

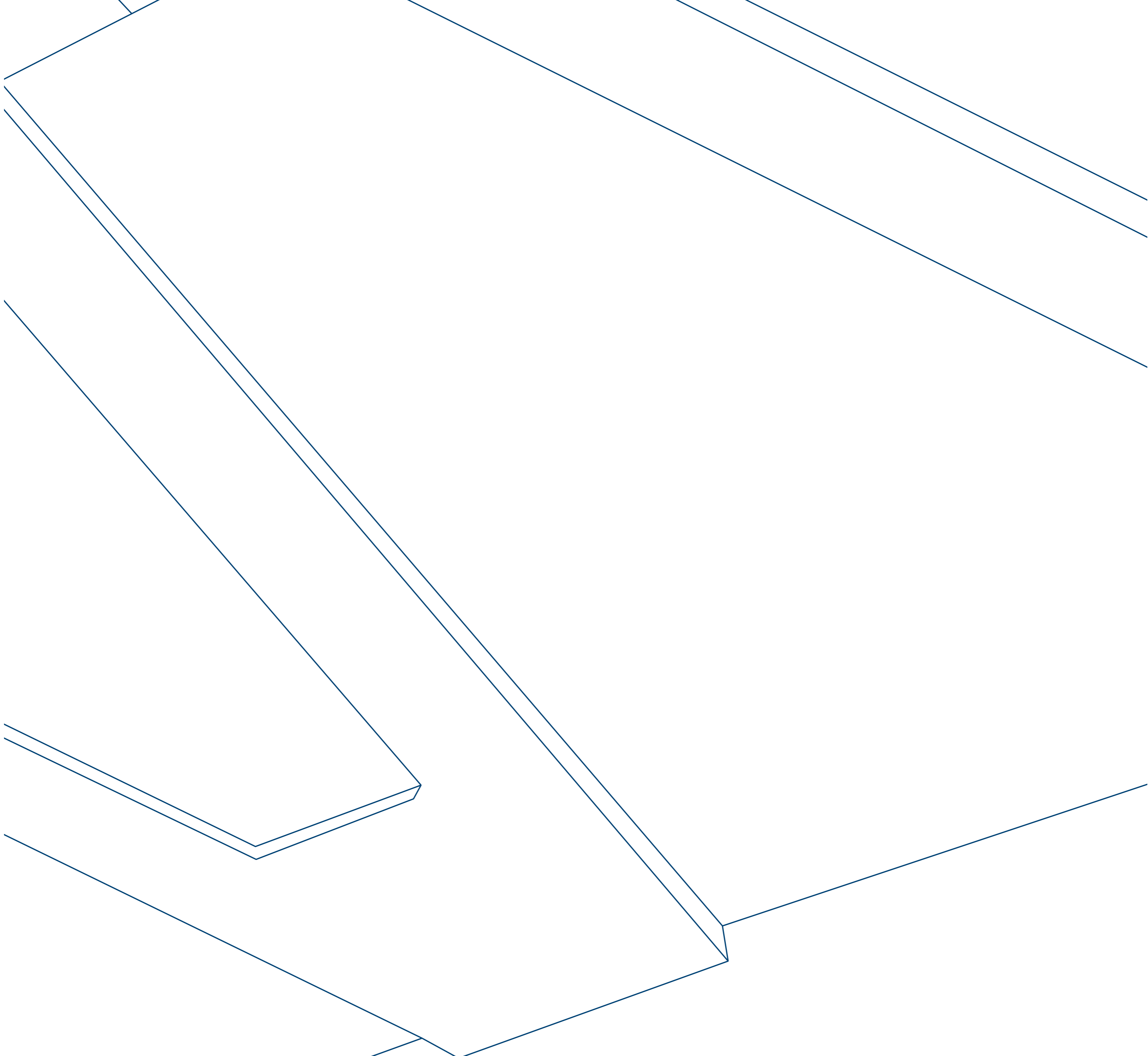
The logo for BW INDUSTRIAL is positioned on the right side of the image. It features the letters 'BW' in a bold, dark blue font, with a white checkmark-like symbol integrated into the 'W'. To the right of 'BW', the word 'INDUSTRIAL' is written in a white, uppercase, sans-serif font. The background consists of a blue gradient with large, diagonal, abstract shapes in shades of blue and white.

