

INDUSTRIAL INVESTMENT MEMORANDUM

EXCLUSIVE OFFERING · FULL PROJECT SALE

# Nga Son Industrial Cluster

Thanh Hoa Province, Northern Vietnam

清化省·义安工业聚集区

**35.4 ha**

TOTAL SITE AREA

**75.6%**

INDUSTRIAL LAND

**100 km**

NGHI SON PORT

• FOUNDATION UNDER CONSTRUCTION · FOR SALE NOW

CONFIDENTIAL · FOR QUALIFIED INVESTORS ONLY



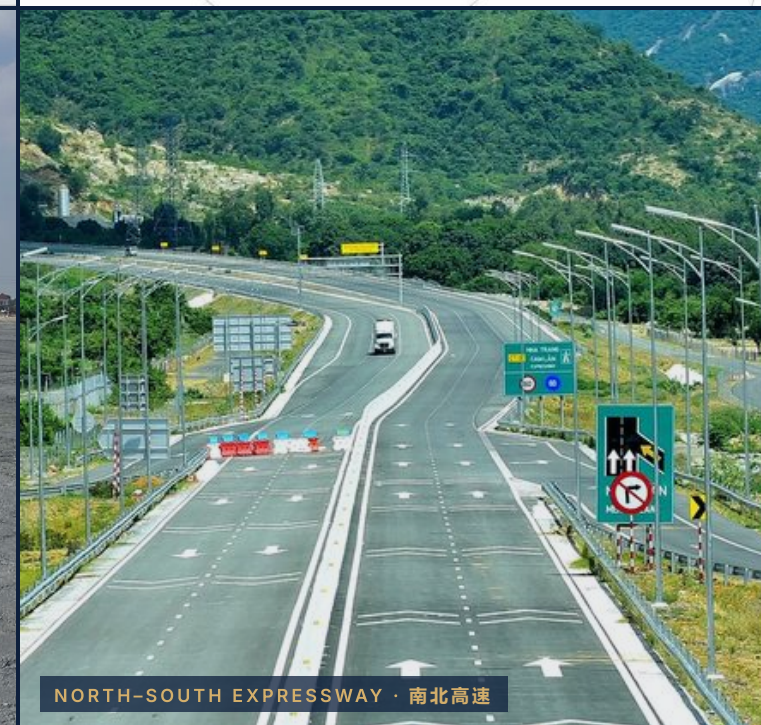
MASTER PLAN · 总体规划



LOCATION MAP · 区位优势图



SITE STATUS · 项目现场实景



NORTH-SOUTH EXPRESSWAY · 南北高速

# Project Snapshot



353,832 m<sup>2</sup>

TOTAL SITE AREA

总用地面积



267,478 m<sup>2</sup>

INDUSTRIAL LAND (75.6%)

工业用地 (占比75.6%)



Nga Son, Thanh Hoa

LOCATION

项目位置



Under Construction

FOUNDATION & INFRASTRUCTURE WORKS

地基及基础设施施工中



20.5 m

MAIN ROAD WIDTH

主干道宽度



20 kV

POWER CAPACITY

供电电压等级



1,500 m<sup>3</sup>/d

CLEAN WATER SUPPLY

日供水量



1,000 m<sup>3</sup>/d

WASTEWATER TREATMENT

日污水处理量

- Fully approved 1:500 detailed master plan  
已通过1:500详细规划审批

- Dual-zone structure: Zone A (285,232 m<sup>2</sup>) + Zone B (68,600 m<sup>2</sup>)  
双区结构：A区+B区

- 100 km to Nghi Son Deep-Sea Port (100,000 DWT)  
距义山深水港100公里

- Adjacent to Provincial Road 508 — direct expressway access  
紧邻508省道，直达高速

- Available for full project acquisition — clean title transfer  
可整体收购，产权清晰转让

- Corporate income tax exemption: 2 years free + 4 years 50% reduction  
企业所得税优惠：前2年免税，后4年减半

