



**MARKET REPORT BRIEF- HANOI Q2/2013 BY SAVILLS VIETNAM**

**HOTEL:**

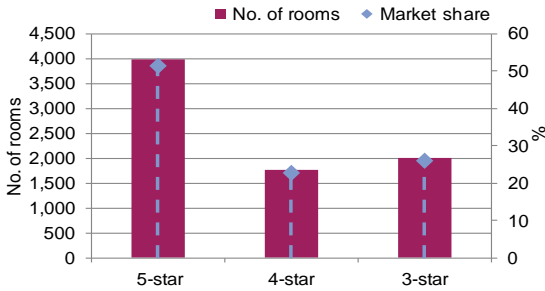
**Supply**

Total stock in Q2/2013 was 53 hotels supplying approximately 7,750 rooms.  
 No new hotels were officially ranked this quarter. Although Hilton Garden Inn Hotel was opened this quarter, it has not been ranked officially.

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**Current stock by district, Q2/2013**



Source: Savills Research & Consultancy

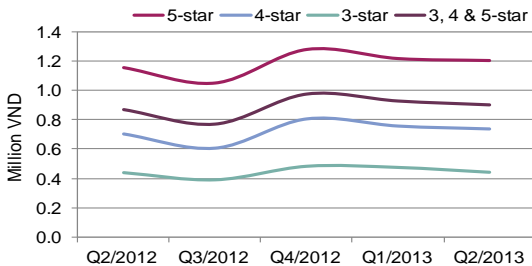
**Performance**

The overall revenue per available room (RevPAR) was VND 900,000, a decrease of -3% QoQ but up 4% YoY.

The average occupancy across all grades was 54%, decreasing -3 pts QoQ but up 1 ppt YoY. The average occupancy of approximately 70% of Ha Noi's 3- to 5-star hotels decreased QoQ.

The average rental rate across all grades achieved VND 1.67 million / room/night, a slight increase of 1.4% QoQ and 0.7% YoY.

**RevPAR by grade**



Source: Savills Research & Consultancy

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## Demand

The average number of occupied rooms in Q2/2013 was 4,200, increasing 9% YoY. Five-star hotels had the largest market share, accounting for 51% of total occupied rooms followed by 3-star (27%) and 4-star (22%).

According to the Viet Nam National Administration of Tourism, international visitors to Viet Nam in Q2/2013 was 1.7 million, dropping -3% QoQ. In 1H/2013, the number of international visitors to Viet Nam was 3.54 million, up 2.6% YoY. The countries with the highest number of visitors to Viet Nam were China (23%), Korea (11%), Japan (8%) and the USA (7%).

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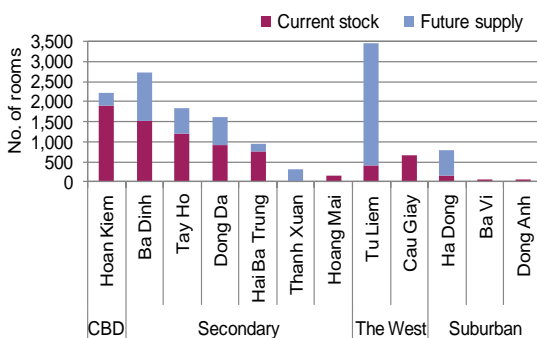
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## Outlook

The total future supply is estimated at 7,050 rooms, equivalent to 90% of current stock. In 2013, seven projects supplying approximately 1,300 rooms are expected to enter the market. All these projects are in the fitting-out stage.

In the future approximately 4,700 5-star rooms will be supplied, equivalent to 70% of total future and 120% of current 5-star rooms. Intercontinental Ha Noi Landmark 72 with 359 rooms and JW Marriot with 450 rooms are expected to come online in 2H/2013.

## Estimated future supply, 2H/2013 – onwards



Source: Savills Research & Consultancy

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