


# Free Webinar:

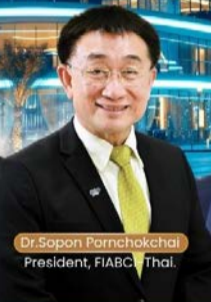
## How the Landscape of Shopping Centres is Transformed.

 **Thursday, May 9, 2024**  
via Zoom

5am (NYC), 11am (Paris), 1pm (Dubai),  
4pm (BKK/Jakarta), 5pm (Beijing, KL, Manila, S'pore)



**Mr. Sugwantono Tanto**  
Director, Ciputra Group,  
Indonesia



**Dr. Sopon Pornchokchai**  
President, FIABCI, Thai.



**Mr. Ivan Velkov**  
President of FIABCI  
Bulgaria

The FIABCI World Council of Experts will hold the above Webinar to see the innovative and updated landscape of shopping centres

# 1. THE SPEAKER



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2011-CE Prime Minister Award, Labor Relation  
2016 Corp Governance, Award, Min of Commerce  
2011 Transparency Award, Anti-corruption Com.  
2009 Good Governance Award, SMEs Institute  
2007 Prime Minister Award, Ethics, Cham Comm.



**ดร.โสภณ พรโชคชัย**  
**Dr.Sophon Pornchokchai, MRICS**

Ph.D. land and housing, Asian Institute of Technology  
 Cert.Appraisal, ICLPST - Lincoln Institute of Land Policy  
 Cert. Housing, Katholieke Universiteit Leuven, Belgium

林  
俊  
秋

- Business:** President, Agency for Real Estate Affairs  
 Director, Thai Real Estate Business School
- Social Affairs:** Board Member, Employers Confederation of Thailand  
 Board Member, Ethics, Thai Chamber of Commerce
- International:** President, FIABCI Thai  
 President, FIABCI World Council of Experts
- NGOs** President, Home Buyers Association  
 President, Thai Appraisal & Estate Agents Foundation



## 2. SOME EXAMPLES



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# PRINCIPLES OF VALUE

## 3. Competition



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ikea bird eye view

ค้นหาบริเวณนี้

ผู้สนับสนุน :

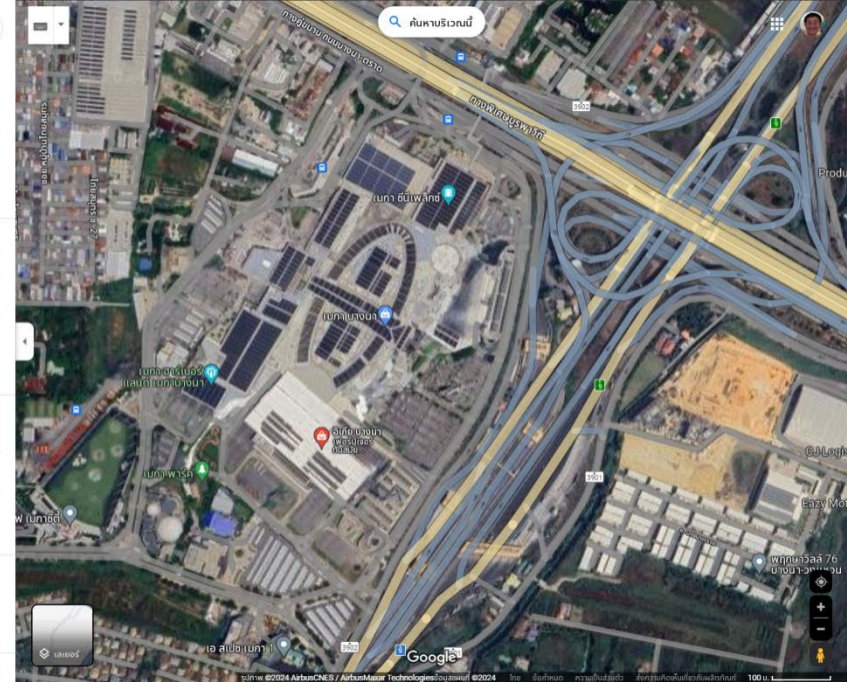
**ErgoTrend Kvillage Branch**  
 ออร์โทเทรอน สาขา เควิลเลจ  
 3.9 ★★★★★ (15)  
 ร้านเฟอร์นิเจอร์สำนักงาน · 93-95 ต.  
 วิลเลจ (K Village) สุขุมวิท 26 ชั้น B  
 เปิด · ปิด 20:30 · 02 661 3577  
 ✓ มารับของที่บ้าน · ✓ บริการจัดส่ง

**อิกีย สุขุมวิท**  
 4.3 ★★★★★ (622)  
 ร้านเฟอร์นิเจอร์ · 5 - 3rd floor,  
 Emsphere, ถนน สุขุมวิท  
 เฟอร์นิเจอร์ทันสมัย อุปกรณ์ไฟ ของ  
 ตกแต่ง  
 เปิด · ปิด 22:00 · 02 708 7999  
 "... stylish inside, mostly I liked the park view from the restaurant area."

