

Thanh Binh Phu My  
Joint Stock Company



## PHU MY 3 SPECIALIZED INDUSTRIAL PARK



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**An attractive industrial base for investors**

Thanh Binh Phu My Joint Stock Company



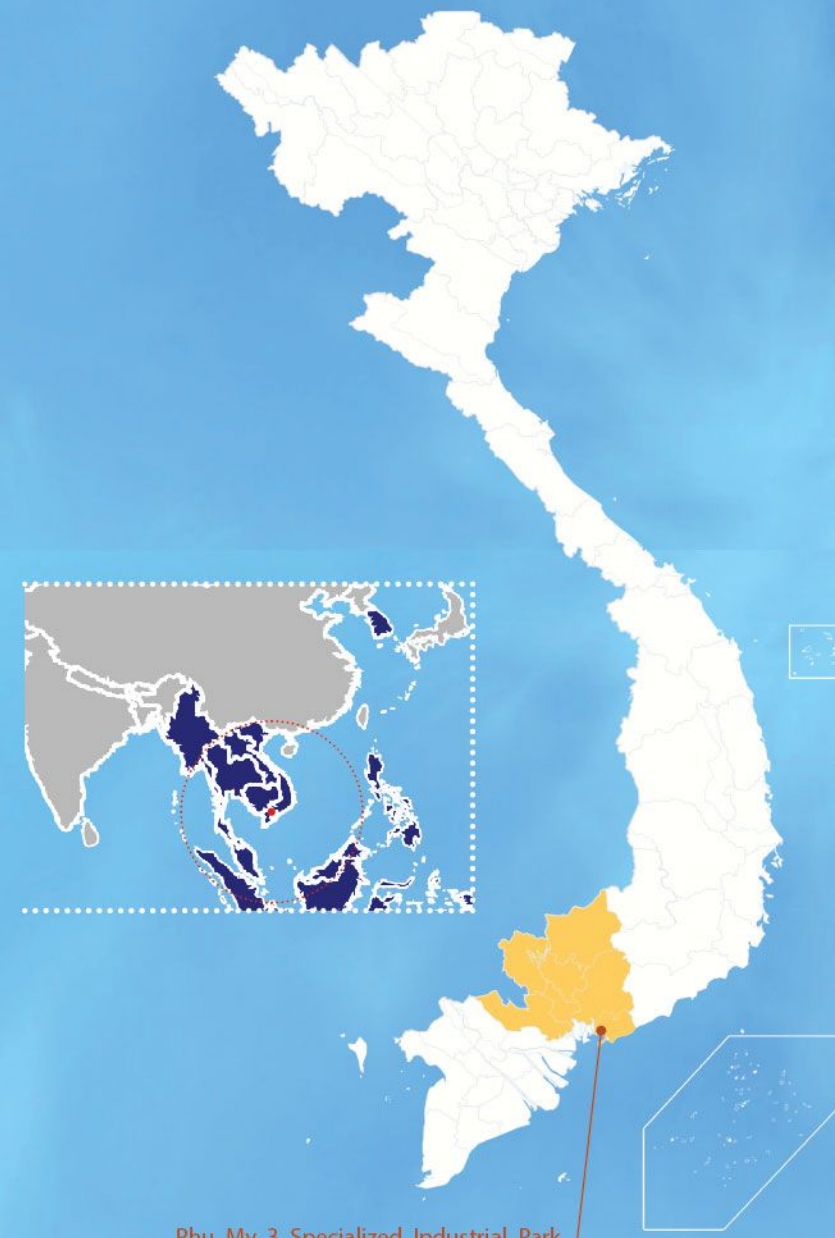


Phu My 3 Specialized Industrial Park is one of the two model Industrial Park projects under the Cooperation & Development Agreement signed between Vietnamese Prime Minister Mr. Nguyen Tan Dung and Japanese Prime Minister Mr. Yoshihiko Noda in November 2011.

