

Roshana Commercial Complex

Overview of the projects

Construction site	Hafez Square – on the side of Hafez Avenue
Construction time	3 years
Construction costs	598,515
Sale revenues	1,285,487
IRR	84%

Proposed use in the project	Floors	Area (m ²)
Parking	3	9425.0
Commercial	3	6283.4
Warehouse	1	1570.8
Administrative	7	10995.9
Reception hall	2	3141.7
Restaurant	1	1570.8



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The main advantages Roshana Commercial Complex

- The first specialized center for lusters and lighting equipment in Mashhad
- The potential to attract customers due to its proximity to Amir Complex, especially considering that they involve the same line of business
- Convenient access to the major buyers from inside and outside the city
- Potential to attract both local people and pilgrims to this line of work
- Located in one of the busiest area of Mashhad
- Having both fast-food and traditional restaurants as well as two reception halls, given the lack of receptions halls and restaurants in the area and the need for such service
- Having a warehouse floor to meet the needs of commercial units for the storage of goods and reducing their urban commutes. It also facilitates access to the warehouses by providing elevator and escalators.
- A two-story parking with the parking space beyond the need of the complex
- Administrative units in 6 floors for activities associated with this line of work
- The project is accessible from two directions, which given the commercial use, is highly efficient

Project's location

- Within the jurisdiction of the District 7 of Mashhad Municipality and the Southeast Panning Office
- Located on Hafez St. with convenient access to Shahid Kalantari Highway
- Located in the vicinity of Amir Commercial Complex



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Table of physical planning of the plan

Technical specifications of the project

Total area (m ²)	density	Occupancy are of GF	Gross land area						Mas number of floors
			Commercial	Administrative	Reception hall	Restaurant	Parking	Warehouse	
3,927	520%	40%	6283	10996	3142	1,571	9,425	1,571	12

Table of the proposed land uses

Commercial administrative project							
Floors	Commercial	Administrative	Reception hall	Restaurant	Parking	Warehouse	Occupancy area
-4					3141.68		80%
-3					3141.68		80%
-2					3141.68		80%
-1	3141.68						80%
GF	1570.84						40%
1	1570.84						40%
2						1570.84	40%
3		1570.84					40%
4		1570.84					40%
5		1570.84					40%
6		1570.84					40%
7		1570.84					40%
8		1570.84					40%
9		1570.84					40%
10			1570.84				40%
11			1570.84				40%
12				1570.84			40%
Total	6283.36	10995.9	3141.68	1570.84	9425.04	1570.84	520%

Financial Assessment

Assumptions

1. Construction phase: 3 years
2. Discount rate of the plan: 30% annually
3. Inflation rate of the construction costs: 25% annually
4. Inflation rate of the sales revenues: 25% annually

Table of general specifications

No	Use	Total area	Useful area (%)	Useful area (m ²)
1	Commercial	6283	65%	4084
2	Administrative	10996	80%	8797
3	Reception hall	3142	80%	2513
4	Restaurant	1571	80%	1257
5	Parking	9425	100%	9425
6	Warehouse	1571	100%	1571
7	Total	32988		27647

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Estimated costs of the construction phase

Estimate of the total costs of the project (million rials)

No	Cost description	Estimated area (m ²)	Unit price (million rials)	Estimated total cost (million rials)	Of total %	Notes
1	Purchasing the land	3927	25	98178	20%	Inquiry from the local expert
2	Licensing costs	20421	2	46000	9%	Calculated by the relevant expert
3	Construction of commercial units	6283	10	62834	13%	According to the similar projects
4	Construction of administrative units	10996	12	131951	27%	According to the similar projects
5	Building reception hall	3142	9	28275	6%	Inquiry from the local expert
6	Building restaurant	1571	9	14138	3%	Inquiry from the local expert
7	Building parking	9425	6	56550	11%	Inquiry from the local expert
8	Building warehouse	1571	6	9425	2%	Inquiry from the local expert
9	Costs of connections	32988	0.5	16494	3%	Inquiry from the local expert
10	Mapping and monitoring	32988	0.4	13915	3%	3% of the construction including land
11	Costs of sale and overhead	32988	0.1	4053	1%	0.5% of the sale
12	Project management costs	32988	0.5	15983	3%	5% of the total cost excluding land
	Total	""	""	497795	1	

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Table of the estimated (annual) costs of the project including inflation rate (million rials)

No	Cost description	Year 1	Year 2	Year 3	Total cost including inflation rate
		Amount	Amount	Amount	
1	Purchasing land	98178	0	0	98178
2	Licensing costs	46000	0	0	46000
3	Construction of commercial units	18850	25919	36326	81095
4	Construction of administrative units	39585	54430	76284	170299
5	Building reception halls	8483	11663	16347	36493
6	Building restaurant	4241	5832	8173	18246
7	Building parking	16965	23327	32693	72985
8	Building warehouse	2828	3888	5449	12164
9	Costs of connections	4123	6185	11597	21906
10	Mapping and monitoring	8349	5218	2174	15742
11	Costs of sale and overhead	1378	1672	2090	5139
12	Project management costs	5434	6593	8241	20269
Total		254414	144727	199374	598515

Estimated revenues of the plan

Table of the estimated revenues of the project (million rials)

No	Type of use	Total base area	Salable area (%)	Salable base (m ²)	Price per m ² (million rials)	Total revenue (million rials)
1	Commercial	6283	65%	4084	100	408418
2	Administrative	10996	80%	8797	30	263901
3	Reception hall	3142	80%	2513	35	87967
4	Restaurant	1571	80%	1257	40	50266.9
Total		21992		16651		810553

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Table of the estimated revenues of the project (million rials)

No	Type of use	Year 1	Year 2	Year 3	Year 4	Total revenue including inflation rate
		Amount	Amount	Amount	Amount	
1	commercial	0	153157	255262	239308	647726
2	Administrative	0	98963	164938	154630	418531
3	Reception hall	0	32988	54979	51543	139510
4	Restaurant	0	18850	31417	29453	79720
	Total	0	303958	506596	474934	1285487

Cash flow of the project

Table of annual cash flow (million rials)

No	Description	Year 1	Year 2	Year 3	Year 4
1	Cash flow of the project's costs	254414	144727	199374	0
2	Total outputs	254414	144727	199374	0
3	Revenues derived from pre-sale of the units	0	303958	506596	474934
4	Total inputs	0	303958	506596	474934
5	Net financial process	-254414	159231	307222	474934
6	Accumulative net financial process	-254414	-95183	212039	686972

Calculating economic factors

Calculation tables

No	Description	Cost (million rials)	
		Excluding inflation rate	Including inflation rate
1	Construction costs	497795	598515
2	Sale revenues	810553	1285487
3	Revenues from implementation and sale	312759	686972
4	(BCR) Benefit to Cost Ratio	29%	55%
5	(NPV) Net present value	70599	266033
6	(IRR) Internal return rate	47%	84%