



IPS-CAMBODIA

COMPANY PROFILE



Cambodia's Premier Real Estate Agency



COMPANY BACKGROUND

Independent Property Services (IPS) was established in 2009 to meet the growing needs of international businesses to successfully locate their staff and business operations in the emerging Cambodian market.

The business gained a reputation for providing a no-nonsense, professional approach to real estate ensuring clients were well represented in a market that is difficult to navigate. **IPS-Cambodia** is one of the very few firms in Cambodia that has successfully integrated western business practices in the Cambodian business environment. With a strong focus on outcomes, we guide our clients through the research and procurement process, ensuring best-value solutions are delivered.

IPS-Cambodia has offices located in the key Cambodian business districts of Phnom Penh and Siem Reap and through our partner network, we provide representation in Sihanoukville, Kampot & Kep, Battambang and Poipet. IPS-Cambodia is a dynamic business made up of both Western and Cambodian staff. We speak English, French, Khmer, German and Chinese.

OUR VISION

To be Cambodia's preferred real estate firm, providing the most creative, innovative service with 100% commitment to our clients.

OUR MISSION

IPS-Cambodia is driven to be the recognized market leader in real estate services in Cambodia. Utilizing new technologies to provide accurate and up-to-date information, skilled analysis and sound real estate advice. IPS will be the employer of choice in the Cambodian real estate industry attracting the best candidates to join our experienced team of focused and passionate professionals. Our clients will become brand ambassadors because of their IPS experience.

CORE VALUES

At IPS-Cambodia, our core values are based on serving the needs of our clients with the highest-level of professionalism, honesty and integrity.



David as the Founder and Managing Director, established the real estate company IPS-Cambodia in 2009 and has guided the firm's expansion and development to become the leading real estate agency in Cambodia.

David brings to IPS a rich background in business and business development with previous roles in Infrastructure Development, Facilities Management and Consulting Services in Australia. With eight years at the coalface, David is a specialist in Cambodian property transactions and Khmer real estate. He has extensive knowledge of real estate in Phnom Penh, Siem Reap and the coastal regions of Cambodia.

David is a fully licensed Cambodian Valuer and holds an Australian Agents Representative license, in addition David holds a Bachelor of Business majoring in Economics and Finance from Swinburne University in Australia.

Grant is an Australian citizen, who has spent the past eight years working in Cambodia and China and has developed a deep understanding of the complexities of real estate in Phnom Penh.

He spent seven years working as a Project Manager and Project Estimator for Australia's leading Facilities Management provider and has provided Property Management services to some of Australia's largest companies.

In Asia Grant has held roles in investment and business consulting firms as a Project Manager specializing in project valuation, due diligence, business planning, financial modeling, and fundraising.

Grant holds a Bachelor of Commerce majoring in Economics and Finance from Curtin University in Australia, as well as a Post Graduate Diploma in Applied Finance and Investment. Grant is a fully qualified Cambodian Valuer.





Malay moved to Phnom Penh from Siem Reap in 2007 to pursue her Bachelor Degree in Accounting as a scholar at Royal University of Law & Economics.

In 2011, Malay joined a global real estate company, focusing on residential leasing and sales. Malay rose to become the manager of the leasing and sales team before joining IPS as the Phnom Penh Branch Manager in early 2017.

Malay is passionate about Phnom Penh real estate and imparts with investors and clients her detailed understanding of the leasing and sales process in Cambodia with professionalism, integrity and a genuine desire to see the best outcomes for her clients.

David brings with him decades of experience in management and sale as IPS Cambodia’s Branch Manager for it’s Siem Reap. David’s background includes developments and provides services for large-scale plantations in Southeast Asia, which helped him earn invaluable experience from farming operations to commercial estate.

Since joining IPS in 2017, David Granger focuses on residential sale, property management, and business development. He has prided himself on his passionate drive to grow Siem Reap’s real estate scene and is dedicated to providing helpful property ownership advisory to foreign and local investors alike.

David holds an Advanced Certification of Commerce from Albury College and several Certifications in Business Communication in Australia.





