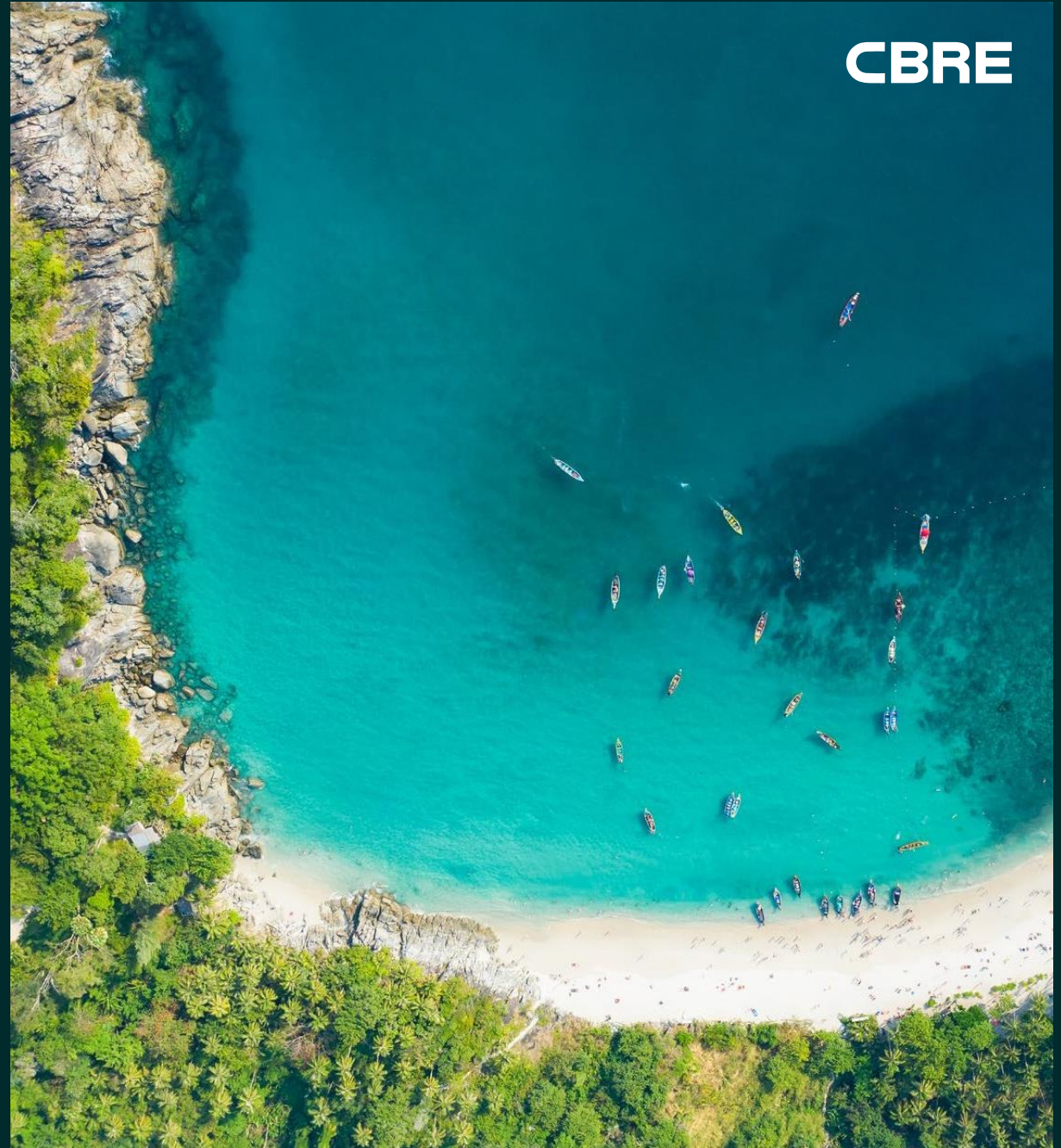


# 2024 Vietnam Hotels & Hospitality Outlook

REPORT

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CBRE



VIETNAM

GDP Growth reached 6.42% in H1'24, accelerating in Q2, on track to meet 2024's target of around 6%

Vietnam's H1 2024 GDP expanded by 6.42% y-o-y – showing positive signs of recovery



