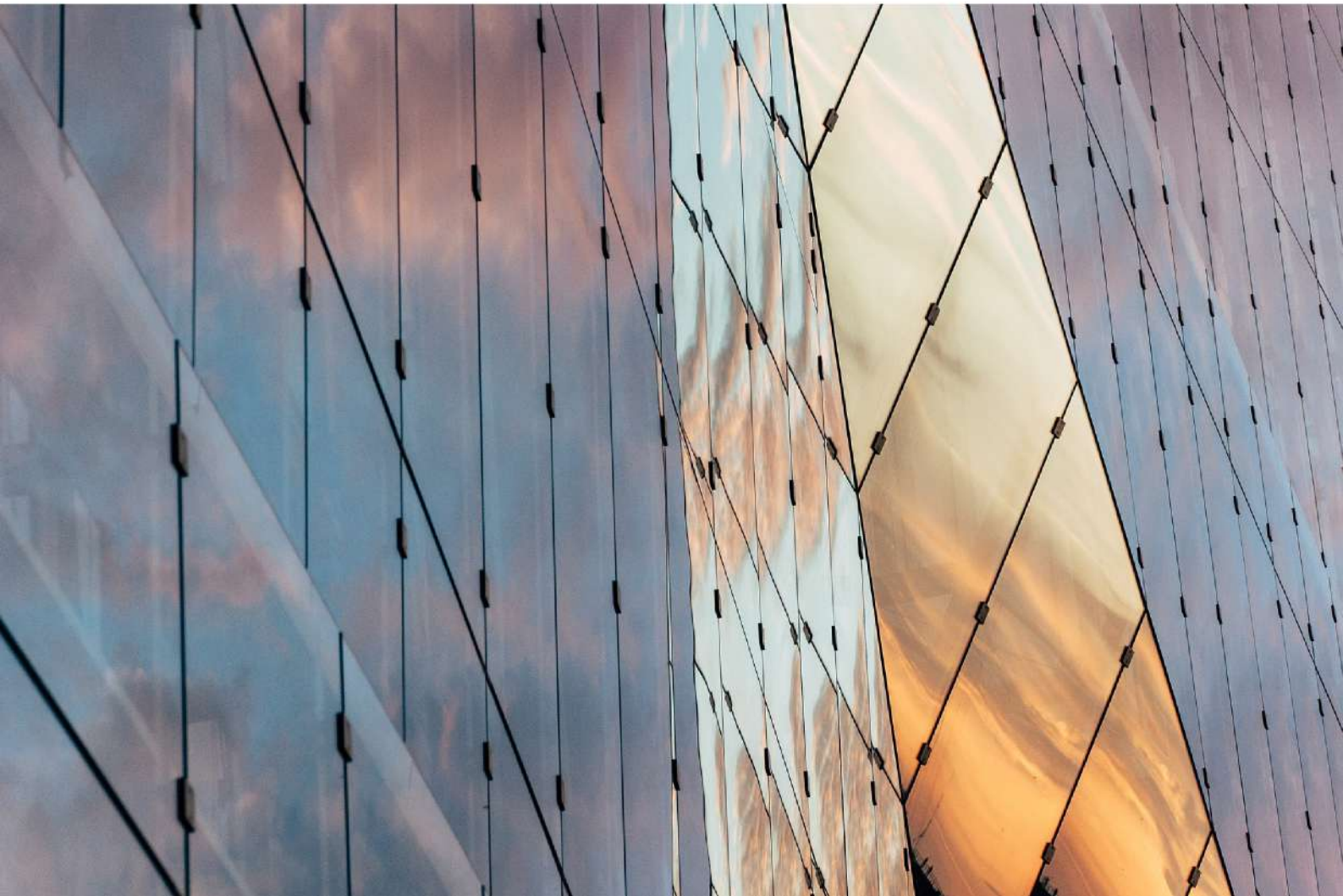




Savills Vietnam

Capability Statement



Global Network

UK, Ireland &
Channel Islands

131
offices

Europe
123
offices

Asia
Pacific
61
offices

Americas
Caribbean
68
offices

Middle East
& Africa
227
offices

Countries

70

Offices

610

Employees

39,000+

A powerful combination of global connections and deep local knowledge provides Savills with an unparalleled ability to connect people and property.

Savills extensive Asia Pacific network spans offices throughout Australia, New Zealand, China, Hong Kong, India, Indonesia, Japan, Korea, Macao, Malaysia, Myanmar, Philippines, Singapore, Taiwan, Thailand and Vietnam.

