INVESTMENT REPORT

VIETNAM'S TEXTILE & GARMENT INDUSTRY

*All data included in the Report has been updated to Q1/2022 The projects images were supplied by NewCC, Pebsteel and Atad Steel.





Q1/2022



Pebsteel



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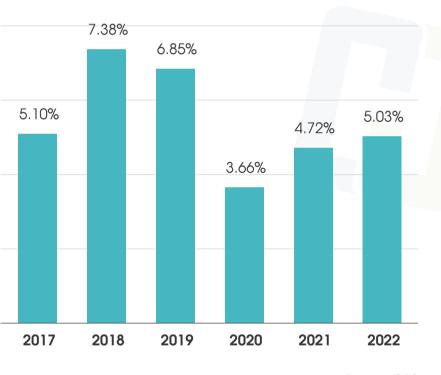
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FACTORS AFFECTING VIETNAM'S TEXTILE AND GARMENT INDUSTRY Q1/2022

NEW CC CONSTRUCTION CONSULTANTS Co., Ltd. Over 400 FDI Projects Since 1996

1.1/ Key economic indicators

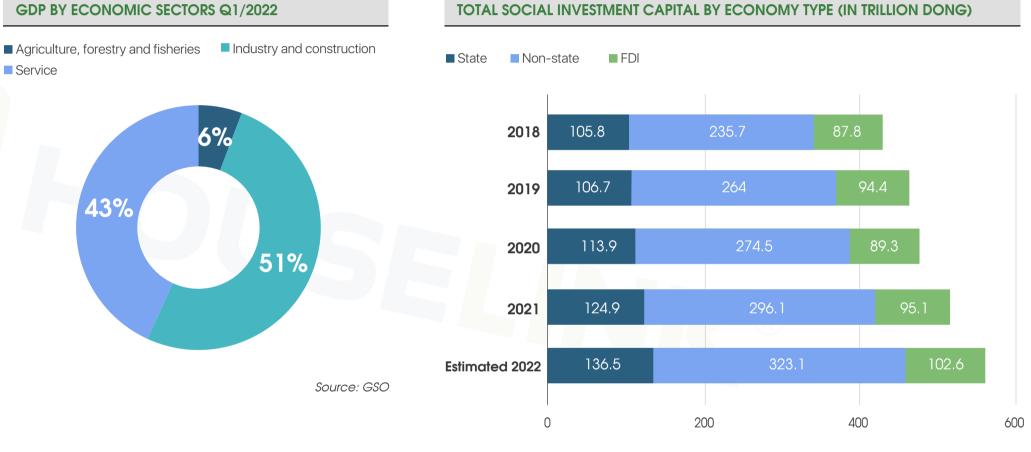
GDP GROWTH IN THE FIRST QUARTER OF THE YEARS FROM 2017-2022



Source: GSO

 $\uparrow 5.03\%$ In the first three months, GDP increased by compared to last year's period, reaching the highest growth in two recent years. However, it is lower than

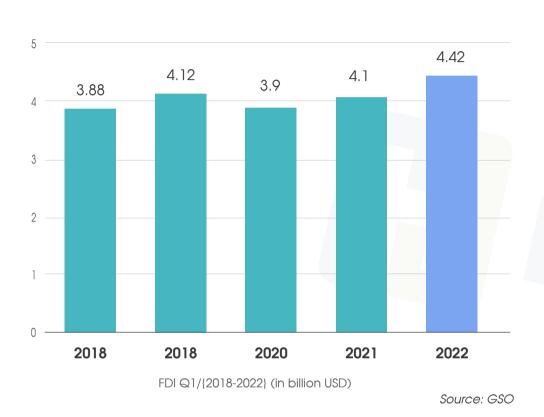
 $\uparrow7.38\%$ and $\uparrow6.85\%$ Q1/2018 Q1/2019



A processing and manufacturing industry continued to play a leading role in the economy with $\uparrow 7.79\%$ growth (contributed to 2.05% of GDP).

The total investment of the entire society in Q1/2022 is 562.2 trillion dongs, an increase of $\uparrow 8,9\%$ compared to the last period.

