



VIETNAM TRADE MISSION

PROMOTING ECONOMIC DEVELOPMENT

— THROUGH —

REAL ESTATE

JUNE 13 - 24, 2017



HANOI



DANANG



HOCHIMINH CITY



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VIETNAM TRADE MISSION

PROMOTING ECONOMIC DEVELOPMENT
THROUGH REAL ESTATE

- About 70% of Vietnamese still live in rural areas and remain involved in agriculture so urbanization will be supercharged with growth and incomes.
- Wealth has risen at an annual compounded rate of 13.5% over the last decade. This means Vietnam's consumer and investor class is expanding every year.
- Fastest growing percentage of ultra high net worth individuals. At least US\$30 million.

PURPOSE

To promote economic development for both the U.S. and Vietnam through real estate investments by learning about new regulations and opportunities.



Source: Halong.co

Ha Long Bay



Sapa



Hoi An



Danang

10 DAYS / 10 NIGHTS IN VIETNAM

■ FLIGHTS

- SGN - HAN, HAN - DAD, DAD - SGN

■ HOTEL ACCOMMODATIONS

- Hotel Double Occupancy
- Hotel Single Occupancy

■ TRANSPORTATION

- Buses and other forms of transportation are provided

■ TOURS

- Hanoi, Halong Bay, Danang, Hoi An and Ho Chi Minh City

■ COST

\$2,650 for Double Occupancy
+ airfare + Vietnam Visa

\$3,100 for Single Occupancy
+ airfare + Vietnam Visa

Flights within Vietnam

Local Vietnam Transfers and Hotels

Accommodations for Double / Single Occupancy

Meals

Tours

Registration for Vietnam Real Estate Convention
and Trade Expo 2017

Questions? Please contact:

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VIETNAM TRADE MISSION ITINERARY

JUNE 13, 2017 - JUNE 24, 2017

TUESDAY, JUNE 13, 2017
Departs IAD / USA

WEDNESDAY, JUNE 14, 2017
Arrive late Wednesday evening / early Thursday AM
Check-In to The Myst of Dong Khoi



- DAY 1 THURSDAY, JUNE 15, 2017**
- Property Tour in Hochiminh City
 - Meet with the U.S. General Consul/U.S. General Consulate Team
 - Welcome Dinner

- DAY 2 FRIDAY, JUNE 16, 2017**
- Fly to Hanoi
 - Check-In to Melia Hotel
 - Meet with Hanoi People's Committee
 - Tour of Temple of Literature

- DAY 3 SATURDAY, JUNE 17, 2017**
- Bus to Halong Bay—UNESCO World Heritage Site
 - Board a deluxe junk and explore Halong Bay
 - Squid Fishing

- DAY 4 SUNDAY, JUNE 18, 2017**
- Check-out
 - Leave Halong Bay back to Hanoi



- DAY 5 MONDAY, JUNE 19, 2017**
- Meet with Developers
 - Lunch & Learn—The Buying Process in Vietnam & U.S.
 - Networking with developers and real estate professionals
 - Meet the US Embassy team
 - Meet with the Ministry of Construction

- DAY 6 TUESDAY, JUNE 20, 2017**
- Early check-out
 - Flight to Danang
 - Check-in to Hotel Novotel
 - Visit Hoi An Ancient Town

- DAY 7 WEDNESDAY, JUNE 21, 2017**
- Meet Danang People's Committee
 - Meet with Developers
 - Property Tours
 - Site Tour:
 - InterContinental Danang Sun Peninsula Resort
 - Award winning Best Luxury Resort for 3 consecutive years
 - Best Hotel/Resort Fine Dining Restaurant
 - Worldwide 2016/17

- DAY 8 THURSDAY, JUNE 22, 2017**
- Early check-out
 - Flight to Hochiminh City
 - Meet Hochiminh City People's Committee
 - Boat Ride to An Lam Retreat for Dinner



DAY 9 FRIDAY, JUNE 23, 2017

- Vietnam Real Estate Convention and Trade Expo 2017
- Opening Ceremony as VIP Guests
- Exhibition VIP Tour
- Different Types of Investment Visas to the U.S.
- U.S. Education Process for Foreign Students
- Home Trends
- Lead Generation
- Marketing
- Cocktail Reception
- Network with Vietnamese investors and real estate professionals to share business opportunities and best practices
- Be prepared as you may be selected for media interviews

DAY 10 SATURDAY, JUNE 24, 2017

- Vietnam Real Estate Convention and Trade Expo 2017
- Financing for Vietnam / U.S. investments and U.S. Education
- Real estate market viewpoints
- Network with Vietnamese investors and real estate professionals to share business opportunities and best practices
- Be prepared as you may be selected for media interviews
- Farewell Dinner
- Check-out
- Bus to airport heading home

SUNDAY, JUNE 25, 2017

Back Home in the U.S.



