

SAVILLS WEBINAR



VIETNAM RESIDENTIAL PROPERTY

IT IS TIME TO BUY

ABOUT SAVILLS



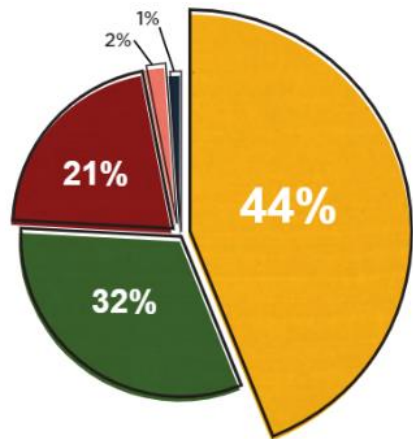
SAVILLS VIETNAM



CBRE

JLL

Colliers

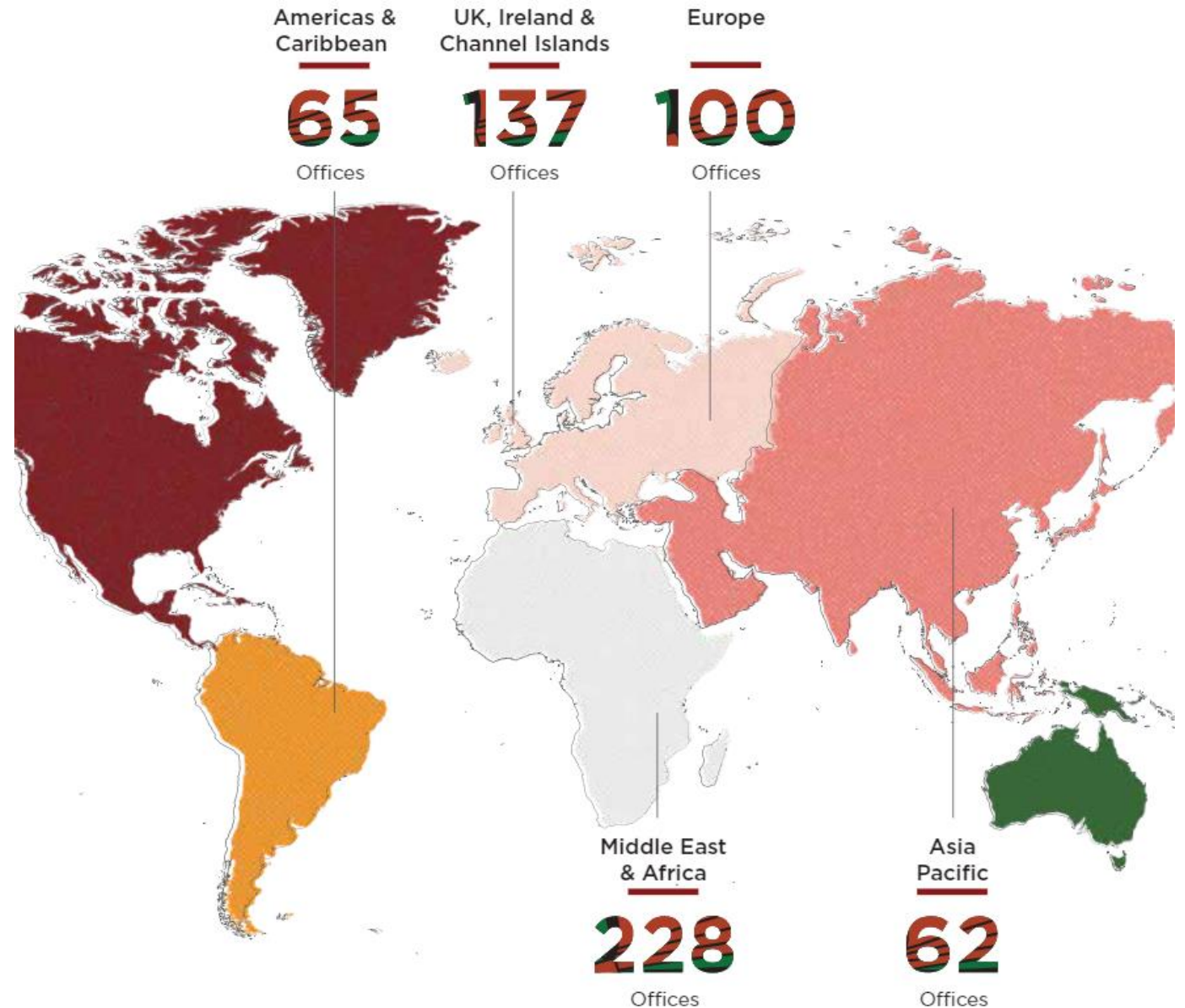


MEDIA PERFORMANCE

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

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

Source: Isentia - Media Report, December 2020



HOSTS & PRESENTER



Mr. Them, Nguyen Duc
Senior Sales Manager
Residential Sales | Savills Vietnam

- 6 years with Savills Vietnam
- 13 years experiences in Hanoi residential real estates
- Skilled in Projects' Valuations & Development Consultancy



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Associate Director
International Sales | Savills Hong Kong

- 10 years with Savills Hong Kong
- MSc in Real Estate from University of Greenwich, London
- 20 years experiences in Hong Kong, London & Vietnam estates



Mr. Linh, Nguyen Viet
International Sales Consultant
Residential Sales | Savills Vietnam

- 2 years with Savills Vietnam
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ECONOMIC OVERVIEW

Q1.2021

I. ECONOMIC OVERVIEW | Q1.2021



Source: Brand Finance

Besides the number 1 goal of securing the safety of the population, Vietnam also managed a very respectable economic performance for 2020. Vietnam was one of the few countries globally to show positive GDP growth of 2.9% in 2020, and the highest GDP growth rate in Asia.