Savills Vietnam

Our innovative full service agency delivers best in class

ADVISORY SERVICES

- Conceptual Development Recommendations
- Market Research
- Economic and Demographic studies
- Interactive reporting and Map-based service
- Feasibility Studies
- Highest and Best Use
- Valuation
- Development Review

PROPERTY MANAGEMENT

- Pre-Operations Management Consultancy
- Property & Asset Management
- Facility Management
- Residential - Commercial - Industrial
- Property Management Training
- Vacation home: Common facility management, unit services, letting support.

AGENCY

- Retail
- Commercial leasing
- Residential leasing

INDUSTRIAL

- Landlord Advisory
- Development Consultancy
- Market Research
- Sale Leaseback
- Tenant Representation
- Investment Brokerage

RESIDENTIAL & INTERNATIONAL SALES

- Project Sales and Marketing Strategy
- Residential Sales
- International Sales
- Landlord Representative

INVESTMENT

- Stakeholder Engagement Structuring
- Strategic Project Positioning
- Acquisition and Sales

HOTEL & LEISURE

- Development Planning
- Hotel Operator Selection
- Acquisition/ Disposal

PLACE MARKETING

- Placemaking
- Brand Creation & Management
- Creative
- Digital
- Production
- Event & Experiential
- Sale Centre & Show Units
- PR & Corporate Branding

Savills Vietnam



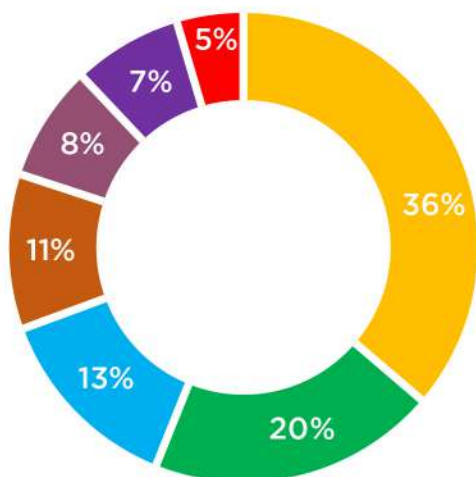
EMPLOYEES

With strong resourcing then operating continuity is guaranteed.

~2,500⁺ 

MEDIA PERFORMANCE

Maintaining a commanding media presence across all channels means Savills can market our clients interests most effectively.



- Savills Vietnam
- CBRE
- Colliers
- DKRA
- Knight Frank
- C&W
- JLL

Savills Vietnam has the largest exposure on major and high commercial value channel such as VTV1, HTV7, HTV9

Source: Isentia - Media Report, 2023

ESG Savills Vietnam



Gender bias



Leadership (>AD)



PM HCMC SAVING RESULT

Electric Consumption:

-10.4%
YoY

Water Consumption:

-10.4%
YoY

CO2 Emission:

-10.4%
YoY



“Scholarship for a bright future”



Education Facilities Support - AMA & Saigon Children's Charity

Advisory Services

Refined knowledge delivers inspired solutions

32⁺

years of experience across all asset classes

40

researchers and analysts

MOST RELIABLE AND DIVERSE

property databases in Vietnam

STRICT COMPLIANCE

with MOF, RICS and International Valuation standards



RESEARCH AND CONSULTANCY

VALUATION AND ADVISORY

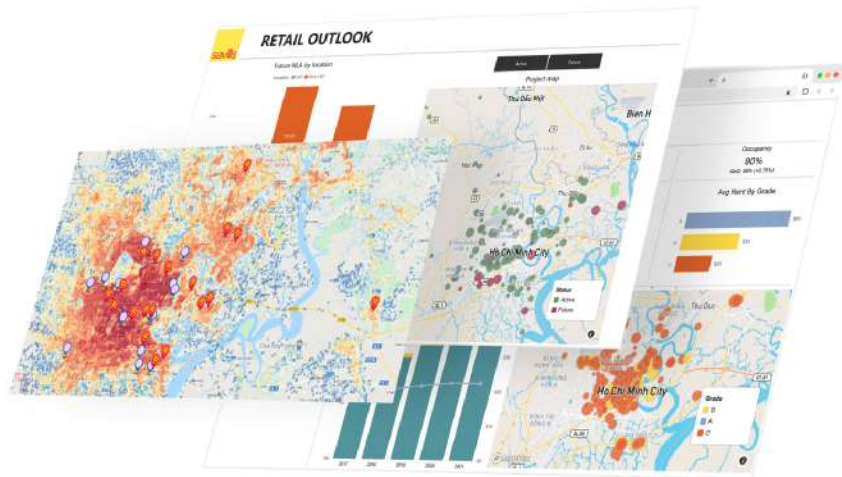
BANKING AND CORPORATE SERVICES

S22M

By Advisory Services

The world's leading property service provider

We will free you from the challenge of data collecting, processing, analyzing and visualizing data in relation with map-based services to bring you the most advanced interactive reports that help you make informed decisions. With S22M, businesses can overcome their most critical challenges.



