

INDUSTRIAL SERVICES

CAPABILITY STATEMENT

Savills Vietnam _____

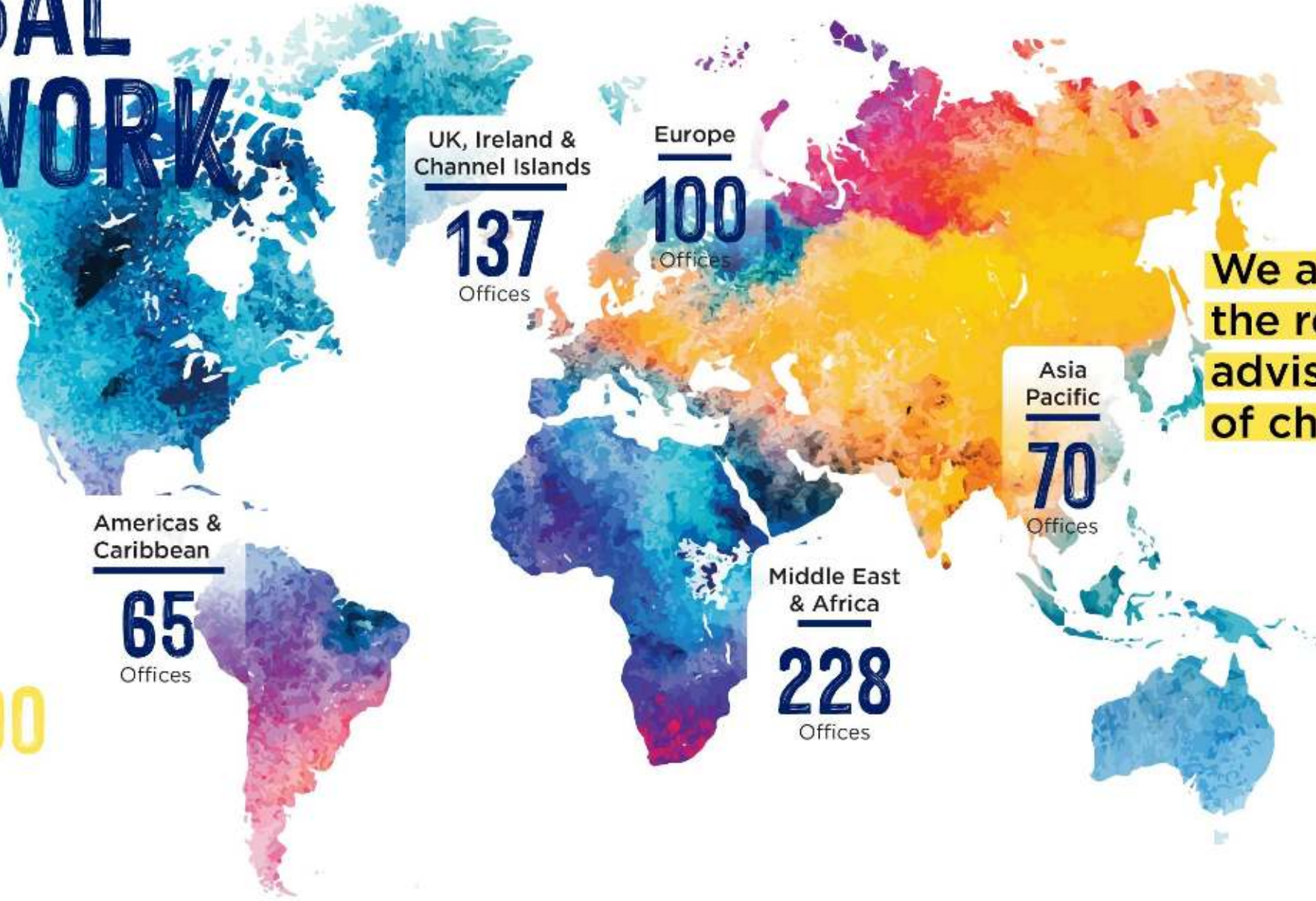
GLOBAL NETWORK



70
countries

600
offices

39,000
employees

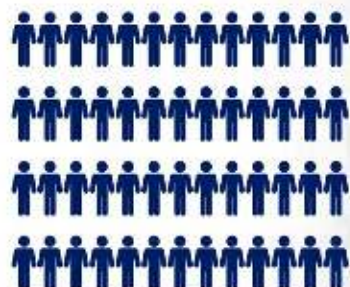


We are
the real estate
adviser
of choice.