Source: Kenneth Atkinson - Grant Thornton Vietnam

14TH NATIONAL ASSEMBLY'S 11TH SESSION COMPLETES ALL AGENDA



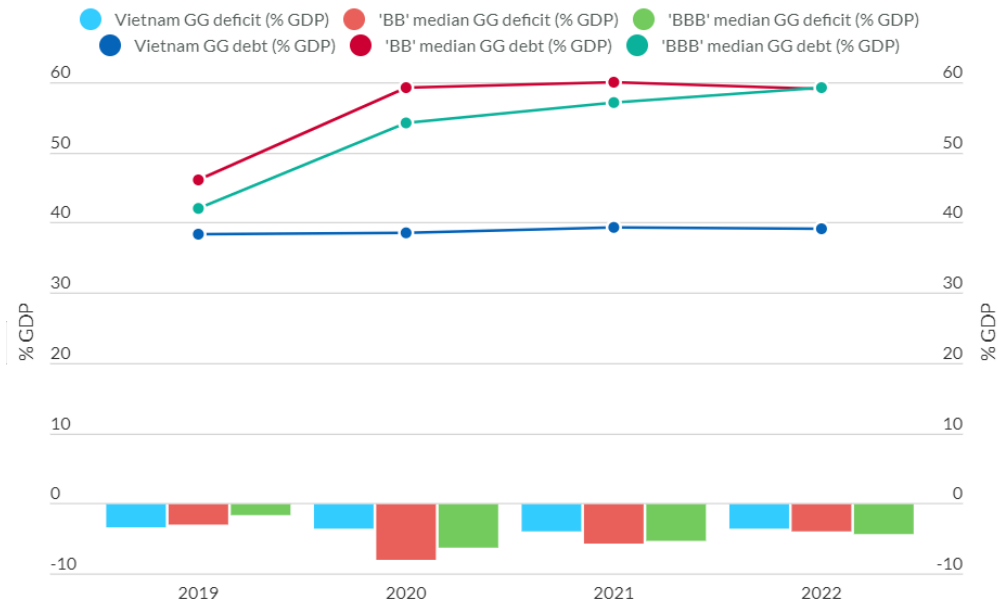
Over the course of 12 days of urgent, serious, and responsible working from March 24 to April 8, 2021, the 11th sitting of the 14th National Assembly completed all of its agenda, making it a success.

Source: VNA - Vietnam News Agency

Vietnam's Public Finances Outperform Peers Amid Pandemic Stress

Tue 13 Apr, 2021 - 22:48 ET

Vietnam's General Government (GG) Fiscal Metrics Improve Relative to Peers



Note: Vietnam data are as of April 2021; data for 'BB' and 'BBB' sovereign medians from Fitch's March 2021 sovereign data comparator
Source: Fitch Ratings

Major projects drive recovery of FDI inflow

Monday, 2021-04-12 10:49:19



NDO - In the first quarter of 2021, foreign direct investment (FDI) pledges to Vietnam recorded positive growth for the first time since the flare-up of the Covid-19 pandemic.

“In the first 3 months of 2021, Hanoi led in newly approved FDI projects with 66 sites, accounting for 28% of total national projects. Total registered FDI to Hanoi was US\$121 millions.”

Source: Q1.2021 Market Overview, Savills Vietnam

HUMAN TRIALS OF SECOND COVID-19 VACCINE BY VIETNAM



Vaccine name

COVIVAC
effective with variants found in the UK and South Africa



Research and development unit

Institute of Vaccines and Medical Biologicals (IVAC)



Unit conducting human trial

National Institute of Hygiene & Epidemiology (NIHE) and Hanoi Medical University



Price

~ 60,000 VND/dose



Completion time

Expected in Oct. 2021



VIETNAM TO HAVE

5.657 MLN

DOSES OF ASTRAZENECA COVID-19 VACCINE
(in March and April, 2021)



According to the National Expanded Immunization Programme, Vietnam is expected to receive 5.657 million doses of COVID-19 vaccine from AstraZeneca in March and April.

Supported by COVAX Facility through UNICEF*

Supported by COVAX Facility through UNICEF*

Purchased by the Ministry of Health through VNVC

“Vietnam starts its first COVID-19 vaccination campaign on March 8, using 117,600 doses of AstraZeneca vaccine.”

Source: VNA - Vietnam News Agency

I. ECONOMIC OVERVIEW | Q1.2021

GDP
GROWTH RATE 

4.5 %  0.8ppt

RETAIL SALES 

55.6 BILLION \$  4.4%

CREDIT
GROWTH 

1.5 %  0.8 ppt

TRADE
SURPLUS 

2 BILLION \$ N/A

INTERNATIONAL
VISITORS 

48,000  98.7%

TOTAL FDI 

10.1 BILLION \$  18.5%

NEW STOCK
ACCOUNT 

258,000 ~65% of
2020
volume

CPI 

0.3 % Lowest in 20n

NEWLY ESTABLISHED
BUSINESSES 

29,300 UNITS  1.4%

“Domestic visitors remain key to Ha Noi tourism recovery, despite a difficult quarter for city hotels where another wave of Covid-19 disrupted occupancy levels.

On the bright side, in the next two years, new global hotel brand openings will attract more international arrivals once borders reopen.”

