

SAVILLS VIETNAM

# Capability Statement

savills



# Global Network

For over 160 years, we've been helping people thrive through places and spaces.

Our expansive global team is dedicated to commercial and prime residential real estate, so no matter where you are, we have the expertise to bring your vision to life.

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

**700<sup>+</sup>**  
OWNED & ASSOCIATE OFFICES

**70**  
COUNTRIES

**42K<sup>+</sup>**  
EMPLOYEES

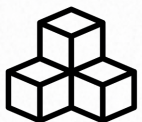
# Savills Vietnam



**3,500+**  
Employees



Strong resourcing  
guarantees continuity



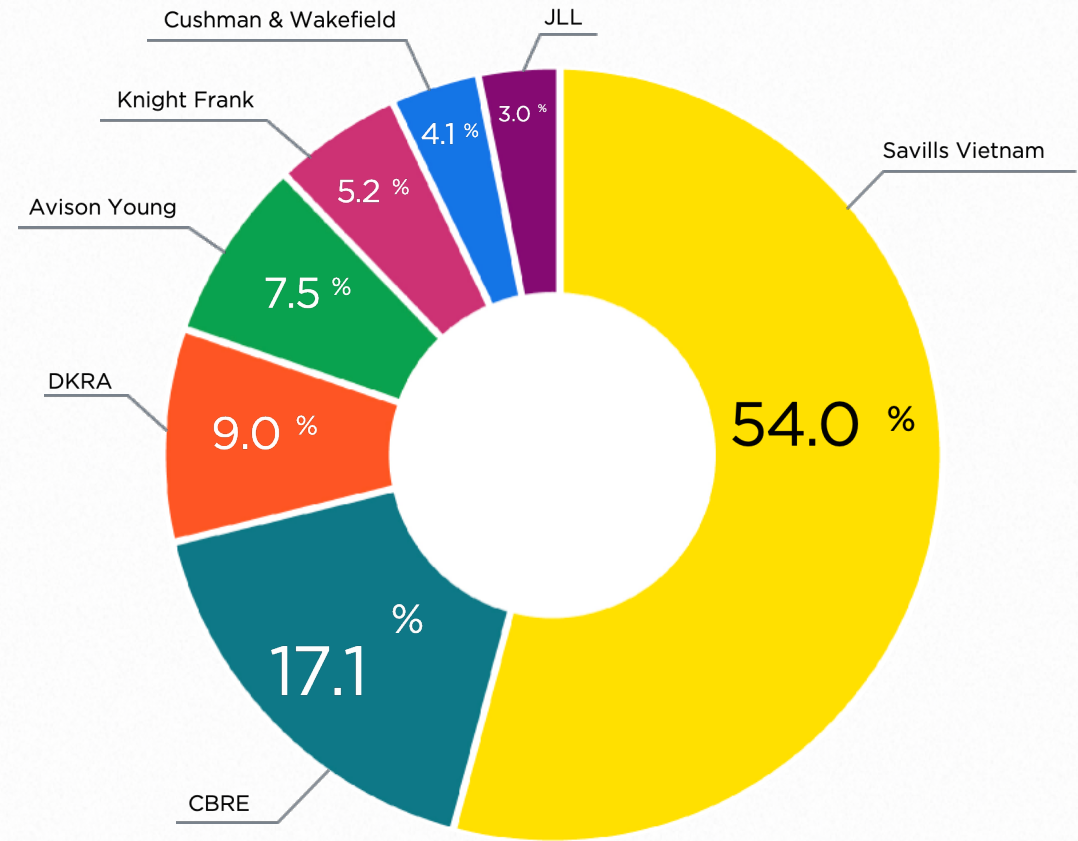
Forward-thinking  
approach crafts  
industry-leading  
solutions



We listen  
We empower  
We challenge  
We collaborate

## Media Share of Voice

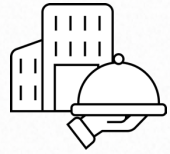
Our commanding media presence across all channels means we market our clients interests most effectively.



