

D O N G N A I

# LAND FOR SALE

CONFIDENTIAL

FEBRUARY 2020

# EXECUTIVE SUMMARY

savills



## Location

An Phuoc  
Commune, Long  
Thanh, Dong  
Nai Province



## Land area

**83,000**  
m<sup>2</sup>



## Site Breakdown

**5-ha** clear land  
**3.3-ha** built area



## Price

**\$215**  
/m<sup>2</sup>



## Legal status

- LURC confirmed by the owner
- Land use fees paid upfront by the owner

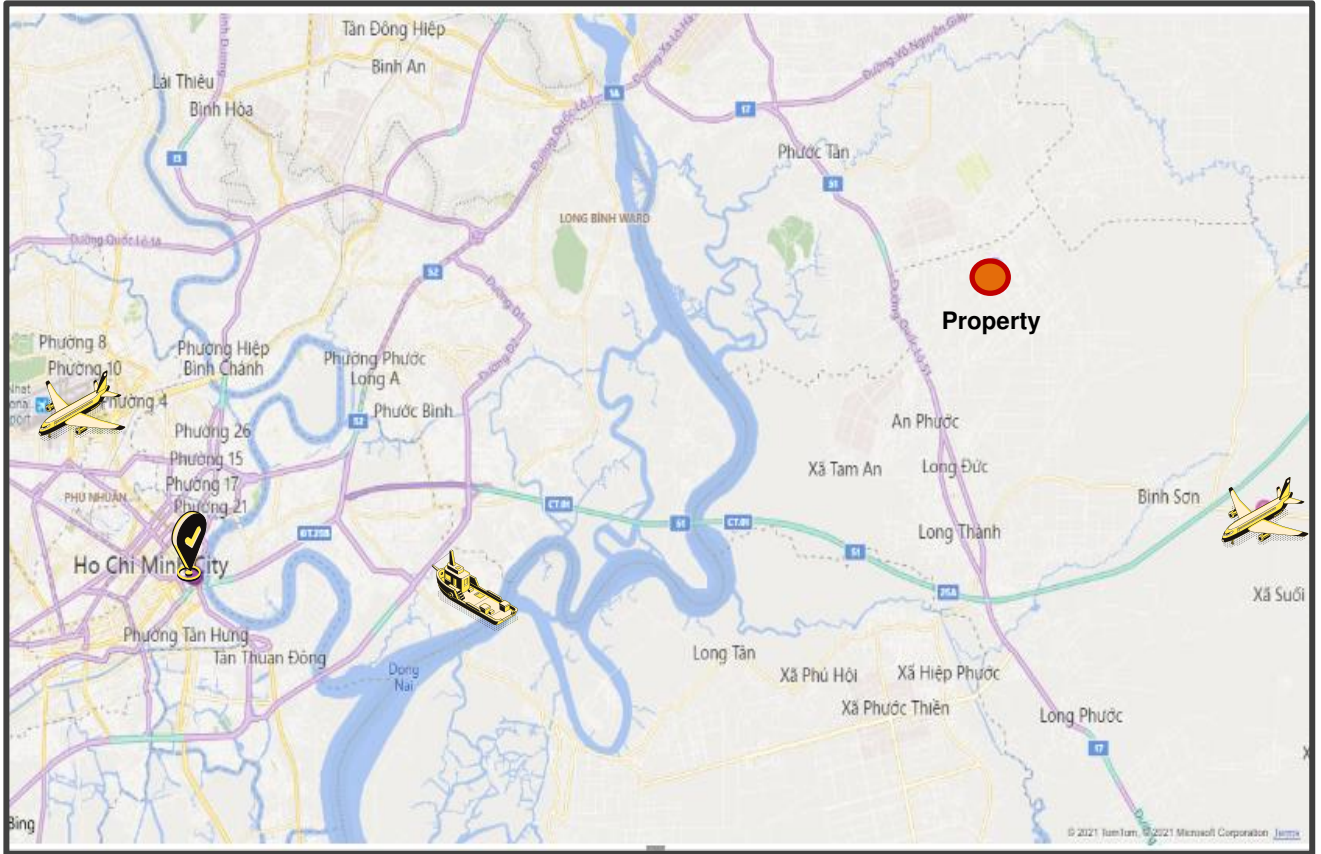


## Lease Term

**2062**

# LOCATION

## MAP



## TRANSPORTATION NETWORK

### CBD



**HCMC CBD** – 44 km/1 hr

**Bien Hoa City** – 23 km/49 mins

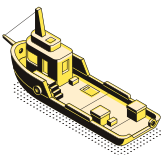
### Airways



**TSN Airport** – 51 km/1 hr 17 mins

**Long Thanh** – 23 km/38 mins

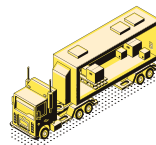
### Seaport



**Cai Mep Port** – 43 km/1 hr 5 mins

**Cat Lai Port** – 39 km/1 hr 5 mins

### Roadway



**National Road 51** – 02 km/05 mins

**Long Thanh – Dau Giay EW** - 14 km

# SUMMARY

## Description

Savills client wishes to transfer the land use rights for 83,000 m<sup>2</sup> industrial land in Long Thanh, Dong Nai. The property is approved for logistics and factory/production activities. The land is cleared and ready for construction (20 m above seal level) and all major infrastructure and utilities are provided to the property from the industrial zone (electricity, water supply, waste treatment).