# Vietnam continues to be an attractive destination for FDI capital flows



**Singapore**  
US\$ 4.01 bn



**China**  
US\$ 2.19 bn  
(\*\*)

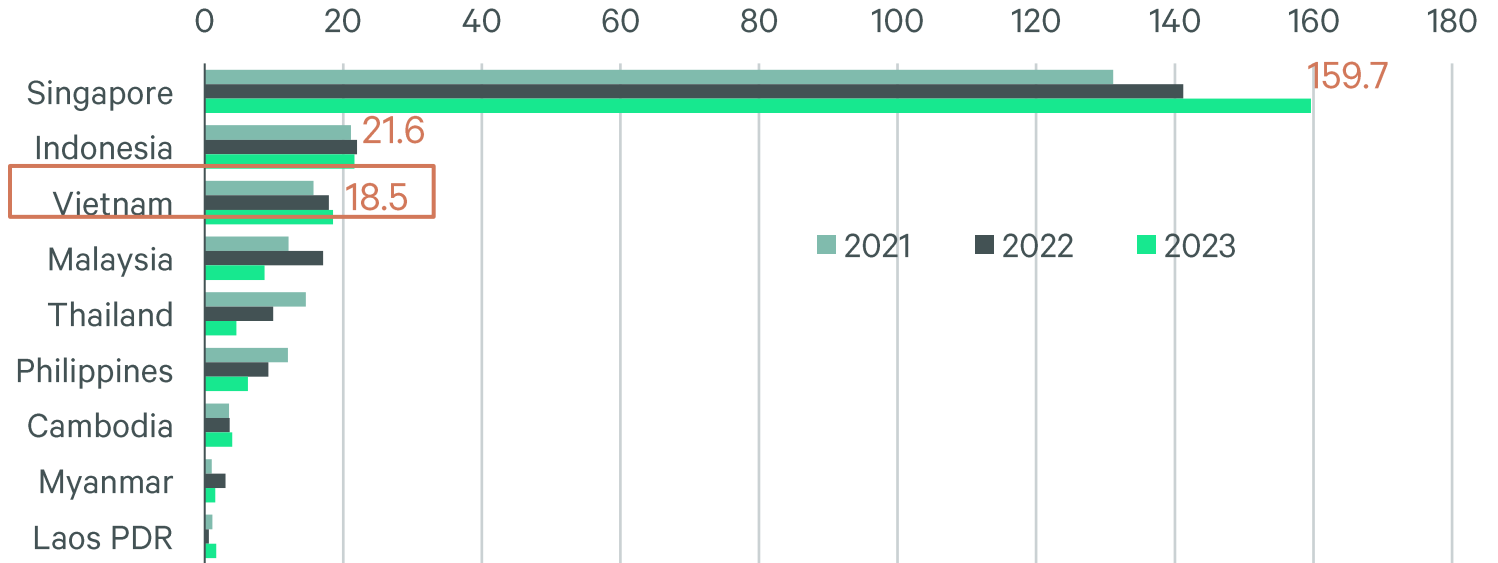


**Japan**  
US\$ 979 mn

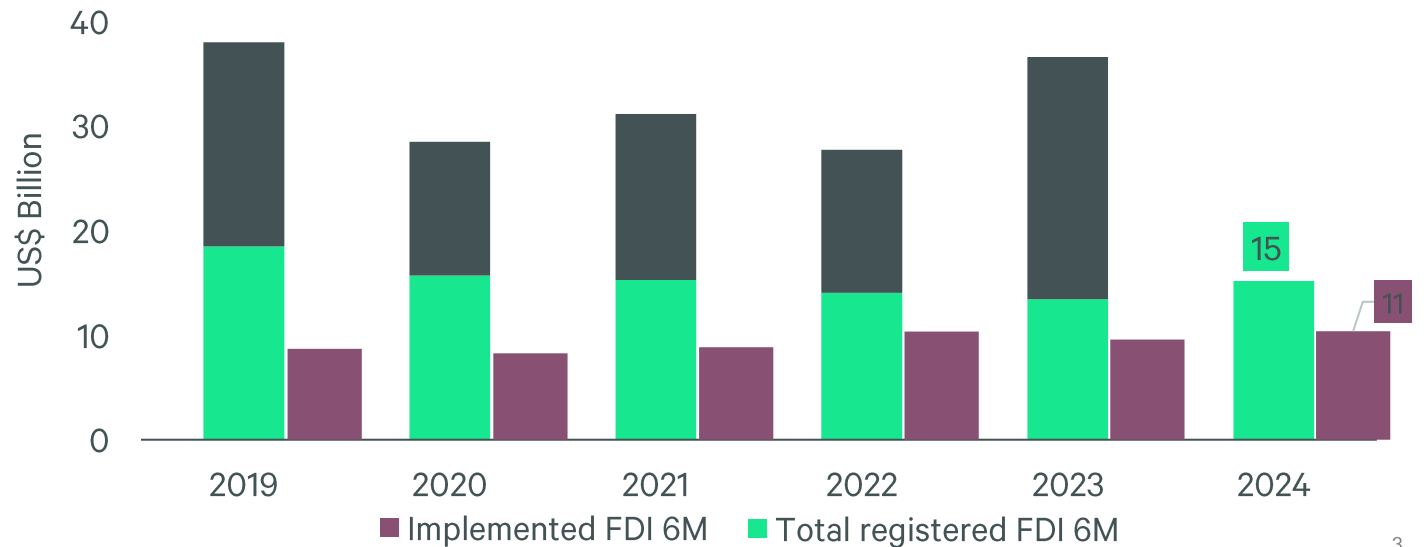
(\*) FDI inflows includes newly licensed capital only  
(\*\*) Including Hong Kong

