

INDICATION PLUS BULLETIN



**September
2021**

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REAL ESTATE MARKET OVERVIEW

- **Cambodia GDP Growth**
- **GDP by Economic Activity**
- **Real Estate Sector**
- **Borrow Account**
- **COVID-19 Pandemic**

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ABOUT VTRUST APPRAISAL

- **Who We Are**
- **Services**
- **Services Coverage Area**
- **Evolution of the Products**
- **Valuation Vs. Indication Plus**

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ABOUT INDICATION PLUS

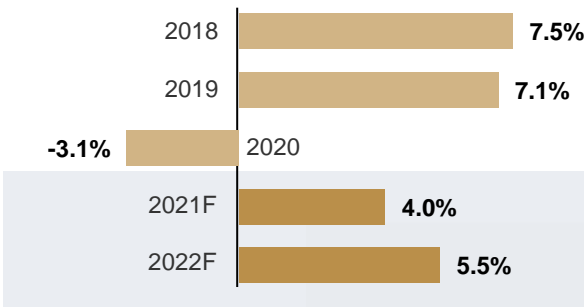
- **Product Feature**
- **Unique Selling Points (USP)**
- **Usage**
- **System Features**
- **Process Flow**

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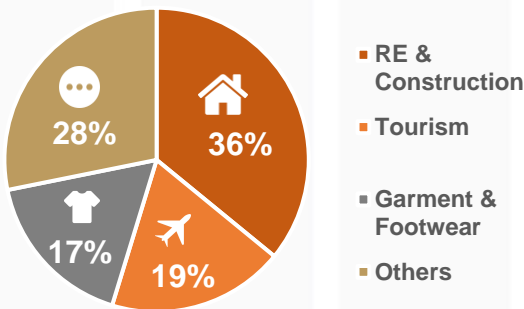
CAMBODIA GDP & REAL ESTATE SECTOR

Real estate and construction sector is one of the key drivers for Cambodia's economic growth.

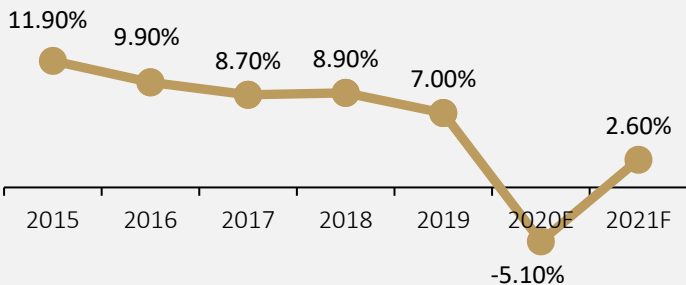
Cambodia GDP Growth



GDP by Economic Activity (2019)

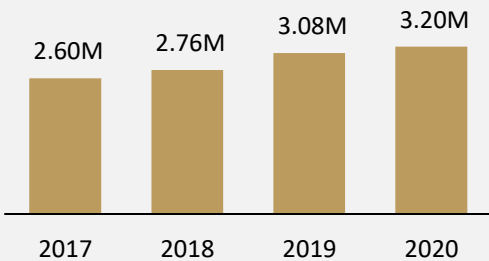


Real Estate Sector



RE sector enjoyed the growth momentum pre COVID-19, underpinned by large influx of FDI, growing local demand due to rise of middle-class, and high return opportunity. This will contribute to the needs for appraisal service among property owners and investors.

Borrower Accounts



More than 50% of loans are collateralized loan. Increase in loan is mainly due to investment in retail, manufacturing, small business, construction and RE sectors. Credit growth indicates growing demand for appraisal service.

COVID-19 Pandemic | The Resilience of Appraisal Market



Financial sector is one of the least affected sector and has started to bounce back to pre COVID-19 level (19.5% growth in February 2021). This is mainly due to the national bank's monetary policy.



Real Estate sector experienced slowdown but has not posed major effect on appraisal market due to its relatively small contribution to the market. Transactions in residential property and land remain uninterrupted by the pandemic.

ABOUT VTRUST APPRAISAL



WHO WE ARE

VTrust Appraisal is one of Cambodia's leading valuation firms. We support local, regional, and international clients and investors with a full range of appraisal and valuation services in the commercial, residential and industrial property sector in Cambodia.