With advantageous geographic location, international-standard infrastructure and management services, investment incentives, and supports from the two governments, Phu My 3 SIP is an attractive industrial base for investors.



## Southern Key Economic Zone (SKER)



**8%**  
of Total Area

**17%**  
of Total Population

**40%**  
of Total GDP

**60%**  
of National Budget

**50%**  
of Total Foreign & Domestic Investment

**40%**  
of Export-value Turnover

### SKER Target 2021-2030:

- Economic growth rate: **8-8.5%**
- GDP per capita (2030): **\$12,200**
- Total investment capital demand (2015-2020): **\$ 288 billion**

Phu My 3 Specialized Industrial Park is located in Ba Ria – Vung Tau Province, one among eight provinces in Vietnam's Southern Key Economic Zone.



## Strategic Location



## Competitive Advantages

Phu My Industrial & Seaport Urban Area, where **Phu My 3 SIP** is located, is known as the only area in Vietnam converging three crucial elements for heavy industries: deep-water seaport, stable power supply, and abundant natural resources. By creating an effective added-value generating supply chain from this ideal combination, Phu My 3 SIP will allow customers to optimize production cost and unlock opportunities for advancement.



### Stable Power Supply

Stable power supply is provided by Phu My Thermal Power Plant and Ba Ria Power plant under the management of EVN, producing 4,100 MW in total and accounting for 16.8% of the total power capacity of Vietnam.

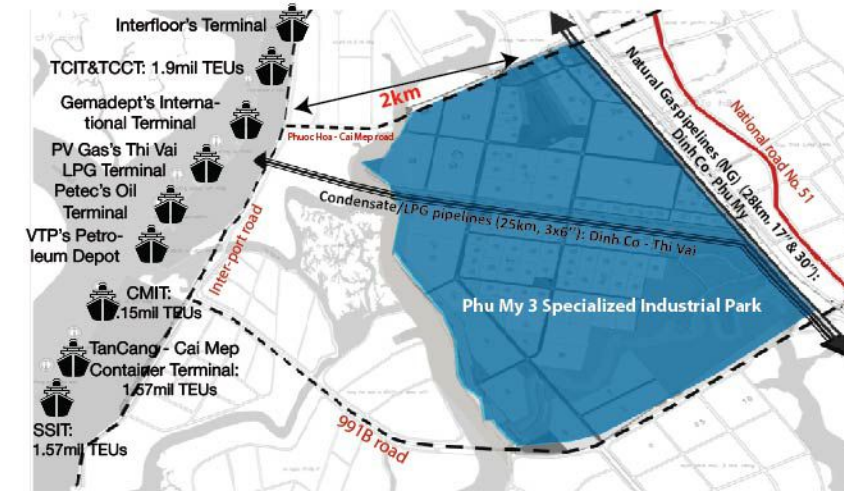


### Natural Resources

Condensate and Liquefied petroleum gas (LPG) are supplied from the nearby Dinh Co gas processing plant and Thi Vai refrigerated LPG terminal through the condensate/LPG pipelines crossing underneath the industrial park. Natural gas is supplied from Nam Con Son/ Bach Ho pipeline system in parallel with Phu My 3 SIP site.

NG & LPG are managed and distributed to customers in Phu My 3 SIP by Sojitz Osaka Gas Energy.

Clean water is extracted from two sources with the total capacity of 500,000m<sup>3</sup>/day: Da Den Lake (34.6 million m<sup>3</sup>) and Son Ray Lake (215 million m<sup>3</sup>).



### International Deep-water Cai Mep - Thi Vai Port System

As a gateway to the East Sea of South Eastern Asia with excellent connection to international marine routes, Cai Mep – Thi Vai deep-water port system (CM-TV) possesses perfect condition to become an international transshipment and trading hub.

With the channel depth of 14-16.5m, CM-TV allows reception of vessels sizing up to 200,000 DWT. The marine network system connecting directly to Europe - America – Asian will help customers reduce transportation cost and time considerably.