Source: Vietnam's General Statistical Office, UNCTAD, CBRE Research

FDI Inflows (\*) to ASEAN remained stable, Vietnam ranked 3rd, US\$ Billion



Total registered FDI reached US\$ 15.19 bn, up +13.1% y-o-y



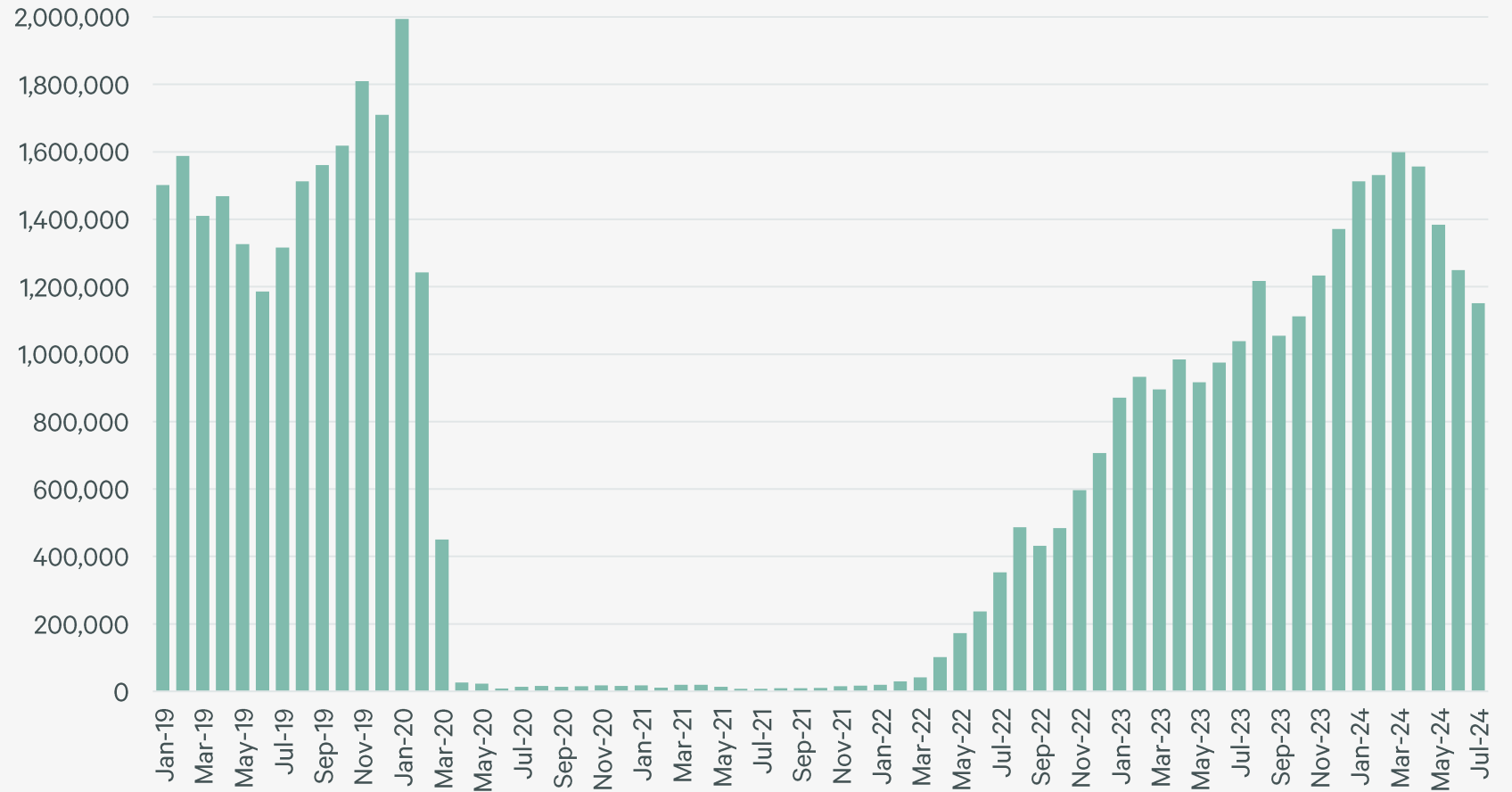
VIETNAM

# International arrivals accelerated in early 2024

Now back to seasonal trends

