

Asia Pacific Investment Quarterly

Q4 2013

Australia

China (Northern) - Beijing/Tianjin

China (Western) - Chengdu

China (Southern) - Guangzhou/Shenzhen

China (Eastern) - Shanghai

Hong Kong | Japan | Malaysia

Philippines | Singapore

South Korea | Taiwan | Viet Nam

Major Transactions



Image: Hong Kong

HIGHLIGHTS

In Japan, strong demand for real estate investments sustained the momentum of transactions going into 2014, with J-REITs actively tapping the public markets to finance new acquisitions, and onshore and offshore investors competing for quality assets (amid signs of a cyclical recovery). Hong Kong appears to be hovering at the top of a cycle as the timing of interest rate rises and new

supply determine when and by how far values will adjust. After posting a strong performance last year, Singapore's investment markets may present a more nuanced picture in 2014 but it is still too early to count them out altogether. In China, despite a better than expected year in terms of the economy, commercial markets remain depressed in light of the weight of upcoming

supply. In the residential markets, healthy volumes and moderating price growth seem to have been successfully engineered and the government will want to maintain the status quo this year. In Australia, historically low interest rates and a currency in decline mean that investment capital continues to chase assets, with near record levels of turnover recorded.

Simon Smith, Savills Research

An introduction to Savills



Source: Savills Research & Consultancy

Savills is a leading global real estate service provider listed on the London Stock Exchange. The company, established in 1855, has a rich heritage with unrivalled growth. The company now has over 500 offices and associates throughout the Americas, Europe, Asia Pacific, Africa and the Middle East.

In Asia Pacific, Savills has 49 regional offices comprising some 25,000 staff. Asia Pacific markets include Australia, China, Hong Kong, Japan, Korea, Macau, New Zealand, Taiwan, Thailand, Singapore and Viet Nam, with associate offices

in Malaysia and the Philippines. Savills provides a comprehensive range of advisory and professional property services to developers, owners, tenants and investors. These include consultancy services, facilities management, space planning, corporate real estate services, property management, leasing, valuation and sales in all key segments of commercial, residential, industrial, retail, investment and hotel property.

A unique combination of sector knowledge and entrepreneurial flair gives clients access to real estate

expertise of the highest calibre. We are regarded as an innovative-thinking organisation supported by excellent negotiating skills. Savills chooses to focus on a defined set of clients, offering a premium service to organisations and individuals with whom we share a common goal. Savills is synonymous with a high-quality service offering and a premium brand, taking a long-term view of real estate and investing in strategic relationships.

Contents

Australia	04
China (Northern) - Beijing	05
China (Northern) - Tianjin	06
China (Western) - Chengdu	07
China (Southern) - Guangzhou	08
China (Southern) - Shenzhen	09
China (Eastern) - Shanghai	10
Hong Kong	11
Japan	12
Malaysia	13
Philippines	14
Singapore	15
South Korea	16
Taiwan	17
Viet Nam	18
Major transactions Q4 2013	19

Australia

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Industrial property in Australia ranges from local service industrial, such as panel beaters, spray painters, plumbing and other wholesale trade supplies, to heavy industry, such as refining, tanning and petrochemicals, warehouse and logistics facilities, manufacturing, assembly and food production. Some industrial also includes research and development facilities, cold stores and highly specialised facilities.

Savills Research estimates there to be some 100 million sq m of industrial floorspace in Australia, approximately 40 million sq m of which is owner occupied and 10 million sq m is small industrial units under 2,000 sq m. This leaves some 50 million sq m of leasable space, with between 5 million and 8 million sq m due for lease renewal each year. Some of this space is redundant and sits idle awaiting redevelopment, while some is converted to residential space. This has been the case in inner city areas over the past 20 years, especially in Melbourne and Sydney. New space is built as businesses move from expensive inner city locations to cheaper (and often larger) premises on the outskirts of the cities.

Savills Research secures between 2 million and 2.5 million sq m of industrial leasing activity (largely excluding renewals) and so captures a large quantity of the types and style of demand for industrial property.

While manufacturing has been in decline in Australia for decades, the growth in the population, the number of cars on the roads and the spread of urban growth has seen large demand for local service industrial in every capital city. The need to get goods to the population has seen ongoing demand for warehousing and logistics facilities, and the advent and adoption of new technology has seen increasing demand for larger and more sophisticated industrial facilities. Food production and distribution (domestic and international) is a very

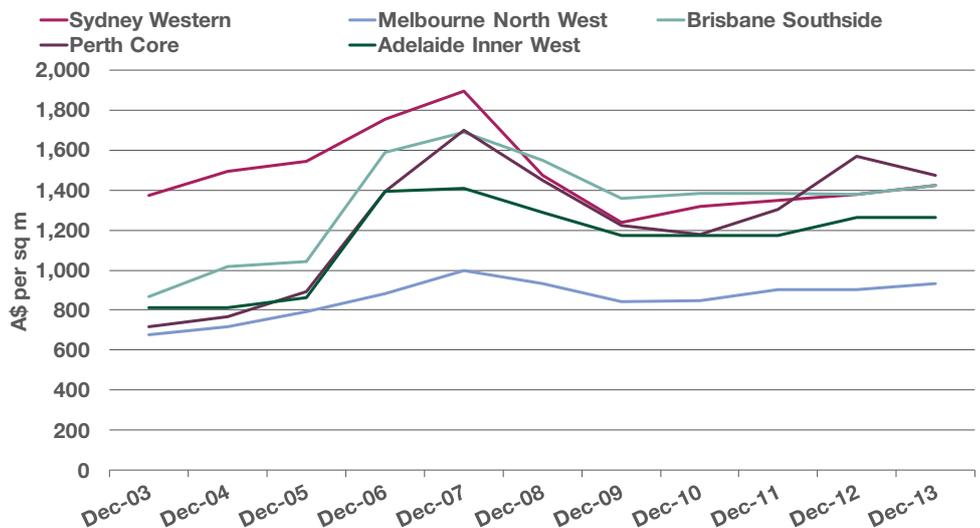
large user of industrial space and is often overlooked. As tastes in Asia broaden, Australia is expected to be a key supplier of food in the region.

First-class infrastructure (road, rail and ports) as well as an abundance of appropriate land is required to meet this demand. Melbourne has been a standout performer in this regard over the past 15 years. Sydney has had to move further afield and

continues to deal with infrastructure bottlenecks, while Brisbane is making up ground. Adelaide has held steady and Perth has had problems providing enough supply to deal with the resources boom and a growing population.

Authorities will need to carefully monitor the amount of industrial-zoned land in each city to ensure land shortages do not occur.

GRAPH 1 **Average prime industrial capital values by city, Dec 2003–Dec 2013**



Source: Savills Research & Consultancy

TABLE 1 **Major investment transactions, Oct–Dec 2013**

Property	Location	Price	Buyer	Usage
Leighton HQ	North Sydney	A\$413.2 mil/US\$367.7 mil	Suntec REIT	Office
Sydney Corporate Park	Sydney	A\$343.0 mil/US\$305.3 mil	Goodman Group	Industrial
Northpoint Tower	North Sydney	A\$278.7 mil/US\$240.0 mil	Cromwell Property Group	Office
Optus Centre, 367 Collins Street	Melbourne CBD	A\$225.0 mil/US\$252.8 mil	Mirvac	Office
Harbourside Shopping Centre	Sydney	A\$251.0 mil/US\$223.4 mil	Mirvac	Retail
Harbour Town	West Perth	A\$205.0 mil/US\$182.45 mil	Far East Organization	Retail
Optus Centre (49%)	North Ryde	A\$183.4 mil/US\$164.5 mil	AIMS AMP Industrial REIT	Office

Source: Savills Research & Consultancy

China (Northern) - Beijing

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Beijing's en-bloc sales market was very active in 2013, recording the highest transaction volume since 2011, when the market quieted down due to a buoyant office leasing market pushing many landlords to hold their assets rather than cash out. Twenty-two significant deals, covering the office, retail, hotel and residential sectors, were concluded in the year, bringing a total consideration of RMB26.3 billion, up 88% year-on-year and accounting for nearly 80% of the total transaction volume between 2011 and 2012.

Office developments were the most favoured by investors in the en-bloc sales market, with 12 office buildings transacted accounting for 65% of the total consideration in 2013. This is a result of low operational costs and a straightforward operational model (particularly compared with retail and hotel/serviced apartment projects), combined with steady demand from a large pool of tenants. The majority of transacted office buildings were Grade A-/B projects located in core business districts such as the CBD, Beijing Financial Street (BFS), Zhongguancun (ZGC) and Lufthansa, or under-construction developments located in the vicinity of traditional business areas such as BFS and East Second Ring Road.

