REPORT
Savills Research

Asia Pacific – Q3 2024

Investment Quarterly

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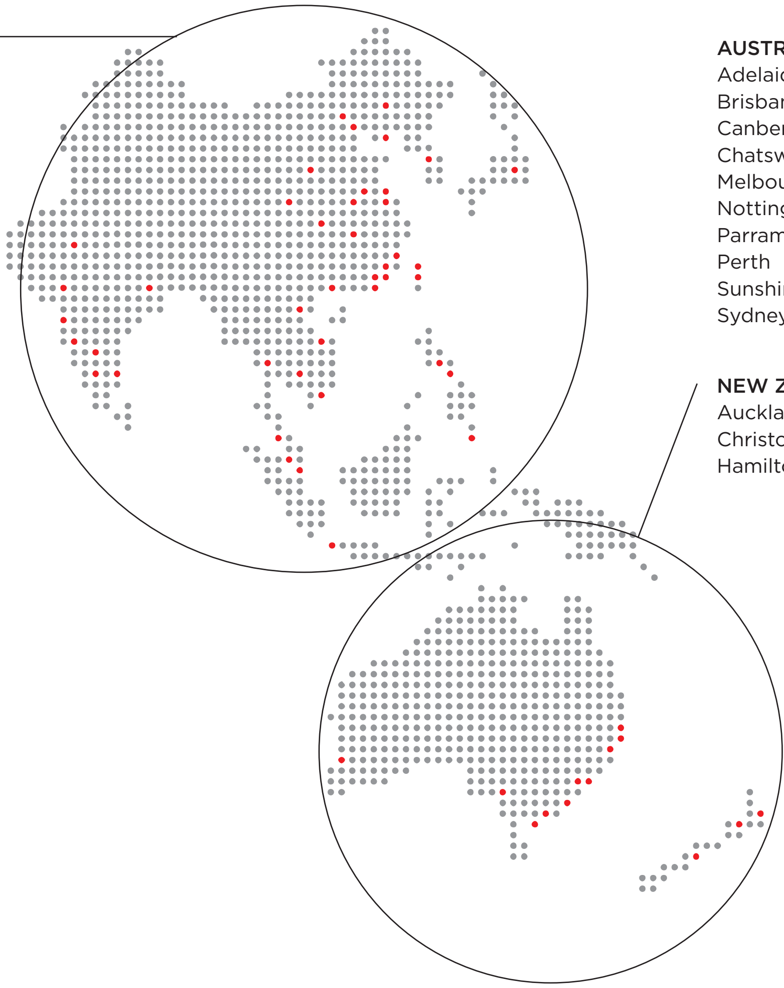

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Savills is a leading global real estate service provider listed on the London Stock Exchange. The company, established in 1855, has a rich heritage with unrivalled growth. The company now has over 600 offices and associates throughout the Americas, Europe, Asia Pacific, Africa and the Middle East.

In Asia Pacific, Savills has 74 regional offices comprising over 28,000 staff. Asia Pacific markets include Australia, China, Hong Kong, India, Indonesia, Japan, Macau, Malaysia, New Zealand, Singapore, South Korea, Taiwan, Thailand and Viet Nam. 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.

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Content

Asia Pacific

Amid easing inflation, the US Fed delivered a rate-cut of 50 bps in mid-September, shifting focus from inflation to employment. Most Asia Pacific markets are expected to follow the Fed, except for Japan, which plans to keep rates steady until 2025 to support economic growth. Major markets, including Singapore, Hong Kong, South Korea and China, have already reduced rates to lower borrowing costs and boost investment. China's central bank has also announced its largest stimulus package yet, including increasing government spending and liquidity injections, to revive its sluggish economy. However, further fiscal measures may be required to address deep seated economic challenges.

Preliminary Q3 investment volumes across region contracted by 12% YoY to US$27.2 billion[1], with pending transactions at US$29.8 billion, as investors waited for rate-cuts. South Korea became the top investment destination (US$5.5 billion, +9% YoY), driven by strong office demand and a rebound in retail and hotel sales. Japan slipped to second place (US$5 billion, -48% YoY) due to rising borrowing costs and potential further rate hikes. China remained among the top three markets, despite weak investment activity (US$4.9 billion, -36% YoY) with retail the only sector to post growth. Recent fiscal measures may improve sentiment in the short-term.

Other mature markets saw improvements in Q3. Singapore posted triple-digit growth, fueled by large deals including the sale of Blackstone's industrial portfolio (US$1.6 billion). Taiwan also saw strong growth, driven by robust property demand led by the booming AI and tech sectors. Hong Kong rebounded from a low base in 2023, while Australia remained steady following potential rate-cuts in 2025. Among emerging markets, Malaysia and India continued to see demand for industrial and data center assets. Despite India's investment volumes posting a decline, global investors remain interested in its office and industrial markets.

The commercial sector dominated investment volumes regionally in Q3, contributing nearly 90% of the total. While most sectors declined, the office sector increased by 1.3% YoY, with its share rising to 35%, driven by rebounds in Singapore and Hong Kong.

With a clearer monetary policy direction, cross-border investment volumes rose by 5.7% YoY to US$9.3 billion in Q3. Activity was dominated by regional investors from Singapore, Hong Kong and Australia. Industrial/logistics and office assets were the major targets, particularly Australia's industrial/logistics sector and Seoul's office market, due to limited stock and strong leasing fundamentals.

Looking ahead, investment sentiment is likely to improve alongside further expected rate-cuts. However, recovery could also be constrained by the US election, recession fears, the effectiveness of China's fiscal measures, and escalating geopolitical tensions.

1 Office, retail, industrial, residential, hotel, and senior housing & care transactions over US$10 million, excluding development sites and pending transactions, as of 10 October 2024.