SAVILLS VIETNAM



2,000
STAFF

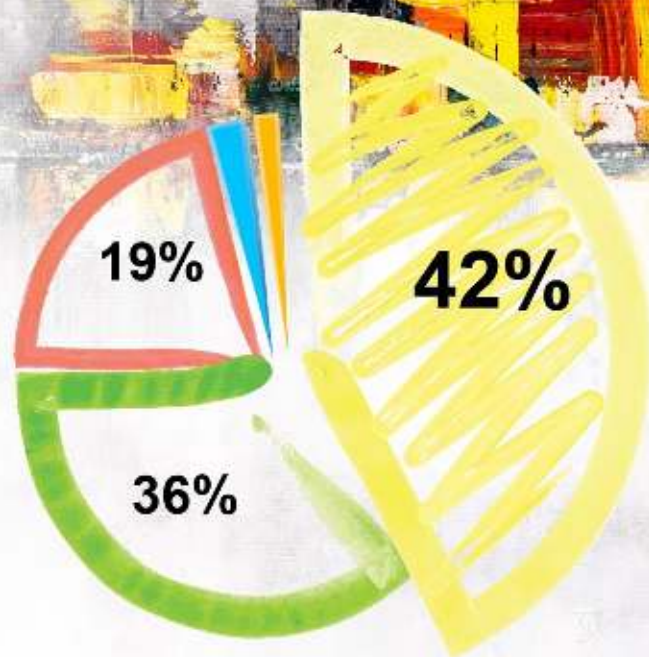


CBRE

JLL

CUSHMAN & WAKEFIELD

Colliers
INTERNATIONAL



MEDIA PERFORMANCE

“Savills Vietnam has the largest total exposure on major and high commercial value channel such as VTV1, HTV7, HTV9...”

- Savills
- Colliers International
- CBRE
- Cushman & Wakefield
- Jones Lang LaSalle

Source: Isentia - Media Report, 2019

SAVILLS VIETNAM



Our innovative full service agency delivers best in class

ADVISORY SERVICES

- Market Research
- Economic and Demographic studies
- Conceptual Development Recommendations
- Valuation
- Feasibility Studies
- Highest and Best Use
- Development Review



HOTEL & LEISURE

- Operator Selection
- Management Agreements



AGENCY



Retail



Office



Industrial



Residential



PROPERTY MANAGEMENT

- Residential - Commercial - Industrial
- Pre-Operations Management Consultancy
- Property & Asset Management
- Facility Management
- Property Management Training



RESIDENTIAL & INTERNATIONAL SALES

- Project Sales and Marketing Strategy
- International Sales
- Residential Sales
- Landlord Representative



INVESTMENT

- Strategic Project Positioning
- Stakeholder Engagement Structuring
- Acquisition and Sales



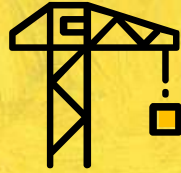
Savills Industrial Services Department



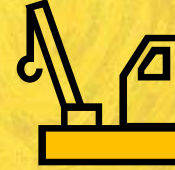
Savills Vietnam can support industrial stakeholders wishing to:



Diversify their regional portfolio



Expand current operations



Dispose/acquire facilities and land



Lease an industrial asset strategically



Enter the market for the first time



**FULL SERVICE
PLATFORM**

INDUSTRIAL SERVICES

savills

Landlord Advisory

Full range of consultancy services to maximize returns.

Tenant Representation

Formulate systematic transaction strategies, avoid expensive property pitfalls, and add tangible value.

Market Research

Refined research to ensure all unknown variables are quantified to maximise success.

Sale & Leaseback

We guide property owners through tailored re-financing opportunities to help free up capital and improve cash flow while avoiding operational disruption.

Development Consultancy

Market entry and expansion.

Investment Brokerage

Acquisition, disposal and consultancy of investment properties and developments.



Tenant Representation

Formulate systematic transaction strategies, avoid expensive property pitfalls, and add tangible value.