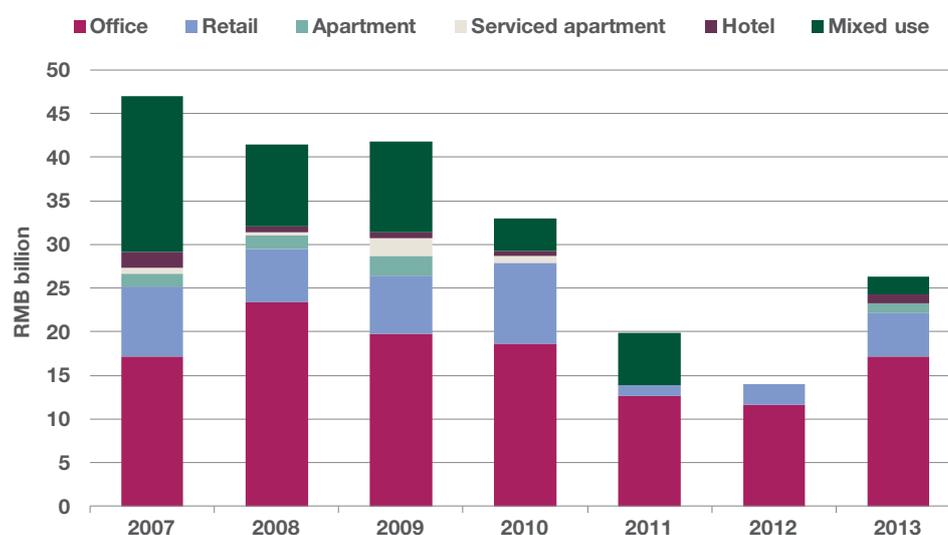
Domestic buyers with easier access to core assets continued to take the lion's share in demand, accounting for 72% of the total consideration, with financial companies, particularly insurance companies and banks, taking advantage of their abundant cash flow to become the most active buyers in the market. This was evidenced by China Taiping Insurance Group Ltd,

a domestic insurance company, which acquired two office buildings located in the CBD and BFS vicinity for a total consideration of RMB5.2 billion, and China Merchants Bank's acquisition of an under-construction project located in BFS for RMB3.9 billion.

Several office and retail developments located in prime areas, such as East Second Ring Road, Sanlitun and Wangfujing,

are currently for sale and have received interest from a number of investors. Despite the fact that total prime investment stock in Beijing is expected to be limited in 2014 as the majority of landlords continue to hold their core assets, both domestic and overseas investors are actively seeking investment opportunities in the capital city, as it remains one of the most mature investment markets in mainland China.

GRAPH 2
En-bloc transaction volumes by sector, 2007–2013



Source: Savills Research & Consultancy

TABLE 2
Major investment transactions, Oct–Dec 2013

Property	Location	Price	Buyer	Usage
Danyang Building	Chaoyang district	RMB1.5 bil/US\$241.9 mil	Go-high Investment	Office
Guanjie Building	Lufthansa	RMB1.07 bil/US\$172.6 mil	Century Evergrowing	Office
Beijing International Centre (retail portion)	CBD	RMB710.5 mil/US\$114.6 mil	Yunnan Jiangdong Real Estate	Retail
Lufthansa Century Building	North Third Ring Road	RMB520.2 mil/US\$83.9 mil	Sage Capital	Office
Financial Street Guang'an Centre Plot B Office Building #4 Eastern Part	BFS vicinity	RMB508.5 mil/US\$82.0 mil	Hengtai Securities	Office

Source: Savills Research & Consultancy

China (Northern) - Tianjin

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The implementation of housing purchase restrictions in China's residential market and restricted access to capital have encouraged an increasing number of real estate developers to sell non-residential assets in order to recapitalise. While the strategy is sound, many may find it more difficult than expected, with demand for strata sales developments unable to keep pace with new supply, especially in immature business locations.

Ten office projects were handed over between October and November 2013, adding roughly 420,000 sq m to the strata-title market. Almost all the new supply is located in Binhai New Area.

Over the same period, only 83,000 sq m of office space was transacted, equal to around 20% of supply, the majority of which was focused in Tianjin's suburban areas as well as Binhai New Area. Individual investors are still the main source of demand, with 70% of transactions involving deals of less than RMB2 million and unit sizes ranging between 50 sq m and 100 sq m. These buyers tend to be more price sensitive, concentrating on the less expensive assets.

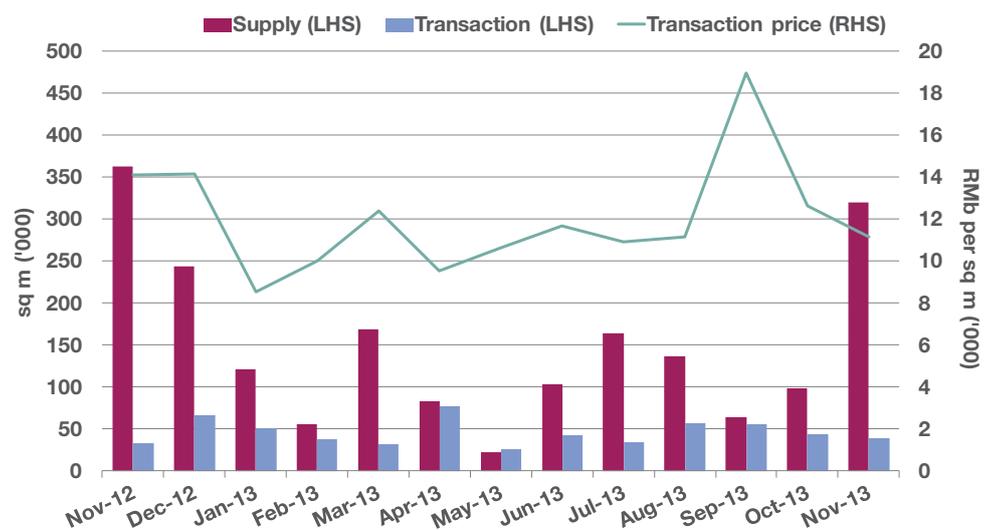
While high-end city centre projects can achieve prices in the range of RMB20,000 to RMB30,000 per sq m, projects in suburban areas and Binhai New Area, which accounted for 60% of transactions, cost an average of RMB9,000 per sq m, bringing the average transaction price for the city to around RMB12,000 per sq m.

Although the market looks weak at the moment, with supply outstripping demand and a lack of en-bloc investment deals, optimists point to the fact that, unlike China's first-tier cities, Tianjin's manufacturing industry plays a leading role in the city's economy. Tianjin, with the support of the central government, is going to great lengths to encourage

investment in key strategic industries, which have positive growth potential given the future economic model outlined in the government's five-year plans. The entry of these upstream and downstream companies is expected to develop demand for office space going forward, eventually absorbing most of the excess office supply that is currently being built up.

GRAPH 3

Strata-title office market performance, Nov 2012–Nov 2013



Source: Savills Research & Consultancy

TABLE 3

Major investment transactions, Oct–Dec 2013

Property	Location	Price	Buyer	Usage
Plot (JNF) 2013-121	Nankai district	RMB1.52 bil/US\$251 mil	Tianjin SUNAC Hongrun Real Estate Co, Ltd	Residential development site
Plot (JDL) 2013-119	Hedong district	RMB1.4 bil/US\$231.3 mil	Raycom Investment Co, Ltd	Residential development site
Plot (JBL) 2013-118	Hebei district	RMB1.35 bil/US\$223 mil	China Railway Construction Engineering Group	Mixed-use development site
Plot (JXQ) 2013-03	Xiqing district	RMB92 mil/US\$15.2 mil	Ruhai (Tianjin) Investment Co, Ltd	Office development site

Source: Savills Research & Consultancy

China (Western) - Chengdu

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Retail sales totalled RMB336.4 billion in the first 11 months of 2013, an increase in real terms of 12.9% year-on-year. This growth rate is expected to persist in coming years alongside bold plans for economic growth in the province. Sichuan province aims to double its major economic indicators by 2015 compared with 2011, according to the provincial government, while the growth rate of direct investment from outside the province is expected to exceed 20% per annum.

Developers and retailers, on the back of these plans have invested heavily in the Chengdu market. In 2014, Chengdu is expected to receive 17 new retail developments, adding nearly 2 million sq m to the market. Given that Chengdu's total retail stock was only 4 million sq m by the end of 2013, this injection of new supply will prove transformational.

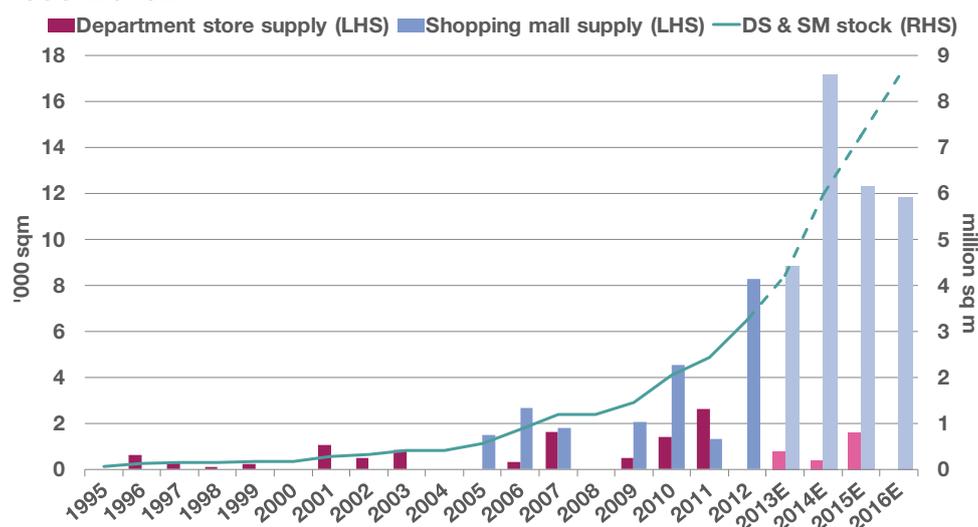
Most of the new projects are components of large-scale mixed-use developments, while the new retail supply is dominated by shopping malls as opposed to the original department store models.

At the same time, the new projects, such as Tai Koo Li and IFS, entering the market are significantly better than existing projects. In response to this new competition, many existing retail developments have to renovate and reposition themselves in this much more competitive market. Department stores in particular are introducing more famous brands and adjusting their tenant mixes to better meet the market's needs.

The final and overarching trend in the Chengdu retail market is that of decentralisation, with the opening of Aux Plaza, New Century Global Center and Jinniu Wanda Plaza. This trend is supported by the improvement in intracity

infrastructure and the migration of population centres to more suburban locations, as residential prices in the city centre continue to rise and as the quality of suburban developments continues to improve.

