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Ref: Electronics_Brochure_rev00_202005_EN

DEEP C 
INDUSTRIAL ZONES

FUTURE TURNKEY

ELECTRONICS MANUFACTURING CENTER IN VIETNAM

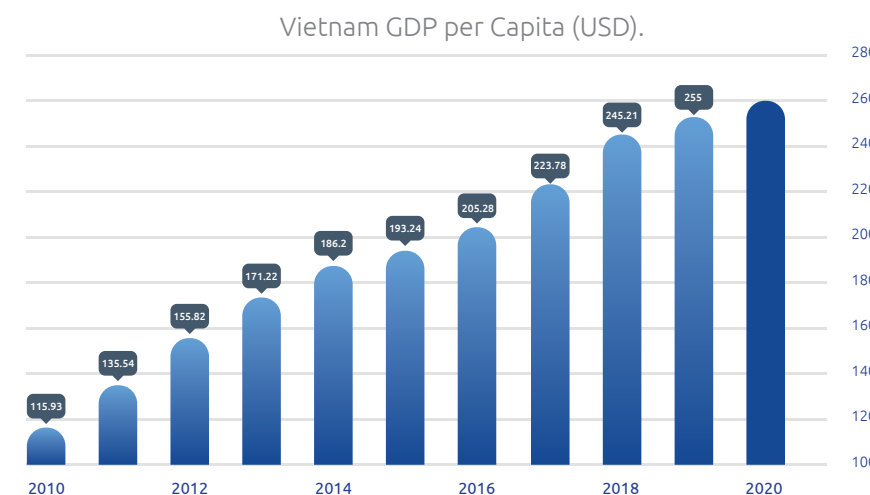


VIETNAM

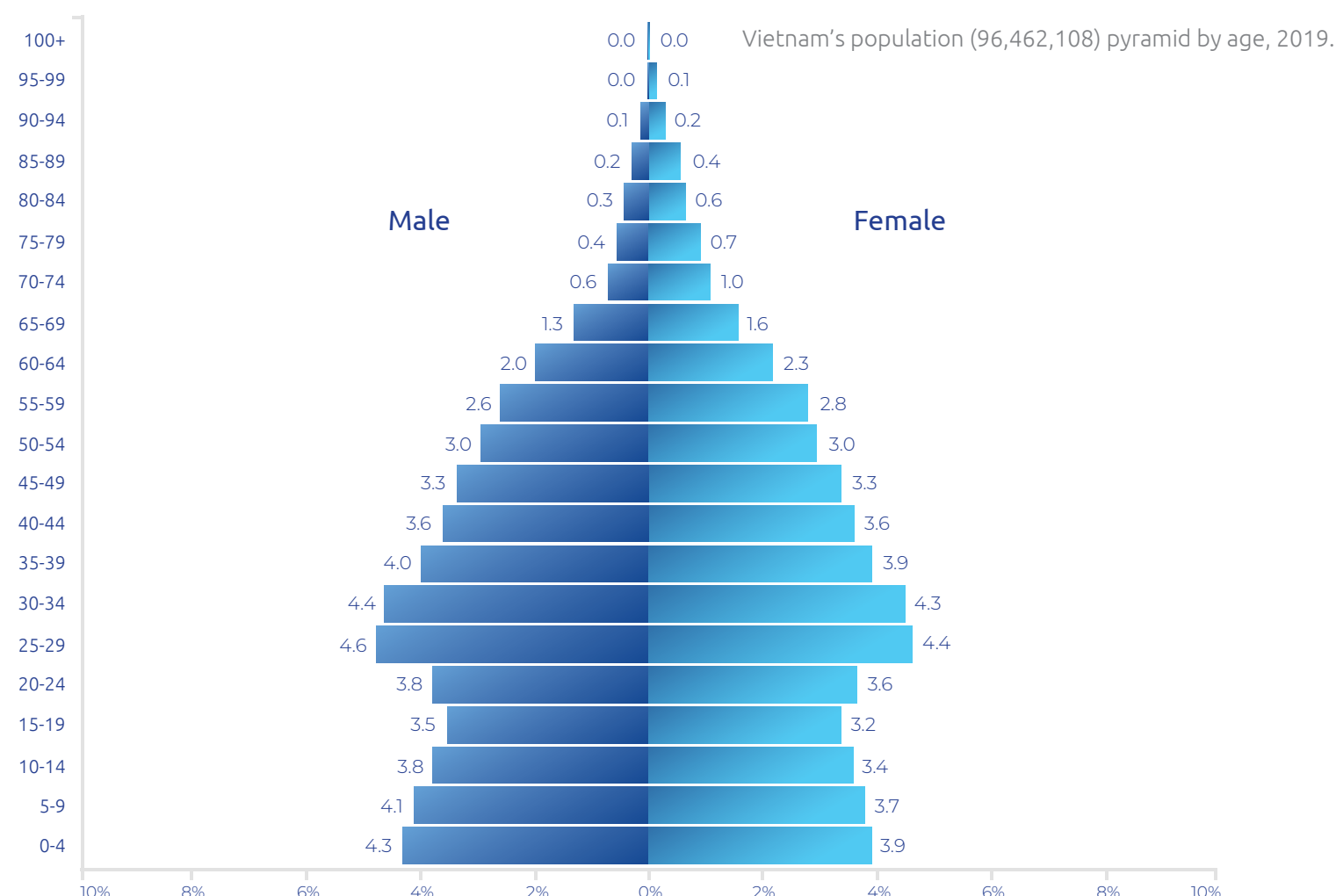
AN INTEGRATED ECONOMY WITH LOW COST AND LARGE LABOR FORCE

Vietnam's economy driven by these macro-economic conditions

