

Saigon International Trade Center Project
3/2 Road - 10th district - Ho Chi Minh city

Summary of construction, capital and time consuming

1. Location and area (Different from the preliminary plan and design by Nikken Sekkei Ltd., Tokyo, Japan, 07/96 ordered by Sumitomo, Vietnam.)

The boundary of the construction site is 24 m backward compared to the old design, 46 m away from 3/2 Road to adjust to the instructions of the town architect chief officer.

The foundation consists of 2 adjoining rectangle. The first is 265m paralleling with 3/2 Road is 36 m wide. The remaining 325m paralleling with 3/2 Road is 75m wide.

There must be 60m x 36m area left along 3/2 Road to plant green trees next to the construction site. Total construction area is 33,915m².

All blueprints on this site need to be 24 m backward compared to the Nikken Sekkei's design, and 5 m away from the boundaries.

Please provide 2 more blueprints for choosing purpose.

2. Design - Blueprints:

Design is similar to the design provided by Nikken Sekkei, except:

- Display rooms plus offices from 4th to 7th floor: 14,825.5m² construction area
- Display rooms and offices' design, because of the 24m different between 2 designs, need to be adjusted.
- The transportation entrance is also 24m x 27m less
- Adjoining area (plan to build hotels) is 3850m²
- Basement parking lot (200 cars) (under adjoining area) is 3850 m²
- Outdoor parking lot (100 cars): 26m x 60m = 2560 m²
- Surrounding road: 436 x 2x 5 = 4360
- Free area up front (excluding entrance) plus pavements (34x325) 14,670
- Area for green trees: 2160 m²
- Fence: (436 x 3) 1308m²

3. Capital

Fixed capital	US\$ 140,955,468
Variable capital	US\$ 1,044,532
Total capital	US\$ 142,000,000

Legal Capital	US\$ 42,600,000	30% of total capital
Vietnam	US\$17,040,000	40%
Foreign Partners	US\$25,560,000	60%

Loans	US\$ 99,400,000 (interest rate: LIBOR + 1.5%)
Year 1	US\$ 40 million
Year 2	US\$ 40 million
Year 3	US\$ 19.4 million

4. Time of join- venture: 45 years. When time elapses, all fixed assets of the join-venture will be transferred to Vietnamese partner.
5. Profit allocation ratio is Foreign Partners - Vietnam = 60:40. This ratio will be adjusted after break-even-point, increase 1% for Vietnam each year, until the ratio is 50:50.

CONSTRUCTION AREA

	Conference area-2 yr construction	Showrooms and offices - 2yr	Offices 3 yr	Kiots Restaurants	Total (m2)
24 th floor				1,200	1,200
4 th -23 th floor			1,300X20= 26,000		
4 th -7 th floor		14,825			40,825
3 rd floor	2,400	5,752		4,200	12,352
2 nd floor	5,450	4,552		4,000	14,002
1 st floor	5,100	3,552		3,600	12,252
Total (m2)	12,950	28,681	26,000	13,000	80,631
Value(US \$)	900	900	1,000	1,000	
Entrance	15,190 m2 x US \$ 200				15,190
Basement	3,850 m2 x US \$ 400/m2				3,850
Technical floor	11,000 m2 x US \$ 600/m2				11,000
Total					110,671