**BW** INDUSTRIAL



# 1

## WHO ARE WE



# BW INDUSTRIAL DEVELOPMENT JSC

Embark on  
A Successful Journey with BW



GLOBAL VIEW

**First-class Real Estate**  
Solutions & Facilities for Investors.

Global Experience  
WARBURG PINCUS



**BECOMEX**  
Local Insight



EXTENSIVE NETWORK



**20**  
Strategic Locations  
across Vietnam



**26**  
Projects

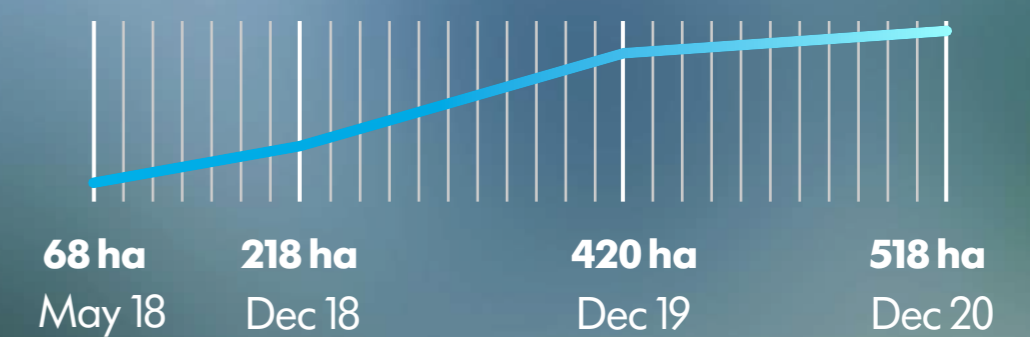


In **7**  
Key Industrial Cities



SPEEDY LAND ACQUISITION

BW Land bank



68 ha  
May 18

218 ha  
Dec 18

420 ha  
Dec 19

518 ha  
Dec 20



**5.18 Mil**  
Sq.m Footprint



**607k sq.m**  
GFA supplied by 2020

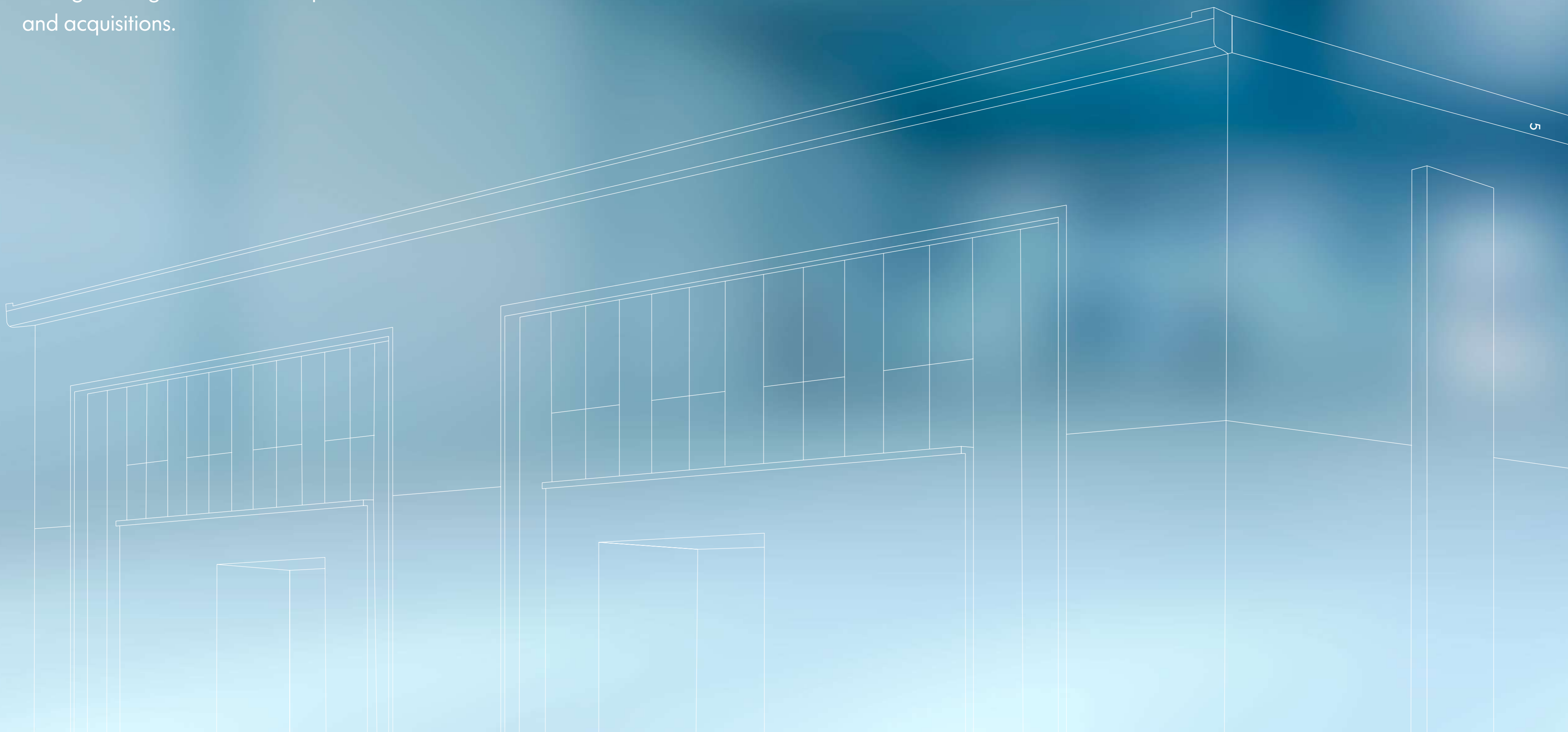
**1.2MM sq.m**  
GFA supplied by mid of 2021

## VISION & VALUES

With a best-in-class management team, sizable land holdings and a strong pipeline of future projects, BW Industrial Development JSC's growth strategy is to secure landbank in strategic locations throughout Vietnam's key economic regions through both greenfield developments and acquisitions.

Focusing on the industrial needs of hundreds of suppliers, we use the "queen bee" approach for development along with monitoring the urbanization and industrialization of target provinces.

In addition, we maintain our pioneering position in the market by introducing new product lines with modern facilities to Vietnam's logistics sector.



## OUR SHAREHOLDERS

**BECAMEX**

**1976**  
ESTABLISHED

**10+**  
WORLD-CLASS  
INDUSTRIAL PARKS

**Fortune 500**  
BUSINESS PARTNERS & CLIENTS

**WARBURG PINCUS**

**1966**  
ESTABLISHED

**19**  
PRIVATE EQUITY FUNDS

**40+**  
COUNTRIES

**USD89 Bil**  
INVESTED

Becamex specializes in **developing large-scale industrial townships** and maintains one of the largest industrial land banks in key markets across Vietnam.

Historically, Becamex has formed a number of partnerships with foreign players such as **TOKYU Corporation** – a major Tokyo-based infrastructure developer – and **Sembcorp** – a Temasek-sponsored industrial group through the Vietnam Singapore Industrial Park platform (VSIP), which is now widely recognized as one of the most successful industrial park developers in Vietnam.

Warburg Pincus LLC is a leading global private equity firm focused on growth investing. The firm has more than USD58 billion in private equity assets under management.

The firm's active portfolio of more than 195 companies is **highly diversified by stage, sector, and geography**. Warburg Pincus is an experienced partner for management teams seeking to build durable companies with sustainable value.

The firm is headquartered in New York with offices in Amsterdam, Beijing, Berlin, Hong Kong, Houston, London, Luxembourg, Mumbai, Mauritius, San Francisco, São Paulo, Shanghai, and Singapore.

# OUR MANAGEMENT TEAM



## Li Ting (Lance), CEO

Lance leads and manages BW's growth and strategy, ensuring the company remains a top-tier industrial developer in the country. Before joining BW, Lance was Vice President of Mergers & Acquisitions and International Business of ESR China - the largest Asia-Pacific focused logistics real estate platform by GFA and backed by Warburg Pincus. With more than 20 years of extensive knowledge in the sector, Lance's breadth of experience lends itself to BW's solid foundation, strengthening the company as we prepare to enter Vietnam's next cycle of industrialization.



## Aurelio Doetsch, CDO

Aurelio leads project development and the company's fast-paced growth strategy. He brings more than 30 years of operational and commercial leadership and business and project management experience with a focus on improving company effectiveness and delivery results. Before joining BW, Aurelio worked as a Project Director for Alpha King Real Estate Development JSC, supporting multiple teams from initiation to execution; he also served as Project Director for Meinhardt Vietnam on Vinhomes Central Park in Ho Chi Minh City.



## Dongwon Kwak, COO

In charge of Accounting & Finance, Legal, and HR/IT/Admin, Dongwon employs his worldwide experience and diverse thinking, insights, and perspectives, allowing BW to compete on a global scale. Before BW, Dongwon was CEO and Chairman of the Board at Mars Entertainment Group, a cinema chain in Turkey later acquired by CJ CGV; he was also the CEO of CJ CGV Vietnam, delivering an impressive performance across each of the company's international territories.



