

PHNOM PENH CENTER
CORNER SIHANOUK (274) & SOTHEAROS (3) BLVD.,
SANGKAT TONLE BASSAC, KHAN CHAMKARMON
PHNOM PENH, KINGDOM OF CAMBODIA
TEL: (855-23) 993 389; 0888 436 999
PHNOMPENHCENTER@GMAIL.COM



PHNOMPENHCENTER

To whom it may concern:

Simon and his team at The Mall Company undertook several pieces of work for me during 2018 and 2019 on a mall project under design and development.

The Mall Company began by undertaking a 'Retail Tenant Survey'. They created a survey that was shared to over 300 active potential retailers and target tenants for my project. The survey covered 'new stores and brand expansions', 'retail store sizes', 'rents' and the desirability for brands to open new stores at my mall and in the mall location.

The analysis and results help me and my team determine design, layouts and sub-division, rental targets as well as clearly show demand for modern retail in the location of my project.

Next, we asked The Mall Company to work with us on the detailed design by providing commercial knowledge and insight of the retail sector that we could use to input into and guide our design so that we could tailor our design to our tenants and customers and avoid mistakes and wastage.

The Mall Company worked with my team and a team of architects and designers for 6 months creating reports, recommendations, layouts, technical specifications, trade zoning and tenant mix as well as rental structures and budgets.

The Mall Company has a detailed knowledge and understanding of the retail sector and they incorporated this knowledge into their guidance at meetings and in reports. Their conclusions were clear and logical and their work has been of high value and benefit to the project's development. As a result, much of the guidance put forward by The Mall Company was incorporated into the project by the architects enhancing and improving the overall projects design and concept.

The Mall Company were helpful, knowledgeable and professional and we are happy with all the services they provided. Their insight has helped and we wish The Mall Company well and would be happy to recommend and work with The Mall Company again should the need arise.

Phnom Penh Center

The Management