Source: Matthew Powell, Director,
Savills Hanoi

HANOI APARTMENT OVERVIEW Q1.2021

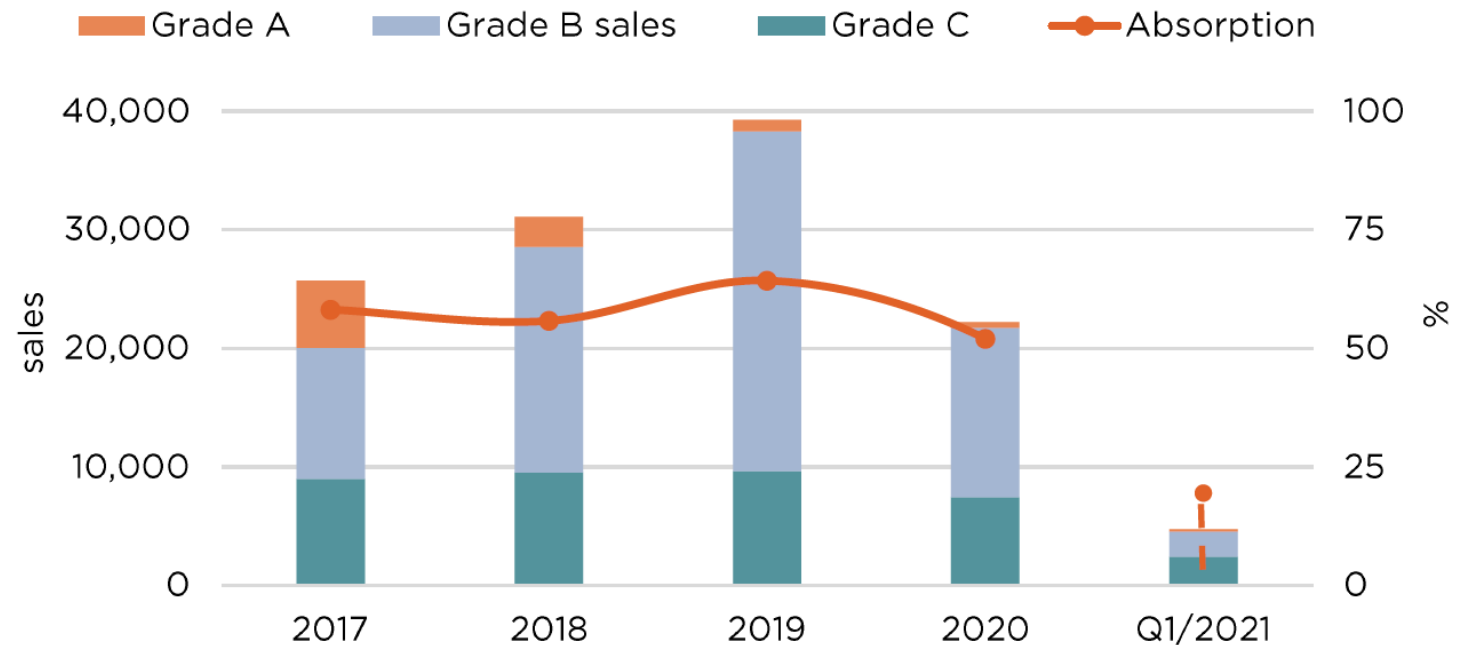
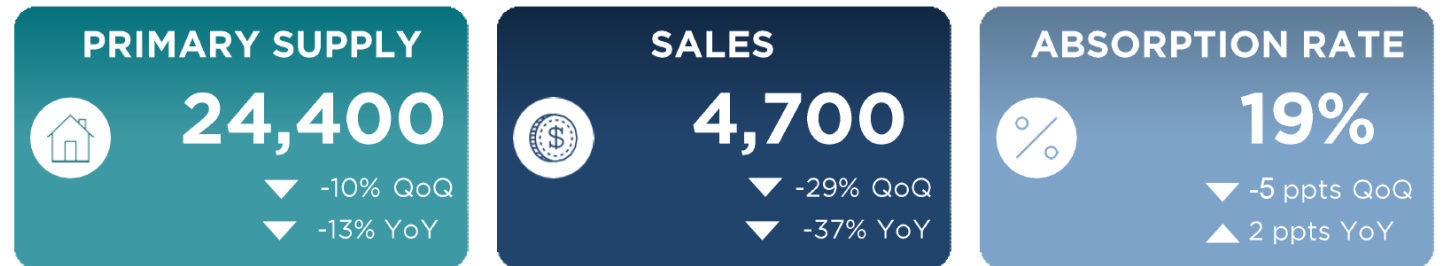
2. HANOI - APARTMENT | Q1.2021

SUPPLY AND SALES

- In Q1/2021, approx. 3,900 units from three new launches were released.
- Primary supply of 24,400 units was down 10% QoQ and -13% YoY.
- Grades B & C accounted for 96% sales.
- Tet (Lunar New Year) and disruptions also slowed a few launches.

PRICE RANGE

- Average primary asking price moved up 5% YoY to US\$1,522/sqm.
- Grade B increased most at 11% YoY.
- High-quality projects priced above US\$2,500/sqm.