# Why Vietnam — The Manufacturing Shift

\$36B+

ANNUAL FDI REGISTERED CAPITAL

年度外资注册资本

Top 20

GLOBAL EXPORT ECONOMIES

全球出口经济体前20名

7%+

AVERAGE GDP GROWTH RATE

平均GDP增长率

15 FTAs

FREE TRADE AGREEMENTS ACTIVE

已生效自贸协定

## China+1 Supply Chain Diversification

中国+1战略：全球产业链向越南转移提速

## Competitive Labor Cost — 30–40% below China

劳动力成本比中国低30–40%

## CPTPP & EVFTA — Preferential Market Access to 60+ Countries

CPTPP及EVFTA——覆盖60+国家的优惠市场准入

## FDI INFLOW BY SECTOR (ILLUSTRATIVE) · 外资流入分布

|              |             |     |
|--------------|-------------|-----|
| Electronics  | <div></div> | 34% |
| Mfg. / Light | <div></div> | 24% |
| Real Estate  | <div></div> | 18% |
| Logistics    | <div></div> | 12% |
| Others       | <div></div> | 12% |

## INDUSTRIAL LAND DEMAND SURGE · 工业用地需求激增

Vietnam's industrial land occupancy rate reached **80–90%** in major zones by 2023, driving investors to seek emerging provinces with approved land banks and logistics connectivity.

越南主要工业区入驻率于2023年达80–90%，推动投资者寻找具备审批地块及物流配套的新兴省份。

# Why Thanh Hoa — A New Growth Pole



3.7M

Population — 3rd Largest Province

人口全国第三大省



\$14.9B

Cumulative FDI (167 Projects)

累计吸引外资



11.2%

GRDP Growth Rate 2016–2020

地区生产总值增速



2.1M

Working-Age Labor Force

劳动年龄人口



#8

National FDI Ranking (2021)

全国外资吸引力排名

STRATEGIC INFRASTRUCTURE ADVANTAGES · 战略基础设施优势



Nghi Son Deep-Sea Port (Class 1A)

Handles vessels up to 100,000 DWT. International container routes. Nearest seaport to western Vietnam and NE Laos.  
义山深水港，可停靠10万吨级船舶，开通国际集装箱航线



Tho Xuan International Airport

Planned international gateway. Capacity: 5M pax / 27,000T cargo/year. Serves as Noi Bai backup.  
寿春国际机场，规划年旅客吞吐量500万人次



North–South Expressway (CT01)

Direct connection to Hanoi (140 km). Coastal expressway links Quang Ninh–Thanh Hoa–Nghe An corridor.  
南北高速公路直连河内（140公里），沿海走廊全线贯通

Thanh Hoa is positioned as a *fourth growth pole* alongside Hanoi, Hai Phong and Quang Ninh under Vietnam's National Economic Master Plan through 2030.

清化省被纳入越南2030年总体规划，成为与河内、海防、广宁并列的第四个经济增长极。



NORTHERN VIETNAM LOGISTICS MAP · 越南北部物流图

DISTANCE FROM PROJECT SITE · 距项目地点距离

|                                                                                       |                                                 |               |
|---------------------------------------------------------------------------------------|-------------------------------------------------|---------------|
|    | <b>Hanoi City Center</b><br>河内市中心               | <b>140 km</b> |
|    | <b>Noi Bai International Airport</b><br>内排国际机场  | <b>165 km</b> |
|    | <b>Nghi Son Deep-Sea Port</b><br>义山深水港          | <b>100 km</b> |
|    | <b>Tho Xuan Domestic Airport</b><br>寿春省内机场      | <b>65 km</b>  |
|    | <b>Hai Phong International Port</b><br>海防国际港    | <b>190 km</b> |
|    | <b>Thanh Hoa City Center</b><br>清化市区            | <b>60 km</b>  |
|  | <b>Lang Son Border Gate (China)</b><br>谅山口岸（对华） | <b>300 km</b> |

Site fronts **Provincial Road 508** with direct access to the North–South Expressway. National Highway 10 connects to the Red River Delta and coastal logistics corridor.