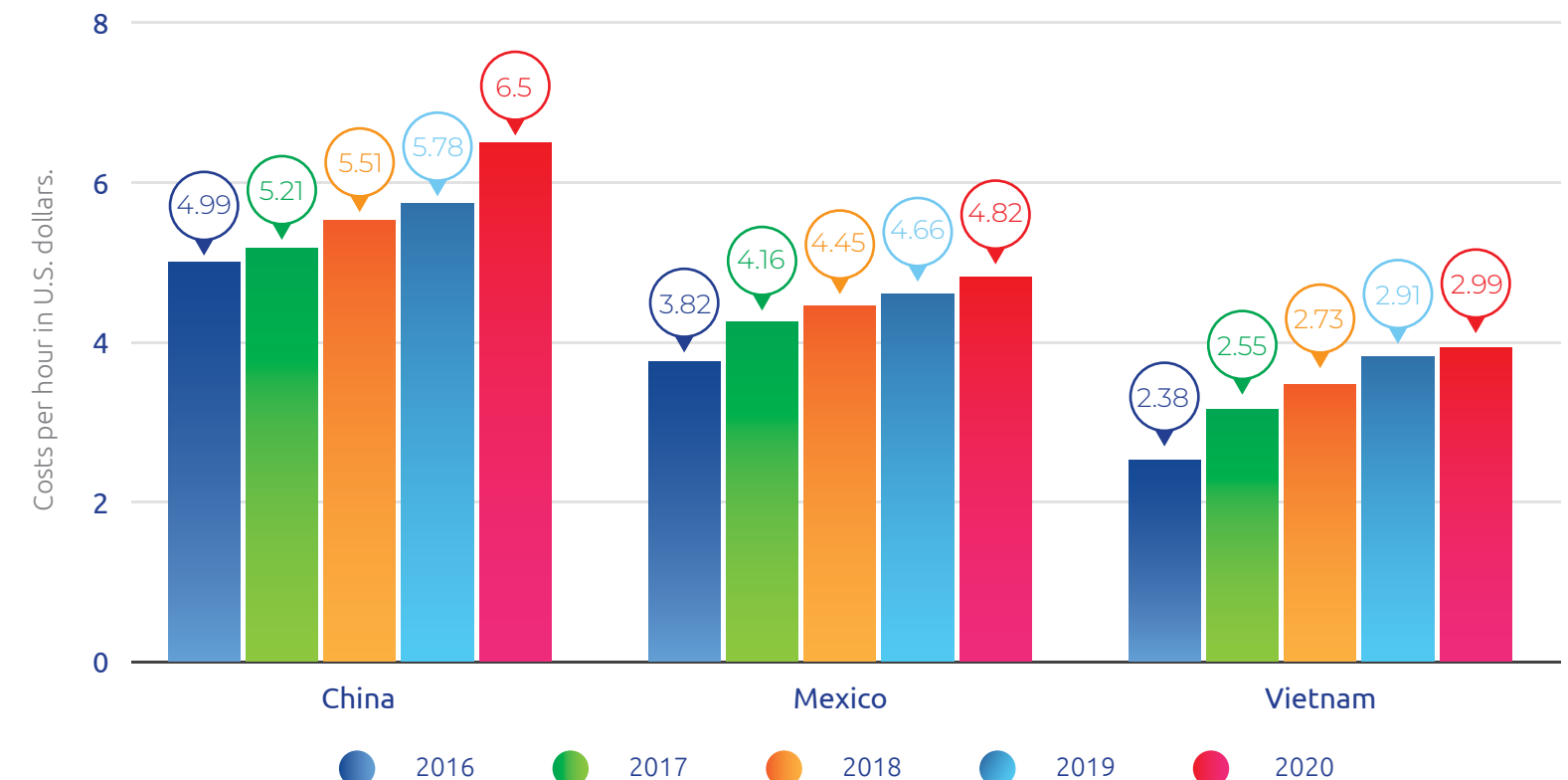
- The third-largest population in ASEAN with **96.48 million** people ranked 15th globally.
- Vietnam's **high and stable** GDP growth rate per Capita (USD).
- Rapid improvements** in connectivity by major infrastructure projects.
- Increasing** middle and affluent class.
- Vietnamese Government **support**.