Source: CommSights - Media Report, 2025

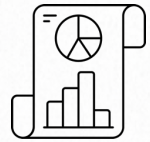
# Our innovative full-service agency delivers best in class

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Hotel & Leisure

Residential & International Sales



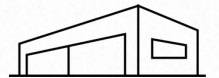
Advisory Services

Property Management



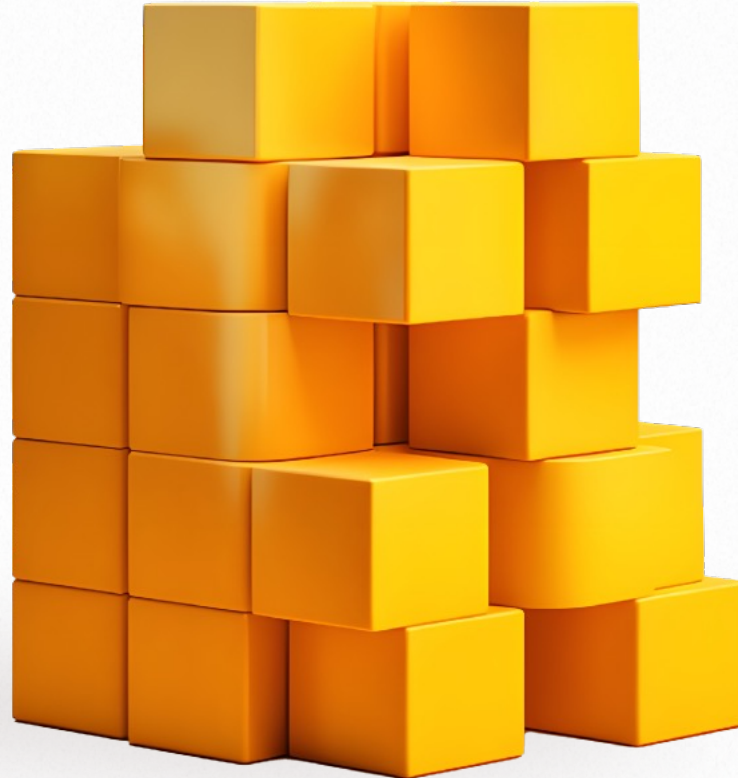
Place Marketing

Industrial



Investment

Agency



# ESG Savills



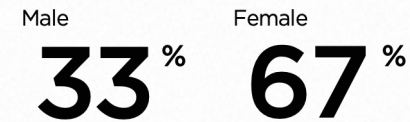
We are committed to sustainability and have aligned our practices with the UN Sustainable Development Goals (SDGs).

We focus on the environment, promoting employee well-being, gender equality, and uplifting the communities we operate within through our charity and scholarship work. Both Savills offices have green certifications.

