project Management
- Program Management
- Tenant & Owner Representation
- Development Monitoring & Reporting
- Client Brief Development
- Feasibility & Options Appraisal
- Team Selection & Assembly
- Procurement Strategies
- Development Advice
- Refurbishment & Asset Repositioning
- Technical Due Diligence Reporting
- Prelease Audit
- Quality Control
- ESG Consulting & Sustainability Services

CBRE Cambodia

PART OF THE AFFILIATE NETWORK

FIND US ON SOCIAL MEDIA:

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