



# Why pay Grade A..?

## Unlocking the value in the HCMC Office Market

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22 July 2010

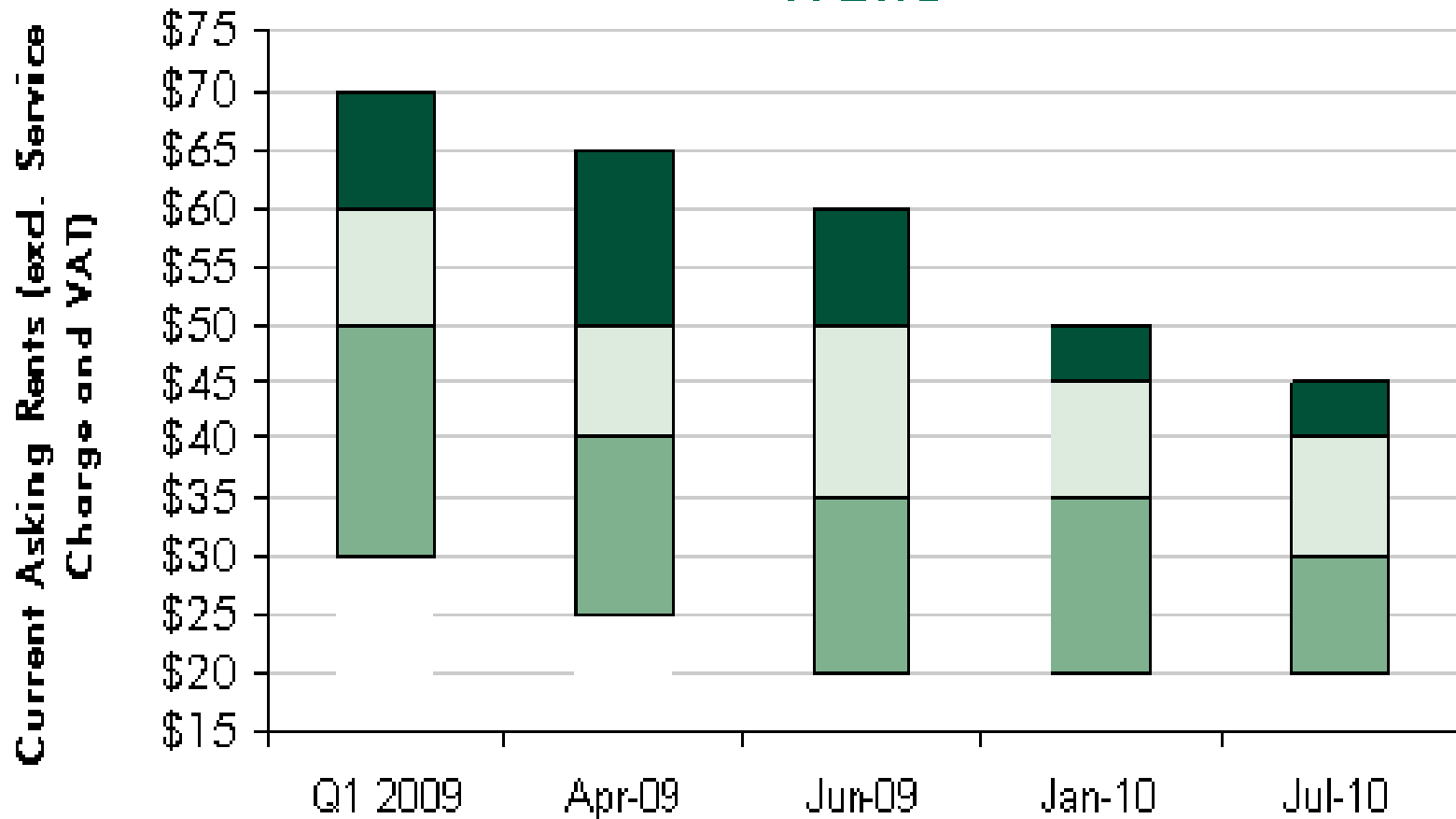
# HCMC Office Market

- Increased quantity and quality at a lower price.
- C tenants are stepping up to the B grade.
- A tenants are seeing value in new B grade buildings.
- Increased demand for new buildings – old to new shift
- Market starting to segment
- Improved confidence in the market leading to more expansion.
- CBRE enquiries now back to levels last seen in late 2008
- 2009 supply has now reached 80%+ occupancy.



