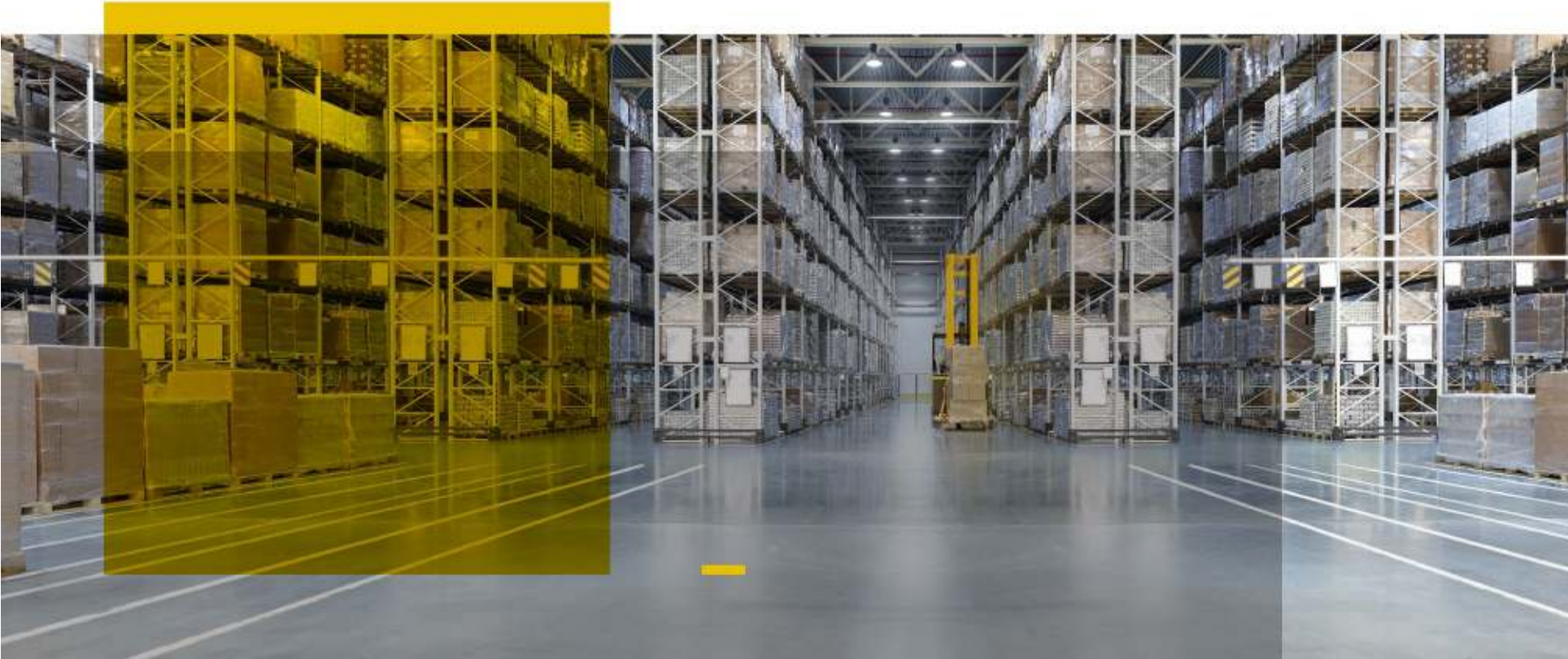


Industrial Services

savills

Capability Statement

2022



Global Network



Countries

70

Offices

610

Employees

39,000+



A powerful combination of global connections and deep local knowledge provides Savills with an unparalleled ability to connect people and property.

Savills extensive Asia Pacific network spans offices throughout Australia, New Zealand, China, Hong Kong, India, Indonesia, Japan, Korea, Macao, Malaysia, Myanmar, Philippines, Singapore, Taiwan, Thailand and Vietnam.

Savills Vietnam

Our innovative full service agency delivers best in class

ADVISORY SERVICES

- Conceptual Development Recommendations
- Market Research
- Economic and Demographic studies
- Interactive reporting and Map-based service
- Feasibility Studies
- Highest and Best Use
- Valuation
- Development Review

PROPERTY MANAGEMENT

- Pre-Operations Management Consultancy
- Property & Asset Management
- Facility Management
- Residential - Commercial - Industrial
- Property Management Training
- Vacation home: Common facility management, unit services, letting support.