A large young labor force

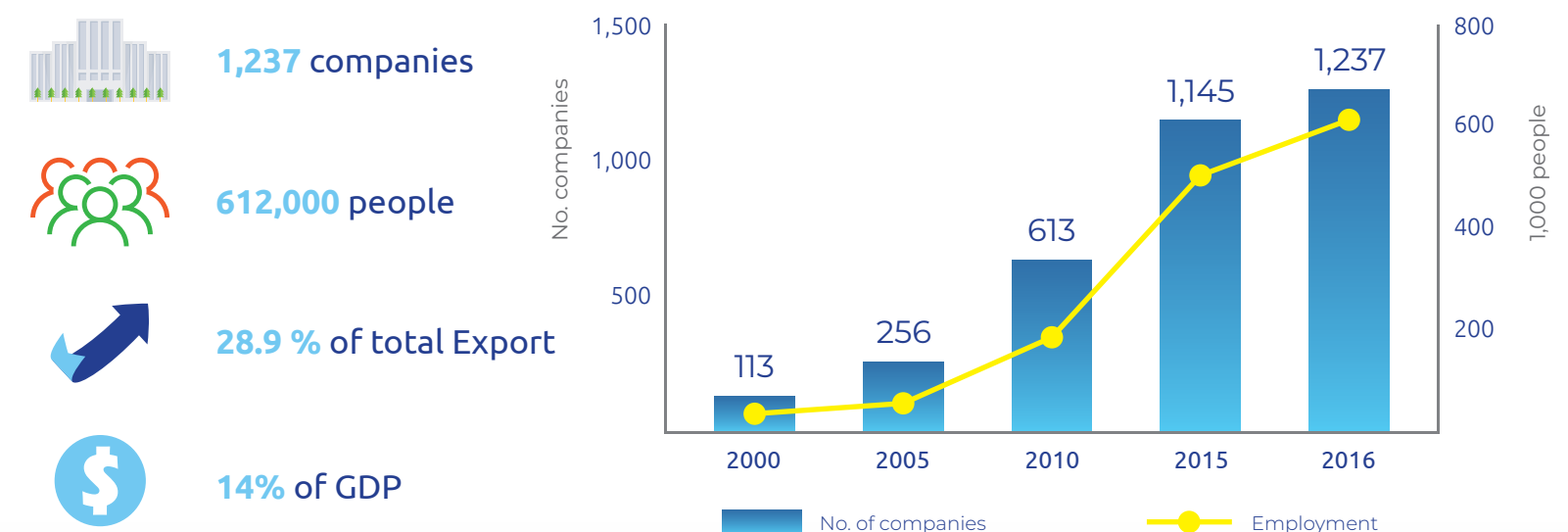


Competitive labor cost makes Vietnam an attractive alternative



Manufacturing labor cost per hour