# Asking Rents

## Current Asking Rents of Major Office Buildings in HCMC



Source: CBRE (Vietnam)

# The Market

	Grade A	Grade B
Current Stock	8 buildings 195,018 sm NFA	35 buildings 412,579 sm NFA



# Common practice in building classification

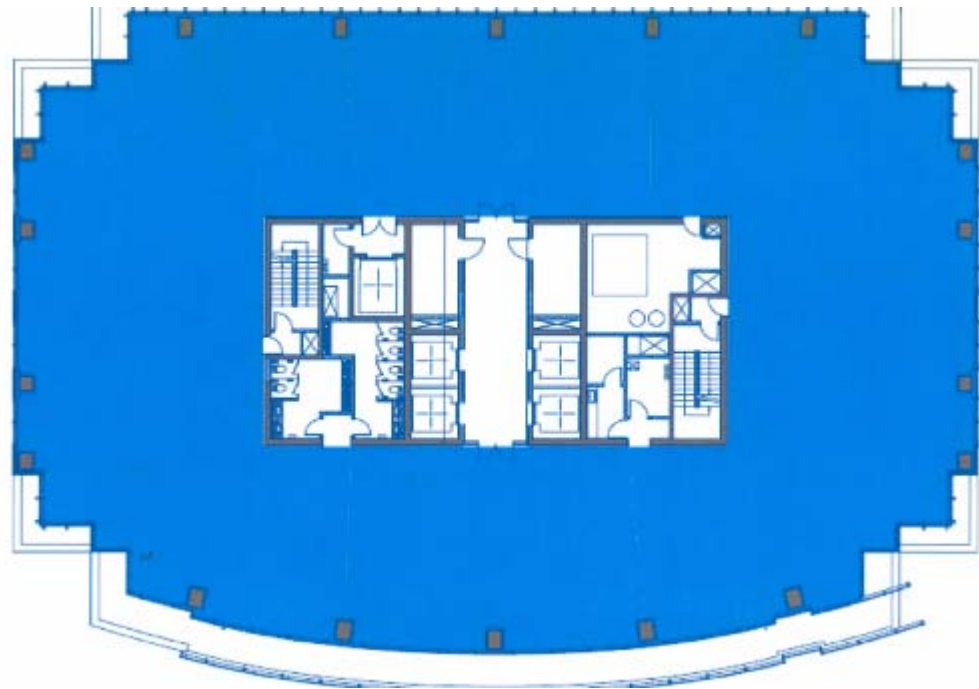
## Location:

- Grade A: Central Business District (CBD)  
Note: in HCMC, the CBD is the zone starting from Nguyen hi Minh Khai toward the river from the New World Hotel up to Ton Duc Thang
- Grade B: In the CBD and periphery (Districts 1 and 3)
- Grade C: Other districts
- Some buildings in the periphery may feature higher grade qualities – location is not the only criteria



# Design / Appearance

- Grade A: Distinctive architecture (known architects and contractors), high-rise building, large floor plate (>1,000 sm) preferably column-free
- Grade B: Good architecture, above 7-storey, floor plate between 500 and 1,000 sm
- Grade C: Functional, floor plate < 500 sm



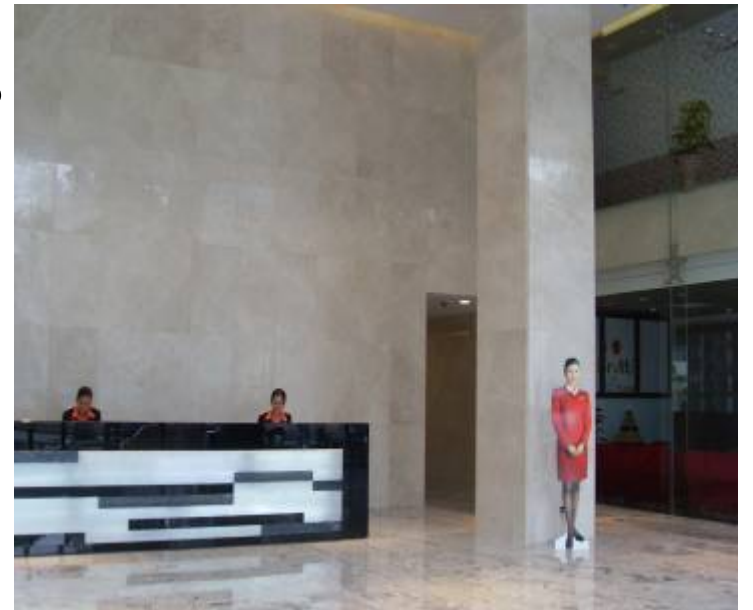
# Exterior Access & Circulation

- Drop-off zone
- Entrance to parking and parking circulation
- Pedestrian access to the entrance, elevated walkways
- Separate access for maintenance
- Firemen access
- Evacuation
- Effective signage for access and circulation