SERVICES

 <p>វាយតម្លៃអចលនវត្ថុប្រភេទ PROPERTY INDICATION PLUS</p>	 <p>វាយតម្លៃអចលនវត្ថុ PROPERTY VALUATION</p>	 <p>វាយតម្លៃទ្រព្យសកម្ម ASSET VALUATION</p>	 <p>វាយតម្លៃអចលនវត្ថុប្រភេទប្រើប្រាស់មុនបញ្ចេញធនាប្បបរមា PRE-IPO VALUATION</p>	 <p>វាយតម្លៃអាជីវកម្ម BUSINESS VALUATION</p>
Appraisal Service INDICATION PLUS	Appraisal Service PROPERTY VALUATION	Appraisal Service ASSET VALUATION	Appraisal Service PRE-IPO VALUATION	Appraisal Service BUSINESS VALUATION

SERVICE COVERAGE AREA


NATIONWIDE COVERAGE	14 districts 24 provinces	200+ INDICATION STAFF
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EVOLUTION

2011-2018	2018	2019-2020	2021
VTrust Appraisal focuses solely on valuation	Refining strategy for sustainability	Developing Online Indication Plus	Indication Plus was launched to the market
VALUATION		INDICATION PLUS	
Manual		Online	
20-25 pages long with detailed information such as scope of work, analysis, valuation explanation and statement of limiting condition.		One-page report with precise information of property, instruction party, property owner and intended use.	
3 days minimum		Within 24 hours	
By Human		By Human & Technology	

PLUS INDICATION
A TRUST APPRAISAL SERVICE

Disclaimer



VTRUST
APPRAISAL
Assessing Your Real Value

វិស័យតម្លៃ ប្រកបដោយភាពត្រឹមត្រូវ និងសុវត្ថិភាព

INDICATION PLUS - Land with Improvement

Reference N° 00101869

Instruction date : March 30, 2020

Instructor : Private Sector

Branch : Unknown

Contact Detail : Mr. Lin Savababa

Tell : 012 2222 333

Email : XXX@gmail.com

Intended Use: Secure Lending

Property Type : Residential

Current Usage : Owner occupied

Proprietor(s) : Mr Khun VENG

Title Deed No : 12010202-0123

Address : No. 43, Preah Norodom Boulevard, Sangkat Phsar Thmie 3, Khan Daun Penh, Phnom Penh, Kingdom of Cambodia

Site coordinates : 13.9168642976, 103.656985472

Indication date: April 1, 2020

No.	Apportionment	Area	Analysed Rate per Sq.m	Estimated Value
1	Land	1,200 square metres	US\$1,317	US\$1,680,767
2	Built-up Area	450 square metres	US\$315	US\$141,828
Concluded Opinion of Indicative Value (IV), Say:				US\$1,723,000
Forced Sale Value (FSV) @70% of IV, Say:				US\$1,206,000
Fire Insurance Value (FIV), Say:				US\$165,000

Assumption/Special Assumption : No assumption has been made

Basis of Value : Our opinion of Indicative Value (IV) provided above is a **Market Value Basis**

Methodology Applied :

☒ Sales Comparison Approach

☐ Cost Approach

☐ Income Approach

Photos:

Image : Front View of the Subject Property

Image : General View of the Subject Property

Authorized by : VTrust Appraisal Co., Ltd

Disclaimer: Our indication is intended to be used and must be used for informational purposes only. The estimated value stated above would be a subject to be amended or changed according to our physical inspection. We will not be liable, whether in contract, tort (including negligence) or otherwise, in respect of any damage, expense or other loss you may suffer arising out of such information or any reliance you may place upon such information.

Company ID: V-11-093 | Valuation License No. ០១៧ ៨១៧៧៨១៧ | CVFA Certificate of Membership No. ០០១០៧/២០១១

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Toul Kork District, Phnom Penh.

The report is produced through a **reliable digital platform** and validated by **property specialist**.