of China, Vietnam, Mexico from 2016 to 2020 (USD).

ELECTRONICS INDUSTRY IN VIETNAM

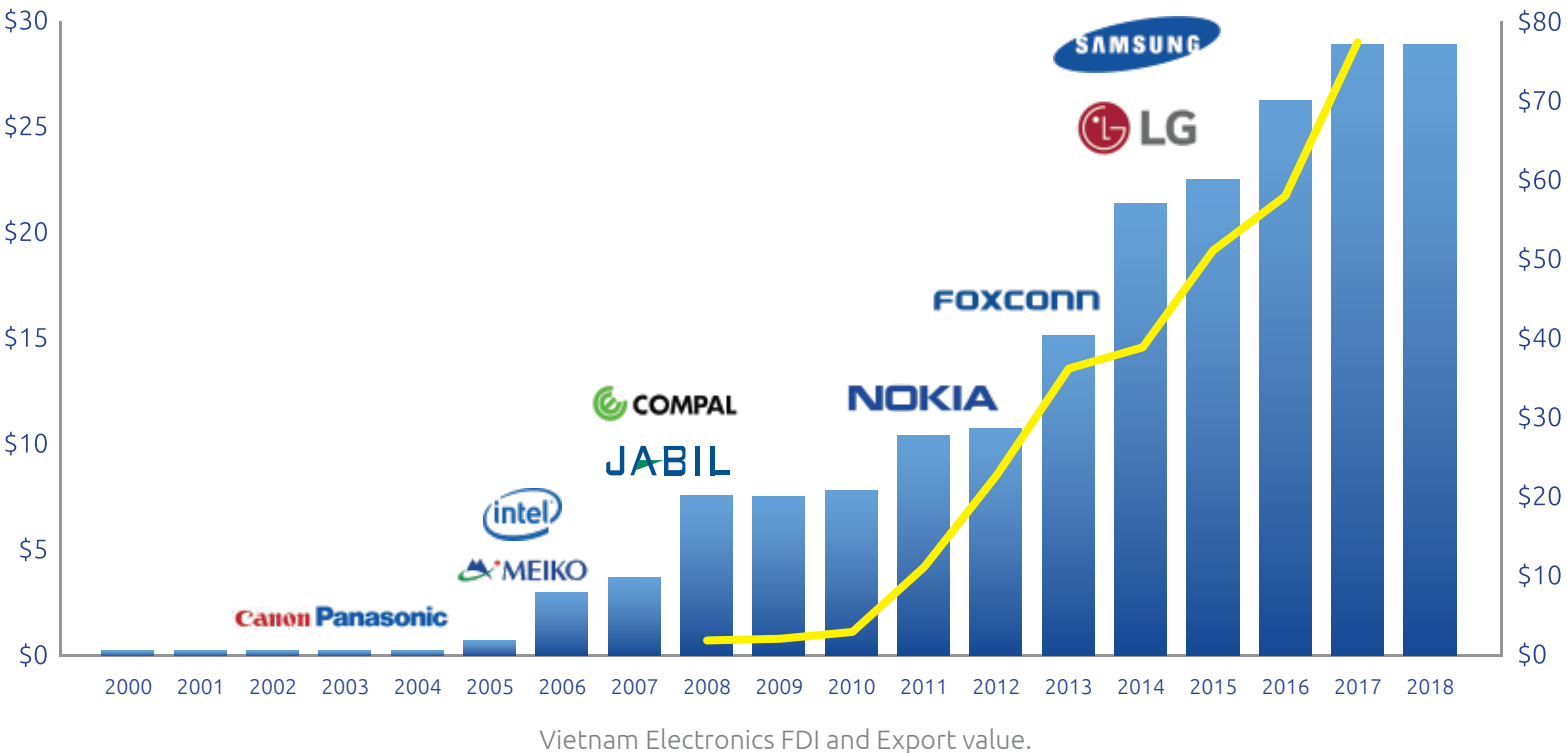


Vietnam Electronics Industry 2000-2016.