# Interior Access & Circulation

- Easy access to the lift lobby
- High speed lifts
- Reduced lift waiting times
- Separate service lift
- Efficient core of the building (maximizing floor efficiency)
- Toilets provision
- International Building Codes (British, US, Australian, Singaporean)



# Mechanical Systems

- Lifts:
  - Use known brands, with adequate capacity and speed
  - Monitoring system for traffic management is essential
- Air-conditioning:
  - High quality mechanical and engineering (use known brands)
  - Plan for 24 hours A/C for tenant's "Communications room" with a small chiller running 24 hours
  - Longer operational hours
  - Option for tenants to control their own A/C service provision

# Mechanical Systems - continued

- Fire service systems:
  - Sprinklers
  - Smoke/heat detectors
  - Hose reels, fire extinguishers
  - Fire rated stairs, fire rated doors with push bars, fire rated walls
  - Pressurized staircases
- Back-up:
  - 100% Full back-up power, possibly for long periods (1 working day)
- Security systems:
  - 24 hour
  - CCTV, door alarm, camera recording system

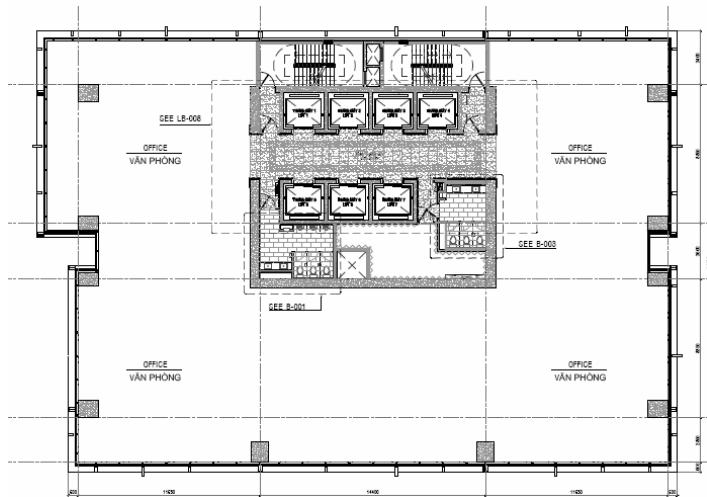
# IT / Communications

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- Sufficient phone lines and service providers for the building at full occupancy
- Internet connectivity with ADSL and leased lines ability
- Provision for A/C ‘Communications Room’:
  - Suggested location for each tenancy
  - Small chiller running 24 hours or tenant’s split unit (not in emergency staircase but at designed locations)

# Efficiency – Column Free

- Layout shape:
  - Square or rectangle
  - Column free
  - Distance from core to windows
  - Suitable for workstation stacking, manager offices, meeting rooms and circulation



# Office Building Management & Tenant Mix

- International standard professional management differentiates a building from others and attracts the higher covenant tenants
- Professional management ensures that all tenant services are of quality (cleaning, maintenance, security and safety)
- Tenant mix:
  - Grade A caters for higher requirements (multinationals and famous brands)
  - Set realistic targets in terms of tenant mix for your project
  - Expectation for signage, naming rights requests



# A&B Tower



- **76 Le Lai, District 1.**
- **25 floors.**
- **17,997 sm.**
- **778 sm/floor (net).**
- **Column free / high efficiency**
- **Available now**
- **Leasing quickly**

# A&B Tower Summary

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<b>TITLE:</b>	<b>A&amp;B TOWER</b>
<b>LOCATION:</b>	<b>76 Le Lai, District 1, HCMC</b>
<b>HANDOVER FOR FITTING OUT:</b>	<b>Q3 2010</b>
<b>PURPOSE:</b>	<b>OFFICE</b>
<b>OWNER:</b>	<b>A&amp;B DEVELOPMENT CORPORATION</b>
<b>PROJECT MANAGEMENT:</b>	<b>DUFFILL WATTS</b>
<b>MAIN CONTRACTOR:</b>	<b>COFICO</b>
<b>ARCHITECT:</b>	<b>DCM – HONG KONG</b>
<b>STRUCTURAL ENGINEER:</b>	<b>DWT</b>
<b>QUANTITY SURVEYOR:</b>	<b>DWT</b>
<b>M&amp;E CONSULTING ENGINEER:</b>	<b>ICE (INDOCHINE ENGINEERING)</b>
<b>PROPERTY MANAGEMENT:</b>	<b>CB RICHARD ELLIS</b>