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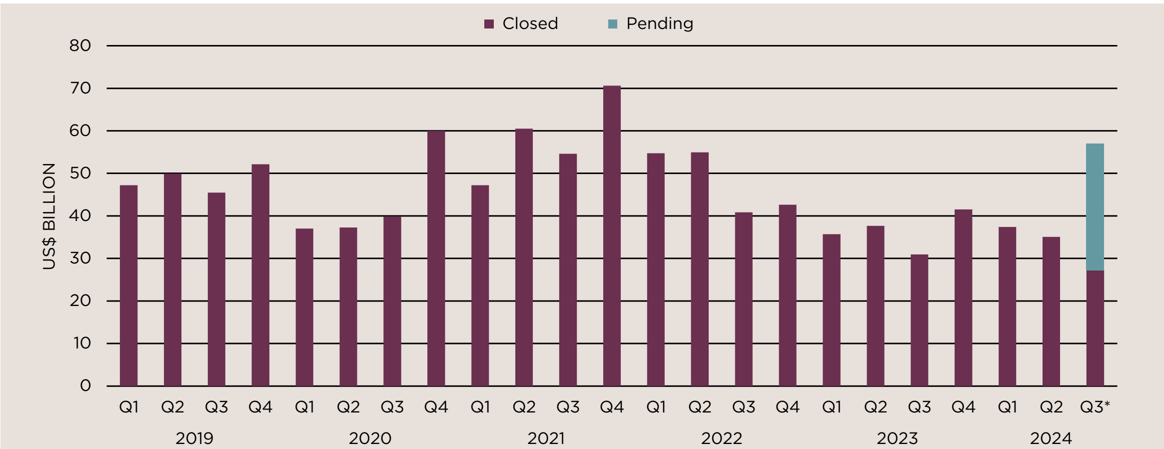
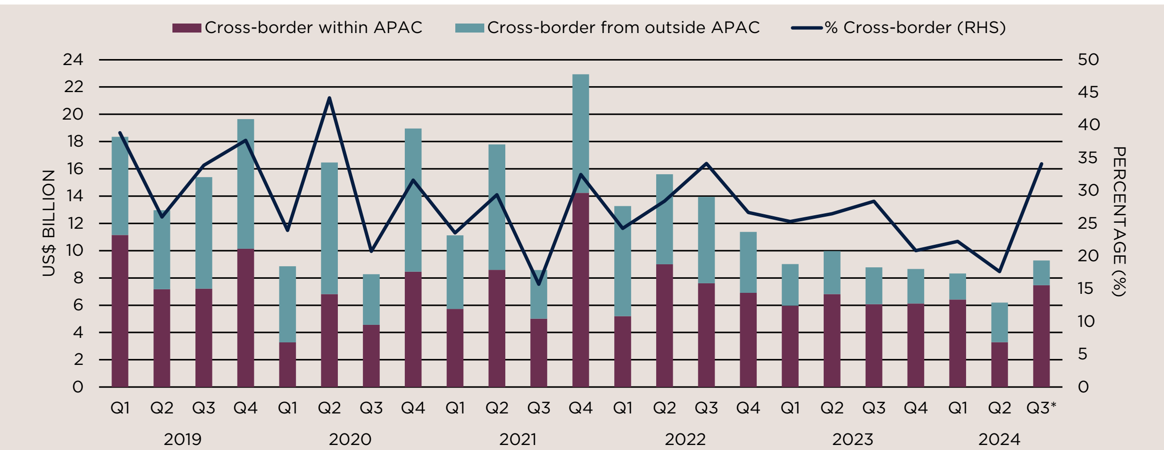
Asia Pacific Investment Volumes, Q1/2019 to Q3/2024*



Asia Pacific Cross-border Investment Volumes, Q1/2019 to Q3/2024*



Source MSCI Real Capital Analytics, as of 10 October 2024
Note Office, retail, industrial, apartment, hotel, and senior housing & care transactions included. Entity level deals included. Development sites excluded. Based on independent reports of properties and portfolios US$10 million and greater. Data believed to be accurate but not guaranteed.
*Preliminary for Q3/2024

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The RBA intends to keep its policy rate on hold for the rest of 2024 despite major central bank easing. Real GDP growth slowed to 1.0% YoY in Q2/2024, the slowest rate of growth since the early 1990s (outside the COVID-19 pandemic). However, economic growth is expected to accelerate in 2H/2024 and 2025, supported by stronger than previously expected government spending, and a pick-up in consumer spending as wage growth outpaces inflation and recently introduced tax cuts increase household disposable income. Consensus forecasts point to GDP growth picking up to 1.5% YoY in Q4/2024, and then accelerating to 2.3% YoY in Q4/2025.

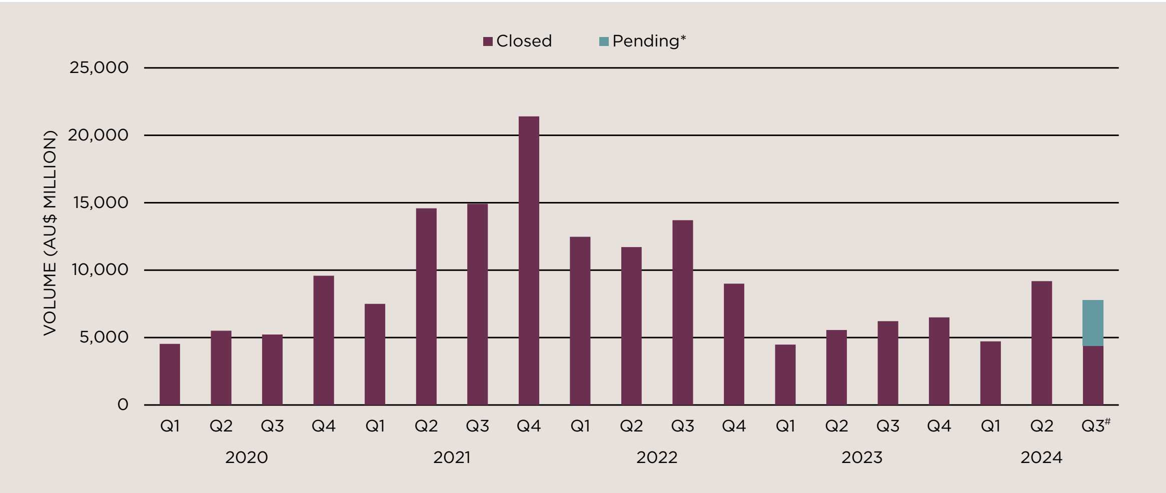
Inflation remains persistent, with growth in headline inflation picking up a little to 3.8% YoY in Q2/2024, although growth in underlying inflation eased slightly to 3.9% YoY over the same period. The RBA expects underlying inflation to approach the midpoint of the 2% to 3% target band in 2026, a more gradual slowdown than previously anticipated. Despite this, financial markets are pricing in significant easing from the RBA, currently around 110bps of cuts in 2025 to 3.25%, with one 25bps cut fully priced in by Q1. Meanwhile, the median expectation among market economists is for 75bps of cuts next year to 3.60%.