What do we do?

- Advise tenants on their manufacturing and logistics industrial site search in Vietnam.
- Advise lease renewals and rent reviews which require a thorough understanding of statutory and contractual procedures.
- Provide innovative solutions which meet their business and logistics needs.

How do we work?

- Assist in determining tenant's space requirements and highlight the development opportunities available, ensuring that they make informed decisions before making any lease commitments.
- Provide all the necessary services for space acquisition.
- Undertake a cost analysis on relocation versus renewal options.

Who do we work for?

- Manufacturing and assembly occupiers, logistics players.



Landlord Advisory

Full range of consultancy services to maximize developer returns

What do we do?

- Advise landlords and developers on the marketing of completed and upcoming projects.
- Whether the intention is to sell or lease property we can advise on a project from the initial stages through to completion.

How do we work?

- Produce and implement packages tailor-made for client's specific needs, from preliminary market consulting and research to the marketing of the completed project.
- Liaising with our research division, we provide timely and dependable market analysis and updates to supplement our expert advice.

Who do we work for?

- Landlords, developers, and vendors.



Market Research

Refined research to ensure all unknown variables are quantified to maximise success.

What do we do?

- Provide refined research to ensure that all unknown market variables are quantified so that projects have the maximum opportunity for success.
-

How do we work?

- Analyse a real time view of the property marketplace and provide our clients with valuable research solutions in the form of Quarterly Market Reports (QMR); Specific Market Studies (SMA); Concept Development Recommendations (CDR); Market Surveys and Ad Hoc Consulting.
-

Who do we work for?

- Clients looking to enter the market for the first time expand current operations, diversify their regional portfolio dispose or acquire land or lease an industrial asset strategically.



Leasing & Brokerage

Whether you require industrial space or buy-to-let properties, Savills provide unparalleled leasing advice.

What do we do?

- Lease all types of industrial properties both from local and international developers.
 - Our extensive knowledge allows us to act for tenants and landlords.
-

How do we work?

- Expertise of existing schemes and future developments helps us to undertake a detailed search for industrial space and look for ideal tenants to occupy premium space.
 - Liaising with our in-house advisory teams, we provide clients with the most up to date research analysis and lease projections.
-

Who do we work for?

- Local and foreign industrial developers and landlords.
- MNCs and global occupiers.



Investment Brokerage

Acquisition, disposal and consultancy of investment properties and developments.

What do we do?

- Support clients to find optimal investment opportunities which satisfy their acquisition strategies.
 - Our disposal services aim to offer our clients the most favorable terms according to the current market.
-

How do we work?

- Analyse market trends and particulars of a property for clients whilst providing valuation and advice on commercial property investments, whether it be acquisition or disposal.
 - Coordinating with our in-house research and valuation teams we focus on opportunities and property 'hot spots' in the market. In addition, our extensive network of local and international contacts is invaluable in achieving rapid results.
-

Who do we work for?

- Institutional investors, developers, private funds, overseas investors.



Sale & Leaseback

We guide property owners through tailored re-financing opportunities to free up capital and improve cash flow.

What do we do?

- Advise factory or warehouse owners on utilizing their industrial assets as a means to financing and freeing up capital, without interrupting operations.
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How do we work?