GRAPH 4
Shopping mall and department store supply and stock, 1995–2016E



Source: Savills Research & Consultancy

TABLE 4
Major investment transactions, Oct–Dec 2013

Property	Location	Price	Buyer	Usage
Plot LQY07	Longquanyi district	RMB1,311 mil/US\$211 mil	China Resources Land Limited	Mixed-use development site
Plot QY16	Qingyang district	RMB1,007 mil/US\$162 mil	Chengdu Hailiang Real Estate Co, Ltd	Mixed-use development
Plot CH40	Chenghua district	RMB864 mil/US\$139 mil	Chengdu Baohua Real Estate Co, Ltd	Mixed-use development site

Source: Savills Research & Consultancy

China (Southern) - Guangzhou

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CapitalMalls Asia, the Singaporean developer, announced the acquisition of the second phase of Guangzhou Baiyun Greenland Centre's retail component in November for a total consideration of RMB2.19 billion (US\$361 million). The acquisition marks the first CapitalMalls project in a southern China first-tier city.

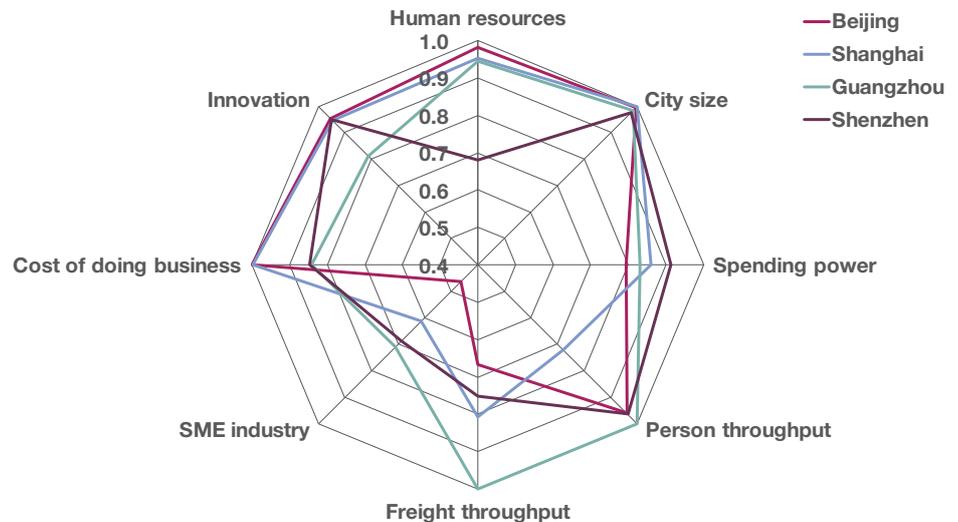
The property is located at the crossroads of Yuncheng West Road and Qixin Road, the commercial centre of Baiyun New Town, the upcoming regional centre of northern Guangzhou. The mixed-use development includes a 200-m high office tower, the tallest landmark in Baiyun district. The mall will connect to Baiyun Park Metro Station (line 2) from basement levels 1 and 2. When complete, the eight-storey shopping mall will have a total GFA of 86,000 sq m and 438 car parking spaces. The project is expected to open in phases starting from 2014 and will serve a population catchment of about 1.1 million people within a 3-km radius.

This deal was the second retail deal in 2013 after Gaw Capital's acquisition of Metropolitan Plaza in Liwan district from Cheung Kong and Hutchison Whampoa. While the southern retail markets of Shenzhen and Guangzhou have been overlooked in recent years, with investors instead focusing on Shanghai, Beijing and Chengdu, Guangzhou still holds an appeal and slightly higher yields than its highly sought-after peers, and investment opportunities can still be found in Guangdong's capital. One of the primary reasons for this interest is the city's fast-growing

economy which recorded a 12% growth for the first three quarters in 2013 and also surpassed other first-tier cities. Meanwhile, Forbes China ranked Guangzhou as one of the best cities for business in 2013, highly scoring the city's infrastructure for both cargo and passenger traffic. However, investors still have to be careful as retailers remain cautious about

opening new stores and vacancy rates at several new projects are expected to rise. Landlords will have to become more accommodative on rents in order to attract the right tenants. It is believed that properties such as shopping malls in non-prime retail areas need more cultivation time to gain benefits after opening.

GRAPH 5 **Forbes China's best cities for business, 2013**



Source: Forbes, Savills Research & Consultancy

TABLE 5 **Major investment transactions, Oct-Dec 2013**

Property	Location	Price	Buyer	Usage
Royal Mediterranean Hotel	Tianhe district	RMB678 mil/US\$112 mil	Zhu Jin Ling	Hotel and retail
Baiyun Greenland Center (retail podium phase II)	Baiyun district	RMB2,191 mil/US\$361 mil	Capita Malls	Retail
New Century Hotel	Huadu district	RMB234 mil/US\$38.6 mil	China Environmental Resources	Hotel
Mixed-use land plot	Tianhe district	RMB300 mil/US\$49.4 mil	Quan Xing Holding	Mixed-use

Source: Savills Research & Consultancy

China (Southern) - Shenzhen

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Shenzhen has bold plans for city development in the coming few years. Most of the land designated for Shenzhen's planned development projects come in the form of urban renewal schemes. A total of 17.1 million sq m of land will be supplied by the government in 2013, over 12.0 million sq m of which will be sites with existing structures. The supply of land plots with existing structures has surpassed that of new land in Shenzhen since 2012.

Investment in urban renewal increased this year, with 397 urban renewal projects listed in Shenzhen's development plan so far, 72 of which are under construction. Over 30 developers participated in these projects, demonstrating a strong appetite for urban renewal in the local market. Competition is expected to intensify, with more developers entering the market. Six major players currently hold more than 15 million sq m of occupied land in Shenzhen:

China Resources Land

CR Land owns six projects in Shenzhen which occupy a combined site area of over 3 million sq m. Five of these are urban renewal projects, namely The MixC, Spring Cocoon, CR City, CR Silver Lake and CR Hubei. Most of CR Land's projects are located in the former Special Economic Zone.

Kaisa Group

Kaisa Group entered the market very early and has successfully completed a number of projects. The Group has eight urban renewal projects under construction; five are located in Longgang district, two in Yantian district and one in Futian district.

China Merchants Land

China Merchants Land has focused on Nanshan district, especially the Shekou area where most of its urban renewal projects are currently under construction. The developer benefits from the close cooperation of its parent company, China Merchants Group, with the local government.

Excellence Group

Excellence Group has five urban renewal projects, four of which are in progress. One successful example is Excellence Century Centre, completed

in 2011. This project comprises four high-rise buildings used as offices, a shopping mall and a hotel.

Kingkey Group

Kingkey Group has five urban renewal projects spread over Luohu, Nanshan, Bao'an and Longgang districts. Kingkey Oriental Regent, the second largest urban renewal project in Shenzhen, has a planned GFA of 2.7 million sq m.

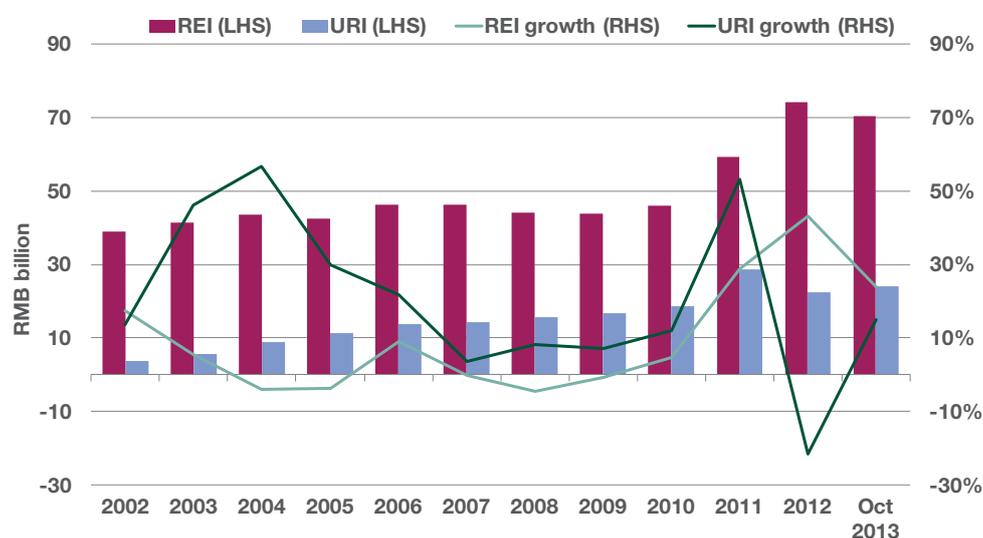
Shum Yip Group

Shum Yip Group, owned by the local Shenzhen government, has five urban renewal projects in progress in the city.

The acquisition of sites with existing structures requires the developer to negotiate relocation compensation with individual occupants prior to the purchase of the land plot. This process forces developers to exert a significant amount of time and effort on negotiating terms with individuals, and allows individuals to play-off competing bids from different developers. This in turn forces prices up. In order to afford the higher prices, developers have to establish schemes which maximise the value of the project. However, developers still need to make a profit, and increased land costs will eventually be passed onto the eventual buyer or tenant.