Activity slowed in Q3 following a large increase in deal volume in Q2 when a string of major deals exchanged just before the end of the financial year. Deal volume (+AU$10M) across the office, industrial, and retail sectors reached c.AU$4.38 billion in Q3, down 52% from Q2 and 30% lower than Q3/2023. However, there were major deals announced in Q3 which are still pending (totalling AU$3.38 billion). Assuming all these pending deals reach completion, deal volume in Q3 would be 15% lower than the previous quarter.

The slowdown in activity was particularly evident in the industrial sector, where completed deal volume totalled c.AU$595 million in Q3, down from c.AU$3.79 billion Q2, with an additional AU$1.07 billion still pending. Office volume (+AU$10M) reached c.AU$1.96 billion in Q3, down from c.AU$3.37 billion in Q2. Retail investment remains robust, with completed deal volume reaching c.AU$1.83 billion, down a relatively small 10% from c.AU$2.04 billion in the previous quarter (plus c.AU$1.45 billion still pending).

Despite the slowdown in deal volume in Q3, the sizable amount of pending deal activity points to a nascent recovery in activity which is expected to gain momentum in the coming year. The prospect of RBA interest rate cuts next year is boosting investor sentiment and reducing market interest rates, while property asset repricing is prompting speculation that commercial property markets are close to a cyclical bottom.

Commercial Property Transactions (AU$10 million+) by Status, Q1/2020 to Q3/2024 (YTD)



Source MSCI Real Capital Analytics, Savills Research
* Estimated transaction volumes (AU$10m+) in due diligence or pending.
\# Preliminary for Q3/2024

Major Investment Transactions, Q3/2024

PROPERTY	LOCATION	PRICE	BUYER	USAGE
Austrak Business Park*	Somerton, Victoria	AU$600.0 mil/ US$410.0 mil	Aware Super JV Barings	Industrial
Lakeside Joondalup (50% stake)	Joondalup, Western Australia	AU$420.0 mil/ US$287.0 mil	Vicinity Centres	Retail
367 Collins Street	Melbourne, Victoria	AU$315.0 mil/ US$215.3 mil	PAG (ASIA)	Office
Willows Shopping Centre	Townsville, Queensland	AU$212.0 mil/ US$144.9 mil	Fawkner Property	Retail
Westfield Whitford City (50% stake)	Hillarys, Western Australia	AU$195.0 mil/ US$133.3 mil	The JY Group	Retail

Source MSCI Real Capital Analytics, Savills Research
* Includes development land component, price approximate

China

China's economy exhibited signs of slowing in Q3 2024, with estimates indicating that real GDP growth for the full year will approximate 4.7%, falling short of the government's target of 5%. A primary contributor to this deceleration is the sustained downturn in the real estate sector, which continues to exert significant pressure on the economy. From January to August, total fixed asset investment (FAI) increased by 3.4% YoY, while investment in the real estate sector declined by 10.2% YoY. Currently, FAI is predominantly driven by government-led infrastructure projects, as the real estate sector remains subdued.

In response to the economic slowdown, authorities announced an economic stimulus package in September 2024 aimed at enhancing liquidity, revitalizing the property market, and stabilizing financial markets. Key measures include substantial cuts to interest rates and the reserve requirement ratio (RRR), intended to inject approximately RMB1 trillion into the financial system and ease credit conditions. The package specifically targets the real estate sector by reducing mortgage rates and lowering down payment requirements to stimulate home purchases and investment, as well as increasing lending to white-listed real estate projects. Additionally, new financial tools have been introduced to support stock market activity. These initiatives have led to a short-term rally in mainland and Hong Kong stock markets. However, sustained support through potential fiscal expansions and effective structural reforms will be necessary to achieve a meaningful long-term boost to business and consumer confidence.

China-wide en-bloc transactions (RMB100 million and above) totaled RMB294 billion in the 12 months leading up to 15 September 2024, marking a 7% YoY decline. The office sector, while remaining the largest asset class by transaction volume, experienced a 33% YoY drop as both domestic and foreign buyers reduced their activity. This decline reflects ongoing pressure on office leasing demand, with landlords lowering rents to maintain occupancy rates, further cooling office investment. The challenging market environment has also led some landlords to delay their completion schedules.

In contrast, retail and hotel investment activity surged by 50% and 82% YoY, respectively. Many retail and hotel assets have seen significant price adjustments in response to weakened business conditions caused by COVID-19 disruptions and shifting economic conditions, as well as the accelerated pace of disposals by developers seeking to reduce debt levels. Buyers have come from a diverse range of backgrounds, including domestic insurers, private companies, and local state-owned enterprises. Slower market conditions have also enabled some non-traditional investors to secure opportunities to acquire larger assets. Notably, in June 2024, the Shanghai Catholic Youth Association acquired the MeiCheng Building (美呈大厦) above Yishan Road metro station for nearly RMB1.5 billion.

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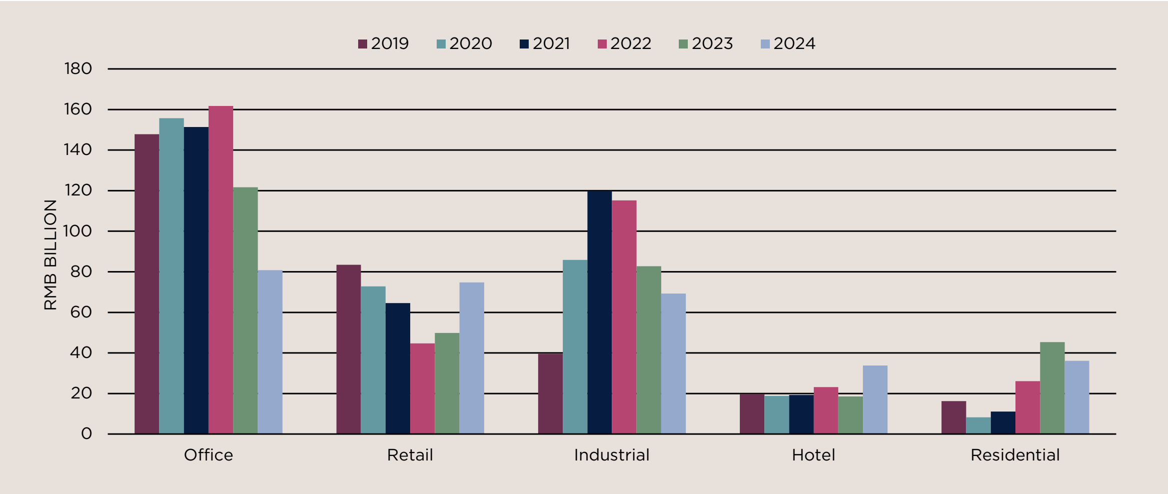
China Enbloc Transaction Volumes (income producing), 2019 to Q3/2024



