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YOUR RELIABLE  
**INVESTMENT  
LOCATION**  
IN VIETNAM

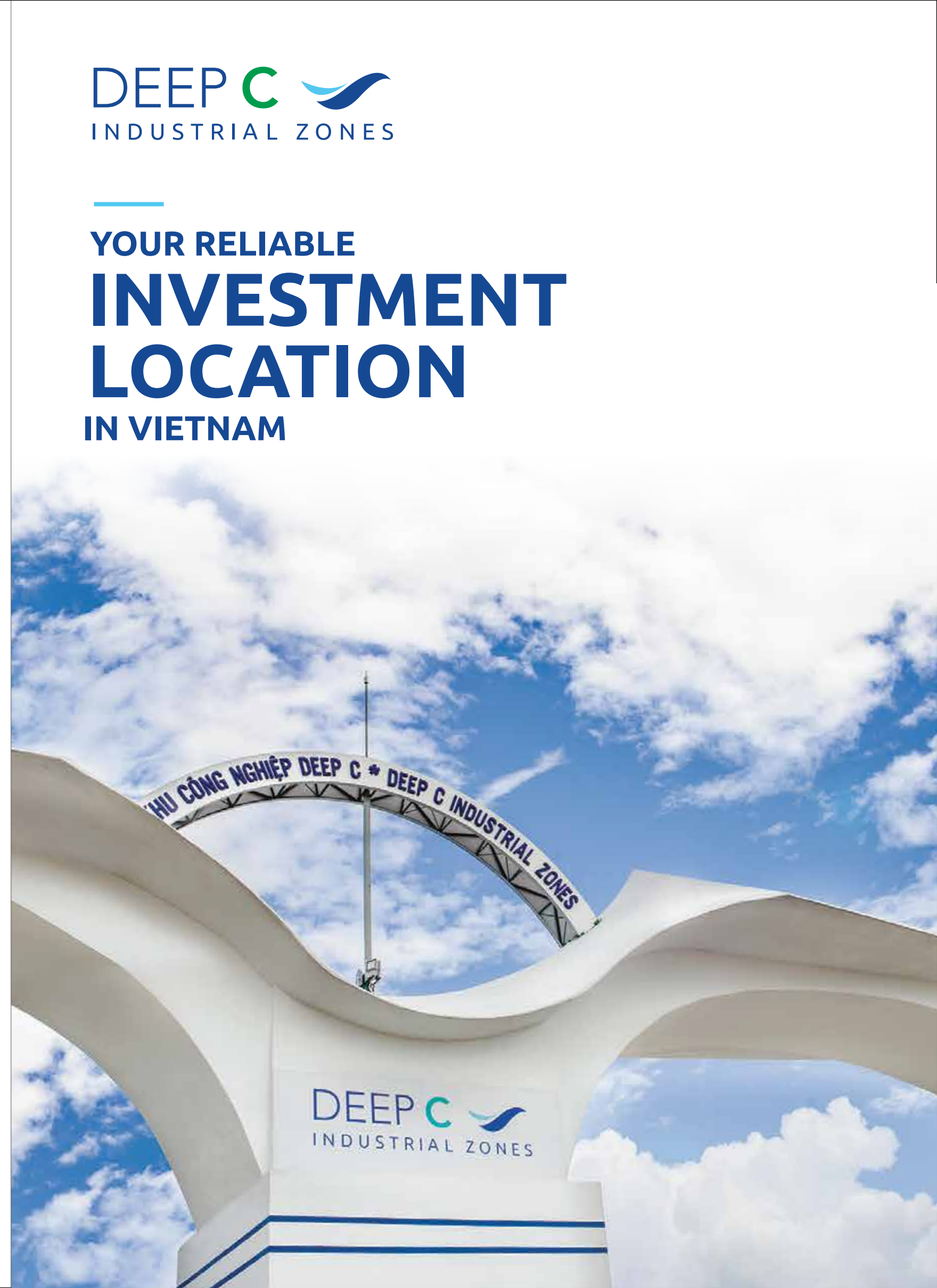


**HAIPHONG OFFICE**