GRAPH 6

Real estate investment (REI) and urban renewal investment (URI), 2002–Oct 2013



Source: Shenzhen Statistics Bureau, Savills Research & Consultancy

TABLE 6

Major investment transactions, Oct–Dec 2013

Property	Location	Price	Buyer	Usage
Minsheng Bank Building	128 Xinzhou 11th Street	RMB830 mil/US\$136 mil	Cheung Kei Group	Office
Futian SCP Plaza (40% interest)	69 Nong Lin	RMB4.31 bil/US\$707 mil	Blackstone	Retail
Plot T102-0244	Qianhai	RMB2.43 bil/US\$400 mil	Shimao	Commercial-zoned land
Plot T102-0245	Qianhai	RMB1.63 bil/US\$268 mil	Heungkong Group	Commercial-zoned land
Plot A816-0050	Minzhi, Longhua New District	RMB3.82 bil/US\$629 mil	COLI	Residential-zoned land

Source: Savills Research & Consultancy

China (Eastern) - Shanghai

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2014 is looking like it will be a tough one for landlords as economic growth, despite picking up in the third quarter, looks to be settling down to a slower but more sustainable level in the coming years. Concurrent with slower economic growth, many markets in China are expecting to see record levels of new supply coming onto the market, placing significant pressure on occupancy rates, particularly in the more traditional office and retail sectors. Landlords may react in different ways depending upon their unique set of circumstances, but they will generally be forced to compete over rents if they do not offer a unique product that faces little direct competition, especially in immature and oversupplied regions.

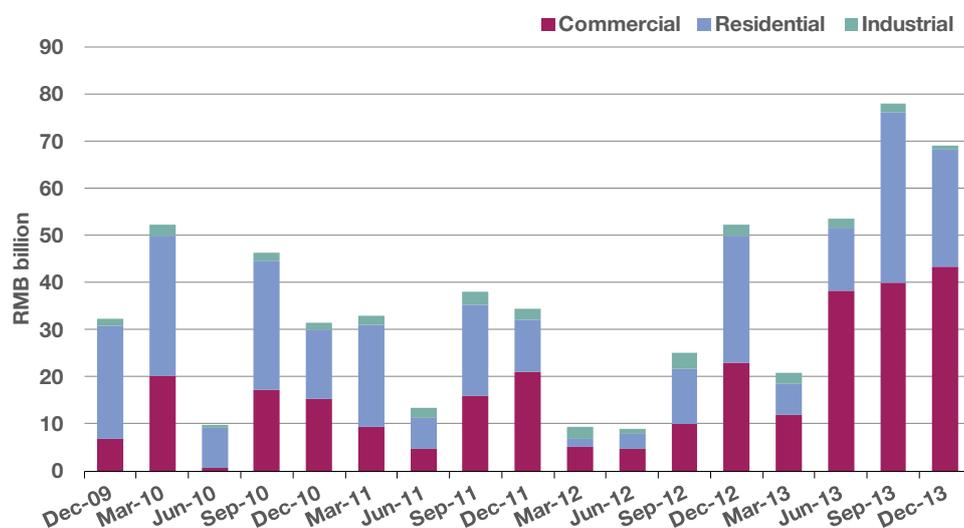
Despite this, investment activity remains strong, both for investment in construction of new developments and acquisition of existing or under-construction developments. However, investment targets, sources of capital and investment criteria are constantly changing as old investment models are no longer applicable. Yields on commercial properties are typically not sufficient to cover financing costs, and short-term capital growth is unlikely to meet IRR investment hurdles given the deficit in yield spread.

The entrance of core money, with longer hold periods, and well capitalised domestic end users continue to generate demand for stabilised commercial developments and forward purchases of new builds, while also placing sustained downward pressure on yields. Add value and opportunistic international funds, however, have to explore niche markets and move further up the risk curve, once again looking at minority equity stakes in residential developments, office parks, serviced apartments, logistics, low-cost rental housing and rural land investment

At the same time, developers are looking to restock diminished project pipelines and are snapping up plots at land auctions at record values, be they residentially or commercially zoned. Recently, some of the highest residential accommodation values ever recorded in Shanghai were seen, with a number of plots in Linggang selling for roughly RMB15,000 per sq m at premiums of 400%+ relative to reserve prices. Speculation was not just limited to

the Shanghai Pilot Free Trade Zone or the residential market but was also seen in the commercial markets and other downtown locations. Many of the most expensive land plots have accommodation values equal to or more expensive than existing projects in the surrounding area, emphasising developers' belief that prices will continue to rise steadily over the next two to three years.

GRAPH 7
Land sales, Q3/2009–Q4/2013



Source: Shanghai Land Transactions Centre, Savills Research & Consultancy

TABLE 7
Major investment transactions, Oct–Dec 2013

Property	Location	Price	Buyer	Usage
Oriental Financial Centre	Pudong district	RMB7,000 mil/US\$1,156 mil	Bank of Communications (94%) and Everbright (6%)	Office
CITIC Shenhong Plaza	Hongkou district	RMB1,817 mil/US\$300 mil	BOC International	Office and retail
Amenity Garden	Pudong district	RMB1,212 mil/US\$200 mil	Angelo Gordon	Serviced apartment
China CTS Tower	Putuo district	RMB708 mil/US\$117 mil	Van Shung Chong	Office and retail
Regal Jinfeng Hotel	Pudong district	RMB600 mil/US\$99 mil	Dong Xiang Real Estate (Shanxi based)	Hotel

Source: Savills Research & Consultancy

Hong Kong

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2013 seemed to end with a 'whimper' rather than a 'bang' as rents and prices moved little over the last quarter, nudging down in the order of 0% to 1% across the board.

In the luxury residential market, where some analysts believe price falls of 20% to 30% are inevitable, a remarkably resilient primary market stood up well to policy headwinds and modest developer discounts soon found traction. In the secondary market, however, volumes hit record lows as owners did not feel compelled to discount prices, believing interest rate rises and the arrival of new supply to be some way off yet. In 2014 we expect to see 5% to 10% falls in rents and values with cap rates to remain low over the first half of the year.

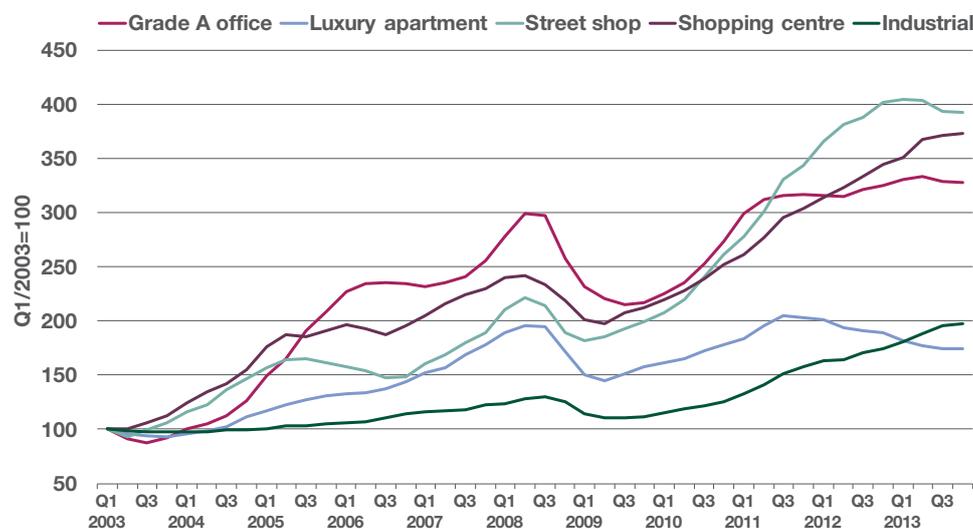
In the office market, vacancy in Central is on the rise, currently standing at around 5.1%, representing 806,000 sq ft net, roughly equivalent to vacancy in the other core markets put together. Rents are expected to drift down this year as lacklustre office demand and an ongoing cost-consciousness should result in only modest take-up, especially at core. The good news for landlords is that little new supply is expected this year, a total of 353,000 sq ft net, all of it earmarked for strata-title sale. Signs of an early recovery in the IPO market could result in some support to rents but the listing pipeline remains difficult to predict. Office values have always been extremely volatile and driven by speculative and end-user interest rather than yield considerations but we believe that exceptionally low cap rates combined with some economic uncertainty, could result in declines in prices this year.

In the retail sphere, some vacancy has been noted in secondary streets as affordability challenges retailers. Shopping malls, particularly

the prime malls, however, remain popular given their professional management standards as well as their proven popularity among mainlanders. While street shop rents could well drift down this year, we still see some headroom for rents in malls. Same-day visitors will outnumber overnights again in 2014 and this will continue to benefit New Territories centres and convenience goods. Hazards are present in this persistently buoyant

sector as infrastructure constraints – road, rail, air, cross border as well as hotel room numbers – could all impede growth, although none of these factors is intractable. Dizzying projections from the government suggest that Hong Kong could receive 70 million tourists annually within three years and 100 million within a decade, mostly mainlanders. Last year Hong Kong hosted 40.8 million mainlanders.

GRAPH 8
Savills all-sector rental indices, Q1/2003–Q4/2013



Source: Savills Research & Consultancy

TABLE 8
Major investment transactions, Oct–Dec 2013

Property	Location	Price	Buyer	Usage
DCH Commercial Centre	Quarry Bay	HK\$3.90 bil/US\$503.2 mil	Swire Properties	Office
5/F–29/F, Shama Causeway Bay	Causeway Bay	HK\$1.80 bil/US\$232.3 mil	CLSA	Serviced apartment
Kowloon Building	Yau Ma Tei	HK\$1.69 bil/US\$217.8 mil	Tai Hung Fai	Office
9 Chong Yip Street	Kwun Tong	HK\$1.01 bil/US\$130.3 mil	ARA	Office
28 Barker Road	The Peak	HK\$740 mil/US\$95.5 mil	TBC	Residential
Butterfly on Morrison Boutique Hotel	Causeway Bay	HK\$680 mil/US\$87.7 mil	Galewel	Hotel

Source: Savills Research & Consultancy

Japan

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2013 marked a turnaround year, with strong demand for real estate investments sustaining the momentum of transactions through the fourth quarter. Investor confidence has been supported by the positive economic impact of the assertive fiscal and monetary measures adopted by the government and central bank early in the year, as well as clear signs of a cyclical recovery in property fundamentals in key markets.