Source: GSO

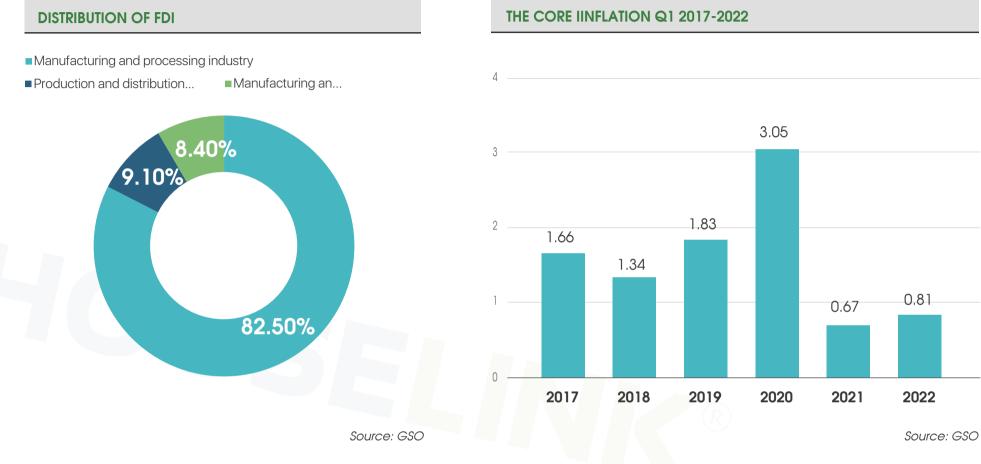


FDI IN Q1 FROM 2018 TO 2022

4.42 USD billion FDI achieved the highest investment since 2018, encouraging economic growth in 2022.

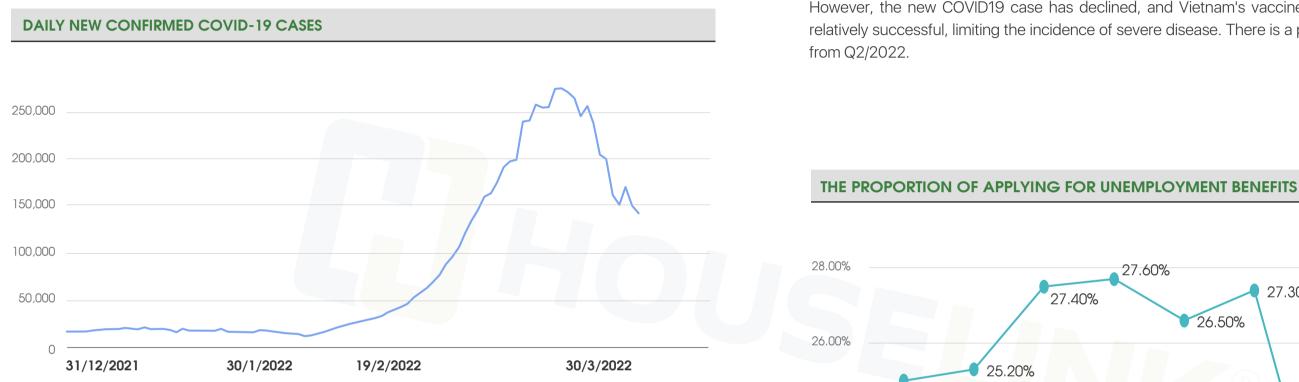
The processing and manufacturing industry is pivotal in attracting the majority of FDI in Vietnam 82.5% of the total.

Compared to the same period of 2021, the average core inflation increased $\uparrow 0.81\%$ which is lower than an average CPI (up 1.92%). The fact that the inflation in Vietnam in the first guarter did not rise as much as in other countries in the world is the difference in consumer behavior; therefore, the percentage of consumption for petroleum and gas is not as large as the Europe and America, and the impact of Russia -Ukraine conflict on Vietnamese food supply chain is minor due to its natural resources.





1.2/ Situation of COVID19 epidemic in Vietnam



Source: COVID19 statistics of Johns Hopkins University CSSE

As the emergence of the Omicron variant caused the fourth wave of COVID19, the epidemic situation in Q1/2022 is guite complex with continuous positive cases and recorded the peak of 274025 new cases every day 17/03/2022 till now.

The rapid increase in the number of new cases of Covid-19 has caused workers' psychological instability. At the same time, it caused a labor shortage, negatively influencing enterprises and incredibly laborintensive industries such as the textile and apparel industries. According to a Vietnam Textile & Garment Association survey, 15-20% of workers leave their jobs, making it challenging to stabilize production and meet required orders. The labor in Textile & Garment groups applied for jobless benefits kept the highest percentage in Q1/2022 (28.1%).



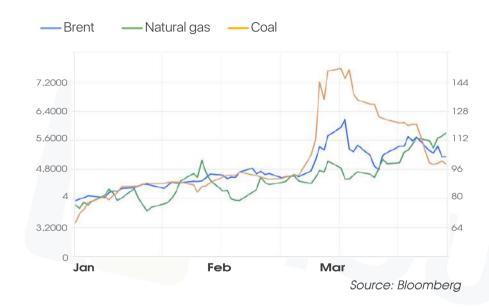
However, the new COVID19 case has declined, and Vietnam's vaccine coverage campaign has been relatively successful, limiting the incidence of severe disease. There is a positive outlook for labor stability

Source: MOLISA

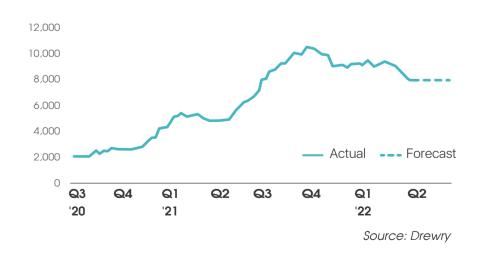
1.3/ Russia - Ukraine war

The logistics crisis has not shown any sign of cooling down, and a rapid increase in fuel prices has continued record-breaking freight to set rate levels. Under the influence of sanctions from the West, many major shipping lines (Maersk, DHL, UPS, MSC,...) have suspended shipping all orders to Russia, contributing to increased risks for the supply chain. The lack of shipping lines and increasing time and cost of transportation put Vietnamese enterprises at risk of export competitiveness.

