



SAVILLS REPORT ON HANOI INDUSTRIAL ZONES

Supply

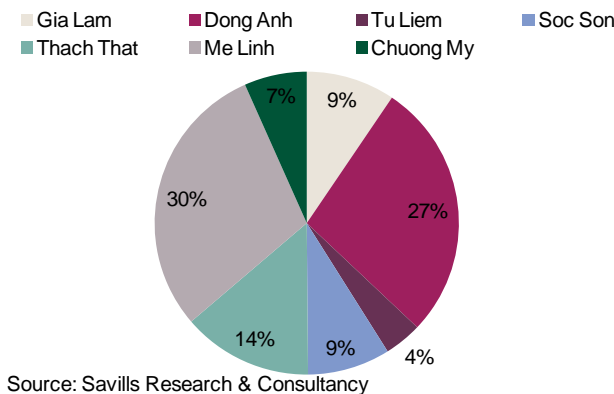
Ha Noi has eight industrial zones with total gross area of approximately 1,400 ha. The total leaseable area accounts for approximately 45% of total gross area. North Thang Long (274 ha) and Quang Minh Phase I (344 ha) are the two largest IZs in Ha Noi.

In terms of land use rights (LUR), the number of years remaining in Ha Noi's IZs ranges from 29 to 39 with Thach That – Quoc Oai IZ having the highest number, at 39 years.

Nguyen Pham Khanh Van (Ms.)
 Corporate Marketing & PR Manager
 E: nvan@savills.com.vn

18Fl., Fideco Tower
 81 – 85 Hàm Nghi
 HCMC, Vietnam
 T: +84 8 3823 9205 Ext. 153
 F: + 84 8 3823 4571
savills.com.vn

Market shares by district



Performance

The average occupancy rate of the overall market was approximately 83%. Therefore, the total area available for lease is approximately 110 ha. Five of the eight industrial zones in Ha Noi have occupancy rates above 90%.

The quoting LUR rate of IZs in Ha Noi is high, ranging from US\$82 to US\$120/ sq m/ period. Management fees in these IZs range from US\$0.4 to US\$1/ sq m/ mth.

Outlook

Ha Noi is expecting to receive 13 IZs in the future. Of which, 11 projects will supply approximately 5,100 ha, equivalent to 360% of total current stock. However, only one project has broke ground. The remaining projects are in either the planning stage or acquiring land.

PRESS RELEASE



This document is prepared by Savills for information only. Whilst reasonable care has been exercised in preparing this document, it is subject to change and these particulars do not constitute, nor constitute part of, an offer or contract, interested parties should not only rely on the statements or representations of fact but must satisfy themselves by inspection or otherwise as to the accuracy. No person in the employment of Savills has any authority to make any representations or warranties whatsoever in relation to these particulars and Savills cannot be held responsible for any liability whatsoever or for any loss howsoever arising from or in reliance upon the whole or any part of the contents of this document.

© Savills Vietnam Co. Limited. 2009

Nguyen Pham Khanh Van (Ms.)
Corporate Marketing & PR Manager
E: nvan@savills.com.vn

18Fl., Fideco Tower
81 – 85 Hàm Nghi
HCMC, Vietnam
T: +84 8 3823 9205 Ext. 153
F: + 84 8 3823 4571
savills.com.vn

PRESS RELEASE