SAIGON INTERNATIONAL TRADE CENTER PROJECT
3/2 ROAD - 10TH DISTRICT - HOCHIMINH CITY
TOTAL COST AND FIXED CAPITAL NEED

Construction area and cost

<u>Total surface area</u>	<u>m2</u>	<u>Cost (US\$)</u>
(1) Office tower	26,000x1,000	26,000,000
(2) Exhibition and office area	Exhibition 13,856x900	12,470,400
	Office 14,825.5x900	13,342,950
4 th -7 th floor:	Office 14,825 m2	
2 nd -3 rd floor:	Exhibition & Fast-food 11,800m2	
1 st floor:	Special Exhibition 4,200m2	
(3) Conference area	12,950x900	11,655,000
3 rd floor:	Stock market 2,400m2	
2 nd floor:	Press conference 3,450m2	
1 st floor:	Conference rooms 5,100m2	
(4) Restaurants and shops area	13,000x1,000	13,000,000
Add (1)+(2)+(3)+(4):	80,631	
(5) Technical basement:	11,000x600	6,600,000
Add(1)+(2)+(3)+(4)+(5):	91,631	
(6) Main entrance	820x200	164,000
(7) Intersection entrance	2x4,200x200	1,680,000
(8) Transportation entrance	2x2,985x200	1,194,000
(9) Intersection	3,850x100	385,000
Add (1)-(9)		86,491,350
(10) Underground parking lot	3,850x400	1,540,000
Add(1)-(10)		88,031,350
(11) Outdoor parking lot	1,560x100	156,000
(12) Surrounding road	4,360x100	436,000
(13) Front free space	14,670x100	1,467,000
(14) Free space for green trees	2,160x100	216,000
(15) Back and side fence	1,308x50	65,400
Add (11)-(15)		2,340,400
Add (1)-(15)		90,371,750

RESERVED CONSTRUCTION CAPITAL:	4,518,588
TECHNICAL EQUIPMENT:	7,875,130
ELECTRONIC AND TELECOMMUNICATION EQUIPMENT:	1,800,000
VEHICLES:	<u>450,000</u>
TOTAL(I)	US \$ 105,015,468

LAND, AREA, AND COST

Location area:	33,915m2
Land construction ratio	58.82% - 19,950m2
Ratio of area used	95,821/19.950=4.8
Total main construction area	80,631m2
Entrances	<u>15,190m2</u>
Total	95,821m2
Mechanical basement	11,000m2
Basement parking lot	3,850m2

Land value

19,950 x US\$ 12.58 x 42 year in business =	US\$ 10,540,782
19,950 x US\$ 6.29 x 3 year construction =	US\$ 376,457
(33,915 - 19,950) x US\$ 6.29 x 45 year =	<u>US\$ 3,952,793</u>
Rental land	US\$ 14,870,033
Location value	US\$ 2,169,967
Land Value(Legal Capital)	US\$ 17,040,000
Compensation	<u>US\$ 4,000,000</u>
TOTAL (II)	US\$ 31,040,000

ARCHITECTURE FEES:	1,200,000
TITLE FEE	900,000
INVESTIGATION AND SUPERVISION FEE	700,000
MARKETING EXPENSE	600,000
SPECIAL ADMINISTRATION FEE	<u>1,500,000</u>
TOTAL (III)	US\$ 4,900,000

FIXED CAPITAL	Add (I)+(II)+(III)	US\$ 140,955,468
VARIABLE CAPITAL		<u>US\$ 1,044,532</u>
TOTAL INVESTMENT CAPITAL		US\$ 142,000,000

Ho Chi Minh City Center For International Trades Project

1. Ho Chi Minh City Center for International Trades Project

The objective of the project is to open a trade and commerce complex including business offices, show rooms, and supermarkets.

Not only does this project aims to encourage and facilitate local business activities but also provides an information exchange center for international and domestic operations. This project is expected to greatly benefit the Vietnamese national economy.

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3. Analysis of Proposed locations

Following are descriptions of the 3 proposed locations:

- These possible locations are suggested by FIDE (Foreign Trade and Development Center - People Committee of Ho Chi Minh City)
- All proposals satisfy surface requirement for operations
- They are close to downtown area

Proposed locations:

- Location 1: 1st District
- Location 2: Binh Thanh District
- Location 3: 10th District

Location 1:

Location: The corner of Nguyen Binh Khiem and Nguyen Dinh Chieu Streets, 1st District.

Area: About 16,000 m² (extendible to the south.)

Current Condition: Close to city downtown.