BRENT OIL PRICE - NATURAL GAS - COAL Q1/2022



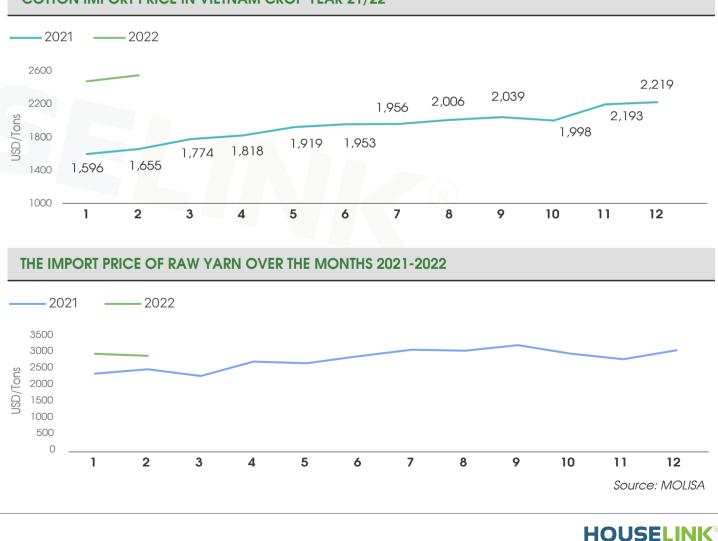
WORLD CONTAINER INDEX (WCI)³⁾

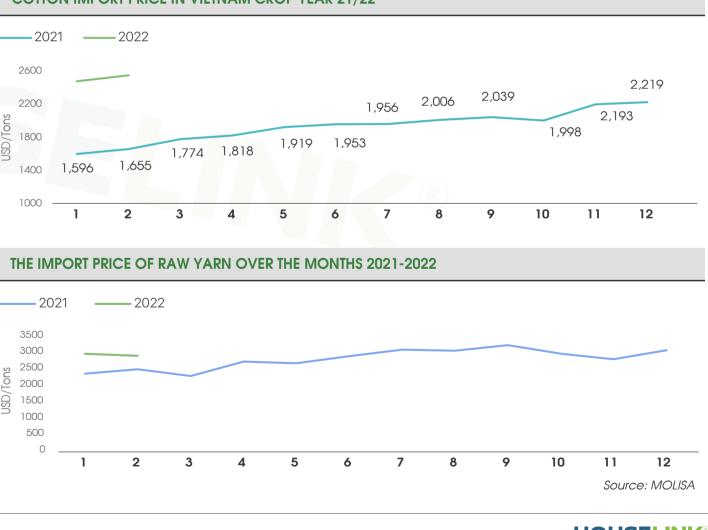


Besides, this conflict pushed the fertilization price, which is one reason for the increase in cotton prices. At the same time, the US banned cotton originating in the Xinjiang region, and poor harvest in China and India also led to a disruption in the supply chain and a higher price of cotton.

a manufactured fiber from polyester, polypropylene, nylon, acrylic, etc., has been affected due to a fluctuation in the fuel price. However, the demand for fiber (natural and manufactured) decreased as buyers considered the price trend to be ready for new orders.

COTTON IMPORT PRICE IN VIETNAM CROP YEAR 21/22





2/ POLICIES

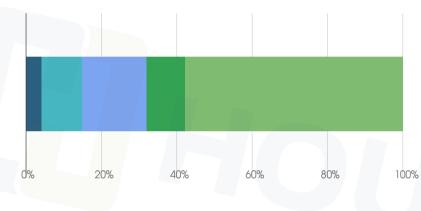
2.1/ Free Trade Agreement (FTA)

Vietnam signed 15 FTAs. Some crucial partners include the UK, Canada, EU, Korea, Japan, Russia, China and Australia; Vietnam is negotiating 2 FTA with Israel and EFTA. In particular, Vietnam has completed many strategic new-generation FTA (RCEP, EVFTA, CPTPP, EAEU - VN FTA). As Vietnam participates in the new-generation FTA, the opportunity for Textile & Garment is to increase market share and profits and expand the market, for example, ASEAN - US Economic Relationship. Textile & Garment products have a reasonably high import tax rate to enter the market of countries in CPTPP and EVFTA (>10%); therefore, meeting the requirement of origin rule to enjoy preferential tax (0%) will bring significant benefits for Vietnam.

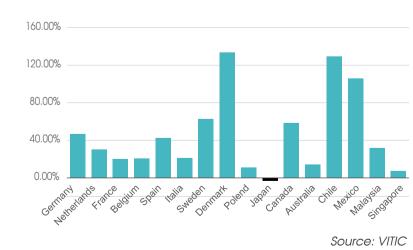
Since the new RCEP took effect on 01/01/2022, the regulatory documents are incomplete to measure the effectiveness of this agreement. Two agreements (EVFTA and CPTPP) significantly influence the total export turnover of Vietnam's Textile and Garment in Q1/2022. There are many markets with significant export turnover and impressive growth in the first quarter of 2022, such as Canada (CPTPP), Chile (CPTPP), Germany (EVFTA),...

EXPORT TURNOVER TO SOME COUNTRIES INCLUDED IN FTAS Q1/2022

■CPTPP ■CPTPP giao RCEP ■RCEP ■EVFTA ■FTAs & other countries

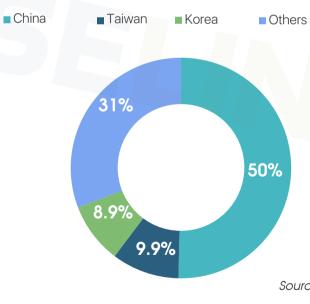


GROWTH OF TEXTILE AND GARMENT EXPORTS IN SOME COUNTRIES IN EVFTA AND CPTPP Q1/2022



However, FTA emphasizes origin rules (fabric and/or yarn), not setting forth simple rules of origin as before, cutting and tailoring, which is a big challenge for the Textile & Garment industry to take advantage of FTA due to the heavy dependence on imported raw materials, mainly from China, Korea and Taiwan.