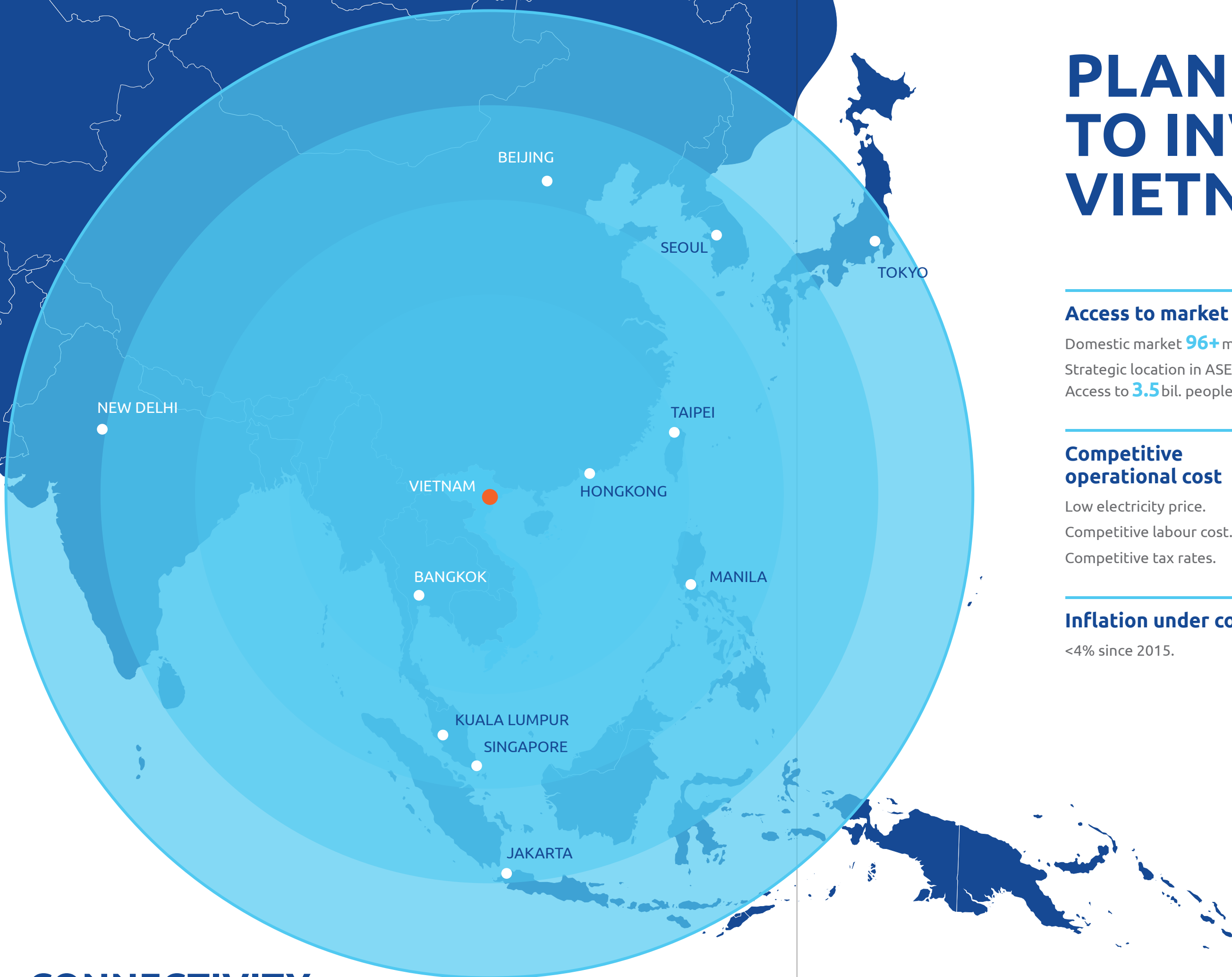
5<sup>th</sup> floor, Harbour View Office Tower, 12 Tran Phu  
Ngo Quyen, Haiphong  
Tel: +84 225 3836 169  
Email: info@deepc.vn – Website: www.deepc.vn