Source MSCI Real Capital Analytics

Major Investment Transactions, Q3/2024

PROPERTY	LOCATION	PRICE	BUYER	USAGE
ESR logistics portfolio (95% share)	Various locations	RMB5.8 bil/ US$809.6 mil	Taikang Insurance	Industrial
Shanghai Zendai portfolio	Various locations	RMB2.9 bil/ US$401.6 mil	Ruidong Group	Retail, Hotels and Others
Guangzhou TaiKoo Hui Cultural Centre	Guangzhou	RMB2.1 bil/ US$293.1 mil	Swire Properties	Retail
Shanghai Nanxiang Incity MEGA (48% share)	Shanghai	RMB2.0 bil/ US$279.2 mil	GIC	Retail
Shanghai Landmark Center (40% share)	Shanghai	RMB1.7 bil/ US$240.1 mil	Sinar Mas	Office and Retail

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The long-awaited US Fed rate cut finally materialised, with a cut of 50 bps in mid-September. Hong Kong banks, which have only increased prime lending rates by 87.5 bps over the past two years (while the US Fed Funds Rate increased by over 500 bps), followed suit with a 25 bps cut in prime rates. HIBOR was much more reactive to 'potential' rate cuts in the US and has dropped by more than 100 bps since the start of the year.

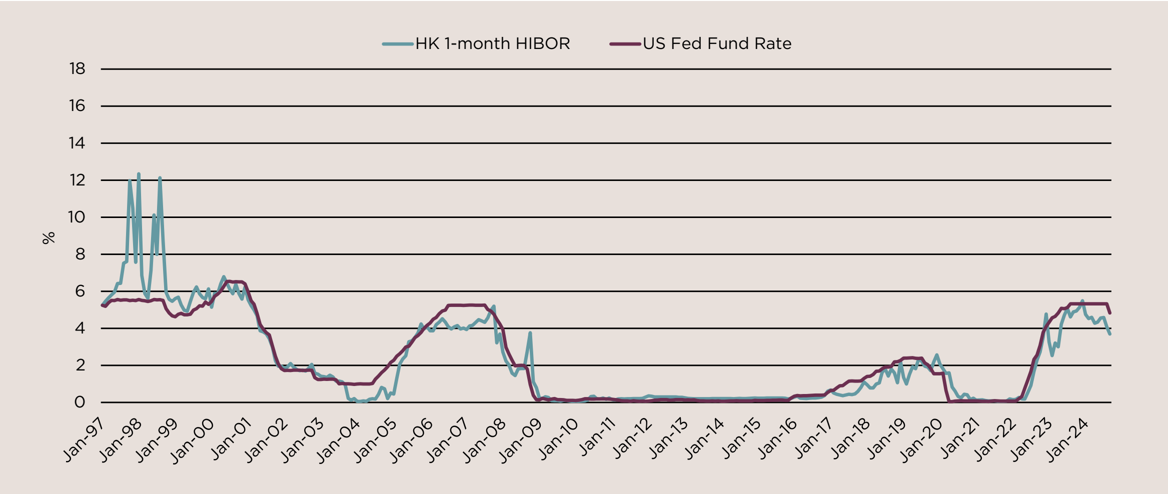
The immediate impact of the rate cut was reflected in the stock market with the Hang Seng Index rebounding by more than 1,500 points in a week. The subsequent economic stimulus policies announced by the Central government added further impetus with the stock market climbing by another 2,000 points, gaining over 20% in less than half a month. Property investment sentiment only slightly improved, though, as banks continued to adopt a cautious attitude towards lending in the commercial real estate (CRE) market, and many traditional property investors remain heavily geared, albeit the start of a rate cut cycle may give them some much needed breathing space.

Commercial deals therefore still focused on indebted investors offloading prime assets to lower their gearing, exemplified by the sale of 66/F of the Center for HK$700 million by a local investor to DBS, where the latter became one of the largest owners of this Central Grade A office building after the transaction. The Camel Paint Centre in Kwun Tong, a 7-storey retail premises, was sold for HK$410 million under receivership (originally owned by the Tang family) as part of an ongoing process to clear the family's debts.

While the commercial sector remained subdued, the logistics sector came to life again with end users making the headlines: JINGDONG Property (the property arm of JD.com) purchased Li Fung Centre in Sha Tin for HK$1.8 billion (HK$3,693 per sq ft) from M&G Investment. Currently occupied by Maersk, the new owner intends to utilize the 487,350-sq ft premises, located in a 'convenient, last-mile neighborhood', to deliver 'efficient and reliable logistics services to Hong Kong' in the future.

With financially stressed landlords likely to try to offload their assets amidst the gradual improvement in sentiment and the potential start of a rate cut cycle, we expect investment volumes to rebound in Q4 with more cash-rich investors looking for last gasp bargains in this fast-changing market. Nevertheless, a sustainable improvement in fundamentals, as well as banks' lending attitudes towards CRE assets will be key to the longer term recovery of the local investment market.

Hong Kong 1-month HIBOR vs US Fed Fund Rate, January 1997 to September 2024



Source HKMA, US Federal Reserve

Major Investment Transactions, Q3/2024

PROPERTY	LOCATION	PRICE	BUYER	USAGE
Houses A, B, C & D, 46 Plantation Road	The Peak	HK$1.1 bil/ US$141.4 mil	TBC	Residential
19 Kent Road	Kowloon Tong	HK$227.8 mil/ US$29.3 mil	TBC	Residential
8 Purves Road	Jardine's Lookout	HK$360.0 mil/ US$46.3 mil	TBC	Residential
Li Fung Centre	Sha Tin	HK$1.8 bil/ US$231.4 mil	Jingdong Property	Industrial
37-39 Carnarvon Road	Tsim Sha Tsui	HK$420.0 mil/ US$54.0 mil	TBC	Retail

Source Savills Research & Consultancy

India

India continued to demonstrate remarkable resilience to global headwinds in Q3/2024, aided by supportive domestic demand conditions. In early August, the Reserve Bank of India maintained the repo rate (unchanged since February 2023) at 6.5%, thereby conveying its confidence on managing inflation. While retail inflation dropped to a 59-month low of 3.5% in July 2024, food inflation also remained controlled at 5.4%. The RBI projects India's headline inflation rate at 4.5% for FY2024-2025, comfortably within the target range of 2% to 6%. The stability in the policy rate, along with moderated inflation, has fostered an encouraging environment that bodes well for investor confidence.