## Location

Strategically located within an established industrial zone with convenient access to highways and regional roads. Situated only 01 hour to HCMC CBD and 38 mins to Long Thanh Airport, the property is near National Road 51 and only 14 km to Long Thanh – Dau Giay Expressway. The site fronts on the IP's main road (4 lanes) on the East side and a subdivision road (2 lanes) on the west side.

## PROPERTY SPECIFICATIONS

### Property Overview

Land with a total area of 8.3-ha, including 5 ha of cleared land and 3.3 ha of land with built-up premises.

The property has a long land lease term until 4<sup>th</sup> September 2062 and approved for logistics and RBFs.

Option 1: Purchase 5-ha clear land at \$215/m<sup>2</sup>.

Option 2: Purchase entire property and pay \$215/m<sup>2</sup> for 5-ha clear land + value of 3.3 ha total built-up premises (subject to asset valuation).

### Transfer Process

Buyer & Seller enter a Binding Land Transfer Agreement:

- Buyer submits an LOI for land transfer.
- For the property, a refundable deposit of \$100,000 payable by the Buyer will be paid within 01 day after LOI execution.
- Buyer entitled to a 30-day period upon Seller's receipt of the LOI and deposit to perform due diligence (DD) regarding a clean title and designated land use and valuation on the built-up premises.
- Buyer to confirm the satisfaction of the DD and the execution of the Land Transfer Agreement within 15 days from the end of the DD ("Confirmation Period"). If Seller receives no confirmation by the end of this period, the deposit will become non-refundable.

## UNIQUE ADVANTAGES

**01**

Rare land vacancies in Long Thanh District, Dong Nai (Dong Nai industrial land reached 93% occupancy in 2020)

**02**

Important traffic hub of the key economic region in the South, with easy access to roads, waterways, and airways

**03**

Flexible land usage approved for logistics, production, and RBF developments

**04**

Located only 44 km to HCMC and 23 km to future Long Thanh Airport

**05**

Includes supporting utilities, facilities and amenities from IP developer e.g. CS team, security, electricity, water supply & waste treatment, reception area...

**06**

Long lease term to 2062 (market average for industrial land in Dong Nai is 2058)



# IP INFRASTRUCTURE



## Power Supply

250 kVA provision



## Water Supply

230,000 m<sup>3</sup>/day



## Waste Treatment

6,000m<sup>3</sup>/day-night



## Telecommunications

Optical fiber system available in Vung Tau



## Internal Roads

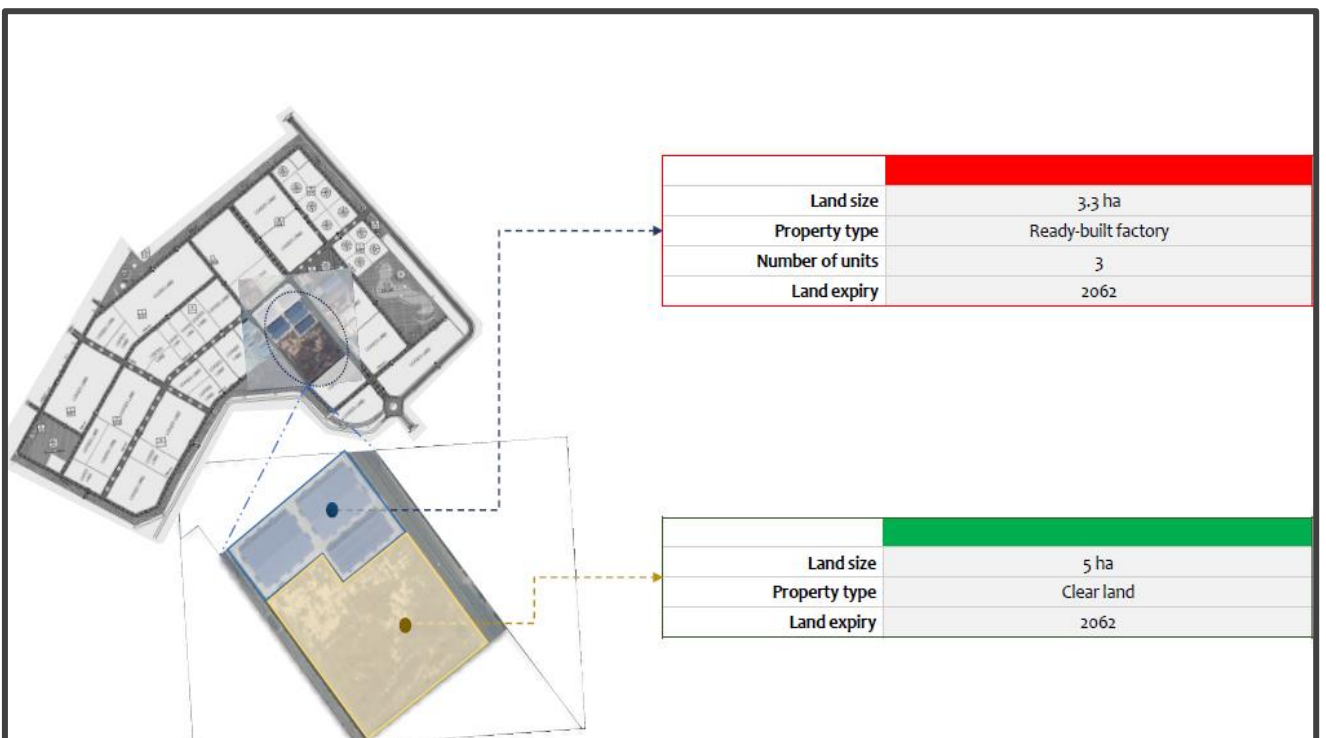
2-4 lanes  
Main road width: 26m  
Secondary: 22.5m