AGENCY

- Retail
- Commercial leasing
- Residential leasing

INDUSTRIAL

- Landlord Advisory
- Development Consultancy
- Market Research
- Sale Leaseback
- Tenant Representation
- Investment Brokerage

RESIDENTIAL & INTERNATIONAL SALES

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

INVESTMENT

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

HOSPITALITY

- Development Planning
- Hotel Operation Review
- Masterplan Review
- Disposal
- Hotel Operator Selection

Savills Vietnam

Our innovative full service agency delivers best in class



EMPLOYEES

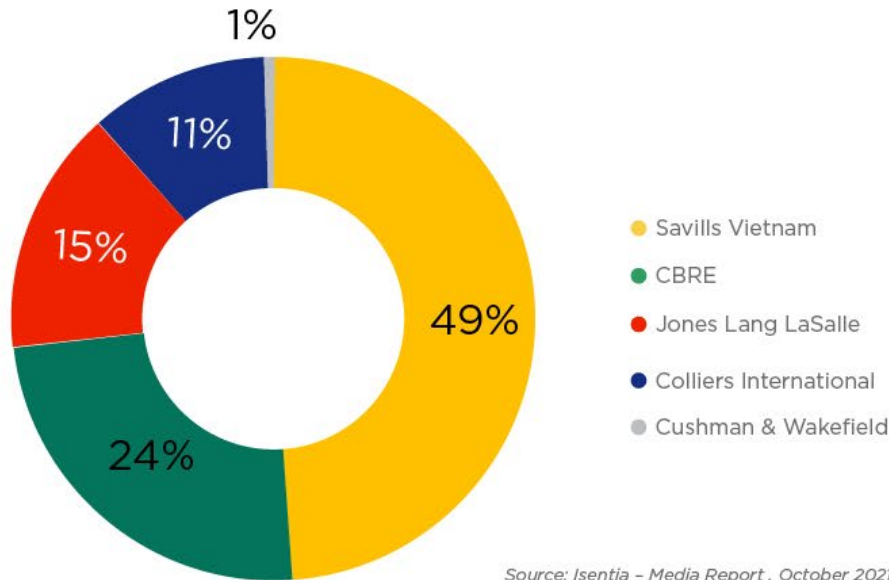
With strong resourcing then operating continuity is guaranteed.

~2,500⁺



MEDIA PERFORMANCE

Maintaining a commanding media presence across all channels means Savills can market our clients interests most effectively.



Source: Isentia – Media Report , October 2021

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

Industrial

01 LANDLORD ADVISORY

Full range of consultancy services to maximize returns.

02 MARKET RESEARCH

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

03 DEVELOPMENT CONSULTANCY

Market entry and expansion.

04 TENANT REPRESENTATION

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

05 SALE LEASEBACK

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

06 INVESTMENT BROKERAGE

Acquisition, disposal and consultancy of investment properties and developments.

FULL SERVICE PLATFORM

Industrial

We support all industrial stakeholders wishing to

01

ENTER THE
MARKET

02

DIVERSIFY THEIR
PORTFOLIO

03

EXPAND CURRENT
OPERATIONS

04

STRATEGICALLY
LEASE AN ASSET

05

DISPOSE/ACQUIRE
FACILITIES



Industrial



VIETNAM'S BEST INDUSTRIAL REAL ESTATE TEAM

ABOUT US

You brief, our experts source your best-fit in Vietnam: land, factories or warehouses for manufacturing, logistics, or investment.

Established in 2017, our full-service manufacturing and logistics real estate consultancy is delivered by sector leading expertise with extensive market knowledge and experience. Our support covers every aspect from market entry, to planning and development, leasing, investment, valuation, transaction, or disposal.

Track Record



—
**UNRIVALED
EXPERIENCE**

LEASED

559,164 m²

SOLD

494,111 m²

DEVELOPER
CONTRACTS

60+

Site Search Expertise

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. Our comprehensive in-house template scores and screens market availabilities based on key industrial variables such as site location, master planning, ground conditions, and environmental conditions.