Source: GSO

The emergency of FTAs, in particular, CPTPP and EVFTA with strict regulation on origin rules, created a wave of investment in dyeing and manufacturing materials in the Textile & Garment industry, mainly from China, Korea and Taiwan. Accompanying this wave of investment is the risk of environmental pollution and excessive use of water caused by the dyeing industry, the risk of shifting low and outdated technologies, polluting the environment and using natural resources inefficiently, which create competitive pressure on domestic enterprises.

Moreover, new-generation FTAs have commitments to environmental protection and low emission. The products are more and more strictly based on sustainable development requirements based on the compliance of enterprises about environment, society and responsibilities about labor and consumerism in the world. Therefore, the Government needs to focus on investment selection and support enterprises to promote green speed in the textile industry in Vietnam to prevent environmental pollution. Vietnamese enterprises need a sense of design, build and production to meet international environmental standards.

2.2/ Government's related policies

To support enterprises and labor in general and Textile & Garment in particular, the Vietnamese Government had a discussion and issued several policies to help and guide the industry as follows:

	ENTERPRISE		EMPLO
Decree 111-2015-NĐ-CP	Priority policies for the Development of supporting industries: - Support up to 50% of R&D operating expenses - Support 50-75% of production technology to transfer application activities - Enjoy CIT incentives, import tax exemption to create fixed assets, loan incentives and land rental exemption or reduction	Decree 08/2022/QĐ-TTG	Housing renta - Areas of app + Industrial zo + Key econor - Subject: + Employees + Employees - Support per
Decree 3218/QĐ-BCT	Development planning of textile industry to 2020, vision to 2030: - Product development orientation, essential areas: + Increase exports + Development of textile products + Developing sources of fiber and cotton materials - Planning by region and territory: Planning the textile industry according to 7 central regions (Red River Delta, Northern Midlands and Mountains, North Central Coast, South Central Coast, Southeast, Plains Mekong River, Central Highlands)	Draft regional minimum wage increase in 2022	Increase regio - Region I inc million VND/n - Region II inc million VND/n - Region III inc million VND/n - Region IV in million VND/n

OYEE

ental support for employees:

application:

I zones, export processing zones

nomic areas

ees in the enterprise: 500,000 VND/person/month ees return to the labor market: 1,000,000 VND/person/month period: Up to 3 months

egional minimum wages by 6%, expected to apply from July 1, 2022: increased by 260,000 VND: From 4.42 million VND/month to 4.68 D/month.

increased by 240,000 VND: From 3.92 million VND/month to 4.16 D/month.

increased by 210,000 VND: From 3.43 million VND/month to 3.64 D/month.

/ increased by 180,000 VND: From 3.07 million VND/month to 3.25 D/month.

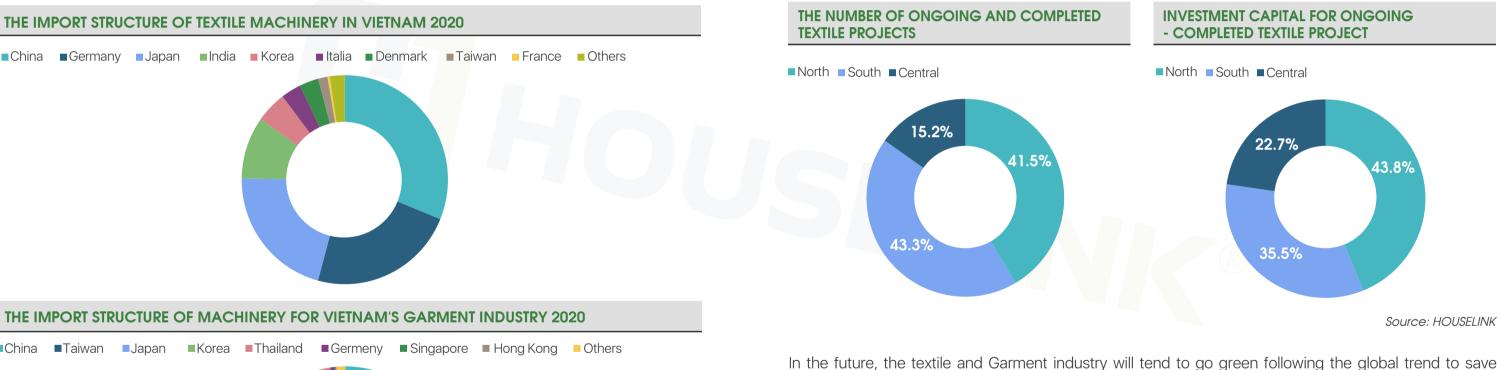


3/ FACILITATES FACTORS

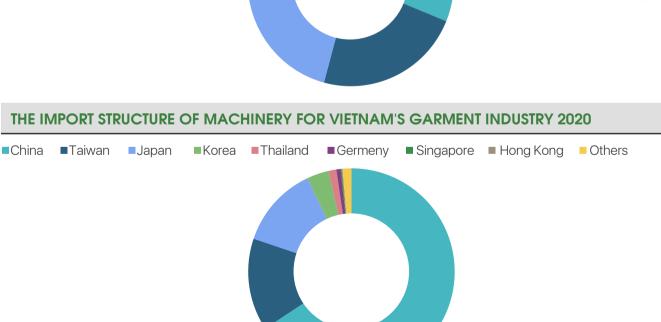
Regarding production machinery, Vietnam is a relatively large exporter of Textile and Garment products, but most of the machinery for production is imported from countries such as China, Japan, Korea, Italy, etc.; most small and medium enterprises use machinery originating from China because the price is only $\frac{1}{3}$ of that of machines originating from other countries.