Syto started working at IPS as a Property Manager in 2013, overseeing the management of medium apartment complexes and several single apartments in central Phnom Penh.

Drawing from years of experience as one of the pioneers at IPS, he has gained an extensive knowledge of the different areas and neighborhoods across Phnom Penh and is an expert on project management, commercial and real estate administration. As an experienced agent and property manager, Syto understands the complexities renting and buying in Cambodia and offers thorough guidance to his clients.

Syto has voluntarily completed two internships at Micro Financial Institution and US Embassy in Phnom Penh where he gained the experience of the financial control database and administration. Syto holds a Bachelor of Finance and Banking from National University of Management.



IPS-Cambodia is a full service real estate agency operation in Phnom Penh and Siem Reap offering the Following services:

- Residential Rentals and Sales
- Commercial Rentals and Sales
- Valuations
- Feasibility and Consulting Services
- Property Management
- Project Management
- Due diligence, Search & Ownership Transfers

We recognize that there is no substitute for local knowledge and experience, this combined with our in-country connections enables IPS-Cambodia to provide significant advantages to our clients.

Our experienced team of focused and passionate professionals is driven by a desire to be the leading real estate firm who provides “best in class” service to our clients.

Property Management can be a tough business, particularly in an emerging market where the rules haven’t been set by generations of tenant and landlord relationships. A lack of understanding and sophistication can often turn a simple issue into a major dispute. Knowing the market, the people within it and the easy road to rectification saves time, money and angst for all parties involved.

IPS Cambodia has provided Property Management solutions since our inception in 2009. We have managed all sorts of properties from large commercial buildings, condominiums, residential towers and single apartment units. No matter the size or complexity of the building, the core fundamentals of property management stay the same; put people first, adhere to the buildings’ policies and procedures and deliver the most cost effective and efficient solution.

Property Management at IPS is about managing outcomes that benefit both tenant and landlord. This is achieved through putting in place preventative maintenance programs – service it, don’t fix it. This minimizes breakdown call-outs; which of course is a major inconvenience to tenants and maximizes owners’ return by ensuring assets within the building are maintained instead of replaced.

It’s the IPS team which sets us apart. Senior Management including [David Murphy](#) and [Grant Fitzgerald](#) have a combined total of 15 years experience working in the Australian Facilities Management sector where they delivered property management solutions to both the private and public sector. This knowledge and experience underpins our Property Management business.

IPS Cambodia is a well-established, modern business that thrives on long term relationships. All Property Management solutions are delivered with IPS’s trademark **honesty, professionalism and integrity.**



Our Property Management Services include:

A. Creation and implementation of Building policies and procedures including:

- Building rules & regulations
- Tenant handbook
- Standard Operating Procedures
- Emergency response procedures

B. Delivery and Management of Soft Services:

- Tenant Sourcing
- Tenant and landlord liaison;
- Collecting and processing rental payments;
- Management of subcontractors and external service providers
- Full management reporting, including monthly summary reports, expense & revenue reports.

C. Delivery and Management of Hard Services:

- Preventative Maintenance Programs
- Life Cycle Replacement Plans
- Routine inspections
- Maintenance and Repair
- Contractor Management



PHNOM PENH

- Raintree Commercial Hub
- PiPay Tower
- Tha Da Tra Apartments
- Sovann Lotus Apartments
- Star na Apartments
- Sofia Residence
- Thana Apartments
- DK Sanctuary Apartment

SIEM REAP

- Mony Ratanak Apartments
- Karavansara Apartments
- Richard Home Apartments
- Adventure House Apartments
- Villa Rata D'Angkor Village



KARAVANSARA APARTMENTS



ADVENTURE HOUSE APARTMENTS



SOVANN LOTUS APARTMENTS



VILLA RATA D'ANGKOR VILLAGE



THA DA TRA APARTMENTS



PI PAY TOWER



RICHARD HOME APARTMENTS



DK SANCTUARY APARTMENTS



MONY RATANAK APARTMENTS



RAINTREE COMMERCIAL HUB



THANA APARTMENTS



SOFIA RESIDENCE