As in preceding quarters, improved liquidity in the capital markets spurred investment activity in the listed REIT sector. J-REITs completed several large portfolio transactions in the last three months of the year – the two largest occurring alongside IPOs. Aeon, Japan's top retailer, transferred 16 domestic assets to its new REIT entity in a sale-and-leaseback agreement worth around JPY158.3 billion (US\$1.58 billion). Additionally, SIA REIT acquired 17 office and three retail assets upon listing from its sponsor, Simplex Investment Advisors, for a total price of JPY74.7 billion (US\$744.4 million). These IPOs take the total tally in 2013 to six and bring the number of listed J-REITs to 43.

J-REITs accounted for close to JPY644 billion (US\$6.4 billion) worth of acquisitions between October and December, excluding scheduled purchase agreements. This figure reflects increases of 163% quarter-on-quarter and some 237% compared with the same period of 2012.

Aside from J-REITs, Q4 saw large deals conducted by onshore and offshore institutional investors, fund managers, domestic property companies and large corporations. The biggest individual transaction occurred late in the quarter, when department store operator Takashimaya acquired the additional 60% stake in its large-scale store building near JR Shinjuku Station for JPY105 billion (US\$1.05 billion).

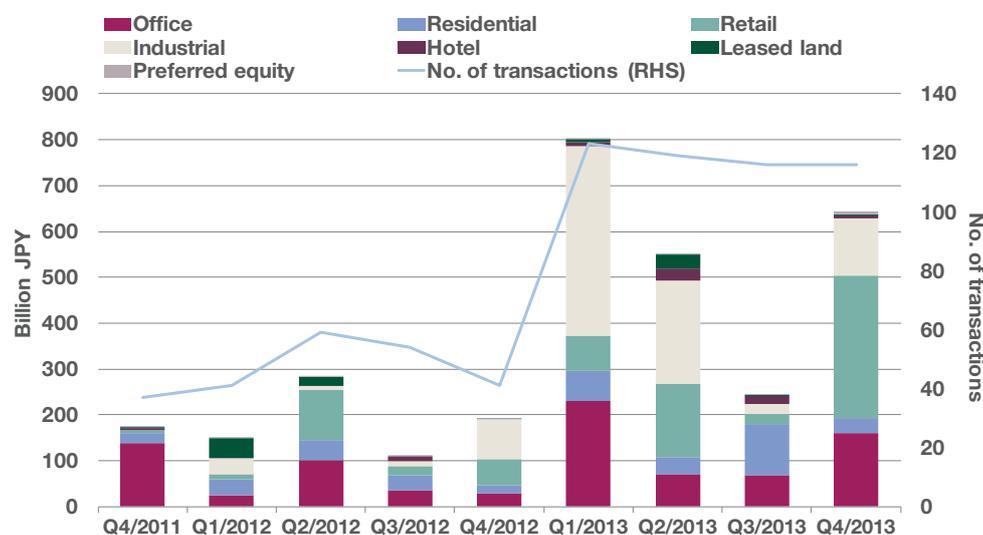
Increased appetite for certain asset classes outside central Tokyo has been seen, as investors expand

their geographical scope to secure required returns. This has been driven by a combination of factors, including a lack of assets available for purchase in the capital, higher sale-side price expectations and improved sentiment towards Japan's regional markets. In addition to well-positioned residential and logistics assets located in and around Japan's major cities, office and retail properties in Yokohama, Osaka and Fukuoka appear to generate significant interest.

With 2013 recording levels of investment activity not seen since the global financial crisis, cap rates

have moved in significantly across the core property sectors. As we enter 2014, one point of uncertainty remains the planned consumption tax hike from 5% to 8% this April. While this will likely dampen demand in some market sectors in the short term – particularly residential unit sales – additional stimulatory measures promise to mitigate much of its negative economic impact. Further moderate yield compression can therefore be anticipated over the coming quarters given Japan's positive rental outlook, low financing costs and gradual shift towards price inflation.

GRAPH 9
J-REIT property acquisitions by sector, Q4/2011–Q4/2013



Source: J-REITs, Savills Research & Consultancy

TABLE 9
Major investment transactions, Oct–Dec 2013

Property	Location	Price	Buyer	Usage
16-asset portfolio	Nationwide	JPY158.3 bil/US\$1.58 bil	AEON REIT	Retail
Takashimaya Times Square	Sendagaya, Shibuya Ward, Tokyo	JPY105.0 bil/US\$1.05 bil	Takashimaya	Retail
20-asset portfolio	Nationwide	JPY74.7 bil/US\$744.4 mil	SIA REIT	Office and retail
5-asset portfolio	Greater Tokyo, Osaka and Miyagi	JPY74.1 bil/US\$737.9 mil	Nippon Prologis REIT	Logistics
6-asset portfolio	Kanagawa, Chiba and Osaka	JPY74.0 bil/US\$737.2 mil	Consortium including Tosei Corp and others	Logistics
8-asset portfolio	Nationwide	JPY73.7 bil/US\$733.9 mil	Japan Retail Fund (J-REIT)	Retail

Source: Savills Research & Consultancy

Malaysia

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The Malaysian Budget for 2014, tabled on 15 October 2013, was formulated on the theme of “Strengthening Economic Resilience, Accelerating Transformation and Fulfilling Promises”. The thrust was to reduce budget deficit towards more sustainable current account surpluses and to strengthen fiscal management. Bank Negara Malaysia will keep the overnight policy rate unchanged at 3% to support growth amid fiscal consolidation, as the central bank does not react automatically to cost-push inflation.

Several measures were introduced through the budget to curb the spiraling property prices seen in major urban centres in the country. The real property gains tax was increased, developer interest bearing schemes were prohibited and floor prices for home purchases by overseas nationals were raised. Several states have also increased the levy for overseas nationals buying houses. Although there may be a knee-jerk effect to these measures, they are unlikely to significantly suppress property market activity. Rising property prices and the affordability of homes have been highly publicised issues which have led to a number of developers focusing on the affordable housing sector. Bigger players such as Mah Sing, Glomac and SP Setia have intensified their focus on affordable home segments in order to ride on the current strong demand, especially for affordable landed properties.

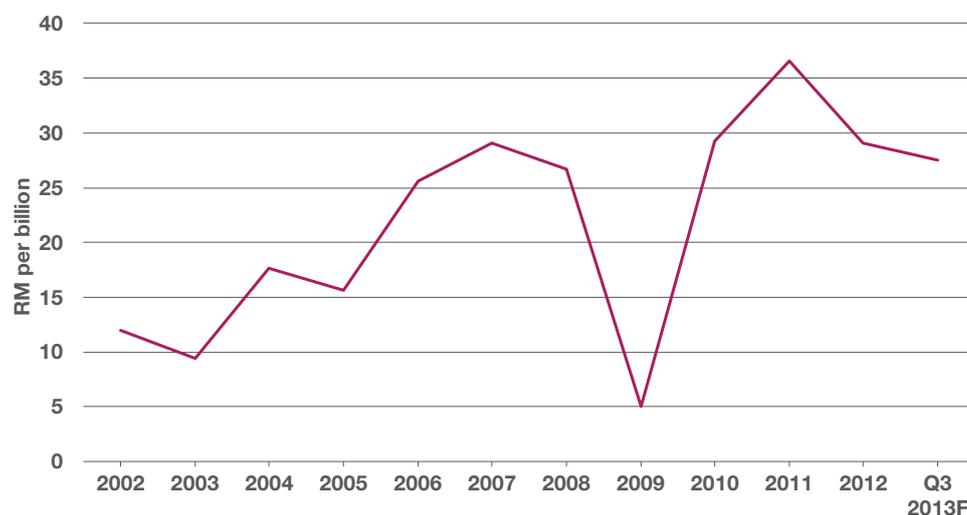
In the meantime, competition is also intensifying with the entry of overseas developers from China, especially into Iskandar Malaysia. Guangzhou R&F Properties acquired 116 acres of land in Iskandar Malaysia in late 2013. Some major infrastructure projects concerning the enhancement of connectivity from the capital city within Iskandar Malaysia to other areas have also assisted in attracting property

investments. As of September 2013, total cumulative investment in the southern growth region of Peninsula Malaysia stood at RM128.2 billion. It is also interesting to note that Medini in Iskandar Malaysia is exempt from the cooling measures announced in the recent budget, which will keep the interest level in the area high.

In 2014, investor interest could return to Klang Valley with the start of construction of MRT projects (to be completed in 2017) and LRT extension lines. It is expected that the second line of the MRT network will be approved by early 2014, with construction to start in 2H/2016.

Among the key infrastructure investments announced in the budget, the 316-km West Coast Expressway from Banting in the southwestern part of Selangor to Taiping in central Perak, and the double tracking projects from Ipoh, Perak to Padang Besar, Perlis and later from Gemas to Johor Bahru have renewed the interest of investors. In Perak, the Silverlakes project that is to be developed over 207 ha with a gross development value of RM1 billion jointly undertaken by Silverland Capital and Syarikat Maju Perak, has attracted Metier Pty Ltd for its first phase project in Kinta Valley, Perak.