According to HOUSELINK system data from 2013 to now, most of the textile factories are concentrated in the southern region, especially in typical provinces such as Binh Duong, Tay Ninh, Dong Nai,... Although there are not too many projects, in terms of scale, the projects in the Central region are more significant than the other two regions.

TEXTILE PROJECTS



production costs, reduce dependence on natural resources, increase product recycling and reduce adverse impacts of environmental pollution—the production process to the environment. More than 250 fashion apparel brands worldwide have set standards and codes of conduct for environmentally responsible behavior with suppliers. The new EC regulation requires textiles entering the European market to have a long life, be reusable and repairable. Manufacturers must use recycled, non-toxic, environmentally friendly fibers to achieve this standard. In addition, to better access, the green credit policies of the State, greening production is an inevitable process that enterprises must carry out.



Source: ITC Trade map

THE IMPORT STRUCTURE OF TEXTILE MACHINERY IN VIETNAM 2020

Investment report Vietnam's Textile & Garment Industry Q1.2022 10



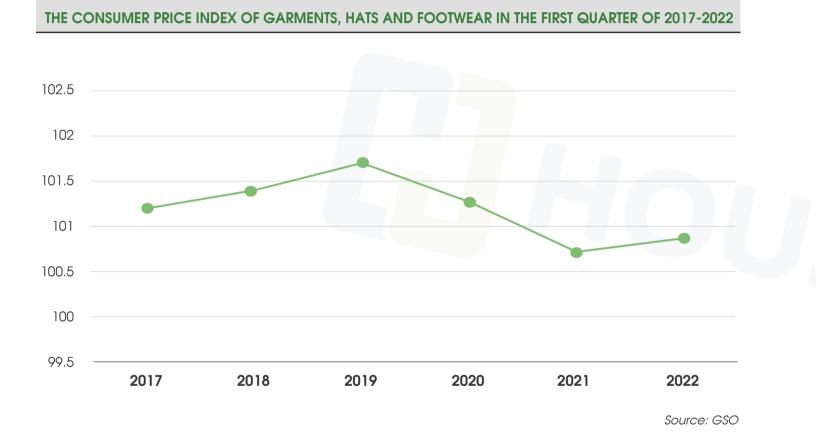
II. INVESTMENT IN TEXTILE & GARMENT INDUSTRY IN VIETNAM Q1/2022

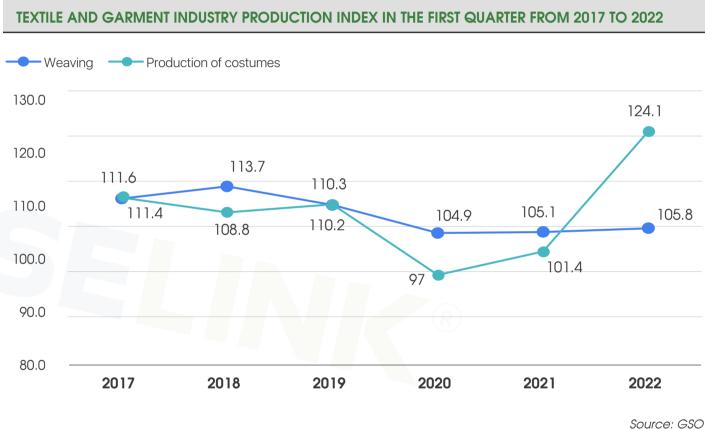


INDUSTRY REVIEW

1.1/ Price index

1.2/ Industrial production index





According to the data released by the General Statistics Office on 29/3 morning, the industry's added value in the first quarter of 2022 was estimated to increase by 7.07 percent over the same period last year. The Industrial Production Index of the Garment Manufacturing industry showed a positive signal, increasing by 24.1%, while the Textile industry achieved an increase of 5.08% over the same period in 2021.

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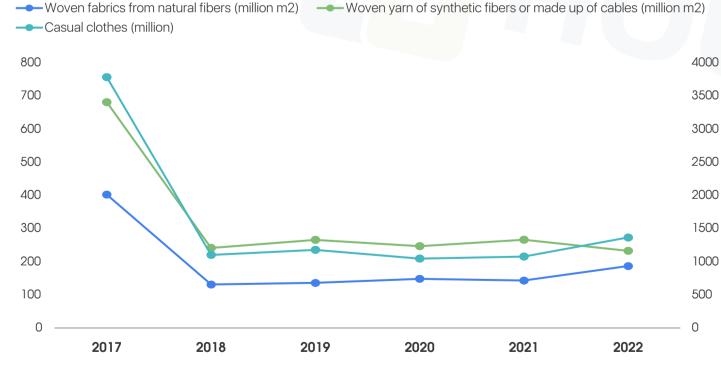


1.3/ Production output

Some products in the industry in the first three months of this year achieved good growth, such as textiles made from natural fibers, estimated at 186.8 million m2, up 8.7% over the same period last year; casual wear reached 1365.2 million pieces, up 12.4%.