## International arrivals – Vietnam

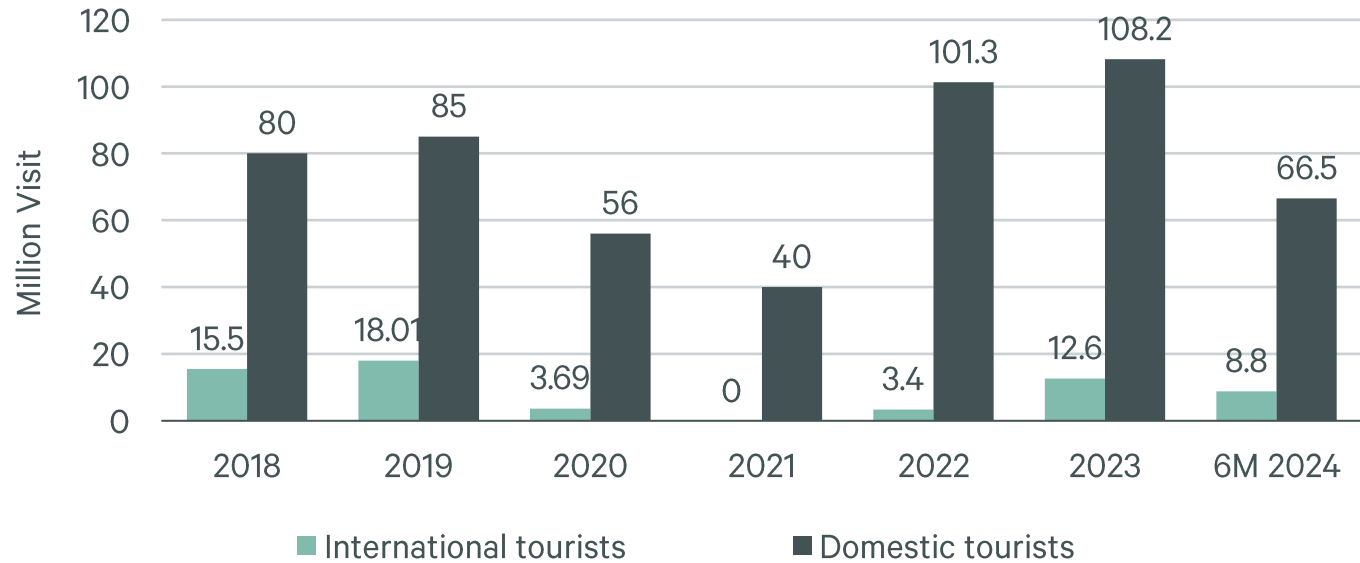
As of July 2024



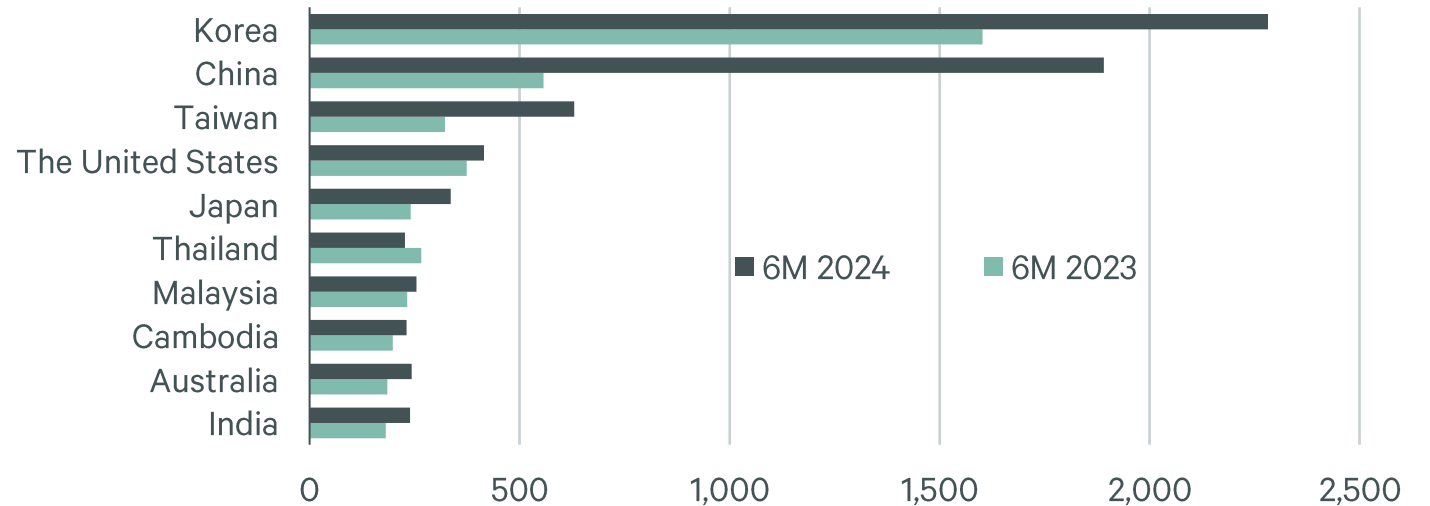
# International arrivals significantly improved in H1 2024

- 8.8 million arrivals in H1 2024
- +58.4% y-o-y and +11.4% comparing with pre-COVID's (H1 2019)