GRAPH 10 **Net foreign direct investment, 2002–Q3/2013F**



Source: Bank Negara Malaysia, Savills Rahim & Co Research

TABLE 10 **Major investment transactions, Oct–Dec 2013**

Property	Location	Price	Buyer	Usage
Development land	Penang	RM1.0 bil/US\$300.08 mil	Toray Industries Inc	Site
Development land	Johor	RM4.5 bil/US\$1.35 bil	Guangzhou R&F Resources Pte Ltd	Site
Development land	Kuala Lumpur	RM446.7 mil/US\$134.05 mil	Oxley Holdings Ltd	Site

Source: Savills Rahim & Co Research

Philippines

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Despite being battered by super typhoon Haiyan in early November 2013, the Philippine economy continues to grow rapidly as fundamentals remain strong. In Q3/2013, GDP posted 7.0% growth, making the Philippines the second fastest growing economy in Asia after China, and several institutions have forecast a similar level of growth in 2014 of 6% to 7.0%. Net foreign direct investment (FDI) registered US\$3.1 billion in Q3, an increase of 33.3% compared with a year ago. This significant rise in FDI reflects the country's favourable investor outlook amid the slowly recovering global economy.

At the forefront of the Philippines' economic expansion is the real estate market, which continued its robust performance in all property sectors. A few significant transactions have been witnessed and commercial leasing remains highly active. The main focus is still on less risky prime assets within the CBDs, but rising interest has also been observed in projects in emerging districts, where developers are launching a large number of new projects. The cap rate of Grade A office buildings reached 8.0% in the second half of the year. Nevertheless, the secondary markets are relatively inactive and investments here are instead made to fund project development.

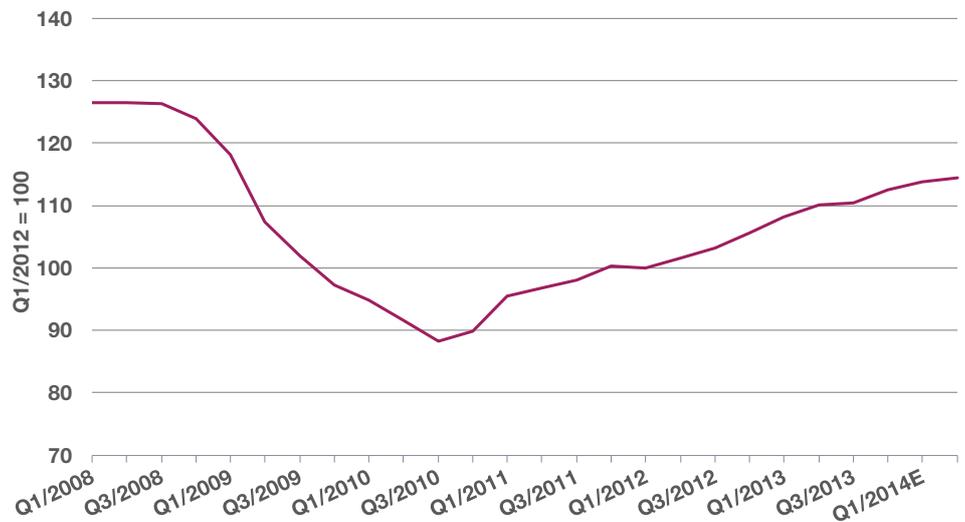
Office leasing markets remained busy throughout the year, with the baton in the landlords' hands. In Makati CBD, the largest CBD/property market, prime net rents continued to rise to 7.1% year-on-year in the last quarter of 2013, closing the year at US\$20.1 per sq m. This was supported by the continuously expanding business process outsourcing sector and limited supply, especially in Makati CBD. By 2H/2014, rents are expected to reach pre-financial crisis levels.

Investing in residential developments is an attractive alternative due to the continuous value appreciation. Current trends and relatively low prices have especially attracted international investors on the move and looking for Philippine joint venture partners. This was proven by top local developer Ayala Land and Japanese giant Mitsubishi who signed a deal worth US\$405 million to develop 3.6 ha in Ortigas, the

second largest business district in Metro Manila.

Growing investment activity and interest from international players entering the market will increase the requirement for better and more accurate market information, which will put pressure on the local industry to improve market transparency in order to ensure high liquidity in 2014.

GRAPH 11 **Makati CBD prime office rental index, Q1/2008–Q2/2014E**



Source: KMC Mag Group, Savills Research & Consultancy

TABLE 11 **Major investment transactions, Oct–Dec 2013**

Property	Location	Price	Buyer	Usage
5 office buildings	Bonifacio Global City, Taguig City	PHP18.0 bil/US\$403.58 mil	SM Investments Corporation	Office
Prime lot	Corner of EDSA and Aurora Blvd, Quezon City	PHP1.0 bil/US\$22.42 mil	–	Bare land
Prime lot	Shaw Boulevard, Pasig City	PHP1.0 bil/US\$22.42 mil	–	Bare land
Block 56 lot	Bonifacio Global City, Taguig City	PHP2.3 bil/US\$52.28 mil	Clark Quay Holdings Inc	Bare land

Source: KMC Mag Group, Savills Research & Consultancy

Singapore

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Although some big-ticket deals were sealed in the last few days of 2013, including the S\$970 million deal for TripleOne Somerset and the S\$468 million sale of The Westin Singapore hotel, property investment sales in Singapore fell by 71.9% on a quarter-on-quarter (QoQ) basis to S\$3.9 billion in the fourth quarter of 2013. This is from a high base of S\$13.8 billion in Q3 which was mainly bolstered by an active IPO market for REITs and the sale of some large state lands. For the whole year of 2013, the investment market recorded a total of around S\$29.7 billion, representing a 0.9% increase from 2012.

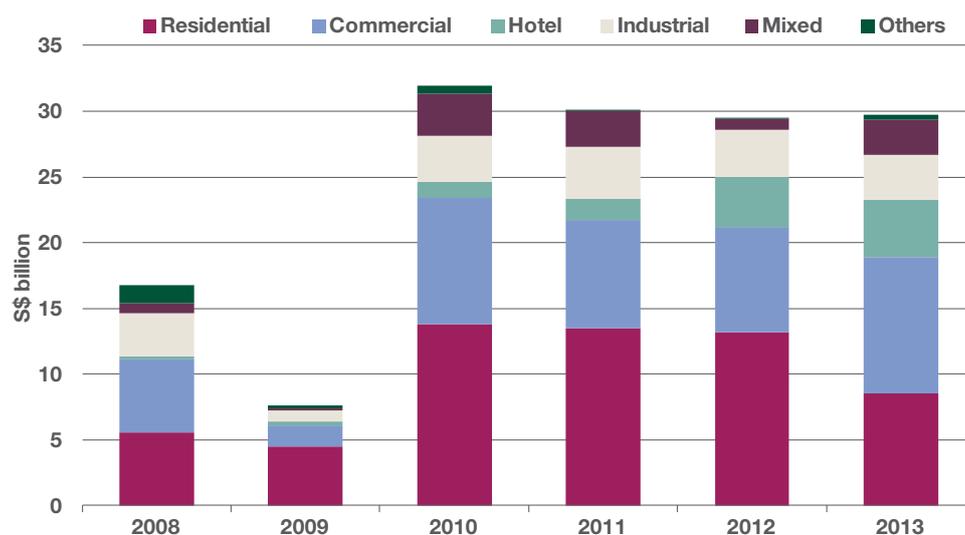
The private sector continued to dominate the market, contributing S\$3.1 billion or 80.5% of Q4's investment sales. However, investment sentiment remained weak, with sales across all property types recording lower transaction volumes compared with the previous quarter. For example, the debilitating effects of the additional buyer's stamp duty combined with the total debt servicing ratio framework continued to weigh on the residential segment. This led to the investment sales value shrinking for the second consecutive quarter. Only 24 residential homes (no less than S\$10 million each) and one en-bloc site were transacted. This represents a fall of 22.8% QoQ to S\$401.9 million in Q4. Hotel deals, which posted a stellar performance in the last two quarters, have almost dried up with only one deal closed in Q4. In terms of transaction value, this market segment plummeted 82.6% QoQ. Surprisingly, investments in commercial strata-title property remained healthy, with caveats increasing slightly from eight transactions in Q3 to 11 in Q4, while the total transaction value jumped 78.9% QoQ to S\$329.1 million in Q4.

Under the Government Land Sales Programme, 11 state land parcels were sold for a total of S\$757.2 million, accounting for 19.5% of total investment sales. In December, the government launched and closed the tender for two adjoining residential sites located along Upper Serangoon View on the same day

in an attempt to moderate bids.

However, Kingsford Development, a developer owned by three Chinese nationals, put in a land price of S\$522 per sq ft per plot ratio for both sites. Amid the slowdown seen in the private residential sales market, the successful bid is much higher than expected.

GRAPH 12 Investment sales transaction volumes, 2008–2013



Source: Savills Research & Consultancy

TABLE 12 Major investment transactions, Oct–Dec 2013

Property	Location	Price	Buyer	Usage
TripleOne Somerset	Somerset Road	S\$970.0 mil/US\$762.92 mil	A consortium led by Perennial Real Estate Holdings	Commercial
The Westin Singapore	Marina View	S\$468.0 mil/US\$368.09 mil	Daisho Group	Hotel
Serangoon Plaza	Serangoon Road	S\$400.0 mil/US\$314.61 mil	Feature Development, an associate of the Tong Eng property development group	Commercial
Government land	Upper Serangoon View (Parcel A)	S\$258.8 mil/US\$203.54 mil	Kingsford Development Pte Ltd	Residential
Government land	Upper Serangoon View (Parcel B)	S\$201.6 mil/US\$158.55 mil	Kingsford Development Pte Ltd	Residential

Source: Savills Research & Consultancy

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In Q4, 12 transactions were concluded for four prime office buildings and eight secondary buildings, bringing the total transaction volume to KRW1.6 trillion for the quarter and approximately KRW5 trillion for the whole year.