WHY VIETNAM?

Wage rates significantly lower than in China, many companies in South Korea, Japan, China, America, and Europe, and their governments, are establishing manufacturing hubs and seek better relations with Vietnam.

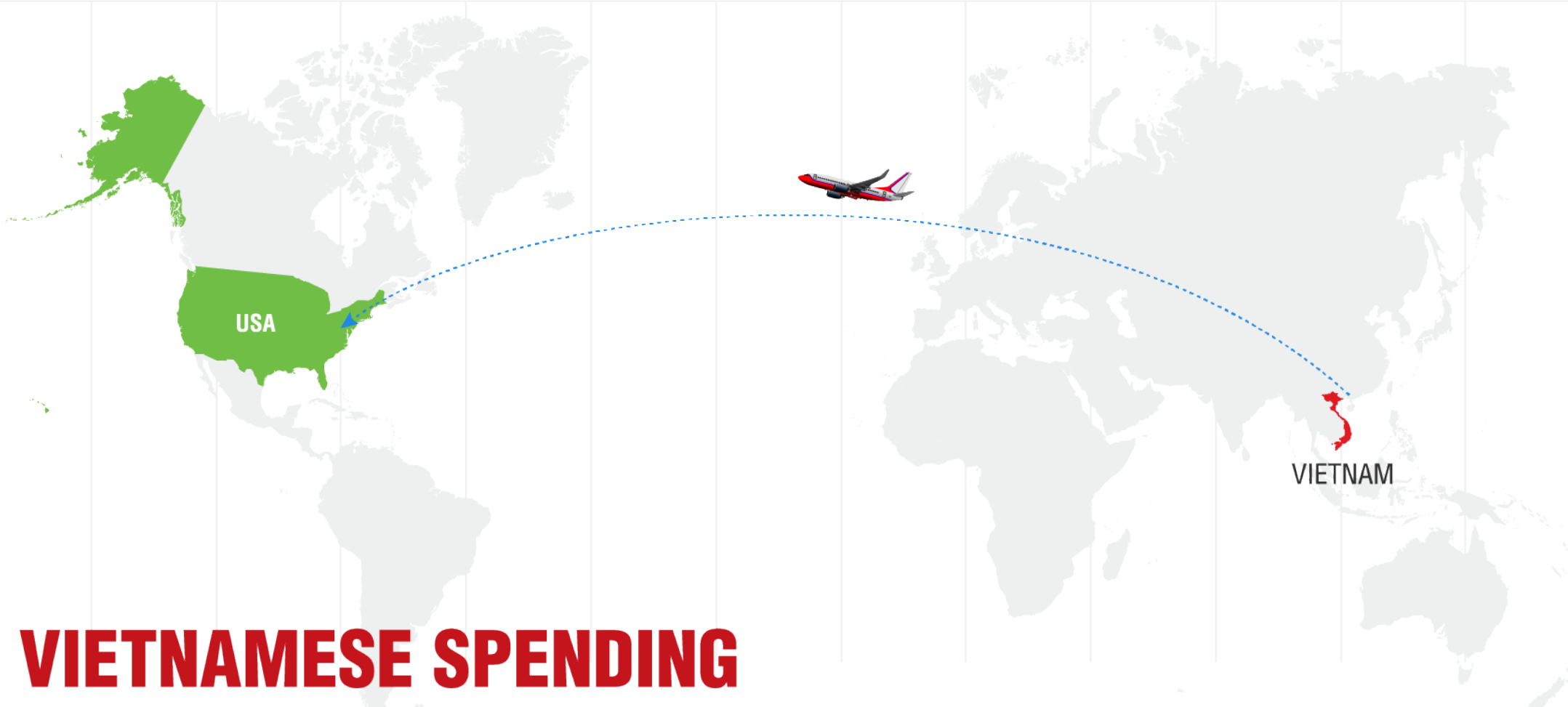
Population	95.4 Million
Less than 30 years old	50% Population
Mobile Phone Subscribers	127.1 Million
Motobikes	37 Million