临508省道，直达南北高速，QL10连通红河三角洲物流通道

# Project Overview & Development Status

## PROJECT NAME

**Nga Son Industrial Cluster**

义安工业聚集区

## LOCATION

**Nga Son District, Thanh Hoa**

清化省·义安县

## TOTAL PLANNING AREA

**353,832 m<sup>2</sup> (35.4 ha)**

总规划面积

## PLANNING ZONES

**Zone A: 285,232 m<sup>2</sup> / Zone B: 68,600 m<sup>2</sup>**

A区 / B区

## INDUSTRIAL LAND RATIO

**75.59% (267,478 m<sup>2</sup>)**

工业用地占比

## PLANNING APPROVAL

**Detailed 1:500 Plan Approved**

1:500详细规划已获批

## NORTH BOUNDARY

**Provincial Road 508**

北侧：508省道

## SOUTH BOUNDARY

**Industrial Reserve Land**

南侧：工业备用地

## DEVELOPMENT CONCEPT

The Nga Son Industrial Cluster is designed as a fully serviced, multi-sector light manufacturing and export-oriented production base within Thanh Hoa Province's northern economic corridor. The cluster prioritizes clean manufacturing, electronics, supporting industries, and logistics-intensive operations.

义安工业聚集区定位为清化省北部经济走廊内的全配套多行业轻工制造和出口导向生产基地，重点引入清洁制造、电子、配套产业及物流密集型企业。

## CURRENT STATUS &amp; TRANSACTION OPPORTUNITY

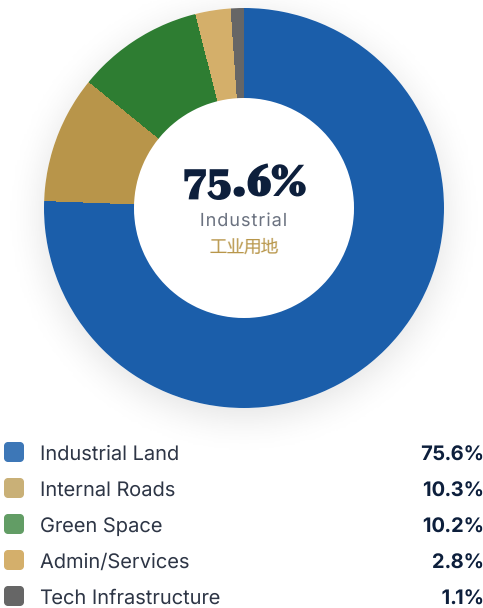
Foundation works and site infrastructure are currently underway, giving the incoming buyer a significant head-start on development timelines. The project is offered for full acquisition — all planning approvals, land rights, and development assets transfer with the sale.

地基及场地基础设施目前正在施工，为买方节省大量前期时间。本项目以整体出售方式转让，包括全部规划审批文件、土地权益及开发资产。



OFFICIAL 1:500 DETAILED MASTER PLAN

# Land Allocation & Development Metrics



| # | LAND COMPONENT · 用地类别                     | AREA (M <sup>2</sup> ) | SHARE  | QCVN STD.   |
|---|-------------------------------------------|------------------------|--------|-------------|
| — | Total Project Area<br>项目总用地               | 353,832                | 100%   |             |
| 1 | Industrial Land (CN)<br>工业用地              | 267,478                | 75.59% | <div></div> |
| 2 | Admin & Services (HC-DV)<br>行政服务用地        | 10,048                 | 2.84%  | <div></div> |
| 3 | Green Space (CX)<br>绿化用地                  | 36,093                 | 10.20% | <div></div> |
| 4 | Technical Infrastructure (HTKT)<br>技术基础设施 | 3,900                  | 1.10%  | <div></div> |
| 5 | Internal Roads<br>内部道路                    | 36,313                 | 10.26% | <div></div> |

MAX BUILDING DENSITY

60%

最大建筑密度

MAX FLOORS (CN)

1-3F

最高楼层数 (工业)

GREEN RATIO

>10%

绿化率 (符合国标)



## Road Network

道路系统

**20.5 m**

Main road width with full internal grid connecting all industrial lots. Direct frontage on Provincial Road 508. Access to North–South Expressway CT01.



## Power Supply

供电系统

**20 kV**

20kV medium–voltage grid with dedicated substation capacity. Industrial-grade supply suitable for electronics and precision manufacturing operations.



## Clean Water Supply

供水系统

**1,500 m³/d**

Potable water capacity of 1,500 m³ per day sourced from municipal supply network. Expandable to meet large-scale manufacturing demand.



