

INDUSTRIAL.SAVILLS.COM.VN

savills

SAVILLS VIETNAM

INDUSTRIAL SERVICES

2023 CAPABILITY STATEMENT

savills.com.vn

FIND YOUR NEXT INDUSTRIAL PROPERTY

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

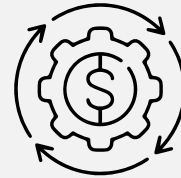
Why Savills Industrial?



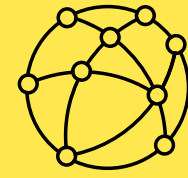
Vietnam's largest property advisory & agency since 1995



Largest & most experienced industrial team since 2017



Experienced with large land transactions for MNCs & rental developers



Proven track record with clients like Coca-Cola, Shopee, and Medtronic



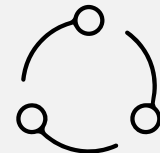
Consistently help clients negotiate and achieve competitive land prices



Excellent relationships with Vietnam's best industrial park (IP) landlords



IP & tenant data visualized via Power BI Dashboards for an efficient site search process



Unique industrial property scorecard model to measure key variables in site shortlists

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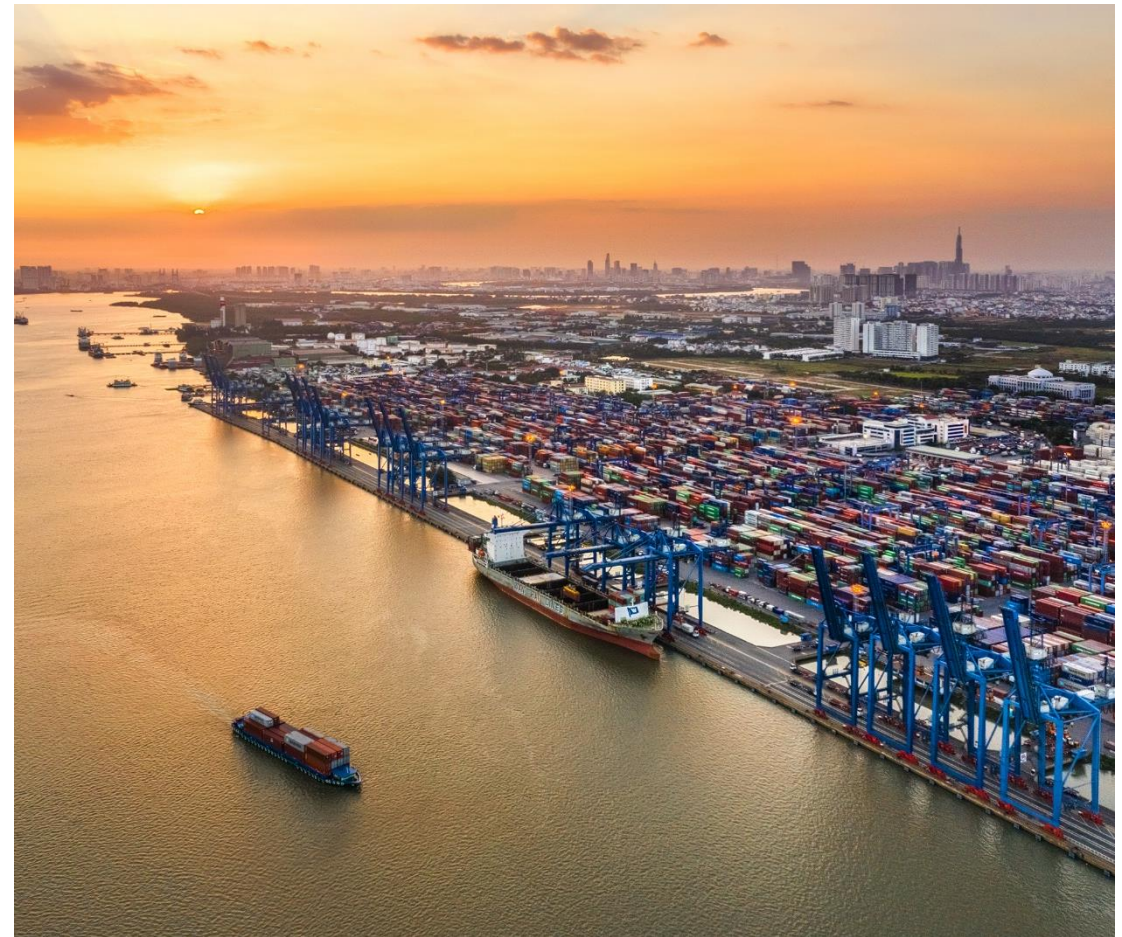
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01

About Savills



Savills Overview

Founded in 1855, Savills is a global FTSE 250 real estate services provider listed on the London Stock exchange. We have an international network of over 40,000 real estate professionals operating from over 700 owned and associated offices throughout the Americas, the UK, Continental Europe, Asia Pacific, Africa and the Middle East, offering a broad range of specialist advisory, management and transactional services to clients all over the world. Our significant geographic coverage gives us a full understanding of real estate markets operating at global, national and regional levels. At Savills we combine extensive global coverage with niche local knowledge.