## Vu Le, Deputy CEO & Government Liaison

Vu has more than 15 years of experience in the industrial real estate field. As a representative of Becamex IDC and liaison to the government, he works closely with the Industrial Park Authorities, securing support and incentives across various industries and manufacturers. Vu previously served as Deputy General Director of Becamex - Tokyu Joint Venture and the Deputy General Director of Binh Duong Construction & Civil Engineering Joint Stock Company.

## OUR TENANTS



**MR. NELSON WU**

GENERAL DIRECTOR OF BEST INC. VIETNAM

“Requiring state-of-the-art facilities in a fast-moving digital economy meant Vietnam was the perfect choice. I’d visited more than 50 facilities and worked with more than 10 agents before finding BW.

Their solid infrastructure platform helps deploy modern tech solutions, which helps us better manage our business. BW has given us a platform to reach larger goals and better serve the Vietnamese community.”



**MR. YOTARO KANAMORI**

GENERAL DIRECTOR OF GENERATION PASS IN VIETNAM

“Leasing rates at Bau Bang are very competitive; the compelling infrastructure makes it convenient for us to meet business partners and customers in the province. Besides, BW provide a Japanese-

speaking salesforce and customer service department who have thoughtfully supported us through business setup and operation from the moment we expressed interest. We believe in ‘Made in Vietnam’.”



**MR. ALEXANDER CHRISTOPHER FALTER**

MANAGING DIRECTOR OF ECCO VIETNAM

“Eventually, we’ll build a shoe manufacturing facility ourselves; but for the next five years we’ll lease BW’s ready-built factories. When we first came here, we visited several IPs in southern Vietnam before coming to

Bau Bang by BW; here, we found exactly what we were looking for. With their active support, it only took four months from the issue-date of our business license to officially begin production.”



**MR. TRAN TUAN ANH**

MANAGING DIRECTOR OF SHOPEE VIETNAM

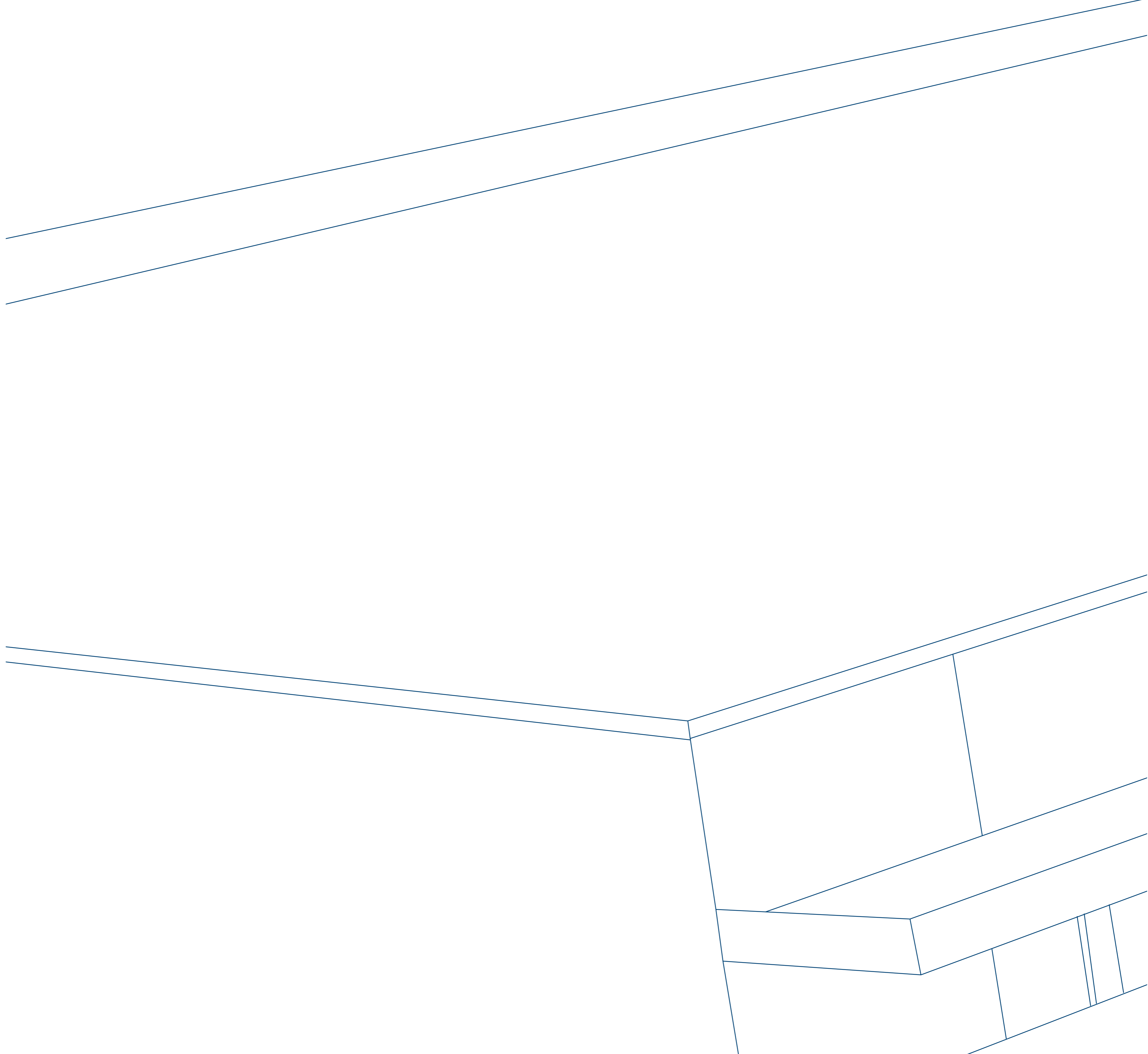
“Shopee’s focus is to continue to enhance buyers’ and sellers’ experience on our platform. The strategic partnership with BW gives us the capability to deliver best-in-class logistics services to

our users, further strengthening the growth of e-commerce in Vietnam.”

