

FULL COSTS OF ERO (FRANKFURT)

	<u>Annualized Cost in \$</u>
One time Fitting-out cost- amortized over 3 years	121,700
Salaries and Benefits for Both Professional Staff and Locally Hired Support Staff- on a full-cost basis	622,000
Travel and representation	135,000
Office space	157,300
Communication	89,000
Office supplies and others	100,000
Relocation Costs ^a 103,000	
Resettlement Costs ^a <u>53,000</u>	
	156,000
Relocation and Resettlement Costs amortized over 3 years	52,000
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Total Additional Annualized Costs	1,277,000

^a Includes airfares

Impact on the 1996 Budget

1. Two Professional Staff in the proposed Representative Office are assumed to be redeployed from Manila.
2. The proposed Frankfurt Office is assumed to begin operation in the middle of 1996.
3. One clerk and one secretary will be hired locally.

Cost Elements	Estimated Incremental Costs	Explanation	Impact on 1996 Budget (\$)
One time fitting out cost	365,000	Amortized over 3 years- half of 1/3 cost will be expensed in 1996	61,000
Operating Expenses	331,000		165,500
Salaries & Benefits		Half the annual incremental cost	
- P/S Special Benefits	103,000		
- S/S Salary & Benefit Difference	<u>93,000</u> 196,000		
Travel & Representation	135,000		
Administrative Expenses	346,000	Half the annual cost	173,000
Office Space	157,000		
Communication	89,000		
Office Supplies & Others	100,000		
Relocation Costs	103,000	Full cost of relocation will be expensed	103,000
Resettlement Costs	53,000		
Total			502,500

FULL COSTS OF JRO (TOKYO)

	<u>Annualized Cost in \$</u>
One time Fitting-out cost- amortized over 3 years	155,000
Salaries and Benefits for Both Professional Staff and Locally Hired Support Staff- on a full-cost basis	890,000
Travel and representation	50,000
Office space	425,000
Communication	101,000
Office supplies and others	110,000
Relocation Costs ^a 136,000	
Resettlement Costs ^a <u>47,000</u>	
	183,000
Relocation and Resettlement Costs amortized over 3 years	61,000
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Total Additional Annualized Costs	1,792,000

^a Includes airfares

Impact on the 1996 Budget

1. Two Professional Staff in the proposed Representative Office are assumed to be redeployed from Manila.
2. The proposed Tokyo Office is assumed to begin operation in the middle of 1996.
3. One clerk and one secretary will be hired locally.

Cost Elements	Estimated Incremental Costs	Explanation	Impact on 1996 Budget (\$)
One time fitting out cost	465,000	Amortized over 3 years- half of 1/3 cost will be expensed in 1996	77,500
Operating Expenses	471,000		235,500
Salaries & Benefits		Half the annual incremental cost	
- P/S Special Benefits	231,000		
- S/S Salary & Benefit Difference	<u>80,000</u> 421,000		
Travel & Representation	50,000		
Administrative Expenses	636,000	Half the annual cost	318,000
Office Space	425,000		
Communication	101,000		
Office Supplies & Others	110,000		
Relocation Costs	136,000	Full cost of relocation will be expensed	136,000
Resettlement Costs	47,000		
Total			767,000