**QUANG NINH OFFICE**

No. 8-9 My Gia Street, Vinhomes Dragon Bay  
Ha Long residential area, Hong Gai ward,  
Ha Long city, Quang Ninh province  
Tel: +84 2033 567 848



# PLANNING TO INVEST IN VIETNAM?



## Access to market

Domestic market **96+** mil. people.  
Strategic location in ASEAN.  
Access to **3.5** bil. people.

## One of the most open & integrated economies

Free Trade Agreements connecting to **78%** of the world's GDP.

## Competitive operational cost

Low electricity price.  
Competitive labour cost.  
Competitive tax rates.

## Competitive labour force

Abundant and hardworking.  
Average age of **30** years.

## Inflation under control

<4% since 2015.

## Stable political climate

## CONNECTIVITY

3.5 billion people (50% of the world's population) within 3,500km - approx. 5 days of shipping, or 5 hours flying time.

**VIETNAM RISES 14 PLACES**  
in the World Bank's Ease of Doing Business Rankings 2018

**TOP 10  
GREENFIELD  
FDI  
PERFORMANCE  
INDEX**

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FDI Intelligence

# HAIPHONG

## Population



- Total: **2 million**
- In working age: **1.2 million ~ 60%**

## GDP Growth rate

Haiphong

**16.68%**

Nationwide

**7.02%**

## FDI inflow

**+770** projects  
**+18.7 bil.** USD capital  
 (2019 data)

- › Major port and industrial city of north Vietnam
- › 105 km east of Hanoi
- › International hotels, hospitals, schools are available
- › Main ports:
  - » Haiphong Port 20,000DWT
  - » Lach Huyen Deep Sea Port 100,000DWT

# QUANG NINH

## Population



- Total: **1.3 million**
- In working age: **780,000 ~ 60%**

## GDP Growth rate

Quang Ninh

**12.1%**

Nationwide

**7.02%**

## FDI inflow

**+120** projects  
**+6.3 bil.** USD capital  
 (2019 data)

- › Industrial and touristic province
- › 130 km north east of Hanoi
- › Local amenities develop intensively alongside Ha Long Bay
- › Main ports:
  - » Cai Lan Port 30,000DWT



Hanoi - Haiphong Expressway

Noi Bai Int'l Airport



HANOI

Hanoi - Haiphong Expressway

Coastal Expressway

HAIPHONG

Cat Bi Int'l Airport



DEEP C Haiphong



Haiphong - Quang Ninh - China border Expressway

QUANG NINH

DEEP C Quang Ninh



Van Don Int'l Airport



Cai Lan Port

Lach Huyen Deep Sea Port



### Hanoi Noi Bai Int'l Airport

New terminal, new runways  
 # Passengers: ~21 mil./year  
 # Cargos: 203,000 tons/year  
 Possibility of expansion: ~50 mil. passengers/year (2030)

### Haiphong Port 20,000DWT

Draft: -7m ~ -9m  
 # Cargos: 130 mil. tons (2019)

### Cai Lan Port 40,000DWT

Draft: -10m  
 # Cargos: 74.3 mil. tons (2018)

### Lach Huyen Deep Sea Port 100,000DWT

Draft: -14m  
 # Cargos: 419,351 TEUs (2019)  
 Est. 120 mil. tons (2030)  
 Operational: May 2018 (first 2 berths)



### Hanoi - Haiphong Expressway

105 km  
 Max speed: 120 km/hour.

### Haiphong - Quang Ninh - China border Expressway

25km from Haiphong to Ha Long with Bach Dang bridge.  
 54km from Ha Long to Van Don completed.  
 80km from Van Don to Mong Cai (border to China) to be completed in 2021.  
 12 hours trucking Haiphong - Shenzhen (China) by 2021.

