

商业发展计划  
**Business Development Program**  
夏威夷海洋广场项目  
**Hawaii Ocean Plaza Project**  
夏威夷海洋广场有限合伙公司  
**HAWAII OCEAN PLAZA LP**

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**1, 项目简介:**

**1. Project Description**

项目投资控股方: 加州投资区域中心有限公司

项目业主公司: 夏威夷海洋广场有限责任合伙企业

夏威夷海洋广场项目是由加州投资区域中心有限公司, 投资开发控股的商业、酒店、居住混合型项目, 项目所在地位于夏威夷州所在地檀香山, 项目是檀香山最顶级的黄金地段, 走路一分钟到沃尔玛、走路 3 分钟到世界第一大的半露天的购物中心 (夏威夷第一大购物中心 ALA MOANA), 走路 5 分钟的海边公园和 ALA MOANA 海滩。项目周边大部分都是超过 100 万美金-300 万美金的高级 CONDO (富人社区和高级商业社区)。

Project Investment Controlling Party: California Investment Regional Center LLC

Project Owner Company: Hawaii Ocean Plaza LP

The Hawaii Ocean Plaza Project is a mixed-use commercial, hotel and residential project invested and controlled by California Investment Regional Center Co., Ltd.

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The project is located in Honolulu, where the State of Hawaii is located. The project is one of the most prestigious locations in Honolulu, one minute walks to Wal-Mart and walks. 3 Otherwise go to the world's largest semi-open-air shopping mall (Hawaii's largest mall ALA MOANA) and walk for 5 minutes to the seaside park and ALA MOANA beach. Most of the projects are surrounded by high-end CONDOS (rich community and advanced business community) that exceed \$1 million to \$3 million.

1-2. 项目投资规模：项目计划总投资金额 180,000,000.美金，总开发建筑面积 75 万平方英尺，其中包括大约 30 万平方英尺的配套面积，大约 45 万平方英尺的酒店、CONDO、商业及零售业。

各楼层基本功能信息：

1-2. The scale of the investment project: Total planned investment in the project is US\$180 million. Total building area is 750,000 SQ FT, including matching buildings approximately covering an area of 300,000 SQ FT, hotels, condo, retailers approximately covering an area of 450,000 SQ FT.

The basic function of each floor:

A. 一楼规划设计有：酒店大堂、居住房屋 CONDO 大堂、餐厅、零售商店、酒吧、咖啡屋等配套。

A. The 1<sup>st</sup> floor: hotel lobby, condo lobby, restaurant, retail store, bars, coffee shops, etc.

B. 2-7 楼停车位大约 414 个主要提供给 CONDO 居民和酒店使用。

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B. 2-7<sup>th</sup> floor: approximately 414 parking spaces for residents in condo AND HOTEL.

C. 8楼酒店餐厅和部分社区公共配套功能房屋。(同时对外开放经营的中西餐厅)。

D. 8<sup>th</sup> floor: communal facilities, hotel restaurants and other Chinese and Western restaurants.

E. 9-16楼酒店功能, 175个酒店房间。(部分房间带厨房)。

E. 9<sup>th</sup>-16<sup>th</sup> floor: 175 hotel rooms. (partial rooms take kitchens)

F. 17楼办公室和设备设施空间。

F. 17<sup>th</sup> floor: office, relevant equipment and utilities.

G. 18-40楼是居住功能房屋 CONDO 规划设计 216个单位。

G. 18<sup>th</sup>-40<sup>th</sup> floor: 216 condos with residential function

具体信息以规划图为最终标准。

Specific information should as final floor plans for the standard.

1-3. 土地面积: 45, 000 SQ FT (1.032 acres)

1-3. Land area: 45, 000 SQ FT (1.032 acres)

1-4, 土地用途: BMX-3 商业、酒店、商居。

1-4. Land Purposes: BMX-3 Commerce Hotel and Residence

1-5, 建筑物高度 400 FT

1-5 Building Height: 400 FT

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1-6. 土地 APN#:(项目土地由 3 个土地组成)

1-6 Land APN#: (The project land is composed of three pieces of land.)

