

M&A Opportunities In Vietnam 2020-2021

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I. CORPORATIONS

No.	Industry	Sectors	Business highlights	Location	Expected Deal Size (USDmn)	Share structure	Transaction type
1.	Agriculture	Clean chicken egg farm	<ul style="list-style-type: none"> Established in 2017; Farm factory area: ~ 248,350 m²; Capacity: 178 million eggs/year; chicken meat: 480,000 units/year; 4 farmhouses for breeding chicken; 12 farmhouses for laying hens; 60,000 eggs/hour for egg packaging system. 	Northern Vietnam	~ 23.9	Assets and shares of the company is now on auction sale by the bank	Interested investors need to go through auction bidding rounds to acquire the farm from the bank
2.	Agriculture	Pig Farm and Animal Feed Manufacture	<ul style="list-style-type: none"> Land area: 40,000 m²; Current herd: 5,000 breeding sows (capacity 7,000); 20,000 commercial hogs (capacity 23,000); Labor: 20-30 people; Technology: fully automate with liquid feeding, farm online temperature adjustment, waste processing, all technologies are from Denmark, German and Spain; Animal feed factory capacity: 150,000 tons/year and fully automated; Fermentation Factory: produce probiotic, protein; Capacity: 1,500 m³/day. 	Nghe An	~ 644	100% private ownership	Buyout or JV



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3.	Healthcare	General Clinic	<ul style="list-style-type: none"> Established in 2010; Main services: health check for patients from children to elderly; health check up for business employees; The clinic has 12-specialties and also specialized in testing with advanced laboratory; Revenue 2019: ~ 5.3 million USD; Number of patients 2019: ~ 99,900. 	HCMC	~ 6.5	100% private ownership	Sale up to 100% of total shares, open for JV with strategic investors
4.	Healthcare	Hospital	<ul style="list-style-type: none"> Land area: 6500 m²; Currently has 2 buildings ready for operation; Already has business license to operate; Number of projected patient beds: 120 beds. 	Da Nang City	~ 12.7	100% private ownership	90% of total shares
5.	Industrial	Construction & Renewable Energy	<ul style="list-style-type: none"> Forbes Top 50 listed companies in Vietnam; Established in 2005; Business operation: foundation construction, underground construction, infrastructure construction, industrial construction, and investment. 	Vietnam	~ 20.8	Selling of 32,000,000 shares with minimum selling price at \$0.65/share	Purchase newly issued shares from the company through primary shares offerings
6.	Logistic	Inland Clearance Depot	<ul style="list-style-type: none"> Greenfield project; Located at the heart of Cai Lan Industrial Zone, Quang Ninh Province; Area: 145,000 m²; Few metres away from the main port; Obtain investment certificate. 	Quang Ninh	~ 6	100% private ownership	Buyout or JV



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7.	Manufacture	Automobile manufacturing	<ul style="list-style-type: none"> • Area: 60,000 m² land for complex including factory, showroom, office and apartments for specialists; • Factory has strategic location at front side national highway; • All infrastructure for the factory is ready to meet with new regulations and policies for car manufacturers in VN including 800m test run track; • Owner has 20 years of experience in truck assembly and manufacturing and wide network of suppliers and OEM manufacturers; • Trucks produced can be sold through distribution chain company of owner. 	Binh Phuoc	13.5 million USD for buyout or 10 million USD for financial loan	100% private ownership	<ul style="list-style-type: none"> • Controlling stake; • Strategic alliance; • JV or financial loan
8.	Manufacture	Plastic Industrial Packaging (Cement Packaging)	<ul style="list-style-type: none"> • Located in an industrial park in Binh Phuoc; • Main products: Block bottom Valve PP Bags, sewn PP Bags, block bottom, etc.; • Technology: Ad*star technology by Starlinger machine; • Current production: 6 million bags/month (capacity: 7 million bags/month); • Main market: Vietnam, Taiwan, Cambodia, and Phillipines; • Total factory area: 27,400 m²; • Number of workshop: 2, 5,000 m² each. 	Binh Phuoc	~ 9	100% private ownership	Buyout



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9.	Manufacture	Automation Robotic	<ul style="list-style-type: none"> Established in 2016; Main products: attaching machine, dispenser, loading machine, and unloading machine; Current main client: Samsung, and LG; Revenue in 2019: ~ 8 million USD; Planning to move to larger factory and IPO in 2022. 	Da Nang City	~ 12.7	100% private ownership	90% of total shares
10.	Pharmaceutical	Medicine & Medicinal herbal drug	<ul style="list-style-type: none"> Unlisted public company; Established in 1970s; Number of manufacturing drugs: ~200; Main products: Manufacture analgesic, antipyretic, respiratory and intestinal drugs and some drugs of the new generation antibiotics; Distribution networks: 8 selling centers, 2 drug stores, 8 drug counters, and 500 distribution agents; Net revenue 2019: 12 million USD. 	Southern Vietnam	~ 10	Selling secondary shares	Shares transfer up to 51% of total shares

