

Site Selection Relocation Approach **Addendum-SAMPLE REPORTS**

Note: see also [Site Selection Relocation Approach.pptx](#)



The following pages are actual examples of East West Associates *Site Selection* reports to clients.

Executive Summary

Site Evaluations

Preferred Sites for Review

Selected Site Maps

Financials – Cost to Lease/Build

Review of Two Potential Sites

Key Supplier considerations

Timelines and Next Steps Based on Board Approval to Proceed

*East West Associates was charged with identifying the **country** in [global region] most suitable for Client to establish their manufacturing facility and supply chain. In addition, EWA was to identify the **region** and the **industrial zone** within the target country, and to identify specific locations that have potential to include a distribution center.*

EWA was to provide estimated Lease vs. Own Costs for the new facility, and to advise as to corporate tax incentives.

Lastly EWA was to provide insight and advice as to the most optimum design, construct and build methodology to meet both quality and timeline goals.

Criteria used to evaluate and rank 25 sites in [country] included.....

- Labor availability - location of labor, suitable skills, and costs*
- Location of component suppliers and raw materials*
- Logistics - shipments of components in, and finished goods out*
- Technical schools and universities to supply skilled labor*
- Corporate Income Tax and other incentives*
- Transportations hubs as to highways, airports ,mass transit etc.*
- Investment Climate – execution support, fit of client in the local area*

Example of a site selection report Executive Summary introduction, p. 2

*East West Associates recommends [Client] locate its Manufacturing & Distribution center within the [country, region, **Special Economic Zone**].*

- *Established 1996*
- *Over 350 Business entities established*
- *Approx. 9 Billion USD invested*
- *Rated number 1 in "2021 Best Free Zones" by Financial Times*
- *Site lies in the center of 3.7 million population bases*
- *Site and 14 adjacent sites classified as the Upper [Site] Metropolis*
- *Located at the intersection of X15 North/South expressway and the X77 East /West expressway*
- *US companies represent 11.4% of invested companies in the area*
- *Dense population of manufacturing suppliers and service providers*

Example:

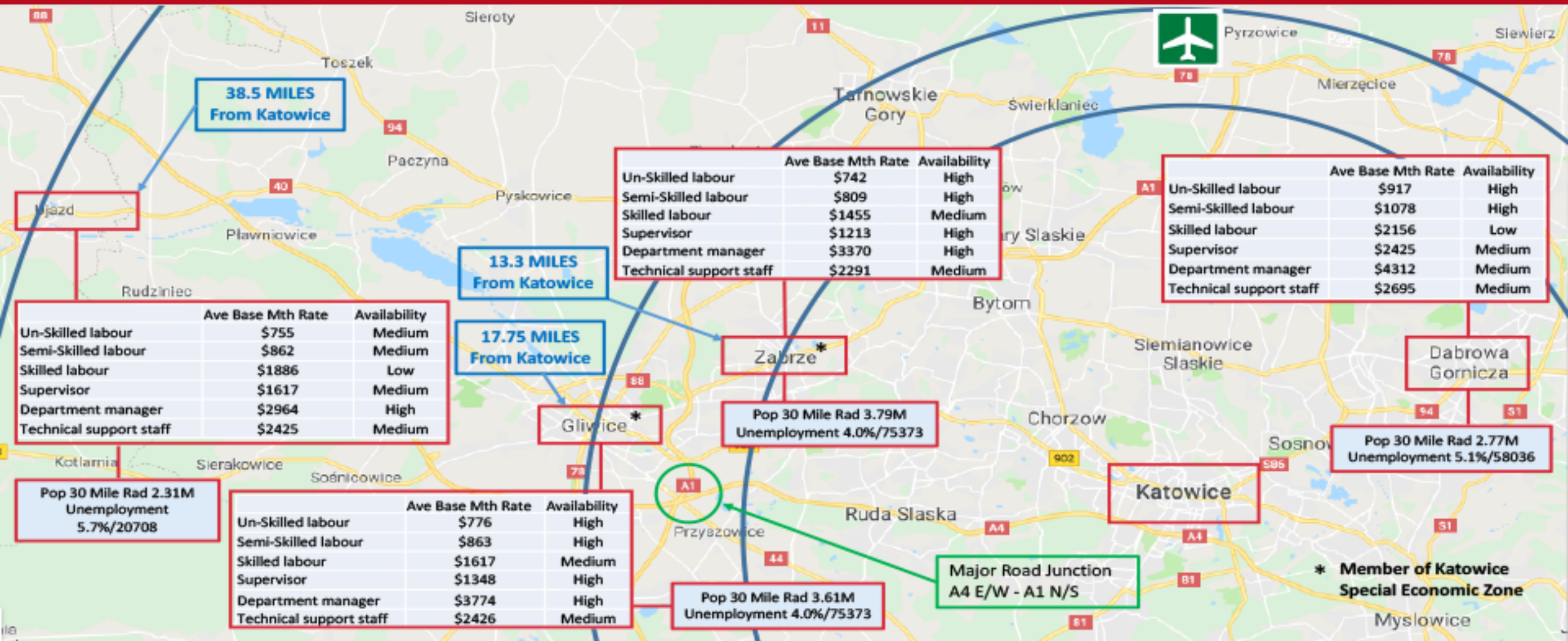
Preferred Sites for Review

			STATE				
	Total Mexico	Aguascalientes	Chihuahua	Coahuila	Durango	Nuevo Leon	
Visit Schedule		Nov 1-2	TBD*	Oct 27, Nov 8	Oct 28, Nov 11	On Going	
Income per Capita (US\$/yr)	\$ 8,524	\$ 10,125	\$ 10,169	\$ 12,238	\$ 7,154	\$ 14,793	
Land Price - USD/m2	\$30-\$250	\$50-\$75	\$40-\$65	\$40-\$68	\$40-\$60	\$50-\$140	
US Embassy Travel Alerts	Medium	Low	Medium	Low	Medium	Low	
Human Development Index	0.758	0.796	0.784	0.797	0.769	0.807	
Schooling Years	9.7	10.3	10.0	10.4	9.7	10.7	
Residents "Perceived Insecurity"	64.4%	45.9%	56.8%	43.7%	39.7%	44.4%	
* Pending confirmation of required utilities at sites							