# A&B Tower Summary

<b>SITE AREA:</b>	<b>1,832.7 SQ.M</b>
<b>TOTAL GFA:</b>	<b>25,506.4 SQ.M</b>
<b>TOTAL NLA:</b>	<b>17,997 SQ.M</b>
<b>TYPICAL NET FLOORPLATE:</b>	<b>778 SQ.M</b>
<b>GF FLOOR TO CEILING HEIGHT:</b>	<b>4.5M</b>
<b>TYPICAL FLOOR TO CEILING:</b>	<b>2.7M</b>
<b>NUMBER OF FLOORS:</b>	<b>GF + MEZZANINE 23 FLOORS</b>
<b>BASEMENTS:</b>	<b>3</b>
<b>GROUND &amp; 1ST FLOOR LOADING:</b>	<b>3.0 – 7.5 KN / SQ.M</b>
<b>TYPICAL FLOOR LOADING:</b>	<b>3.0 KN / SQ.M</b>
<b>STRUCTURAL STABILITY:</b>	<b>IN ACCORDANCE WITH THE 2006 VIETNAMESE DESIGN REQUIREMENTS</b>

# A&B Tower Summary

**AIR CONDITIONING:**

**CENTRALIZED SYSTEM, 100kw, VAV**

**EMERGENCY POWER:**

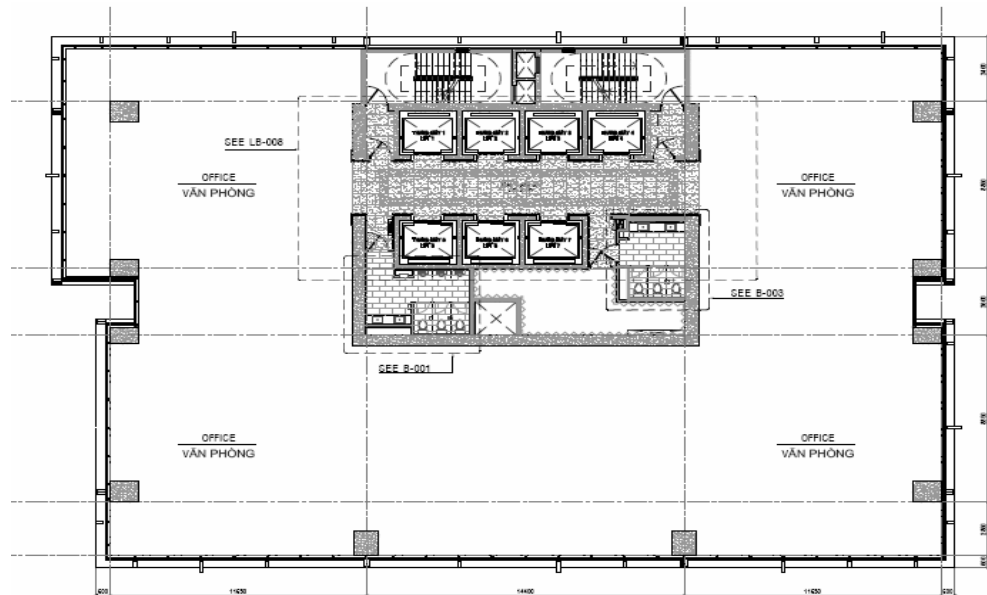
**100% BACK-UP POWER**

**PASSENGER LIFTS:**

**6 PASSENGER (1 SERVICE)**

**24hr SECURITY:**

**CCTV, MANNED SECURITY CENTER**



# Why pay Grade A while...

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## Today, new supply is with:

- Premium quality could be provided
- Net area basis for cost represents at least a 20% saving
- Professional Property Management

# Premium quality at new Grade B

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## Show case at A&B Tower

- High space efficiency from square floor & column free
- Latest technology for
  - anti-earthquake curtain wall & aluminum frame
  - Smoke detector on Australian standard
- Corner site / easy access free from traffic jams
- 100% back-up power
- Excellent natural light / Full views of the city
- Close to 5 star hotel / amenities

# Net area is applied and...

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**20%** is saved on

- Rent
- Service charge
- Deposit
- Extra air con

# Tenant can enjoy management...

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- International like CBRE
- Professional service
- Good maintenance
- Greater sustainability
- Toward greener tomorrow
- Higher efficiency

# Moreover...

## TENANT NEEDS

PROFESSIONAL PROPERTY  
MANAGEMENT



COMPETITIVE PRICING



AMPLE PARKING



EXCELLENT BUILDING ACCESS



FLEXIBLE LEASING AGREEMENTS



HIGH QUALITY CONSTRUCTION



## A&B TOWER

PROFESSIONAL PROPERTY  
MANAGEMENT BY CBRE

\$30++ (NET)

3 BASEMENT LEVELS  
TOTALLING 4,845 SQ.M

CORNER BLOCK;  
LE LAI & NGUYEN THI NGHIA

FLEXIBLE LANDLORD OFFERING  
FLEXIBLE TERMS

STATEOF THE ART M&E,  
QUALITY LOCAL & FOREIGN  
CONSTRUCTION

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