



Premium Investment Location



DVIZ

Hai Phong
Textile Village

Dinh Vu Industrial Zone
Deep C Industrial Zone



Vietnam, an attractive investment location

- › A fast growing economy (GDP: CAGR 6-7%)
- › Strategic location in South-China sea (ASEAN) and along main shipping route Hong-Kong Singapore
- › Abundant cost effective and skilled labor force
- › Growing consumer market
- › Companies are leaving China for Vietnam
- › Improved infrastructure including deep sea ports
- › Attractive legislation and tax incentives to attract foreign investors
- › Increasing international relations (Trans Pacific Partnership (TTP) and Free Trade Agreement with EU)
- › Competitive electricity prices
- › Political stability and social safety

→ **Increasing FDI into Vietnam**
Increasing exports from Vietnam

Opportunities for the textile industry

- › Vietnam is one of the fastest growing countries in textile and apparel export and the industry is forecast to grow at a CAGR of 9,8%
- › Apparel products produced in Vietnam are accepted by major consumer markets (USA, Europe, Japan)
- › Increasing investments in garment factories due to attractive labor cost and the upcoming trade agreements with USA and Europe.
- › Up to 80% of raw materials and equipment (fibers, yarn, machinery, etc) are currently imported, mainly from China.
- › Raw materials currently produced in Vietnam do not meet the required quality standards
- › Vietnam is encouraging investments in the textile industry and aims to cover the full textile value chain to maximize the benefits of the TPP and EU trade agreement.

Production of fibers and yarn dyeing

.....→ **Spinning, weaving / knitting, finishing**

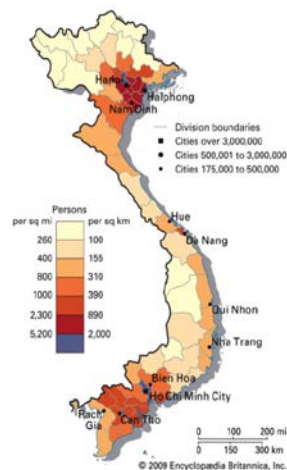
Construction of textile machinery



North Vietnam

The new investment location

Over 65% of FDI goes to the north of Vietnam:

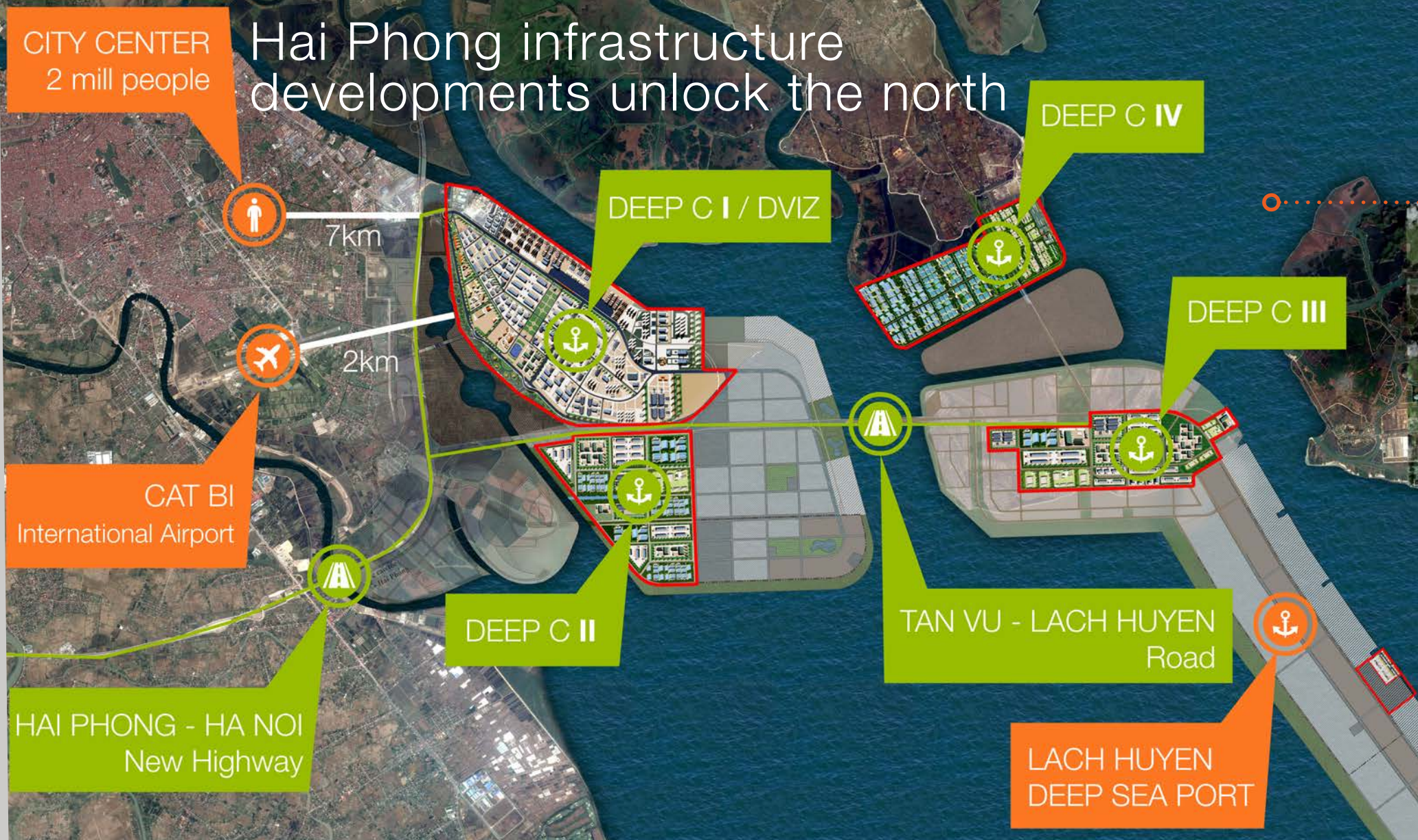


	South	North (2015)	North (2016)
Population	25 million	20 million	20 million
Power	Power cuts	Ample capacity – Hydro + coal	Ample capacity available
Water	+/-	+/-	✓ Available
Roads	Very developed but congested	Strained capacity	✓ Large network available
Port	International	Limited accessibility, in-efficient	✓ International
Airport	Redundant	1 airport	✓ Redundant
Industry	Very developed	Coming up	✓ Rapidly developing
land	Densely occupied	Under development	✓ Prime land available close to new infrastructure

Opportunities for the textile industry in the north

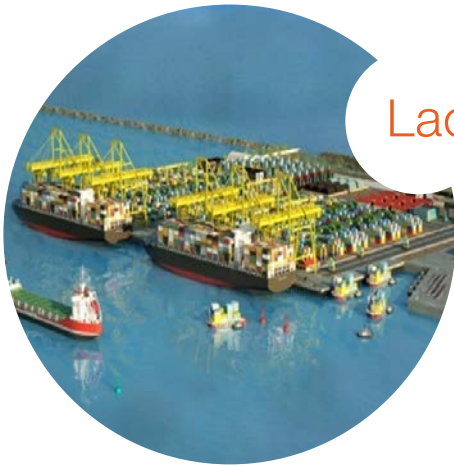
- › New state of the art infrastructure unlocking the north
 - » New Deep Sea Port (Hai Phong International Gateway Port/Lach Huyen Deep Sea Port)
 - » New international airport in Hai Phong (Cat Bi)
 - » New highway Hai Phong-Ha Noi
- › The north is more competitive than the south
 - » Abundant and more competitive labor force
 - » Prime land close to the port available to create a new textile cluster
- › Over 30 % of the garment industries are currently established in the north (Red River Delta)

→ **The presence of the textile industry in the north will increase due to the investments in new infrastructure**



Infrastructure Projects in North Vietnam (finished or under construction)

- › **Sea Port:** Creation of Hai Phong International Gateway Port / Lach Huyen Port = International sea port
- › **Airport:** Expansion Ha Noi + Addition Hai Phong Airport = redundant International air cargo hubs
- › **Road Infrastructure:** New Highway nr. 5 in the center of the Red River Delta = major traffic artery
- › **Prime Industrial Land:** Development of the Dinh Vu - Cat Hai Industrial Cluster



Lach Huyen Deep Sea Port

- › First Deep Sea Port in North Vietnam
- › 14 meter draft, ships up to 100 000 DWT
- › 10 km quay wall
- › Operational from 2017 onwards
- › Japanese funded and constructed



Hai Phong - Ha Noi new highway nr. 5 + Tan Vu Bridge

- › 105 km, 100 m wide
- › Reducing travel time to 1 hour
- › Adjacent to DVIZ and Deep C Industrial Zone's
- › Estimated completion date: End 2015
- › Constructed by IL & FS and Sumitomo