Fabrics made from synthetic or manufactured fibers decreased by 12.3% over the same period last year because crucial export markets such as China, Korea, Malaysia, Europe and South America are doing well. Quiet in demand and selling price compared to the end of 2021, customers are waiting for yarn prices to decrease but are not ready to place new orders for April and May.

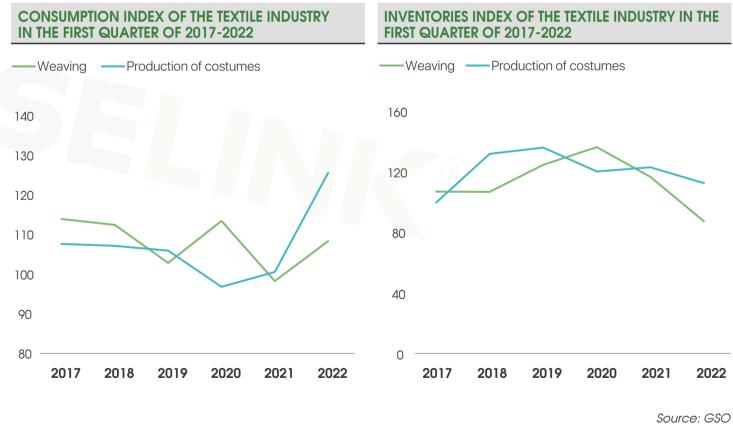
THE OUTPUT OF SOME TEXTILE PRODUCTS IN Q.1 OVER THE YEARS



Product production increased, and the consumption index of some products of the Textile and Garment industry was guite good compared to the same period last year, showing that the demand for the textile industry is restored. The consumption index of the textile industry in the first three months of 2022 increased by 8.28% over the same period last year; the apparel manufacturing industry increased by 25.5%.

The textile inventory index decreased by 12.78% over the same period last year. Garment manufacturing inventories increased by 12.51% but slowed down from the increase of 22.9% in Q1/2021.

IN THE FIRST QUARTER OF 2017-2022



HOUSELINK

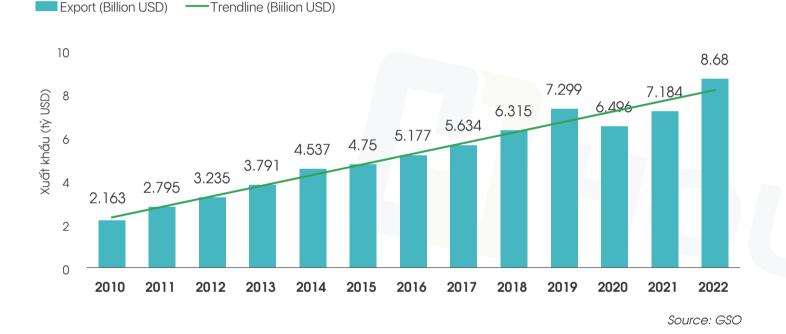
Source: GSO

^{1.4/} Consumption and inventory index

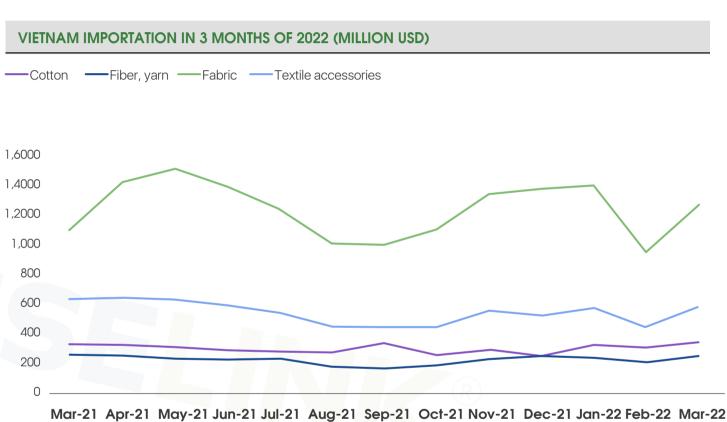
1.5/ Import and export

a. Export

THE EXPORT TURNOVER OF TEXTILES AND GARMENTS Q1 2010-2022



b. Import



According to the General Department of Customs, in the first quarter of 2022, the export value of Textile and Garment reached USD 8.68 billion, up 20.3% over the same period last year, equivalent to an increase of USD 1.46 billion. This is the highest increase in the past ten years, from 2012 to the present. In which exports of Textile and Garment of FDI enterprises reached 5.28 billion USD, up 16.2% over the same period in 2021, accounting for 60.9% of the total export turnover of this group of goods in the whole country. Regarding the market, the US continues to be the largest Textile and Garment import market from Vietnam, with a value of USD 4.3 billion, up 24% in the first guarter of 2022 and accounting for 50.3% of the total export value of goods. Textiles of the country. Followed by the EU market with 896 million USD, up 31%; the Korean market with 754 million USD, up 7%

In the first three months of 2022, Vietnam imported cotton worth 949.7 million USD, up 40.1% over the same period last year; imported textile fiber of all kinds worth USD 679.8 million, up 7.6%; imported fabrics of all kinds \$ 3,598.5 million, up 20.6%; import of raw materials for textile, garment, leather and footwear increased by 5.5% over the same period last year, equivalent to a value of US\$1,584.4 million.