**อิกีย บางนา**  
 4.5 ★★★★★ (16,115)  
 ร้านเฟอร์นิเจอร์ · 5 - 38 หมู่ที่ 6 ทางคู่  
 ขนาบ ถนนบางนา-ตราด  
 เฟอร์นิเจอร์ทันสมัย อุปกรณ์ไฟ ของ  
 ตกแต่ง  
 เปิด · ปิด 22:00 · 02 708 7999  
 การเลือกซื้อในร้านค้า · มารับของที่บ้าน · บริการจัดส่ง

คุณมาถึงส่วนท้ายของรายการแล้ว

อัปเดตผลลัพธ์เมื่อแผนที่เลื่อน

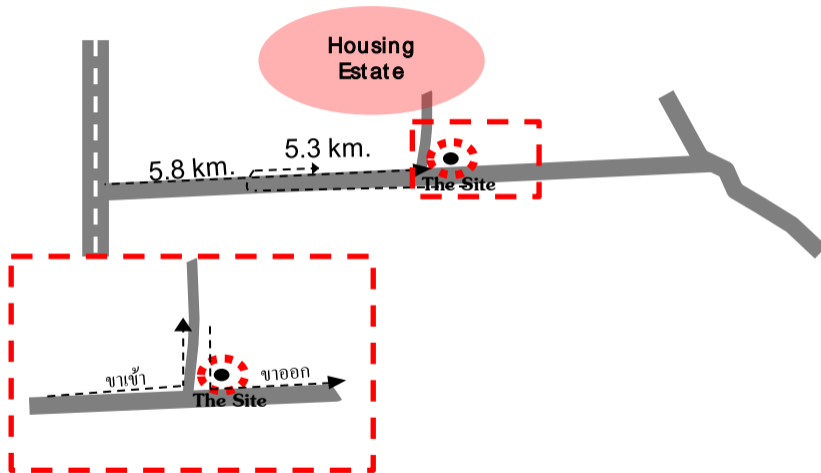




## 3. SOMETHING WRONG



# Location: Accessibility



# Location: Afar from Residences

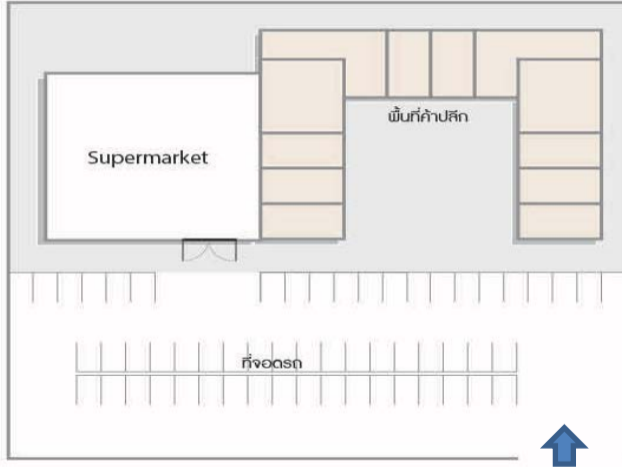


# Concept: To More Supplies

Big Community Mall



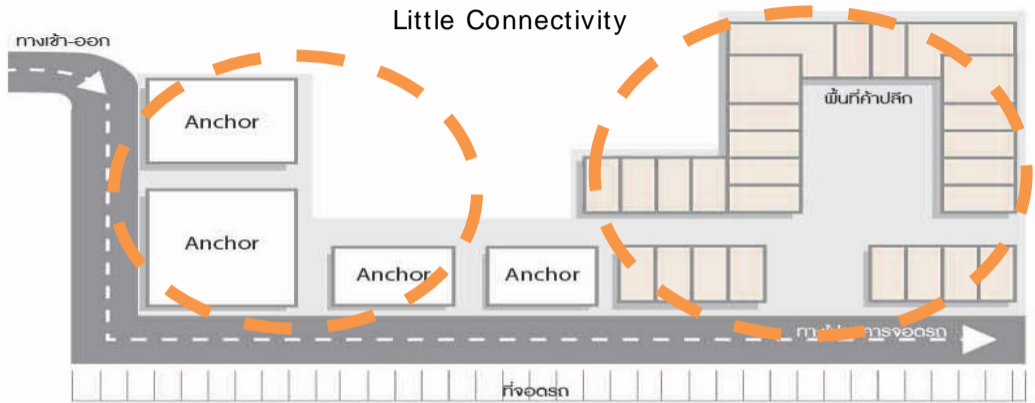
# Conceptual Plan Not working Well



No Connectivity



# Concept: Layout



Anchor

พื้นที่ค้าปลีก





# Concept: Indequate Parking Lots

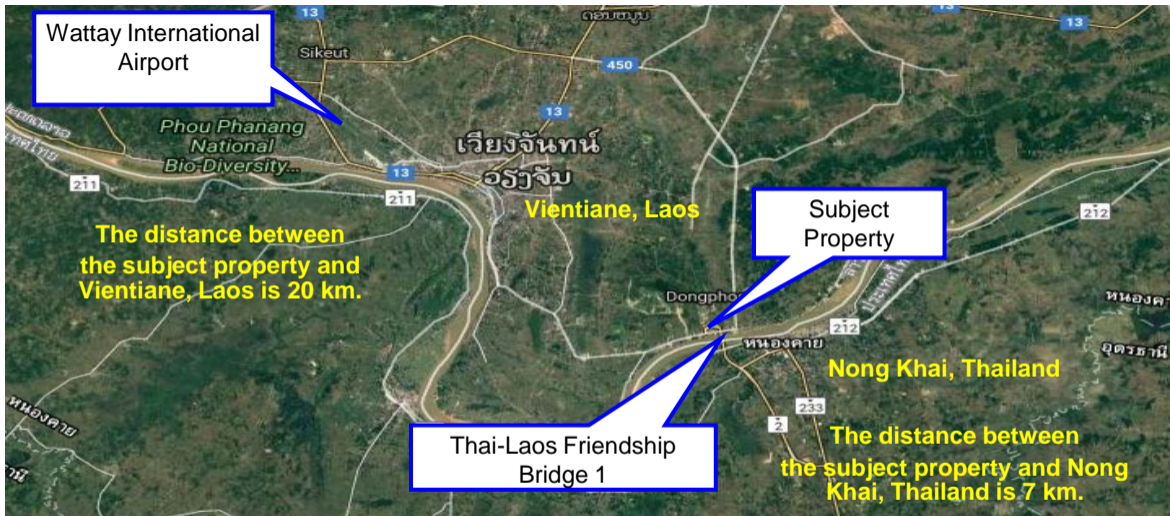


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## 4. FAILURE







**This is location of the subject property.**



# Lao NEWS on LNTV: A local developer is proposing to the gov to convert BM Plaza into ...



Source: <https://www.youtube.com/watch?v=5dt1oadt9rk>



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# Site Survey



**This is a photography of the subject property: uncompleted building.**



# Building & Improvements

- 3-Storey building with basement
- Gross area of approximately 36,000.00 sq.meters
- Building construction is approximately 19.0 percent left from completion.
- Building utilization:
  - Level 1-3: Retail space
  - Basement: Parking Space



# Valuation Approach

Residual Method: The difference between the completed value of the highest and best form of permitted development and the total cost of carrying out that development.



# The Valuation of the Subject Property by Residual Method

	1	2	3	...	50
Revenue from department store operation	\$	\$	\$	\$	\$
Less Operating expense	\$	\$	\$	\$	\$
Net operating income (NOI)	\$	\$	\$	\$	\$
Present value (PV) of NOI	\$	\$	\$	\$	\$
	←	←	←	←	←
	←	←	←	←	←
	←	←	←	←	←
	←	←	←	←	←
Total PV of NOI	\$\$\$				
<u>Less Remaining development cost</u>	\$\$\$				
Value of the subject property	\$\$\$				



## 5. DISMANTLE





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651 Naradhiwat Rajanagarindra Rd  
Bangkok

Google, Inc.