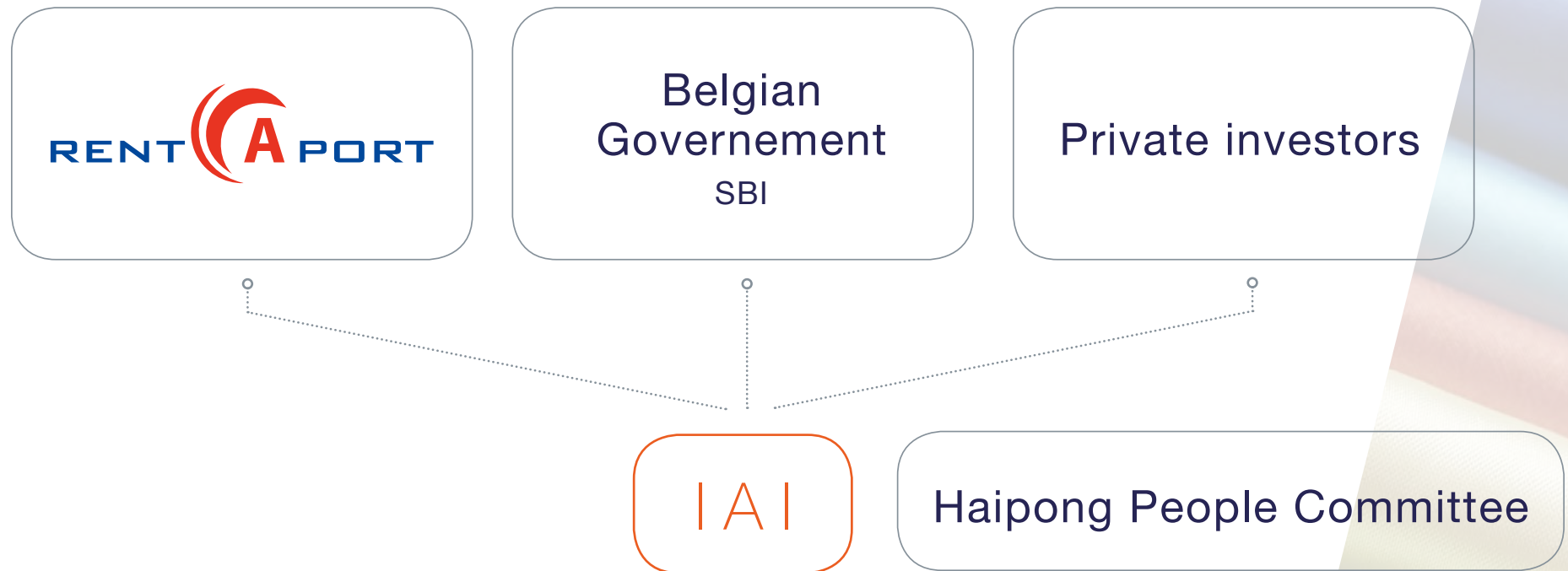


Hai Phong International Airport (Cat Bi)

- › 2 km from Dinh Vu Industrial Zone
- › Aircrafts: B 747, B 777, A 321 and similar
- › Flight Routes: Korea, Japan, China, Hong Kong, Taiwan, Thailand, Singapore, Malaysia, Indonesia
- › Completion for cargo: 2015

Main Shareholders

Dinh Vu and Deep C Industrial Zones



Some of our references

Port of Duqm

- › Management and development of the Port of Duqm in partnership with the Port of Antwerp and the Oman government.
- › State of the art deep water port (-18) and related industrial zone



Port of Duqm

Zuiderzeehaven

- › Management and development of a water connected industrial park in the Netherlands

Dinh Vu and Deep C Industrial Zones



DEEP C I

- › Existing Industrial Zone (541 ha)
- › Deep Sea Port of 130 ha
- › Residential, public services and commercial area 65 ha
- › Direct access (12 km) to the Lach Huyen Deep Sea Port 100 000 DWT



DEEP C II

- › General Industries & Logistics
- › **Textile Village 145 ha**
- › Total area of 645 ha
- › Land leased: 32 ha
- › Land available: +550 ha
- › Direct access (7 km) to the Lach Huyen Deep Sea Port 100 000 DWT



DEEP C III

- › General industry & Logistics
- › Industrial area: 497 ha
- › Inland waterway port: 23 ha
- › Direct access (0 km) to the Lach Huyen Deep Sea Port 100 000 DWT



DEEP C IV

- › General industry & Logistics
- › Industrial area: 488 ha
- › Inland waterway port: 23 ha
- › Direct access (8 km) to the Lach Huyen Deep Sea Port 100 000 DWT