Savills' reputation for excellence is well renowned, we do not aspire to be the biggest but to be the best, as judged by our clients.

Our flexible business model, the diversity of our business streams and zero debt all allow us to pursue a global strategy of organic growth and targeted acquisitions and strategic alliances of best-in-class specialists, teams and businesses. Irrespective of location, our people form part of a wider integrated network that enables us to provide our clients with access to detailed market intelligence, senior contacts and the highest quality advice.

SAVILLS IS A PUBLICLY LISTED COMPANY ON THE LONDON STOCK EXCHANGE (LSE: SVS).

Financial highlights – year ended 31 December 2022



£2.3bn
GROUP REVENUE



£164.6m
GROUP UPBT



£805.3m
NET ASSETS



A Global Advisory Business



40,000+
EMPLOYEES



700+
OWNED & ASSOCIATE OFFICES



£2.3bn
GROUP REVENUE 2022

NORTH AMERICA
43 Offices
945 Employees

UNITED KINGDOM
130 Offices
9,036 Employees

CONTINENTAL EUROPE & MIDDLE EAST
57 Offices
2,888 Employees

ASIA PACIFIC
57 Offices
27,462 Employee

Our Presence: Asia Pacific



CAMBODIA

Phnom Penh*

CHINA

Beijing
Changsha
Chengdu
Chongqing
Dalian
Fuzhou
Guangzhou (2)
Haikou
Hangzhou
Nanjing
Shanghai
Shenyang
Shenzhen
Tianjin
Wuhan
Xiamen
Xi'an
Zhuhai

HONG KONG SAR

Central
Taikoo Shing (3)

INDONESIA

Jakarta

INDIA

Bangalore
Chennai
Delhi
Hyderabad
Mumbai
Pune

JAPAN

Tokyo (2)

MACAU SAR

Macau

MALAYSIA

Johor Bahru
Kuala Lumpur
Kuala Lumpur*
Penang

PHILIPPINES

Cebu*
Bonifacio*

SINGAPORE

Singapore (4)

SOUTH KOREA

Seoul

TAIWAN, CHINA

Taichung
Taipei

THAILAND

Bangkok

VIETNAM

Hanoi
Ho Chi Minh City (8)

AUSTRALIA

Adelaide
Brisbane
Canberra
Lindfield
Melbourne
Notting Hill
Parramatta
Perth
Sunshine Coast
Sydney (2)

NEW ZEALAND

Auckland
Christchurch

*Associate office



28,076
EMPLOYEES



74
OFFICES



£626.5mn
2021 REVENUE

02

Savills Vietnam



About Savills Vietnam

Savills Vietnam is the largest and most experienced real estate practice with offices in Hanoi and Ho Chi Minh City. The company provides comprehensive property services such as: Residential Sales, Commercial Leasing, Residential Leasing, Research & Consultancy, Valuation & Feasibility Study, Banking & Corporate Services, Investment Brokerage & Advisory, Retail Consultancy & Leasing, Property & Asset Management, Tenant Advisory & Representation, Industrial Consultancy & Leasing, Marketing & Creative services.

SERVICES



**Advisory
Services**



**Commercial
Leasing**



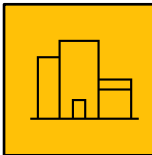
**Industrial
Services**



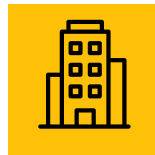
**Investment
Brokerage**



**Property
Management**



**Residential
Sales**



**Hospitality
Consulting**



**Savills
Place Branding**



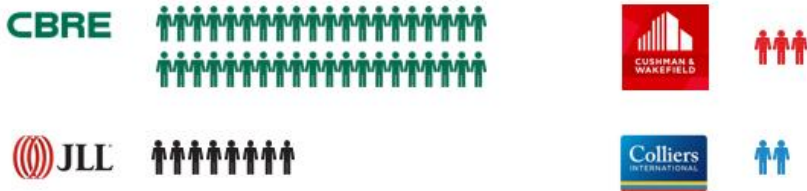
About Savills Vietnam

Vietnam's largest real estate agency & advisory delivering best-in-class solutions since 1995!

Nearly **3,000** staff and counting!

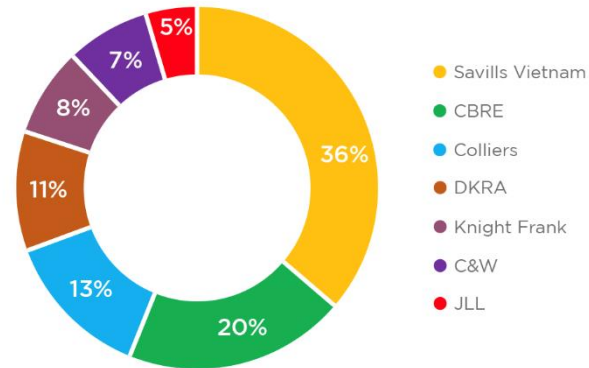


The Largest Foreign Real Estate Agency in Vietnam



MEDIA PERFORMANCE

Maintaining a commanding media presence across all channels means Savills can market our client's interest most effectively.