Number of int'l and domestic visitors in Vietnam 2018 – H1 2024



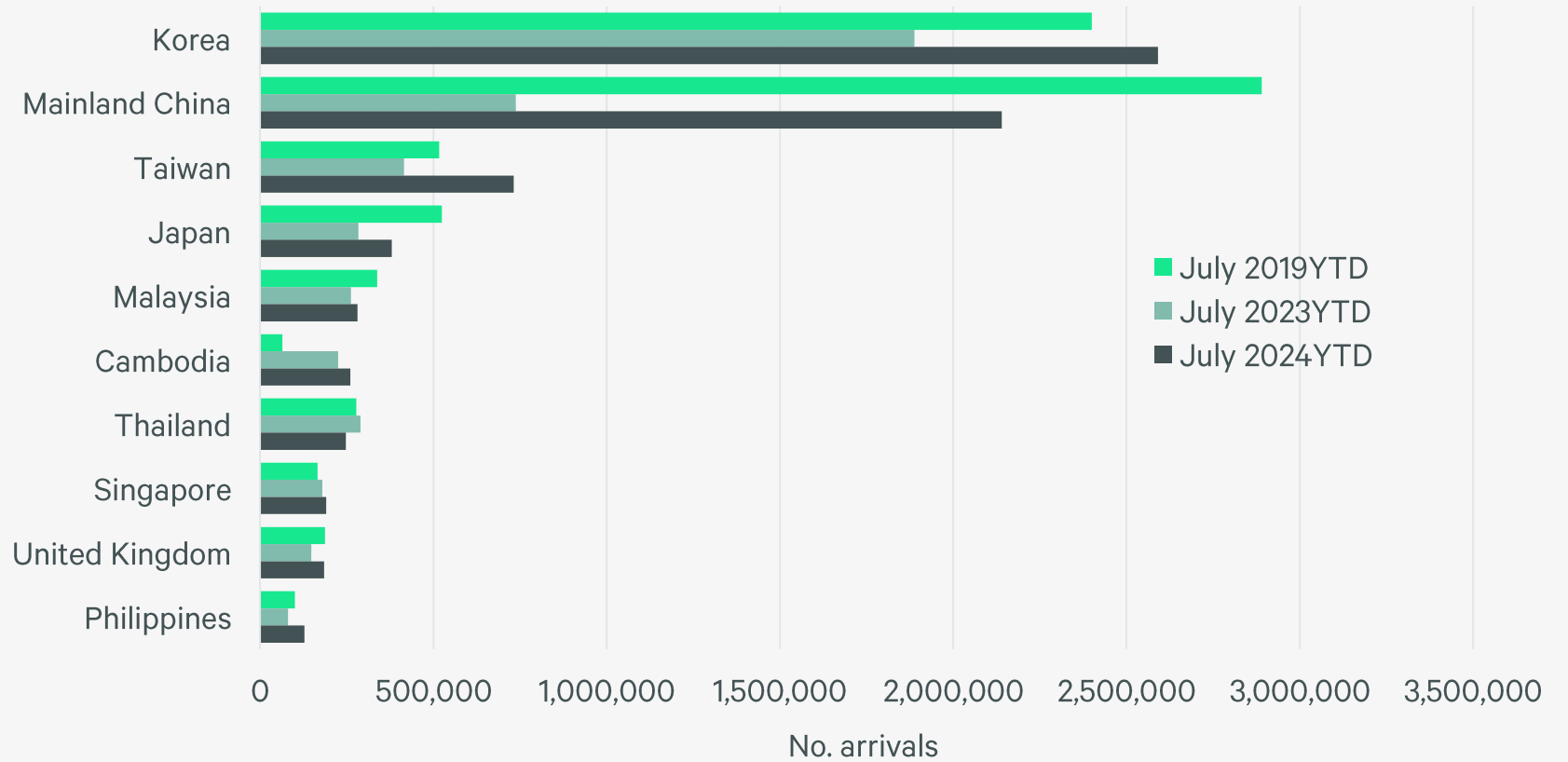
South Korea and China are the two largest source markets for visitors to Vietnam