- Analyze the land and building values of the asset(s), propose a monthly rental fee to ensure a satisfactory ROI for the new owner/investor, and support both parties to cement favorable lease terms in-line with current market practice.
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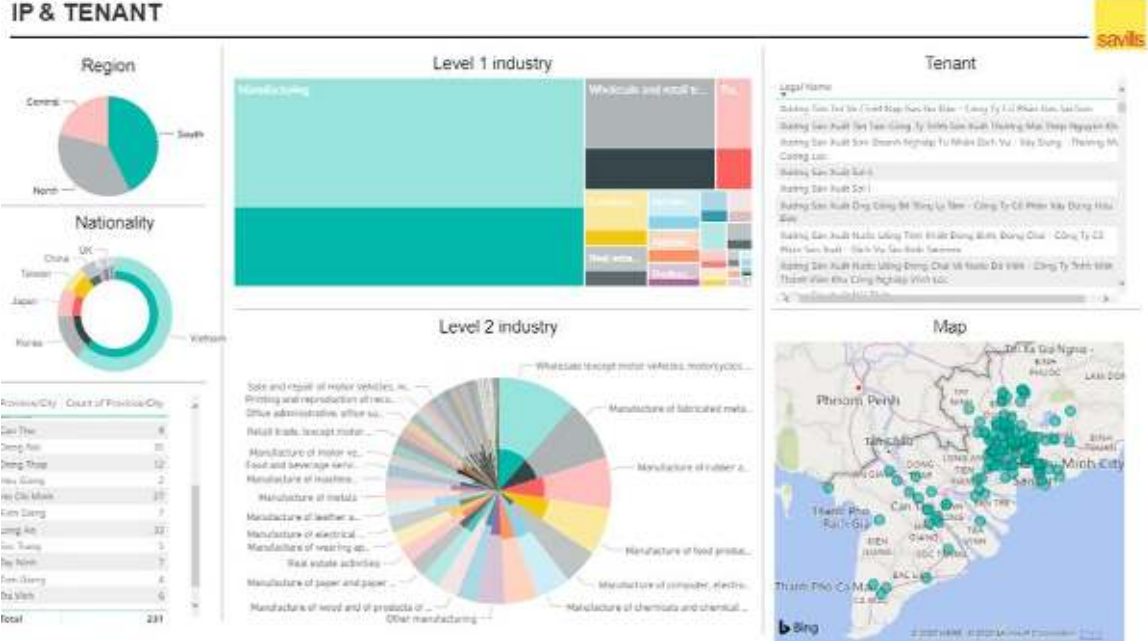
Who do we work for?

- Institutional investors, developers, private funds, overseas investors.

Site Search Expertise & Tools



Power BI Analysis & Industrial Property Scorecard



Our extensive industrial property data is visualized and brought to life by MS Power BI so we can provide clients with clear market insights and a location analysis based on real-time business intelligence.



Savills comprehensive in-house template scores and screens market availabilities based on key industrial variables such as site location, master planning, ground conditions, environmental conditions, preferential incentives, utilities supply, commercial and costs, and local resources.

Case Studies

Warehouse Sale-Leaseback (SLB) | Di An, Binh Duong Province, Vietnam

Project	Sale-leaseback of two (02) warehouses
Location	Song Than 1 IZ, Di An, Binh Duong
Land size	55,665 m ²
GFA	32,572 m ²
Year	2019
Buyer/seller	Confidential
Transaction value	US\$22,500,000



Challenges

- Warehouse sale-leasebacks extremely rare in Vietnam;
- Educating the seller on the sale-leaseback model and its benefits for raising capital;
- Other shareholders of seller's corporation were initially hesitant to sell to our client;
- Strenuous negotiations on rent terms under the new lessor/lessee agreement.

Solutions

- Make a buyer introduction that goes beyond purchase price i.e.
- Brokered a strategic partnership; Buyer (client) is an industrial developer as with a large national land portfolio, positioned to provide additional value to the Seller's logistics business by providing first right of refusal on their best plots;
- In turn, the Seller can offer the Buyer access to their warehouse land plots in Cai Mep Port, BRVT, where they've invested in part ownership.

Results

- Enabled the Seller to raise US\$22,500,000 capital for their Cai Mep Port expansion plans without taking a loan from the banks;
- Supported our Buyer (client) to achieve an attractive Net-Initial Yield (NIY) between 8.5% – 9%;
- The only warehouse portfolio SLB deal in Vietnam in 2019.

Case Studies

Factory Acquisition & Long-Term Land Lease

Factory Acquisition, My Phuoc 3 IP, Binh Duong

Project	Factory search for acquisition
Occupier:	Arcon-Sunmark
Nationality	Denmark
Buyer	Arcon-Sunmark
Land size	21,746 m ²
GFA	14,354 m ²
Transaction value	US\$3,100,000



Land Lease, Chau Duc IP, Ba Ria-Vung Tau

Project	Land search for long-term lease
Occupier:	Broad-Ocean Motors
Nationality	China
Developer	Sonadezi Chau Duc Co.
Land size	71,000 m ²
GFA	: approx. 55,000 m ²
Transaction value	US\$ \$2,769,000



