

Briefing Retail & Office sector

May 2015

→ Retail sector

As of Q1/2015, the total retail stock in Nha Trang was more than 71,400 m² from seven projects. Shopping centres dominated the market with a 75% market share, followed by supermarkets with 25 percent.

Nha Trang retail market had good performance with an average occupancy of 91 percent. Four of seven current projects were fully occupied. The average rent on the ground-floor was VND 720,000/m²/mth.

Nha Trang's retail revenue in 2014 was more than VND22 trillion, up 15% YoY.

As of Q1/2015, 13 future retail projects were recorded in Nha Trang. Only two projects are under construction. Due to financial difficulties and issues with site clearance, four projects are vacant land and six are on hold or in the planning stage.

Office sector

The total office stock in Nha Trang is approximately 17,300m² from eight projects. All office projects in Nha Trang were undertaken by domestic developers.

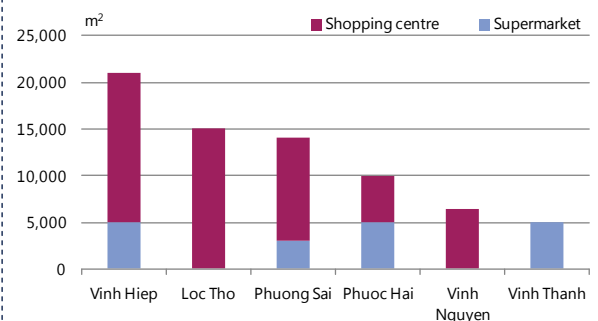
The Nha Trang office market achieved an average occupancy of 70% and an average rental of approximately VND193,000/m²/mth.

The office segment in Nha Trang faces competition from shophouses with an average rental -35% lower.

Main tenants are foreign companies that account for approximately 60% of current projects. Tenants mainly came from banking, insurance and financial services.

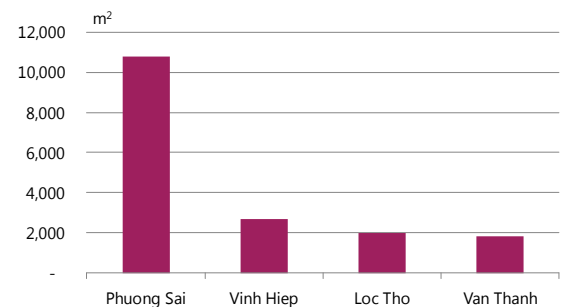
There are two future office projects that are mixed-use, however the office component has yet to be determined.

FIGURE 1
Current retail supply



Source: Savills Research & Consultancy

FIGURE 2
Current office supply



Source: Savills Research & Consultancy

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