# PHU MY 3 SPECIALIZED INDUSTRIAL PARK

## Service Centre

- Phu My 3 SIP Head Office.
- IT Support Centre operated by KDDI.
- Rental office.
- Onsite custom office.
- Man Power office.
- Restaurants, banks, convenience stores, tour desks, clinics, ATM etc...

## Substation

- Supplier: Ba Ria – Vung Tau Electricity (a subsidiary of EVN SPC).
- Capacity:
  - 1<sup>st</sup> phase (2016 - 2017): two 22KV lines
  - 2<sup>nd</sup> phase (2017~): four 63MVA transformers for two 110KV substations.
- Underground power cable; stop 3 times/year (at National Holidays) for maintenance.

## Waste water treatment plant

- Design-Build-Operate-Manage-Maintain: Kobelco Eco Solutions.
- Capacity:
  - 1<sup>st</sup> phase (2017): 9,000m<sup>3</sup>/day-night.
  - 2<sup>nd</sup> phase: 45,000m<sup>3</sup>/day-night.
- Waste water treatment standard: Class A (QCVN40:2011/BTNMT); operating 24hours/365days.



## Water plant

- Supplier: Phu My Water Supply JSC (Wasuco).
- Capacity: 90,000~100,000m<sup>3</sup>/day.

## Gas station

- Supplier: Sojitz Osaka Gas Energy Company Ltd.
- Capacity: 10-15million m<sup>3</sup> NG/month.
- Stop 7days/year for maintenance.

## Residential complex

- Healthy and comfortable living environment with a full range of utility services:
- Administration (custom, tax...).
  - Office & Services (bank, post office, commercial center...).
  - Training (vocational training school...).
  - Residential area (villa, serviced apartment, hotel...).
  - Education (kindergarten, international school...).
  - Medical services (clinic, hospital...).
  - Entertainment (park, sport stadium, shopping center,...).

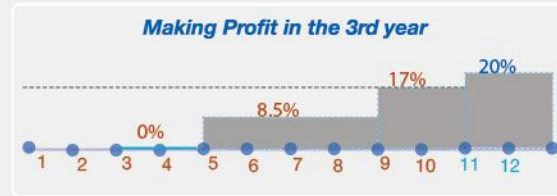




## Corporate Income Tax

Enterprises operating in Phu My 3 SIP will enjoy incentive corporate income tax (CIT) rate as follows:

- 17% applicable for the first 10 years prescribed in the Decree No. 118/2015/ND-CP & Decree No. 218/2013/ND-CP of the Government.
- 2-year tax exemption and 50% tax reduction in the following 4 years prescribed in the Decree No. 218/2013/ND-CP of the Government.



## Import Tariff

- Exemption for importing merchandise and machinery in oil & gas industry.
- Exemption for importing merchandise and machinery to build up fixed assets for implementing the projects.
- Exemption for importing equipment and machinery which are not available domestically.

## Land-use-fee

- Leasing period in Phu My 3 SIP is 70 years (from 2007 to 2077), significantly longer compared to the normal period of 50 years in other industrial zones.
- Land-use-fee paid to the Government is exempted up to 20 years (exact time depending to the lot's location).

## Message from Our Deputy General Director



**Phu My 3 Specialized Industrial Park** is a key project of Ba Ria-Vung Tau Province, belonging to Province-based Economic Growth program of The Japan International Cooperation Agency (JICA). As the chosen model industrial park of both Vietnamese and Japanese governments, Phu My 3 SIP has received precious supports from several government agencies.

Our core values include creating sustainable development with a strong focus on environmental protection, delivering values to customers and partners as well as profoundly contributing to the socio-economic growth of the local area. Moreover, Phu My 3 SIP will devote constant effort to executing the vision of becoming an integrated and synchronized industrial park, with international standard infrastructure and facilities, fulfilling expectations of both governments, and offering optimum quality for our customers. In addition, we will continue strengthening business programs with Vietnamese and Japanese governments, as well as international cooperation and investment promotion in order to provide better incentives for enterprises.