1362 Kapiolani Blvd Honolulu, Hawaii 96814 TMK: 1-2-3-014-2 15,000 sf  
(0.344 acres)

1370 Kapiolani Blvd Honolulu, Hawaii 96814 TMK: 1-2-3-014-112 15,000 sf  
(0.344 acres)

1374 Kapiolani Blvd Honolulu, Hawaii 96814 TMK: 1-2-3-014-42 15,000 sf  
(0.344 acres)

**2, 项目规划信息:**

**2. Basic Information of Preliminary Scheme:**

2-1, 一楼餐厅和零售业及配套设计:

2-1. COMMERCE AND BUSINESS:

2-2. 2 楼停车场-7 楼停车场:

2-2 The 2<sup>nd</sup>-7<sup>th</sup> Floor Parking Lot

合计: 2 楼至 7 楼建筑面积大约 180,000 SQ.FT

**TOTAL:** The floorage of the 2<sup>nd</sup> -7<sup>th</sup> floor is about 180,000 SQ FT.

合计: 2 楼停车场-7 楼停车场: 414 个停车位置。

**TOTAL:** The 2<sup>nd</sup>-7<sup>th</sup> Floors total have 414 Parking lots.

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2-3. 8楼酒店餐厅和社区公共配套：

酒店餐厅+社区公共配套功能房屋建筑面积大约 7240 平方英尺。

其中包括酒店大堂、空中花园、游泳池、condo 大堂、餐厅、社区公共房间、健身房、等

2-3, 8 th floor hotel restaurant and community public facilities:

The hotel restaurant + community public function housing construction area of approximately 7240 square feet.

Including hotel lobby, sky garden, swimming pool, condo lobby, restaurant, community public room, gym, etc.

2-4, 8楼-15楼是酒店功能，规划设计 175 个酒店房间。酒店建筑面积大约 112560 平方英尺。

2-4. The 8th floor -15th floor is the hotel function, planning and designing 175 hotel rooms. The hotel has a construction area of approximately 112,560 square feet.

2-5, 16楼规划设计办公室和设备设施配套空间。

2-5. 16th floor planning and design office and equipment facilities space.

2-6. 17层-40层全部是居住功能房屋 CONDO，规划设计了大约 CONDO 216个单位，建筑面积 294000 平方英尺。

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2-6. The 17th floor and the 40th floor are all residential functional condos. The planning and design of about 216 units of CONDO covers a building area of 2,817,0 square feet.

### 3. 开发与经营成本:

#### 3. Development and Operating Cost

##### A, 前期开发成本:

##### A, early development costs:

3-1. 购买土地\$6500 万美金。(项目转让费用)

3.1. \$ 65,000,000 is used to purchase the project land (Project transfer costs)

3-2. 初步规划设计、TOD 规划申请、建筑设计、土木工程设计、结构工程设计、水电设计、空调设备设施设计、消防设计、景观工程设计、装修设计大约 200 万美金。

3-2. The cost of design is about \$ 5,000,000, including the design of preliminary scheme, application of TOD plan, architectural design, civil engineering design, structural engineering design, hydroelectric scheme, design of air conditioning equipment and facilities, fire protection design, design of landscape engineering and decoration design.

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3-3. 各类报告：土地产权红线测量报告、交通流量报告、环境报告、排水流量报告等大约 60 万美金。

3-3. The expense on various reports, such as property line survey report, traffic flow report, environmental report and drainage volume report, is about \$ 600,000.

3-4. 支付市政府图纸审查费用大约 60 万美金。

3-4. The expense on drawing review by the municipal government is about \$ 600,000.

3-5. 申请施工许可证时支付市政府各项配套项目大约 300 万美金。

3-5. The expense paid to the municipal government for various supporting projects as applying for the builder's license is about \$ 3,000,000.

合计前期开发成本：6500 万+300 万+200 万+60 万+60 万+300 万=7420 万美金。

合计前期开发成本：**7420 万美金。**

Total pre-development costs: 65 million + 3 million + 3 million + 600,000 + 600,000 + 3 million = 74.2 million US dollars.