Example: Site Evaluations

SURVEYED PROPERTIES - BYDGOSZCZ and KATOWICE SPECIAL ECONOMIC ZONE																	
CITY	Bydgoszcz	Bydgoszcz	Bydgoszcz	Bydgoszcz	Bydgoszcz	Bydgoszcz	Lisi Ogon	Bydgoszcz	Ujazd	Ujazd	Ujazd	Gliwice	Gliwice	Dabrowa- Gornicza	Zory	Katowice	Zabrze
OWNER	Panattoni	Waimea	Panattoni	Panattoni	BPPT, Bydgoszcz Industrial Development Park	BPPT, Bydgoszcz Industrial Development Park	Panattoni	Panattoni	Industrial zone	Panattoni	Industrial zone	Industrial zone/ agricultural group	Panattoni	Dabrowa- Gornicza Special Economic Zone, City Hall	Zory City Council	KSSE	Zabrze City Industrial Zone
Permit/Proj Execution	Red	Yellow	Red	Red	Yellow	Red	Red	Red	Green	Green	Green	Green	Red	Yellow	Yellow	Red	Green
Incentives	Green	Green	Green	Green	Green	Green	Yellow	Green	Green	Green	Green	Green	Yellow	Yellow	Red	Yellow	Yellow
Timeline	Green	Green	Green	Green	Green	Green	Red	Red	Green	Green	Green	Green	Red	Yellow	Yellow	Red	Yellow
Connectivity	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Red	Red	Yellow	Green
Workforce	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
Land	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green	Green
Supply Chain	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Yellow	Green	Green	Green	Green	Green	Green	Green	Green	Green
Environment	Red	Red	Red	Red	Yellow	Red	Yellow	Red	Green	Green	Green	Yellow	Red	Red	Yellow	Yellow	Green
OVERALL					Green							Green					Green

Selected Site Map

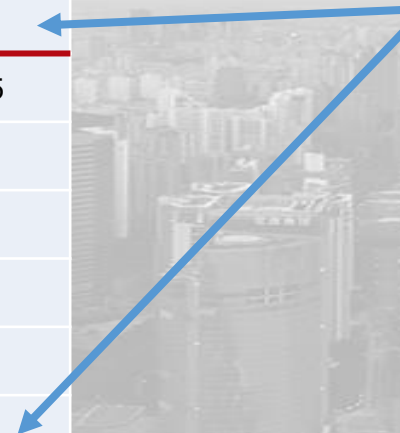


Example:

Cost to Lease/Build by site

	OPTION 1	OPTION 2
LOCATION REFERENCE	Zabrze 1 - Katowice SEZ	Gliwice - Katowice SEZ
PRODUCTION SPACE	20252 m2	19935 m2
WAREHOUSE SPACE	20891 m2	20574 m2
OFFICE/SOCIAL SPACE	1278 m2	1278 m2
TOTAL SPACE (Phase 1)	42422 m2	41788 m2
EXPANSION OPTION (Phase 2)	20772 m2	20520 m2
PRODUCTION RENT	€4.75/m2 - €96197	€5.3/m2 - €105655
WAREHOUSE RENT	€3.5/m2 - €73118	€3.6/m2 - €74066
OFFICE/SOCIAL RENT	€9/m2 - €11502	€9/m2 - €11502
TOTAL RENT/MONTH	€180817/Mth	€191223/Mth
TOTAL RENT/YEAR	€ 2,169,804	€ 2,294,676
LAND CARRY COST FOR EXPANSION OPTION	€94000/Yr	€169000/Yr
OUTRIGHT PURCHASE	€33.4 MILLION	€36.6 MILLION