In April 2024, India concluded the general elections with The National Democratic Alliance (NDA) securing a third consecutive term. The new government's Union Budget (announced in July 2024) focused on urban and infrastructure development, human capital enhancement, manufacturing growth, Micro, Small & Medium Enterprises (MSMEs), and consumption. The budget continued its focus on capex-led growth with an outlay of 3.4% of GDP, up from 3.3% in the previous fiscal year. It announced targeting a fiscal deficit of 4.9% of GDP, lower than the 5.1% deficit which had been envisioned in the Interim Budget presented in February 2024. The special emphasis on innovation, research & development, manufacturing, start-up ecosystems and inclusive human resource development highlights the government's growth areas in the coming years.

Sustained economic growth facilitated momentum in real estate investment activity. During Q3/2024, private equity investment inflows into the sector amounted to US$2.2 billion (INR186 billion), registering a 93% increase on a sequential basis and more than double the quantum recorded in the corresponding period during the previous year. Further, the YTD (January-September 2024) inflows at US$3.9 billion (INR329 billion) have exceeded the investment quantum registered in the entire 2023. Despite growing challenges from sluggish global growth, high inflation and geopolitical tensions causing political instability, the economy has demonstrated resilience.

The industrial & logistics sector led the pack, garnering the majority share of investment. Standing at US$1.7 billion (INR144 billion) in Q3/2024, this segment accounted for 77% in the overall pie. This was driven by a big-ticket deal which attracted foreign investor interest in completed logistics assets across multiple cities including Delhi-NCR, Mumbai, Bengaluru, Chennai, Hyderabad, Ahmedabad and Kolkata. The government's push to establish India as a manufacturing hub, along with opportunities arising from the growing demand from e-commerce players, has positioned this alternative segment on investors' radar. The commercial office segment ranked second with a 21% share in the overall pie. All the quarterly investment in the office segment came from foreign investors and was concentrated in core assets in Chennai, Mumbai and the NCR.

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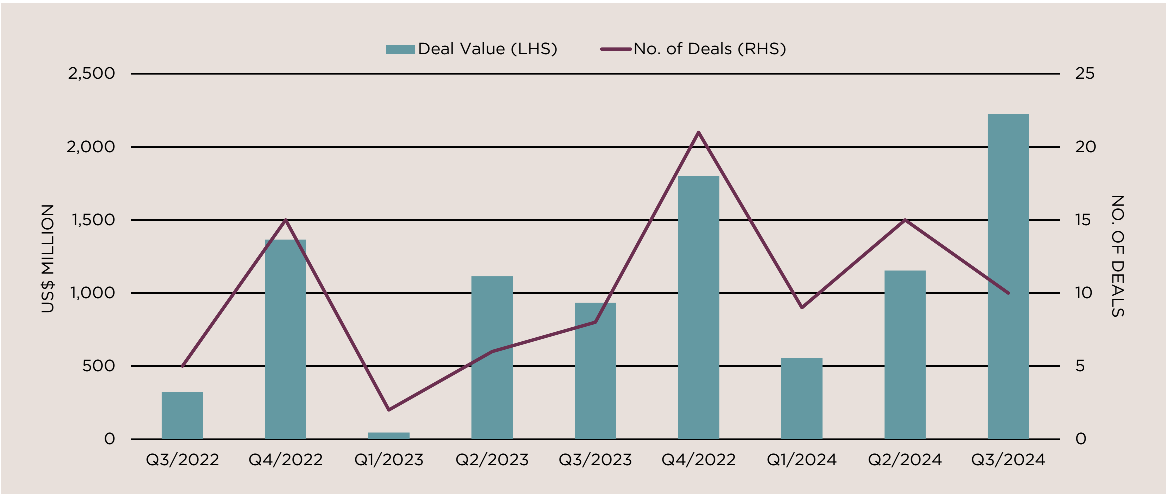
Private Equity Real Estate Investment, Q3/2022 to Q3/2024



Source Savills Research & Consulting

Major Investment Transactions, Q3/2024

PROPERTY	LOCATION	PRICE	BUYER	USAGE
Reliance Retail Ventures' logistics portfolio	Various locations	INR128.6 bil/ US$1.5 bil	Abu Dhabi Investment Authority (ADIA) & KKR	Industrial & Logistics
Office asset of RMZ Corp. and CPP Investments	Chennai	INR21.0 bil/ US$250.9 mil	Keppel Limited	Office
Atrium Place	Gurugram	INR10.0 bil/ US$119.5 mil	Mitsui Corp.	Office

Source Savills Research & Consulting

Indonesia

Economic growth in Q3/2024 is expected to remain stable supported by strong consumption and investment growth. Domestic inflation in August remained controllable at 2.12% YoY or 0.87% YTD. As of September, the Rupiah had strengthened by 0.84% YTD.

The retail sector is enjoying some positive news as visitor traffic and purchasing power continue to increase. Many retail centers are repositioning by increasing outdoor dining options, implementing creative interior design, and maximizing the use of mall atriums for events. Apart from being a place for shopping, transforming retail centers into hangouts and lifestyle destinations is important today. Retail center owners are currently focused on improving services to attract more visitors rather than immediately adjusting rental prices.

Q3/2024 was the peak period for hotel market performance with occupancy and room rates achieved at their highest. This was mostly generated by MICE activity from government and corporations, followed by various national and international scale events. In addition, various tours and concerts, as well as international sports events have boosted hotel market performance in several cities.

Demand for landed houses in Indonesia, especially for projects with unit prices below IDR2 billion per unit continue to show a positive trend. The demand for landed houses is also being influenced by the government's incentive of free value-added tax (PPN DTP) for transactions of ready stock residential. The incentives have a greater impact on the sales of landed housing units, compared to the apartment market, due to the middle to lower class, who dominate the housing market, and tend to choose landed houses. The apartment market is stagnant with limited demand absorption, and several developers continue to offer promotions to make their apartment products more attractive.

Improvement in the office sector continues to occur in several big cities such as Jakarta, Surabaya, and Balikpapan. The positive market movement in Balikpapan is down to a rise in enquiries from business sectors related to the new capital development. Demand generators continue to be dominated by technology-based companies, followed by financial institutions, logistics, commodities and mining.

