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LACH HUYEN

FREE TRADE ZONE

THE NEW HEART OF PROSPERITY



Công hiến giá trị đích thực
XUAN CAU HOLDINGS

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An aerial photograph of a city skyline at sunset. The sky is a gradient of orange and yellow. A prominent skyscraper with a blue and yellow facade is on the left. The rest of the city is filled with smaller buildings and lights.

VIET NAM

DESTINATION FOR NEW MILLENIUM

VIET NAM - STABLE COOPERATION & DEVELOPMENT

STABLE POLITICAL ENVIRONMENT

Vietnam's political environment has the highest stability index in Southeast Asia. Along with that, Vietnam's consistent economic development policies and orientation create peace of mind for partners and investors.

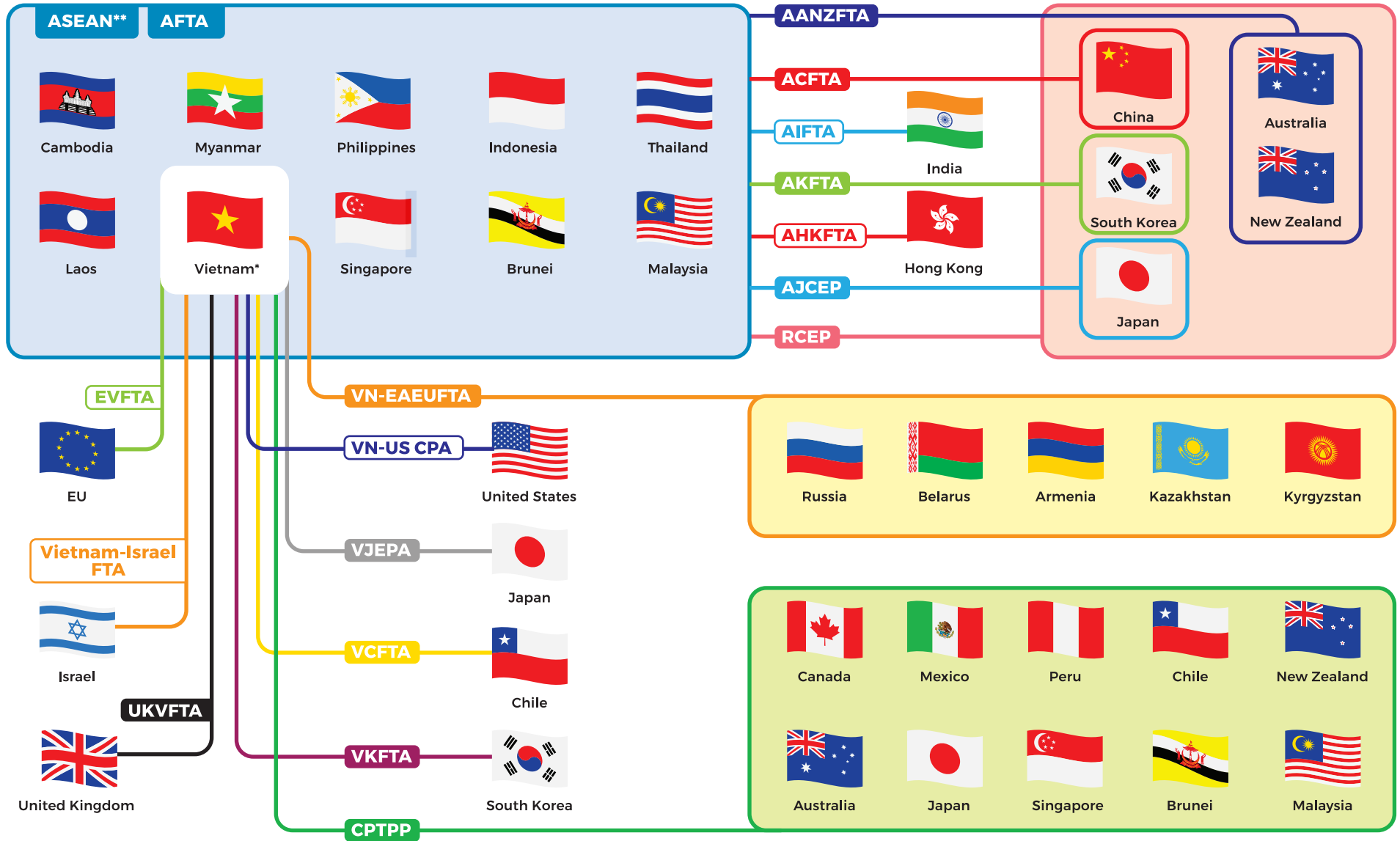
TRUST-WORTHY PARTNERS FOR WORLD ORGANIZATIONS AND COUNTRIES

With the orientation of developing a multilateral diplomacy, in the spirit of Vietnam being a friend of all countries, Vietnam currently has diplomatic relations with more than 190 countries, economic relations with more than 220 partners and more than 500 international organizations.



FREE TRADE AGREEMENTS & BILATERAL PARTNERSHIP AGREEMENT

Vietnam has completed negotiations and signed 16 free trade agreements and nearly 60 investment promotion and protection agreements, including agreements with large markets such as EVFTA, CPTPP, RCEP, etc.



* Vietnam is also negotiating a Free Trade Agreement with EFTA Countries (including Norway, Switzerland, Iceland and Liechtenstein), Canada and the UAE.

** Asean has multilateral trade agreements with India, China, New Zealand, Australia, Japan, Korea, and Hong Kong.

VIET NAM - POTENTIAL AND SPECIAL STRATEGICAL LOCATION



TOTAL AREA

331,212km²



COASTAL LINE

3,260km



POPULATION

100 million people



WORK FORCE

52.3 million people
Of which, 51.2 million employed





- Vietnam is located in the central position between East Asia and Southeast Asia, the Asia - Europe economic axis. This is the region with the largest economic scale and most dynamic development in the world.
- Possessing nearly 3,300km of coastline in the world's most vibrant maritime route, Vietnam has great potential for developing the marine economy, and becoming a Logistics center and East-West connection center.
- There is 1,450km of land border with China, the main connection is through 3 border gates: Mong Cai, Lang Son, Lao Cai.