Case Studies

Factory & Warehouses Leases



Yen Phong IP, Bac Ninh

Project	Factory lease
Occupier:	HZO
Nationality	US
Industry	Waterproof coating technologies
Developer	KTG Industrial JSC
Factory size	7,494 m ²
Lease term	5 years



My Phuoc 3 IP, Binh Duong

Project	Factory lease
Occupier:	OSG Coating Service
Nationality	US
Industry	Coating and surface technologies
Developer	BW Industrial JSC
Factory size	639 m ²
Lease term	3 years



Bau Bang IP, Binh Duong

Project	Factory lease
Occupier:	Inseason AG
Nationality	US
Industry	Agri and horticultural plastics
Developer	BW Industrial JSC
Factory size	2,250 m ²
Lease term	5 years



Unidepot, Nha Be, HCMC

Project	Factory lease
Occupier:	Triac Composites
Nationality	Australia
Industry	Composites and parts
Developer	Saigon Depot JSC
Factory size	2,500 m ²
Lease term	10 years

Case Studies

Factory & Warehouses Leases



Tan Thuan EPZ, D7, HCMC

Project Warehouse lease

Occupier: Shopee

Nationality Singapore

Industry E-commerce

Developer Tan Thuan IPC

Factory size 8,220 m²

Lease term Long-term lease



Medtronic

Tan Thuan EPZ, D7, HCMC

Project Factory lease

Occupier: Given Imaging/Medtronic

Nationality US

Industry Medical devices

Developer Tan Than IPC

Factory size 2,200 m²

Lease term 3 years

oerlikon
balzers

VSIP Bac Ninh

Project Factory lease

Occupier: Oerlikon Balzers

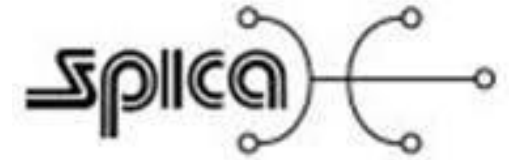
Nationality Switzerland

Industry Surface technologies

Developer BW Industrial JSC

Factory size 1,060 m²

Lease term 3 years



Yen Phong IP, Bac Ninh

Project Factory lease

Occupier: Spica Elastic

Nationality India

Industry Elastics manufacturer

Developer KTG Industrial JSC

Factory size 3,500 m²

Lease term 3 years

Testimonials



What our clients say

“Savills was extremely responsive and helpful in HZO’s search for a manufacturing facility to accommodate our new Vietnam operations. Through Ryan’s expertise, we constructed an optimal lease in record time. Their strong partnership, reliable communication, and tangible problem-solving skills helped us to continue building our global manufacturing footprint to meet the accelerated demand for protecting electronics.”



HZO – US
Jon Hattenbach – V.P.

“In 2019 we were trying to sell our solar panel factory in Binh Duong Province. After receiving a valuation from Savills for our facility, I was connected to John and his team who would then support to source a buyer for our plant. Within a month John found a serious buyer and supported both parties throughout the sale and asset transfer process, right through to deal completion. I would happily recommend Savills to those interested in selling their industrial assets in Vietnam.”



Arcon-Sunmark - Denmark
Kai Maierhofer – General Director

“In 2018 I had the chance to work with John and Savills Industrial team for a lease renewal of our facility in Tan Thuan EPZ, HCMC. The procedure was very long, and we initially missed some paperwork. Fortunately, I got an appointment with John, and upon explaining our difficult case and Savills Industrial brought their efficient help and expertise to ensure we successfully renewed our lease on satisfactory terms. I would like to thank John and recommend his valued service.”



Medtronic Vietnam - US
Minh Le – General Manager



Triac Composites - Australia
Phil Johns – General Director



John Campbell

Manager, Industrial Services

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John Campbell joined Savills in 2017 to head the new Industrial Services Department and to further cement Savills leadership position in Viet Nam. With his dynamic local team, John delivers a blend of strategic insights and high-touch service. His expertise in Integrated Facility Management (IFM) combined with his experience of the local Industrial sector has already seen the new Department successfully complete many ready-builds, factory acquisition deals and lease transactions.

Since heading up the department, John has brokered an array of lease and sales transactions representing in excess of

165,000 sqm and US\$28,000,000 in total consideration.