### Coastal Highway

550 km  
 Connecting 6 coastal provinces  
 Quang Ninh - Thanh Hoa.

### Haiphong Cat Bi Int'l Airport

# Passengers: ~3.2 mil./year  
 Planned expansion: ~13 mil. passengers/year & 250,000 tons cargos/year.



### Quang Ninh Van Don Int'l Airport

# Passengers: est. 2.5 mil./year  
 # Cargos: est. 10,000 tons/year



# DEEP C INDUSTRIAL ZONES

## STRATEGIC LOCATION

At the centre of North Vietnam's infrastructure developments

DEEP C Industrial Zones was first established in 1997 in Haiphong City with the development of Dinh Vu Industrial Zone (DVIZ/DEEP C Haiphong I), a collaboration between the Belgian group Rent-A-Port and Vietnamese local authority. Since then, we have evolved to be one of the largest industrial zone developers in Vietnam with a total of 5 industrial zones and +3,500ha of land for lease in Haiphong city & Quang Ninh province, supported by general infrastructures and reliable utilities.

## INDUSTRIAL LAND FOR LEASE



## READY-BUILT WORKSHOP/ WAREHOUSE/ OFFICES



Size of 5,400m<sup>2</sup> | 4,050m<sup>2</sup> | 2,700m<sup>2</sup> | 1,350m<sup>2</sup>

Floor loading capacity 2.5T/m<sup>2</sup>

Free height +9m

Built-to-suit options available

# RELIABLE UTILITIES AND SERVICES

## Park Management



## Power



- › Reliable incoming source (national grid & regional grid as backup).
- › Underground distribution.
- › Redundant network design.
- › Ongoing development of renewable energy.



## Water & Waste Water

- › Redundant treated water supply.
- › Demineralized water and steam.
- › Central waste water treatment plant certified with ISO 9001 & 14001.

## Drainage

## Telecommunication Network

Redundant distribution networks. Flexibility to choose between different suppliers.

## Energy Hub



Easy access to fuels and chemicals supply from tenants in DEEP C Hai Phong I's Petrochemical Park.

## Fire-fighting System

Underground loop system.

## Waste Collection Service



# SUPPORTING SERVICES

- › Dedicated customer service team.
- › Support for Investment Registration Certificate and Business Registration Certificate applications.
- › Post-licensing services.



# ECONOMIC ZONE TAX INCENTIVE

## @ DEEP C HAIPHONG

- › 4.35% Corporate Income Tax on average for the first 15 years.
- › Applied from the first commercial invoice.
- › Maximum delay of 3 years in case of no profit.
- › Normal Corporate Income Tax rate: 20%.

### Case 1: Making profit from 1<sup>st</sup> year of establishment

First 4 years <b>0%</b>	›	9 years <b>5%</b>	›	2 years <b>10%</b>	›	Y16 <sup>th</sup> onwards <b>20%</b>
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### Case 2: Making profit from 4<sup>th</sup> year of establishment

3 years No Profit	›	4 years <b>0%</b>	›	8 years <b>5%</b>	›	1 year <b>10%</b>	›	Y17 <sup>th</sup> onwards <b>20%</b>
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# OUR LONG-TERM PARTNERS

+120 investors from a wide variety of industries and nationalities.



“As the very first client coming to DEEP C, over 20 years we have witnessed the growth of DEEP C as well as the continuous improvement they have put in place, from reliable power supply to upgraded liquids jetty condition. This has contributed to our own growth, so we could start exporting in 2013 and expand our operation twice.”

**Mr. Vu Anh Tuan**  
Supply Chain Manager  
Chevron Lubricants Vietnam Co., Ltd.

“We were operating in another industrial zone before, but we decided in 2008 to be the first Japanese runner in DEEP C because of three main reasons: location, expectation of the infrastructure development, and the tax incentives.”

**Mr. Akira Yamamoto**  
General Director  
Nakashima Vietnam Co., Ltd.