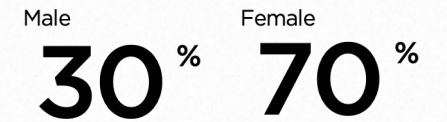
## CHARITY PARTNERS



### GENDER BIAS



### LEADERSHIP (>AD)



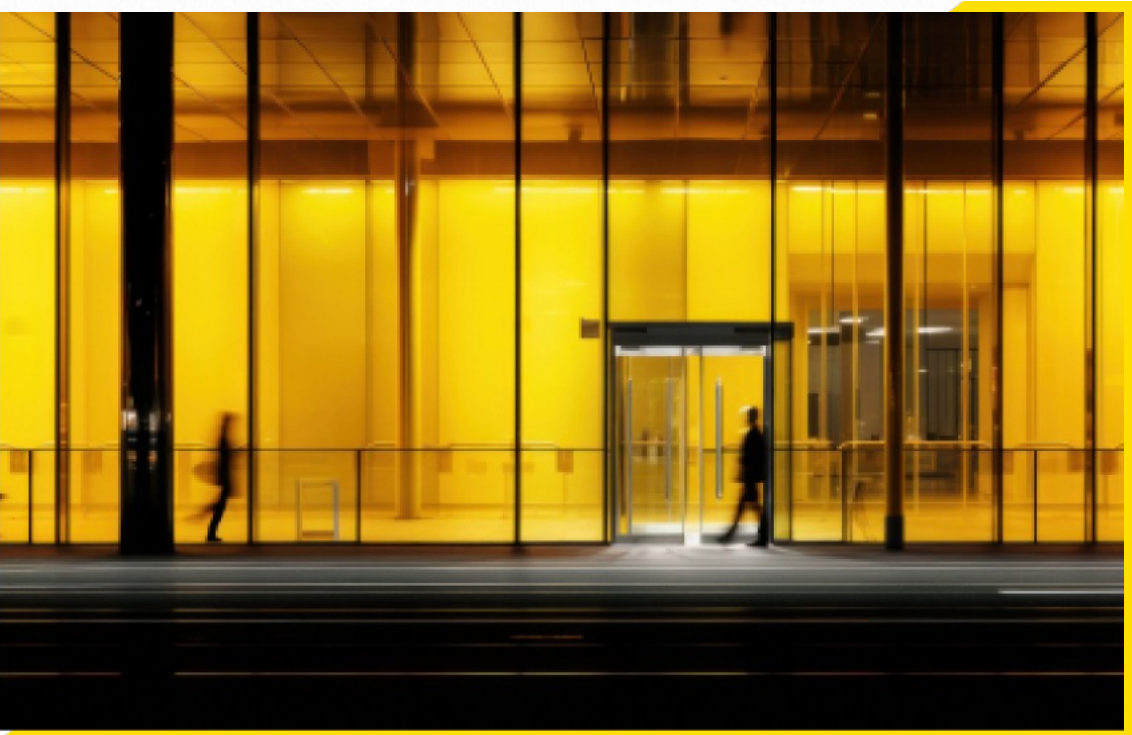
### SAVING RESULT



(Property Management Resource Savings 2022-2023)



# Advisory Services



## Refined Knowledge Delivers Inspired Solutions

Our teams use their vast market knowledge, which spans various sectors, countries, and classes, to help our clients make informed decisions. Experts, with reputations as market leaders and access to our global network, provide unrivalled expertise to every instruction. We cater to all real estate players, from individual occupiers to investors and developers with expansive portfolios.

## Key Services

### ■ Research & Consultancy

With a multitude of uncertain macro variables in Viet Nam, it is critical to minimise downside risks through accurate property market research. Savills refined research ensures unknown variables are quantified so that projects have the maximum opportunity for success.

### ■ Valuation & Advisory

Viet Nam's most established valuation team provides professional, high-quality, and prudent outcomes that withstand scrutiny and ensure the best possible returns.

### ■ Banking & Corporate Services

Mitigate risk with robust valuation assessments to international standards. Our processes uphold integrity and transparency throughout, putting our clients at ease.

**40**

Researchers and analysts

**32<sup>+</sup>**  
**YEARS**

Of experience across all asset classes



Viet Nam's longest-running property database



Strict Compliance with MOF, RICS & International Valuation Standards

# Commercial Leasing



50+ Exclusive / Lead Appointed Projects

Over  
**300**

Successful transactions

Over US\$  
**500mils**

Value for transaction volume

Over US\$  
**10mils**

Largest transaction

sq m  
**1,000**

Average transaction

## End-to-end commercial leasing services

### RETAIL

We work with brands on market entry and franchise consultancy, tenant representation, and property sourcing. We also deliver exclusive leasing agency services, retail and reshuffle consultancy, and lease management to developers.

### OFFICE

We use Savills research and our extensive network and experience to provide tenants with representation, brokerage, and workplace consultancy. For our landlord partners, we provide exclusive leasing agency services, pre-leasing consultancy, and lease management. Partner with us for seamless commercial leasing solutions.