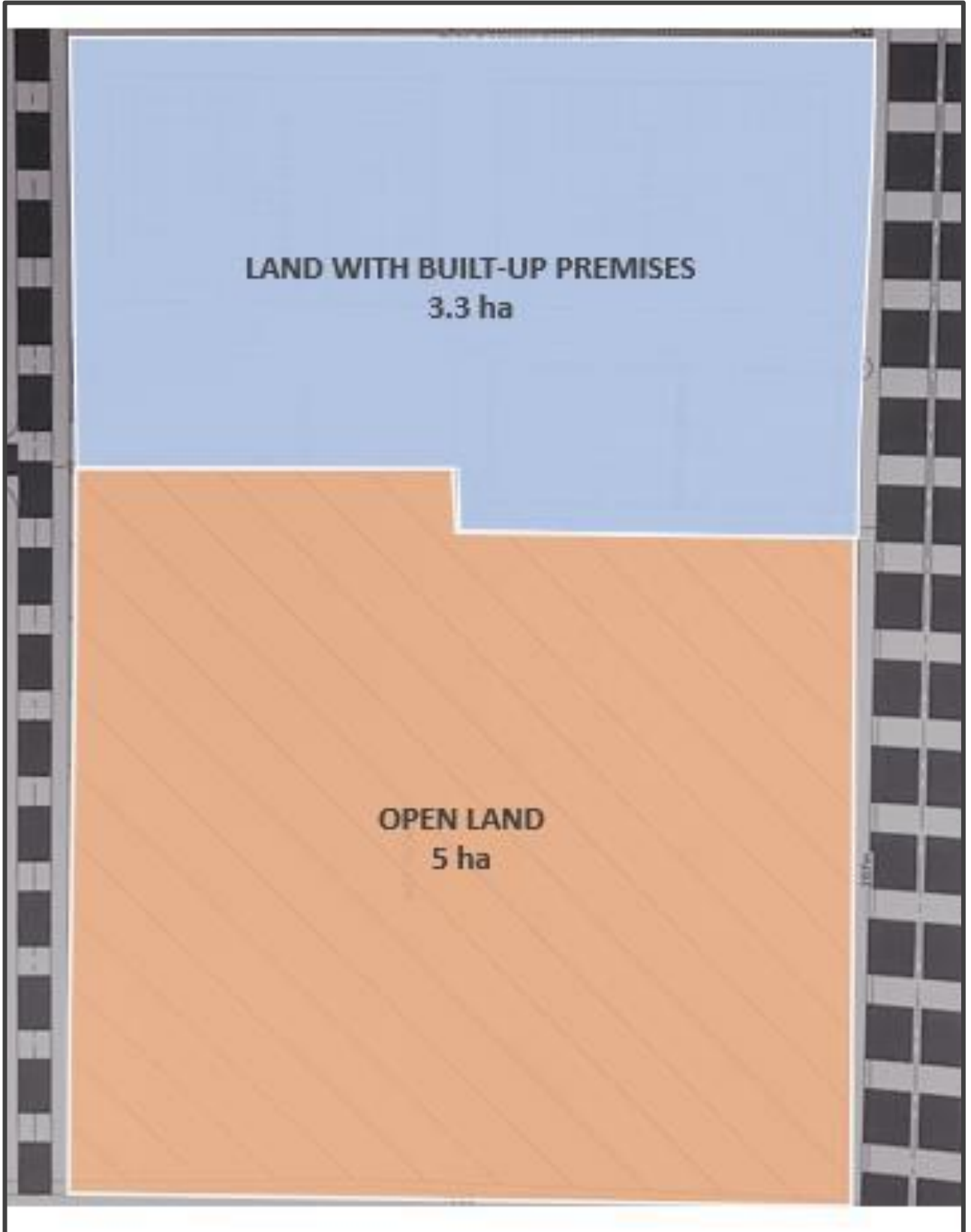
## Security & other

24-hour security guard, fire dept., reception area, IP customer service team