II. INDUSTRIAL PARKS

No.	Type	Deal Name	Deal Description	Location	Legal Readiness Status	Asking price	Owner/ Developer
1.	Project*	An Hoa Tay Industrial Park, Ben Tre City	<ul style="list-style-type: none"> Land area: 50 ha; Number of worker: 2700 - 5200 people; Construction density: 50%. 	An Hoa Tay, Ben Tre City	<ul style="list-style-type: none"> Land use right certificate; In progress of land clearance compensation, expect to be completed in 6 months; 1/500 approval. 	To be disclosed next round	-



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2.	Project*	Phu Hung Industrial Park, Ben Tre City	<ul style="list-style-type: none"> Land area: 40 ha; FAR: 4.6; Construction density: 71%. 	 Phu Hung, Ben Tre City	<ul style="list-style-type: none"> Land use right certificate; In progress of land clearance compensation, expect to be completed in 6 months; 1/500 approval. 	To be disclosed next round	-
3.	Asset**	Bau Xeo Industrial Park 4.1 ha	<ul style="list-style-type: none"> Land area: ~4,1 ha. 	 Bau Xeo, Dong Nai, HCMC	<ul style="list-style-type: none"> Land use right certificate; Land lease contract with 35 years remaining term to 2055. 	US\$35/m ² Total: ~ US\$ 3.56 million	Thong Nhat JSC
4.	Asset**	Bau Xeo Industrial Park 2.8 ha	<ul style="list-style-type: none"> Land area: 2.8 ha. 	 Bau Xeo, Dong Nai, HCMC	<ul style="list-style-type: none"> Land use right certificate; Land lease contract with 35 years remaining, term to 2055. 	US\$85/m ² Total: US\$ 24 million	Thong Nhat JSC

IV. REAL ESTATE - RESIDENTIAL & COMMERCIAL

No.	Code name	Real estate type	Location	Project highlights	Legal	Deal Structure	Expected Deal Size (USD mn)
1.	RES01-D2 An Phu	Residential	An Phu Street, An Phu Ward, District 2, HCMC – Phu An Think	<ul style="list-style-type: none"> Land use area: 3,135 m²; GFA: 20,009 m²; Maximum number of floors: 18; Surrounding projects: The Vista, The Nassim, Masteri An Phu, Gateway, Vincom Megamall, Estella Place, Parkson. 	<ul style="list-style-type: none"> 1/500 approved; Land certificate; Land all clear for construction. 	100% private company ownership 100% share transfer	~ 17

* Required industry to be approved:

- Mechanic, automobile
- Electrical & Electronic
- Pharma & Health Care
- Food & Beverage
- Others Supporting industry

** Suitable Industry for the IP:

- Seafood processing industry
- Consumer Goods Industry
- Shoes Garment
- Mechanical & Transport
- Cattle & Poultry industry
- Logistic & Warehouse
- Electric & Electrical
- Other supporting industry



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2.	COM01-D3 Pasteur	Commercial Hotel and Service Apartment	Pasteur Street, HCMC	<ul style="list-style-type: none"> • Land area: 707m²; • GFA: 5363,2 m²; • 3 star condo hotel cum. service apartment with construction license for 14-storey on Pasteur street; • High ratings on travel booking platform like Agoda, Expedia, Booking.com, and Airbnb. 	Pink book, ready for transfer.	100% private company ownership 100% share transfer	~ 19
3.	COM02- Vung Tau	Commercial - Hotel and Service Apartment	Thuy Van Street, Vung Tau, HCMC	<ul style="list-style-type: none"> • Land area: 4,551 m²; • GFA: 14,632 m²; • Golden location near Thuy Van, Bai Sau beach area in Vung Tau, 120 meters walking distance to beach area; • Beach front 4 star hotel with infinity pool and roof top pool bar; • High ratings on travel booking platforms; • High and stable EBITDA in both high and low tourism season. 	Pink book, ready for transfer.	100% private ownership 100% share transfer	To be disclosed at next round
4.	RES04-D7 Dao Tri	Residential	Dao Tri, District 7, HCMC	<ul style="list-style-type: none"> • Land area: 4,191.8 m²; • Number of floors permitted: 18 floors; • Master plan: 1/500 approved; • Strategic location in District 7, fast connect to D1, D2, Phu My Hung, and all nearby infrastructure; • Estimated selling price for apartments: 40 million VND/m². 	<ul style="list-style-type: none"> • Land certificate; • Land all clear for construction; • 1/500 approved. 	100% private ownership 100% transfer	~ 8