Option to build-out
200,000 ft2 factory space
later



Example: Property Summary



	LIMA (Amplefield Development)	LISP III (Chiongson Building)	LISP III (Jomee Warehouses)	LTI (FTA Holdings Warehouse 1)	Clark (PhilExcel Building 1)	Clark (PhilExcel Building 2)
I. FACTORY LEASE EXPENSE						
Factory space (m ²)	1,326.9	1,872	7,304	6,375	1,944	6,156
Office space (m ²)	281.6	468		1,656	972	
Canteen space (m ²)				144		
Open space (m ²)	985.5	1,007	3,168	2,181		
Total Billable Area (m ²)	1,608.5	2,340	7,304	8,175	2,916	6,156
Total Area (m ²)	2,594	3,347	10,472	10,356	2,916	6,156
Clear Height (m)	7	7	9-12	7	5	5
Loading Dock (number)	1	3	16	3	1	1
Factory Lease Rate (\$/m ² /month)	\$ 5.50	\$ 4.40	\$ 6.00	\$ 4.00	\$ 4.00	\$ 4.00
Office Lease Rate (\$/m ² /month)	\$ 5.50	\$ 4.40	\$ 6.00	\$ 4.00	\$ 4.00	\$ 4.00
Management Fee	\$ 543.00	\$ 140.00	\$ 140.00	\$ 2,521.63	\$ 1,399.68	\$ 4,432.32
Annual Lease	\$ 106,161	\$ 123,552	\$ 525,888	\$ 392,400	\$ 139,968	\$ 295,488
Escalation	3% on the third year	6% annually	TBD	5% annually	5% annually	5% annually
Terms	3 months advance, 3 months deposit	3 months advance, 3 months deposit	3 months advance, 3 months deposit	3 months deposit	6 months security deposit plus 3 months deposit on electricity	6 months security deposit plus 3 months deposit on electricity
Power (per KWH)	\$ 0.19	\$ 0.19	\$ 0.19	\$ 0.19	\$ 0.14	\$ 0.14
Water (per cu.m)	\$ 0.42	\$ 0.42	\$ 0.42	\$ 0.42	\$ 0.57	\$ 0.57
Waste Water (per cu.m)	\$ 0.37	\$ 0.37	\$ 0.37	\$ 0.37	\$ 0.21	\$ 0.21
II. REMARKS						
Location	LIMA Technology Center, Malvar, Batangas, Calabarzon	LISP III, Sto Tomas, Batangas, Calabarzon	LISP III, Sto Tomas, Batangas, Calabarzon	Laguna Technopark Annex, Biñan, Laguna	Philexcel Annex, Clark Freeport Zone, Angeles, Pampanga	Philexcel Annex, Clark Freeport Zone, Angeles, Pampanga
Distance to Export Port	37KM (Batangas International Port) 76KM (Manila Port)	50KM (Batangas International Port) 60KM (Manila Port)	50KM (Batangas International Port) 60KM (Manila Port)	44KM (Manila Port)	78KM (Subic Bay Freeport Zone))	78KM (Subic Bay Freeport Zone))
Distance to Airport	70KM (Manila International Airport)	56KM (Manila International Airport)	56KM (Manila International Airport)	36KM (Manila International Airport)	3KM (Clark International Airport)	3KM (Clark International Airport)
Value-added services	- Ample parking area - Gated building complex with perimeter fence and 24/7 security	- Ample parking area - Gated building complex with perimeter fence and 24/7 security	- Ample parking area - Gated building complex with perimeter fence and 24/7 security	- Regular parking space and driveways - Perimeter fence with guardhouse at gates - Multiple office spaces, lavatories and canteen with working lights and plumbing - Factory overhead crane and closed elevator - Electrical lighting and basic fire-suppression system	- Ample parking area - Gated building complex with perimeter fence and 24/7 security - Tight military security and controls with ClarkKFZ Police Department and Armed Forces	- Ample parking area - Gated building complex with perimeter fence and 24/7 security - Tight military security and controls with ClarkKFZ Police Department and Armed Forces
Advantages	Fully complemented by a reliable infrastructure system, LIMA Estate is supported by affiliates of the Aboitiz Group in terms of construction, power generation and distribution, as well as water production and distribution, ensuring security and ease of doing business for their locators. - Easily accessible workforce - Tax incentives through PEZA (Philippine Economic Zone Authority)	- Brand new ready-built factory - Easily accessible workforce - Quick access to major roadways and National highway - Tax incentives through PEZA (Philippine Economic Zone Authority) - Substantial loading docks, a dock leveler and ramp at the building's rear - High ceiling to allow expansion	- Brand new ready-built factory - Easily accessible workforce - Quick access to major roadways and National highway - Tax incentives through PEZA (Philippine Economic Zone Authority) - Plentiful loading bays - High ceiling to allow expansion - Spacious and smooth factory floor	- Brand new ready-built factory - Easily accessible workforce - Quick access to major roadways and National highway - Tax incentives through PEZA (Philippine Economic Zone Authority) - Elevated loading bays and access gates direct to factory/elevator - Well designed and fine-finished offices and facilities - Factory has smooth floor and painted walls with ready-to-use crane	- Good tax incentives for operations, income, importation and exportation - Brand new ready-built factory - Quick access to major roadways and National highway - Well supported processing of foreigners and customs - International airport is nearby	- Good tax incentives for operations, income, importation and exportation - Brand new ready-built factory - Quick access to major roadways and National highway - Well supported processing of foreigners and customs - International airport is nearby
Disadvantages	- National highway is 4.8Km from main gate by major road - Highest lease rate per sqm, but open for negotiation	- Need for require shuttle service for employees between site and main gate - Weak cellular service signal but can improve once PLDT Fiber is installed	- Need for shuttle service for employees between site and main gate - Weak cellular service signal but can improve once PLDT Fiber is installed - High initial rental fee	- Need for shuttle service for employees between site and main gate - Expensive management fee	- Nearest sea port is relatively distant - Expensive management fee - No existing lights/wiring - No office rooms	- Nearest sea port is relatively distant - Expensive management fee - No existing lights/wiring - No office rooms

Example:

Labor Overview

Binh Duong workforce ~ 1.3M
80% of factory workers are from other provinces.

