

CBRE Vietnam

Dashboard

November 1, 2013

CBRE Global Research

Vietnam Economic Indicators

ECONOMIC INDICATORS	2Y	1Y	6M	3M	1M	Current
CPI (%) y-o-y	21.6	7.0	6.6	6.8	6.3	5.9
Trade balance (US\$, bil)	(8.4)	(0.5)	(0.1)	0.2	(0.3)	(0.2)
Retail & services Turnover (VND, tril)	180.1	204.2	213.4	213.3	226.1	227.0

Source: GSO

Real Estate

REAL ESTATE INDEX	2Y	1Y	6M	3M	1M	Current
Real Estate Holding & Development Listed Companies	43.8	40.5	42.2	41.3	41.2	43.4
Real Estate Services Listed Companies	56.7	37.8	31.1	23.8	19.8	22.0

Source: Stockbiz

Banking & Finance

BANKING & FINANCE	2Y	1Y	6M	3M	1M	Current
VN-Index	414.1	388.4	474.5	485.7	487.1	500.0
USD/VND (inter-bank)	20,828	20,828	20,828	21,036	21,036	21,036
Local gold (VND mil/tael)	44.7	46.0	42.8	38.3	37.5	37.2
Lending Rate (%)*	20.3	15.5	15.3	13.3	13.2	12.8
Deposit rate (%)** (1-year term)	13.9	11.4	9.9	8.4	8.2	8.2

Source: GSO, SBV, SJC & HSX

New Launches(***) (condominium for sale)

NEW LAUNCHES	2Y	1Y	6M	3M	1M	Current
HCMC New launches (unit)	8,093	4,997	3,698	2,638	1,452	391
HN New launches (unit)	20,381	9,115	4,023	3,264	2,408	1,538

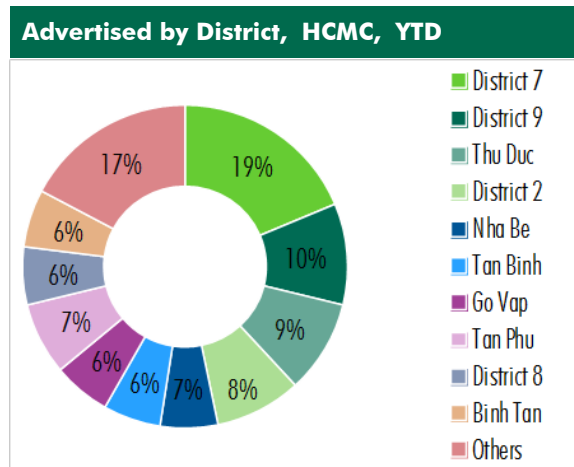
Source: CBRE

(*) Current lending rate is the average lending rate surveyed at ten banks, applied for home loan only. However, the back-dated numbers are the average rate which was announced publicly at that point of time, applied for all sectors and all banks.

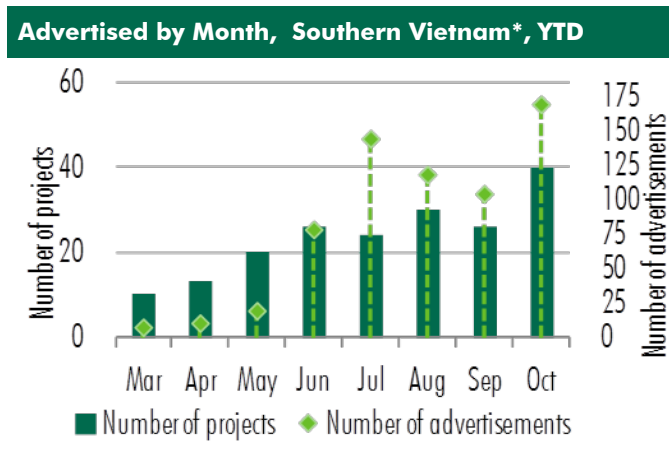
(**) Deposit rate is the average deposit rate of a basket of ten banks in which the rates are announced publicly on their websites and can be tracked backwards.

(***) New launches is the number of units that were released to the market by developers and calculated on a monthly basis.

NUMBER OF ADVERTISEMENTS RECORDED THE HIGHEST NUMBER SINCE MARCH 2013



Source: CBRE



(*): HCMC, Binh Duong and Dong Nai, BR-VT

Highlights:

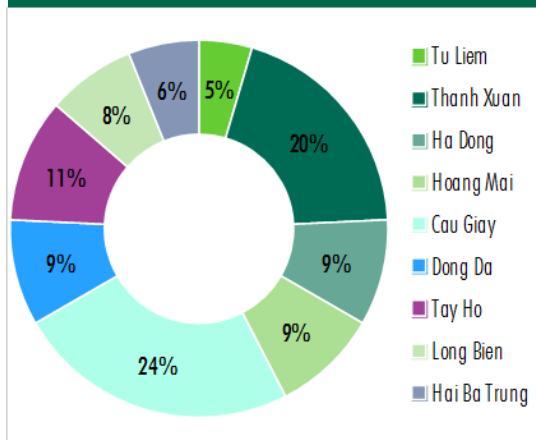
- October recorded the highest number of advertisements and projects since March 2013.
- A half page on Tuoi Tre Newspaper introduced Lexington Residence – the newest project in District 2 developed by Novaland.
- Imperia An Phu implemented the 10% down payment with hand-over.
- A few number of projects in the middle of Vietnam were advertised in selected printed newspapers.

Note: Selected newspapers include Tuoi Tre, Mua & Ban, Vietnam News, Thi trung Bat dong san & Tai san, Saigon Times Daily



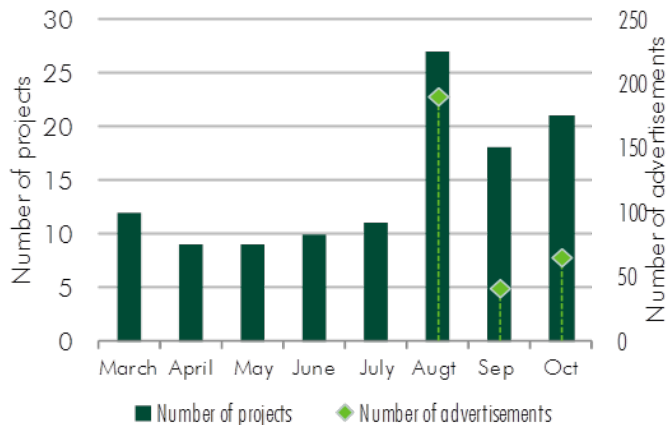
A PICK UP IN LAUNCHES ACTIVITY IN THE LAST WEEK OF OCTOBER

Advertised by District, Hanoi, September



Source: CBRE

Advertised by Month, Hanoi, YTD



Source: CBRE

Highlights:

- Three project launched this week: Berriver Long Bien (Long Bien Dist), Victoria Van Phu (Ha Dong Dist) and Golden West (Thanh Xuan West)
- Mid-end projects dominated advertisement frequency in week 44 and in October
- Cau Giay continued to dominate both the number of projects advertised and advertising frequency throughout October.