Our products

Land for Industrial Development

- › Large plots of land leveled with sand at about +4,8m CD
- › Utilities (at the border of the plot):
 - » Electrical power connection
 - » Water connection
 - » Sewer collection
 - » Data / telecom



Textile Village DVIZ Hai Phong



- › Area of min 145 ha prime land reserved for grouping the textile industry
- › Additional land available
- › Opportunity for heavy and textile production industry:
 - » Production of Yarn and Fibers
 - » Spinning, weaving/knitting, dyeing/finishing
 - » Construction of textile machinery
- › Adjacent to the new deep sea port for efficient import & export
- › State of the art utilities: reliable power, water distribution and waste water treatment up to international standards. (ISO 9 001 & 14 001)

Utility provisions: Water

Water managed and developed by Infra Induss, the specialised water company



Infra Induss

- › Through its shareholders, Infra Induss has 150 years of experience in industrial water supply and waste water treatment
- › Suppliers of industrial water services in the Port of Antwerp and Ghent
 - » Own manufacturing and distribution network
 - » Supply of different grades of domestic and industrial water

Provided utilities in Dinh Vu and Deep C Industrial Zones

- › Supply of treated and raw water
- › Production and supply of demineralized water
- › Production and supply of steam
- › Collection and full treatment of waste water
 - » Central waste water treatment plant
 - » Individual pre-treatment up to the customers needs
- › Waste water treatment plant is ISO 9 001 & 14 001 certified (Unique in Vietnam)
- › Interesting salinity discharge limits for the treated waste water due to proximity of the sea



Utilities & Services



1. Roads

- › Internal road system up to international standard
- › LED - street lighting



4. Drainage

- › Open channels in the zone
- › Total capacity: 77 000 m³



2. Power

- › National Grid + back up sources (regional grid)
- › 626 MVA: 2x250 MVA / 2x63 MVA (110 / 22 KV)
- › LG cables, ABB switch gear
- › Modern underground distribution network



5. Solid waste

- › Partnership with certified company to collect and treat
- › Solid waste
- › Class A landfill within 250 km



3. Fire fighting water

- › Underground HDPE PN 10 loop
- › Hydrants system
- › Capacity: maximum 480 m³ / hour
- › Pressure: up to 7 bar
- › Reservoir capacity: 1 000 m³
- › Redundant pump system



6. Liquid Jetty and pipe rack

- › Direct connection for imports of liquids
- › Common pipe rack
- › 10 000 DWT and 20 00 DWT berth

DVIZ and Deep C Industrial Zone Tax Package

The most attractive Tax Incentives of Vietnam

General case	Tax incentive rate	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	...	
Normal tax regime		As from 2016: 20%																				
Step 1	Tax incentive rate	10%															20%					
		15 years																				
Step 2A	Making profit from 1 year	0%			5%									10%		20%						
		4 years			9 years									2 years								
Step 2B	Making profit from 4 th year	0		0%				5%								10%		20%				
		3 years with no profit		4 years				8 years								1 year						

➤ Remark: starting point is the sending out of the first commercial invoice.

Secure the business before you secure the land

Classical Approach

-○ Search for land
-○ Land found
Terms and conditions agreed
-○ Land Lease Agreement
-○ Investment Certificate

DVIZ Approach

-○ Search for Land
-○ Land found
Terms and conditions agreed
-○ Land Reservation Agreement
(Refundable deposit)
-○ Investment Certificate
-○ Land Lease Agreement
(Payment of land lease)

Investment Certificate

- › Business Certificate
- › Description of the allowed business and processes
- › Fiscal tax incentives
- › In principle construction permit
- › Fast processing (2 weeks) due to close partnership with the government

Our long-term customers



OVERVIEW

- › 55 projects with total investment capital of nearly US\$ 3bn (30% of total FDI in Hai Phong City)

TARGET INDUSTRIES

- › Textile Industry
- › Heavy Industry
- › Petrochemical Industry
- › Logistics Industry

OUR LONG-TERM PARTNERS

- › Bridgestone (Japan, Tire Manufacturing)
- › Knauf (Germany, Plasterboard Production)
- › Shin Etsu (Japan, Rear Earth Magnet Production)
- › Nakashima (Japan, Propeller Production)
- › Dongbu Steel (South Korea, Steel Recycling)
- › PVTEX (Vietnam, Synthetic Fibre Production)
- › IHI (Japan, Pre-fab construction elements)
- › ...



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