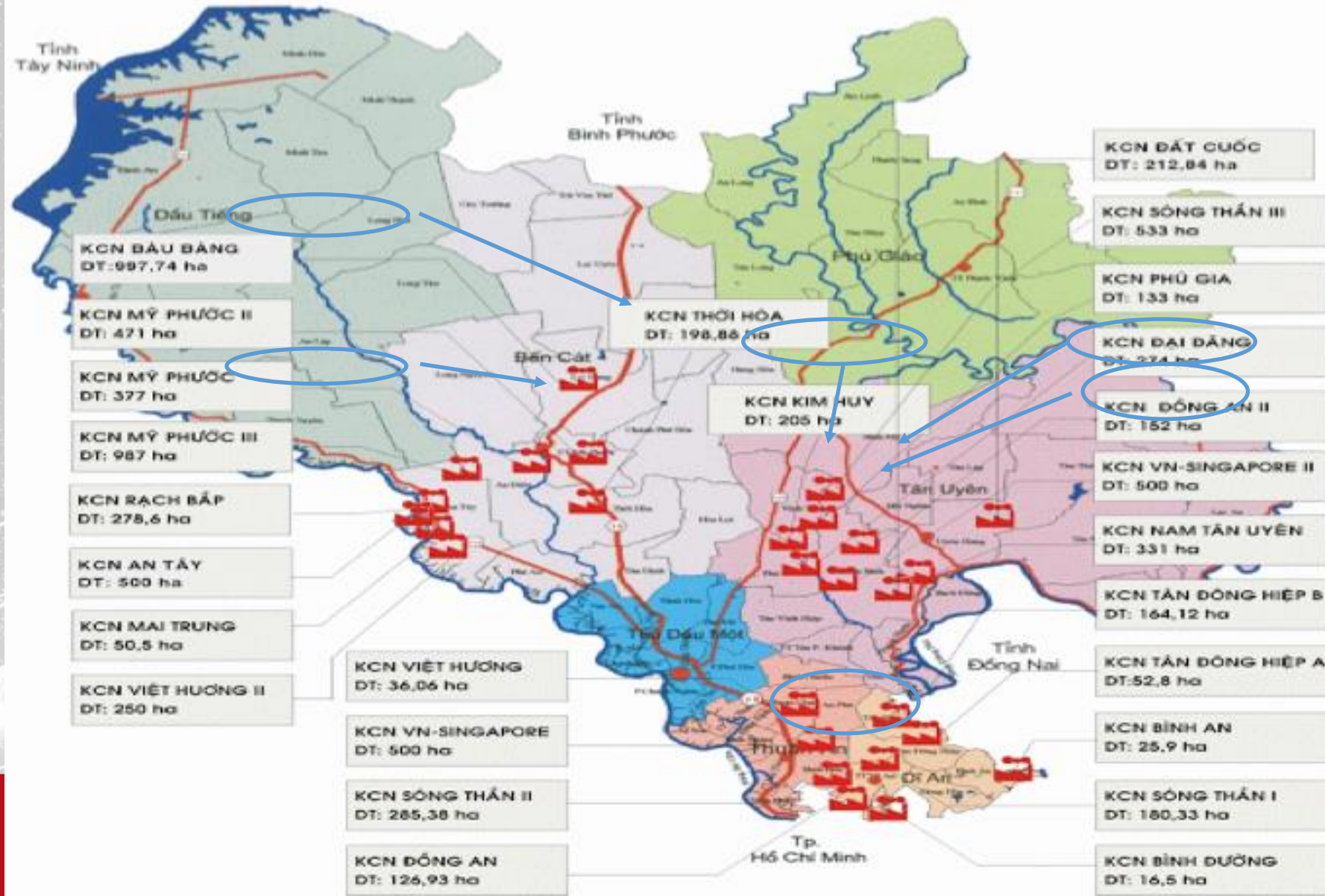
Adjacent Population

Bau Bang	94k
My Phouc	203k
Tan Uyen	375k

Currently 10,000 are seeking work in the province.

Reported unemployment ~2.5%....higher than normal

Diverse manufacturing sector:
furniture, garments, autos, paper, electronics



Example:

In-country site analysis

Evaluated 26 cities in 12 states

Shortlisted to 7 cities, plus Monterrey as baseline

Considered but not Selected

States	Cities	Knock Out Criteria	Comments
Zacatecas	Fresnillo	Consistent security warnings from US Govt	
Michoacan	La Piedad	Consistent security warnings from US Govt	
Guanajuato	Silao, Irapuato, Celaya	Security Warnings, High incident of cargo theft	
Queretaro	Queretaro	Water Scarcity, Competition for labor	
San Luis Potosi	San Luis Potosi, Villa de Reyes	Water Scarcity, Competition for labor, Road/Traffic congestion	
Jalisco	El Salta, Encarnacion de Diaz	Too far from border, high cost of real estate, Security concerns	
Nuevo Leon	Pesqueria, Garcia, Escobero, Cienega, Salinas	Highest land costs (up to 3x), wages and cost of living highest (+30%), labor competition	Best access to suppliers, trade schoiols/universities, quality of life. Kept in analysis as baseline.
Tamaulipas	Matamoros, Reynosa, Nuevo Laredo	Smugglers, cartels, trafficking, migrant labor with high turnover	Texas Border cities
Coahuila	Saltillo	Gas Availability	
Chihuahua	Chihuahua	Utilities	

Shortlisted

States	Cities	Advantages	
Coahuila	Piedras Negras	On border without congested crossing	
Coahuila	Torreon	Good infrastructure, Intermodal Access, Workforce	
Durango	Durango	Low Cost, Good Security, Closest to west coast port	
Durango	Gomez Palacio	CISEF Free Trade Zone, Highway access to west coast port (Mazatlan), Intermodal	Borders Torreon
Aguascalientes	Agrosfera	Stable workforce, low cost, potential for incentives, good security, Intermodal terminal	
Aguascalientes	Jumandi	Stable workforce, low cost, potential for incentives, good security, Intermodal terminal	
Aguascalientes	Santa Fe	Stable workforce, low cost, potential for incentives, good security, Intermodal terminal	

Example:

In-country site analysis of MUST-haves & WANT-to-haves

CISEF

- near city of Torreon
- advantages of a Free Trade Zone

Piedras Negras

- on the border
- Light border traffic (no wait times)
- ~100 miles NW of Laredo
- 2.5 hrs west of San Antonio TX

On-Site Ranked Validation of 'MUSTS' that a location should have.