Surrounding landscape:

Narrow front side(15 m)

Narrow side road (10 m)

Side road terminates near a pond

No approaches from the south

Limitation:

Height: 20 - 23 floors

Location 2:

Location:

Binh Thanh District

At the end of Dinh Tien Hoang Street, alongside with Phan Dang Luu

Street

District's building (under moving plan)

Area: 48,000 m² (170m x 270 m, negotiable)

Current condition:

Close to city airport

Only front side approach is available

Surrounding landscape:

Large front street

Good position (intersection)

Existing market across the street (However, it's hard to cross the street due to heavy traffic activities)

There is a status at the end of the area that need to be preserved

Art museum located across the street

Notes: Our proposed building can be built like the city building. The area is commercially developing.

Limitations:

Regulations

Development area

Building height requirement: 20-23 floors

Location 3:

Location: 10Th District, along 3/2 Street

Next to Ky Hoa Hotel

Existing School on this site (under moving plan)

Area: about 30,000 m² (135m x 250m, negotiable)

Current Condition:

Easy access to the airport

Close to city downtown

Large front side

Surrounding Landscape

Clean air: Many green trees

Close to hotels, a theatre, a pagoda

Notes:

Future pavement development will improve the area's traffics which is good for our project

The city People Committee has indicated that it also welcomes proposals to build housing complex, parks, hotels, or parking lots within this area. Surrounding landscape is very suitable for the project's design

Limitation:

Regulations

Development area

No limitations on building height, and infrastructure ratio

All issues negotiable

4. Best Location approved

After detail study, we have selected location 3 as the target location for this project (10th District)

Reasons:

Good surface area

Convenient transportation to and from the airport

Good surrounding environments

Good potential for expansion

The development of the project fits into the existing landscape

Although the actual location and surface area will be negotiated with the city People of Committee, the general principle is that the implementation of this project will be carried in a pace and manner that preserve the harmony of the local overall landscape.

5. Design Objectives:

- Pay attention to the existing city landscape. The appearance will not damage the natural surroundings
- Buildings and equipment must not prevent the functioning of current buildings, traffics and living standards within the area
- We propose the architectural design of the Center as follow:

Front square:

A large outdoor surface to build a front square alongside 3/2 Street. This square extends from Tau pagoda to Ky Hoa hotel. It will serve as entrance for vehicle and customers, and as a parking lot. The Center will face this square and cover other small buildings in the neighbourhood.

Landmark: an office tower sitting at the corner of the area, serving as a boundary mark. This tower can be seen from the bear end of 3/2 Street.

Building circle: Including other office buildings and showrooms within the center.

These will be 3-floor buildings. The center also includes a hotel that is adjacent to Ky Hoa hotel. These two hotels will co-operate closely in the future.

6. Activities Planning

a. Conference Center:

Grand Ball Room

Area: 1,500 m² (30m x 50 m), first floor, no pillar

Three 500 m² lots with separate walls, movable

Translation room, cinema

Kitchen

Ceiling 15 m high

Small Ball Room

100 m² x 6 rooms 1st and 2nd floor

Ceiling 4 m high

Kitchen

Press Conference Room

150 m² - 1 room, 1st floor

b. Show Rooms

Permanent showrooms

2,000 m² x 2 + 1,000 m², 2nd floor, 4th floor

Ceiling 4m or 6m high

Theme showroom

2,000 m², 1 room, 1st floor

For contingent presentations

Other facilities

2,000 m² fast food

Near Conference Rooms

c. Offices

Rental Offices

900 m²

900 x 20 floors = 18,000 m²

Including International Information Trades Center

d. Supermarkets and restaurants

Restaurant

600 m² for restaurant on the highest floor (24)

Kitchen

150 servings capacity

Restaurant and supermarkets

1,500 m² in 1st floor, 1,800 m² in 2nd floor, 3,000 m² in 3rd floor

Total 6,000 m² kitchen and food storage