Source: Vietnam's General Statistical Office, CBRE Research

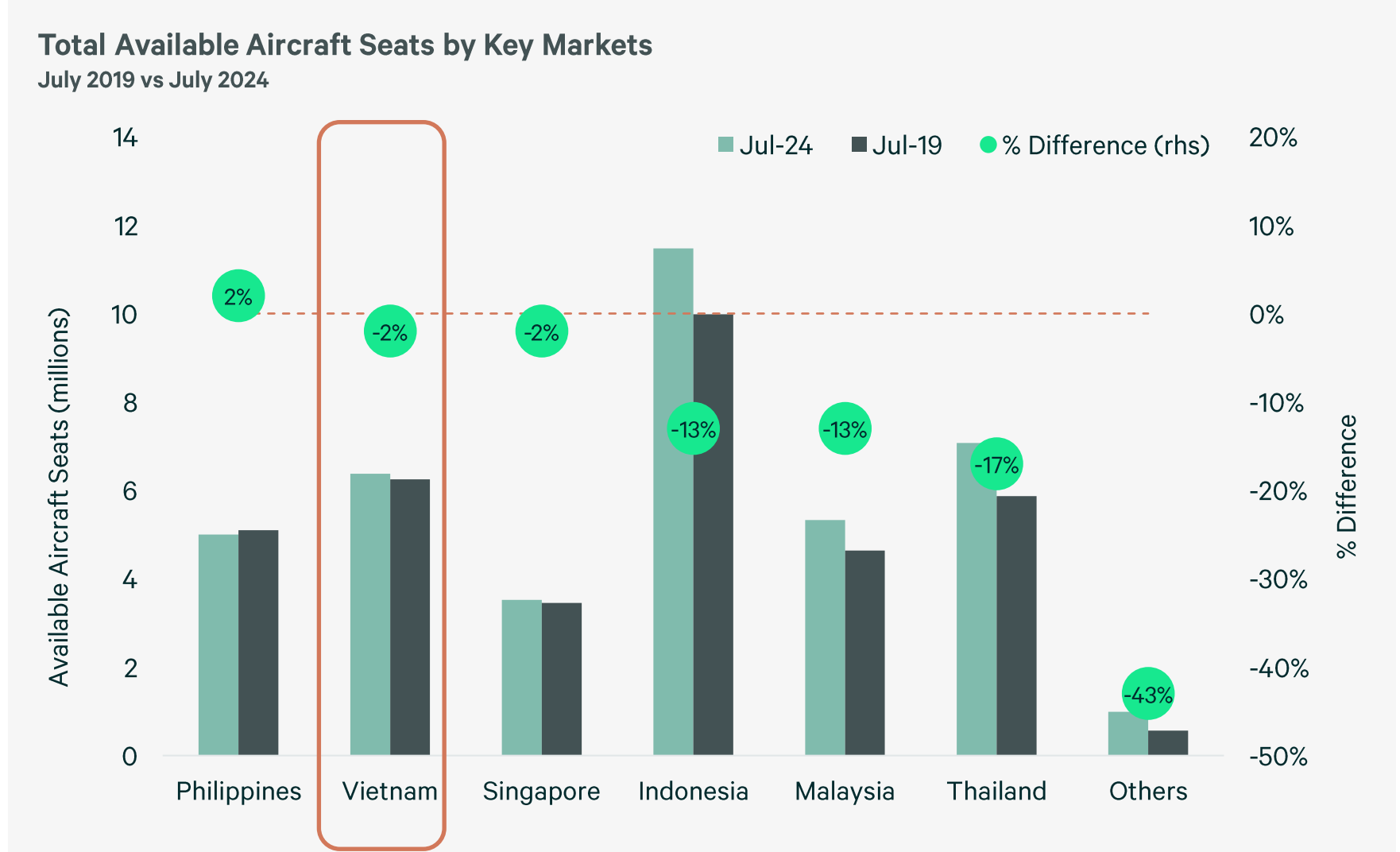
# Korea and Taiwan tracking above 2019 inbound levels so far in 2024

