iAdvisory Seminar: Doing Business in Vietnam
Industrial Space Solutions in Vietnam

Lawrence Yip
Chief Marketing Officer, Vietnam
Senior Vice-President, Planning &
Business Development

May 10 2012, Singapore

Integrated Urban Development
Integrated Urban Solutions
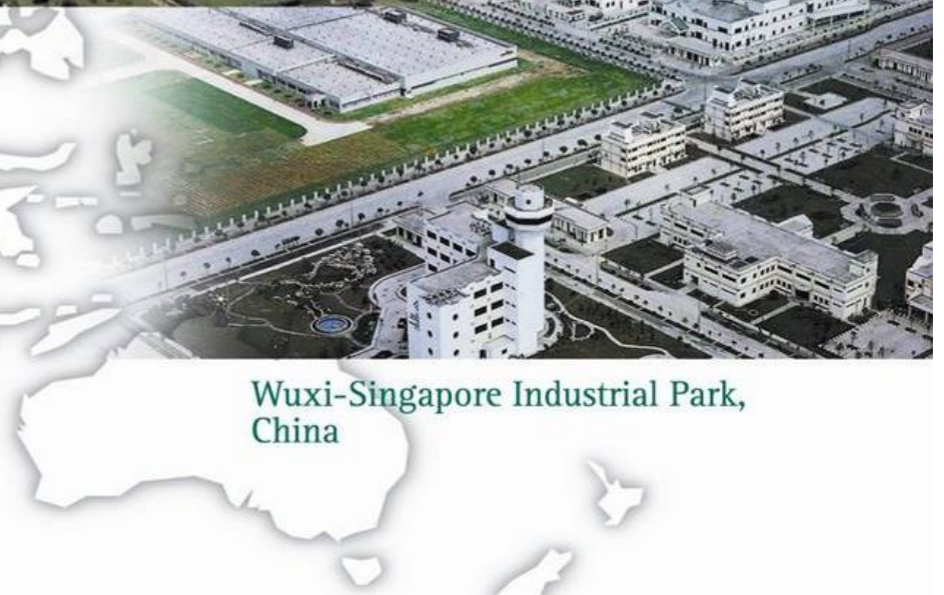