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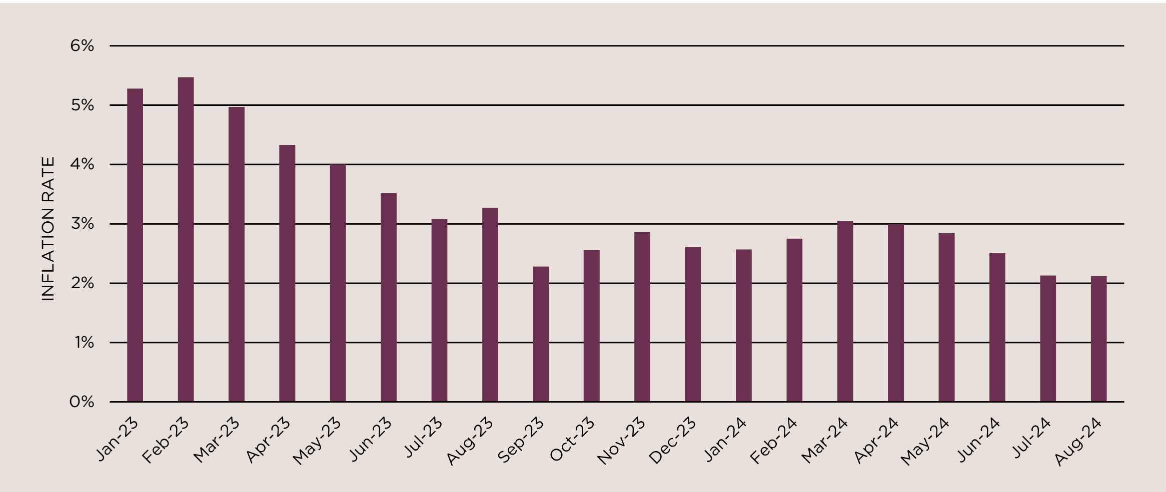
Inflation Rate, January 2023 to August 2024



Source Bank Indonesia, Savills Indonesia Research & Consultancy

Major Investment Transactions, Q3/2024

PROPERTY	LOCATION	PRICE	BUYER	USAGE
An industrial land	MM2100	IDR256.0 bil/ US$16.9 mil	N/A	Data Centre

Source Savills Indonesia Research & Consultancy

Japan

According to the Ministry of Finance, corporate profits across all industries in Q2/2024 saw a notable increase of 13.2% YoY, partly reflecting progress in the pass-through of cost increments to selling prices. Corporate profits are likely to continue improving with increments in domestic and external demand, supported by robust wage growth, a pick-up in global demand, and high inbound spending.

The August 2024 CPI excluding fresh food was up 2.8% YoY, mainly due to elevated energy and accommodation costs. To address the ongoing inflation, the Bank of Japan further normalised monetary policy by raising the policy rate to around 0.25% in July and is starting to taper its JGB purchases, aiming to reduce them by 50% by March 2026. The new prime minister was selected on October 1st, and there will be a snap national election in late October. The new cabinet is likely to maintain major policies, but any new initiatives should be monitored closely.

TOPIX fell by 5.7% QoQ in Q3/2024, seeing a temporary pause from the recent historical peak in Q2/2024. Although experiencing some fluctuations over the quarter especially following the historical pivots by central banks in late July, the TSE J-REIT stayed flat over the quarter. J-REITs still underperform global peers and are traded at a discount to NAV due to uncertainty over interest rates.

Higher interest rates and the prospect of further increases are influencing sector preferences within the investment community. The residential sector is gaining popularity due to the potential for rental increases, although some remain cautious due to higher funding costs. The logistics sector has seen a number of dispositions, but mid-term fundamentals remain strong, making it a potentially attractive entry point. Offices appear to have bottomed out in both leasing and investment, although it will take time for Western capital to return. Hotels are performing notably well, supported by robust tourist demand, while the retail sector is attracting increasing investor interest, including from strategic buyers. Overall, investor sentiment in Japan remains positive, supported by a relatively wide yield spread. Further interest rate increases are likely in the near term, and we also expect to see at least nominal rental increases. Differing views on rising interest rates and rental growth are shaping investor appetite and keeping the market active.

In Q3/2024, the Grade A office market continued on its upward trend, with rents increasing by 2.5% QoQ to JPY33,235 per tsubo, but with vacancy loosening slightly by 0.2ppts QoQ to 3.1%. Limited supply in 2024 has contributed to stability in the market, and elevated construction costs are likely to cause delays for upcoming projects, which should help the market recover further. In addition, several major incoming office developments have already attracted interest from tenants. Overall, we anticipate further recovery throughout the year, especially given the strong corporate performance.

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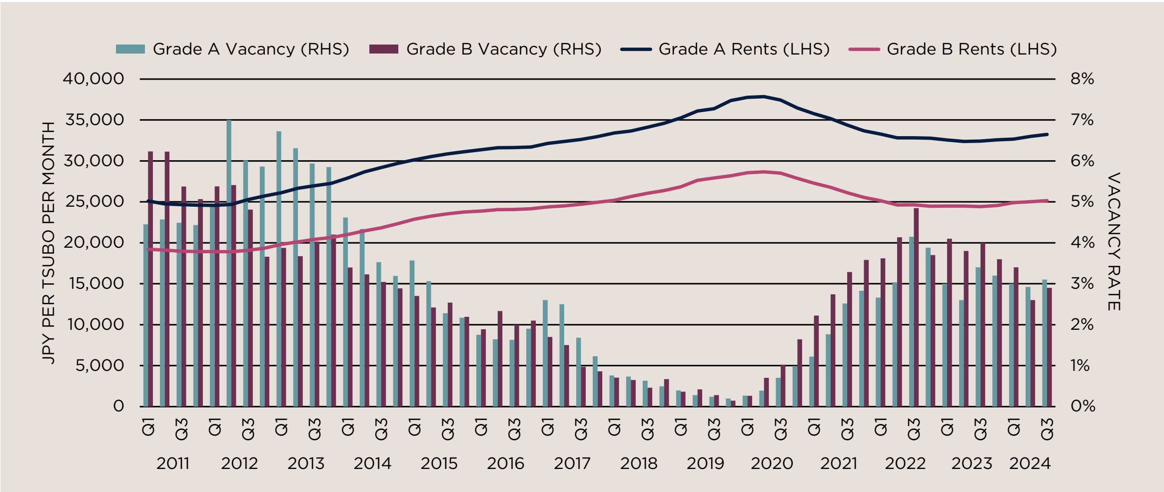
Office Rents and Vacancy in Tokyo's Central Five Wards, 2011 to Q3/2024