### International Visitor Arrivals – by Source Market To July 2024YTD



Source: CEIC, CBRE Research July 2024

Vietnam almost back to full available seat capacity for aircraft

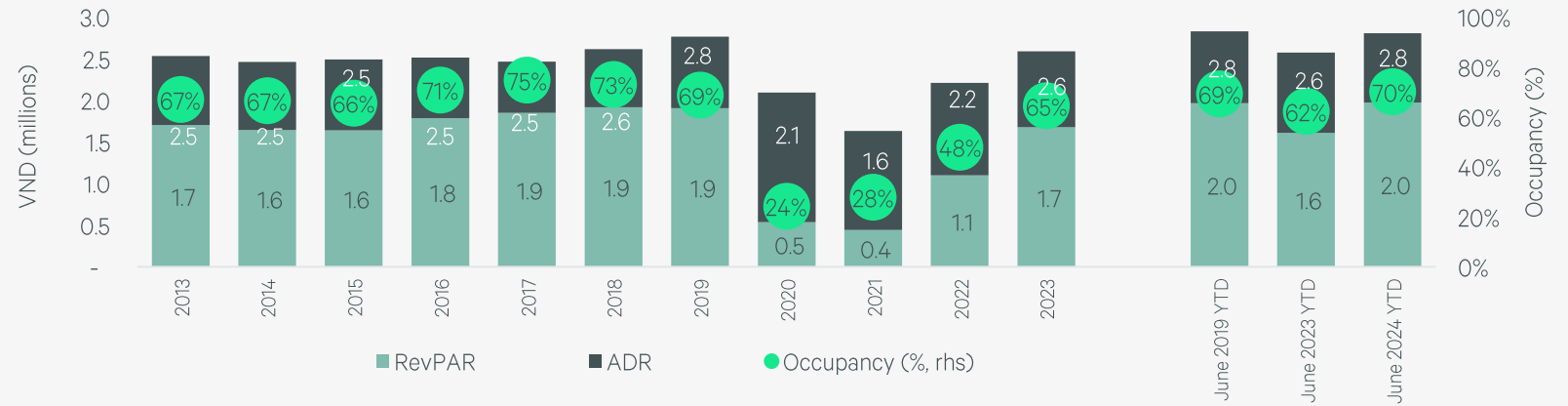


ADRs in both HCMC and Hanoi are above historical levels

Occupancy recovery much better in HCMC than Hanoi thus far

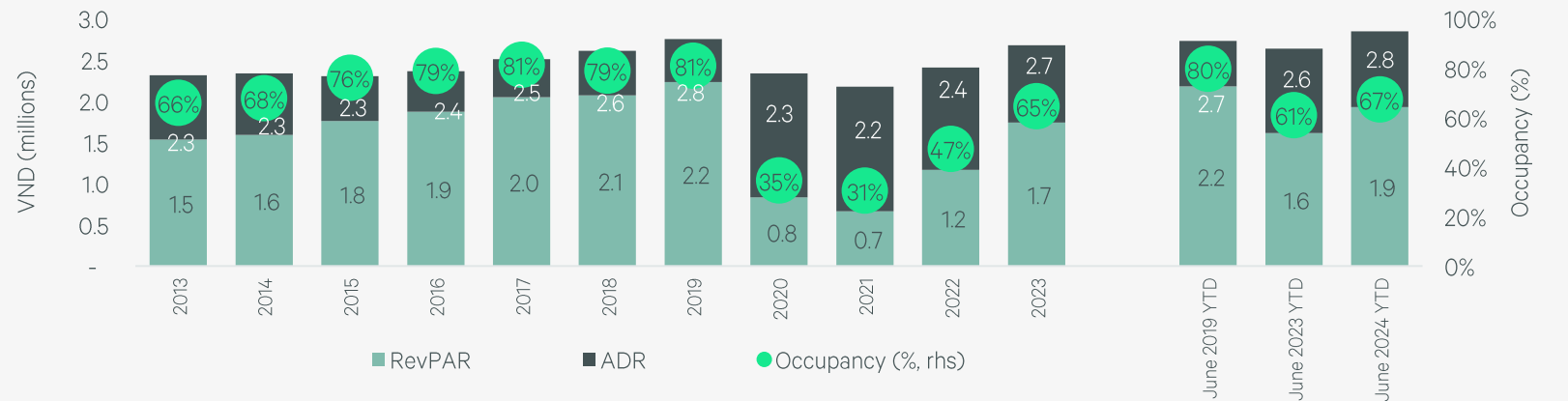
### HCMC Hotel Performance

2013 to June 2024 YTD



### Hanoi Hotel Performance

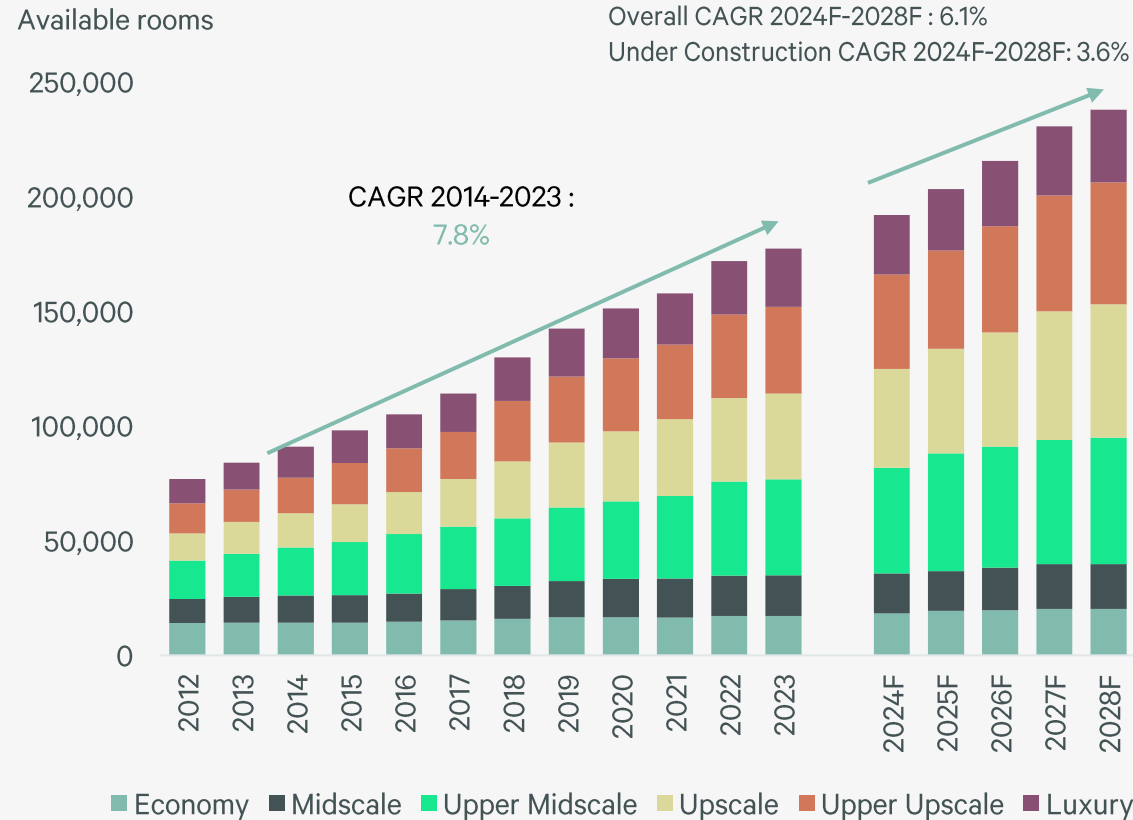
2013 to June 2024 YTD



Hotel supply slowly cooling, however more elevated than other Asia Pacific markets

### Hotel Supply Growth by Year

Vietnam (as of July 2024)



#### 2024F – 2028F Supply – By Scale

Scale	% share
Upscale	35.1%
Upper Upscale	24.6%
Upper Midscale	20.9%
Luxury	10.5%
Economy	5.1%
Midscale	3.8%

Note – Future supply pipeline includes those classified as in the ‘Planning’, ‘Final Planning’ and ‘Under Construction’ phases

Source: STR AMPM, CBRE Research, July 2024

# Key Infrastructure Projects

2024

## Ho Chi Minh metro to be completed in 2024

According to the Ho Chi Minh City Management Authority for Urban Railways (MAUR), HCMC's metro will be launched in 2024.

The line is about 19.7km in length with three underground stations, including Ben Thanh, HCM City Opera House, Ba Son, and 11 flyover stations, including Vang Thanh, Tan Cang, Thao Dien, An Phu, Rach Chiec, Phuoc Long, Binh Thai, Thu Duc, High-tech Zone, HCM City National University and Suoi Tien Terminal.

## Tan Son Nhat International Airport Terminal 3 is set to start operation in 2025

The construction of Passenger Terminal 3 of Tan Son Nhat International Airport kicked off in December 2022. The new terminal will cover a total floor area of 112,500 sqm across four floors and one basement.