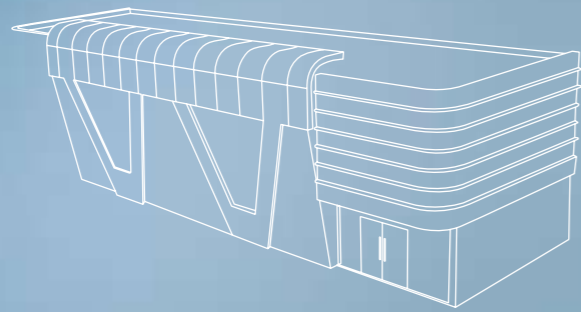


# 2

## PRODUCTS & SERVICES

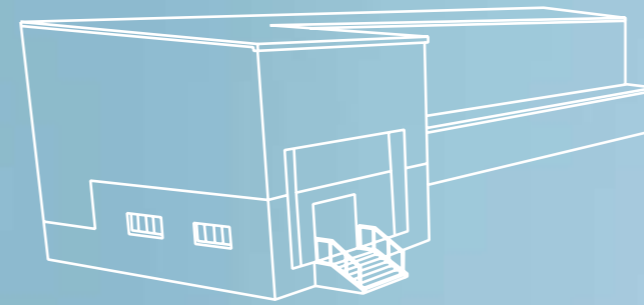


# PRODUCTS & SERVICES



## READY-BUILT FACTORY

Flexibly sized from 1000 square meters, our various sites from north to south satisfy any requirements investors looking for production sites in Vietnam may have.



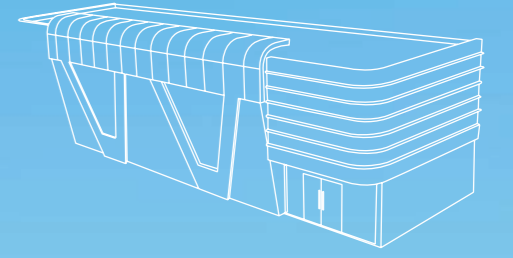
## READY-BUILT WAREHOUSE

Interspersed throughout the country, the warehouses are in close proximity to Hanoi and Ho Chi Minh City's international airports, respectively, as well as to international maritime gateways.




## OFFICE FOR LEASE


Located in Binh Duong New City with easy access to main infrastructure and amenities of Binh Duong, our high-spec office building has modern fittings and furnishing, with flexibly sized floor plates from 200-2000 square meters.




# My Phuoc 3


 **Total IP land area**  
65 ha

 **BW's land area**  
24 ha

 **Location**  
My Phuoc 3 Industrial Park,  
Binh Duong Province, Vietnam

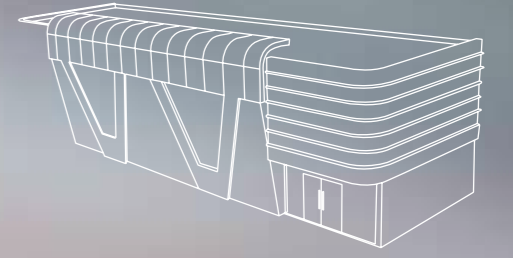
## KEYS TO CLIENT SATISFACTION

 Strategic location with close proximity to Binh Duong New City. Easy access to main infrastructure and amenities of Binh Duong

 Hassle-free business setup thanks to BW's strong connections with the local authorities

## COMPANIES IN THE NEIGHBORHOOD






# Bau Bang

 **Total IP land area**  
699.24 ha

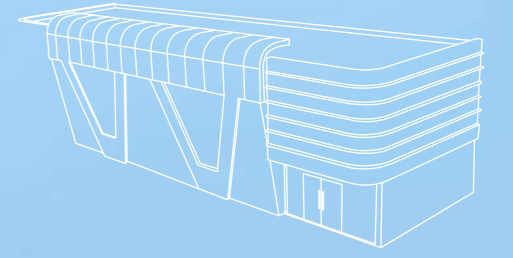
 **BW's land area**  
43.7 ha

 **Location**  
Bau Bang Industrial Park,  
Binh Duong Province, Vietnam


## KEYS TO CLIENT SATISFACTION


-  Attractive rental rate, high quality construction
-  Direct access to National Road 13 and My Phuoc - Tan Van Highway which will connect North Binh Duong to Ho Chi Minh City, Cat Lai Port and the new Long Thanh International Airport
-  Abundant labor force and competitive employment costs
-  Hassle-free business setup thanks to BW's strong connections with local authorities


READY-BUILT FACTORY




# VSIP Bac Ninh


 **Total IP land area**  
500 ha

 **BW's land area**  
3.8 ha

 **Location**  
VSIP Bac Ninh Integrated Township  
& Industrial Park, Bac Ninh Province,  
Vietnam

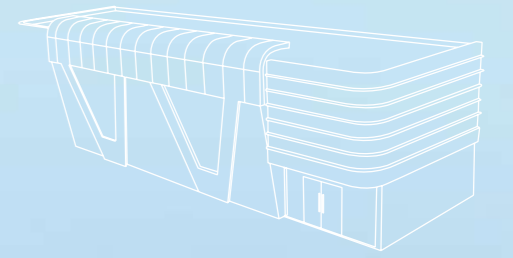
## KEYS TO CLIENT SATISFACTION

 Strategically located next to Highway 1 and 3, connecting to all Northern Provinces, with close proximity to Noi Bai Airport for easy access to main infrastructure and amenities of Hanoi


 Hassle-free business setup thanks to BW's strong connections with the local authorities


COMPANIES IN THE NEIGHBORHOOD





# Deep C Hai Phong

 **Total IP land area**  
541 ha

 **BW's land area**  
6.7 ha

 **Location**  
Dinh Vu Industrial Park, Dinh Vu – Cat Hai Economic Zone, Hai Phong City, Vietnam

## KEYS TO CLIENT SATISFACTION

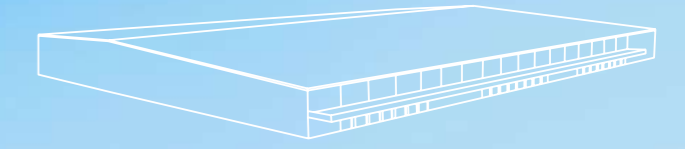
-  Competitively low employment costs
-  Preferential tax rate (belonging to Dinh Vu - Cat Hai Special Economic Zone)
-  Next to Hai Phong Port - maritime gateway to Northern Vietnam
-  Convenient access to Hanoi - Hai Phong Highway and Cat Bi International Airport
-  Hassle-free business setup thanks to BW's strong connections with local authorities

## COMPANIES IN THE NEIGHBORHOOD



PEGATRON





# Shopee Tan Phu Trung Fulfillment Center



**Total Leasing Space**  
27.821 sqm



**Warehouse Type**  
Single-Story Fulfillment Center



**Location**  
Tan Phu Trung Industrial Park,  
Cu Chi District, Ho Chi Minh City



**Features**  
Built-to-suit project for S-Trading, meant to allow Shopee to meet the rising needs of customers in high shopping seasons.