Concept	Weight	Laguna Park		CISEF		Agrosfera		Jumandi		Santa Fe		Duranpark		Monterrey		Piedras Negras	
		Grade	Rank	Grade	Rank	Grade	Rank	Grade	Rank	Grade	Rank	Grade	Rank	Grade	Rank	Grade	Rank
1 Minimum of 55 Acres of Industrial Land.	9%	9	0.81	8	0.72	9	0.81	8	0.72	8	0.72	8	0.72	7	0.63	9	0.81
2 Natural gas supply capability of at least 2,500 M3/hr.	9%	3	0.27	9	0.81	9	0.81	8	0.72	6	0.54	1	0.09	9	0.81	9	0.81
3 Installed power for at least 6000 kva.	9%	6	0.54	8	0.72	9	0.81	5	0.45	6	0.54	8	0.72	8	0.72	9	0.81
4 Minimum water supply of 12M3/hr.	9%	9	0.81	9	0.81	9	0.81	9	0.81	9	0.81	9	0.81	7	0.63	9	0.81
5 Sewer connected to a water treatment facility.	9%	9	0.81	8	0.72	9	0.81	6	0.54	8	0.72	8	0.72	8	0.72	7	0.63
6 Close to housing of labor willing to work seasonally.	9%	9	0.81	9	0.81	9	0.81	9	0.81	9	0.81	9	0.81	9	0.81	8	0.72
7 Same-day truck delivery to the Texas border.	9%	7	0.63	7	0.63	6	0.54	6	0.54	6	0.54	6	0.54	8	0.72	9	0.81
8 Less than 50 miles to an intermodal center	9%	8	0.72	8	0.72	8	0.72	8	0.72	8	0.72	7	0.63	9	0.81	7	0.63
9 Lesser travel alerts than higher crime Mexican states	9%	7	0.63	7	0.63	7	0.63	8	0.72	8	0.72	7	0.63	6	0.54	9	0.81
10 Available labor for a 930-people 24/7 operation.	9%	9	0.81	9	0.81	9	0.81	8	0.72	8	0.72	8	0.72	9	0.81	9	0.81
11 Lower history of floods, droughts, and tornadoes.	9%	7	0.63	8	0.72	9	0.81	9	0.81	9	0.81	8	0.72	8	0.72	5	0.45
	99%		7.5		8.1		8.4		7.6		7.7		7.1		7.9		8.1

Grade Criteria: 9=most appealing after initial visit 1=least appealing after initial visit

A Most recent U.S. Embassy report in Mexico available at: <https://travel.state.gov/content/travel/en/traveladvisories/traveladvisories/mexico-travel-advisory.html>

Duties & Value Added Tax exempt government approved.....CISEF

At border - logistics advantage...Piedras Negras

On-Site Ranked Validation of 'WANTS' that a location should have.

Concept	Weight	Laguna Park		CISEF		Agrosfera		Jumandi		Santa Fe		Duranpark		Monterrey		Piedras Negras	
		Grade	Rank	Grade	Rank	Grade	Rank	Grade	Rank	Grade	Rank	Grade	Rank	Grade	Rank	Grade	Rank
1 24/7 available public transportation.	11%	8	0.88	9	0.99	7	0.77	8	0.88	9	0.99	5	0.55	9	0.99	8	0.88
2 With or close to a spur to ship 40 containers/day.	11%	8	0.88	9	0.99	8	0.88	9	0.99	8	0.88	9	0.99	8	0.88	9	0.99
3 Business hotel at less than half one hour driving.	11%	9	0.99	9	0.99	9	0.99	9	0.99	9	0.99	8	0.88	9	0.99	9	0.99
4 International airport at less than 2 hours.	11%	9	0.99	9	0.99	9	0.99	9	0.99	9	0.99	9	0.99	9	0.99	8	0.88
5 Low perceived politically activist unions in the area. ^b	11%	9	0.99	9	0.99	9	0.99	9	0.99	9	0.99	8	0.88	8	0.88	8	0.88
6 Government incentives for being there. ^c	11%	5	0.55	9	0.99	7	0.77	7	0.77	5	0.55	9	0.99	4	0.44	5	0.55
7 Family friendly city to host expat executives.	11%	8	0.88	8	0.88	9	0.99	9	0.99	9	0.99	7	0.77	9	0.99	7	0.77
8 Abundant households of nuclear families. ^d	11%	9	0.99	9	0.99	9	0.99	8	0.88	7	0.77	7	0.77	7	0.77	9	0.99
9 Technical schools nearby to groom recent grads.	11%	9	0.99	9	0.99	9	0.99	9	0.99	9	0.99	9	0.99	9	0.99	9	0.99
	99%		8.1		8.8		8.4		8.5		8.1		7.8		7.9		7.9

Grade Criteria: 9=most appealing after initial visit 1=least appealing after initial visit

B Latest quarterly report on strikes and solved conflicts <https://www.inegi.org.mx/rnm/index.php/catalog/769>

C Verbally mentioned by the state economic development undersecretary, but contingent with a detailed disclosure of the scope of the projet and the company at stake.

D 2020 census as published by Mexico's statistics burea https://www.inegi.org.mx/contenidos/saladeprensa/boletines/2018/EstSociodemo/enh2018_05.pdf

Example:

Build options

- Build-to-Suit (EPC model)
 - International or Local Developers provide turnkey facility
 - Developer responsible for sourcing and construction management.
 - Price locked-in early. Changes are expensive.
 - Opportunity for faster delivery depending upon developer's permit status and stage of site development
- Build-to-Suit with Lease Back
 - Common model for international developers (Panattoni, CTP)
 - Sites typically located in an established Industrial Park
 - 10 or 15 year lease
 - Indicative Lease Rates (10 years)
 - Factory Space 4.5 Euro/m2/mo
 - Office Space 9 Euro/m2/mo
 - Options at End of Lease
 - Walk Away
 - Negotiate Lease Extension
 - Negotiate Buy Out
- Traditional (EPCm model)
 - Owner purchases property, engages engineering and project management company, contracts with GC for construction
 - More owner involvement in design and procurement process
 - Multiple checkpoints on design, cost. Opportunity for value engineering.
 - Typically longer project delivery
- Purchase Existing Building....continuing to look, but haven't found anything suitable on the market

Example:

Labor Rate Comparisons: Supervisory/Managerial

USD (USD = 3,83 PLN)	Śląskie			Opolskie			Kujawsko-Pomorskie		
	Min	Opt	Max	Min	Opt	Max	Min	Opt	Max
Lean Manager	3650	4200	4700	3400	3900	4450	3900	4450	5200
Lean Manufacturing Engineer (3-5 years of exp.)	2350	2600	3150	1850	2100	2600	1850	2100	2600
Maintenance Manager	3400	3900	4700	2850	3650	4200	2600	3150	3900
Maintenance Engineer (3-5 years of exp.)	2100	2600	3150	2100	2350	2850	1550	1850	2100
Tooling Engineer (3-5 years of exp.)	2600	3650	4200	2350	3150	3650	1850	2100	2350
Logistics Manager	3400	4450	5200	3400	4200	5200	2350	3650	4700
Logistics Specialist (3-5 years of exp.)	1700	2100	2350	1450	1550	1850	1050	1550	1850
EHS Manager	3650	4200	4950	3150	3650	4700	2100	2600	3400
EHS Specialist (3-5 years of exp.)	1850	2200	3150	1850	2100	2850	1550	2100	2600
Purchasing Manager	3650	4200	4700	3400	3900	4700	2600	3900	5200
Purchasing Specialist (3-5 years of exp.)	1850	2100	2350	1850	2100	2350	1300	1700	1850