Source: VCOSA



NEWLY LICENSED FDI PROJECTS FOR THE TEXTILE AND GARMENT INDUSTRY IN VIETNAM IN THE FIRST THREE MONTHS OF 2022 2/

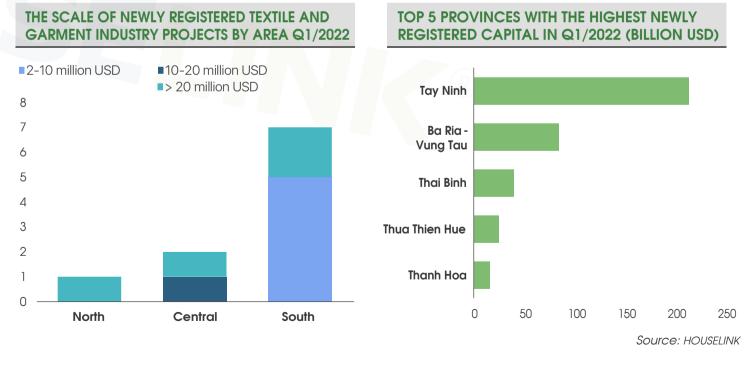
In this section, we mainly analyze the data of licensed FDI projects with investment capital of 2 million USD or more (equivalent to about 46 billion VND) in the Textile and Garment industry in the industrial zones above. The whole country in the first three months of 2022.

2.1/ Newly licensed projects mainly in the South

In the first guarter of 2022, the Textile and Garment industry has ten more licensed FDI projects, three more than Q1/2021. However, the total registered capital licensed for investment in the first three months of this year has skyrocketed, reaching 398 million USD, up 325.91% over the same period last year. In distribution, in the first guarter of last year, most projects were concentrated in the southern region, with 80% of investment capital licensed to invest in the Textile industry in Q1/2022.

NUMBER OF PROJECTS ALLOCATION BY REGION NUMBER OF PROJECTS ALLOCATION BY REGION IN Q1/2022 IN Q1/2021 14.3% North North 20% Central Central 28.6% 57.1% South South 70% TOTAL INVESTMENT CAPITAL ALLOCATION BY TOTAL INVESTMENT CAPITAL ALLOCATION BY **REGION IN Q1/2022 REGION IN Q1/2021** 8.6% 17.5% North North Central Central South 73.9% South 80% Source: HOUSELINK Specifically, 50% of projects are 2 to 10 million USD investments, all deployed in southern provinces such as Binh Duong, Binh Phuoc, and Tay Ninh. Projects over 20 million USD are available in the North - Central -South, but the southern region still accounts for more.

Tay Ninh is the province with the most registered capital; this surge mainly comes from the Louvre luxury fabric production project in Tay Ninh with an investment of 210 million USD. Following is Ba Ria - Vung Tau, with an 85 million USD investment from Taiwan. Binh Phuoc is the province with the most significant number of projects, but the project scale is not too large.



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2.2/ FDI share by country/region

and Garment sector rent land in Q1/2022

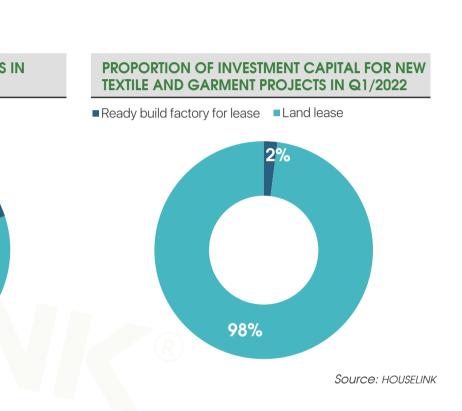
20%

FDI SOURCES FOR INVESTMENT IN THE TEXTILE FDI SOURCES FOR INVESTMENT IN THE TEXTILE **PROPORTION OF NEW TEXTILE PROJECTS IN** AND GARMENT SECTOR BY COUNTRY Q1/2022 AND GARMENT SECTOR BY COUNTRY Q1/2021 Q1/2022 (BY PROJECTS NUMBER) Ready build factory for lease Land lease 10% China Hong Kong 15% Taiwan Taiwan Japan Japan France China 55% 16% Hong Kong Australia 24% 60% Singapore Korea 80% Source: HOUSELINK

In the first quarter of this year, China replaced Hong Kong's No. 1 position in terms of FDI invested in the Textile and Garment sector, accounting for 55% of investment capital. Taiwan and Japan remained steady in second and third, with investment increases of three to six times compared to last year. The appearance of investors from France and Singapore also shows the attractiveness of Vietnam's Textile and Garment industry to the region and the world. In the opposite direction, Hong Kong decreased its investment by more than 71.4% in the first three months of 2022 compared to the same period in 2021.

In Q1/2022, 80% of investors with the large-scale investment needed land rent, while the remaining 20% chose to rent ready-built factories because of timing or market exploration. This is clearly shown in the number and scale of registered Textile and Garment projects licensed for investment in Q1/2022. Thus, Vietnam is a safe, reliable and potential destination for investors to develop long-term.