## Key Properties

### HO CHI MINH CITY



The Kross



VRG Building

### HANOI



Grand Terra - 36 Cat Linh



Taisei Square Hanoi

# Residential Sales



Full range of services



Diverse residential project portfolio

**30+** YEARS

Experience in Viet Nam



Support Vietnamese and foreign clients

## Key Markets

- Ho Chi Minh City
- Ha Noi
- Da Nang
- Binh Duong
- United Kingdom
- Dubai
- Australia

## Diverse property types

- Apartment
- Landed property
- Vacation Home

## Where global expertise connects discerning clients with the world's finest residences

With an exceptional global residential portfolio, we are recognized for our discretion and local and global expertise. Present in over 70 key markets, we connect discerning clients with the world's most exclusive homes. Our multilingual capability and deep market understanding across Vietnam, APAC, and international destinations allow us to serve a truly global audience.

We provide a comprehensive suite of premium residential services - including selling and reselling, renting and leasing - and act as a trusted distribution agency for leading developers, bringing distinguished projects to market.

## Featured projects

- The Marq
- Starlake Tay Ho Tay Township
- Nobu Residences Da Nang
- Grand Marina Saigon
- Alluvia City
- Capital Square
- The Global City
- Vinhomes Global Gate
- The Capston
- The Reflection West Lake
- Ho Tram's projects
- London Dock

## Key Services

- Local Sales
- Resales
- Lease
- International Sales
- Rent
- Consultancy
- Property Management

# Industrial Services



**559,146**

Leased area (sq m)

**494,111**

Sold area (sq m)

**60+**

Developer contracts

**28,369,000**

Transaction values (US\$)

## Providing bespoke leasing & investment agency since 2017

We offer comprehensive leasing & investment brokerage services and sale-leaseback solutions for all industrial property types. Whether you're entering the market, diversifying your portfolio, expanding operations, strategically leasing an asset, or acquiring/disposing of properties, our experts guide you every step of the way.

### Case Studies

■ Gaw NP Hai Phong, 160,000 sq m

■ Coca-Cola Beverage Long An, 190,000 sq m

■ Shopee HCMC, 8,000 sq m

■ Medtronic HCMC, GFA 2,200 sq m

■ Framas Dong Nai, GFA: 20,000 sq m

### Key Services

■ Landlord Advisory

■ Tenant Representation

■ Leasing Brokerage

■ Investment Brokerage

■ Sale-Leaseback

■ Market Research

# Property Management



**13+ mils** sq m

Area Managed in Viet Nam

**3,000+**

On-site experts

**70+**

Consulted Projects in Viet Nam

**115+**

Headquarter Experts

## Maximising Your Property Value with Seamless Operations

With tailored consulting packages and management models, we support developers in optimising investment costs and ensuring effective operations. Our approach strengthens tenant and resident loyalty, attracts potential customers, and enhances the long-term value, reputation, and competitiveness of each project.

Our long-term partnerships with leading developers demonstrate the strength of our international standards, deep local expertise, and pioneering efforts in ESG and PropTech-driven operations.

Backed by extensive experience and a proven track record, Savills manages over 145 high-end projects across Viet Nam, including residential, commercial, and industrial developments, as well as tenant spaces. Our portfolio stands as a testament to our expertise, scale, and capability in the industry.

### Key Services

#### ■ Management Services

- Residential Property Management
- Commercial Property Management
- Industrial Property Management
- Integrated Facility Management (IFM)

#### ■ Management Consultancy Services

#### ■ Value Added Services

### Key Clients

■ Phu My Hung: 11 projects

■ Phu Long: 11 projects

■ Novaland: 10 projects

■ BRG Group: 6 projects

■ MIK Group: 5 projects

■ Hoang Huy Group: 3 projects

■ Gelex Group: 3 projects

■ OSI Holdings: 2 projects

# Property Management



## Case Studies



LogisValley Bac Ninh  
**74,000 sq m**



LÔ-GOI Yen Phong  
**2.1 ha**



RBF in NT Textile IP  
**54,000 sq m**



RBF in Nhon Trach 3 IP  
**33,900 sq m**

## Integrated Facility Management (IFM)

### The One-Stop IFM Partner, Scaling With Your Portfolio and Ensuring Operational Continuity Across Every Site

Savills provides Integrated Facility Management (IFM) solutions for multi-site tenant portfolios, consolidating hard services, soft services, and specialist vendors under a single operational and contractual framework.