Vietnam Singapore Industrial Park, Vietnam
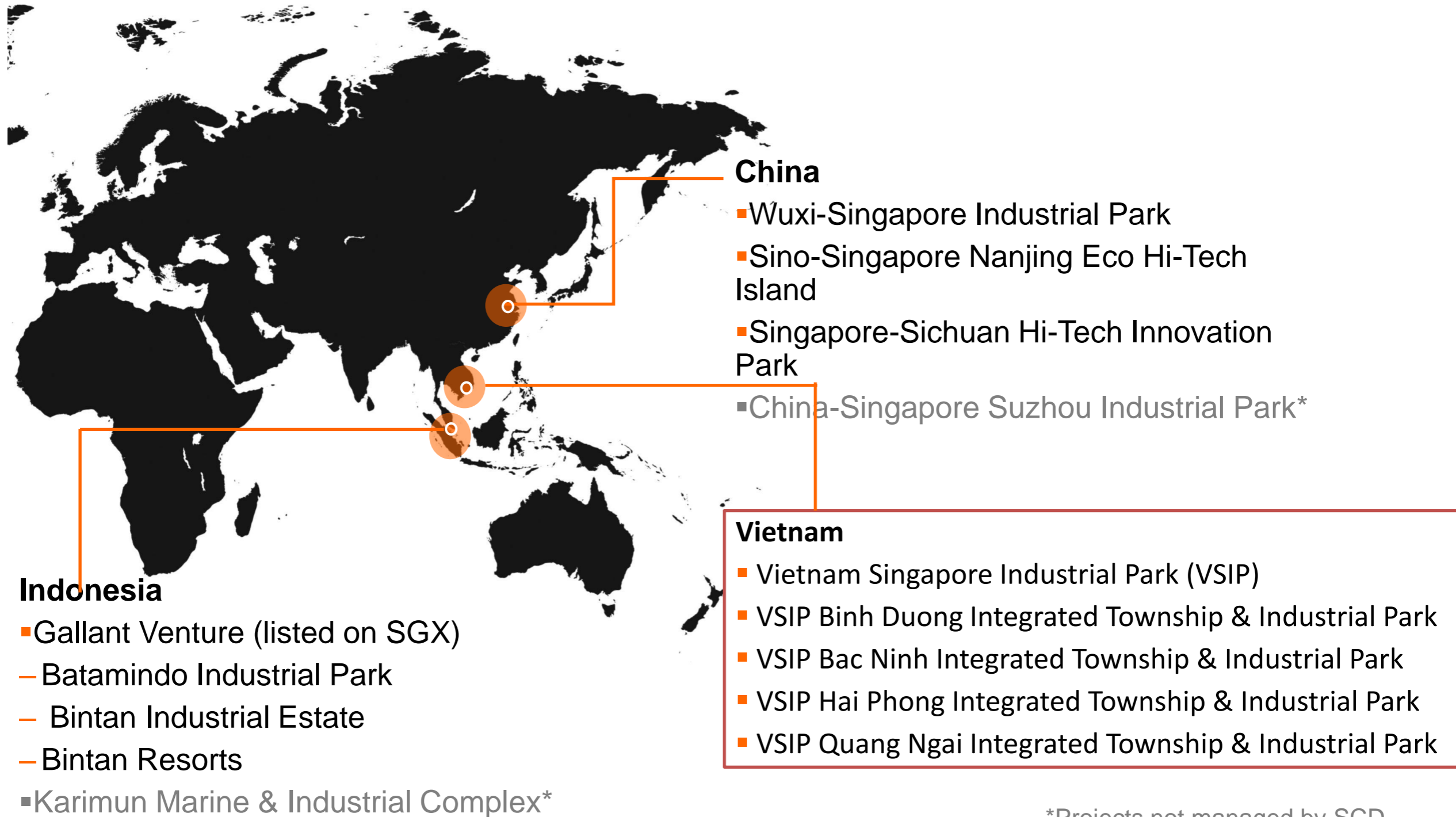
Batamindo Industrial Park, Indonesia

Bintan Industrial Estate, Indonesia

Wuxi-Singapore Industrial Park, China

Our Regional Presence

China

- Wuxi-Singapore Industrial Park
- Sino-Singapore Nanjing Eco Hi-Tech Island
- Singapore-Sichuan Hi-Tech Innovation Park
- China-Singapore Suzhou Industrial Park*

Vietnam

- Vietnam Singapore Industrial Park (VSIP)
- VSIP Binh Duong Integrated Township & Industrial Park
- VSIP Bac Ninh Integrated Township & Industrial Park
- VSIP Hai Phong Integrated Township & Industrial Park
- VSIP Quang Ngai Integrated Township & Industrial Park

Indonesia

- Gallant Venture (listed on SGX)
- Batamindo Industrial Park
- Bintan Industrial Estate
- Bintan Resorts
- Karimun Marine & Industrial Complex*

*Projects not managed by SCD

© Sembcorp Industries 2012

3

Vietnam
Expanding In Fast Growing Markets

VSIP Bac Ninh
700 ha Integrated Township and Industrial Park

VSIP Binh Duong
Park I - 500 ha
Park II - 2,045 ha Integrated Township and Industrial Park

VSIP Hai Phong
1,600 ha Integrated Township and Industrial Park

VSIP Quang Ngai
1,120 ha Integrated Township and Industrial Park

Map labels: China, Hanoi, Bac Ninh, Hai Phong, Laos, Thailand, Vietnam, Danang City, Quang Ngai, Cambodia, Binh Duong, Ho Chi Minh City

Positioned as a major land bank owner and developer with gross project size of 5,965 ha in Vietnam

Among our 500 VSIP Tenants ....

sembcorp

SIEMENS

P&G

PEPSICO

mapletree logisticstrust

Kimberly-Clark

Diethelm

美的 Midea®

JOHNSON CONTROLS
Exceeding Your Expectations!

