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COVER STORY: NICHE DESIGN OPENING DOORS FOR AUSTRALIAN ARCHITECTS IN CHINA

TOURISM: AUSTRALIA EXCEEDING EXPECTATIONS



NICHE EXPECTATIONS

Architectural firms with niche expertise are having success in China as competition heats up for architectural and design projects, writes Sophie Loras.



studio505's Phoenix Valley in Wujin showing the project's central valley and parts of its green roofs and facades.

When Australian architect Joburt Betadam first arrived in Shanghai from Melbourne in 2002, he came in on the premise of selling his niche expertise in green build and sustainable design to the Chinese. In 2006, environmental issues became a top priority of the Chinese government's 11th Five Year plan, and regulation was introduced for all new buildings to meet minimum environmental standards. It seemed a boon for Australian design firms specialising in this area.

Mr Betadam had the support of the Victorian government's Australian Urban Systems cluster (AUS) – an initiative set up to promote Victoria's architectural expertise in the green/sustainability sector, and to grow urbanisation related exports in a more strategic manner – using its long-standing 35-year sister-state relationship with Jiangsu Province.

In China, Victorian firms across a range of sectors have been encouraged to work together in securing projects in Jiangsu through government-to-government introductions, trade missions and reciprocal delegations. And it has encompassed Australian firms offering services beyond architectural design and urban and master planning, such as engineering or water technologies, and soil remediation services. The premise is that if one firm in the group secures



studio505's Phoenix Valley in Wujin - exterior of the Youth Palace.

a contract, the services of other members in the group could be recommended for activities in the same contract.

But while sustainability may have been the initial edge for Australian design firms entering

the Chinese market in the early to mid-2000s, today, their long term success in China very much depends on how well they can demonstrate previous success in China, the cultivation of long-term contacts as well as having an edge or niche capability that sets them apart from their Chinese and international competition.

"You had to come here to China with an angle," says Mr Betadam. "That angle of sustainability is still being pushed, but it has seen its use by date – it has come, and gone."

Mr Betadam says one of the big challenges for Australian architects coming to China today is how well they can establish and promote their brand in China. Being famous at home does not guarantee visibility in China, he says.

Competition for iconic developments in China is fierce – and securing one can be pure luck.

Chinese developers today are well travelled, they have a global perspective and they know what they want, he says.

"We are dealing with developers who have travelled around the world more than we have – they know what they want, they have looked at successful projects overseas and said, we want that too."



Sining Plaza in Xichou. (The Buchan Group)

Mr Betadam's advice to incoming firms is to find out who the players in the sector are and "bring those developers to Australia and show them your projects there."

"Demonstrate you have success in Australia. Demonstrate you have a presence on the ground in China and consider working with



studio505's Ng Teng Fong General Hospital. External close up view of multi-bed, naturally ventilated, subsidised ward tower with external planter/gardens. (Courtesy: studio505 in collaboration with CPG, Singapore and HOK, USA)

existing companies."

Dom Tassone is the Director of the Victorian government's long-running AUS initiative, which this year celebrates 10 years of operation. As the architectural landscape in China has evolved, so too has the AUS – moving beyond China to help promote Australian design expertise globally

and growing to include Australian businesses beyond the architectural and design sphere to promote Victoria's other key industries including its creative, education and training, F&B and health care industries. Today, the AUS includes a wide range of expertise from public art sculptures, environmental services to water specialists.



Wujin Lotus Conference Centre



Phoenix Valley - Grand Theatre and Youth Palace

"Our foothold began in Jiangsu but has spread far beyond that," says Mr Tassone.

The AUS's biggest asset is being able to continue to leverage off Melbourne's reputation as the world's most liveable city for the third consecutive year. Firms in the AUS cluster are riding off the brand of not only Melbourne's world liveability status but that of other Australian cities including Sydney and Adelaide.

"Our push is, let's collaborate on making your city as sustainable and livable as ours," says Mr Tassone.