Transactions in Q4 mainly comprised property sales by companies, particularly engineering and construction firms, pursuing secure liquidation. Additionally, multinational insurance companies, continued to acquire prime office buildings in the CBD during the quarter.

KDB Life Insurance Building (formerly Centreville Asterium Seoul), a prime office building completed in the CBD in 2013, was purchased by Consus Asset Management for KRW47.7 billion. Through the KDB Life Insurance building transaction, the seller, Dongbu Corporation, is known to have secured liquidity.

Samsung Engineering also sold shares of its ownership in Dogokdong SEI Tower (Samsung Engineering's office building in Dogokdong) and Glass Tower, a prime office building in Gangnam Business District (GBD), to Koramco AMC for KRW243 billion.

Hanwha Chemical Co, Ltd sold 16,425 sq m of office area in Hanwha Sogong Building, a CBD prime office, to Hanwha Life Insurance which owns the remaining area of the building, while Samwhan Corporation's office building in the CBD changed hands to Hana Daol AMC for KRW135 billion, with a cap rate known to be in the mid-5% range. Shinsegae E&C disposed of its Jangchungdong office building to E-mart for KRW19.7 billion in an effort to secure liquidity.

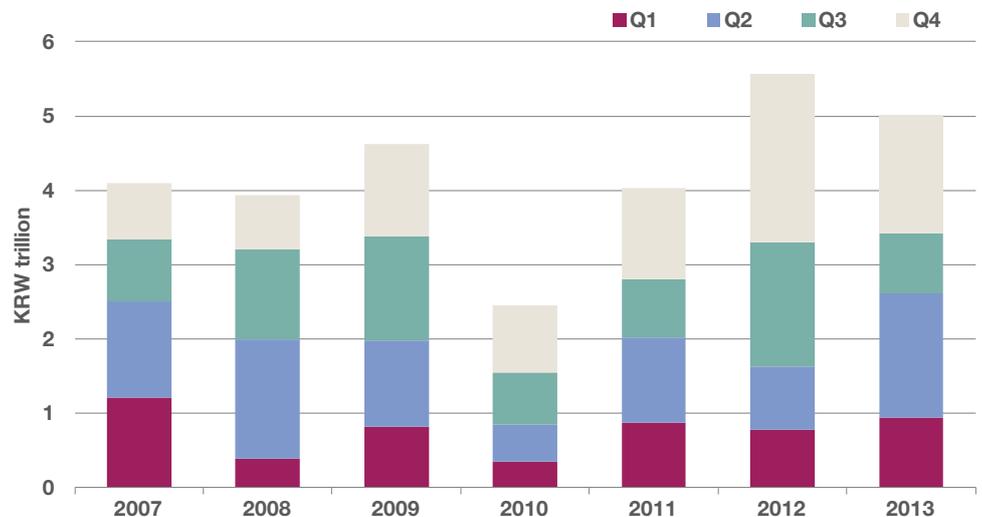
In Q3/2013, Lina Life Insurance, an international insurance firm, signed an agreement to purchase

State Gwanghwamun (the deal is to be closed in June 2014) and in Q4 another overseas life insurance firm, AIA Life Insurance, acquired AIA Tower, a newly completed prime building in the CBD. AIA Life Insurance purchased the building, which was completed in Q2/2013, from Sunhwadong PFV Co, Ltd for KRW252.6 billion.

In Q4, the benchmark interest rate was maintained at 2.5%, the same level as in Q3. While the interest

rates on loans are likely to continue to be stable due to the benchmark interest rate remaining unchanged for eight months in a row, the five-year government bond yields are in the low 3% range, showing no significant change from the previous quarter. The cap rate of prime office buildings is estimated to be in the low 5% range and the spreads with five-year government bonds are maintained at a level similar to that of the previous quarter.

GRAPH 13 **Seoul office transaction volumes, Q1/2007–Q4/2013**



Source: Savills Research & Consultancy

TABLE 13 **Major investment transactions, Oct–Dec 2013**

Property	Location	Price	Buyer	Usage
KDB Life Tower (Centreville Asterium Seoul)	CBD	KRW347.7 bil/US\$327.5 mil	Consus AMC	Office
AIA Tower (N Tower)	CBD	KRW252.6 bil/US\$237.9 mil	AIA International Limited	Office
PCA Life Tower	GBD	KRW130.4 bil/US\$122.8 mil	Mastern AMC	Office
Samhwan Building HQ	CBD	KRW135.0 bil/US\$127.2 mil	Hana Daol AMC	Office
Glass Tower/SEI Tower	GBD/other	KRW243.0 bil/US\$228.9 mil	Koramco AMC	Office

Source: Savills Research & Consultancy

Taiwan

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Local insurance companies continued to exhibit their appetite for commercial property with their first official property investment for 2013, which was completed in the last quarter. Their reappearance on the market, following the conclusion of the investigation by the Financial Supervisory Commission, contributed NT\$16.3 billion or 55.4% of Q4's total investment sales, while the total investment volume reached NT\$29.5 billion in Q4/2013, marginally lower than the previous quarter.

Both Mercuries Life Insurance and Cathay Life acquired properties of over NT\$6 billion this quarter, the two largest transactions recorded by insurance companies in 2013. Elitegroup Computer System disposed of the 38,507-sq m ECS Headquarters in December to Mercuries Life Insurance for a total of NT\$6.68 billion, equating to NT\$201,988 per sq m, after it failed to sell at public auction in October. The acquisition price was NT\$520 million less than the reserve price set at the public auction, which delivered a clear message to potential buyers that lower prices are more likely with private treaties, as the market atmosphere turned more conservative this year.

Local insurance companies quickly changed their strategies in response to the new minimal yield regulations. Cathay Life, a major investor acquiring over NT\$20 billion of property annually over the past three years, announced its expansion into the logistics sector and acquired Ruifan Logistic Park for NT\$6 billion. The property, located in Ruifan district, New Taipei City, could benefit from the future development of a free trade zone in Keelung Harbor.

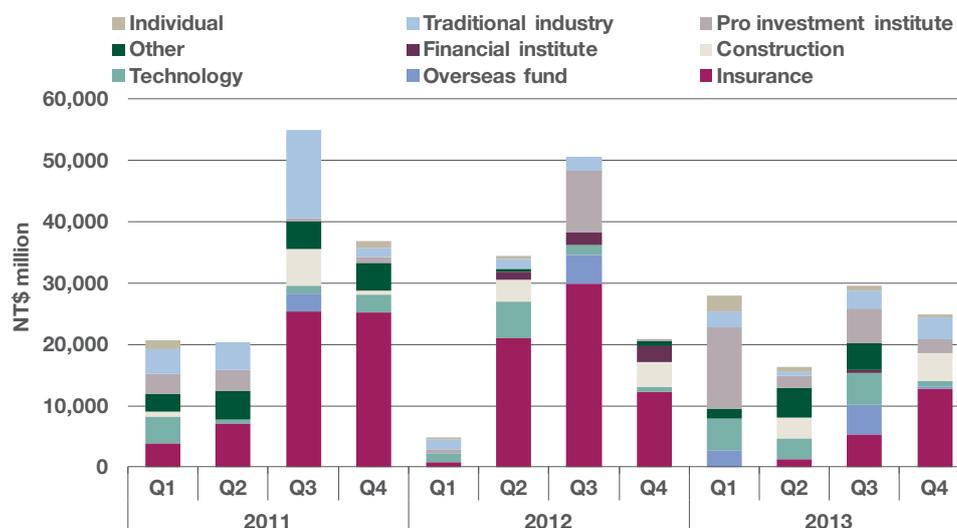
In the office sales market, prices have maintained a slight rising trend, evidenced by two en-bloc office properties changing hands this

quarter. These two en-bloc buildings were acquired by a subsidiary company of Shinkong Synthetic Fibers Corporation in 2011 for a total price of NT\$980 million. Banqiao Building in New Taipei City and Chengde Building in Taipei City were sold for NT\$1.286 billion and NT\$920 million respectively in Q4/2013, double the price of two years ago.

Despite recent subdued investment sentiment in both the residential and

commercial markets, we do not expect the demand for office and retail properties in city areas to be affected. The increased number of inbound travellers, especially from mainland China, has directly supported retail prices, while the office sector is also taking advantage of the boom in the tourism industry due to the ability to renovate office buildings into budget hotels.

GRAPH 14 **Commercial real estate transaction volumes, Q1/2011–Q4/2013**



Source: Savills Research & Consultancy

TABLE 14 **Major investment transactions, Oct–Dec 2013**

Property	Location	Price	Buyer	Usage
First Pacific Building	Xinyi district, Taipei City	NT\$2.82 bil/US\$95 mil	Makalot Industrial Co, Ltd	Office
ECS Headquarters	Neihu district, Taipei City	NT\$6.68 bil/US\$225 mil	Mercuries Life Insurance	Industrial/office
Ruifang Logistics Park	Ruifang district, New Taipei City	NT\$6.0 bil/US\$202 mil	Cathay Life	Logistics
Chunghwa Picture Tubes Bade Factory	Bade City, Taoyuan County	NT\$2.81 bil/US\$95 mil	Gi-Jin Construction Co and Toppan Chunghwa Electronics	Factory

Source: Savills Research & Consultancy

Viet Nam

Renewed interest has been seen in Viet Nam's real estate market during the last quarter. In mid-November, the US\$2.5 billion Starlake project in Ha Noi, to be developed by a consortium of Korean developers, received a US\$200 million boost from the Korean Development Bank to complete the land clearance and compensation process and start construction after a period of inactivity since its ground-breaking last January. Prior to that, a 99% interest in the 8-ha Alaska Garden City project in a suburban area of Ha Noi was acquired by the Viet Nam-based FLC Group. For other assets, due diligence work is still in progress and we expect more transactions to be announced in early 2014.