The electronics industry plays a crucial role in the vibrant Vietnam economy, accounting for 14 % of GDP in 2017, up from a mere 5.2% in 2010.



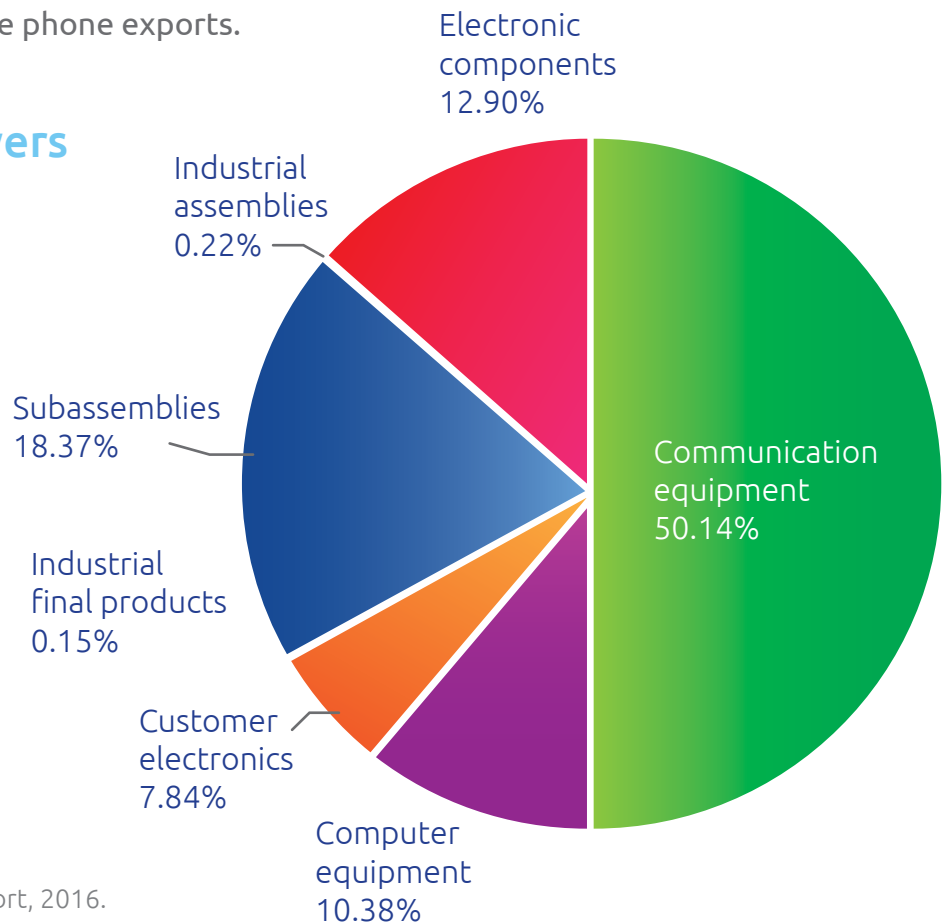
Vietnam Electronics FDI and Export



- The supply of electronic components and supporting products start to be produced in Vietnam in recent years by FDI companies.
- FDI generates **95%** of Vietnam electronics export turnover.
- Domestic enterprises participation is very low.
- Global MNCs like Samsung, LG, and Intel are the industry drivers.
- Vietnam ranks #2 globally in mobile phone exports.