Source: Isentia - Media Report , 2023

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

03

Industrial Services



About Us

Meet Vietnam's Best Industrial Real Estate Team!

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.

Leading the charge is Department Head Mr. John Campbell who has over 08 years' experience in Vietnam property & facility management sectors. John is a member of the Royal Institute of Chartered Surveyors (RICS) and has facilitated an array of land & factory leases, property acquisitions/disposals, and sale & leasebacks in Vietnam.

John and his dynamic HCMC & Hanoi teams have helped close nearly 500,000 sq m in leased area, and 250,000 sq m in sold area since 2018.

As of 2023, Savills Vietnam's industrial services team consists of 04 members in HCMC and 04 in Hanoi, making us the largest exclusive industrial real estate agency team nationwide.



Who We Support

All Industrial stakeholders looking to:



ENTER THE
MARKET



DIVERSIFY THEIR
PORTFOLIO



EXPAND CURRENT
OPERATIONS



STRATEGICALLY
LEASE AN ASSET



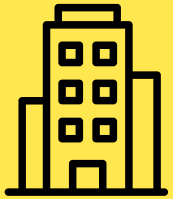
ACQUIRE/DISPOSE
BUILDING ASSETS



DEVELOP OR SOURCE
LOCAL PARTNERS

Our Industrial Services

Our agency team provide all-encompassing property leasing & investment brokerage services for all forms of industrial property, including industrial land, factories & workshops, warehouses & distribution centers, cold storage facilities, and data centers.



LANDLORD ADVISORY

Full range of consultancy and property marketing services to source tenants and maximise developer returns



TENANT REPRESENTATION

Represent occupiers to formulate systematic transaction strategies, avoid expensive property pitfalls, and add tangible value



LEASING BROKERAGE

Assist landlords & occupiers with all property leasing enquiries, from land leases to ready-built factories & warehouses and BTS solutions



INVESTMENT BROKERAGE

We have the capacity to negotiate with Asia Pacific's largest retailers, as well as providing planning and layout advice for shopping centres.

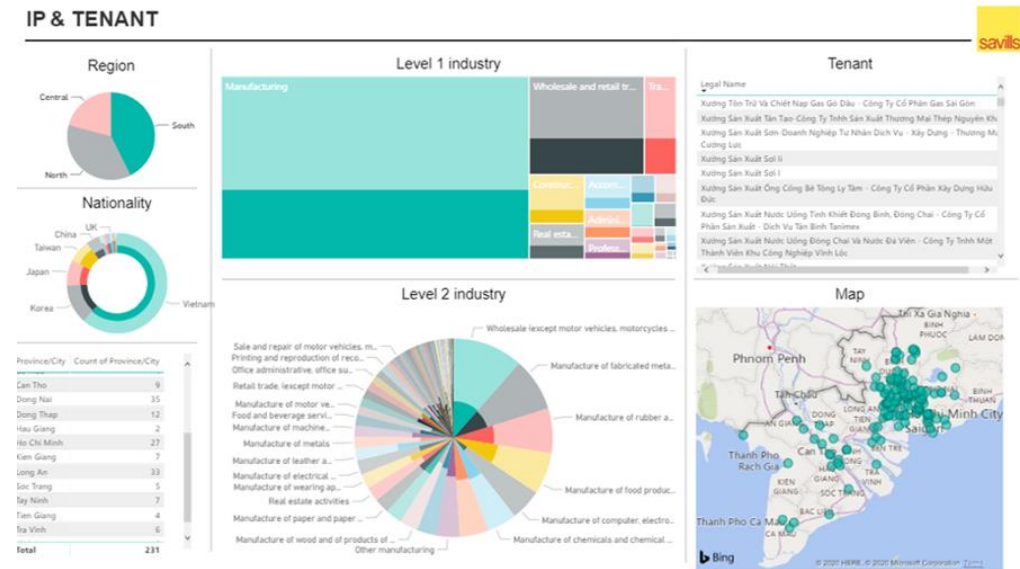


SALE LEASEBACK

Guide property owners through tailored re-financing solutions to free up capital and improve cash flow without interrupting operations

Our Site Search Unique Advantages

Data Advantage - S22 IP Dashboards



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 site search location analysis based on up-to-date industrial park data and business intelligence

Analysis Advantage - Industrial Property Scorecard

Site Selection Criteria (Savills Viet Nam)
Confidential and property of Savills Viet Nam