Through one accountable interface, Savills ensures service consistency, performance management, and risk control across all sites.

## Key Services

- Technical Hard Services
- General Services
- Housekeeping
- Landscaping
- Security
- Pest Control

## Why Savills?

- Global IFM standards & Local execution
- Strong HSE & Compliance control
- End-to-end Hard & Soft FM expertise
- 8-15% OPEX optimisation through integration
- Full digital transparency & Governance
- Day-0 mobilisation & Zero disruption

# Savills Place



## Key Services

- Art Direction & Key Visuals
- Digital & Social Media Management
- Graphic Motion
- PR & Events
- CGIs, Photo & Video Production
- Corporate / Project Branding Development
- 360 Virtual Tours
- Placemaking

## A full-service Real Estate marketing and branding agency for real estate

Our placemaking approach creates vibrant destinations, focusing on people and fostering connections through cohesive brand identities, visual elements, events, and marketing activities.

Partnering with us accelerates sales and leasing, attracts the right tenants, boosts revenue, and elevates your brand reputation. Unlock the full potential of your real estate assets by creating places that resonate with communities and drive successful real estate ventures.

## Case Studies

- FC Hanoi
- Seren Row Apartments
- The West
- Logicross Vietnam
- Oriental Square by OSI
- 29 Ly Thai To
- The Komorebi & The Miyabi
- The Marc 88
- Azerai Ke Ga Bay
- Grand Era 9 Pham Hung
- The May Legend
- Technopark Tower
- Westlake Square Hanoi
- Taisei Square
- Grand Terra
- Thiso Mall
- Techcombank Tower
- Sembcorp Industries

# Investment Advisory



## Key Studies

- Saigon Tower HCMC
- SunWah Pearl HCMC
- Riverbank Place HCMC
- Saigon South Residences HCMC
- Urban Green Apartment HCMC
- Pacific Place Ha Noi

## Key Services

- Sale & Acquisition
- Stakeholder Engagement Structuring

## Unrivalled Experience

- Extensive knowledge of local 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.
- Specialize in the sales and acquisition and related advisory services for investment properties and developments.
- Provide a broad range of services for owners and investors.
- A dedicated hotel team.

## Investment Advisory and Marketing services at any stage of the property lifecycle

### FOR SELLERS

We maximise returns through financial modelling and targeted marketing utilising our extensive database, securing optimal pricing and navigating transactions smoothly.

### FOR BUYERS

We source prime investment options, manage the entire buying process, and secure favourable terms while ensuring due diligence. Our team facilitates successful transactions for all parties involved.

# Savills Hotels



Market data from the Viet Nam, Philippines, Myanmar, Thailand, Cambodia and the Maldives

**35+**

Brands to Viet Nam & SEA

**3,500**

Master plan advisory projects

**50+**

Hotel operator selection engagements

**100+**

Strategic advisory engagements

## Cultivating success in your hospitality projects

We empower clients with in-depth market insights and regional expertise to support strategic decision-making across the entire lifecycle of hospitality and real estate projects, from initial planning and positioning to operations and eventual divestment. Our experience spans a diverse range of asset classes, including luxury hotels and resorts, branded residences, serviced apartments, and second home developments.

Savills Hotels APAC combines global hospitality expertise with strong local knowledge, regional intelligence, and the full support of Savills Hotels Global. Our services, including strategic advisory, operator and brand selection, owner representation, and investment advisory, are designed to deliver meaningful value at every stage of the project lifecycle.