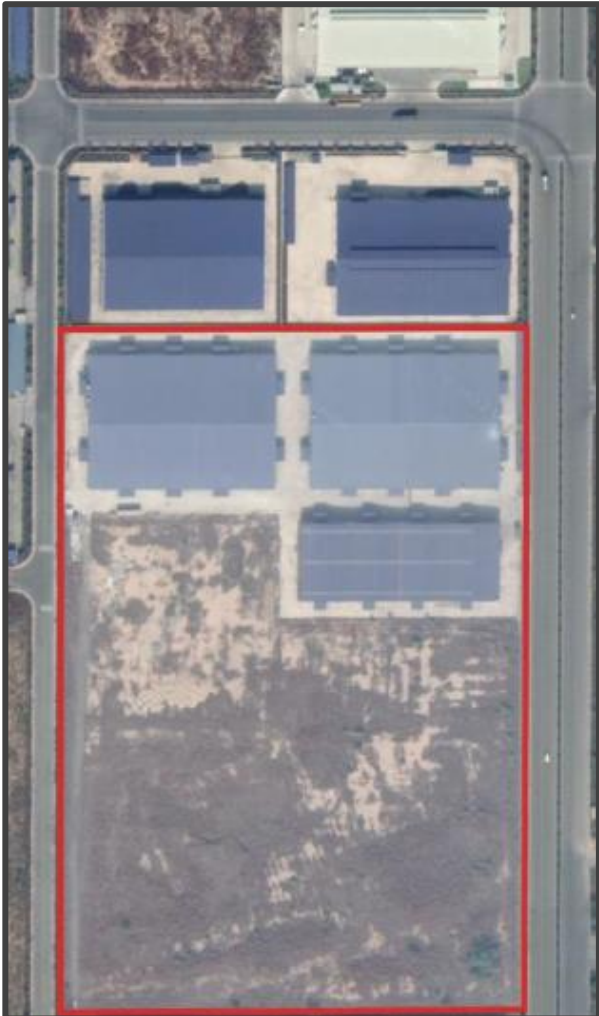
# MASTERPLAN



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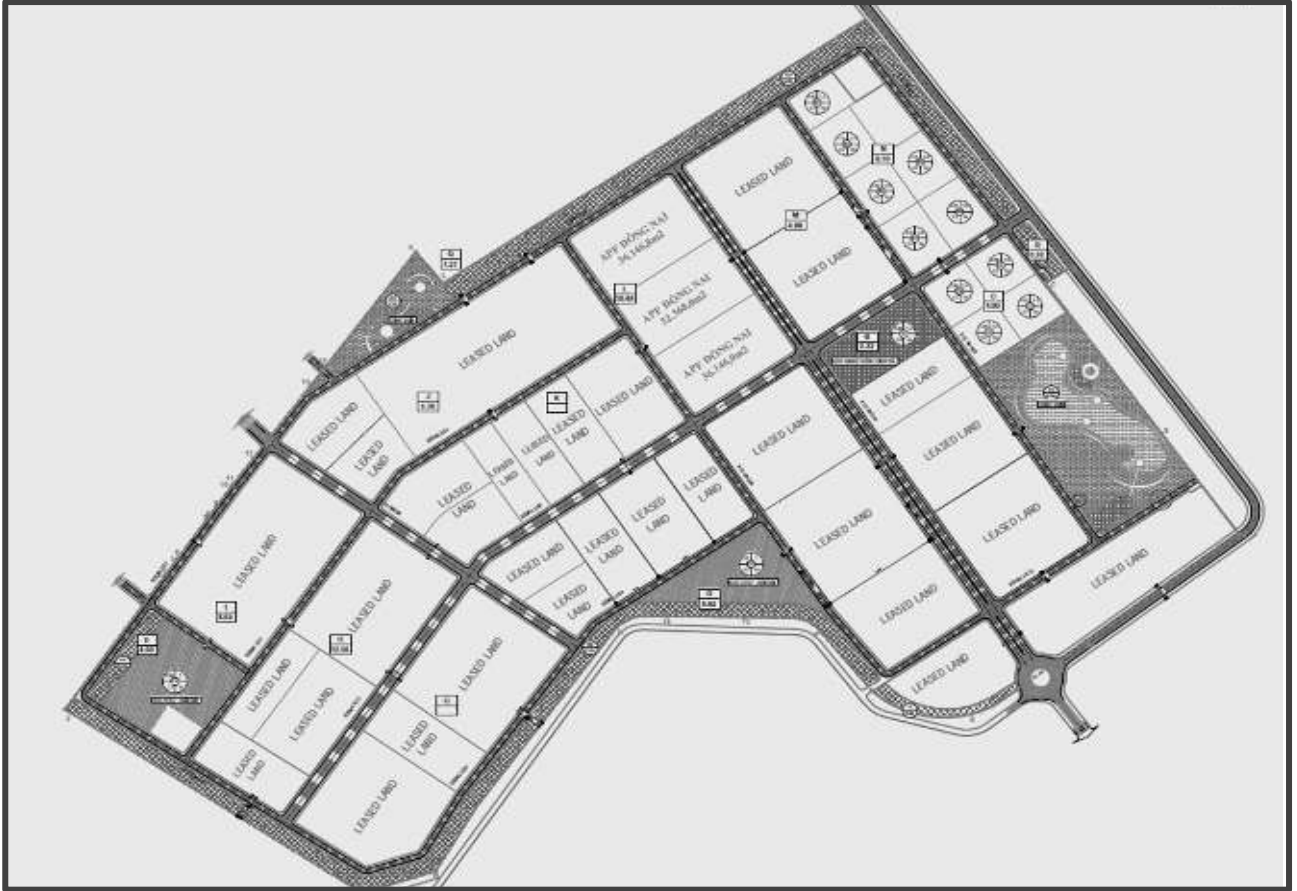
# SITE OVERVIEW