Vietnam Electronics key players and export by category

- **Global Lead Firms**
Samsung, LG, Canon, Panasonic
- **Contract Manufacturers**
Foxconn, Compal, Jabil Circuit
- **Platform leaders**
Intel



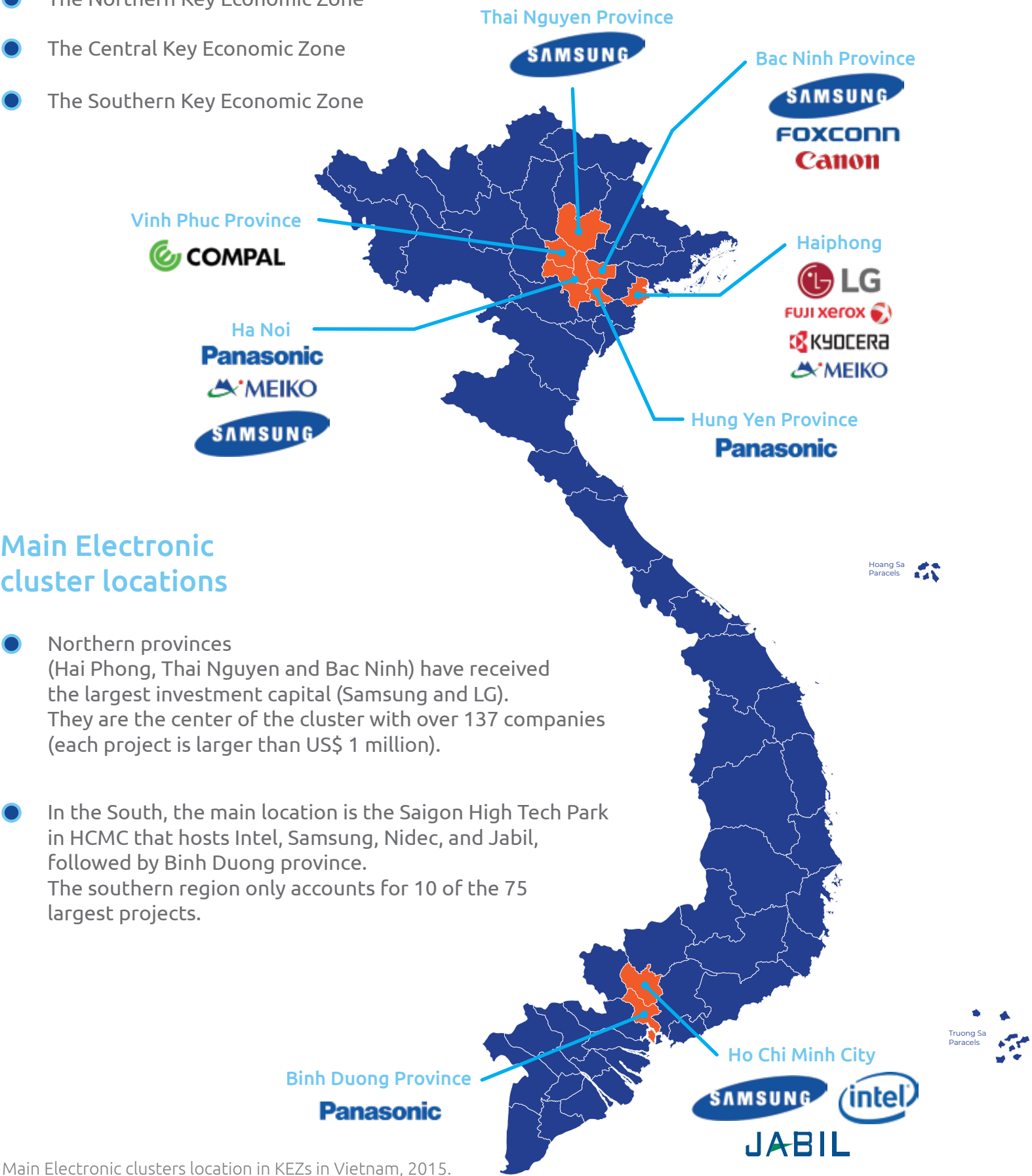
Share of Vietnam Electronic categories export, 2016.