Description: Real estate scorecard based on client's site evaluation guidelines

Main Criteria	Main Criteria Weight	Sub Criteria Weight	1. Dong Nam, HCMC		2. Le Minh Xuan 3, HCMC		3. Hiep Phuong, HCMC		4. Tan Duc, Long An	
			Stat	Score	Stat	Score	Stat	Score	Stat	Score
1 Master planning & plot size 12.50%										
Master planning & plot size	12.50%	10.0	Yes	8.0	10.0	Yes	8.0	10.0	Yes	8.0
Sufficient plot size available	10.0	8.0	7.0	8.0	10.0	4.0	8.0	20.0	8.0	10.0
Suitable plot shape	10.0	7.0	7.0	7.0	N/A	7.0	8.0	5.0	6.3	Excellent
Total	30.0			22.0	25.0		19.0	23.0		25.0
2 Site Location 12.50%										
Distance to HCMC CBD and intended market	10.00	45.00	7.0	8.8	33.00	8.0	10.0	20.00	9.0	11.3
Distance to Cat Lai Port	10.00	45.00	6.0	7.5	42.00	6.0	7.5	22.00	9.0	11.3
General shape & area	10.00	45.00	7.0	8.8	Good	7.0	8.8	N/A	5.0	6.3
Presence of sanitary landfills, junkyards, etc.	10.00	45.00	No	9.0	11.3	No	9.0	11.3	No	9.0
Presence of contaminant industries	10.00	45.00	No	9.0	11.3	No	9.0	11.3	No	9.0
Neighbourhood, schools, hospitals, residential	10.00	45.00	17 km	8.0	10.0	Adjacent to IP	4.0	5.0	Yes	6.3
Zoning - by local authority	10.00	45.00	Industrial	9.0	12.5	Industrial	9.0	12.5	Industrial	9.0
Level of colours on noises	10.00	45.00	No	9.0	11.3	No	9.0	11.3	No	9.0
Will the plant affect views of locality	10.00	45.00	No	9.0	11.3	No	9.0	11.3	No	9.0
Site accessible and operation 24/7/365	10.00	45.00	Yes	9.0	11.3	Yes	9.0	11.3	Yes	9.0
Archaeological features on the proposed site	10.00	45.00	No	9.0	11.3	No	9.0	11.3	No	9.0
Quality of Commercial location	10.00	45.00	Ok	9.0	11.3	Ok	9.0	11.3	Ok	9.0
Access and local road network adequate	10.00	45.00	Yes	9.0	11.3	Yes	9.0	11.3	Yes	9.0
Total	140.0			140.0			140.0			140.0
3 Ground Conditions 12.50%										
Topography and land status	10.00	45.00	Cleared and	9.0	11.3	Cleared and	9.0	11.3	Cleared and	9.0
Ground level (above sea level)	10.00	45.00	>+5.0m	9.0	11.3	>+5.0m	9.0	11.3	>+5.0m	9.0
Hydrogeology - water supply & quality	10.00	45.00	Good	9.0	11.3	Good	9.0	11.3	Good	9.0
Water run-off and flooding risks	10.00	45.00	No	9.0	11.3	No	9.0	11.3	No	9.0
Susceptibility to subsidence, mining, landslide	10.00	45.00	No	9.0	11.3	No	9.0	11.3	No	9.0
Geology (construction suitability)	10.00	45.00	Good	9.0	11.3	Good	9.0	11.3	Good	9.0
Earthquake possibility	10.00	45.00	No	9.0	11.3	No	9.0	11.3	No	9.0
Vibrations	10.00	45.00	No	9.0	11.3	No	9.0	11.3	No	9.0
Total	60.0			60.0			60.0			60.0
4 Transportation 12.50%										
Traffic & road access	10.00	45.00	10m Asian Hwy	9.0	11.3	10m Asian Hwy	9.0	11.3	10m Asian Hwy	9.0
Site accessibility and road frontage	10.00	45.00	Good	9.0	11.3	Good	9.0	11.3	Good	9.0
Total	20.0			20.0			20.0			20.0
5 Environmental 12.50%										
Effluent treatment systems	10.00	45.00	Good site	9.0	11.3	Good site	9.0	11.3	Good site	9.0
Firewater runoff retention and treatment	10.00	45.00	Good	9.0	11.3	Good	9.0	11.3	Good	9.0
Noise and light pollution potential	10.00	45.00	No	9.0	11.3	No	9.0	11.3	No	9.0
Possibility of site contamination	10.00	45.00	No	9.0	11.3	No	9.0	11.3	No	9.0
Presence of tanks, dumps, pits, etc.	10.00	45.00	No	9.0	11.3	No	9.0	11.3	No	9.0
Capabilities of local emergency response	10.00	45.00	Good	9.0	11.3	Good	9.0	11.3	Good	9.0
Total	60.0			60.0			60.0			60.0
6 Commercial and cost 12.50%										
Site ownership	10.00	45.00	Leasehold	9.0	11.3	Leasehold	9.0	11.3	Leasehold	9.0

Savills in-house template will be tailored to score and screen market availabilities for Clients based on the key variables in their RFP e.g., site location, plot size, land level, transportation, infrastructure & utilities, waste management, hazardous risks, security, sustainability, workforce supply, price & commercial terms and tax incentives

04

Case Studies & Track Record





Track Record

UNRIVALED
EXPERIENCE

LEASED

497,173 m²

SOLD

239,768 m²

DEVELOPER
CONTRACTS

60+

Some of Our Industrial Clients



Gaw NP (Hong Kong)