Street View - Sep 2014

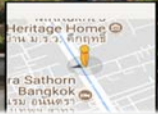
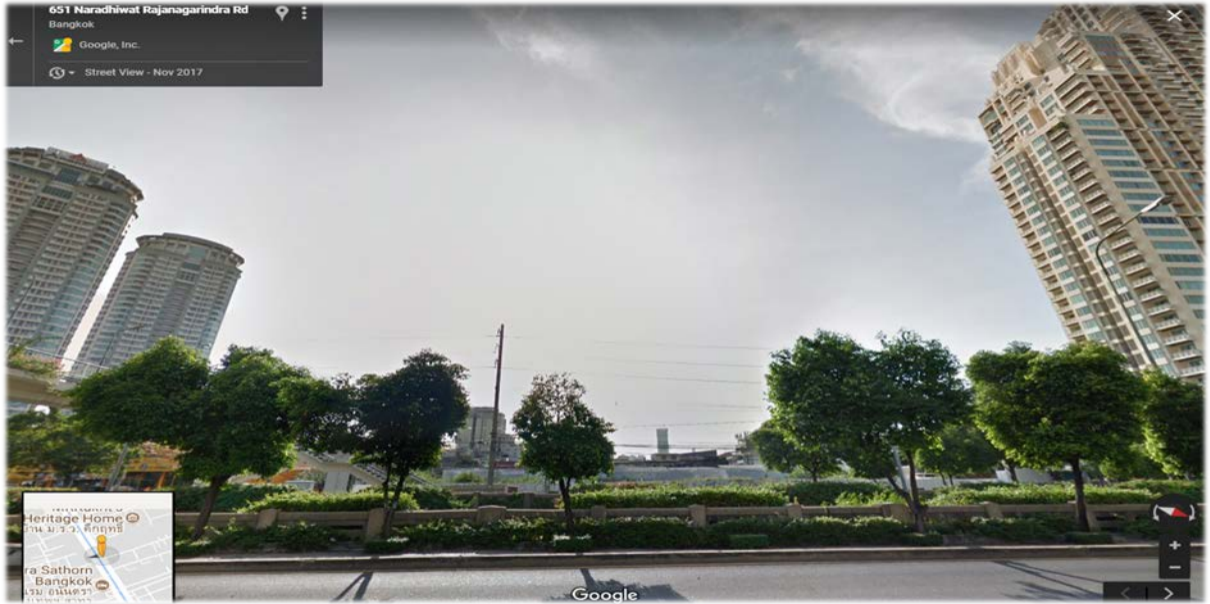


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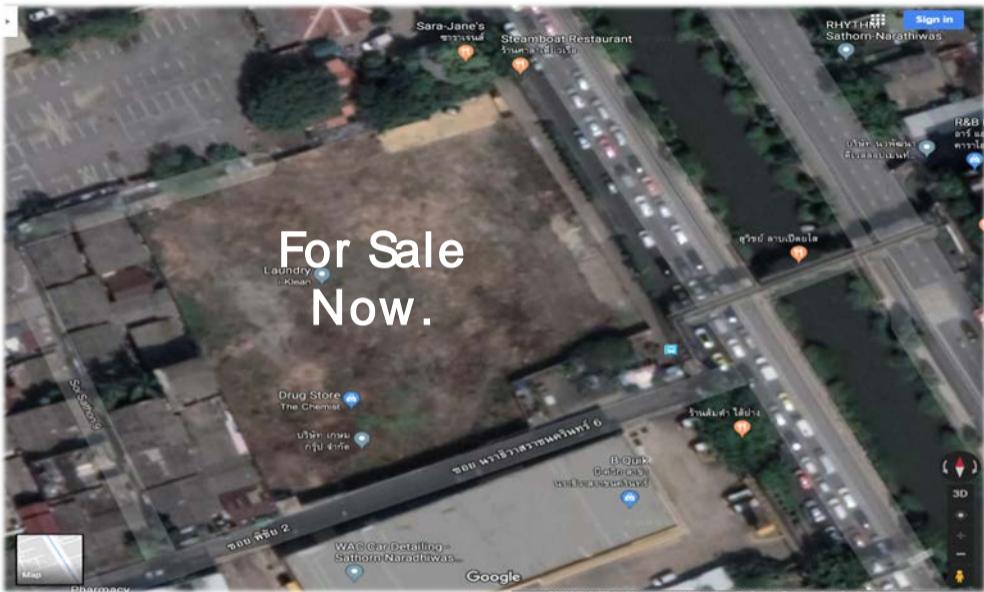


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# THANK- YOU

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