Expected to complete by 2025, the new terminal is will serve 20 million passengers annually.

2025 & beyond

## Long Thanh Airport: International aviation hub

Located 40km to the east of Ho Chi Minh City, the airport will have four terminals and four runways (in final phase), capable to handle 100 million passengers and 5 million tons of cargo annually by 2040.

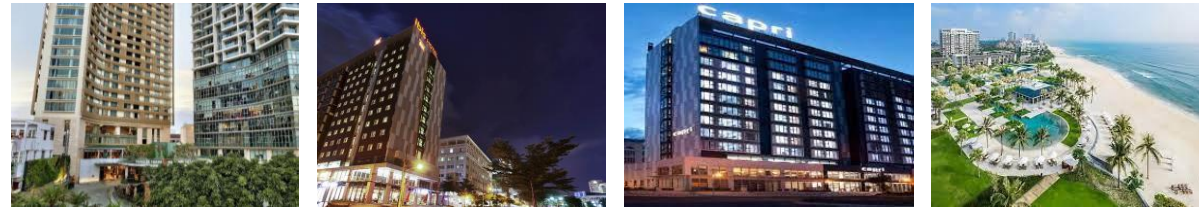
Expected to complete the first phase in 2026, the first phase of Long Thanh International Airport will consists of one 4km-long runway with a width of 75m, and a 373,000 sq m terminal designed to serve 25 million passengers and 1.2 million tonnes of cargo annually.

## Noi Bai International Airport expansion to kick off in 2025

Aligning with the airport's master plan 2021-2030 period, with a vision towards 2050, the airport aims to serve 100 million passengers and five million tonnes of freight annually by 2050.

By 2030, Noi Bai would accommodate three runway lines and three passenger terminals, while the existing Terminal T2 will be expanded so that both terminals could serve 30 million passengers annually.

# Recent Significant Hotel Transactions



<b>Location</b>	Da Nang	Ho Chi Minh	Ho Chi Minh	Da Nang
<b>Date</b>	09/2023	06/2023	06/2023	08/2022
<b>Price (USD)</b>	22,600,000	12,000,000	21,000,000	95,000,000
<b>Number of Rooms</b>	223	140	175	227
<b>USD / key (approx.)</b>	<b>101,549</b>	<b>85,174</b>	<b>120,000</b>	<b>418,502</b>
<b>Vendor</b>	Bach Dang Complex Company	SHREIT	SHREIT	Partners Group / Gaw Capital
<b>Purchaser</b>	First Real Land JSC	Ho Tak Pong Matthew	Ho Tak Pong Matthew	Undisclosed

# Thank you!

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