"Urban systems is the fabric of how a city works – from the streets to the facilities. Liveable and sustainable cities attract creative and innovative people and in turn creative and innovative people attract high value industries – which is what the State of Victoria is about – a reputation for biotech, clean tech, creative design and the centre for major global sporting events such as the Australian Tennis Open, the Melbourne F1 Grand-Prix and the Melbourne Cup," he says.

AUS has established connections with a number of big Chinese developers and state owned enterprises, including the Shanghai Construction Group – the developer behind the Shanghai World Financial Centre and the Shanghai Tower, which is poised to become China's tallest skyscraper at 632 meters when it is completed in December 2014. "Because of these

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studio505 is an architectural design studio located in Melbourne, but working on international projects all over the world.

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studio505 has developed a passionate and enthusiastic approach to the exploration and communication of its architectural ideology.

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In 2013 studio505 completed two significant large scale cultural projects in Wujin, People's Republic of China: Phoenix Valley - Grand Theatre & Youth Palace and the Wujin Lotus Conference Centre, an extension to the existing 'underground' Planning Hall of the local Wujin Planning Department Authorities and redesign of the surrounding 4 hectare Peoples Park

Our in-depth exposure and engagement with local cultures in China and South East Asia has led to new business connections with Chinese, Singaporean and Malaysian clients in Australia who now seek out our unique knowledge, expertise and design enthusiasm for their inbound investment projects and developments in the Australian Market.

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Architect and urban planning and design members of the Victorian government's China Super Trade Mission in September were given access to the construction site of the 632-metre Shanghai Tower, which dwarfs the city's 492-metre Shanghai World Financial Centre (pictured). The visit was made possible through the special relationship between the AUS and Shanghai Construction Group.

types of connections, Victorian firms have a great chance to be engaged in these types of projects because they are not cold calling and have a leg in through the AUS in China."

Mr Tassone says the environment in China is as competitive as ever, with Chinese architects now being educated in Australia.

"You look at China and after you have seen the Bund and Pudong developments in Shanghai and Beijing post the Olympics, you do wonder, what do we have to offer China?"

For AUS in China, the emphasis is "always talk collaboration," says Mr Tassone. "Friends first – business second."

Mr Tassone encourages businesses going into China to take small steps and use government as a resource to identify or build business in China.

"China is tough, but entry structured properly with government support, and speaking to people already on the ground there, you can actually be quite successful," says Mr Tassone. "It is tough, but the rewards can be significant."

Victorian firm studio505 – best known in Melbourne for its work on the Pixel building – won its first Chinese contract in Jiangsu province in 2005 as the façade architect for the Suzhou Science and Cultural Arts Centre.

Other projects in China, include, most

notably, Phoenix Valley – an ornately constructed building housing Wujin's 1000-seat Grand Theatre, four cinemas, sports and dance halls, art galleries and an early childhood education centre – and the iconic Wujin Lotus Exhibition Centre. Both projects were completed in 2013.

The brief for the Wujin Lotus was to design something "beautiful" resulting in studio505's sculptural and ethereal lotus flower centre-piece in its three stages of bloom. The contract also included the upgrade of the lake and park. Entrance to the centre is from beneath the lake, opening into a cathedral like space with an internal mosaic finish and the studio505-designed seven metre-long chandelier.

The project was unusual in China, with the planning minister making regular onsite visits to ensure attention to detail.

Phoenix Valley – which was secured from direct links through the Victorian government's AUS cluster – was recently awarded the China 3 Star Rating (China's highest rating in sustainability) and the 2013 LuBan prize for construction excellence.

"These relationships are made so much more secure through government," says studio505 director, Dylan Brady.

He says competition in China is changing, but having a niche and being prepared to evolve with the market bodes well for long-term success.

"It is changing but so are we," says Mr Brady. "The market in China is diversifying a lot faster than even the market is ready for. There is a big emphasis on brands and that applies to architecture as well.

And while we don't have the brand yet, we are in a position where we are now at a level above those who haven't yet secured a project in China."

Part of that evolution includes a move into health care.

studio505 is currently the design consultant on a radical new air recycling system for a 1000-bed hospital in Singapore – its first contract in South East Asia.

