

# **Quillion Global Vietnam Growth Opportunity**

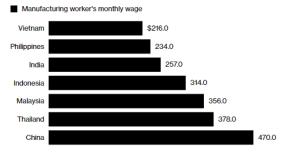
**Quillion Global** is seeking to raise awareness in investors for **growth opportunities in Vietnam**. This may include, but not limited to, direct real estate assets and/or other special situation opportunities.

## **Country Outlook**

Vietnam fiscal position has been in a very volatile situation due to the ongoing trade tension between the United States and China. Often dubbed as the 'Mini China', Vietnam is in fact showing a similar progress chart as to when China started to progress rapidly with the liberalization of its domestic market to the global economy. With the cheapest labour in Asia's market, Vietnam is poised to capture some portion of the global market share in labour-intensive manufacturing.



Vietnam's manufacturing wages are among the lowest in Asia



Source: Japan External Trade Organization

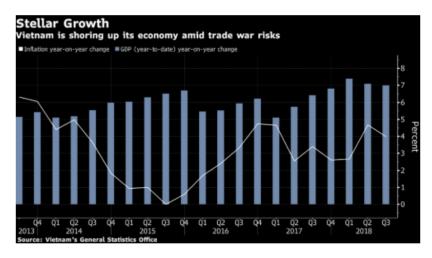
Note: Data is base salary as of October 2017, and converted to the U.S. dollar using the average exchange rate for the month

At the same time, Prime Minister Nguyen Xuan Phuc is utilizing the full situation of the trade tensions to bolster up the nation's status as a strong powerhouse for manufacturing and export. This makes Vietnam very attractive to foreign investors despite the turbulent times in the current market. And here's why:

- 1. Currency Strength
- 2. Trade Deals
- Stability
- 4. Location
- 5. Labour Costs

The decreasing currency strength against USD due to the strengthening of the greenback and the repercussion of the trade tariffs of global currencies indicates a higher borrowing cost for investment and projects settled in USD. This may seem to be a double-edged sword for investors in the budgeting aspect, however, this may also provide a different angle of a lower barrier of entry into Vietnam. Products are now cheaper to deal in USD for investors.

The Trans-Pacific trade pact was signed with 10 other nations, together with the EV-FTA (Euro-Vietnam) that will eliminate almost all tariffs for Vietnam. Foreign direct investments can now find better flow into the nation with proposed securities law that can allow 100% foreign ownership of public companies, with a record \$18 billion USD for 2018.



#### **Key Statistics**

Vietnam, Ho Chi Minh City
Population – 7,521,130
Currency – Vietnamese Dong
GDP – 240.779 billion USD

Corporate Tax Rate – 20% Registered FDI – 20 billion USD

#### **Credit Ratings:**

- 1. Moody's Ba3
- 2. S&P BB-
- 3. Fitch BB-

## **Currency Exchange:**

1 USD - 23.227.43 VND (as of 14/12/2018)

Growth Opportunity in the Real Estate market of Vietnam



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## **Quillion Global's Take**

#### Translated Opportunities Factcheck / Risk **Analysis** Investors are looking to park Vietnam's credit rating has been improved, Equity selloff in Emerging their capital at a safer 'haven' assurance for investors to seek for Markets opportunities in the country Strengthening of Investors' Waning Currency Investors with USD stand to gain in acquiring Investing power in Vietnam Strength assets at a more than fair value today. The affluent locals will be motivated to invest too. Despite having a trade surplus over the USA, Vietnam's Potential Repercussion of economy remains robust in the Emerging markets have been hit by the trade Trade War midst of the trade tension wars but capital has to flow somewhere for the investors at the same risk but higher returns (Vietnam) Real asset appreciation a great Rising Inflation Rate in hedge against the inflation. Vietnam Relaxed housing law unlocks additional value to the real estate market in Vietnam

- Targeting Ultra High-Net Worth Individuals, Professional Foreign Expatriate and Overseas buyers: South Korean, Japanese and the Chinese.
- Targeting High-end Apartments to meet the demands of overseas investors due to its capital growth and rental yield capability, particularly in Ho Chi Minh Districts.



For investors who are interested to know more on the potential investment strategy, please feel free to contact us for more information:

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