# INDUSTRIAL PARK

## Masterplan



Total IP area  
(ha)

**201**

Leasable area  
(ha)

**136**

Lease price  
(US\$/m<sup>2</sup>)

**95**

Occupancy  
(%)

**97%**

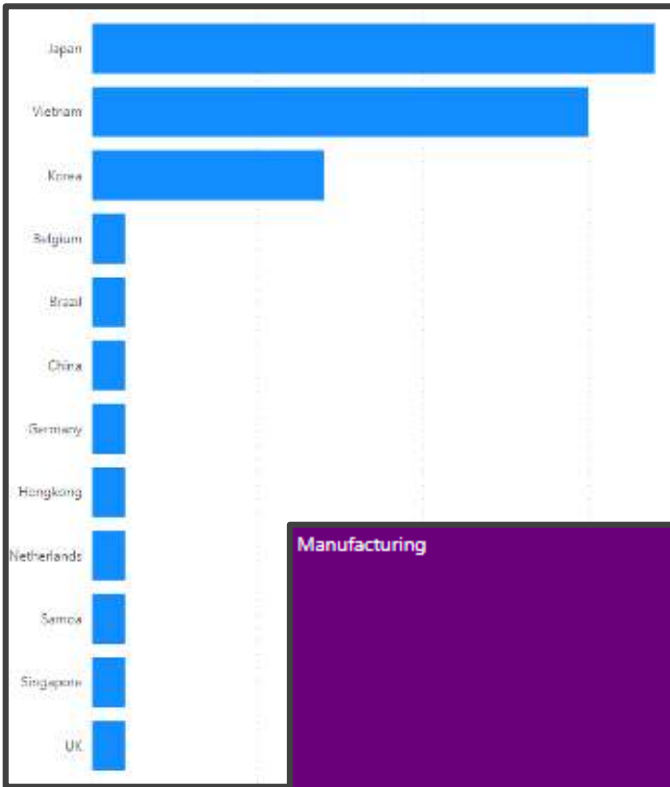


Item	Detail
Address	An Phuoc Comm, Long Thanh
Developer	Tin Nghia Corporation
Established	2012
Lease Term	2062
Industries	Multi-industry, non pollutant