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5.	COM03-Phan Thiet	Commercial - Resort and Residences	Phan Thiet, Mui Ne	<ul style="list-style-type: none"> • Beach front villa resort, 200 meters to beach area; • Resort is new and in pristine condition, operated for 5 years; • Highly rated on travel booking platform like Booking.com, Agoda, Expedia. 	Pink book, ready for transfer.	100% private ownership 100% share transfer	~ 7
6.	RES05-D9 Phu Huu	Residential	Phu Huu Ward, District 9, HCMC	<ul style="list-style-type: none"> • Land area: 3,888 m²; construction area: 1,550 m²; • Building density 40%; • FAR: 5; • Maximum floors: 20. 	<ul style="list-style-type: none"> • Land certificate; • Land all clear for construction; • 1/500 approved. 	100% private ownership 100% share transfer	~ 12
7.	COM08-D1 Pham Ngoc Thach	Commercial - Office	Pham Ngoc Thach Street, District 1, HCMC	<ul style="list-style-type: none"> • Land area: 302.24 m²; • Construction area: 4,472.6 m²; • Number of floors: 11; • Current rental fee: 2.38 billion VND/month. 	<ul style="list-style-type: none"> • Land certificate; • Pink book, ready for transfer. 	100% private ownership 100% share transfer	To be disclosed at next round
8.	COM09-D1 Pham Ngoc Thach	Commercial - Office	Pham Ngoc Thach Street, District 1, HCMC	<ul style="list-style-type: none"> • Land area: 127.2 m²; • GFA: 1152.2; • Number of floors: 8; • Current rental fee: 600 million VND/month 	Already in operation Pink book.	100% private ownership 100% share transfer	To be disclosed at next round
9.	RES10-D2 An Phu	Residential	An Phu Street, District 2, HCMC	<ul style="list-style-type: none"> • Land area: 743.8 m²; • Construction area: 7094 m²; • Maximum number of floors: 16; • Maximum height: 75m; • FAR: 5. 	<ul style="list-style-type: none"> • Land certificate; • Land all clear for construction. 	100% private ownership 100% share transfer	~ 3.5



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10.	RES11-BC An Phu Tay	Residential	An Phu Tay Project, Binh Chanh, HCMC	<ul style="list-style-type: none"> • Land area: 3,727 m²; • GFA: 28,515 m²; • Maximum number of floors: 21; • FAR: 7.65. 	<ul style="list-style-type: none"> • Land certificate; • Land all clear for construction; • 1/500 approved. 	100% private ownership 100% share transfer	~ 7
11.	RES12-D2 Nguyen Van Huong	Residential	Nguyen Van Huong Project, Thao Dien, District 2, HCMC	<ul style="list-style-type: none"> • Land area: 4,967.3 m²; • GFA: 29,803 m²; • Building density: 39.7%; • Maximum floors permitted: 15; • FAR: 6. 	<ul style="list-style-type: none"> • Land certificate; • Land all clear for construction; • 1/500 approved. 	100% private ownership 100% share transfer	~ 32
12.	RES15-D2 Xuan Thuy	Residential	Xuan Thuy Street, Thao Dien Ward, District 2, HCMC	<ul style="list-style-type: none"> • Land area: 1,043 m²; • GFA: 3,953 m²; • Number of floors can be allowed: 10; • Suitable for commercial and officetel. 	<ul style="list-style-type: none"> • Land certificate; • Pink book, ready for transfer. 	100% private ownership 100% share transfer	~ 10.7
13.	RES16-D9 Vo Chi Cong	Residential	Vo Chi Cong, Phu Huu, District 9, HCMC	<ul style="list-style-type: none"> • Land area: 103,240.4 m²; • GFA: 89,888 m²; • Residential villas and apartment complex; • Maximum floors for apartment: 25. 	<ul style="list-style-type: none"> • Land certificate; • Land all clear for construction; • 1/500 approved. 	100% private ownership 100% share transfer	~ 44.5
14.	RES17-D9 Long Binh	Residential	Long Binh, District 9, HCMC	<ul style="list-style-type: none"> • Land area: 164,494 m²; • FAR: 64; • Building density: 27%; • Maximum floors: 20; • Can be built as apartment complex, villas. 	<ul style="list-style-type: none"> • Site clearance and all clear for construction • Complete compensation 	100% private ownership 100% share transfer	~ 94.8