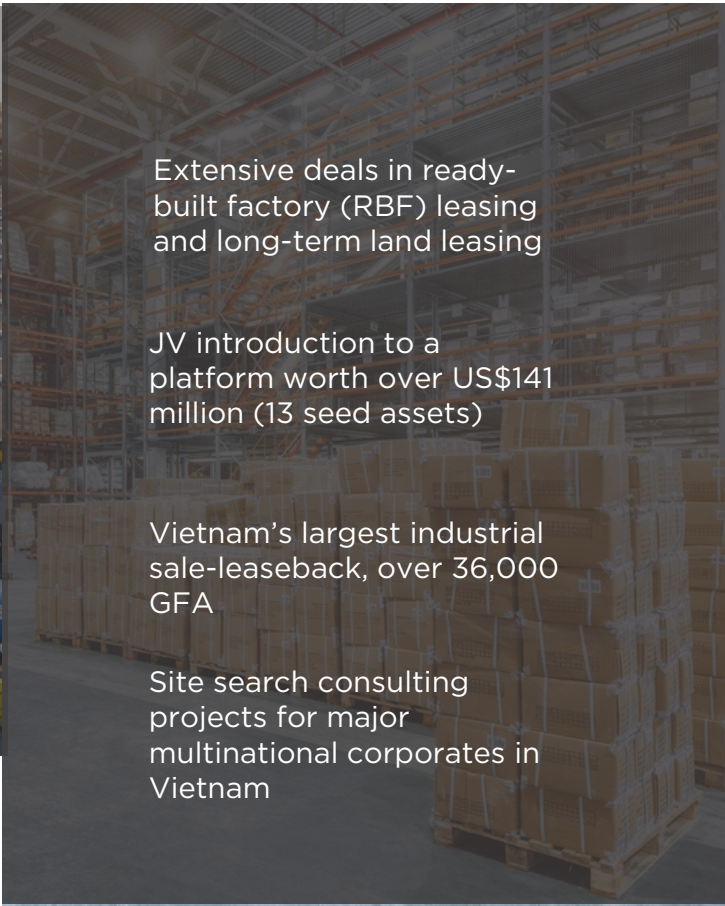
Features

- Extensive data brought to life through visualization
- Clear industrial park & tenant overview
- Location analysis based on real business intelligence
- Multiple layers of diverse data sets
- Compare & score potential industrial sites
- Measure according to key variables
- Multiple comparables to support landlord negotiations
- Use findings to attain BOD project approval quicker

Case Studies



DIVERSIFIED TRANSACTIONS



Extensive deals in ready-built factory (RBF) leasing and long-term land leasing

JV introduction to a platform worth over US\$141 million (13 seed assets)

Vietnam's largest industrial sale-leaseback, over 36,000 GFA

Site search consulting projects for major multinational corporates in Vietnam



Land Lease



Consulting



Sale-Leaseback



Factory Lease



Factory Lease



JV Investment



Factory Lease



Factory Sale



Land Lease

Testimonials

"Savills was extremely responsive and helpful in HZO's search for a manufacturing facility to accommodate our new Vietnam operations. Through their 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

"When searching for new factories, Savills Industrial was excellent finding us appropriate options that fitted our brief. When we were introduced to, what became our preferred factory, John played a pivotal role in having the landlord and ourselves reach agreement. His mediating role was very well received as evidenced by both parties considering the final agreement to be both fair and reasonable. I highly recommend Savills to others looking for an industrial real estate solution."



Triac Composites – Australia
Phil Johns – General Director

—
**See what
our clients
have to say**

Our Team



Mr. John Campbell, MRICS

Associate Director, Head of Industrial Services

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 and has already seen the department successfully complete many ready-builds, factory/land acquisition deals and lease transactions. To date, John and his team have consulted with industry leading players such as Coca-Cola, Medtronic, Framas, DB Schenker, BWID, and Fuchs.



Mr. Thomas Rooney

Head of Occupier Services, Industrial & Commercial

Thomas joined Savills Hanoi as a Leasing Consultant in 2017. He has been working in Vietnam for 4 years. Prior to Savills, Tom had experience in civil engineering which is helpful in consulting clients with their business needs. Apart from the office market, his prior duty is to take charge of all Embassy enquiries in Hanoi. Tom's profound understanding of Vietnamese and Asian cultural practices enables him to build up close relationship with not only European but also Asian clients, making him a valuable member of Hanoi Commercial Leasing team. Thomas has been working with a number of US Aid funded projects to assist in opening their first offices and relocations in Hanoi. Most recently, Thomas has seen the increasing interest in the industrial market in Vietnam. He has been working with multiple foreign occupiers on their market entry and expansion into northern Vietnam.



Mr. Dong, Le Huy

Branch Manager (Hanoi), Industrial Services

Dong is based in Hanoi and manages the Industrial Services North & Central Vietnam team. With over 15 years in real estate, sales & marketing and market development experience – Dong is a well-rounded branch manager and property professional with diverse experience in Vietnam. His Key strengths include management, commercial and industrial real estate, leasing and investment brokerage, business development, and development consultancy.

Our Team



Ms. Phan Cuu Chi

Consultant (HCMC), Industrial Services

Chi Phan joined the Savills Vietnam Ho Chi Minh Branch in April 2019 as an Administrative Coordinator. 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. In 2021, she was promoted to the consultant role, and has since worked with John and consulted multinational occupiers and managed landlord and IP developer relationships with professionalism and ease.



Ms. Hanh, Vu Thi Mi

Administrative Coordinator (Hanoi), Industrial Services

Hanh joined the Savills Hanoi Branch as a Researcher & Admin for the Industrial Services team. Accompanying her Human Resources Management degree from the Hanoi University of Home Affairs, Hanh has over four years' experience in the hospitality and tourism industry. As a core member of the North Vietnam team, Hanh's role is key in managing all research and administrative duties as well as database management and preparing land and factory options proposals for clients.



Ms. Huyen Dang

Administrative Coordinator (HCMC), Industrial Services

Huyen joined the Savills Ho Chi Minh Branch as an Administrative Coordinator for the Industrial Services team. Holding International Hotels & Tourism Management degree from Vatel International School, with 5-year experience in Customer Service field. Huyen is in charge in all administrative tasks, supporting the team in property researching, and providing the options proposals to the right customers.



Savills Cares

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

Savills is committed to caring for the community



savills

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Hanoi

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