## KEYS TO CLIENT SATISFACTION



Energetic salesforce worked hand-in-hand to ensure the perfect location (client visited 20+ sites before choosing Tan Phu Trung)



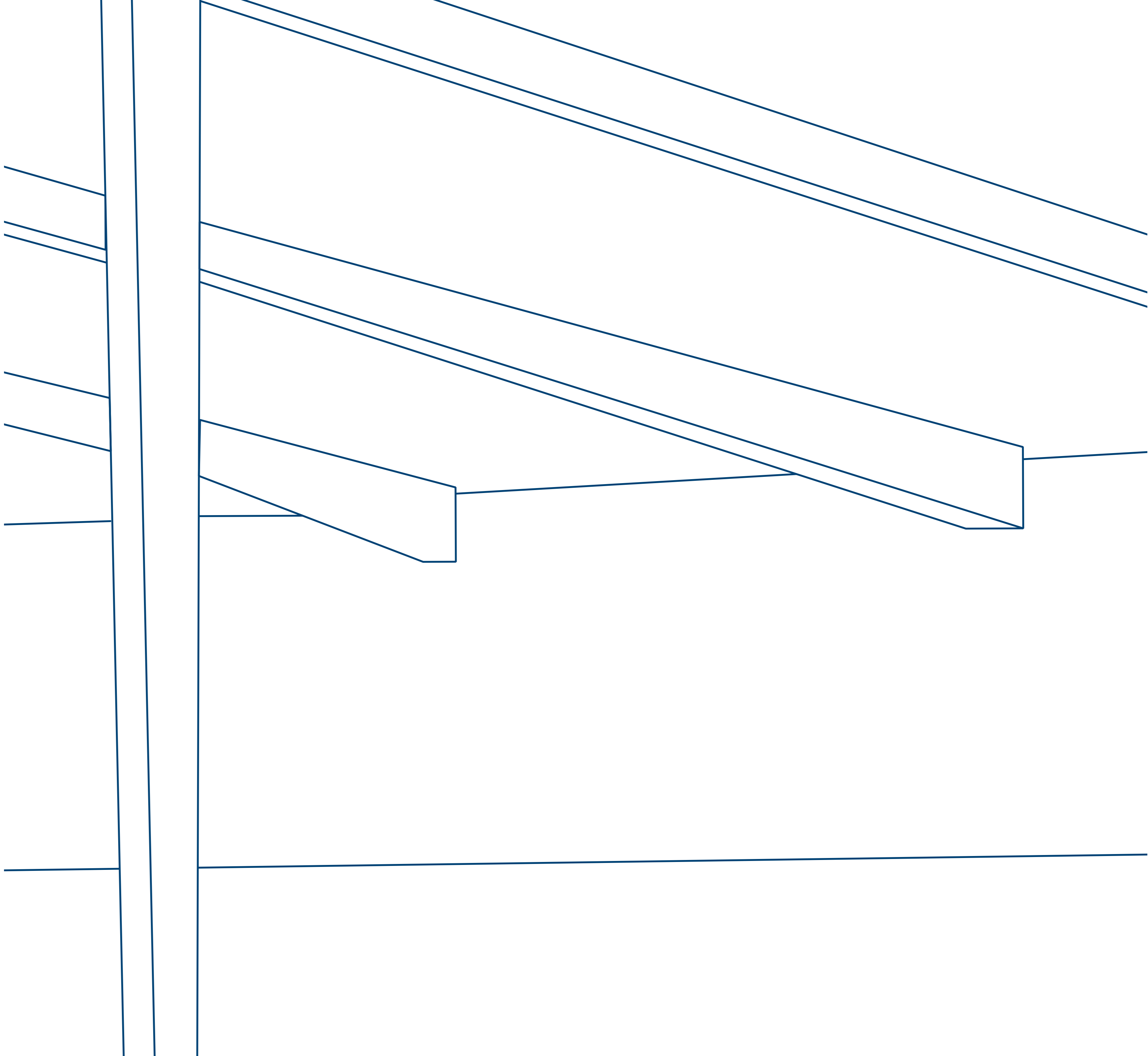
Speedy land acquisition



Responsive in-house construction team meets client requirements while ensuring market practice and standard are met

# 3

## SNAPSHOT OF VIETNAM





# GENERAL INFORMATION



## YOUNG AND VAST LABOR FORCE



**97 million**

**14<sup>th</sup>** world population rank  
**77%** labor force participation  
**32** median age

## FREE TRADE AGREEMENT









**17+**  
**countries**

ASEAN      EU      India  
 Japan      China      Australia  
 Korea      Hong Kong      Pan Pacific

## GDP GROWTH, 2020

“Vietnam is among the fastest-growing economies in a Covid-19-ravaged year.”

1.  **+ 2.91% Vietnam**
2.  **- 2.2% Indonesia**
3.  **- 4.5% Malaysia**
4.  **- 5.8% Singapore**
5.  **- 6.6% Thailand**
6.  **- 8.1% Philippines**

## ROBUST ECONOMIC GROWTH



**2.91%**  
**GDP growth**

**+ 3.23%** CPI  
**+ 6.5%** export value  
**+ 7.8%** adjusted FDI capital  
**+/- 5% USD/VND** fluctuation rate  
 in the last 5 years

## CORPORATE INCOME TAX



Standard rate **20%**  
 incentives available in most industrial parks

## COST SAVINGS



**USD238**  
**average**  
**worker's wage**



**USD0.06/kWh**  
**electricity cost**

## STABLE POLITICAL ENVIRONMENT



**One-party**  
**government**

\* Source: Trading Economics - World Bank - General Statistics Office - The Ministry of Finance - WTO Vietnam

# RAPID IMPROVEMENT OF INFRASTRUCTURE



## Overview of Manufacturing in Vietnam

### Northern Key Economic Zone (NKEZ)

- Ha Noi
  - Hai Phong
  - Bac Ninh
  - Hai Duong
  - Hung Yen
  - Vinh Phuc
  - Quang Ninh
- Proximity to neighboring operations and low labor costs make the NKEZ ideal for manufacturers in search of new opportunities in the region.

### Central Key Economic Zone (CKEZ)

- Thua Thien - Hue
  - Da Nang
  - Quang Nam
  - Quang Ngai
  - Binh Dinh
- Key industries focus on light industry projects.

### Southern Key Economic Zone (SKEZ)

- Ho Chi Minh City
  - Binh Duong
  - Dong Nai
  - Long An
  - Ba Ria - Vung Tau
  - Binh Phuoc
  - Tay Ninh
  - Tien Giang
- Represent the core of the country's industrial market and traditional sectors, including rubber, plastics, textiles and apparel. As the region's economy is more diversified, SMEs prefer to invest here.