LANDSCAPE IN VIETNAM

NORTHERN, SOUTHERN, AND CENTRAL INDUSTRIAL HUB

The Vietnamese government divides the country into three key economic zones (KEZs)

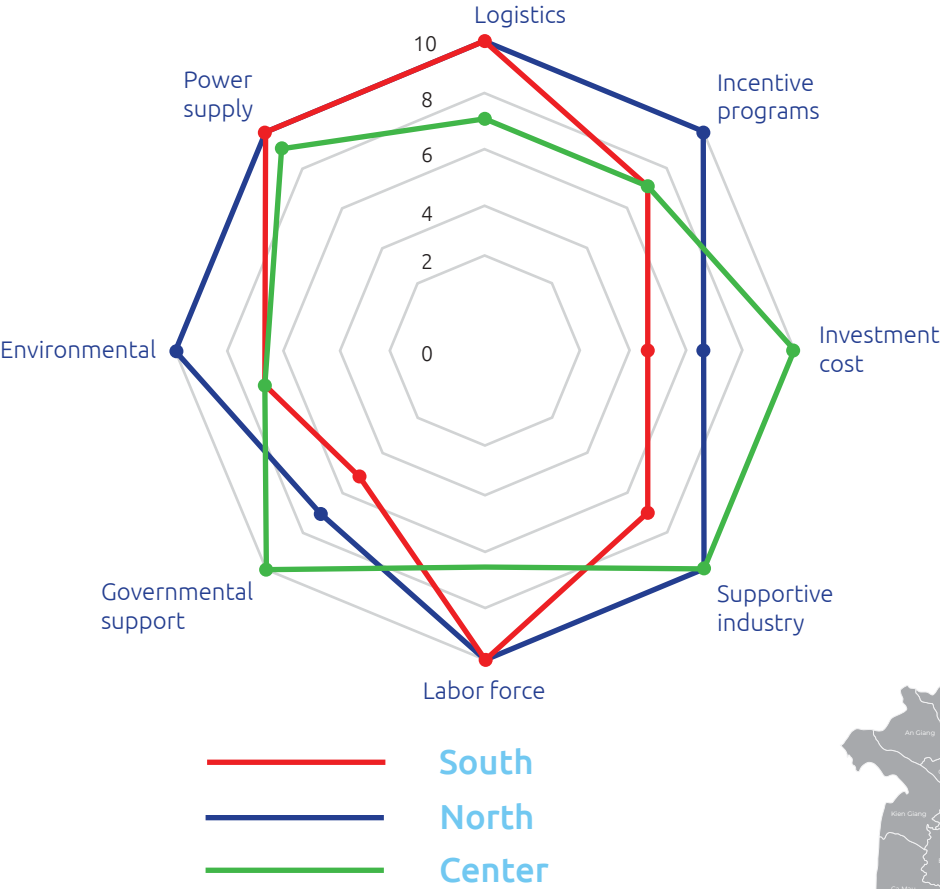
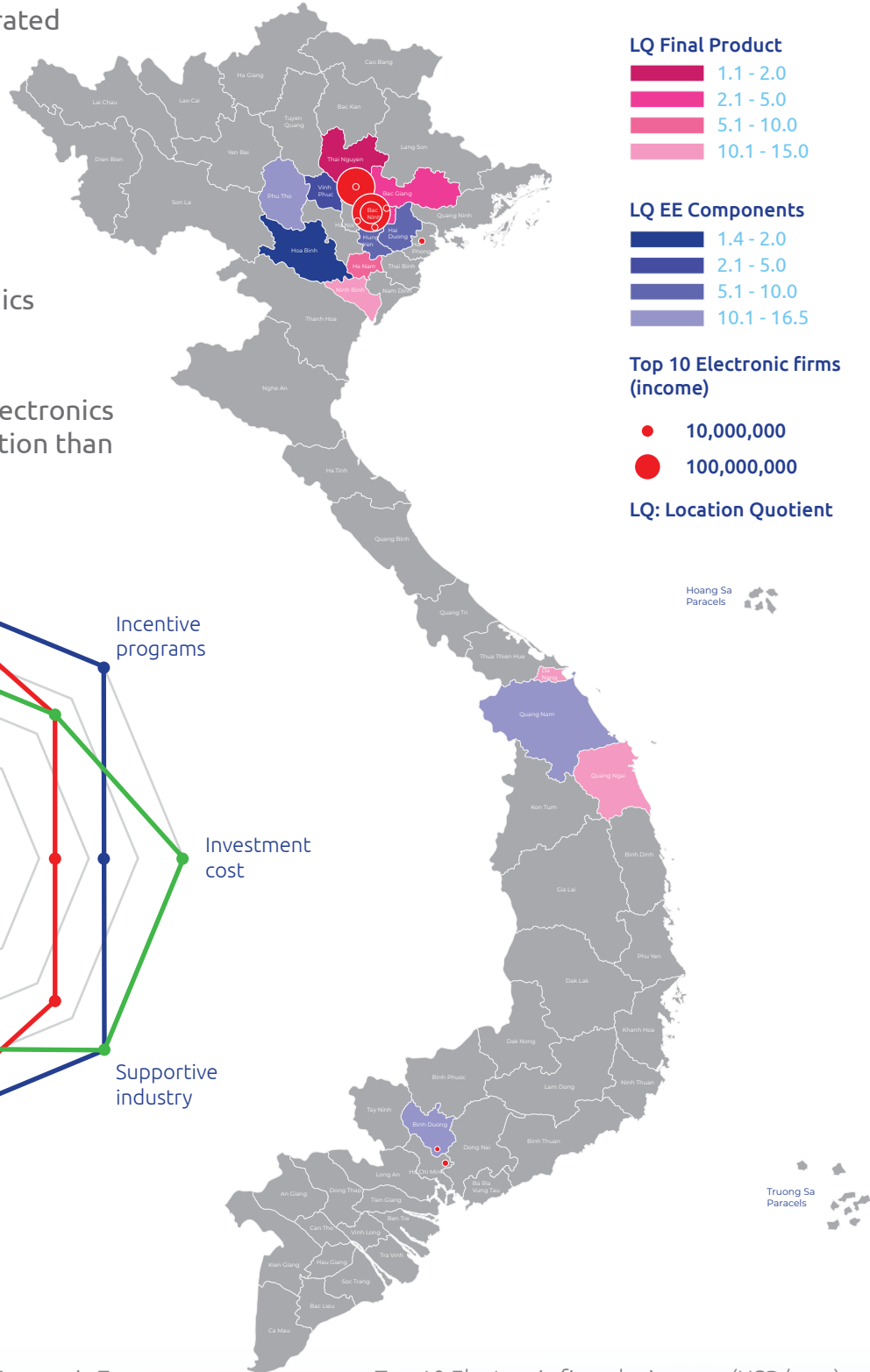
- The Northern Key Economic Zone
- The Central Key Economic Zone
- The Southern Key Economic Zone



Main Electronic clusters location in KEZs in Vietnam, 2015.

Geographic distribution of the Electronics value chain

- Electronics sector is highly concentrated in the northern provinces.
- Among the ten biggest companies in terms of revenue, most are located in the North.
- Location Quotient (LQ) reflects the economic concentration of electronics industry in each region.
- A region with LQ >1 indicates the electronics value-chain has a greater concentration than average of national level.



Detailed Rating 0-10 (10 best score) of Key Economic Zones in Vietnam.

Each region of Vietnam has its own competitive advantages which are based on the differences in the trading nature and available land bank.



NORTHERN INFRASTRUCTURE



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 Port 20,000DWT

Draft: -8.4m ~ -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)
Cargos: est. 120 mil. tons (2030)
Operational: May 2018 (first 2 berths)



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 Cat Bi Int'l Aiport

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 5,400m² | 4,050m² | 2,700m² | 1,350m²
 Floor loading capacity 2.5T/m²

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 1st year of establishment

First 4 years	9 years	2 years	Y16 th onwards
0%	5%	10%	20%

Case 2: Making profit from 4th year of establishment

3 years	4 years	8 years	1 year	Y17 th onwards
No Profit	0%	5%	10%	20%

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.