Source Savills Research & Consultancy

Major Investment Transactions, Q3/2024

PROPERTY	LOCATION	PRICE	BUYER	USAGE
Hilton Fukuoka Sea Hawk	Fukuoka	JPY70.0 bil/ US$498.0 mil	ML Estate	Hotel
DPL Yokohama Totsuka	Kanagawa	JPY56.2 bil/ US$400.0 mil	GIC	Logistics
Art Hotel Osaka Bay Tower & Solaniwa Onsen (44.6% interest in hotel portion)	Osaka	JPY31.2 bil/ US$222.0 mil	Invincible REIT	Hotel / Public Bathhouse
unimo chiharadai	Chiba	JPY30.0 bil/ US$214.0 mil	Japan Metropolitan Fund	Retail
MFIP Tama	Tokyo	JPY23.4 bil/ US$167.0 mil	Keppel DC REIT, Keppel	Data Centre

Source Nikkei RE, MSCI Real Capital Analytics, J-REIT disclosures, Savills Research & Consultancy
* An entity that owns the Hoshino Resorts Tomamu ski resort in Hokkaido was transacted for JPY40.8 billion (US$291 million).

Macau

On September 18th, the US Federal Reserve announced a 0.5 basis point reduction in the benchmark interest rate, signaling the commencement of an interest rate easing cycle after nearly two years of monetary policy tightening. Prior to the global upward interest rate trend in 2022, Macau's prime lending rate had remained relatively stable at around 5.25% for over a decade. However, due to the currency board system linking the Macanese pataca (MOP) to the Hong Kong dollar (HKD) and the US dollar (USD), Macau's prime rate followed interest rate movements in the US and Hong Kong, rising from 5.25% to a peak of 6.125% in 2023 where it remains.

Interest rate hikes have inevitably had a negative impact on the real estate market, and during the rate hike period from August 2022 to September 2023, transaction volumes hit their lowest level for many years, and the average unit price dropped by nearly 15%. As the interest rate cutting cycle commences, the market is expected to stabilize and experience moderate recovery in the coming years, given official data indicating satisfactory progress in Macau's overall economic recovery to pre-pandemic levels.

Until August 2024, there were 2,122 accumulated residential property transactions for the year, representing a 5.1% YoY decrease. The average unit rate was recorded at MOP8,388 per sq ft (saleable area) during the same period, reflecting a 3.3% YoY decline. Both figures suggest that the residential market is still under pressure, and the impact of interest rate cuts is anticipated to be felt in the coming months, with higher expectations for substantial mortgage rate reductions.

Since the removal of property market cooling measures in April, the market composition has shifted, drawing in more non-first-time homebuyers re-entering the market. Statistics reveal that the percentage of first-time homebuyers dropped from a peak of over 80% in 2020 to 55% after the cooling measures were lifted during May to August 2024, while the percentage of non-first-time homebuyers rose from a low of 17% to currently around 45%, demonstrating the effective outcome of such policy changes.

Another positive impact of the April policy amendments was the increase in LTV ratios for high-value residential properties. The average unit price for large units ranging from 100 to 149.9 sq m and luxury units exceeding 150 sq m saw an increase of 7% to 11% from their lows in 2023, currently reported at approximately MOP9,087 per sq ft (saleable area), making them among the best-performing property segments following the cancellation of cooling measures.

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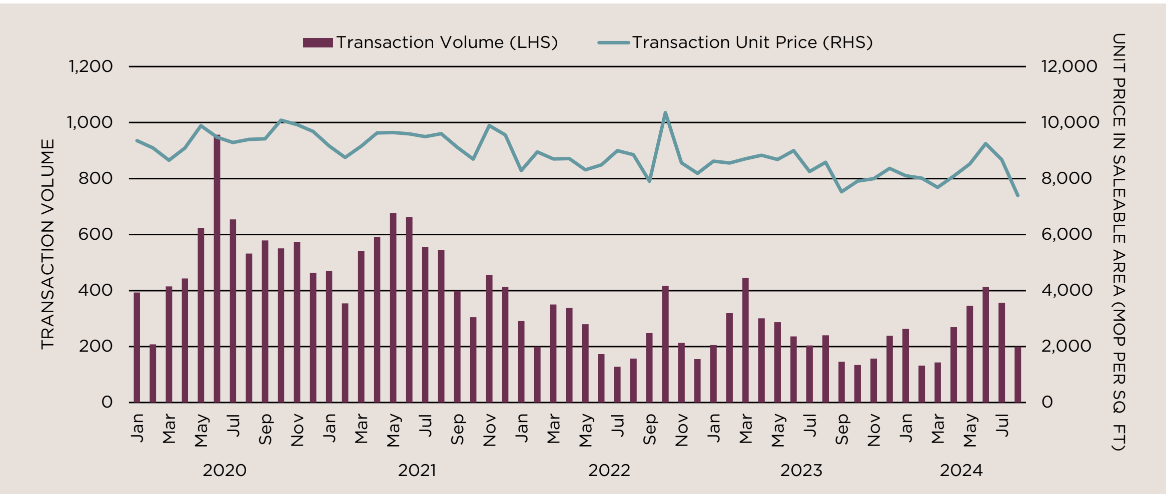
Residential Transaction Volumes and Average Transaction Prices, January 2020 to August 2024



Source DSEC

Malaysia

During Q3/2024, total real estate transactions in Malaysia registered RM4.66 billion, raising Q1-Q3/2024 transactions to RM13.91billion, almost double the RM7.29 billion seen during the first nine months of 2023.

The quarter's transactional activity was driven by commercial and industrial deals, with RM1.95 billion of commercial assets trading during the period, as well as RM1.66 billion of industrial transactions.

M-REITs have remained a significant player in the market, led by Axis REIT, which acquired a warehouse in Port Klang for RM159 million, and Sunway REIT, buyers of Kluang Mall in Johor for RM158 million. Additionally, AmanahRaya REIT purchased a private school in Shah Alam for RM31.4 million whereas Hektar REIT acquired Kolej Yayasan Saad along with its dormitory in Melaka for RM150 million.

Tropicana Corporation Berhad continued its asset divestment plan during the review quarter, after the 2023 sale of the W Hotel in Kuala Lumpur for RM270 million, and the 1H/2024 disposal of the Courtyard by Marriott Penang for RM165 million and a resort site in Pantai Kok Langkawi for RM90.1 million, all to IOI Properties Group Berhad, with the disposal of two more assets, the Tropicana Gardens Mal (to IOI for RM680 million) and a development site for a data centre in Gelang Patah, Johor, to NTT for RM383 million. In total, these sales have a combined value of over RM1.5 billion.