The project looks at ways to improve ward layout to enhance the experience for patients and staff. By reconfiguring beds in six-bed and 12-bed wards, studio505 has improved natural ventilation by 200 percent. Every patient will have their own window and a view to a garden and natural fresh air. The design takes into consideration Singapore's hot and humid weather where only air movement can create natural cooling effects.

"We need an edge – we had never done hospitals before but we saw that a 12-bed ward in Singapore had no air conditioning. By rotating all the beds everyone could have a view and improved ventilation," says Mr Brady.

"We are very interested now in how we can help hospitals in China," he says.

"We are ultimately, as architects, into designing buildings which engage in the world. We are most ultimately interested in building cities which encourage participation."

Mr Brady says competition in China has changed. He says it has become much harder to get invited onto the lists and there is more maturity on the part of the clients.

"Our real edge is personal attention and enthusiasm. And enthusiasm lights fires in other people."

Mr Betadam, during his 11 years in China has also noticed the change in competition. Partly from an influx of European architects arriving in China post the global financial crisis and also from China's local design institutes.

"The relationship between foreign firms and local design institutes hasn't changed – but the way the LDIs are working has," says Mr Betadam.

"Local design institutes in China are now looking into more partnerships with foreign firms – such as working together from the start of the project through to the end, rather than just at the end of the design process to get the compliancy approval."

He says Chinese design institutes are now looking at ways to enhance their capabilities by collaborating more with their foreign partners or by offering lower fees in some cases in exchange for the opportunity to learn more or aligning themselves into niche sectors.

Another area creating niche opportunities for foreign firms is in BIM technology, which allows for the three dimensional modeling of the design process incorporating everyone from engineers to structural, personal having access to the same BIM model.

The technology is expensive and requires skilled people to operate it.

"Chinese developers want this technology and they can't actually get it. It is the new environment and that's an edge we have," says Mr Betadam.

Mr Betadam says that instead of seeing each other as competition, Australian firms should be working closer with each other to gain more clout.

"When you are a small player in the world of developers, you are a nobody," says Mr Betadam. "Hope is not a strategy."

He also stresses the importance of having a presence on the ground in China.

"There are opportunities here in China people just don't see. Living here you have an appreciation that things are not stagnant, whereas fly in-fly outs only have a snapshot of this," he says.



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中国的建筑与设计市场竞争日趋激烈，拥有利基专长的澳洲建筑公司在中国连连获得成功。《连接中澳》主编罗心梦报



武进莲花规划会展中心

当澳大利亚建筑师Joburt Betadam在2002年第一次从墨尔本来到上海时，他希望能向中国人展示自己在环保建筑和可持续发展设计方面的利基专长。2006年，环境问题成为中国政府的第十一个“五年计划”工作的重中之重，中国政府制定了新的法规，规定所有新的建筑物都必须达到最低环保标准。这对在环保建筑领域有利基专长的澳大利亚设计公司来说，可谓打开了一扇大门。

Betadam先生得到了维多利亚州政府的澳洲都市系统部门的支持；维州与中国江苏省有着长达35年的“友好省份”关系，这为两地在环保建筑方面的合作打下很好的基础。（澳洲都市系统：Australian Urban Systems，以下简称AUS。这是维州政府提出的倡议，为的是促进环保和可持续发展领域的建筑专业知识推广，以及更具战略性地发展城市化相关的出口业务，今年是AUS推出第十年。）

在中国，来自维多利亚州各个行业的公司，通过政府间的官方引荐、贸易代表团以及互惠代表团活动，凝聚在一起，共同为落实在江苏的项目而努力。其参与者不仅仅是澳洲的建筑、设计和城市总体规划公司，工程和水技术公司以及土壤修复企业也涵盖其中。他们通力合作的前提是，如果任何一间公司争取到了合同，就必须介绍其它服务环节的同事来负责同一项合同中的对口事宜。

