Industrial & Logistics
Vietnam maintains the post-pandemic growth momentum, with 9M GDP growth at 8.83%, the highest 9-month rate since 2011.

Despite lowered global GDP growth prediction, Vietnam still receives increasing prediction from domestic and international institutions.

Expected GDP growth in 2022: 6.5-8.5%

Source: General Statistics Office of Vietnam
FOREIGN DIRECT INVESTMENT

Highest 9-month FDI implementation in the past five years

Top investing countries by total registered capital

1. Singapore (20.4%)
2. Denmark (18.5%)
3. Japan (13%)

Sector proportion by FDI inflows

- Manufacturing & Processing: 74%
- Real Estate: 14%
- Technology, Electricity & Others: 12%

Source: General Statistics Office, Vietnam
Rising interest rate to stabilize USD/VND exchange rate

Vietcombank 12-month-period Interest Rate for Organizations

5.2%

VND/USD exchange rate remains stable compared to other Southeast Asian currencies

Source: Vietcombank

Source: FED, ECB
Southern Key Economic Region (SKER)

- **Total land (ha)**: ~ 27,780
  - Occupancy: ~ 88%
  - Average asking rent (sqm/term): US$ 148.4

- **Total RBF supply (sqm)**: ~ 4,321,000
  - Occupancy: ~ 92%
  - Average asking rent (sqm/month): US$ 4.6

- **Total RBW supply (sqm)**: ~ 4,702,000
  - Occupancy: ~ 76%

The occupancy rate remained high with 88% for industrial land, and 92% for RBF. The RBW sector welcomed a new project of 64,000 sqm in Binh Duong.
Future land supply (SKER) 20,660 ha

Future RBF supply (SKER) ~4.1 million sq.m

Future RBW supply (SKER) ~2.2 million sq.m

Future supply continues to concentrate in key industrial provinces surrounding HCMC

LEGEND

International Airport
International Seaport
Existing Industrial Hubs

NOTABLE PROJECTS

<table>
<thead>
<tr>
<th>Industrial Land (ha)</th>
<th>RBF(sqm)</th>
<th>RBW(sqm)</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt; 200</td>
<td>&lt; 100,000</td>
<td>&lt; 200,000</td>
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<tr>
<td>200 – 450</td>
<td>100,000 – 150,000</td>
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<td>450 – 700</td>
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<tr>
<td>&gt; 700</td>
<td>&gt; 200,000</td>
<td>&gt; 600,000</td>
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</tbody>
</table>
The manufacturing movement now tends to move to further emerging markets – Binh Phuoc and Tay Ninh.

Future Supply Allocation by Region (Q4 2022 – onwards)

- Future RBW Supply - 2,200,000 sqm
- Future RBF Supply - 4,100,000 sqm
- Future Land Supply - 20,660 ha

- HCM
- Binh Duong
- Dong Nai
- BRVT
- Long An

Mekong Delta

Movement of Manufacturing
Movement of Warehousing
Supply Dynamic
Product Diversification

- Hybrid
  - Dual Functions
- Sustainability Facilities
  - Net Zero Carbon, Renewable Energy
- Multi-story
  - Future Solution
- Integrated Model
  - Office, Retail, Hotel And Residential
- Temperature-controlled
  - Sourcing a Specialized Solution

Demand Dynamic

- Larger scale of requirement up to 20,000 – 50,000 sq.m
- More focus more on specification and facilities of the products beside the location and price.
- Better property management
- Longer commitment term
- Sustainability concerns
- Global instability may impact short-term demand
Cold Storage
VIETNAM TEMPERATURE-CONTROLLED WAREHOUSE MARKET

NEW PROJECT SUPPLIES FOCUS ON PROVINCES SURROUNDING HCMC & MEKONG DELTA

- Cold storage remains a desirable sector for incoming investments.
- Deep-freeze projects are investing in automation.
- Existing trends of conversion warehouse projects for prime TC warehouse locations within proximity to large metropolitan (HCMC, Hanoi, Danang, & Can Tho).

**Total stock**: 820,000 pallets

**Average rent**: $0.88 USD per pallet per day

**TOP DEVELOPERS**

Source: C&W Vietnam