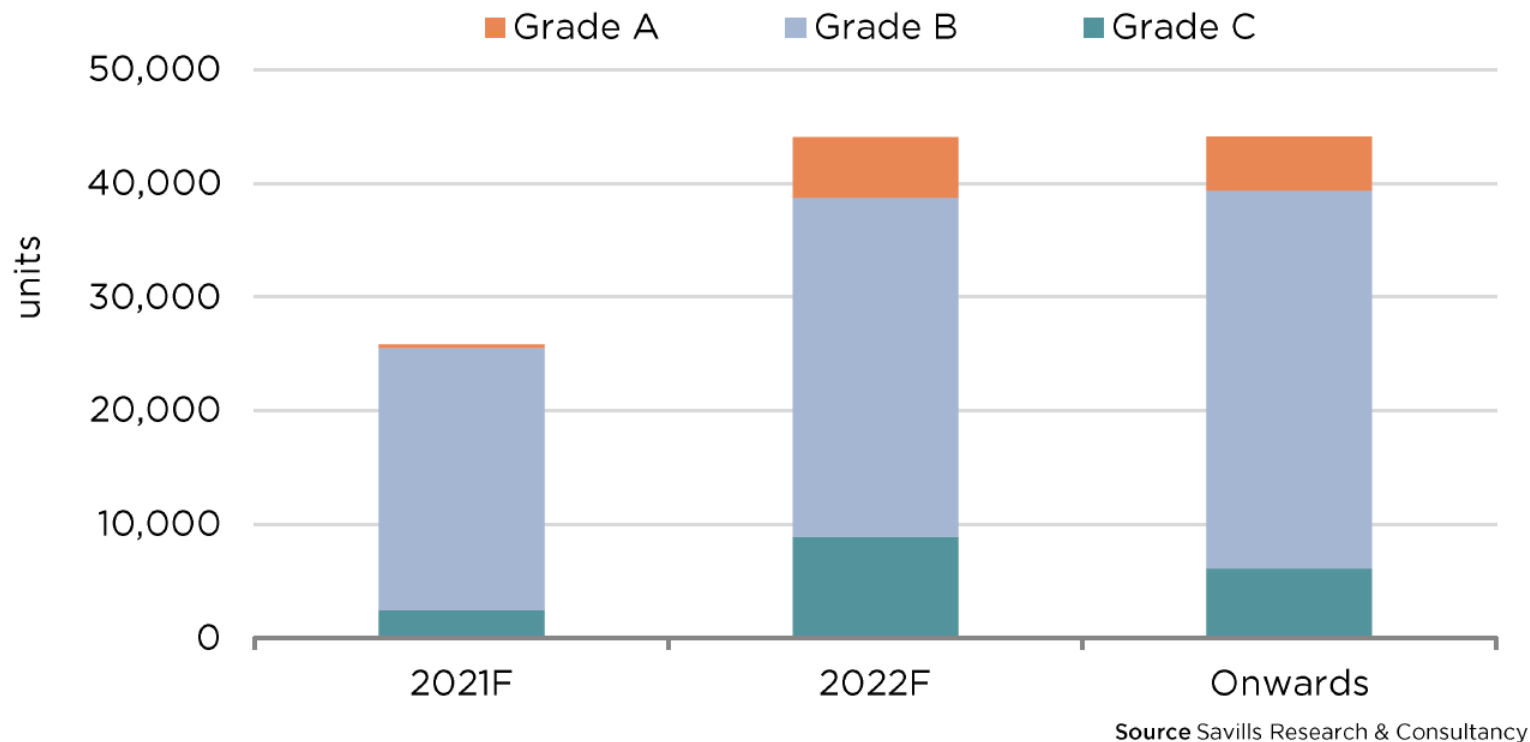
Source Savills Research & Consultancy

“As Hanoi high-end prices remain moderate compared to regional peers, prospects for capital growth remain sound.”

Source: Q1.2021 Market Overview, Savills Vietnam

2. HANOI - APARTMENT | Q1.2021

FUTURE SUPPLY



“Corporate bonds as alternative capital are now popular with real estate enterprises, developers are the largest issuers at 38% and a combined value of over US\$7 billion, up 28% YoY.”

Source: FiinGroup, Vietnam Corporate Bond Outlook

OUTLOOK

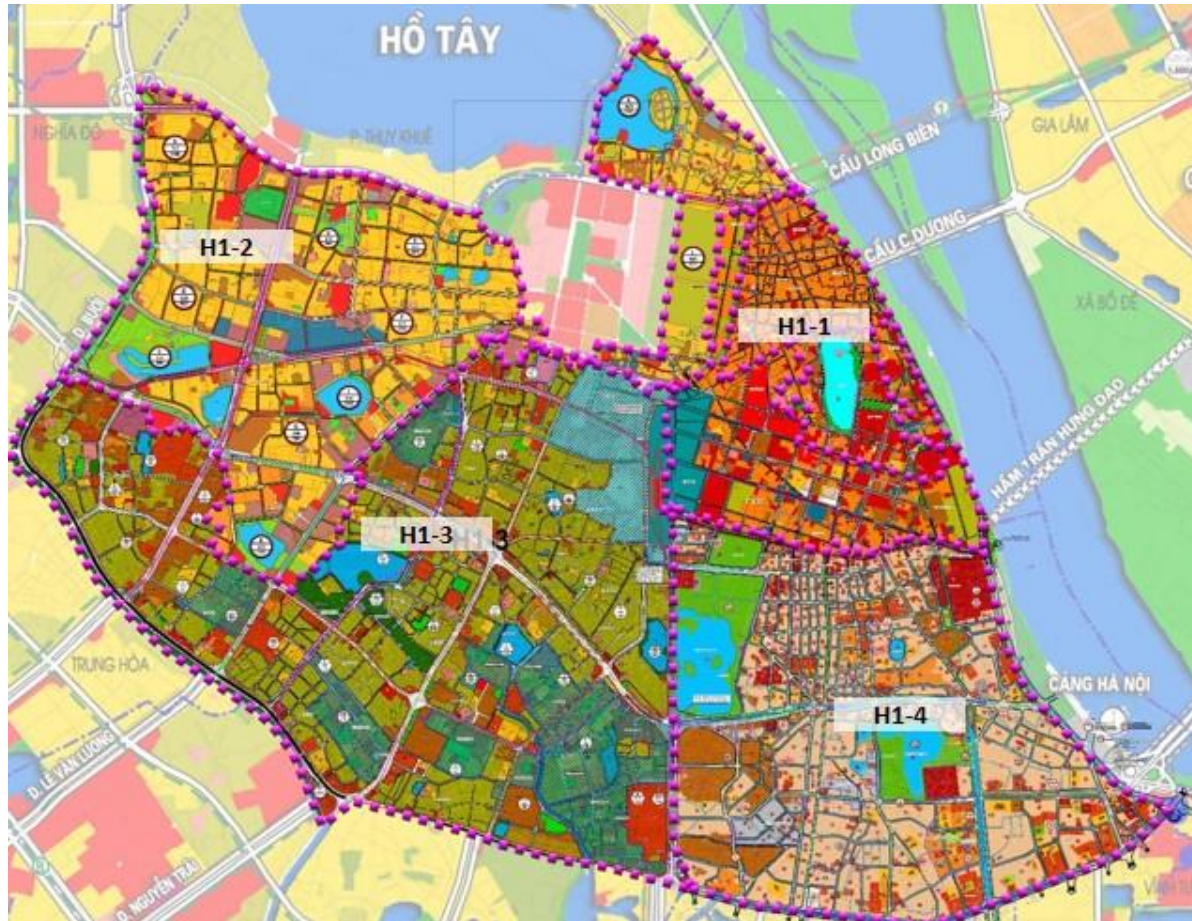
- In 2021, approximately 25,800 units from 25 launches will enter.
- Grade B will be the largest with 89% of new supply.
- The largest suppliers will be Tu Liem (59%), Hoang Mai (13%) and Gia Lam districts (9%).