Features

- Multiple layers of diverse data sets
- Short form of report with insightful visualization.
- Flexibility and integrity.
- Access anywhere, anytime.
- Interactive capability based on specific interest.
- Queries at your interest.
- Dashboard and report design based on client request
- Killer fish charts

Leasing

RETAIL

COMMERCIAL
LEASING

RESIDENTIAL
LEASING

—
**COMPREHENSIVE
SERVICE LINES**

30⁺

staff across
all asset classes

Development
Consultancy

Landlord
Advisory

Leasing &
Brokerage

Tenant
Representation

EXCLUSIVE PROJECTS

RETAIL



THISO MALL

OFFICE



ALPHA TOWER



THE METT

Property Management

MANAGED

7,870,791⁺
m²

EMPLOYEES

2,000⁺

60⁺

Senior team
at head office

—
VIETNAM'S LEADING
PROPERTY
MANAGEMENT TEAM

BUILDING
MANAGEMENT

FACILITIES
MANAGEMENT

TECHNICAL
SERVICES

FINANCIAL
MANAGEMENT

PRE-MANAGEMENT
CONSULTANCY

Residential Sales

—
**ONE-STOP FOR ALL
RESIDENTIAL SERVICES**

01

Professional, multi-language sales team with in-depth market knowledge, especially in luxury segmentation.

02

Working across all Vietnam and in the Savills global networks in UK, Asia, Europe, North America and Australia.

03

The first international residential sales team in Vietnam with a full suite of services.

04

Promote Vietnam properties successfully in Hongkong, Korea, China, Singapore and Taiwan.

Investment Brokerage & Advisory

UNRIVALED EXPERIENCE

- 01 SALES AND ACQUISITION
- 02 STRATEGIC PROJECT POSITIONING
- 03 STAKEHOLDER ENGAGEMENT STRUCTURING

Extensive dealings with institutions, investment funds and state-owned/commercial banks

Established relationships with local developers, high-net-worth families and local investors

Widespread regional and global network maximizing cross-border deal flow

Provide a broad range of services for investment properties and developments



Saigon Tower, HCMC



Saigon South Residences, HCMC



Pacific Place, Hanoi



Duxton Saigon Hotel, HCMC



SunWah Pearl, HCMC



Riverbank Place, HCMC



Urban Green Apartment, HCMC

Industrial

FULL SERVICE PLATFORM

01 LANDLORD ADVISORY

Full range of consultancy services to maximize returns.

02 DEVELOPMENT CONSULTANCY

Market entry and expansion.

03 MARKET RESEARCH

Refined research to ensure all unknown variables are quantified to maximise success.

04 TENANT REPRESENTATION

Formulate systematic transaction strategies, avoid expensive property pitfalls, and add tangible value.

05 SALE LEASEBACK

We guide property owners through tailored re-financing opportunities to help free up capital and improve cash flow while avoiding operational disruption.

06 INVESTMENT BROKERAGE

Acquisition, disposal and consultancy of investment properties and developments.

Hospitality

A FULL SERVICE HOSPITALITY PLATFORM

01

DEVELOPMENT PLANNING

- Market Study
- Cashflow Analysis
- Development Recommendation
- Feasibility Study
- Master Plan Review
- Operator Selection
- Second Home Products Advisory

02

HOTEL OPERATION REVIEW

- Pre-opening Budget Review
- Annual Budget Review
- Operational Review

03

DISPOSAL

- Brokerage Services

Place Marketing

A FULL SERVICE BRANDING AND MARKETING PLATFORM

01

PLACEMAKING

- Discovery & Strategy
- Delivery & Destination Marketing
- Place Activation

02

BRAND CREATION & MANAGEMENT

- Discovery Workshop
- Brand Audit
- Brand Positioning & Naming
- Brand Story & Identity
- Brand Visuals
- Brand Applications

03

CREATIVE

- Visual Identity
- Content & Copy
- Advertising Creative
- Collaterals Design

04

DIGITAL

- Website Development
- Social Media Management
- App Development
- Email Marketing
- Virtual Tour
- 3D Rendering & Animations

05

PRODUCTION

- Videography Production
- Photography Production
- Placement Production
- Print Management

06

EVENT & EXPERIENTAL

- Launch Events
- Press Conferences
- Sale Events
- Activations
- Exhibitions
- Online Events

07

SALE CENTRE & SHOW UNITS

- Concept Design & Consultancy
- Customer Journey
- Technology
- Staging
- Operation

08

PR & CORPORATE BRANDING

- Awards
- Developer Branding
- Media Relation
- Annual Reports



Savills Cares

Industry award fees are being redirected to help local people. Charities for underprivileged around the country will receive donations.

Savills is committed to caring for the community



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