# IP TENANT OVERVIEW

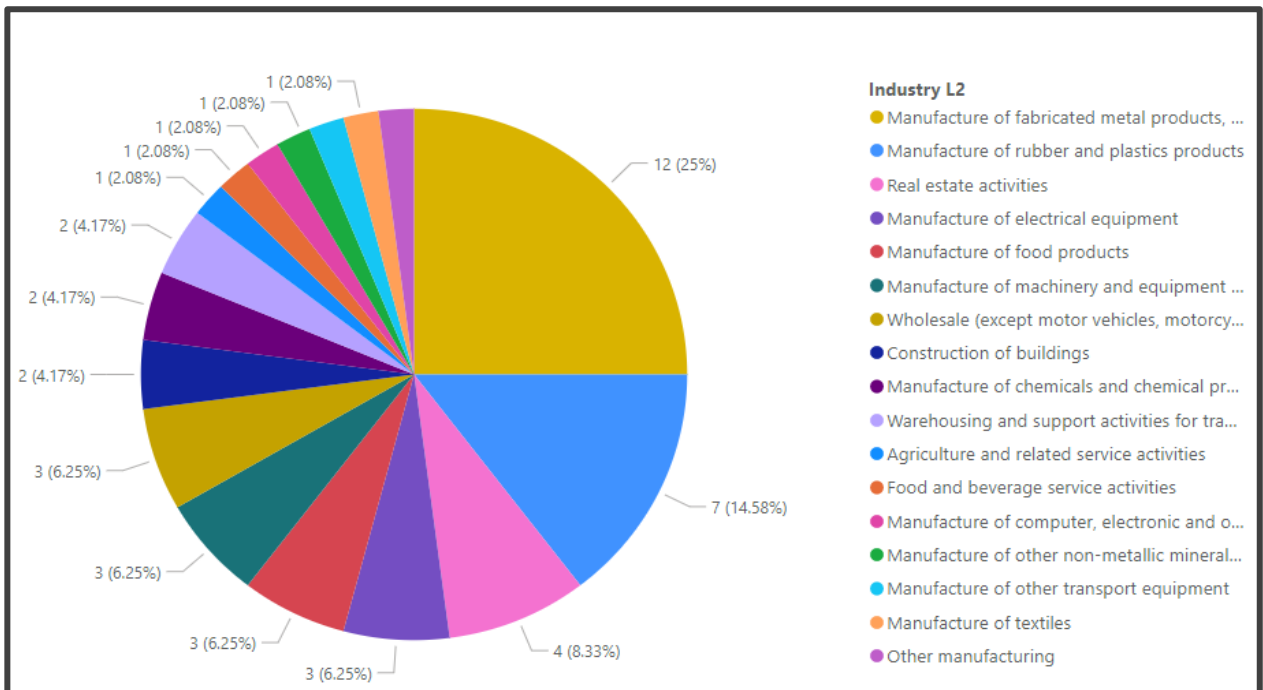
## Nationality



Industry – Level 1



## Industry – Level 2

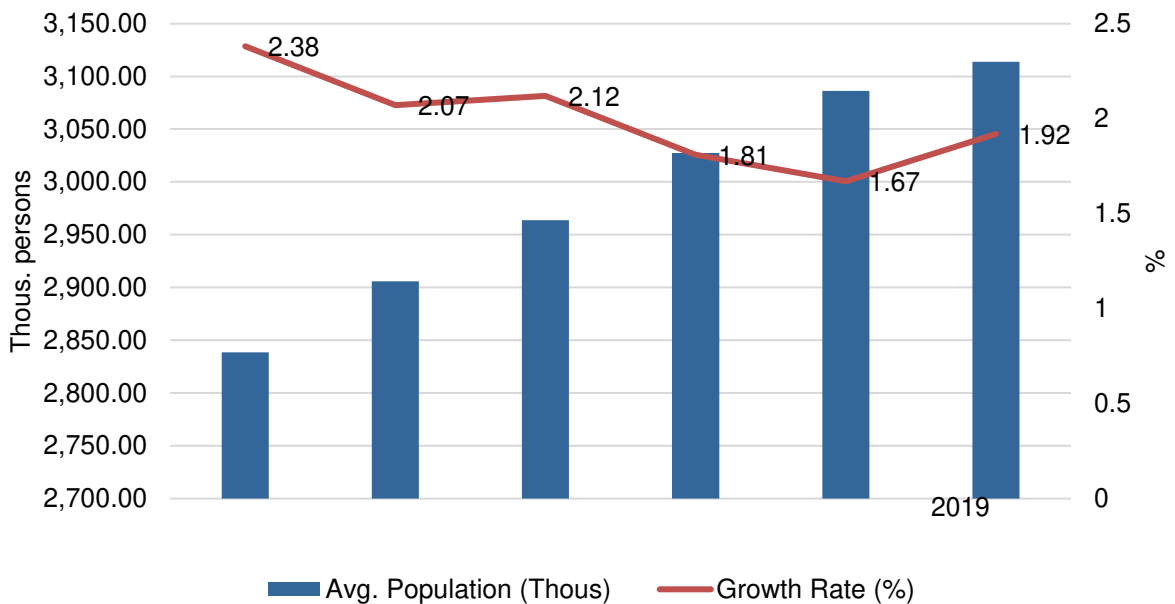


# DONG NAI MACRO-OVERVIEW

## Summary

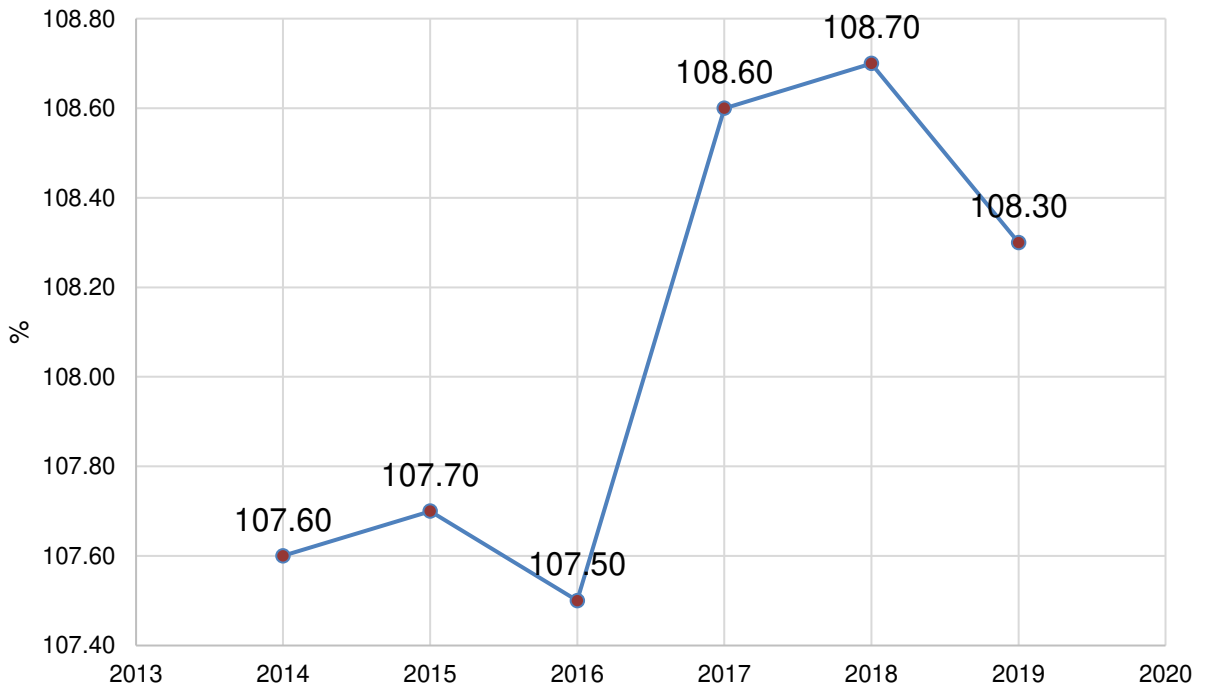
Dong Nai		
Region	Area (km2)	Capital City
Southeast	5,863.6 km2	Bien Hoa
Population & Employment		
Total (Thous.per)	Density (Person/km)	% of Employed Workforce
3,086.10	531.0	55.8%
Male	Female	Urban/Rural
1,562.20	1,551.50	1,371.80/1,742.00
Net Migration Rate	Unemployment Rate	Min. Wage (USD/month)
8.7%	N/A	US\$148