2.3/ Newly licensed FDI projects invested in the Textile





2.4/ Top 5 prominent newly licensed FDI projects in Q1/2022 (by investment capital)





2.5/ Some typical projects



SHENGYANG-DUNG QUAT TEXTILE FACTORY

Project type	Textile
Location	Vietnam-Singapore Industrial Park, Tinh Phong Commune, Son Tinh District, Quang Ngai province, Vietnam.
Investor	SHENGYANG (VIETNAM) TEXTILE CO., LTD
Design and Build	NEW CC CONSTRUCTION CONSULTANTS CO., LTD.
Contact	(+84) 028 38641262



GLOBAL RUNNING

Project type	Garment
Project scale	4000 tons
Location	Viet Nam
Investor	Global Running
Contractor	ATAD STEEL STRUCTURE CORPORATION
Contact	+84 28 3926 0666 sales@atad.vn



04		

Project type	Office house
Location	Lot J.15 Nomura Industrial Park, , An Duong District, Hai Phong
Investor	Masouka Gumi Inc
Design and Build	NEW CC CONSTRUCTION CONSULTANTS CO., LTD.
Contact	(+84) 028 38641262



HAILIDE FACTORY

Project type	Garment	Invest
Project scale	17,468 m2	Projec
Location	Viet Nam	Projec
Investor	Hailide	Locat
Contractor	ATAD STEEL STRUCTURE CORPORATION	Contr
Contact	+84 28 3926 0666 sales@atad.vn	Conte

Inve Proj Proj Loco Con Con





GARMENT PROCESSING FACTORY

estment type	DDI
ject type	Industrial Project - Factory
ject scale	22,619 m2
cation	Nam Dinh, Vietnam
ntractor	PEB STEEL BUILDINGS CO., LTD.
ntact	(+84) 908 883 531 marketing@pebsteel.com.vn



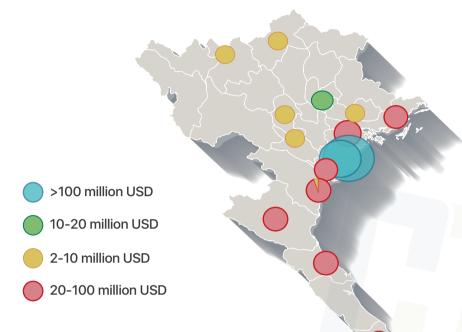
RUBBER GLOVE MANUFACTURING PLANT

Investment type	DDI
Project type	Industrial Project - Factory
Project scale	15,000 m2
Location	Binh Duong, Vietnam
Contractor	PEB STEEL BUILDINGS CO., LTD.
Contact	(+84) 908 883 531 marketing@pebsteel.com.vn



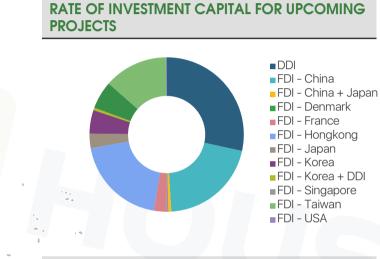
II. INVESTMENT PROJECTS UNDER PREPARATION IN THE TEXTILE AND GARMENT INDUSTRY

Based on data on industrial projects with investment capital of 2 million USD or more (equivalent to 46 billion VND) in the form of foreign direct investment (FDI) and domestic direct investment (DDI) on the HOUSELINK platform in the field of textiles. We synthesize, analyze data and make reports on projects that are under construction and are in the process of preparation (project preparation, design, contractor selection). All projects have been verified and validated by HOUSELINK.

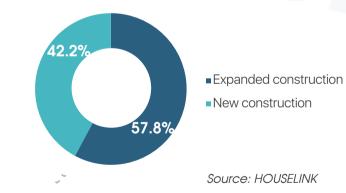


Most of the upcoming projects are concentrated in the North, specifically: The North accounts for 43.4%. The South accounts for nearly 35%. The Central region accounts for 21.6% of the total number of projects. Thai Binh is the province with a significant capital source to invest in upcoming textile and garment projects, with a total investment of more than 312 million USD.

More than 1/4 of the total investment capital for upcoming projects comes from domestic investors, while foreign direct investment capital mainly comes from China, Hong Kong and Taiwan.



PROPORTION OF UPCOMING TEXTILE AND GARMENT PROJECTS BY TYPE OF WORK



The development potential for Vietnam's Textile and Garment industry and investors' trust in Vietnam is demonstrated, with 57.8% being new expansion projects and 42.2% being newly formed projects.



According to the Government's plan for the Textile and Garment industry by 2020, Vietnam is divided into seven regions with their main orientations. However, in general, the master plan mainly focuses on developing the yarn - textile - dyeing and garment processing industry; The remaining occupations are developed in big cities or some localities with suitable geographical, climatic and soil conditions.

Source: HOUSELINK

SECTOR ALLOCATION BY PROVINCE

Source: HOUSELINK



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CONSTRUCTION

PROJECT MANAGEMENT

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28

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ATAD Dong Nai is the first steel structure factory in Asia to achieve LEED Gold certification and the first factory office to achieve LEED Platinum certification in Vietnam



Number of Buildings



40+

TYPICAL PROJECTS



Cam Ranh International Airport



Vinfast Automobile Manufacturing Complex



Hoa Phat - Dung Quat Steel Production Complex



Long Son Petrochemical Complex

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2200 +**Number of Buildings**



Metro Station Sai Gon - Suoi Tien Line 1

Conducted by:

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Analysis: Nguyen Huong Tra (Senior Market Intelligence Specialist) huongtra@houselink.com.vn

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Nguyen Thanh Phuong (Data Manager) Ha Thi Huong Giang (Market Research Specialist) Dao Thu Giang (Business Consultant Executive)

Report presentation: Vu Kim Anh (Designer)

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ATAD STEEL STRUCTURE CORPORATION

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