TOYOTA

ESTec

Oishi

ROHTO

MENTHOLATUM

Fujikura

GS

Unilever

KINH DO
ISO 9001

M.V.P

NITTO DENKO

Vietnam Singapore Industrial Park
Southern Economic Zone

Singapore Consortium 51%*

***79.3% share held by Sembcorp**

Majority JV Partner:

Becamex IDC Corporation

Vietnam Singapore Industrial Park

- Operational since 1996
- Location: Binh Duong Province
- Land area: 500 hectares
- 240 customers (215 in operation)
- 75,000 workers

VSIP Binh Duong Integrated Township & Industrial Park

- Location: Binh Duong New City
- Total land area: 2,045 hectares
    - 1345 ha Industrial
    - 700 ha Residential & Commercial
- 178 customers (87 in operation)
- 26,000 workers

Vietnam Singapore Industrial Park
Northern Economic Zone

VSIP JV Co. 70%*

Sembcorp direct stake 12%

***40.44% share held by Sembcorp**

Majority JV Partner: Becamex IDC Corporation

VSIP Bac Ninh Integrated Township & Industrial Park

- Groundbreaking: December 2007
- Location: Bac Ninh Province
- Land area: 700 hectares
  - 500 ha Industrial + 200 ha Residential & Commercial
- 40 customers (2 in operation)
- 6,500 workers

VSIP Hai Phong Integrated Township & Industrial Park

- Groundbreaking: 13 January 2010
- Location: Hai Phong City
- Land area: 1,600 hectares
  - 500 ha Industrial + 1,100 ha Residential & Commercial
- 7 customers
- 2,400 workers

Vietnam Singapore Industrial Park
Central Economic Zone

Singapore Consortium 51%*

***79.3% share held by Sembcorp**

Majority JV Partner:

Becamex IDC Corporation

VSIP Quang Ngai Integrated Township & Industrial Park

- Investment certificate received on 23 April 2012
- Location: Quang Ngai Province
- Land area: 1,120 hectares
  - 600 ha Industrial park in Dung Quat Special Economic Zone
  - 520 ha Residential & Commercial zone in Quang Ngai city

Our Singapore Tenants

Our Food & Beverage Tenants

Our Healthcare and Medical tenants

MEDOCHEMIE

STADA Arzneimittel

KOREA UNITED PHARM. INC.

ROUSSEL VIETNAM

DKSH

DSM BRIGHT SCIENCE. BRIGHTER LIVING.

IMEXPHARM Sự cam kết ngay từ đầu

ICA

RANBAXY

Roche

ROHTO

MENTHOLATUM

kaneka

Anova WHO - GMP

TNP THANH NAM PHARMACEUTICAL

FGM FORTE GROW MEDICAL co.,ltd.

THE VSIP ADVANTAGE IN INDUSTRIAL SPACE

16-Year Track Record

500 tenants

One-stop Service

On-Site Singapore and Malaysian Teams

24/7 Customer Support

Peace Of mind

AWARDS & ACCOLADE IN VIETNAM

UK's EuroMoney – 'Best Industrial Developer' Award (2008)

Vietnam Economic Times – 'Golden Dragon' Award (2007)

Vietnam Architecture Association – '20 Vietnamese Typical Architecture Works in Renovation Time' (2007)

Saigon Times – 'Top 40 FDI Award' (2007)

Vietnam Association for the Conservation of Nature & Environment – 'Enviro Greentech Award' (2010)

Saigon Times – Top 40 Awards for Green Values (2010)

Vital Partners. Essential Solutions.