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15.	RES20-TD Hiep Binh Phuoc	Residential	Hiep Binh Phuoc, Thu Duc District	<ul style="list-style-type: none"> • Land area: 51,435 m²; • Construction density: 50%; • Number of floors: 21 floors; • FAR: 7.5. 	<ul style="list-style-type: none"> • Land certificate; • Land all clear for construction; • 1/500 approved. 	100% private ownership 100% share transfer	To be discussed at next round
16.	COM13-D1 Cong Quynh	Commercial - Office	Cong Quynh Street, District 1, HCMC	<ul style="list-style-type: none"> • Land area: 1,404 m²; • Construction density: 60%; • Number of block: 1; • Maximum floors: 10; • FAR: 6; • GFA: 8,424 m². 	<ul style="list-style-type: none"> • Land certificate until 2069 (49 years left); • 1/500 approved. 	100% private ownership 100% share transfer	~ 17.6
17.	COM17-D7 Nguyen Luong Bang	Commercial - Office & Retail	Nguyen Luong Bang Street, District 7, HCMC	<ul style="list-style-type: none"> • Land area: 7,557 m²; • Number of block: 1; • Maximum number of floors: 8; • Total GFA: 60,456 m². 	<ul style="list-style-type: none"> • Land certificate; • 1/500 approved. 	100% private ownership 100% share transfer	~ 17.24
18.	COM19-D3 Nam Ky Khoi Nghia	Commercial-Office	Nam Ky Khoi Nghia Street, District 3, HCMC	<ul style="list-style-type: none"> • Land area: 1,740 m²; • Construction density: 52.6%; • Total GFA: 18,523 m²; • Number of floors: 15 floor; • Number of block: 1; • Cap rate: 5.8%; • Current leasing revenue: 257,510 USD/month. 	<ul style="list-style-type: none"> • Construction license; • Land use right certificate: until 2046 ~ 26 years left - able renew to a new term with the new owner 	100% private ownership 100% share transfer	~ 53
18.	COM19-D3 Nam Ky Khoi Nghia	Commercial-Office	Nam Ky Khoi Nghia Street, District 3, HCMC	<ul style="list-style-type: none"> • Land area: 1,740 m²; • Construction density: 52.6%; • Total GFA: 18,523 m²; • Number of floors: 15 floor; • Number of block: 1; • Cap rate: 5.8%; • Current leasing revenue: 257,510 USD/month. 	<ul style="list-style-type: none"> • Construction license; • Land use right certificate: until 2046 ~ 26 years left - able renew to a new term with the new owner. 	100% private ownership 100% share transfer	~ 53



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19.	RES24-TD Tam Binh	Residential	Tam Binh, Thu Duc District, HCMC	<ul style="list-style-type: none"> • Land area: 24,000 m²; • Construction area: 8,980 m²; • Maximum height: 75.4 m; • Maximum floors: 20; • FAR: 6.5; • GFA: 156,000 m². 	<ul style="list-style-type: none"> • Land certificate • 1/500 approved • Construction license. 	100% private ownership 100% transfer	To be discussed at next round
20.	COM22 – Da Nang	Commercial – Hotel & Resort	Da Nang City	<ul style="list-style-type: none"> • Operation: 2017; • Number of rooms: 65; • Total land area: 333.7 m²; • Construction density: 96%; • Total GFA: 3,410 m². 	<ul style="list-style-type: none"> • Freehold residential; • Land certificate; • Pink book ready for transfer. 	–	–

V. INVESTMENT OPPORTUNITY*

No.	Code name	Real estate type	Location	Project highlights	Expected Deal Size (USD mn)
1.	COM23 - Vietnam	Commercial – Retail Supermarket	Vietnam cities and provinces: Hanoi, HCMC, Bien Hoa, Vung Tau, Thanh Hoa, Nghe An, Nam Dinh, Hung Yen, Bac Ninh, Can Tho, Da Nang etc.	<ul style="list-style-type: none"> • An international supermarket chain intends to expand its business in Vietnam to multi location; • Land requirement area: 3,000 m² to 70,000 m²; • Specific location: Within 10 km – population density 600,000 people; • Investment/renting option of mega supermarket: flexible investment/renting scheme from anchor tenant, lease building, buy land; • The mega supermarket will make rental payment for 50 renting years all at once. 	~ 5-50 million depends on the size of the land and scale of the supermarket project.

* Opportunities to invest in a mega supermarket chain that aims to expand its location across Vietnam.

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