Example:

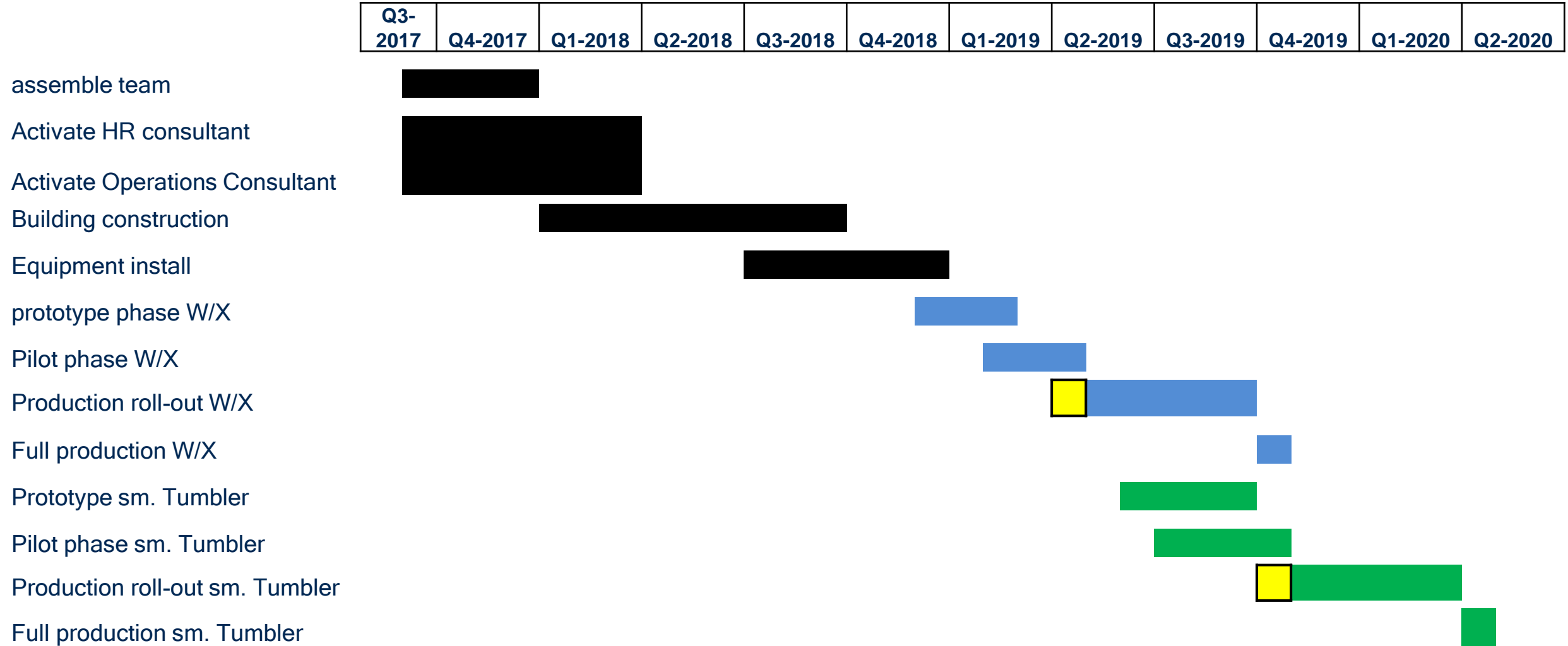
Logistics – Connectivity

- Excellent highway access to Germany and beyond
- Good access to Gdansk port for inbound
- Air access from major EU hubs...Frankfurt

	Distance to Frankfurt		Distance to Gdansk	
	Miles	Driving Time (Hrs)	Miles	Driving Time (Hrs)
Bydgoszcz PL	566	9.5	110	2
Katowice PL	554	9	320	5.5
Ostrava CZ	544	8.5	380	6.5



Project schedule



Q2-19 ramp-up starts for W/X, Q4-19 ramp-up starts for tumblers

Board of Investments (BOI) incentives

If we obtain A4 rating (appliance business)

3 yr. tax holiday from CIT, 50% additional 3 yrs.

Possible additional merit based incentives

\$4.0m over 10 years

If we obtain A3 rating (technology business)

5 yr. tax holiday from CIT, 50% additional 5 yrs.

Possible additional merit based incentives

\$22.0m over 10 years

If we obtain A2 rating (innovative business)

8 yr. tax holiday from CIT, 50% additional 8 yrs.

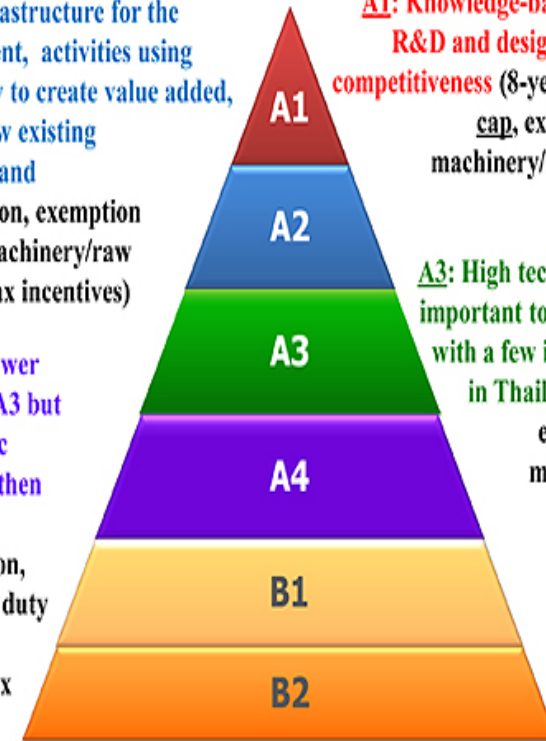
\$29.9m over 10 years (another 6 years @ 50% available)