## Wastewater Treatment

污水处理系统

**1,000 m³/d**

Centralized wastewater treatment plant with 1,000 m³/day capacity. Compliant with Vietnamese national environmental standards (QCVN).



## Telecom & Digital

电信与数字基础设施

**Fiber-Ready**

Fiber optic backbone within the cluster. High-speed internet connectivity and telecommunications infrastructure per industrial zone standards.



## Fire Protection & Safety

消防与安全设施

**PCCC Compliant**

Full fire prevention and firefighting system compliant with Vietnamese regulations. Fire hydrant network, alarm systems, and emergency evacuation routes.

# Target Industry Sectors



Electronics & Components

电子及零配件制造



Mechanical Equipment & Phone  
Parts

机械设备及手机零件



Furniture & Eco-Friendly Handicrafts

家具及环保工艺品



Garment & Textile Manufacturing

服装纺织制造



Logistics & Export Warehousing

物流与出口仓储



Footwear Manufacturing

鞋类制造



Toy & Consumer Goods

玩具及消费品



Pharmaceuticals & Medical Supplies

医药及医疗器材



Construction Materials

建筑材料



Food & Beverage Processing

食品饮料加工



The approved industry list is indicative and may be expanded to accommodate investor requirements with provincial authority approval. Excluded: heavy industry, chemicals, and high-pollution manufacturing.  
产业目录可根据投资者需求在省级主管部门批准下扩展。排除重工业、化工及高污染制造业。

LABOR SUPPLY · 劳动力供给

3.7M

Total Province Population

省总人口

2.1M

Working-Age Population

劳动年龄人口

82.7%

Labor Force Participation Rate

劳动力参与率

30,000

New Entrants Per Year

每年新增劳动力

VOCATIONAL EDUCATION SYSTEM · 职业教育体系

- 66 vocational education institutions in province · 全省66所职业教育机构
- 11 junior colleges + 15 secondary vocational schools · 11所大专院校+15所中等职业学校
- 24 district-level continuing education centers · 24个县级继续教育中心
- Annual skilled labor output supports manufacturing scale-up · 每年持续输出技能型劳动力

TAX & FISCAL INCENTIVES · 税收优惠政策

Corporate Income Tax (CIT)

2-year full exemption from CIT, followed by a 50% reduction for the subsequent 4 years. Standard CIT rate thereafter.

企业所得税：前2年全额免征，后4年减半征收

Import / Export Duty

Duty exemption on raw materials and equipment imported for the production of export goods. Aligned with Free Trade Zones.

进出口关税：出口生产所用原料及设备免关税

Value Added Tax (VAT)

VAT exemption on imported inputs used in the manufacture of export goods under qualifying foreign contracts.

增值税：用于出口生产的进口原料免征增值税

Foreign Profit Repatriation

Zero withholding tax on overseas profit transfers by foreign-invested enterprises.

境外汇款：外资企业境外利润转移零预提税

# Seven Reasons to Invest

1

### Prime Northern Vietnam Location

Positioned in Thanh Hoa's northeast corridor — bridging the Red River Delta and the Central Coast with multimodal access.

越南北部核心位置，连接红河三角洲与中部沿海

2

### 26+ Hectares of Industrial Land Bank

267,478 m<sup>2</sup> of approved industrial land ready for assignment — rare scale in an emerging province with limited available stock.

超26公顷已审批工业用地，新兴省份中稀缺规模

3

### Foundation Works Underway — Buy Ahead of the Curve

Foundation and site infrastructure currently under construction. Buyer inherits months of progress and avoids the most time-consuming early-stage groundwork.

地基及基础设施施工中，买方直接继承已完成工程进度，跳过耗时最长的初期准备阶段

4

### Deep-Sea Port Access — 100 km

Nghi Son Port (100,000 DWT, Class 1A) enables direct container shipping to Asian, European, and US markets via international routes.

距义山深水港100公里，可直达欧美亚国际集装箱航线

5

### Abundant, Skilled Labor Pool

2.1M working-age population with 82.7% participation rate, supported by 66 vocational institutions. 30,000 new workers entering annually.