- **Deal:** Land Lease
- **Location:** NDV IP, Hai Phong
- **Land Size:** 160,000 m2
- **Lease Term:** 2058
- **Completed:** 2022



Coca-Cola Beverage (US)

- **Deal:** Site Search & Selection
- **Location:** Ben Luc, Long An
- **Land Size:** 190,000 m2
- **Lease Term:** 2058
- **Completed:** 2022



Shopee (Singapore)

- **Deal:** Land Lease
- **Location:** District 7, HCMC
- **Land Size:** 8,000 m2
- **Lease Term:** 2042
- **Completed:** 2017



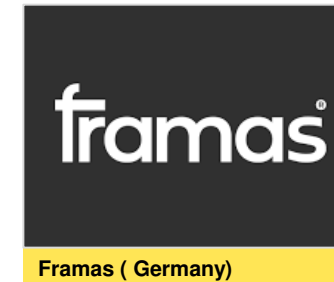
Medtronic (US)

- **Deal:** Factory Lease
- **Location:** District 7, HCMC
- **GFA:** 2,200 m2
- **Lease Term:** 05 years
- **Completed:** 2019



Boustead (Singapore)

- **Deal:** JV Investment
- **Partner:** KTG Industrial
- **Seed Assets:** 13
- **JV Value:** US\$84 mill
- **Completed:** 2021



Framas (Germany)

- **Deal:** Factory Lease
- **Location:** Nhon Trach, Dong Nai
- **GFA:** 20,000 m2
- **Lease Term:** 10 years
- **Completed:** 2022



Fuchs (Germany)

- **Deal:** Land Lease
- **Location:** PM3 IP, BRVT
- **Land Size:** 20,000 m2
- **Lease Term:** 2077
- **Completed:** 2022



J. Wagner (Germany)

- **Deal:** Factory Lease
- **Location:** Thu Duc, HCMC
- **GFA:** 8,549 m2
- **Lease Term:** 10 years
- **Completed:** 2023



Oerlikon (Switzerland)

- **Deal:** Factory Lease
- **Location:** BW Bac Ninh
- **GFA:** 1,060 m2
- **Lease Term:** 03 years
- **Completed:** 2019



Geuther (Germany)

- **Deal:** Factory Sale/Acquisition
- **Location:** Ben Cat, Binh Duong
- **GFA:** 14,500 m2
- **Lease Term:** 2057
- **Completed:** 2019



Gemadept (Vietnam)

- **Deal:** Sale-Leaseback
- **Location:** Di An, Binh Duong
- **GFA:** 36,000 m2
- **Lease Term:** 2036
- **Completed:** 2020



Broad Ocean

- **Deal:** Land Lease
- **Location:** Chau Duc IP, BRVT
- **GFA:** 72,000 m2
- **Lease Term:** 2058 years
- **Completed:** 2019