尽管在2000年代中期，可持续性也许是澳大利亚设计公司打入中国市场的初始优势，如今，这些公司在中国取得的长期成功，很大程度上取决于他们如何展示自己在中国做出的成绩、制定的长期合约，以及拥有区别于中国本土和海外竞争对手的优势和利基专长。

“打入中国市场，必须拥有一定的视角。” Betadam先生说：“可持续性这个视角在中国仍受推崇。”

Betadam先生说，如今澳大利亚建筑师

进入中国最大的挑战之一，是如何在中国建立和推广自己的品牌——在澳洲的口碑不能够保证其在中国获得同样的知名度。

在中国，对标志性开发项目的竞争是相当激烈的——能够拿下个项目有时纯粹靠的是运气。

Betadam先生表示，现今中国的开发商游历十分广阔，拥有全球化视野，并很清楚自己想要的是什么。

“跟我们打交道的开发商，他们的游历经验比我们还要丰富——他们知道自己想要什么，他们在海外看到成功的项目，并说：‘我们也要这样的。’”



武进莲花规划会展中心内部景观

Betadam先生给予进入中国市场的澳洲建筑公司如下建议：了解在中国建筑行业的“龙头”都有谁，并且“将这些开发商带到澳大利亚来，在那里展示你们成功的建筑设计项目。”

“展示你在澳大利亚取得的成功。证明你有在中国生存的实力，并考虑与业界其它公司合作。”

多姆·塔索内先生 (Dom Tassone) 是维多利亚州AUS总监以及维多利亚州政府基础设施与城市建设主任。中国建筑行业不断进取 (AUS也一样)。在全球范围推广澳洲设计专业知识，以及不断接纳除了建筑和领域以外的澳洲公司，从而促进维多利亚州其他主要行业的澳洲公司在中国的发展 (包括创意、教育与培训、饮食业和医疗保健业)。如今，AUS吸纳的专家人才还包括公共艺术雕塑家、环境服务人士，以及水资源专家。

塔索内先生说：“我们的立足点始于江苏省，如今我们的声誉已经远播其外了。”

墨尔本连续三年获评全球最宜居城市的声誉是AUS手里的一张王牌。AUS“旗下”的公司不但乘着墨尔本世界级宜居性的东

风来宣传自己的品牌，澳洲其它以城市建筑著称的城市 (如悉尼和阿德莱德) 也相应有自我推广的底气。

“我们推广是——通力合作，令你的城市变得更具有可持续发展性和宜居性——就如我们的城市一般。”塔索内先生说。

“城市系统是一座城市持久发展的基础——从街道到设施都很重要。宜居性高和拥有可持续发展性的城市能够吸引创意和创新型人才，由此，具有创造性和创新性的人才便能吸引高产值的行业在城市生根发芽——这就是维多利亚州的精髓所在——这里是澳洲生物技术、清洁技术、创意设计和全球主要体育赛事的中心 (澳大利亚网球公开赛，墨尔本F1大奖赛以及墨尔本杯赛马节)。”

AUS与多家中国大型开发商和国有企业建立联系，这里便包括上海建工集团——上海环球金融中心和上海中心大厦的开发商。(高达632米的上海中心大厦有望成为中国最高的摩天大楼，预计将在2014年12月竣工。)

“基于这些业务连接，维多利亚州的建筑公司很有机会参与这类型的开发项目，因为他们并不是毛遂自荐，而是通过AUS引荐而进入中国。”

塔索内先生表示，中国有许多建筑师在澳大利亚接受教育，这使中国建筑业的竞争力不断攀升。



凤凰谷武进少年宫

“你亲眼目睹了上海外滩、浦东开发区，以及08年奥运会之后北京的发展，不难陷入一种‘我在中国要如何突破’的思考。”

对于AUS在中国经验来说，中国人所强调的“总是在谈合作”，“朋友第一，生意第二。”塔索内先生如此说道。

塔索内先生鼓励澳洲企业步步为营地进入中国市场，并要利用政府的资源来推广或建立在中国的业务。

“中国市场是很难打开的，但有了政府的支持来给当地组合进入中国的生结构，以及与当地的业内人士建立关系，你其实可以在中国取得相当的成功的。”塔



武进莲花综合医院，拥有先进的医疗设施，为病人提供舒适的就医环境。右图为武进莲花综合医院内部景观。

索内先生：“这个过程是艰难的，但回报会是可观的。”