TURNOVER BETWEEN VIETNAM - CHINA IN 2022



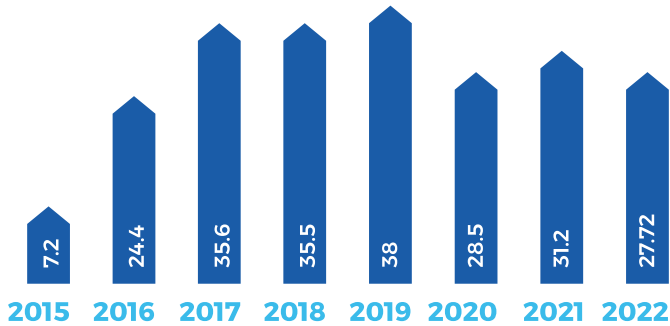
Export
57.7 billion USD



Import
117.87 billion USD

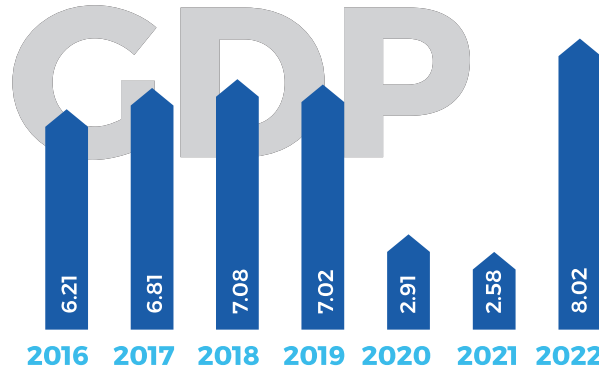
VIET NAM - NEW INVESTMENT TARGET OF THE WORLD

TOTAL FOREIGN DIRECT INVESTMENT (BILLION USD)



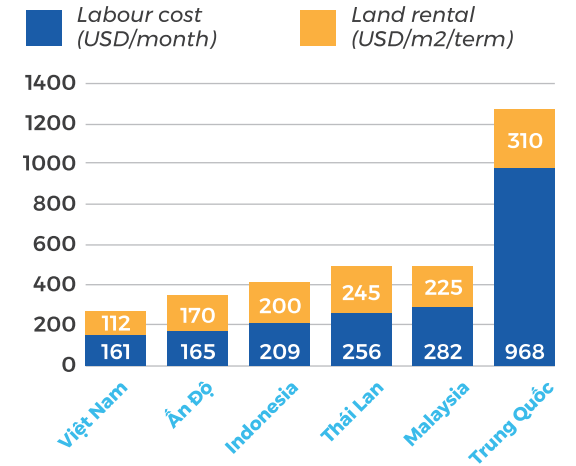
By the end of 2022, Vietnam has attracted nearly 440 billion USD of FDI investment capital with more than 36,000 projects.

VIETNAM GDP (%)



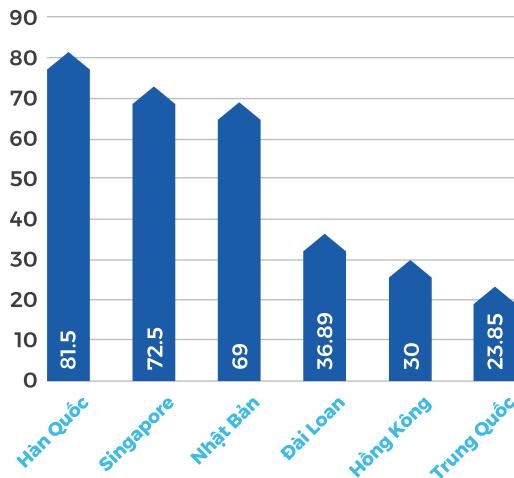
After 20 years, the scale of Vietnam's economy has increased 10 times, reaching 420 billion USD, ranking GDP 37th in the world (according to IMF).

MANUFACTURING COST

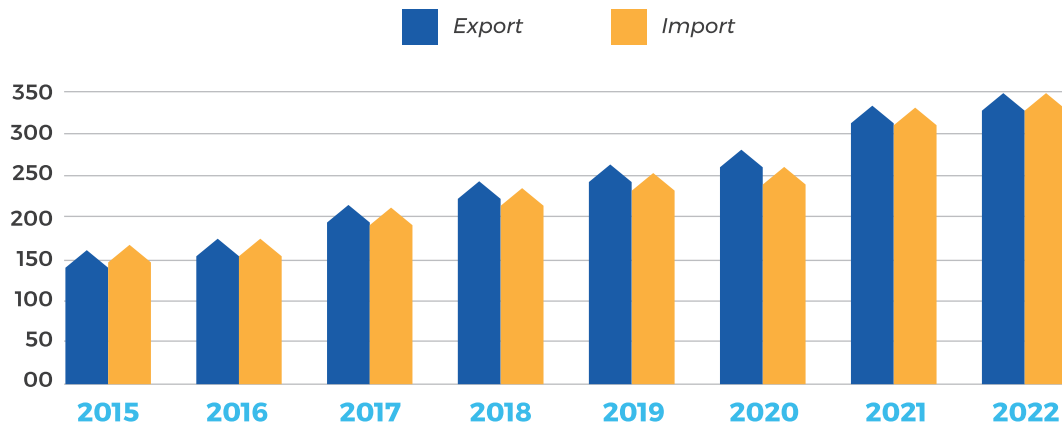


Labor costs and land rent in Vietnam are very low compared to other countries in the region

TOP 6 INVESTOR TO VIETNAM (BILLION USD)



IMPORT - EXPORT VALUE (BILLION USD)



Total import and export turnover in 2022 reached 732.5 billion USD, trade surplus was 11.2 billion USD