Select Clients - International

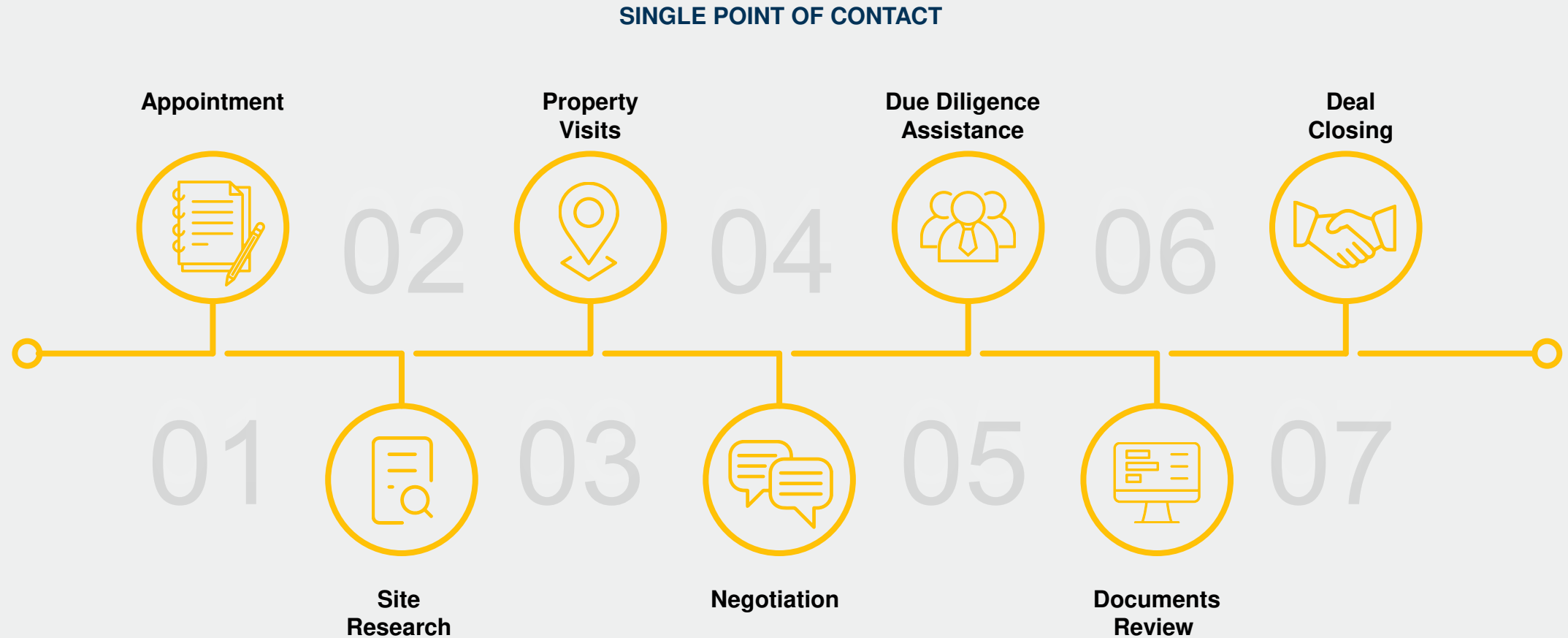


05

Process & Strategy



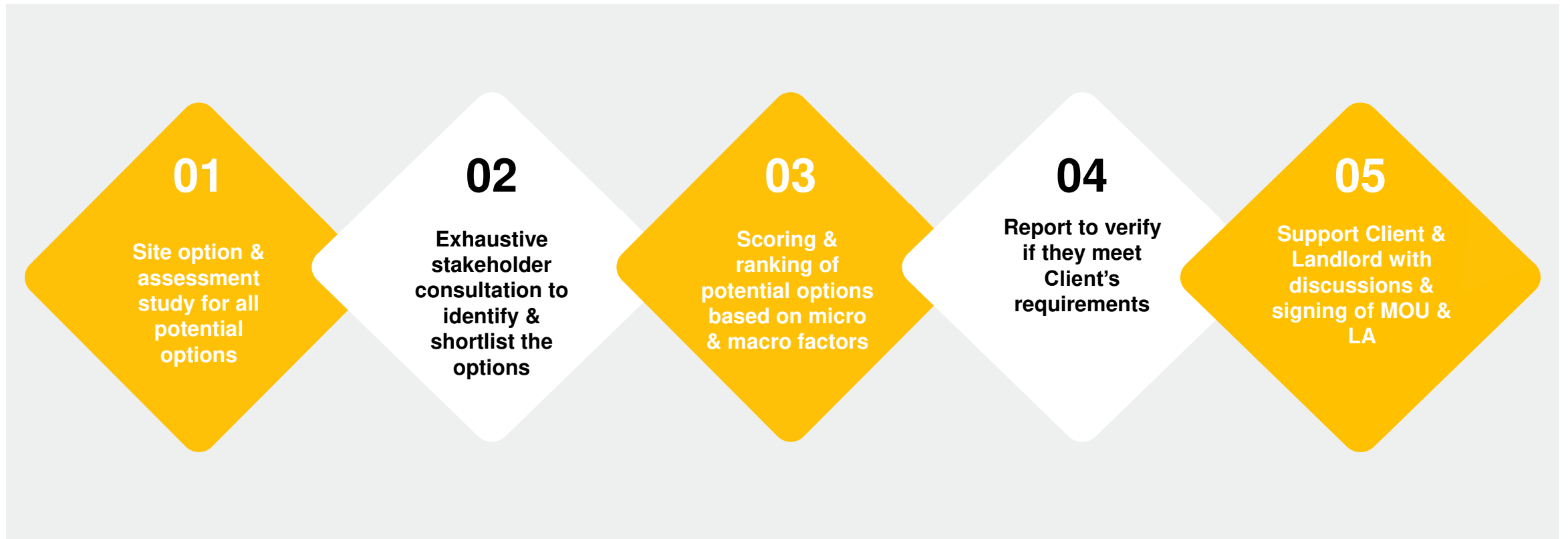
Project Approach



Our Leasing Brokerage Timeline



— Deliverables



06

Our Testimonials



— Our References

Getting the best results for our clients and ensuring service satisfaction is a key pillar from which we measure our performance.

Take a look for yourself at our success stories to see how we will approach your real estate needs.



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.

JOHN HATTENBACH

Vice President
HZO Inc. (US)



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.

KAI MAIERHOFE

General Director
Arcon-Sunmark (Denmark)

— Our References

Getting the best results for our clients and ensuring service satisfaction is a key pillar from which we measure our performance.

Take a look for yourself at our success stories to see how we will approach your real estate needs.



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.

MINH LE

General Manager
Medtronic Vietnam (US)



When searching for new factories for our boat building business, 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.

PHIL JOHNS

General Manager
Rapido Trimarans (Australia)

07

Our Team





KEY CLIENTS

Coca-Cola, Medtronic, HZO Inc., Gaw NP Industrial, Gemadept, BWID, Fuchs, Framas, Oerlikon Balzers, Boustead Projects, KTG Industrial JSC, InseasonAG, Rapido Trimarans

John Campbell, MRICS

Head of Industrial Services, Savills Vietnam

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.