**Total pre-development costs: \$74.20 million.**

**B, 中期建筑施工费用成本：**

**B, Mid-term construction cost:**

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3-6, 基础工程费用: \$ 500 万美金。

3-6, Basic engineering costs: \$ 5 million.

3-7, 预测 1-7 楼主要以停车场为主要, 2-7 楼建筑面积 200,000 平方英尺, 平均每平方英尺造价 100 美金。

210000 平方英尺×70 美金/平方英尺=1470 万美金 (工程造价)

因此 1-7 楼建筑工程大约造价: 1470 万美金。

3-7, It is expected that, from the 1<sup>st</sup> floor to the 7<sup>th</sup> floor, parking lots will be deemed as the major business storefronts. As the floorage from the 1<sup>st</sup> floor to the 6<sup>th</sup> floor is 210,000 SQ.FT and the average cost of construction is \$ 100 per SQ.FT. 200,000 SQ FT × \$ 70/SQ FT= \$ 14,700,000 (Construction Cost)

The total cost of construction from the 2<sup>st</sup> floor to the 7<sup>th</sup> floor is about \$ 14,700,000.

3-8, 预测: 主体建筑物建筑工程造价\$135,000,000. 00 USD

其中包括:

A, 1 楼商业+餐厅+配套房屋。

B, 7 楼酒店餐厅和公共配套房屋。

C, 8-15 楼酒店。

D, 16 楼办公室&设备设施空间。

E, 17-40 楼 CONDO。

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以上建筑物总建筑面积合计：45 万平方英尺。按照每平方英尺 260 美金的建筑工程大包干价格计算。 $450000 \text{ SQ.FT} \times \$ 260/\text{SQ.FT} = \$ 117,000,000.00 \text{ USD}$   
3-8, It is expected that, the construction cost of main building is \$117,000,000, including:

A. 1<sup>st</sup> floor: commerce + restaurant+ community room

B. 7<sup>th</sup> floor: hotel restaurant+ community room

C. 8<sup>th</sup> -15<sup>th</sup> floor: hotel

D. 16<sup>th</sup> floor: office+ relevant equipment and utilities.

E. 17<sup>th</sup> -40<sup>th</sup> floor: condo

The total floorage above occupies 450,000 SQ. FT

450,000 square feet. Calculated at a price of \$260 per square foot of construction.

$450000 \text{ SQ.FT} \times \$ 260/\text{SQ.FT} = \$ 117,000,000.00 \text{ USD}$

**注意：**260 美金/平方英尺是非夏威夷工会承包商价格，如果是夏威夷工会承包商需要 300 美金/平方英尺，建筑工程造价 8-40 层，45 万平方英尺建筑物工程价格。以上价格不包括基础工程价格，不包括 1-7 层停车场工程价格。

**Note:** USD 260 per square foot is the price of non-Hawaiian union contractors. If it is a Hawaiian union contractor, it costs USD 300 per square foot, the construction cost is 8-40 floors, and the price is 450,000 square feet. The above price does not include the price of the basic project, and does not include the price of the 1-7 storey parking lot project.

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中期合计各项建筑工程成本:

500 万+1470 万+11700 万=\$ 136,700,000.USD

**Total cost of construction projects:**

5 million + 14.70 million + 117 million = \$136,700,000.USD

C, 后期其它

**C, other costs in the later period:成本:**

3-9. 计划申请银行贷款 8,000 万美金, 年度利息 6%, 每年利息 480 万美金, 3 年时间贷款利息需要 1440 万美金, 实际利息只需要 720 美金。

由于建筑贷款是按照现场工程进度分期付款, 实际利息: 1440 万美金除以 2.

3-9. It is planned to apply for a bank loan of 80 million US dollars, annual interest of 6%, annual interest of 4.8 million US dollars, 3 years of loan interest needs 14.4 million US dollars, the actual interest only needs 720 US dollars.