VIET NAM - MAJOR ECONOMIC CENTERS



■ HA NOI CITY

National political and administrative capital



■ HAI PHONG CITY

Centre for industries, logistic and sea port



■ HO CHI MINH CITY

Vietnam biggest economic hub



■ DA NANG CITY

Centre for trading, service and tourism





HAI PHONG

THE CITY OF INDUSTRIES,
LOGISTICS & SEA PORT

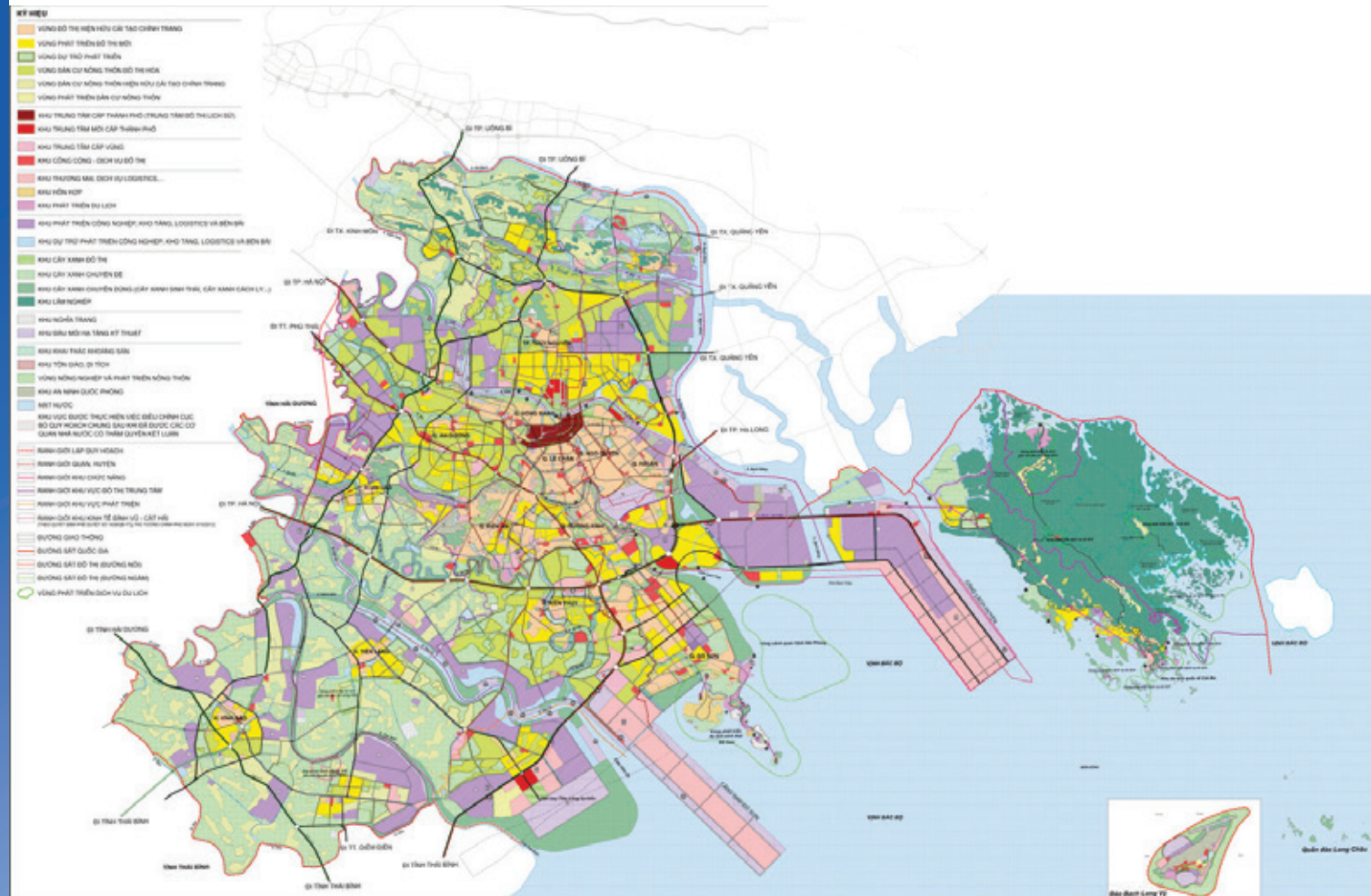


HAI PHONG - BIGGEST LOGISTICS HUB AND SEA PORT IN THE NORTH

“Build and develop Hai Phong to become the leading city in the country in the cause of industrialization and modernization; development dynamics of the Northern region and the whole country; have modern, intelligent and sustainable industrial development; Synchronous and modern transportation infrastructure conveniently connected domestically and internationally by road, rail, sea and air; key logistics services; international center for education, training, research, application and development of science - technology, marine economy; The material and spiritual life of the people is constantly being improved to be on par with typical cities in Asia.”

(Resolution 45-NQ/TW dated January 24, 2019 of the Politburo on building and developing Hai Phong city to 2030, vision to 2045)

GENERAL MASTER PLAN OF HAI PHONG BY 2024, VISION DEVELOPMENT UNTIL 2050





LOCATION

105km
North-East of
Hanoi



POPULATION

2.2 million
people



AREA

1,507.57 km²

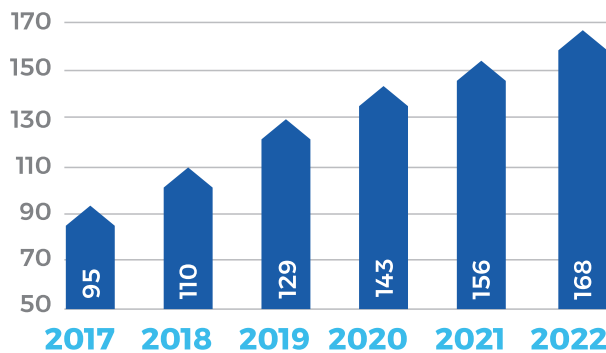


LABOUR FORCE

1.1 million people

Hai Phong has the largest seaport system in the North and top 40 container ports in the world. With the Lach Huyen international deep-water port system capable of receiving super-heavy ships up to 200,000DWT, helping to connect directly to regions around the world.

GOODS LOADED THROUGH HAI PHONG PORT
(MILLION TONS)



Hai Phong city is the only locality in the North that converges all 5 types of transportation: sea, road, river, air, and railway.

It is the area with the fastest-growing transportation infrastructure in the country and is synchronously connected to the national transportation infrastructure.



The maritime gateway to the world, and the center connecting waterways, inland and regional seaways.



Connecting Vietnam's national railway transport infrastructure and inter-modal, international transport routes with China. In particular, the Hai Phong - Lao Cai high-speed railway line has received strong attention from the Governments of Vietnam and China to promote construction investment.



This is the area with the most developed road and highway infrastructure in the country connecting with the national transportation system and industrial centers in the region.

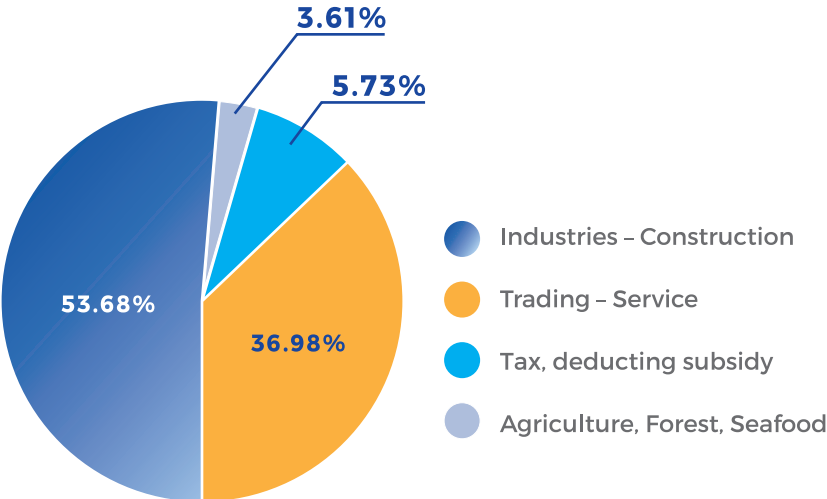


Connecting air to the world by Cat Bi International Airport. Cat Bi International Airport is completing the expansion investment phase 2.

HAI PHONG - LEADING INDUSTRIAL CITY IN VIETNAM

The economic structure is shifting towards industrialization and modernization, in which Industry - Construction accounts for 53.68% of the total economic scale of the city.

The number of projects and the amount of investment capital in industrial parks and economic zones in Hai Phong has increased to nearly 500 FDI projects with a total investment capital of nearly 24 billion USD; 205 DDI investment projects with total investment capital of 12.6 billion USD...



