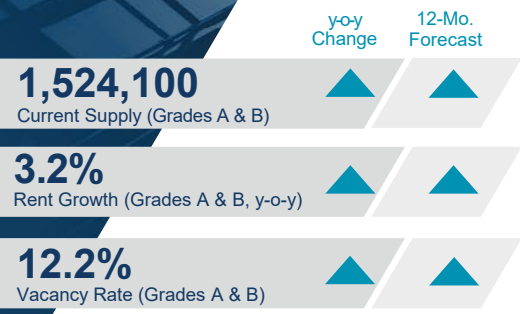


HANOI

Office Q3 2021



Source: Cushman & Wakefield Vietnam – Research & Consultancy

Economy Severely Affected by COVID-19 Fourth Wave

The fourth wave of the COVID-19 pandemic impacted all aspects of the economy, forcing many major cities and provinces to impose multi-month lockdowns. Vietnam’s GDP contracted by 6.2% y-o-y in Q3 2021, the sharpest decline on record. The services and industrial & construction sectors recorded falls of 9.3% and 5.0% y-o-y respectively, while the agriculture sector expanded only 1.0%. For the first nine months of 2021, GDP growth was at 1.4% y-o-y, down on the 2.1% for the same period last year. By sector, agriculture and industrial & construction output grew by 2.7% and 3.6% y-o-y respectively, while services contracted by 0.7% y-o-y. Total export and import values still recorded high growth rates, at 18.8% and 30.5% respectively, while FDI attraction rose by 4.4% y-o-y despite a 3.5% reduction in disbursement. The government is striving for a quick economic recovery with a loosening of restrictions, rising vaccination rate, and resumption of normal business and production activities.

Lackluster Market Performance

No new completions added in Q3 2021. Total supply remained unchanged q-o-q and rose by 11% y-o-y. Overall occupancy stood at 88%, stable q-o-q but falling by 4 pp y-o-y, mainly due to low occupancy at new buildings. Many properties suffered lackluster performance due to the negative impacts from the COVID-19 fourth wave, while new take-ups mainly came from recent entrants. The market is expected to remain stable in the short-to-medium term with the economy predicted to recover soon.

Rental Continued Trending Upwards

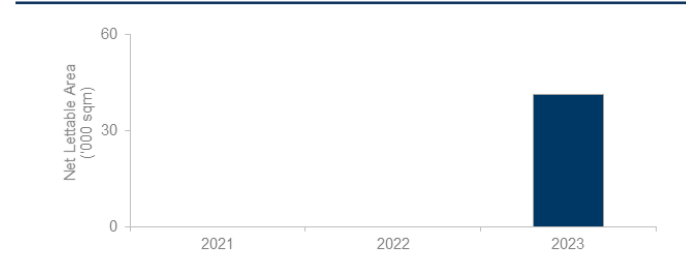
Overall average asking rents fell slightly by 1% q-o-q as most projects kept rents stable, although some offered reductions to attract tenants during the pandemic, but rose by 3% y-o-y, mainly due to higher rents at recent completions. The upwards trend is expected to persist in the short to medium-term with forecasts of improved market performance in the upcoming period.

GRADE A OVERALL VACANCY & ASKING RENT



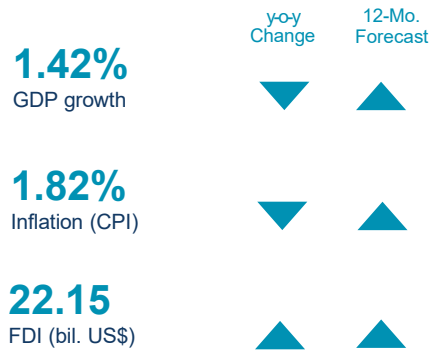
Source: Cushman & Wakefield Vietnam – Research & Consultancy
Source: Cushman & Wakefield Vietnam – Research & Consultancy

GRADE A SUPPLY PIPELINE



Source: Cushman & Wakefield Vietnam – Research & Consultancy
Source: Cushman & Wakefield Vietnam – Research & Consultancy

VIETNAM ECONOMIC INDICATORS 9M 2021



Source: General Statistic Office

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MARKET STATISTICS

SUBMARKET	INVENTORY (SQ M)	OVERALL VACANCY RATE	CURRENT QTR OVERALL NET ABSORPTION (SQ M)	YTD OVERALL NET ABSORPTION (SQ M)	PLANNED & UNDER CNSTR (SQ M)	OVERALL AVG ASKING RENT*		
						VND/SQ/M/MO	US\$/SQ/M/MO	EUR/SQ/M/MO
Grade A	508,100	22.2%	6,200	20,000	135,300	739,500	32.4	27.4
CBD	124,000	6.5%	-	3,100	0	812,000	35.6	30.1
Non-CBD	384,100	27.3%	6,200	16,900	135,300	716,100	31.4	26.6
Grade B	1,016,000	7.2%	(1,300)	5,900	991,200	448,500	19.7	16.7
CBD	107,400	8.9%	(2,300)	(200)	25,600	644,500	28.2	23.9
Non-CBD	908,600	7.0%	1,000	6,100	965,600	425,300	18.6	15.7
HANOI GRADE A & B TOTALS	1,524,100	12.2%	4,900	25,900	1,126,500	545,500	23.9	20.2

*All rents are inclusive of SC but exclusive of VAT

US\$/VND = 22,821; US\$/€ = 0.846 as at 15 September 2021

KEY LEASE TRANSACTIONS Q3 2021

PROPERTY	SUBMARKET	SQ M	TYPE

SIGNIFICANT PROJECTS PLANNED AND UNDER CONSTRUCTION

PROPERTY	SUBMARKET	MAJOR TENANT	SQ M	COMPLETION DATE
Epic Tower	West	N/A	22,000	2022
Vinacomin Tower	West	N/A	72,000	2022

KEY CONSTRUCTION COMPLETIONS YTD Q3 2021

PROPERTY	SUBMARKET	DEVELOPER	SQ M
Thai Nam Building	West	Hop Thanh Mineral And Investment JSC	18,500

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