While the primary interest currently remains operational assets that are seen as a safe haven during this difficult period, prime development projects are also the target of many developers/investors. We have seen increasing interest from overseas investors aggressively looking for investment opportunities in Viet Nam, which is partly due to the fact that the property market cycle here is believed to have bottomed out, whereas many other regional markets remain near the top of their cycle.

The first sector to show signs of significant improvement is the Ho Chi Minh City office market, where there has been a significant improvement in net effective rents for Grade A and B buildings, as landlords offer rent-free periods and other such incentives to attract tenants. Office stock is now constrained in Ho Chi Minh City with limited new supply under construction. As demand picks up, we expect a steady increase in office rents. Additionally, the apartment sector continued to see increased liquidity and was still the

highlight of the Ho Chi Minh City property market in 2013, with a 45% increase year-on-year in the number of transactions on the primary market.

The renewed interest is further supported by foreign direct investment (FDI) statistics at the end of 2013, with real estate being the third ranking sector, with approximately US\$951 million invested in 20 newly-licensed and five existing property projects across the country during the year. Putting that into a wider context, Viet Nam's pledged FDI surged 54.5% to US\$21.6 billion in 2013,

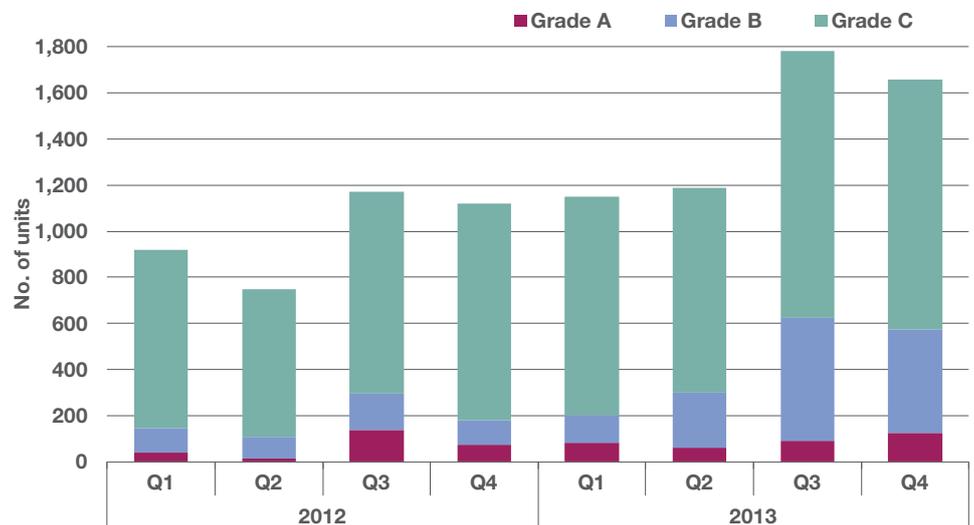
with disbursement reaching US\$11.5 billion.

Economists expect a brighter 2014 with single-digit inflation, interest rates at more attractive levels and stable exchange rates. Changes in Viet Nam's land management policies and more open government policies are expected in 2014, showing the country's commitment towards long-term policies to attract overseas investment. Furthermore, successful Trans-Pacific Partnership negotiations will also be a factor in boosting Viet Nam's economy, trade and investment.

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GRAPH 15
HCMC apartment transaction volumes, Q1/2012–Q4/2013



Source: Savills Research & Consultancy

TABLE 15
Major investment transactions, Oct–Dec 2013

Property	Location	Price	Buyer	Usage
Alaska Garden City	Tu Liem district, Ha Noi	VND300 bil/US\$14.2 mil	FLC Group	New urban area
Starlake	Tay Ho district, Ha Noi	US\$200 mil (capital injection)	Daewoo E&C/Korean Development Bank	New urban area

Source: Savills Research & Consultancy

Australia



◀ **Leighton HQ**
North Sydney
A\$413.2M/US\$367.7M
in November

Harbourside Shopping Centre ▶
Sydney
A\$251.0M/US\$223.4M
in November



◀ **307 Queen Street**
Brisbane CBD
A\$120.8M/US\$107.5M
in December

Sydney Corporate Park ▶
Sydney
A\$343.0M/US\$305.3M
in December



◀ **227 on Elizabeth**
Sydney
A\$145.0M/US\$129.1M
in November

▼ **Northpoint Tower**
Sydney
A\$278.7M/US\$248.0M
in December



485 La Trobe Street ▲
Melbourne
A\$181.6M/US\$204.0M
in November

Centennial Plaza Tower C ▶
(part of a portfolio)
Sydney
A\$120.8M/US\$107.5M
in November



Bendigo Marketplace ▶
Bendigo
A\$165.0M/US\$185.4M
in December



▼ **Harbour Town**
West Perth
A\$205.5M/US\$182.5M
in October

▼ **Rosebud Plaza**
Rosebud
A\$100.0M/US\$112.4M
in October



▲ **Optus Centre (49%)**
North Ryde
A\$184.4M/US\$164.1M
in November



Sydney Water HQ ▲
Parramatta
A\$166.0M/US\$174.7M
in October



◀ **Bunbury Forum SC**
Bunbury
A\$137.1M/US\$122.0M
in October



◀ **Somerton Logistics Centre**
Cooper Street, Somerton
A\$121.0M/US\$136.0M
in October



◀ **Optus Centre**
367 Collins Street,
Melbourne
A\$225.0M/US\$252.8M
in October



◀ **15 Green Square CI**
Fortitude Valley
A\$110.0M/US\$97.9M
in November

Beijing



▲ **Lufthansa Century Building**
North Third Ring Road,
Xicheng district
RMB520M/US\$83.9M
in November



▲ **Danyang Building**
Dongsanhuan South Road, Chaoyang district
RMB1.5B/US\$241.9M
in November



▲ **Guanjie Plaza** ▲
Taiyanggong, Chaoyang district
RMB1.07B/US\$172.6M
in December



◀ **Beijing International Centre
(retail portion)**
CBD
RMB710.5M/US\$114.6M
in December

Shanghai



◀ **CITIC Shenhong Plaza**
Hongkou district
RMB1,817M/US\$300M
in December



▶ **GIFC 1** ▶
Changning district
RMB1,464M/US\$242M
in December



▲ **Oriental Financial Centre**
Pudong district
RMB7,000M/US\$1,155M
in October

Guangzhou/Shenzhen



▲ **Baiyun Greenland Centre**
Yuncheng West Road,
Baiyun district, Guangzhou
RMB2.19B/US\$359.6M
in November

▼ **11 Xinzhou Street**
Futian, Shenzhen
RMB850M/US\$140.5M
in December



Hong Kong



▲ **9 Chong Yip Street**
Kwun Tong
HK\$1.01B/US\$130.3M
in November



◀ **Kowloon Building**
Yau Ma Tei
HK\$1.69B/US\$217.8M
in November

**Butterfly on Morrison
Boutique Hotel** ▶
Causeway Bay
HK\$680M/US\$87.7M
in October



Olympic Godown ▶
Yau Tong
HK\$730M/US\$94.2M
in October



◀ **Rosedale Hotel
(60% share)**
Tai Kok Tsui
HK\$789.2M/US\$101.8M
in November

Major transactions Q4 2013

Japan



◀ **Takashimaya Times Square**
Sendagaya, Shibuya Ward, Tokyo
JPY105.0B/US\$1.05B
in December



▶ **16-asset portfolio**
Nationwide
JPY158.3B/US\$1.58B
in November



▲ **5-asset portfolio**
Nationwide
JPY74.1B/US\$737.9M
in October/December



▲ **20-asset portfolio**
Nationwide
JPY74.7B/US\$744.4M
in October



◀ **8-asset portfolio**
Nationwide
JPY73.7B/US\$733.9M
in October

South Korea



◀ **AIA Tower**
CBD
KRW252.6B/US\$237.9M
in November



▶ **PCA Life Tower**
GBD
KRW130.4B/US\$122.8M
in November



▶ **Glass Tower (left)/SEI Tower (right)**
GBD
KRW112.6B/US\$104.8M
in September

▶ **KDB Life Tower**
(Centreville Asterium Seoul)
CBD
KRW347.7B/US\$327.5M
in October



◀ **Samhwan Building HQ**
CBD
KRW135.0B/US\$127.2M
in December

Singapore



▼ **TripleOne Somerset**
Somerset Road
S\$970M/US\$762.92M
in December

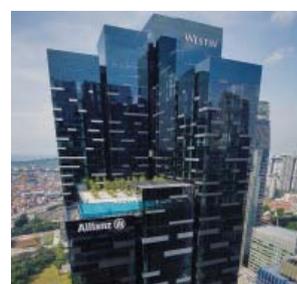


◀ **11 Sunview Way**
Sunview Way
S\$72.4M/US\$57.08M
in November



▲ **Serangoon Plaza**
Serangoon Road
S\$400.0M/US\$314.61M
in November

Technopark @ Chai Chee ▶
Chai Chee Road
S\$193.0M/US\$152.14M
in October



The Westin Singapore ▲
Marina View
S\$468.0M/US\$368.0M
in December



◀ **ECS Headquarters**
Neihu district, Taipei
NT\$6.68B/US\$225M
in December



First Pacific Building ▶
Xinyi district, Taipei
NT\$2.82B/US\$94.95M
in October



Ruifang Logistics Park ▲
Ruifang district, New Taipei City
NT\$6.0B/US\$202M
in December

Taiwan

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