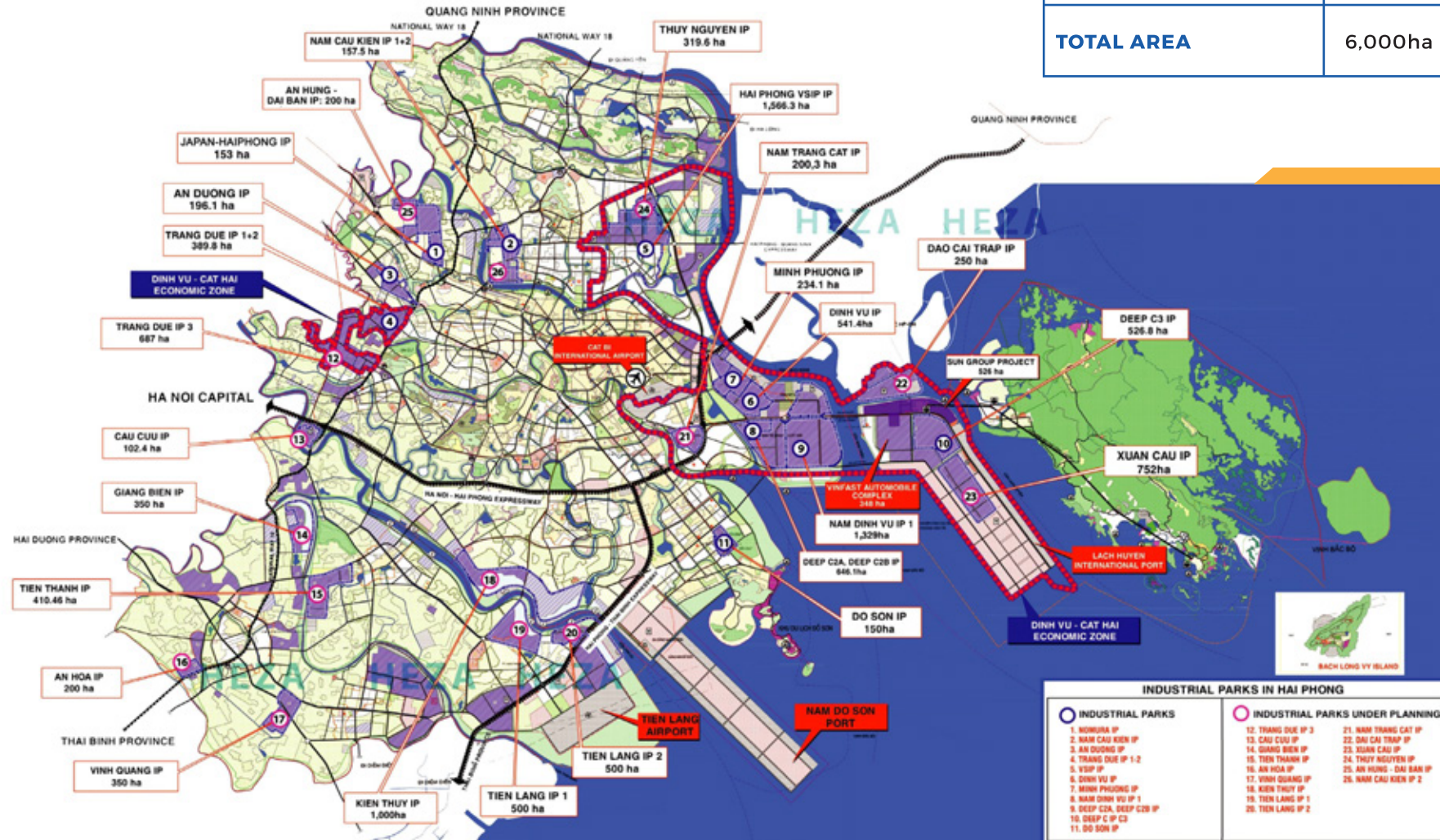
LARGE CORPORATES HAVE THEIR PRESENCE IN VIETNAM



MAP OF DINH VU - CAT HAI ECONOMIC ZONE

LIST OF INDUSTRIAL ZONE IN HAIPHONG

	2023	2025
INDUSTRIAL ZONES	14	29
TOTAL AREA	6,000ha	>12,000ha

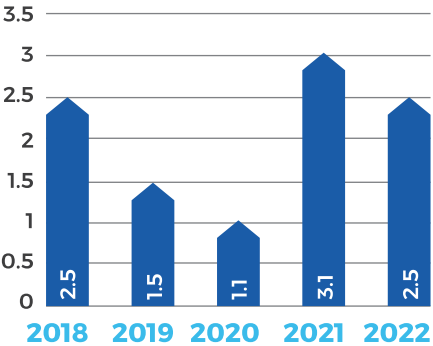


INDUSTRIAL PARKS IN HAIPHONG

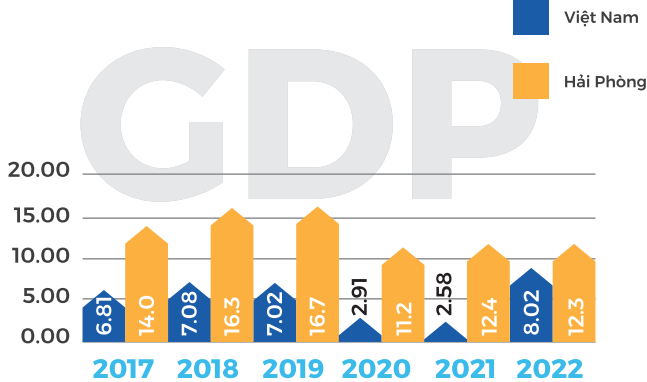
INDUSTRIAL PARKS	INDUSTRIAL PARKS UNDER PLANNING
1. NINH HA IP	12. TRANG DUE IP 3
2. NAM CAU KIEN IP	13. CAU CUI IP
3. AN DUONG IP	14. GIANG BIEN IP
4. TRANG DUE IP 1-2	15. TIEN THANH IP
5. VSIP IP	16. AN HOA IP
6. DINH VU IP	17. VINH QUANG IP
7. MINH PHUONG IP	18. KIEN THUY IP
8. NAM DINH VU IP 1	19. TIEN LANG IP 1
9. DEEP C1A, DEEP C2B IP	20. TIEN LANG IP 2
10. DEEP C IP C3	
11. DO SON IP	
	21. NAM TRANG CAT IP
	22. DAO CAI TRAP IP
	23. XUAN CAU IP
	24. THUY NGUYEN IP
	25. AN HUNG - DAI BAN IP
	26. NAM CAU KIEN IP 2

HAI PHONG - TOP GROWTH CITY IN VIETNAM

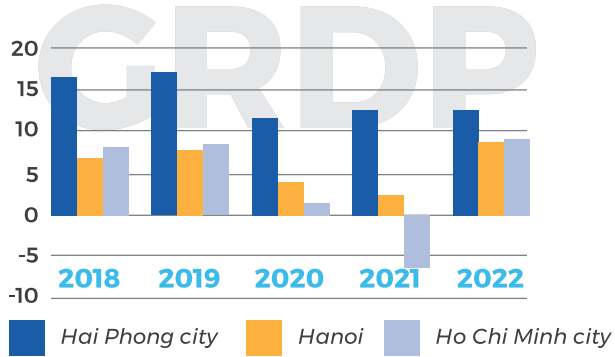
TOTAL FOREIGN DIRECT INVESTMENT TO HAI PHONG (BILLION USD)



GDP GROWTH HAI PHONG - VIET NAM (%)



GRDP GROWTH HA NOI - HO CHI MINH - HAI PHONG (%)



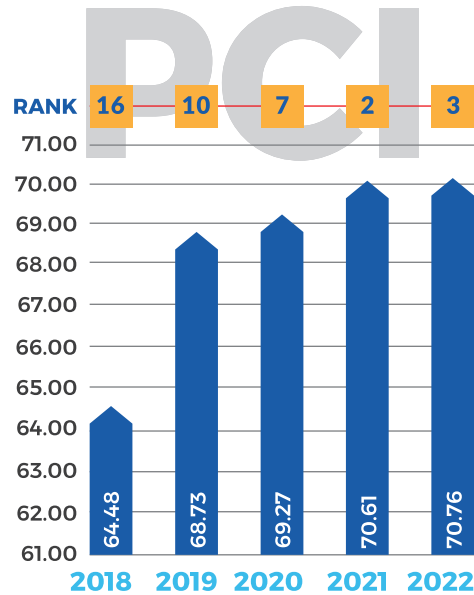
In recent years, Hai Phong and the northern provinces of Vietnam have experienced the strongest economic growth in Vietnam.

