

**2019**

**WEEK 33**

10<sup>th</sup> AUG - 16<sup>th</sup> AUG

In June and July, there were 44 bond issuers which include 8 banks, 17 realty companies, 2 securities companies and 17 companies from other sectors.

## HOT DEAL

### 5 Star Hotel

**Type:** Serviced apartment

**Location:** Son Tra district, Da Nang city, Viet Nam

**Area:** 3.000 sqm

**Scale:** 500-600 units

**Price:** USD 72 million for 100% ownership of the Hotel

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## WELCOME THE GHOST MONTH



### Urbanization data takes center stage in Vietnam

According to Savills, Vietnam today has the world's 15th-highest population with a growth of 1.1%, or 290 persons/km2. This density is far higher than Thailand which has almost stalled at 0.3%, or 136 persons/km2. Vietnam is very interesting as, on face value, urbanization appears to be very low at 34.4% compared to Thailand's 50%, the Philippines' 47%, and 55% of Indonesia.

(VIR)



### Banks dominate corporate bond market in first 7 months of 2019

According to the latest report, banks have been the main player in the corporate bond market so far, with 8 of the top 10 biggest issuers being financial institutions. Banks are under pressure to raise capital to ensure their capital adequacy ratios meet the Basel II standards and issuing bonds is one of the most effective ways to raise capital.

(VIETNAMNEWS)



### Official channel to feed the real estate market with supply info

An official channel, developed by the MOC and the VNREA, will provide Viet Nam's real estate businesses with information. Accordingly, a pilot program is underway to collect data from six chosen cities across the country, namely Ha Noi, HCMC, Da Nang, Hai Phong, Khanh Hoa and Can Tho which account for 80-90% of the country's total real estate transactions.

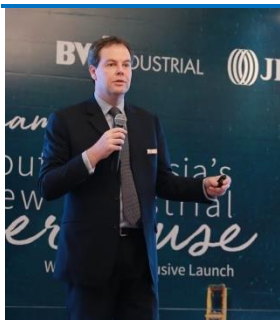
(BIZHUB)



### M&A activities in Vietnam's real estate to slow down in the H2

According to JLL, M&A activities might potentially occur at a slower pace and lower frequencies in the remaining two quarters of 2019 as a result of the scarcity in clean and clear projects readily available to invest. As there have been investigations carried out by Vietnamese authorities targeting property projects, it might potentially lead to a temporary shortfall of projects readily available to invest.

(THELEADER)



### Three investment strategies in Vietnam industrial real estate sector

According to JLL, foreign investors who are interested in Vietnam's industrial sector typically follow 3 strategies.

- #1: direct land acquisition from industrial park operators
- #2: forming strategic joint ventures with reputable local partners
- #3: direct acquisition or sale and leaseback of operating industrial assets with stabilized income.

(HANOITIMES)

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