维多利亚州的“505工作室” (Studio 505) 建筑设计公司——以其在墨尔本打造的像素馆大厦而闻名——在2005年时在江苏省赢得了第一份中国合同；为苏州科技文化艺术中心做外观设计。

505工作室在中国的其他项目包括最为人所知的凤凰谷项目——这是一座华丽的建筑，拥有一千个座位的大剧院、四间电影院、一座运动舞蹈综合体、一座美术馆、一间少年宫；另外还有标志性的武进莲花规划会展中心。这两个项目都在2013年竣工。

简而言之，武进莲花规划会展中心的设计理念是“美丽”，505工作室通过具有雕塑美感和空灵性的莲花造型将其实现。设计合同还包括改造周边湖泊和公园的景观。该中心的入口在湖面以下，将人们引进一个大教堂般的开阔空间，配以马赛克风格的室内设计，以及505工作室设计的长达七米的水晶吊灯。

这种项目在中国非比寻常，中国规划部长定期视察工地，以确保每项细节都得到落实。

凤凰谷——这个通过维多利亚州AUS多个成员公司直接参与的项目——近日获得了中国绿色建筑三星认证 (中国可持续性建筑最高等级认证) 和2013年中国建筑工程鲁班奖。

505工作室的总经理迪伦·布莱迪 (Dylan Brady) 说：“通过政府来打通关系是相当可靠的。”

他说，中国的竞争环境正在发生变化，但拥有利基专长以及总是跟随市场走向来“武装”自己，是取得长期成功的关键。

布莱迪先生说：“市场在不断变化，我们也是如此。”

“中国市场的多元化速度加快了许多，甚至超过了市场本身的反应速度。品牌的意义对于建筑行业来说也是相当重要的。虽然我们还未将品牌建立起来，但我们现在所处的平台，已经是高于那些还没有在中国所争取到任何项目的公司了。”

市场变化的其中一点，是向医疗保健领域进军。

505工作室目前为新加坡黄廷方综合医院 (拥有1000个床位) 担当全新的空气循环系统的设计顾问——这是该公司在东南亚的首份合同。

该项目着眼于如何改善病房的布局，以提高患者和工作人员的舒适度。通过重新调整6人间和12人间的病房，505工作室已将病房的自然通风率提高了200%。每一位住院患者都一扇窗能看到花园以及呼吸自然清新的空气。这项设计考虑到了新加坡炎热潮湿的气候，只有流动的空气才能制造自然凉爽的效果。

布莱迪先生说：“我们很想参与到中国的医院项目中。作为建筑师，我们的终极目的是设计出世界级的优秀作品。我们最大的目标是设计一座能够提高全民参与性的城市。”

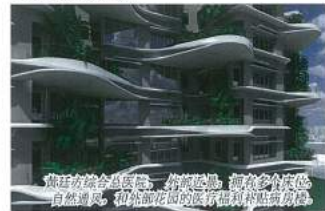
布莱迪先生表示，中国的竞争环境已经变了。他说，中国本地开发项目极少邀请海外人士参与，客户成熟度也日益提高。

“我们真正的优势是个人的关注度和对工作的激情。对工作的激情是很容易感染其他人的。”

Betadam先生在长达11年的在华工作中注意到了竞争的变化。一部分是全球金融危机后，一大批欧洲建筑师涌入中国，还有就是中国当地设计公司的崛起。

Betadam先生说：“外国公司和当地设计公司之间的关系并没有改变——但是当地设计公司之间的合作方式发生了变化。中国本地设计公司现正寻求与更多外国公司建立合作伙伴关系——例如从项目开始一直共事到项目结束；而不是仅仅在项目竣工时得到的合规性审批。”