Economic development indicators in 2022:

- Export turnover reached 29 billion USD, up 10.56%
- Index of industrial production (IIP) increased by 14.5%
- The number of tourists reached 7 million, an increase of 88.17%
- Output of goods through ports exceeded 168 million tons, an increase of 11.85%
- Attracting foreign investment capital reached 2.5 billion USD
- The province's total budget revenue exceeded 100,000 billion VND (106,000 billion VND) for the first time, ranking fourth in the country.

HAI PHONG - DYNAMIC CITY FOR INVESTMENT ATTRACTION

HAI PHONG PROVINCIAL COMPETITIVENESS INDEX



In 2022, Hai Phpng **rank 3rd in Vietnam** in terms of provincial competitiveness index (PCI)



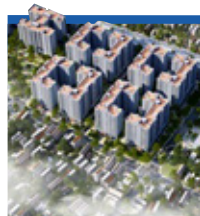
Investment promotion

- Regularly organize trade promotion delegations to Japan, Korea, Taiwan, and many countries around the world.
- Organize trade promotion seminars in Hai Phong with the participation of foreign business delegations.



Calling for investment

Urban areas, commercial centers, entertainment complexes, services, tourism, schools, and hospitals to meet the living needs of expats.



Supporting facilities for labourers

- Planning land for social housing - creating more accommodation for workers/employees.
- Support policies for employees and their families



Enhance work-force quality

- 04 universities; 60 Colleges, Vocational School, Job orientation Centre & 2 Research Institutes.
- Language and competency training programs funded by foreign associations.


HAI PHONG ADMINISTRATIVE REFORM INDEX



In 2022, Hai Phong **rank 2nd in Vietnam** in terms of provincial administrative reform index (PAR INDEX)

LACH HUYEN

FREE TRADE ZONE



KHU PHI THUẾ QUAN - LOGISTICS & CÔNG NGHIỆP LẠCH HUYỆN

1. PROJECT OVERVIEW

Vietnam Prime Minister approved the synchronous planning of Lach Huyen Free trade zone and international deep seaport, allowing the formation of a development structure, maximizing the free trade zone regulations, preferential policies and economic outcomes. The infrastructure of the deep-water port creates a driving force for breakthrough development in the North of Vietnam, and is a bright spot for Vietnam to maximize the potential and advantages of its geographical location and geopolitical position, taking advantage of maximum free trade agreements and bilateral partnership agreements signed with most regions of the world.

Lach Huyen free trade zone zone and international deep sea port is the gateway and driving force for development of Northern Vietnam, at the same time shifting and attracting international goods and investment flows to Lach Huyen and Vietnam. That affirms the potential of Lach Huyen Free trade zone - Logistics & Industrial Zone as an ideal destination, the center of a prosperous and widespread ecosystem.





Scale

752ha



Developer

Xuan Cau - Lach Huyen investment JSC.



Location

Next to terminal 1 to terminal 12 of Lach Huyen Deep sea port Zone 4 - Lach Huyen International deep sea port, Cat Hai Town, Hai Phong city, Vietnam.



Legal base

Investment Orientation Decision no 535/QĐ-TTg dated April 1st, 2021 by Vietnam Prime Minister.



Project progress

The project has completed the legal procedures and is in the process of ground leveling and infrastructure investment.

5 TYPES OF TRAFFIC CONNECTED TO PROJECT

Located in the area having heavily invested in transport infrastructure, with the largest traffic density and growth rate in the country, becoming the center of inter-regional traffic connection in the North of Vietnam and the corridors economic with China. The Lao Cai - Hai Phong high-speed railway project is receiving the attention of the Governments of Vietnam and China to promote investment and construction.

The developed regional transport network is a great advantage for Lach Huyen Free trade Zone and International sea port in terms of the ability to "collect" goods within a radius of a few hundred kilometers.



WATER WAY

The maritime gateway to the world, and the center connecting waterways for inland and regional seaways.

IN-LAND TRUCKING

This is the area with the most developed road and highway infrastructure in Vietnam, connecting with the national transportation system and industrial centers in the region. Transportation infrastructure in Lach Huyen is being invested synchronously, connecting with highway infrastructure and regional transportation infrastructure.

RAIL WAY

Connecting Vietnam railway transport infrastructure and international transport routes with China. In particular, the Hai Phong - Lao Cai high-speed railway line has received strong attention from the Governments of Vietnam and China to promote construction investment. The project is also directly connected to the national railway system by Lach Huyen railway station.