210万劳动年龄人口，66所职业院校每年输出新增劳动力3万人

6

### Attractive Fiscal Incentives

6-year CIT relief package, VAT and import duty exemptions, and zero repatriation tax — among the most competitive incentive structures in Northern Vietnam.

6年企业所得税优惠、增值税及进口税减免，汇款零预提税

7

### Expansion Potential — Zone B Reserve

Zone B (68,600 m<sup>2</sup>) adjacent industrial reserve provides future scalability for phased development as tenant demand grows.

B区68,600 m<sup>2</sup>工业备用地提供未来扩张空间，支持分阶段开发

### China+1 Opportunity · 中国+1战略机遇

Nga Son sits within one of Vietnam's fastest-growing industrial corridors — positioned to capture manufacturing relocation demand from Chinese industrial groups and global supply chain restructuring.



Completed · 已完成    In Progress · 进行中    Upcoming · 待执行

TRANSACTION STRUCTURE · 交易结构



Full Project Acquisition

100% acquisition of the project company including all planning approvals, IRC/ERC registrations, land use rights, and on-site construction progress. Clean, single-entity transfer — the fastest path to ownership.

全额收购项目公司，含全部规划审批、IRC/ERC注册证、土地使用权及在建工程进度，产权清晰，一步到位。



Asset Purchase (Land Use Rights Transfer)

Direct transfer of Land Use Rights Certificate (LURC) and all associated planning documents. Buyer takes over the site with foundation works already commenced.

直接转让土地使用权证（LURC）及全套规划文件，买方接收已开始地基施工的场地。



Accelerated Closing — Construction Already Started

Foundation and infrastructure works currently underway. Buyer inherits months of construction progress, reducing time-to-operation vs. a greenfield acquisition.

地基及基础设施已在施工，买方直接继承已完成的工程进度，较空地收购大幅缩短投产周期。

What Transfers with the Sale · 交易包含内容

- ✓ Approved 1:500 Detailed Master Plan · 已批1:500详规
- ✓ IRC / ERC / LURC Documentation · 全套证照文件
- ✓ Foundation & Infrastructure Works In Progress · 在建地基及基础设施
- ✓ All Permits, EIA, and PCCC Approvals · 全部许可证及环评消防审批

VALUE CREATION OPPORTUNITIES · 价值创造机会

- Industrial land appreciation driven by Thanh Hoa's rising FDI inflow and limited supply in the northern corridor · 清化省外资持续增长推动工业地价升值
- Industrial park management fee income from tenant services, utilities, and shared infrastructure · 园区运营管理收入（服务费、公用事业等）
- Long-term land lease revenue from export-oriented manufacturing tenants (electronics, garment, logistics) · 出口制造业租户长期稳定租金收益
- Zone B development option — adjacent 68,600 m<sup>2</sup> reserve enables phased expansion without additional acquisition cost · B区68,600平方米扩展选择权
- Vietnam's production base status within CPTPP and EVFTA elevates tenant demand and willingness to pay premium rents · CPTPP及EVFTA框架下越南制造基地溢价

IDEAL BUYER PROFILE · 理想买方画像

- Industrial Park Developer or Operator seeking ready-to-build assets · 寻求即建资产的工业园区开发商
- Chinese Industrial or Manufacturing Group (China+1 Strategy) · 中国产业集团（中国+1战略）
- Private Equity Fund acquiring Vietnam / SEA industrial land bank · 收购越南/东南亚工业地块的私募基金
- Manufacturing Enterprise seeking to own its production base · 寻求自持厂区产权的制造业企业

# An Industrial Land Bank. For Sale Now.

成熟工业地块，诚邀买方洽购

## PROJECT

Nga Son Industrial Cluster, Thanh Hoa Province

## TOTAL AREA

353,832 m<sup>2</sup> (approx. 35.4 ha)

## TRANSACTION TYPE

Full Project Sale / Asset Acquisition

## CONSTRUCTION STATUS

Foundation & Infrastructure Works Underway · 正在施工地基及基础设施

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## CONTACT INFORMATION · 联系方式

35.4 ha

Site Area · 总面积  
已审批地块

75.6%

Industrial Land · 工业用地  
工业用地占比

100 km

Nghi Son Port · 义山港  
距深水港距离

## PROJECT ADVISORY CONTACT · 项目顾问联系方式

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