他说，中国设计公司正不断寻求与外国公司合作的机会，从而提高自己的实力，有时他们会降低费用来换取学习或是接触利基市场的机会。



武进莲花综合医院，拥有先进的医疗设施，为病人提供舒适的就医环境。右图为武进莲花综合医院内部景观。

BIM技术 (建筑信息模型技术) 是另一个为外国公司创造利基机会的要点，它能让更多建筑构件所包含的信息同时具有建筑或工程的数据。

BIM技术是昂贵的，并需要拥有专业技能的人来操作。

Betadam先生说：“中国的开发商渴望拥有这项技术，但目前还未能实现。这是十分高精的技术，也是我们掌握的一项优势。”

Betadam先生表示，与其互相将对方视为竞争对手，澳大利亚的企业应该开展更加紧密的合作，来扩大影响力。

“在开发商的世界里，实力平庸的公司只能担当无名小卒的角色。” Betadam先生说：“‘希望’并不是一项战略。”

他还强调了在中国市场站稳脚跟的重要性。

“在中国蕴藏着许多人们察觉不到的机会。在中国居住，你会爱上这里快节奏，当‘空中飞人’只是日常工作的一部分。”

建筑 · 艺术 · 自然 启航未来建筑之境

成立于2003年，总部位于澳洲墨尔本的 studio505建筑设计事务所（简称：505工作室），在董事总经理约翰·布莱迪及德克·齐默尔曼的二人带领之下，在近年推出了一些当今最具创新性和想像力的建筑项目。最惹人注目，要数屡获殊荣的澳洲六星级无碳绿建筑 Pixel 像素大厦，及苏州科技文化艺术中心（SSCAC）的22,000平方米金属外墙。

可持续建筑技术专家

建成于2009年的 Pixel 像素大厦，获澳洲绿色建筑委员会颁发史无前例的105/105满分绿色建筑评级，亦是澳洲认证的首个碳中和建筑项目，同时夺得美国绿色建筑协会的领先能源与环境设计 (LEED) 最高等级奖。其得分纪录迄今仍未被超越。它为505工作室带来许多赞誉，令公司整个设计及施工团队，在其他结构设计及技术运用上取得了不少的可持续性创新和进步。

Pixel 像素大厦的完美竣工令505工作室在全球声名大噪，随后荣登备受推崇的美国《绿色来源期刊》封面，使这间新锐的澳洲建筑师事务所身价不少。该大厦的独特设计亦大大帮助推动团队创新，为项目所在的城市面貌和社区文化，亦带来优良贡献。



Pixel 像素大厦

505工作室从结合建筑与艺术为原点，建立明确的专长技能和想像力，尤其在建筑外墙范畴上；他们称之为「艺术外墙」，当中以获奖的澳洲布里斯班的 Wintergarden 冬季花园购物中心为个中表现佼佼者。这幅梦幻「画布」以七彩缤纷的 LED 照明，辅以激光切割和手工折叠的仙境花园图案，加上巨型蝴蝶浮雕横跨市中心的三面街道，同时创造一个品牌、地标及艺术品。

在2009年，505工作室获邀参加两大设计竞赛—中国江苏省常州市武进区文化中心及大剧院和设有千张床位的新加坡大型医院。505工作室首先透过与同行 CFG 及 HOK 合作，携



Wintergarden 冬季花园

手赢得新加坡黄廷芳综合医院新病房大楼的国际设计比赛，对自然通风的多床型病房赋予大胆、简单而深远的新构想。让每位病人都享有自己窗户为原则，设计完成整个病房大楼图册，包括花园、自然通风、遮阳及与其他建筑物的链接，创造真正独特及更宽敞的疗养环境。

中国武进凤凰谷

事务所随后赢得现已竣工的常州凤凰谷项目的建筑、室内设计、景观设计和外墙美化竞赛。这个面积达6万2千平方米的文化区域，设有武进大剧院，四间电影院、艺术画廊、零售店面、体育舞蹈中心，及能容纳4000名学生的青少年活动中心。此项目最近还荣获中国建筑工程师久负盛名的鲁班奖。由于采用为 Pixel 像素大厦研发及