**Deputy General Director  
Kazama Toshio**

## One stop service

Phu My 3 SIP Management Board will act as a bridge between investors and local authorities, helping simplify legal procedures, ensure the most favorable incentives and working environment for successful business operation of investors.



## Supporting Investment Procedure

- | Pre-Operation |  |
|---------------|--|
| 1             | Interim discussion & Preliminary study             |
| 2             | Plot selection                                     |
| 3             | Land Reservation Contract                          |
| 4             | Investment Policy Statement                        |
| 5             | Investment and Enterprise Registration Certificate |
| 6             | Environment Impact Assessment (EIA)                |
| 7             | Land Sublease Contract                             |
| 8             | Land Handing over                                  |
| 9             | Construction License & Factory Construction        |
| 10            | Connecting Infrastructure Facilities               |
| 11            | Operation Commencement                             |

- | Post-Operation |                                |
|----------------|--------------------------------|
|                | Company's Seal Application     |
|                | Tax Registration               |
|                | Bank Account Opening           |
|                | Accounting System Registration |
|                | Labor Recruitment              |
|                | Others                         |



# Project Introduction

IP's name	<b>Phu My 3 Specialized Industrial Park</b>
Location	Phuoc Hoa ward, Phu My town, Ba Ria – Vung Tau province, Vietnam
Developer	<b>Thanh Binh Phu My Joint Stock Company</b> – 100% Vietnamese private investment
Total investment capital	6.03 trillion VND (about \$267.24 million)
Charter capital	1.6 trillion VND (about \$70.92 million)
Total area	999 ha
Leasing period	Until 2077
Target Industries	Heavy industries (Petrochemicals, Chemicals, Construction materials, Metallurgy, etc.) Multi industries (Supporting industries, Electronics and electrical appliances, textile and garment, Medical equipment, Consumer goods, Plating, Automotive, Hi-tech, Pharmaceutical, etc.) Port and logistics service Other utility services
Product & Services	Land for lease Port & Logistics Services Residential complex One-stop service



New way, New value

With the accumulated knowledge in reserves and development risk management in oil and natural gas business, diversified investments in British North Sea, the U.S. Gulf of Mexico, Qatar, Gabon, Egypt and Brazil, Sojitz has participated as an operator in many gas development projects in Vietnam.

**NIPPON KOEI**

Founded in June, 1946, Nippon Koei has become a leading Japanese consulting firm in providing comprehensive services in technology & consulting solutions to an enormous range of significant and challenging projects around the world, from planning and designing to managing the construction.



KDDI has built reputation as a Japanese leader in Information technology and Telecommunications. The company's mission is to continue creating and improving products and services in order to enhance the efficiency of everyday business, providing customers with a stable and safe communications environment.

**KOBELCO**

As an integrated entity for general environmental solutions, Kobelco Eco-Solutions provides sewage systems and municipal waste incineration facilities, as well as environmental equipment mainly for use in water treatment.



VINA-JAPAN SHIROGANE LOGISTICS CO.,LTD. (VJS) is a joint venture of THANH BINH PHU MY JOINT STOCK COMPANY and SHIROGANE TRANSPORT CO., LTD.(JAPAN).

VJS carries out all activities relating to logistics services and warehouse operation such as import-export customs clearance, domestic distribution within Vietnam, international sea & air transportation with their partner, SHIROGANE LOGISTICS VIETNAM CO., LTD (SLV).



And kindly update this content into our presentation as well as brochure. I'll talk to you later.  
Saigon New Port Corporation is the No.1 in term of logistic provider as well as the container terminal operators in Vietnam. The import-export container throughput of SNP has accounted for 93% of the market share in Ho Chi Minh city area, 70% share in Cai Mep deep seaport area and nearly 50% nationwide. SNP is a strategic partner of PM3SIP in providing general, multimodal logistics services with high-standard services and competitive prices.



ANDERSON MÖRI & TOMOTSUNE