A2: Activities in infrastructure for the country's development, activities using advanced technology to create value added, with none or very few existing investments in Thailand
(8-year CIT exemption, exemption of import duty on machinery/raw materials and non-tax incentives)

A4: Activities with lower technology than A1-A3 but add value to domestic resources and strengthen supply chain
(3-year CIT exemption, exemption of import duty on machinery/raw materials and non-tax incentives)

A1: Knowledge-based activities, focusing on R&D and design to enhance the country's competitiveness (8-year CIT exemption without cap, exemption of import duty on machinery/raw materials and non-tax incentives)

A3: High technology activities which are important to the country's development, with a few investments already existing in Thailand (5-year CIT exemption, exemption of import duty on machinery/raw materials and non-tax incentives)



B1/B2: Supporting industries that do not use high technology but are still important to value chain

(B1 : Exemption of import duty on machinery/raw materials and non-tax incentives

B2 : Exemption of import duty on raw materials and non-tax incentives)



A3 is in financial model working hard toward A2

Example:

Next steps...based on approval to proceed

EWA will identify & confirm all process steps required to finalize location and to initiate new site development.

- Continue evaluating additional sites and selection of specific site*
- Finalize Design & Engineering package*
- Land Purchase and/or appointment of developer*
- Appoint architect and engineering firm (if applicable)*
- Perform Registrations, and secure approvals to establish local entity and meet other permitting regulations*
- Final negotiations, and submit supporting documents to obtain most favorable incentive package*
- Appointment of Owner's Representative to oversee on-the-ground project development*

***Sourcing Process* report examples**

Quick Supplier Market Analysis for specific raw material

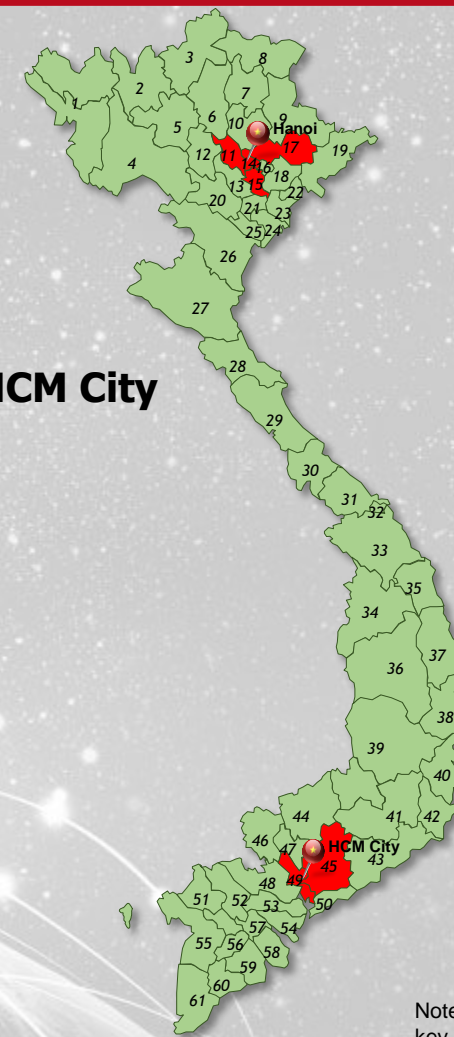
North Cable Supplier Cluster

Sales office are mostly in Hanoi with Factories in industrial zones within ~1 hour

Potential Vietnam suppliers are mainly located in the North near Hanoi, or in the South near HCM City

Southern Cable Supplier Cluster

Sales office are mostly in HCM with Factories in industrial zones within ~1 hour of the city



Note: Province key in PPT Notes

Quick Supplier Market Analysis for specific raw material [con't]

Context

[Client] manufactures highest quality sensor solutions to automate customers' manufacturing/production and improve efficiency. [Client] offers 30,000 products and is a major provider of sensors, vision sensors & lighting, wireless solutions, machine safety, indicator lights, LED lighting.

[Client] is encouraging its supplier to relocate to Vietnam. However, one of the key raw materials is certain special multi-conductor cables, which are not manufactured in Vietnam and are only available from distributors of Chinese cables.

Client's current key suppliers of cables are in Taiwan with backup suppliers in China.

Specific segments involved:

- Multi-conductor cables UL2517*
- Multi-conductor cables Non-UL*



Quick Supplier Market Analysis Objectives

- Collect spend information about the categories, such as technical requirements, standards applied, material specification, volume, current suppliers, etc.*
- Complete Quick Supplier Market Analysis within 1 week. Update with info 1 week later with suppliers that were slow to respond.*
- Identify list of potential suppliers based in Vietnam to include in the RFI/RFP process. Leverage the web, external databases, EWA's networks of experts.*
- Develop a simple qualification criteria document to quickly shortlist suppliers. Utilize online data or 5 min. phone interview to source info on financials, technology, manufacturing capability, corporate responsibility, quality, et. al.*
- Analyze responses to consider recommending which suppliers Client needs to take through their auditing process in order to potentially qualify them.*
- Provide Client with a profile of each supplier EWA recommends to be audited or further qualified.*

EWA Sourcing Process examples:

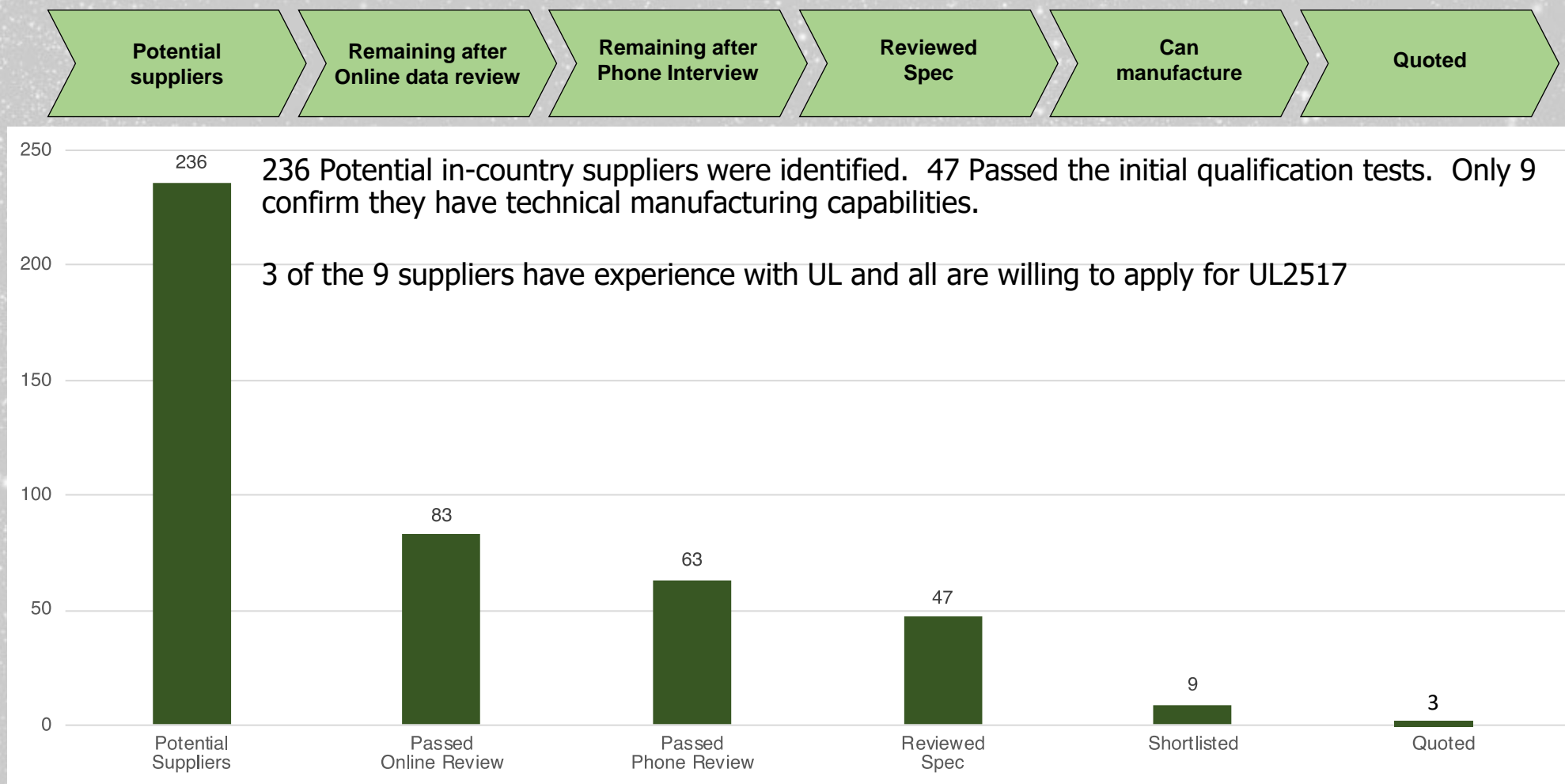
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5 Shortlisted Suppliers

	Supplier 1	Supplier 2	Supplier 3	Supplier 4	Supplier 5
Supplier Name (EN)	Duc Anh Energy Development Company Limited (ADE)	Cosmolink Cable	Duc Loc Electric Wire And Cable Co., Ltd	Ngoc Lan Cable	Thinh Phat Cables Joint Stock Company (Thipha)
Supplier Name (VN)	Công Ty TNHH Phát Triển Năng Lượng Đức Anh (ADE)	CÔNG TNHH CÁP ĐIỆN KBI COSMOLINK VINA	CÔNG TY TNHH CÁP ĐIỆN GL CABLES	NGOC LAN MFG CO.,LTD	CÔNG TY CỔ PHẦN CÁP ĐIỆN THỊNH PHÁT
Brand Name	Gold Cup	Cosmo	GL Cables	Ngoc Lan	Thinh Phat
Website	www.capdiengoldcup.com	www.cosmolinkcable.com.vn	www.glcables.com.vn	www.ngoclancable.com	www.thinhphatiz.com
Contact (Full Name)	Ngoc (Phạm Ngọc)	Ms Linh	Mr Tung (Thanh Tùng)	Ms Nhi (Tran Thi Yen Nhi)	Mr Hung (Hà Hiệp Hưng)
Contacts Title	Sales Manager	Overseas Sale Manager	Sales Manager	Branch Manager	Sales Manager
Direct Phone	+84 862 583 683	+84 862 583 683	+84 909 99 8515	+84 949 841 067	+84 933 70 80 79 (Whatapps +63 966 500 2819)
Direct Email	phamngoc4433@gmail.com	linhnp@cosmolink.com.vn	gl.thanhtung@gmail.com	yennhi.wps@gmail.com	hung.hh@thipha.com.vn
English	Yes	Yes	Yes	Yes	Yes
UL Cert	No UL but willing to apply	HQ in Korea has UL for Thermoplastic-insulated Wire not Specifically UL2517	No UL but willing to apply	No UL but willing to apply	Has Vietnam UL for Thermoplastic-insulated Wire not Specifically UL2517

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Introduction to East West Associates [EWA]

Global Manufacturing Footprint Analysis

EWA Site Selection Methodology

EWA Site Selection Case Studies

Reference to Site Selection Relocation Approach Addendum-SAMPLE REPORTS

East West Associates Representative Clients

Contact information