Ni-Teng-Fong General Hospital 尼腾芳综合医院



Phoenix Valley 凤凰谷

应用的各种主动及被动环保技术，凤凰谷已获得中国内地3星级评级认证，包括种植绿色屋顶、建筑整合太阳能/光伏建筑一体化、自然通风和大规模中水循环系统。凤凰谷项目是一组大型仿地质建筑群，青草覆盖的山地围绕着中央的多功能建筑物，呈现如宝石般的艺廊。将栽种好的植物以花开图案植入外墙，使绿色由屋顶延伸到整个外墙面。



Phoenix Valley Grand Theatre 凤凰谷大剧院

武进大剧院的设计灵感，来自蝉壳象征性的逻辑和形态。蝉在中国是长寿的象征，代表重生和生命永恒。设计团队将此概念连想到每一次戏剧或歌剧奇幻世界的开始，等同再生和创造。内部构造及设计，以折纸般的昆虫翅膀及触须为概念基础，运用装上了LED的波浪形半透明声学及视觉挡板，构成重叠呈流线的镶板内墙。

莲花怒放—武进规划会展中心

就在凤凰谷的马路对面，武进城市规划展览馆与其邻居截然不同，但同样令人印象深刻。该地标由三朵各35米高的莲花状建筑组成，设有展览区和会议室，在风景优美的公园内，看来就是浮在面积一万平方米湖泊中央的巨莲。项目构想是一座可供人于内部活动的巨大雕塑，成为当地人及旅客谋杀菲林的地标。



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Wujin Lotus Conference Centre 武进莲花会展中心



Wujin Lotus Conference Centre 武进莲花会展中心

湖泊本身启发莲花状设计—泛花于湖边，代表三种姿态：初蕊含羞、成熟及孕育莲蓬绽放。

莲花馆看似没有入口，因其不是由地面进入，而是要通过设在湖底的入口；从湖底入口出来，展现眼的是雄伟的中央莲蓬部分—高耸的十层高楼及一览无垠的蓝天美景。整个荷花固态外表面是由马赛克砖铺成，边缘部分用不锈钢小块砖顺滑地延伸到波光粼粼的湖里。

与武进项目类似的园林景观及花卉设计且由505工作室策划的沃瑞塔工作室，是一个由飞利浦景观设计与弗莱明苗圃园艺联手设计的澳洲花园，在被喻为园艺界中的奥林匹克—第100届英国切尔西花卉和园艺展中夺得「最优秀展园」大奖。在2013年常州武进举行的中国花卉博览会中，澳洲花园以代表

澳洲维多利亚省花卉展园的形式再度参展。

505工作室对每个项目均凝聚心神、精力与智慧。目前，他们刚完成位于马来西亚六甲的汉学院的设计；并在中国内地开展数个豪华零售及度假村项目，以及在墨尔本的两幢高层新式公寓楼项目设计。相信其中一些项目亦再次会以花卉作为设计概念。



The Wuratah Studio 沃瑞塔花园

投资澳大利亚政府债券 澳洲最具实力的固定收益专家帮到您



Mark Paton - FIIG CEO

FIIG证券（以下简称FIIG）是澳大利亚最大的固定收益专家，引导海内外投资者直接进入澳洲债券市场。

本公司受澳大利亚证券和投资委员会（ASIC）监督，在澳洲市场坐拥稳固的地位和服务独特的美誉，热情为投资者提供广泛的投资选择，理财方式和进入市场的方法。

直接触低风险的联邦政府与州政府债券

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一，FIIG能够接触到大量政府及半政府债券。

政府债券对于申请重大投资者签证（SIV）的人来说极为理想，也是澳大利亚资本市场中风险最低的投资项目，给投资者带来高水平的流动资金及资本稳定性。不同于其他证券，政府债券不跟经济状况直接挂钩；因此，投资者的选择面更广，在经济低迷的情况下也更有保障。

政府债券的期限在1年到35年之间，并可在澳大利亚的具有深度且交易活跃的二级市场中购买或出售。

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