ABOUT INDICATION PLUS



INDICATION PLUS’S USAGE



Financial Institution

To evaluate borrower’s collateral value



Real Estate Agency

To support negotiation between sellers and buyers



Business Owner

To help business and operation decision on property value



Property Seller & Buyer

To determine acceptable selling price and offering price



Property Owner

To know the market value of the property owned

UNIQUE SELLING POINTS (USP)

VALUE SERVICE



- Competitive price
- Develop system to support human
- Less profit but great selling transactions

SPEED



- Result within 24 hours
- Technology based processing with standard
- Efficiency technical team
- Online Web Base / Mobile App

TRUST



- Multiple data source with reliability
- Big property database
- Competent team with strong experience
- Standard case processing
- Security system/procedure
- Collect more data from banks and intergrade with bank panel

AVAILABILITY

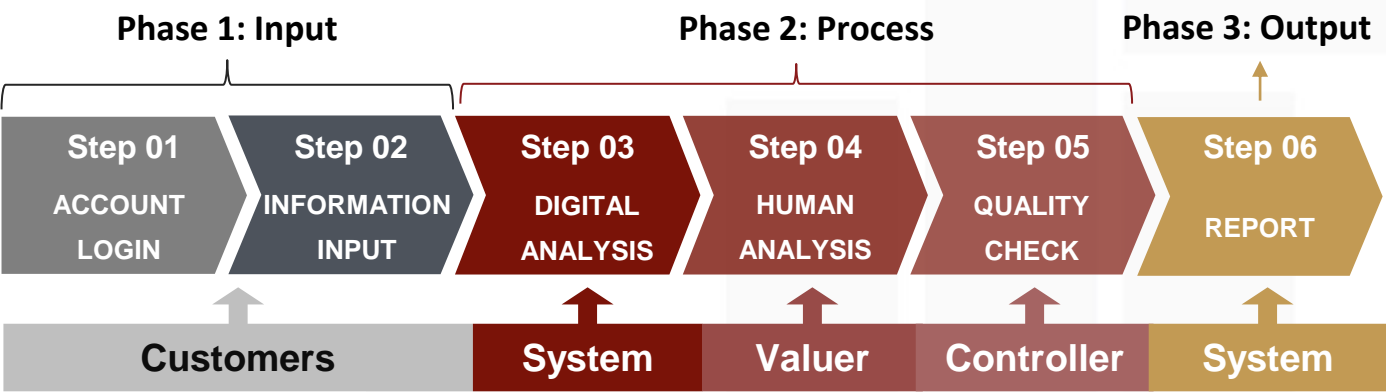


- Nationwide Coverage
- Staff’s coverage to all 14 sections of Phnom Penh and 24 provinces (38 offices) throughout the country
- Properties types focus:
 - ✓ Residential Property
 - ✓ Land
 - ✓ Specialized Property

ABOUT INDICATION PLUS



INDICATION PLUS’S PROCESS FLOW



INDICATION PLUS’S SYSTEM FEATURES

-  Property Lists
-  Property Map
-  Dashboard
-  User Management
-  Case Management (Create, View, Edit, Delete, Track Status)
-  Report Management (Re-Indication Plus, Set Reminder Case)
-  Filter & Search Functions
-  Notification

Contact Us



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Kork District, Phnom Penh



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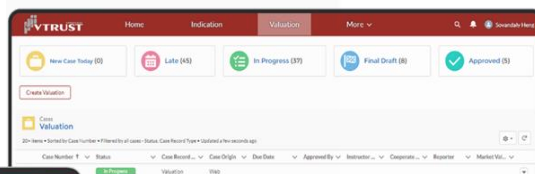
VTrust Appraisal Co.,Ltd



vtrust_appraisal



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VTRUST

PRICE ESTIMATE: DATE: 19-Oct-2019

REF:

BANK: MayBank

To: Mr.

Address Details: No.62, St-J-04, Bangkat Phik Leap, Khan Chroy Changvar, Phnom Penh City

Suggested Google Earth Point: 11.639179342779339, 104.91834672419353

No.	Description	Area (sqm)	Min Rate	Max Rate	Min Value	Max Value	Average
1	Land	182.00	\$ 1,050.00	\$ 1,100.00	\$ 191,100.00	\$ 200,200.00	\$ 195,650.00
2	Building	216.00	\$ 300.00	\$ 300.00	\$ 64,800.00	\$ 70,200.00	\$ 70,200.00
Total					\$ 255,900.00	\$ 270,400.00	\$ 265,850.00