### Case Studies

- The Ritz-Carlton Saigon
- Saigon Center Phase 3
- Changi International Airport Terminal 5, Singapore
- Mandarin Oriental Phu Yen & Danang

### Key Services

Strategic Advisory Services	Interim Services	Hotel Operational Reviews	Investment
Market Study	Rental Program Advisory	Hotel Operation Review	Brokerage Services
Cashflow Analysis	Technical Service Support	Rebranding/ Conversion Advisory	
Development Recommendation	Pre-opening Budget Review	Owner Representation	
Feasibility Study		Annual Budget Review	
Master Plan Review			
Operator Selection			

# Board of Directors



**NEIL MACGREGOR**  
MANAGING DIRECTOR, SAVILLS

#### CREDENTIAL

- Fellow of the Royal Institution of Chartered Surveyors
- RICS Vietnam Committee Member

#### SKILLS

- Commercial real estate
- Property investment
- Development consultancy & valuation
- Lease negotiations, rent reviews, lease renewals

Neil is Managing Director of Savills Vietnam and has been with the company for the past 23 years. He has overseen Savills' growth from the former Chesterton Petty team of 25 people to the Savills team of over 1,000 people and a leading property consultant in Vietnam today. Together with the Investment team, Neil has completed some of the largest investment transactions in the country.

Prior to moving to Vietnam, Neil was trained and qualified as a real estate specialist in London, gaining experience particularly in property valuation and investment. He was Senior Surveyor with the international investment team at DTZ Debenham Tie Leung, responsible for major property investment acquisitions and sales throughout the UK and Europe.

In 2012, Neil was elected a Fellow of the Royal Institution of Chartered Surveyors, the highest professional qualification awarded by the Institution, in recognition of his outstanding achievement, success, and expertise within the profession.



**MATTHEW POWELL**  
DIRECTOR, SAVILLS HANOI

#### CREDENTIAL

- Member of the Royal Institution of Chartered Surveyors

#### SKILLS

- Investment
- Development Advisory
- Residential Development Sales
- Office Agency

Matt specializes in significant development projects providing consultancy, agency and strategic advice across both the residential, hospitality and commercial sectors; and working with investors for commercial and residential investment transaction.

Matt is the head of the Hanoi office at Savills Vietnam, covering the North and Central regions. He joined Savills in 2004 to head the Office Agency team in Hanoi. Matt became a Director of Savills Vietnam in 2009 after setting up the Residential Development Sales business from 2007.

He now oversees Hanoi operations comprising over 400 people across all consultancy, agency, property management and investment business lines.

# Senior Advisor



**TROY GRIFFITHS**  
SENIOR ADVISOR

#### CREDENTIAL

- Fellow of the Australian Property Institute
- Member Royal Institute of Chartered Surveyors
- Master of Commerce
- Associate Diploma in Valuation
- Land Valuation Certificate - MONRE

#### SKILLS

- Market Research and Property Economics
- Development Consulting
- Feasibility Studies
- Quantitative Analysis and Financial Modeling
- Valuation and Commercial Property Consultancy
- Corporate Real Estate Practice

Troy has in excess of 30 years property experience across all asset classes having previously practiced in Australia, NZ and the Pacific. He has a valuation background and specialises in Strategic Property Consultancy particularly favoring Development Advisory. He has advised most major developers in public and private practice in Australia, varying from Airport acquisitions and infrastructure development through to major long term urban renewal programs.

Troy has held Director level positions at several of Australia's leading property firms, both independent and agency based. He has been an active member as a lecturer, mentor and committee member for many industry representative groups and institutions, including the Australian Property Institute, Property Council of Australia and the Urban Development Institute.

Troy is responsible for all Advisory Services throughout Vietnam and the region including Research, Valuation and Consulting. He has advised most major local and foreign investors in the Region property market.



# 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.

## CHARITY PARTNERS