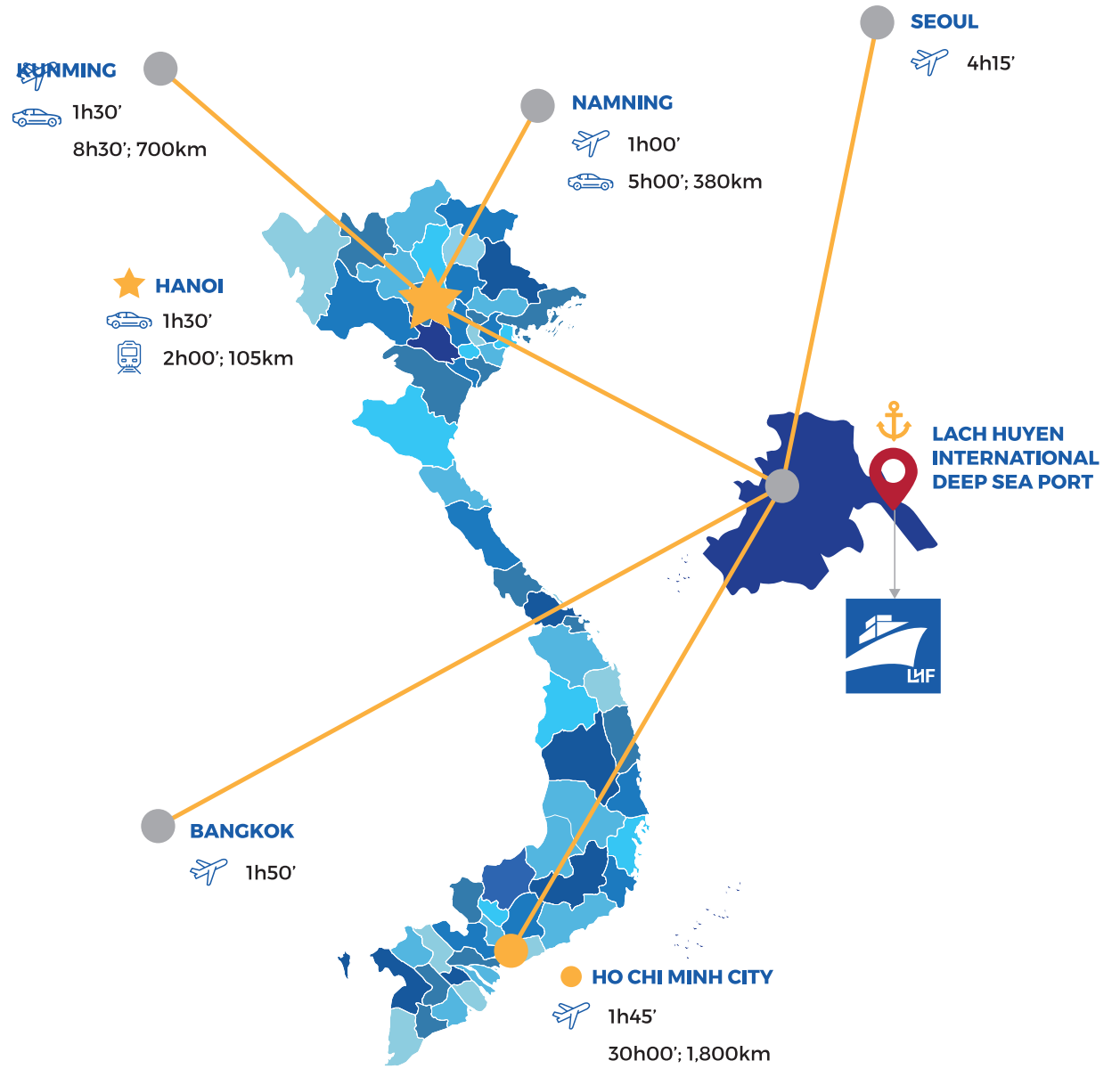


AVIATION

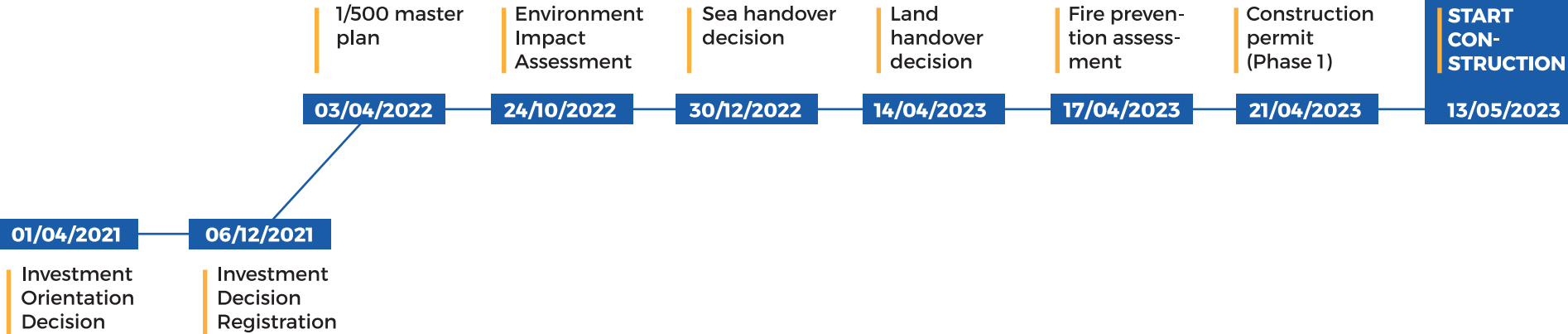
Connecting to the world by air via Cat Bi International Airport. Cat Bi International Airport is completing the expansion investment phase 2.

The project is 25km from Cat Bi International Airport, an airport with a capacity of 12,000,000 passengers/year and a cargo terminal system that meets the capacity of 80,000 tons/year.

From the Project, it is also accessible to Noi Bai International Airport via the highway system within 1h45'-2h00'.



PROJECT LEGAL



Vietnam PM, Ministers, leaders of Hai Phong city at the ground breaking ceremony

2. STRUCTURE AND MODEL OF LACH HUYEN FREE TRADE ZONE & DEEP SEA PORT

DEVELOPMENT MODEL OF SUCCESS IN THE WORLD

Synchronous planning of Lach Huyen Free Trade Zone and deep sea port allows the formation of a model structure of the Free Trade Port area. This is a development model that has affirmed its success and great promoting role in countries across all regions of the world in recent decades and up to now it is still constantly developing and promoting its role.



COMPLETION OF VALUE CHAIN

The complete structure of the Free Trade Zone - Lach Huyen Deep Sea Port maximizes the functionality of the Deep Sea Port infrastructure as well as the Free Trade Zone regulations, preferential policies and allows to make the most of the benefits from Free trade agreements, bilateral partnership agreements that Vietnam has signed. The complete structure of Lach Huyen Free Trade Zone and Deep Sea Port allows to complete and maximize the value chain in port activities - logistics - industrial production, packaging, processing and service... The structure of a Free Trade Zone and Deep Sea Port is the basic and biggest competitive advantage in Vietnam for Lach Huyen Free Trade Zone - Logistics & Industries.

TRADE SHIFTING FOR PROSPERITY

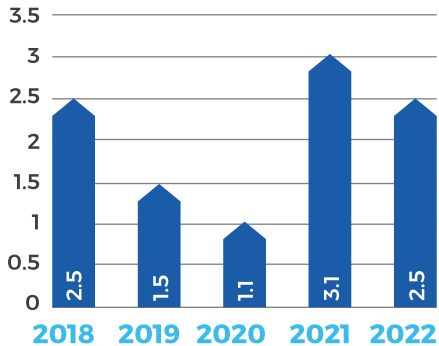
The infrastructure of Lach Huyen Deep Sea Port fundamentally changes the maritime transport of Hai Phong and Northern Vietnam and positively contributes to the regional maritime map. The structure of Free Trade Zone - Deep Sea Port not only fulfills its mission as a gateway to Hai Phong, the Northern provinces of Vietnam, and the Southwestern provinces of China but also has a positive impact, shifting the flow of goods and investment in the region, affirming the role of Trading city of Hai Phong.

3. BREAKTHROUGH MOTIVATION FOR ECONOMY OF HAI PHONG & NORTHERN VIETNAM

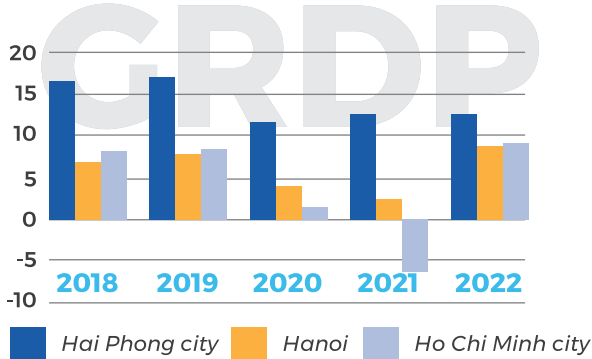
ECONOMIC DEVELOPMENT BACKGROUND OF HAI PHONG & NORTH VIETNAM

In recent years, Hai Phong - Northern Vietnam has always maintain the highest economic growth rate in the region and Vietnam.