INSIGHTS

- The lack of new supply and increasing priced inventory is slowing down demand.
- Affordable projects are mostly located in Tu Liem, Gia Lam, Ha Dong, Long Bien, and Hoang Mai districts.

REGULATION UPDATES

3. REGULATION UPDATES



“According to the urban planning, up to 215.000 residents in Hoan Kiem, Ba Dinh, Dong Da, and Hai Ba Trung will be relocated by end of the decade.”

Source: VIR – Vietnam Investment Review

“The land price has increased by 10% on average and by 2-3 times in some localities.

The increase is attributed to high demand from investors. Bank deposit interest rates are on the decrease, investments in other business fields are not bringing the desired effects because of the pandemic.”

Source: VRA - Vietnam Real Estate Broker Association

	TOTAL	H 1-1	H 1-2	H 1-3	H 1-4
Total land area (ha)	2.709,75	347,45	703,93	994,00	664,37
Current population	887.411	91.219	199.586	371.606	225.000
Population to 2030 & 2050	672.000	100.000	160.000	255.000	157.000

Area of planned land & population size

Source: VIR – Vietnam Investment Review

3. REGULATION UPDATES



REAL ESTATE

How will Hanoi increase the land coefficient in 2021?

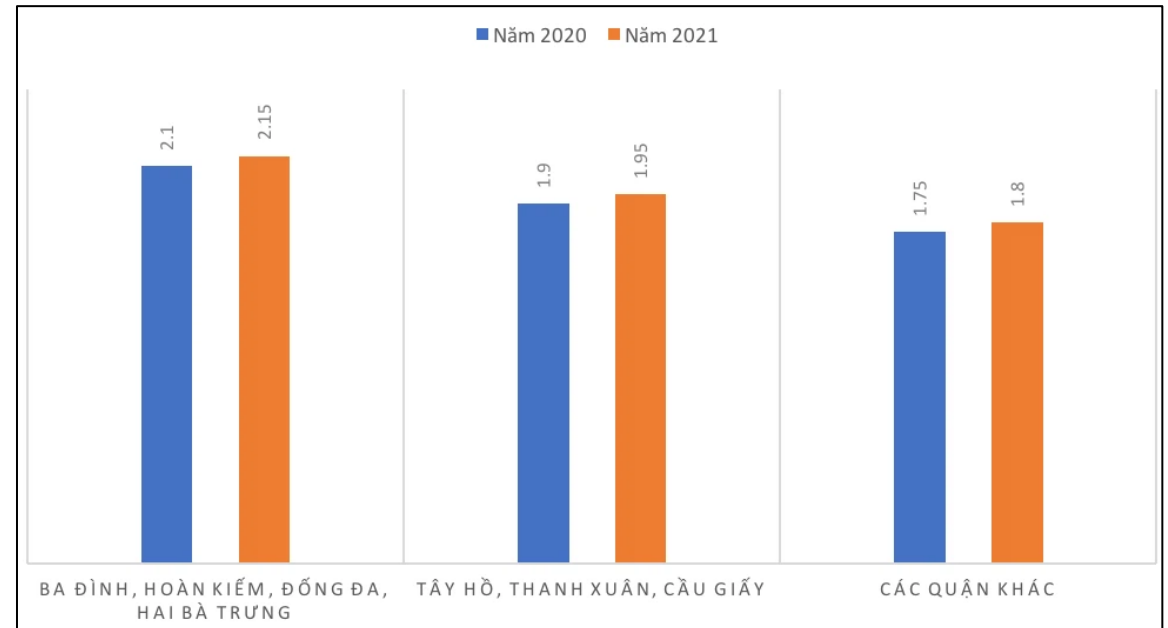
Many experts and businesses worry that the K coefficient adjustment will put pressure on businesses when the amount of land use increases, from which house prices fluctuate, the last loser is home buyers. , citizen...