Since the construction loan is paid in installments according to the progress of the on-site project, the actual interest: 14.4 million US dollars divided by 2.

3-10. 房地产经纪人佣金: 预测项目总销售收入 230,000,000.00,

房地产经纪人收取销售额的 4 %作为经纪人费用。酒店和经济适用房不要销售。房地产经纪人佣金: 920 万美金。

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3-10, Real estate agent's commission: projected total project sales income of 230,000,000.00,

Real estate agents charge 4% of sales as broker fees. Do not sell hotels and affordable housing. Real estate agent commission: \$ 9.2 million.

合计后期其它主要费用：720 万+920 万=1640 万美金。

**Total other major expenses in the later period: 7.2million + 9.2 million = 16.40 million US dollars.**

**3-11, 各项成本:**

- 1) , 前期开发成本: \$ 74,200,000.00 USD
- 2) , 中期建筑成本: \$ 136,700,000.00 USD
- 3) , 后期成本: \$ 16,400,000.00 USD

**3-13, various costs:**

- 1), pre-development costs: \$ 74.20 million.
- 2), medium-term construction cost: \$136.7 million.
- 3), other costs before and after: \$16.40 million.

**Total cost: \$ 74.20 million+\$136.7. Million+\$16.40 million=\$ 227.3. million.**

合计总成本：开发与经营成本预测：2 亿 2730 万美金。

**Total cost: The expected development and operating cost is \$ 227,300,000USD.**

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#### 4, 销售收入预测:

#### 4. Sales Revenue Forecast

##### 4-1. 一楼商业房屋销售收入预测:

|        |            |
|--------|------------|
| 零售商店 1 | 1235.00 SF |
| 零售商店 2 | 1294.00 SF |
| 零售商店 3 | 1708.00 SF |
| 餐厅 1   | 3448.00 SF |
| 餐厅 2   | 3211.00 SF |

一楼以上商业面积（餐厅&零售商店）合计:

1235 S. F+1294 S. F+1708 S. F+3448 S. F+3211 S. F=10,896 S. F

按照目前周边每月每平方英尺商业地产房屋价值为\$2000 USD 计算。

10,896 S.F×2000 美金/平方英尺=2179 万美金。

合计：商业房屋销售收入预测：2179 万美金。

##### 4-1. The 1<sup>st</sup> floor sales revenue forecast:

|          |            |
|----------|------------|
| RETAIL 1 | 1235.00 SF |
| RETAIL 2 | 1294.00 SF |
| RETAIL 3 | 1708.00 SF |

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RESTAURANT 1            3448.00 SF

RESTAURANT 2            3211.00 SF

The total floorage of the 1<sup>st</sup> floor:

1235 S. F+1294 S. F+1708S. F+3448 S. F+3211 S. F=10,896 S. F

Use the current surrounding commercial property value, which is \$3000/S. F. per year, as a reference.

$10,896 \text{ S.F} \times \$2000/\text{S.F} = \$21,790,000.00 \text{ USD}$

The 1<sup>st</sup> floor sales revenue forecast: \$21,790,000.00 USD

4-2. 居住房屋 CONDO17 楼-40 楼销售收入预测:

1) , CONDO 合计有 216 个单位, 每个楼层 9 个不同面积的户型, 每个楼层使用面积 9374 平方英尺, 216 个单位合计可以销售的使用面积 224976 平方英尺。

2) , 夏威夷海洋广场项目 CONDO 市场价格销售到位, 由于项目周边二手房屋价格 1000 美金/平方英尺, 新高级 CONDO 销售价格 1200 美金-1500 美金/平方英尺, 部分销售价格 2000 美金/平方英尺。因此夏威夷海洋广场项目到位平均价格 1100 美金/平方英尺。

3) , 216 个单位 CONDO 的销售收入预测:

$224976 \text{ 平方英尺} \times 1100 \text{ 美金/平方英尺} = 247,400,000.00 \text{ USD}$

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4) , 销售收入合计:

A, 商业部分销售收入: \$21,790,000.00 USD。

B, 市场价格房屋销售收入: CONDO \$247,400,000.00 美金。

$\$21,790,000.00 \text{ USD} + \$247,400,000.00 = \$269,190,000.00 \text{ USD}$

C, 以上 CONDO 部分的销售收入没有扣除 33 个单位的经济适用房的销售收入, 因为项目有 33 个单位的经济适用房, 未来 30 年只可以按照低于市场价格 30% 租赁, 不可以销售。

如果按照每个单位平均 100 万美金计算, 33 个单位价值市场价格 3300 万美金。因此实际可以销售的单位: 216 个单位-33 个单位的经济适用房=183 个单位 (可以销售的单位)。

**所以实际总销售收入: \$ 269,190,000.00 USD**

4-2. Revenue Forecast for Residential Buildings CONDO17 Building - 40th Floor:

1), CONDO has a total of 216 units, 9 different floor areas per floor, each floor uses an area of 9374 square feet, and 216 units can be sold in a total area of 224,976 square feet.

2) The market price of CONDO in the Ocean Plaza project in Hawaii is in place. The price of the new high-end CONDO is 1200 US dollars-1500 US dollars/sq. ft., and the sales price is 2,000 US dollars/sq. Therefore, the Hawaii Ocean Plaza project has an average price of \$1,100 per square foot.

3), 216 units of CONDO sales revenue forecast:

$224,976 \text{ square feet} \times 1,100 \text{ dollars / square foot} = 247,400,000.00 \text{ USD}$

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4), total sales revenue:

A, Commercial part sales revenue: \$21,790,000.00 USD.

B, Market price Home sales revenue: CONDO \$247,400,000.00 USD.

\$21,790,000.00 USD+\$247,400,000.00=\$269,190,000.00 USD

C. The sales income of the above CONDO part is not deducted from the sales income of 33 units of affordable housing. Because the project has 33 units of affordable housing, it can only be rented at 30% below the market price in the next 30 years and cannot be sold.

If calculated on the basis of an average of 1 million US dollars per unit, 33 units of value market price of 33 million US dollars. Therefore, the actual units that can be sold: 216 units - 33 units of affordable housing = 183 units (units that can be sold).

So the actual total sales revenue: \$ 269,190,000.00 USD

5, 利润:

**5. Profits Estimate:**

5-1. 总销售收入-总成本=毛利润

5.1 Total Sales Revenue – Total Cost = Gross Profit

\$ 269,190,000.00 USD-\$ 227,300,000USD =\$ 418,000,000.00 USD

5-2. 支付企业所得税后利润, 按照 20%企业所得税率计算。

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5-2 Corporate income tax or individual income tax of partnership shall be deducted at the average rate 20%.

\$ 418,000,000.00 USD×20%企业所得税率=800 万企业所得税。

\$ \$ 418,000,000.00 USD × 20% Corporate Income Tax Rate = \$ 8,000,000.00  
Corporate Income Tax

所得税后净利润=毛利润-企业所得税

After-tax Net Profit = Gross Profit - Corporate Income Tax

\$418,000,000.00 USD-\$8,000,000.00USD 所得税=41,000,000.00 USD。

项目所得税后现现金利润：4100 万美金。(现金利润)

**After-tax Net Profit is \$41,000,000.00 USD。(Cash profit)**

5-3. 长期投资的酒店商业价值评估：

5.3. Long-term Hotel Investment Value Assessment

5-4. 项目开发价值评估：

5-4 Project Development Value

A , 长期投资物业：

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酒店使用面积加配套房屋 80000 平方英尺，175 个房间。市场评估价值 80,000,000.00 美金。

A. Long-term investment on properties

Hotel construction area occupies 80000 S. F, and it has 175 rooms. The evaluation of the market value is \$80,000,000.00 USD

B, 33 个单位的经济适用房市场价值 3000 万美金。33 个单位主要分布在第 19 楼到第 28 楼没有海洋风景的房屋，分别为：5# 6# 7#房屋。夏威夷政府规定以上 33 个单位的经济适用房必须 30 年不可以销售，只可以租赁，租赁价格必须低于市场价格 30%以上。因此 33 个单位的经济适用房目前价值 2000 万美金。

B, 33 units of affordable housing market value of 30 million US dollars. The 33 units are mainly distributed on the 19th to 28th floors without the ocean view, respectively: 5# 6# 7# houses. The Hawaiian government stipulates that the above 33 units of affordable housing must not be sold for 30 years, and can only be rented. The rental price must be less than 30% of the market price. Therefore, 33 units of affordable housing is currently worth 20 million US dollars.