To date he has led his HCMC & Hanoi teams to close nearly 500,000 sq m in leased area, and 250,000 sq m in sold area, representing some of the best results in the industrial agency market.

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.

Ho Chi Minh City Team



CHI, PHAN CUU

Senior Consultant - Industrial Services, Savills HCMC

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 IP landlords with professionalism and ease. To date, Chi has brokered leasing deals with tenants such as J. Wagner, Munsters, and OSG Coating. She has also support and co-brokered vital leasing deals with John Campbell, including Framas 19,000 m2 factory lease and Fuchs and 20,000 m2 land lease.



HANG, NGUYEN

Consultant - Industrial Services, Savills HCMC

Hang Nguyen, Industrial Consultant, is the latest member of the team. She has more than eight years of experience in corporate consulting and marketing across fields, including real estate. Her deep understanding of the market and her ability to find bespoke solutions allows her to support industrial players to make informed decisions about industrial leasing or investment.

Her experience with both local and foreign clients means she understands the practical and unique requirements of any transaction.



HUYEN, DANG

Consultant - Industrial Services, Savills HCMC

Huyen initially joined Savills Industrial as an Administrative Coordinator and was promoted to Consultant in April 2023 due to her fierce drive, work ethic, and desire to exceed clients' expectations.

With a keen eye for detail and a strategic mindset, Huyen excels in analyzing data, identifying key areas for improvement, and developing tailored strategies that align with Savills clients' goals and objectives. Her ability to work effectively with cross-functional teams and stakeholders has consistently contributed to successful project outcomes and client satisfaction. Huyen has been working across 3 different countries in years which sharpens her experiences and personalities.

Hanoi Team



THOMAS ROONEY

Senior Manager - Industrial Services, Savills Hanoi

Tom Rooney joined Savills Hanoi team in 2017. After closing some of the biggest Office & Retail leasing deals for clients like Shopee, RMIT and the Canadian Embassy, Tom left the Commercial Leasing Team and transferred to the Industrial Services team in 2021 to help multinational clients on the production and logistics expansions.

Tom currently manages our Hanoi Industrial Services team but is still deeply involved with the brokerage side of the job, helping our international clients to close deals and achieve the best possible rents and prices.



HANH, MI VU

Leasing Coordinator - Industrial Services, Savills Hanoi

Hanh joined our Industrial Services team in Hanoi as an Administrator in 2020 and worked her way up to the position of Leasing Coordinator & Consultant. Hanh is an integral point of contact between Savills and our industrial park developers, creating effortlessly strong, trusted relationships with these local landlords.

Accompanying her Human Resources Management Degree from the Hanoi University of Foreign Affairs, Hanh has over four (04) years' experience in the Hospitality & Tourism sector.



HANH, DINH

Administrative Coordinator - Industrial Services, Savills Hanoi

Hanh joined the Savills Hanoi Branch as a Researcher & Admin for Hanoi Industrial Services team. Graduated from National Economics University with bachelor of Business Administration in English, Hanh is fluent in Mandarin and has been working in customer services and operations for more than 4 years.

Hanh now is managing all administrative tasks such as maintaining, complying and controlling database, sales records. Hanh also supports consultants in meeting setup and preparing proposals to clients.

08

Our Partners



Savills-LCA: Supply Chain Consulting

LCA Solutions

Savills has acquired partners **LCA** & **Merx** who provide Supply Chain Consultancy and Project Management Consultancy, respectively. Together, this means we can offer you end-to-end solutions. Both companies are now Savills owned companies strengthening our in-house resources and services for clients.