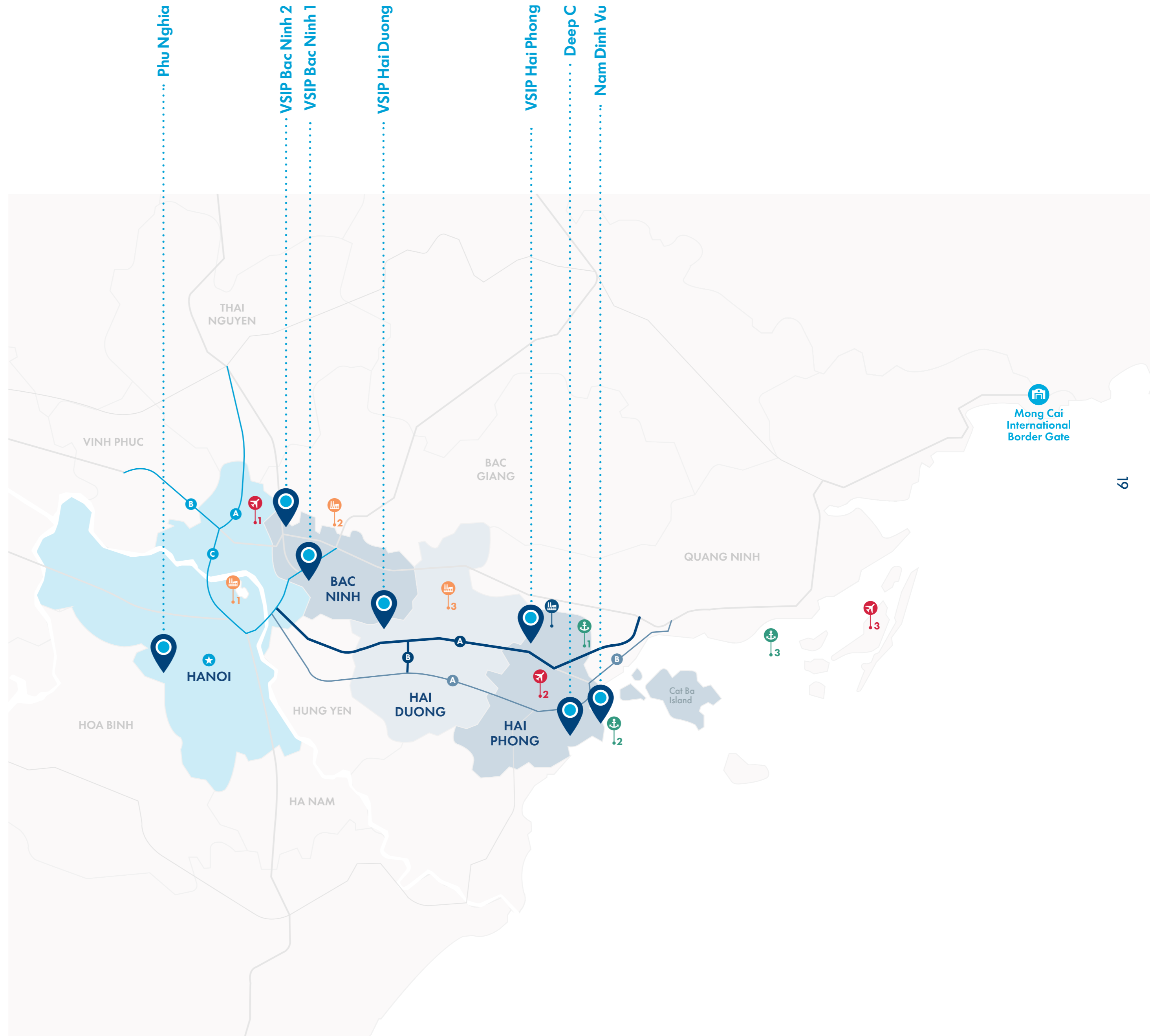
## Container ports in North, Central & South

Vietnam has 44 seaports with a total capacity of 470 - 500 million tons per year. The major ports include Hai Phong, Da Nang, Quy Nhon and Ho Chi Minh City. However, Vietnam has a number of smaller ports as well, which takes the total number up to 320.

# RAPID IMPROVEMENT OF INFRASTRUCTURE

## The North - Widening Expressway Network












-  1 ICD My Dinh
-  2 ICD Bac Ninh
-  3 ICD Hai Duong
-  1 Noi Bai Airport
-  2 Cat Bi Airport
-  3 Van Don Airport
-  1 Hai Phong Port
-  2 Lach Huyen Port
-  3 Cai Lan Port
-  Hai Phong Port Complex
-  A National Road 5
-  B National Highway
-  A Ha Noi - Hai Phong Expressway
-  B Hai Phong - Ha Long Expressway
-  A Ha Noi - Thai Nguyen Expressway
-  B Ha Noi - Lao Cai Expressway
-  C Ha Noi - Bac Giang Expressway