## Dong Nai Population & Growth Rate



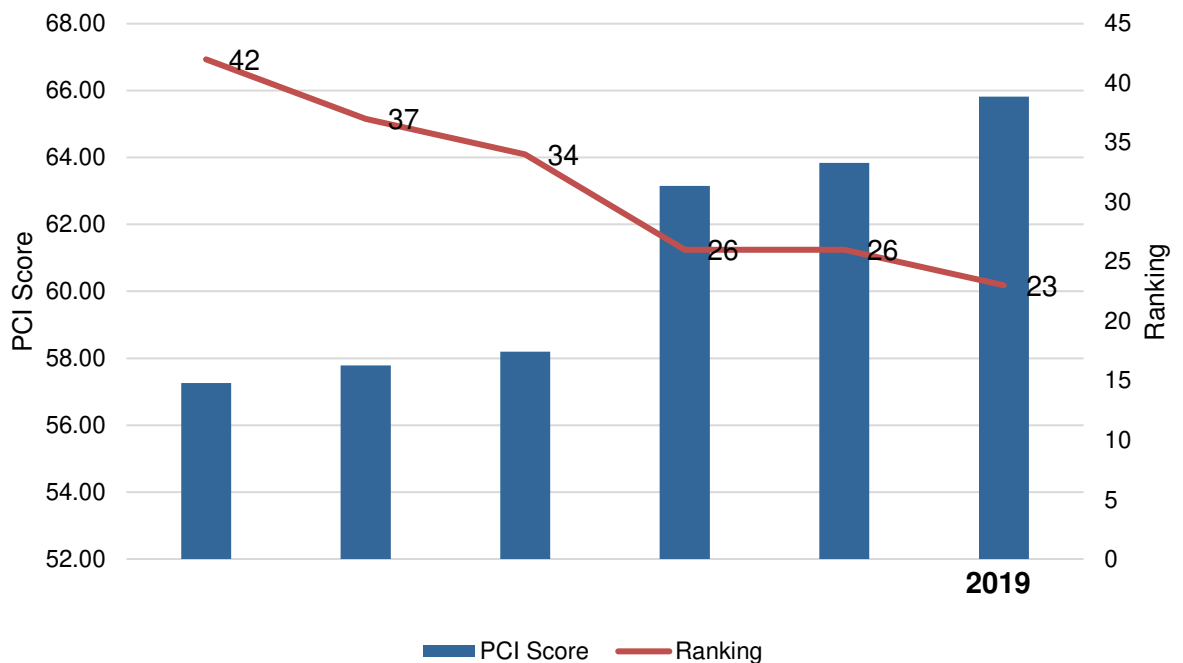
# DONG NAI MACRO-OVERVIEW

## Industrial Production



Source: GSO, 2019

## Provincial Competitiveness Index (PCI), 2019

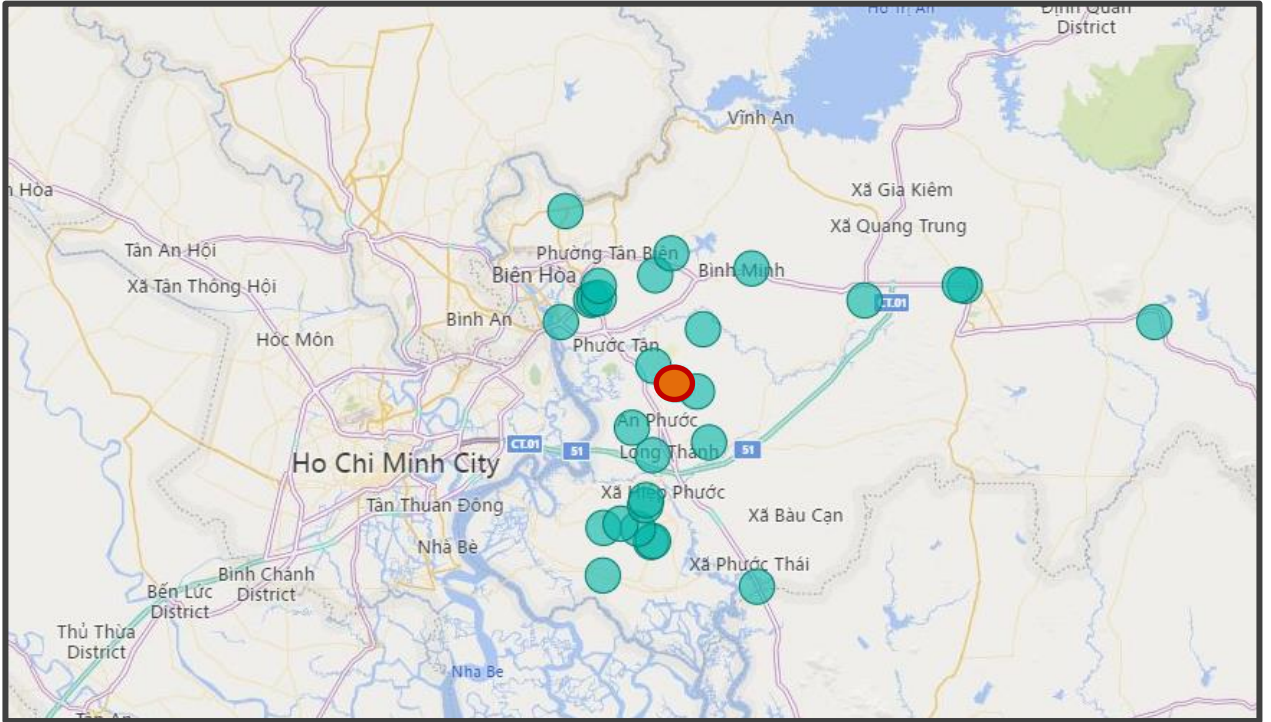


Source: USAID, PCI, 2019



# DONG NAI INDUSTRIAL MARKET

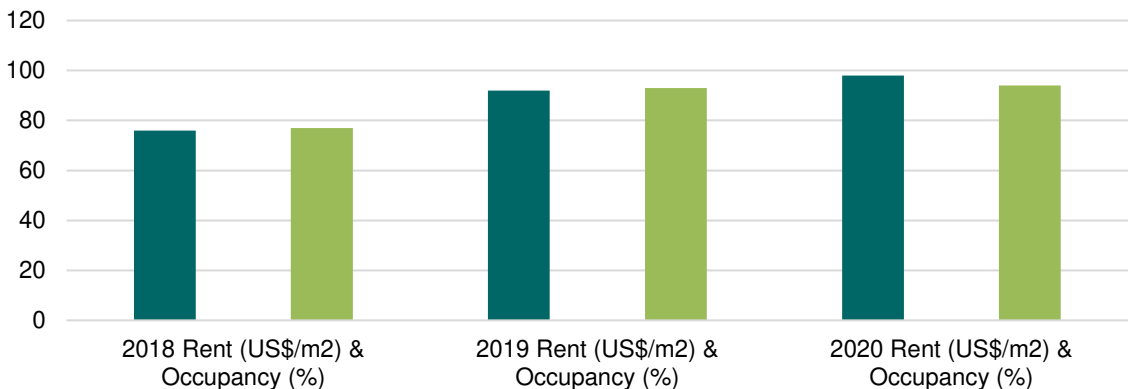
## Dong Nai IP Mapping



### Industrial Supply & Performance Overview

Total IP area (ha)	Leasable area (ha)	No. of projects	Occupancy (%)
<b>10,066</b>	<b>6,742</b>	<b>32</b>	<b>94%</b>
Avg. lease price (\$/m <sup>2</sup> )	Lease growth YoY (%)	Occupancy growth YoY (%)	Avg. factory rental (\$/m <sup>2</sup> /month)
<b>98</b>	<b>6.5%</b>	<b>1.08%</b>	<b>4.1</b>

### YoY Lease Price & Occupancy Growth



## Expressions of Interest relating to this property should be directed to Savills Vietnam



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