01

**Warehouse
Design &
Automation**

02

**BTS
Warehousing**

03

**Transport & Last
Mile Delivery**

04

**Forecasting &
Inventory
Management**

05

**Operational
Optimization**

06

**Cost Reduction
Analysis**



Savills-LCA: Supply Chain Consultancy

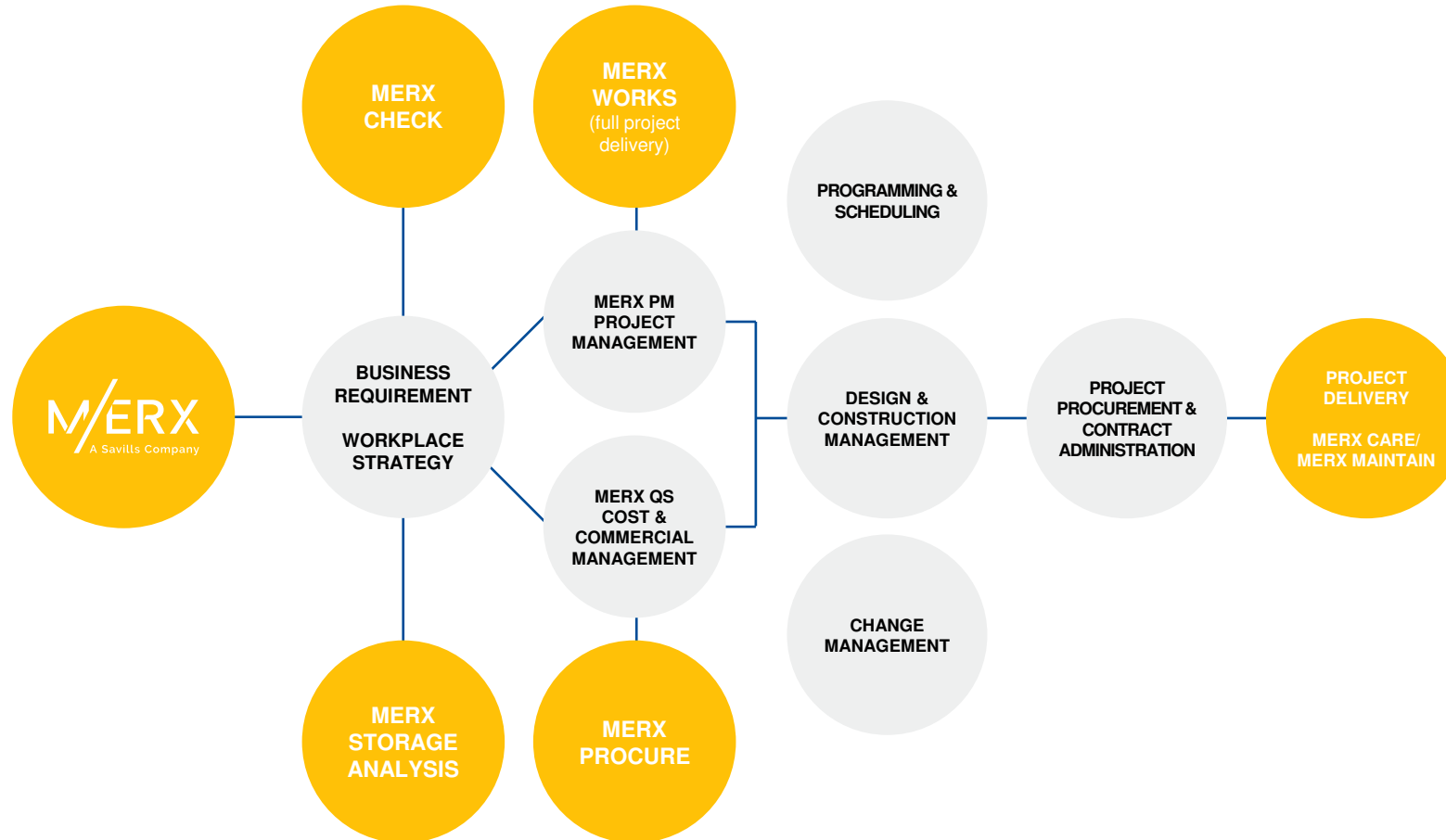
LCA supply chain consultancy provides a full turn-key BTS solution, from process-smart, warehouse design and project funding, through to construction management, transition business into new facility, and delivery of the targets savings. Upon completion of land acquisition, Savills will continue to support our Client through to handover of the finished facility.

ONE STOP SERVICE SOLUTION

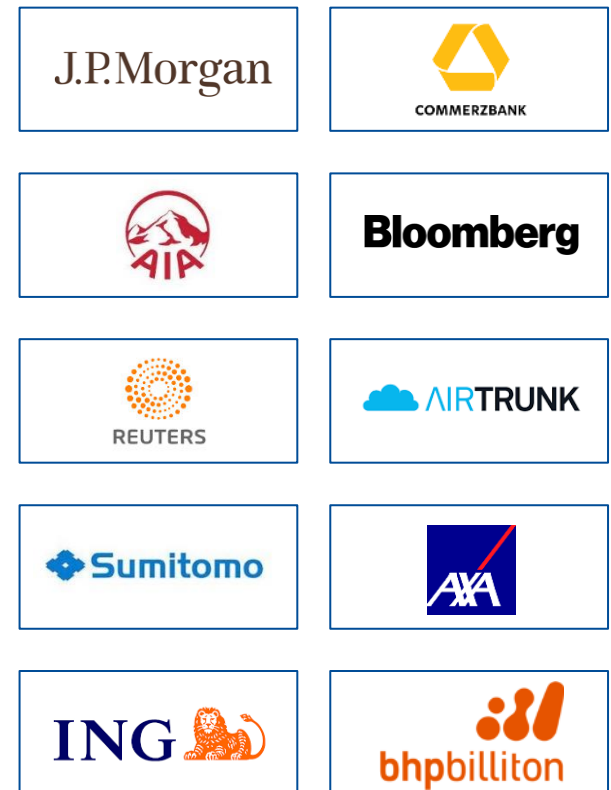


Savills-Merx: Project Management Services

Our capabilities include a project management division (MERX) allowing us to provide a one-stop solution to our clients. From finding the right location and investors, property transaction, to warehouse design and project management.



PAST CLIENTS:





Contacts

JOHN CAMPBELL

Head of Industrial Services

jcampbell@savills.com.vn

THOMAS ROONEY

Senior Manager, Industrial Services (Hanoi)

trooney@savills.com.vn

CHI PHAN

Senior Consultant of Industrial Services

pcuuchi@savills.com.vn

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