Thích 3 Chia sẻ



$$\text{Payable land use fees} = \text{Land use price based on land use purpose \& area} \times \text{Land area subject to usage} - \text{Land use fees deducted according to Article 12 of the Decree (if any)} - \text{Compensation of land clearance deducted (if any)}$$

Source: Clause 2 Article 4 of Decree No. 45/2014/NĐ-CP



Land price changes K-coefficient ratings, applies until 31/12/2021 (01/2021/QĐ-UBND HN)

Source: Hanoi People's Committee Portal

INTERNATIONAL MARKET UPDATES

4. INTERNATIONAL MARKET UPDATES



Savills: The UKVFTA Agreement brings many commercial benefits to Vietnam and the UK

19/12/2020 08:43 AM | BUSINESS

The signing ceremony of the conclusion of the negotiations for the Vietnam - UK Free Trade Agreement (UKVFTA) ensures that the trade interests between the two countries remain and will create many new opportunities for Vietnam as a among the few Asian countries that reached this Agreement with the United Kingdom. As one of the UK companies attending the signing ceremony, the representative of Savills Vietnam - Mr. Matthew Powell, Director of Savills Hanoi, shared about the prospects and growth of Vietnam's economy.

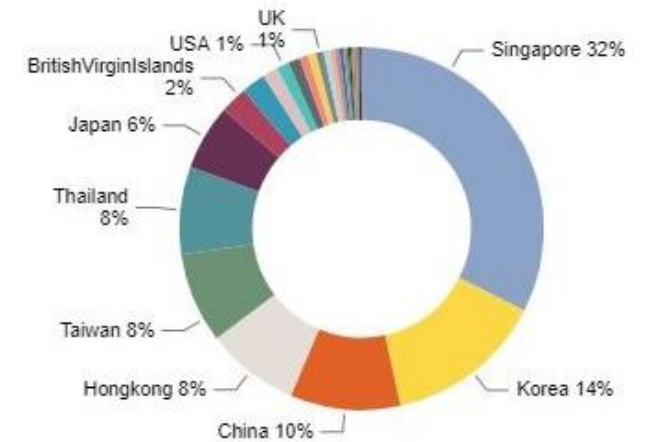


Hanoi to take over metro operation in May



Conductors make hand signals during a test run on the Cat Linh - Ha Dong Metro Section in Hanoi. Photo by VnExpress/Ngoc Thanh.

By Nationality



Source: FDI into Vietnam, H2.2020 Market Report, Savills Vietnam

NEW RESIDENTIAL HOUSING LAW

	BEFORE	AFTER JULY, 2015
Who?	Foreigners who are WORKING in Vietnam for at least ONE year and meet other criteria	Foreign individuals who are permitted to enter to Vietnam
Properties	Only 1 apartment	Residential properties (apartments and landed houses) <ul style="list-style-type: none"> • 30% of total units in one apartment development • 10% of total landed project (villas and houses) in a landed project or 250 landed property units in one administrative ward
Duration	50 years only, no extension	50 years and can be extended, subject to the authority's approval
Purpose	Self-occupation/ Self-use	Occupying, sale, lease, inheritance, mortgage, donation

4. INTERNATIONAL MARKET UPDATES

Ho Chi Minh City

LUMIERE RIVERSIDE - MASTERISE



- Address: 628A Hanoi Highway, District 2, HCMC
- Total of 1,030 units (4 towers of 48 stories)
- Distance from HCMC' CBD: ~ 9km
- Primary price: Average \$3,850 / sqm (Incl. VAT)

Status: **Handover expected in Q1/2023**

Ha Noi

THE NINE - GP.INVEST



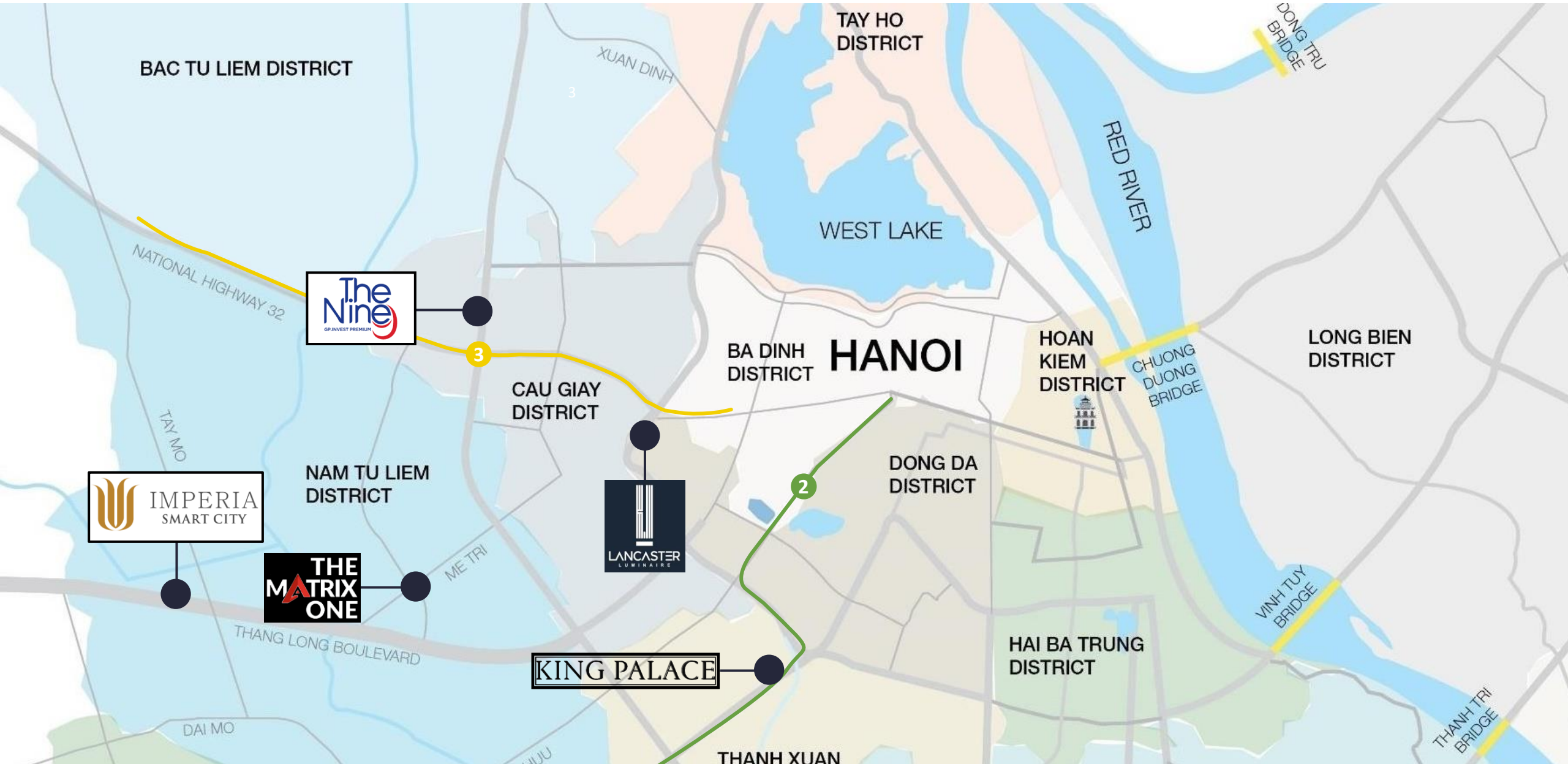
- Address: 9 Pham Van Dong, Cau Giay Dist., Hanoi
- Total of 350 units (single tower of 30 stories)
- Distance from Hanoi' CBD: ~ 9km
- Primary price: \$1,900 - \$2,340 / sqm (Incl. VAT)