TOTAL FOREIGN DIRECT INVESTMENT TO HAI PHONG (BILLION USD)



GRDP GROWTH OF HA NOI - HO CHI MINH - HAI PHONG (%)



BACKGROUND FOR PLANNING AND CONSTRUCTION OF LACH HUYEN DEEP SEA PORT

The current state of fragmented and scattered development of 85 ports with channels of less than 7m over the past several years has caused limitations, congestion, and risks for Hai Phong's maritime activities...

International deep-water port with synchronous design and planning, 16m channel, welcoming ships up to 200,000DWT, capable of crossing oceans, allowing Vietnamese import and export goods to go directly to Europe and the US without having to through the transshipment port, contributing to reducing costs and transportation time, increasing the competitiveness of Vietnamese goods.

BREAKING GROWTH OF HAI PHONG AND THE NORTH OF VIETNAM

The infrastructure of Lach Huyen International Deep Sea Port has overcome the limitations and weakness of previous port clusters in Hai Phong, opening up great potential for Hai Phong's maritime development today.

Structure of Lach Huyen Free Trade Zone - Deep Sea Port maximizes the infrastructure of a deep sea port, forming a Logistics center for northern and regional area, to deeply participate in the international supply chain.

Hai Phong, Northern Vietnam, with previously limited port infrastructure, has affirmed the largest growth rate in the country and the region. Therefore, the structure of a Free Trade Zone and deep sea port will be a breakthrough growth factor for Hai Phong and Northern Vietnam.



4. STRATEGIC GEO-LOCATION OF LACH HUYEN DEEP SEA PORT

LACH HUYEN INTERNATIONAL DEEP SEA PORT IS THE LARGEST INTERNATIONAL SEAPORT IN THE NORTH, BECOME AN IMPORTANT POINT ON THE ITINERARY OF ALL SHIPPING LINES, AS A CENTER CONNECTING WORLDWIDE MARITIME SERVICE ROUTES.

LOCATION	SHIPPING TIME (DAY)
A. Singapore	2-3
B. Shanghai	3-5
C. Rotterdam	23-25
D. New York	27-30
E. San Francisco	23-25

STRATEGIC LOCATION OF LACH HUYEN FREE TRADE ZONE AND DEEP SEA PORT

Located on the busiest shipping route in the world, transporting over 50% of international cargo, as well as in the world's largest seaport chain in East Asia & Southeast Asia.

Through Lach Huyen international deep sea port, which is also the gateway to the North of Vietnam, goods are now directly connected to Europe and America.

At the same time, the location of Lach Huyen International deep-water port allows to rearrange and optimize journeys from port to port, shifting international shipping lanes and become a transshipment port.



DIRECTLY CONNECTED TO US/EUROPE ONLY FROM 19 DAYS

STRATEGIC GEO-LOCATION OF LACH HUYEN FREE TRADE ZONE AND DEEP SEA PORT

The wave of shifting production from China - an opportunity for Vietnam in general and for Lach Huyen Free Trade zone international deep sea port in particular.

Many large international companies are accelerating the movement of production lines out of China, towards some Southeast Asian countries to avoid supply chain disruption. Vietnam has become one of the notable destinations; and seaports – logistics activities is the group that benefits most from production shifts due to the impact of the US-China trade.

Lach Huyen Free Trade Zone and Deep sea port owns the closest location and most convenient connection to the Southwest region - China by both road and rail, has outstanding competitive advantages to attract large enterprises that want to move production out of China but still interested in the market of billions of people.



5. REGULATION AND INCENTIVES FOR FREE TRADE ZONE

REGULATION FOR FREE TRADE ZONE

The operating regulations of Lach Huyen Free Trade Zone include the functions of bonded warehouses, CFS warehouses, duty-free shops, off-airport terminal and export processing enterprises.

INVESTMENT INCENTIVES

IMPORT/EXPORT TAX

Tax exemption for:

- Goods exported from free trade zones to foreign countries;
- Goods imported from foreign countries into the free trade zone;
- Goods moved from one free trade zone to another.

VALUE ADDED TAX

Tax exemption for:

- Goods and services are traded between foreign countries and free trade zones and between free trade zones with each other.

Tax rate 0% for:

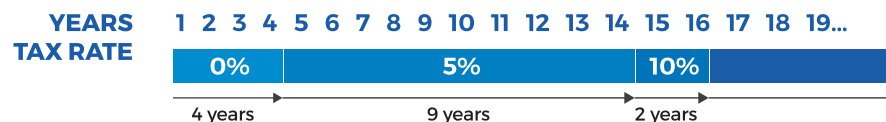
- Exported goods and services are sold and supplied into the free trade zone;
- Construction and installation activities in the free trade zone.

SPECIAL CONSUMPTION TAX

Tax exemption for:

- Goods imported from foreign countries into the free trade zone;
- Goods sold from inland into free trade zones and used only in free trade zones;
- Goods are traded between free trade zones.

CORPORATE INCOME TAX



SMOOTH CUSTOM PROCEDURES

- The custom procedures applied at Lach Huyen Free Trade Zone is simpler than those of countries in the region such as Malaysia, Taiwan and China.

IMPORT

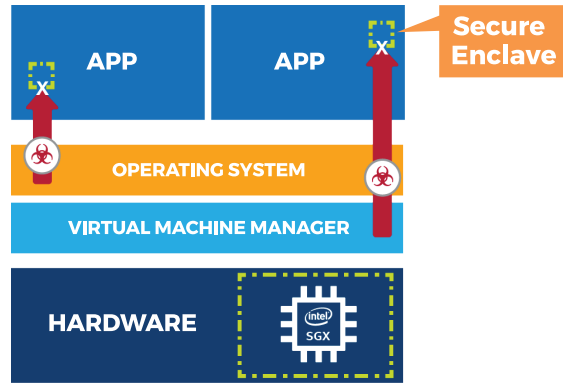
- Machineries and equipment
- Spare parts
- Consumer products
- Materials directly used in production process
- Materials in-directly used in production process
- Utilities/Construction