With John client concerns are eased and needs met with unmatched Landlord Advisory, Tenant Representation, Strategic Leasing, Investment Brokerage and Sales & Leaseback. He also has a deep knowledge of, and an abiding passion for Industry 4.0.

Considering market entry for the first time, or looking to diversify or expand operations, look first to Savills Industrial Services Department and experience John's exceptional sector knowledge and professionalism to make it happen.

Our Team



Andrew Lee

Korean Desk Manager, Industrial Services

Mr. Andrew Lee has worked for over 10 years in property financing, project management and senior sales roles in British Columbia, Canada.

He has been a project director overseeing the redevelopment of various Vancouver hotels and in Sunshine Coast, B.C, has managed townhouse complexes and mixed-use condominium developments. His extensive

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experience covers commercial accommodation & residential mixed-use projects. Andrew has joined the Savills Vietnam Industrial Services team as a Korean Desk Manager in 2020 to assist Korean clients and further develop our position as Vietnam's best industrial real estate team.



Thanh, Do Xuan (Ryan)

Consultant, Industrial Services

Prior to joining Savills Industrial Services team in 2019, Thanh (Ryan) has over four years of working experience at the Ministry of Planning & Investment in the field of Foreign Investment Promotion and Management.

In addition, he has more than two years as Senior Sales Executive at TNI

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Holdings Vietnam, one of the biggest Industrial Zone Developers in the North Vietnam. In this role he has supported a large number of both international and local investors to successfully set up their manufacturing and logistics businesses in Vietnam.



Bach, Pham Gia

Consultant, Industrial Services

Bach is currently working as an Industrial Services Consultant at Savills Hanoi Office. He is a customer-oriented professional with the innate ability to communicate, negotiate, and build genuine relationships with both landlords and investors, and ensure his clients' needs are met. Furthermore, his strong finance background enables him to offer valuable real estate advice that supports continued business growth.

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In his role at Savills, Bach support occupiers and investors with their market entry in Vietnam by tending to their factory and warehouse expansion and relocation plans.

Our Team



Duong, Pham Thai

Consultant, Industrial Services

Duong joined Savills Vietnam in November 2018 as the Business Development Executive for the Property Management Department. He took part in the negotiation processes and helped to facilitate multiple deals, worth totally around \$2.5 millions. Prior to joining Savills, he was a Feasibility Researcher for Transport of New South Wales and also had experience in working in big global construction firms such as Vinaconex &

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Taisei. Duong has transferred to the Savills Vietnam Industrial Services team in 2020 as a consultant in order to support various international clients in setting up their business interest in Vietnam through land or factory lease/ buy.



Chi, Phan Cuu

Researcher & Admin, Industrial Services (South)

Chi Phan joined the Savills Vietnam Ho Chi Minh Branch in April 2019. Having over eight-years working experience in multiple fields such as education, construction and engineering, currently, in industrial real estate, Chi brings a wealth of experience to her role as a Researcher & Admin for the Industrial Services team.

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She plays a key role ensuring all research duties assigned are professionally carried out, including data collection and data base management, supporting implementation of market studies, develop and maintain strong relationships with local landlords and developers in all correspondence; and also support Head of Department with all leasing projects.



Van, Ngo Thi Hai

Researcher & Admin, Industrial Services (North & Central)

Van joined the Savills Vietnam Hanoi Branch as a Researcher & Admin for the Industrial Services team. She has over two years' experience in property management and industrial consultancy in Vietnam.

Prior to joining Savills she was an administrative officer at Property Guru

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Vietnam (Batdongsan.com.vn). As a core member of the North Vietnam team, Van's role is key in managing all administrative duties as well as database management and preparing land and factory options proposals for clients.

The background features a reproduction of J.M.W. Turner's painting "Rain, Steam, and Great Central Railway," which is a variation of "The Starry Night." The painting shows a hand holding a pen, with the background filled with swirling, starry patterns in shades of blue and yellow. The title "Savills Cares" is written in a large, white, cursive font with a yellow drop shadow, positioned over the right side of the image.

Savills Cares

Industry award fees are being redirected to help local people. Charities for underprivileged around the country will receive increased donations.

Savills is committed to caring for the community