合计：项目保留物业开发价值+现金利润：

1) ， 183 个单位 CONDO+商业房屋开发利润 4100 万美金。

2) ， 第 8 楼-16 楼，175 个房间的酒店市场价值 8000 万美金。（中间没有第 13 层）。

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3) , 33 个单位的经济适用房目前实际价值 2000 万美金。

B. In total, after-tax Net Profit+ Reserved restaurant property value

CONDO \$ 41,739,000,000.00 USD

HOTEL:\$ 80,000,000.00 USD

33 units of affordable housing: \$ 20,000,000.00 USD

**6, 项目开发时间表:**

**6. Development Schedule of the Project.**

6-1. 2016 年 8 月份-10 月已经完成项目规划初步概念设计与分析报告。

6-1 August 2016 to October 2016: Complete preliminary scheme and analysis report;

6-2. 2016 年 11 月-2016 年 12 月檀香山规划部就 TOD 特别规划程序与市政府讨论修改规划中。

6-2. November 2016 to December 2016: Honolulu planning department will revise the TOD special planning program with the municipal government.

6-3, 2017 年 6 月开工拆除旧建筑物工程施工。

6-3. June 2017: Demolition of old buildings

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6-4. 2017年7月开始施工图纸设计。

6-4 From July 2017: Design construction drawings;

6-5. 2017年10月向市政府递交施工图纸审查。

6-5 October 2017: Submit the construction drawings to the municipal government;

6-6. 预测2018年3月份市政府批准TOD规划申请程序。(C.U.P)

6-6 March 2018 (expected): The TOD planning application will be approved by the municipal government;(C.U.P)

6-7. 预测2018年12月完成施工图纸审查。

6-7. December 2018 (expected): Complete examination of construction drawings;

6-8. 2019年2月开始申请施工许可证。

6-8 February 2019: Apply for construction permit;

6-9, 2020年8月项目正式开工。

6-9. August 2020: start construction

6-10. 2023年12月项目建成，酒店开业经营。

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6-10. The project was completed in December 2023, and the hotel opened for business.

以上为原项目发展时间表

The above is the development schedule of the original project

7, 项目新的发展时间表:

**7. The new development schedule of the project:**

7-1. 如果保持原有规划不变, 可直接申请 TOD 许可, 只需要 3 个月时间。因为原有规划的 TOD 批准已经于 2021 年 3 月份过期, 但规划仍然可用。

7-1. If keep the original plan unchanged, you can directly apply for the TOD permit, which only takes 3 months. Because the TOD approval of the original plan expired in March 2021, however, the plan is still available.

7-2. 如果修改部分规划需要 3-6 个月时间。

7-2. It will take 3-6 months to modify part of the plan.

7-3. 如果完全重新规划需要一年时间。

7-3. It will take a year to completely restart the project plan.

7-4. 原有规划施工图已经完成 70%。

7-4. 70% of the original planning and construction drawings have been completed.

7-5. 如果保留原有规划不变, 只需要 3-6 个月时间直接申请 TOD 和 building permit。

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7-5. If you keep the original plan unchanged, it only takes 3-6 months to apply for TOD and building permit directly.

**8, 项目公司联系方式:**

**8. Contact Information of the Project Company**

加州总部联系方式:

9920 VALLEY BLVD EL MONTE CA 91731 USA

手机: 626-866-6888 Email: [thlusa@gmail.com](mailto:thlusa@gmail.com)

WWW.HAWAII-OCEANPLAZA.COM

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