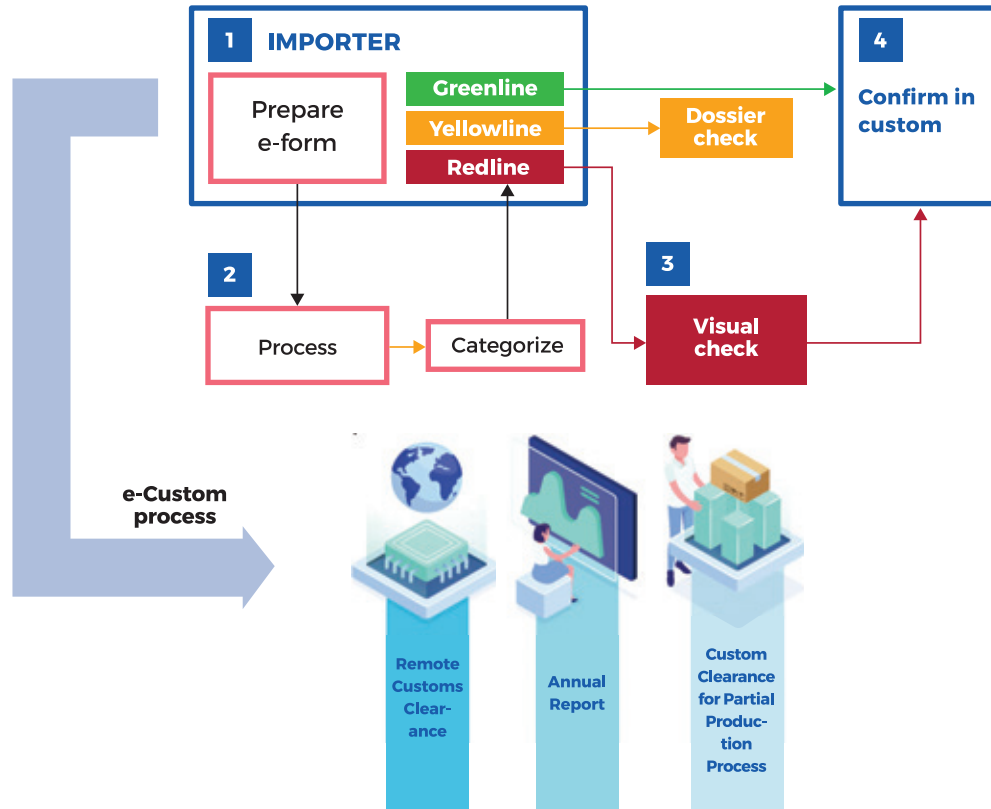
EXPORT

- Final products
- Leftover material post-production
- Re-export products
- Transshipment products
- Aided, other products

- The electronic customs clearance and post-clearance process applies application platforms of Intel and SAP (USA) to help reduce Customs clearance time for businesses in the Free Trade Zone.



e-Custom process



e-Custom process

TAKE ADVANTAGE OF THE SIGNED FREE TRADE AGREEMENTS & BILATERAL PARTNERSHIP AGREEMENTS

- 16 free trade agreements
- Nearly 60 agreements for investment encourage and protection
- Agreements with large markets such as: EVFTA, CPTPP, RCEP...



6. DEVELOPMENT STRATEGY & COMMITMENT FROM DEVELOPER

Lach Huyen Free trade zone - international deep sea port is a gateway, the driving force for development in Northern Vietnam, and at the same time shifting and attracting the flow of goods and international investment to Lach Huyen and Vietnam. That affirms the potential of Lach Huyen Free Trade - Logistics & Industrial Zone as an ideal destination, the center of a prosperous and widespread ecosystem.

GREEN DEVELOPMENT - SUSTAINABILITY

The project is developed in a green - sustainable direction, applying smart solutions and advanced technology in operational management.



- Using renewable energy



- Energy-efficient transportation vehicles



- 76ha of green tree and water



- Research and build a modern operating management model according to international standards

PRODUCTS & SERVICES

PRODUCT STRUCTURE

Infrastructure and products are diversified, meeting international standards, suitable for industries, hi-tech and smart application structures.



■ SEA PORT



■ INDUSTRIAL LAND
369HA



■ LOGISTICS
173HA



■ SERVICE AND
TRADING



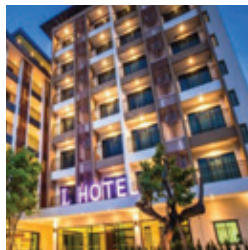
■ OFFICE FOR
LEASE

FACILITIES

The project develops diverse, rich and high-quality utilities.



Apartment for
entrepreneurs



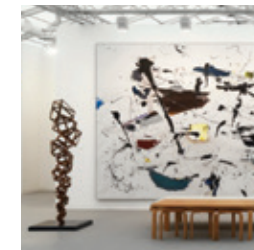
Hotel, Restaurants



Banks



Legal advice



Exhibition



Healthcare

6. DEVELOPMENT STRATEGY & COMMITMENT FROM DEVELOPER

FULL SUPPORTING FACILITIES



■ **CLEAN WATER**
12,500m³/day



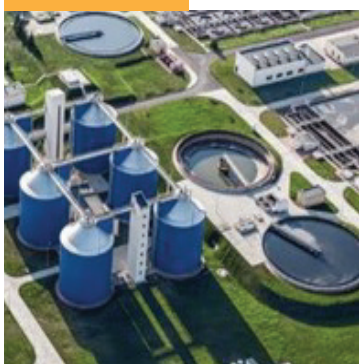
■ **POWER**
170 MWA



■ **CUSTOM CLEARANCE**
5 custom locations



■ **TELECOM**
High speed telecom services by leading providers in Vietnam



■ **WASTE TREATMENT**
10,000m³/day

BUSSINESS COOPERATION STRUCTURE



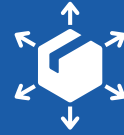
Partnership with strategic partners



Industrial/Logistic land for leasing from 2-5 ha to 100-200 ha



Joint-Venture for international logistic centre



Calling for investors to implement infrastructure for commercial and service land

PRORITIZED INVESTMENT PROJECTS



High technology and manufacturing using high technology



Electric components, refrigeration, electronics..



Clean energy, IoT, smart devices



Supporting industries



Investment project with more automation process

6. DEVELOPMENT STRATEGY & COMMITMENT FROM DEVELOPER

The developer commits to providing maximum support to investors in the process of investment registration, construction, production and other services.

The developer commits to provide support for customs clearance procedures for priority businesses; customs procedures after customs clearance; tax reports; tax exemption...

Complete the infrastructure and provide complete high-quality amenities, full conditions to meet the operating and production activities of investors.

Coordinate with Hai Phong City to arrange housing areas for workers, medical and welfare facilities.

Coordinate with the city people committee, associate with universities and vocational training schools to organize programs and courses to prepare for training and supply human resources.

Coordinating with Hai Phong City and Vietnam government for researching, concretizing and thoroughly implementing the rules and regulations for the Free Trade Zone; continue to research and propose more preferential policies and create a more open and extensive trade environment for Lach Huyen Free Trade Zone (simplify customs procedures for business operations). Export processing, logistics enterprises, bonded warehouses, non-extended warehouses and CFS warehouses, duty-free shops, etc.).

7. ABOUT US



Cống hiến giá trị đích thực

XUAN CAU HOLDINGS

Originating in 1996, with a vision to become a prestigious business organization creating a green life, Xuan Cau Holdings has spent nearly 30 years building and developing, raising the brand level with many quality products, sustainable in the fields of: Real Estate, Renewable Energy, Infrastructure & Logistics, Building Materials, Trade and Services... in Vietnam.

XUAN CAU HOLDINGS



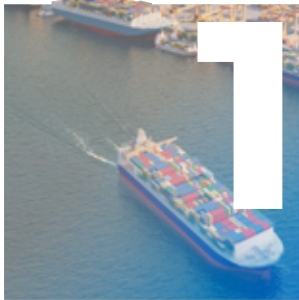
XUAN CAU - LACH HUYEN INVESTMENT JOINT STOCK COMPANY

Established in 2016, Xuan Cau - Lach Huyen Investment Joint Stock Company is a member company of Xuan Cau Holdings.

The company was established with the goal of focusing on investment implementation and construction of the Lach Huyen Free Trade Zone - Logistics & Industries.



8. APPENDICES



DEVELOPER INTRO



PROJECT MASTER PLAN



HAI PHONG MASTER PLAN



SALES DOSSIERS



PROJECT LEGAL DOSSIERS



FAQ





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