Annual economic growth remains stable between 6% to 7%

Interest rates have come down from 20% to 8%

Inflation has fallen from 18.7% to 0.6%

Source: www.evbn.org



VIETNAMESE SPENDING ON U.S. EDUCATION

- 1,043,839 International students enrolled
- International students enrolled in the U.S. grew by 7% in school year 2015 / 2016
- Economic impact of US\$36 Billion
- 31,717 Vietnamese students in the U.S. today
- Vietnam is among the most notable gainers at 14% in school year 2015 / 2016
- Fastest growing percentage of ultra high net worth individuals. At least US\$30 Million
- Wealth Report predicted percentage of ultra high net worth individuals would double by 2024. A 159% increase.
- Survey shows Vietnam ranks 3rd in the world in terms of fondness for branded goods
- U.S. higher education is a brand
- Vietnamese students contribution to the U.S. economy is US\$919,467,364
- Vietnamese parents are spending nearly US\$1 Billion on their children's education in the U.S.
- Vietnamese parents are purchasing homes for their children in cash
- Vietnamese investors also invest in businesses, commercial properties and projects



VIETNAM MARKETVIEW Q1 2017

- FDI continues to be a key catalyst for Vietnam's economy
Total registered capital in Q1 2017 reached US\$7.7 Billion
An increase of 77.6% from the same period last year
- Condominium Market
Hanoi launched 9,398 units
An increase of 3% Q-O-Q
Hochiminh City launched 5,083 units
A drop of 52% Q-O-Q
Growth in primary prices were recorded in both Hanoi and Hochiminh City
The market is moving toward affordable and mid-end segments with more supply in these segments
- Retail Market
Supply increased in Hochiminh City by 17,500 SM
Stable in Hanoi but active in terms of investment activity
- Office Market
Rising rents observed in both Hanoi and Hochiminh City for both grade A and grade B buildings with the highest increase with the grade B buildings in Hochiminh City



THE BENEFITS OF JOINING THIS MISSION

- Meet directly with investors who are interested in investing in the U.S.
- Connect with developers to represent them in the U.S.
- Networking opportunities with real estate professionals for potential referrals.
- Learn about the Vietnam's booming real estate market.
- Gain a competitive advantage on how to bring your business to the next level.
- Meet with government officials for the latest updates.
- Property tours of some of the biggest residential developments and resorts
- Explore the culture and beauty of Vietnam



- Experience the Vietnamese hospitality
Claims to fame:



Source: CNN.com

*Bun Cha Lien Huong
Claim to Fame:
President Obama and
Anthony Bourdain*



*Temple Club
Claim to Fame:
Angelina Jolie, Brad Pitt
and Michael Caine*



*Tim Ho Wan
a 3-Michelin Star rating
dim Sum*

CITIES TO VISIT IN VIETNAM

1. HANOI

The Capital of Vietnam
Famous lake, Ho Guom "Sword Lake"
Bun Cha Lien Huong--Claim to Fame: President Obama and Anthony Bourdain
Tim Ho Wan 3-Michelin-Star Dim Sum



2. HALONG BAY

UNESCO World Heritage
Overnight on the newest luxury cruise ship
with squid fishing



3. DANANG

Vietnam's third largest city
One of the world's 20 low-carbon cities
The Dragon Bridge is modeled after the dragon
from the Ly's Dynasty



4. HOI AN

City on Vietnam's central coast known for its well-preserved Ancient Town
Former port city's melting-pot history you can see from its architecture, a mix of eras and styles



5. HOCHIMINH CITY

Known as Saigon, the economic center of Vietnam
Saigon Notre Dame, built in 19th Century by French Colonist, is the symbol of the city
Temple Club--Claim to Fame: Angelina Jolie, Brad Pitt and Michael Caine





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TRADE MISSION GUIDE

I worked in Vietnam and SouthEast Asia for almost 10 years.

As NAR President's Liaison to Vietnam, I have been able to tie my experiences from my years of working in Vietnam with my real estate experiences. My goal is to help raise the standards for Vietnamese real estate professionals through education, which will allow them to compete in the global market.

The Vietnam real estate market is super hot and there are ample business opportunities both within Vietnam and for Vietnamese buyers in the U.S.

If you are looking to expand your business beyond borders, consider Vietnam.

- Vietnam has a rising middle and upper class population
- They are looking for a U.S. education for their children
- They invest in homes for their children to go to school
- They also invest in businesses, commercial properties and projects

Many Vietnamese are currently investing in the Bay area, Southern California or Texas because there are larger Vietnamese communities in these locations.

The political turmoil between China and Vietnam is ongoing, and as a result, many Vietnamese are seeking to invest in the U.S. as a safe haven.

During this mission, you will have the opportunity to advocate for your hometown. You will be able to meet and connect directly with investors. These are huge prospects and the window of opportunity may not last. **DON'T MISS OUT!**

While you learn, network, expand your business I want to provide you with a wonderful experience of Vietnam. The detailed thought-out itinerary ensures that you maximize your time learning and connecting with this new market while enjoying the beautiful country and culture of Vietnam.

► JOIN US!