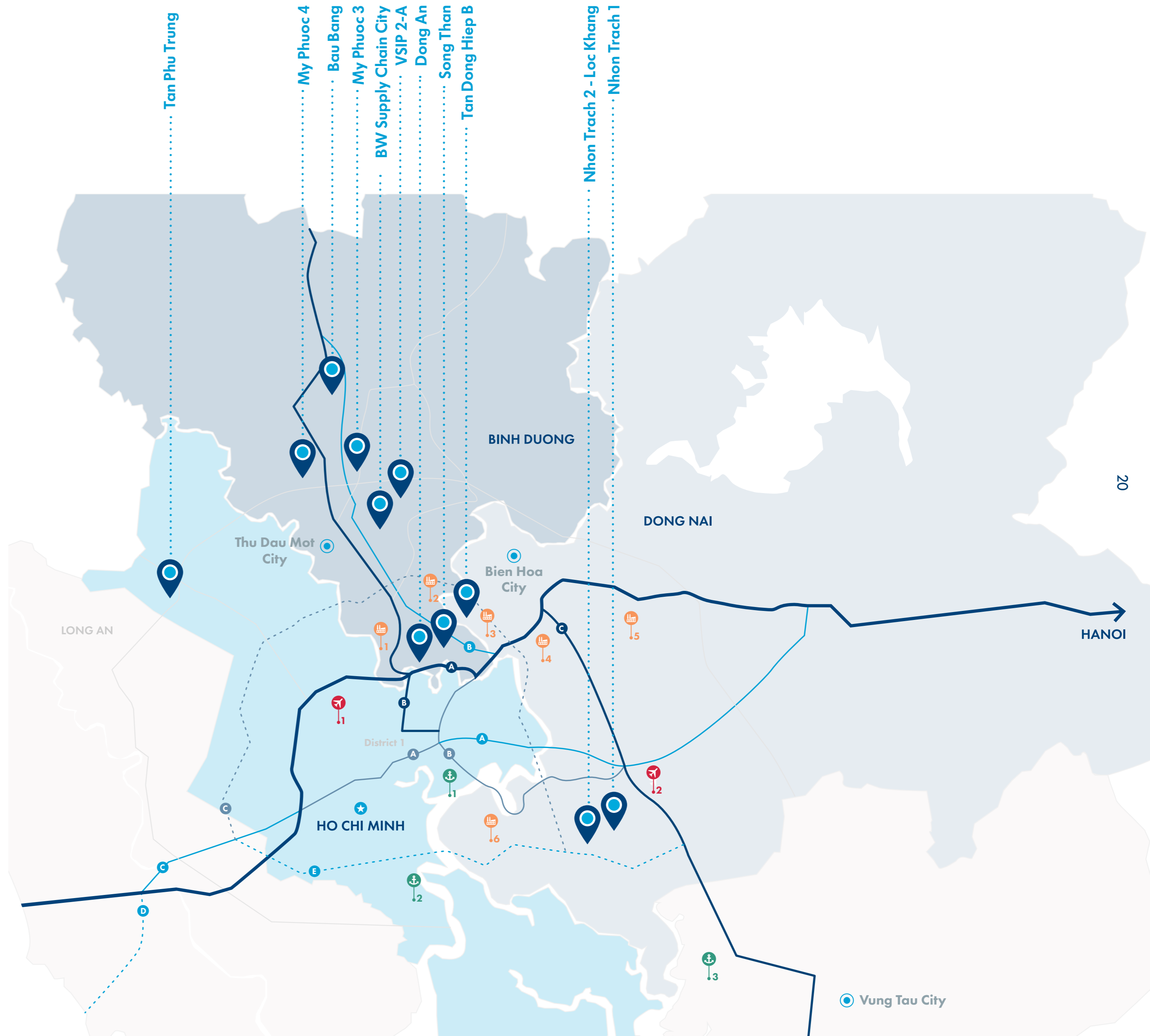


# RAPID IMPROVEMENT OF INFRASTRUCTURE

## The South - Widening Expressway Network

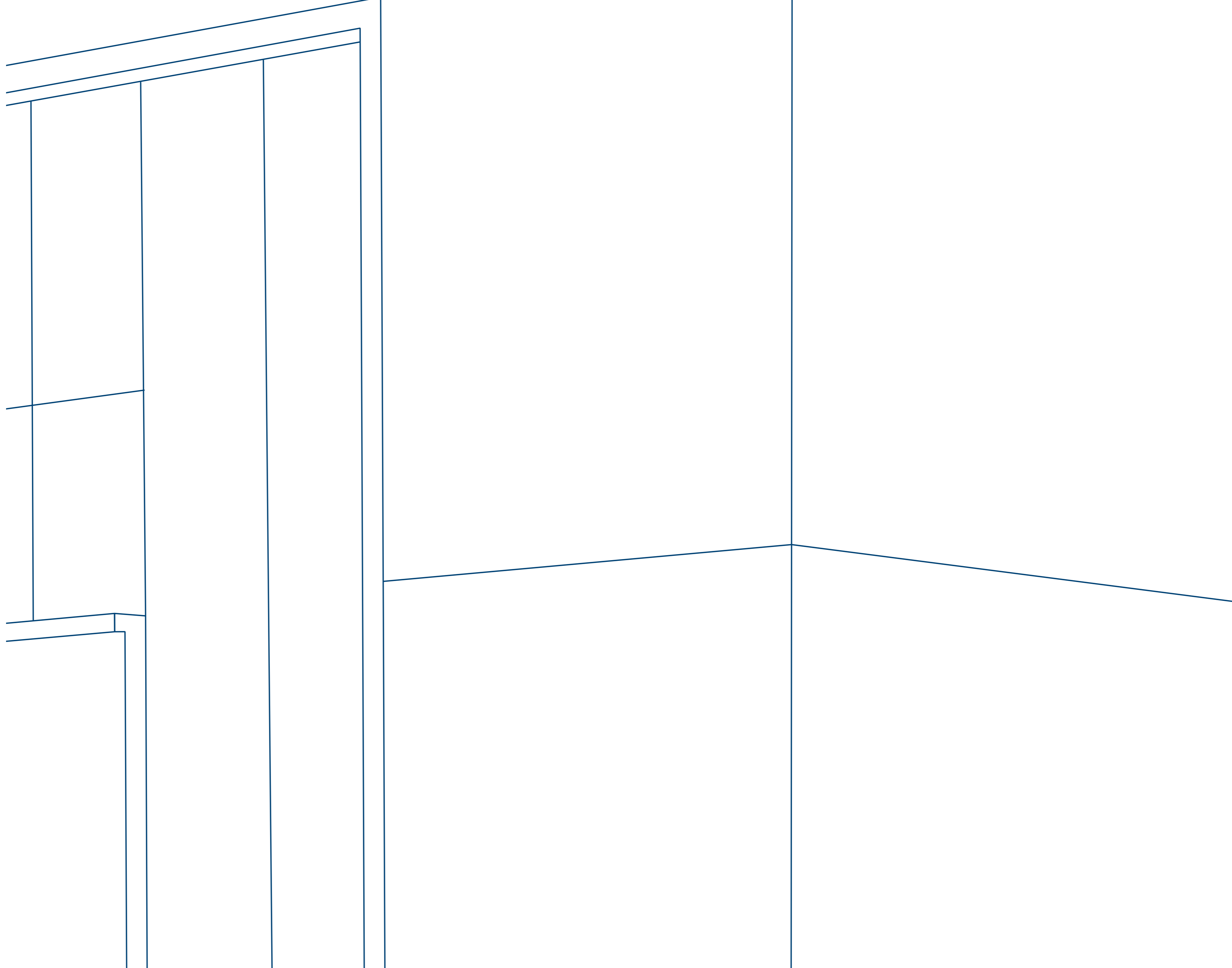
-  1 ICD Trung Tho clusters
-  2 ICD Song Than
-  3 ICD Tan Van
-  4 ICD Bien Hoa
-  5 ICD Long Binh
-  6 ICD Nhon Trach
-  1 Tan Son Nhat Airport
-  2 Long Thanh Int'l Airport
-  1 Cat Lai Port
-  2 Hiep Phuoc Port
-  3 Thi Vai - Cai Mep Port

-  National Road 1A
-  National Road 13
-  National Road 51
-  East - West Boulevard
-  Provincial Road 769
-  Ring Road No.3
-  HCMC - Long Thanh - Dau Giay Expressway
-  My Phuoc - Tan Van Expressway
-  HCMC - Trung Luong Expressway
-  Trung Luong - My Thuan Expressway
-  Ben Luc - Long Thanh Expressway