Status: **Handover expected in Q1/2022**

PROPERTY PORTFOLIO

H1.2021

5. PROPERTY PORTFOLIO | H1.2021



THE NINE

NO.9 PHAM VAN DONG, CAU GIAY DISTRICT, HANOI

Located at a strategic gateway on Pham Van Dong street, The Nine is considered as “Wall Street” in Hanoi with aiming to bring an American lifestyle in the heart of the West of the capital.

- Located on the Ring Road 3
- Only 5 mins/200m walk to Ha Noi Metro Line 3
- Unobstructed Ha Noi views from all sides
- Surrounded by extensive and modern infrastructure
- Fast construction speed to guarantee the handover time by the reputable developer





Surrounded by major roads including Me Tri, Chau Van Liem, Le Quang Dao, Thang Long Highway, The Matrix One is a diamond land situated at the center of the new administrative and commercial urban area of the capital city.

The project is also surrounded by a variety of education and health facilities, commercial centers and new administration buildings of Hanoi.

- Direct panorama views of the upcoming F1 Track & 14.4ha Me Tri Park
- Only 5 minutes to access the Ring Road 3, future MRT Line 5 and Line 8.
- Facilities & services: -Gym & Dance, Yoga, Sauna, Spa, Swimming Pool, Water Fountain, Sky Garden, Kindergarten & International School



PROJECT INFORMATION

Developer: MIK GROUP

Scale:

- 2 towers
- 4 basements
- 44 apartment levels with 740 units

Unit type:

- 2 bedrooms (85.88 - 86.85sq m)
- 3 bedrooms (110.57 - 112.44sq m)
- Dual key (111.67sq m)

Expected Handover: Q4/2021

Ownership:

- Freehold for Vietnamese Buyers
- 50-year ownership for foreigners

CTA

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THE MATRIX ONE

ME TRI RD & LE QUANG DAO RD INTERSECTION
NAM TU LIEM DISTRICT, HA NOI





IMPERIA SMART CITY

VINHOMES SMART CITY, NAM TU LIEM DISTRICT, HA NOI

Imperia Smart City is a great combination of two developers MIK Group and VinGroup, in applying technology and providing quality products for future residents.

The most prominent of which is the comprehensive smart ecosystem consist of 4 core axes: Smart security, operation, community and apartments quality, which promise to bring an active, modern and trendy lifestyle, associated with the 4.0 technology revolution infrastructure.

- Close to Metro Line 6 and Ring Road 3.5
- Dual facilities of Vinhomes Smart City and Imperia' internal amenities
- 8 infinity swimming pools with ranges of diverse entertainment services
- 3 BBQ parks and 60 children's playgrounds



PROJECT INFORMATION

Developer: MIK GROUP

Scale:

- Total area of 24 ha
- Overground and underground parkings
- 4 apartment towers with 38 & 39 floors with up to 1,000 units

Unit type:

- 1 bedroom (25 - 31m²)
- 2 bedrooms (59.2 - 69 m²)
- 3 bedrooms (75 - 181 m²)

Expected Handover: Q4/2024

Ownership:

- Freehold for Vietnamese Buyers
- 50-year ownership for foreigners

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KING PALACE

108 NGUYEN TRAI, THANH XUAN DISTRICT, HA NOI

King Palace is located only 50m from Metro Line 4 & Line 2. Right next to Hanoi Royal City (one of the biggest commercial complex in HN), this is an infrastructure-focus area from VN' government, with diverse internal and external facility system. The building has sophisticated and luxurious architecture of a modern classic design.