# 4

## HOW TO INVEST



# HOW TO INVEST



IPA upon decision to invest with BW



IRC, ERC dossier preparation  
 EPP / EIAR dossier preparation  
 FF dossier preparation



20 Days

IRC, ERC submission



45 - 60 Days

IRC, ERC received  
 EPP / EIAR submission & approval  
 FF submission & approval



FF acceptance

INITIAL FITTING OUT

OPERATION

**IPA**  
**IRC**  
**ERC**

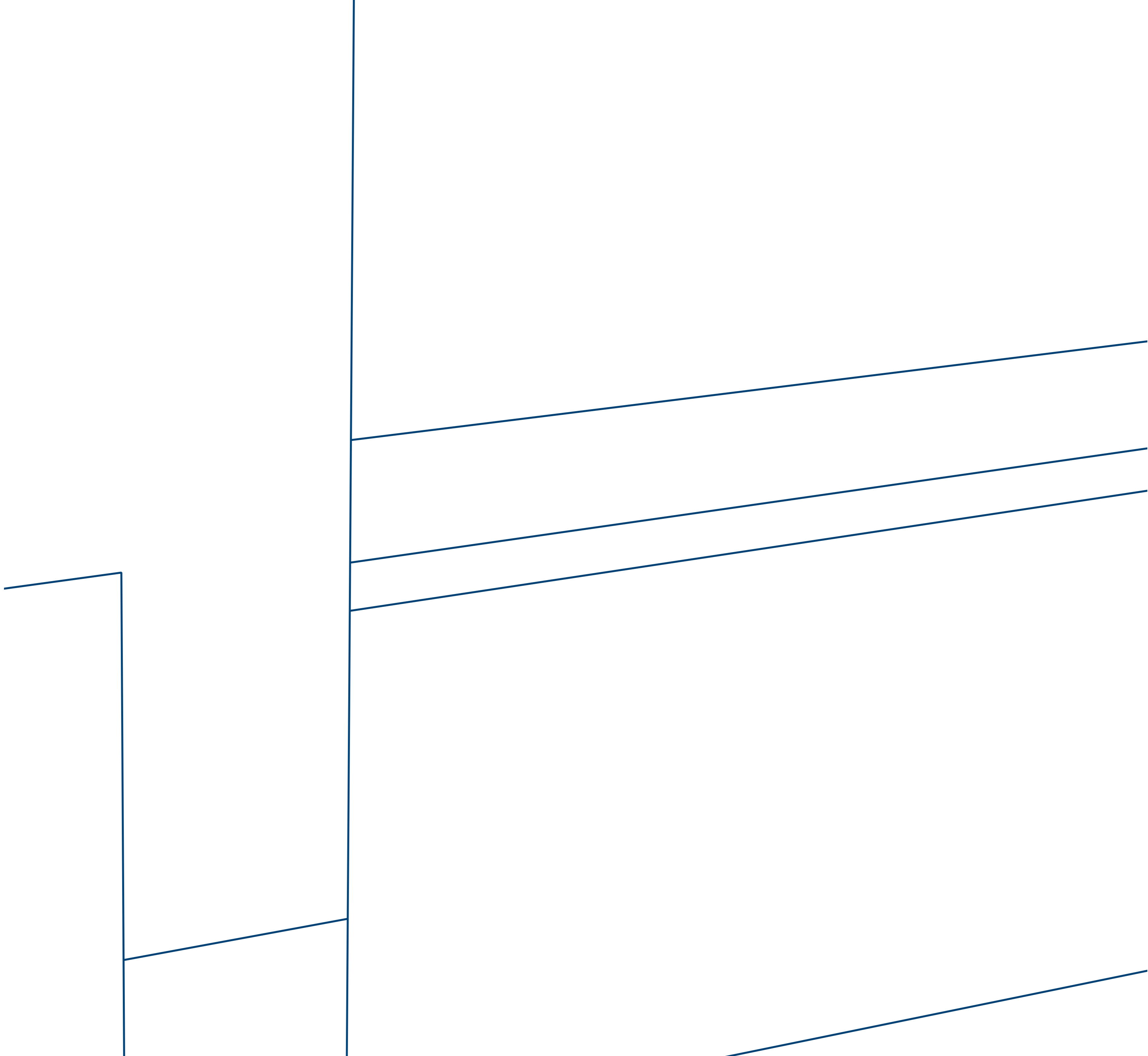
In Principal Agreement  
 Investment Registration Certificate  
 Enterprise Registration Certificate

**EPP**  
**EIAR**  
**FF**

Environmental Protection Plan  
 Environmental Impact Assessment Report  
 Firefighting

# 5

WATCH US GROW



# WATCH US GROW

Scan here for updated information



## HA NOI

Phu Nghia IP – **2.3 ha**

## BAC NINH

VSIP Bac Ninh IP – **3.8 ha**

VSIP Bac Ninh 2 IP – **20 ha**

## BINH DUONG

VSIP 2A IP – **8.1 ha**

My Phuoc 3 IP – **24 ha**

My Phuoc 4 IP – **38.5 ha**

Bau Bang IP – **116.9 ha**

Bau Bang Extension IP – **54.1 ha**

BW Supply Chain City – **74.9 ha**

Tan Dong Hiep B IP – **5.3 ha**

Dong An IP – **5.3 ha**

Song Than IP – **5.3 ha**

## HAI DUONG

VSIP Hai Duong IP – **42.6 ha**

## HAI PHONG

VSIP Hai Phong IP – **24.2 ha**

Nam Dinh Vu IP – **10 ha**

Deep C IP – **16.3 ha**

## DONG NAI

Nhon Trach 2 - Loc Khang IP – **21.6 ha**

Nhon Trach 1 IP – **6.9 ha**

## HO CHI MINH CITY

Tan Phu Trung IP – **38.6 ha**





## CONTACT US

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Email: [enquiry@bwidjsc.com](mailto:enquiry@bwidjsc.com)

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230 Binh Duong Boulevard, Phu Hoa Ward,  
Thu Dau Mot City, Binh Duong Province,  
Vietnam

### **BRANCH OFFICE** - SOUTH VIETNAM

#### **Floor 8, Pearl Plaza Tower**

561A Dien Bien Phu, Ward 25, Binh Thanh  
District, Ho Chi Minh City, Vietnam

### **BRANCH OFFICE** - NORTH VIETNAM

#### **Floor 9, Vinaconex Building**

34 Lang Ha, Lang Ha Ward, Dong Da District,  
Hanoi, Vietnam

#### **VSIP Bac Ninh**

1 Huu Nghi Road, Phu Chan Commune,  
Tu Son Town, Bac Ninh Province, Vietnam