- 24/7 Reception & Services
- Shops & Offices
- Swimming Pool (Outdoor) & Gym
- Maple Bear Canadian Preschool

PROJECT INFORMATION

Developer: ALPHANAM GROUP

Scale:

- 3 basements
- 2 towers with 36 floors

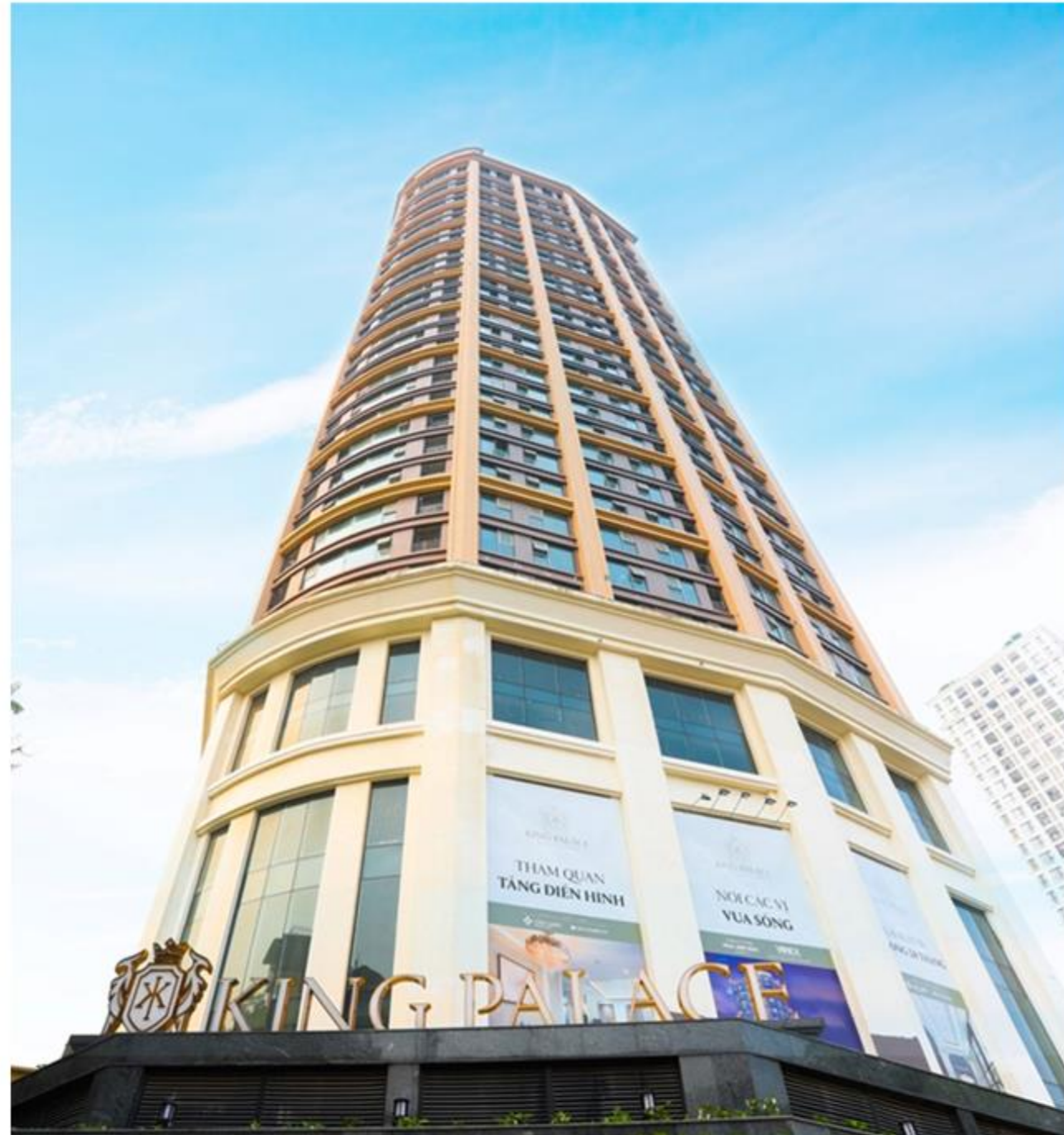
Unit type:

- 2 bedrooms (81 - 82sq m)
- 3 bedrooms (95.73 - 126.27sq m)

Expected Handover: Q1/2021

Ownership:

- Freehold for Vietnamese Buyers
- 50-year ownership for foreigners



Lancaster Luminaire convenient location intersecting three city district boundaries Ba Dinh, Dong Da, and Cau Giay makes for easy connection with major city roads, surrounding areas and the airport. The luxury real estate project converges modern design, 5-star utilities and service, with a clear legal framework. Developed by prestigious investor, Trung Thy Group, Lancaster Luminaire promises ideal living in the heart of Hanoi.

- Part of a complex with a shopping mall and offices; apartments are both for sale and lease.
- Outstanding design aesthetic.
- 5-star operational oversight by Lancaster Management.

LANCASTER LUMINAIRE

1150 - 1152 LANG ROAD, DONG DA DISTRICT, HA NOI



PROJECT INFORMATION

Developer: TTG HOLDINGS

Scale:

- 4 basements
- Single 27 story building with 252 units

Unit type:

- Studio (42.99 - 49.19sq m)
- 2 bedrooms (89.53 - 90sq m)
- 3 bedrooms (103.72 - 104.29sq m)
- Dual key (89.53 - 89.79sq m)

Expected Handover: TBC

Ownership:

- Freehold for Vietnamese Buyers
- 50-year ownership for foreigners

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Are you **AN INTERNATIONAL PROPERTY INVESTOR?**

savills

INTERNATIONAL RESIDENTIAL SALES YOUR VIETNAM PROPERTY EXPERT

Maximize your property's value and manage the transaction smoothly with full services for purchase and ownership of property.

- English, Korean and Vietnamese speaking sales consultant
- Help arrange client's schedule for Vietnam property site tour
- Act as liaison between banker and client for bank opening process
- Instruct clients how to purchase properties in Vietnam
- Follow up client with payment schedule
- Assist client for handover
- Connect client with other Savills' services such as resident leasing, resale service solutions

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THANK YOU

VIETNAM RESIDENTIAL PROPERTY

IT IS TIME TO BUY

Q & A



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