Also in Q3/2024, Yong Tai sold its 248-key four-star Courtyard by Marriott Melaka Hotel for RM160 million, equivalent to approximately RM645,000 per key. Reports also indicate that a 9-acre land parcel housing KL's oldest purpose-built office tower (Wisma Damansara) in Damansara Heights, was sold by Selangor Properties to BRDB, but transaction details are not available yet.

Other notable happenings during the period include renewed efforts by the government to revive Forest City in Johor Bahru. The plan revolves around a deal with Singapore to develop a special duty-free cross border economic zone, and a raft of tax incentives were recently announced in this regard. The Ringgit also continues its recovery, driven by interest rate movements in developed economies, renewed foreign investor interest in Malaysia as a data centre and high-tech manufacturing destination, along with the country's continued economic recovery.

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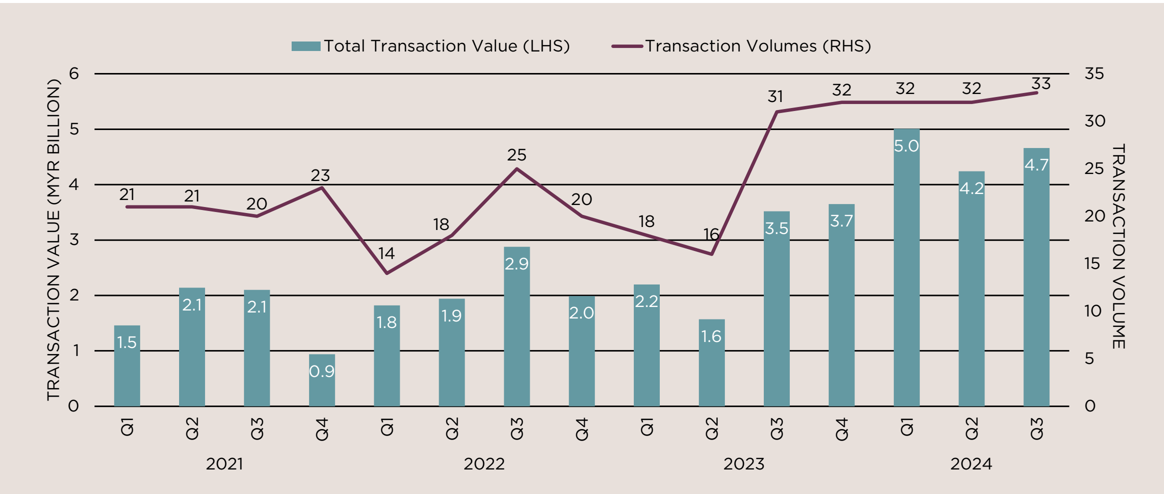
Transaction Volumes and Value, Q1/2021 to Q3/2024



Source Savills Research

Major Investment Transactions, Q3/2024

PROPERTY	LOCATION	PRICE	BUYER	USAGE
Tropicana Gardens Mall	Selangor	MYR680.0 mil/ US$158.6 mil	IOI Mall Damansara Sdn Bhd	Retail
Land at Malaysia Vision Valley 2.0	Negeri Sembilan	MYR435.6 mil/ US$101.6 mil	Government of Malaysia, Matrix Concepts Hldgs	Commercial
Land in Taman Nusa Bayu, Gelang Patah	Johor	MYR383.1 mil/ US$89.4 mil	NTT JHB1 Campus, NTT JHB1A, NTT JHB1B, NTT JHB1C, NTT JHB1D, NTT JHB1E and NTT JHB1F	Industrial
Land at Sunway City Iskandar Puteri	Johor	MYR380.0 mil/ US$88.6 mil	Equalbase	Industrial
Land at Parit Jawa	Johor	MYR200.0 mil/ US$46.7 mil	Scientex	Residential

Source MSCI Real Capital Analytics, Bursa Malaysia, Savills Research

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The Pakistani economy rebounded with 2.4% GDP growth in FY2024 after contracting -0.2% in FY2023. The headline inflation rate declined further in August to a 34-month low to 9.6% leading to an overall decrease of 450 basis point in policy rate this year. Furthermore, IMF has approved a new Extended Fund Facility of US$7 billion, which is expected to pave the way for economic growth.

The Pakistani wholesale and retail sector, comprising 30.8% of the service sector and 17.8% of GDP, is a key indicator of economic health. After a 4.0% downturn in FY2023 due to low agricultural and manufacturing output, inflation, and reduced buying power, the wholesale and retail sector posted 0.3% growth in FY2024. Gross fixed capital formation also rose by 21.7%, reflecting renewed investor confidence.

Customer preferences in Pakistan have shifted from traditional small grocery stores (kiryana shops) to large supermarkets and hypermarkets driven by urbanization and increased demand for processed and frozen food items. The discounts, variety, and convenience being offered by these stores are reshaping the shopping habits of local consumers.

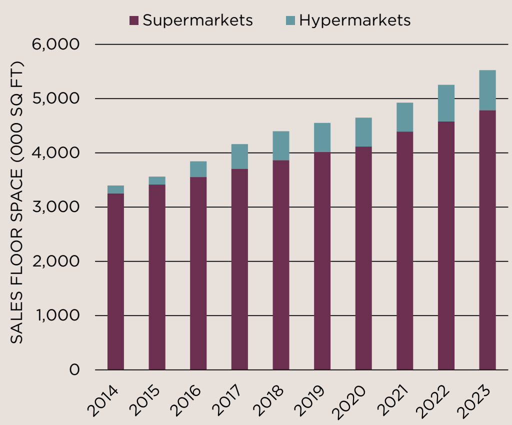
Despite its growth, Pakistan's retail sector remains largely fragmented and underdeveloped. A few multinational chains such as Metro, Carrefour, and Spar operate in major cities, highlighting the sector's potential for future expansion. While large supermarkets are not yet widespread, a steady increase has been noticed in retail markets showing growing consumer interest in bulk / one-stop shopping.

High levels of inflation which persisted for almost two years along with higher taxes had a negative impact on the spending power of the middle class and resulted in smaller basket sizes, lower sales volumes and heightened price sensitivity. Lower-grade essential products gained prominence, signaling a shift in consumer preferences.

Retailers are focusing on competitive pricing and the availability of local products to better serve this increasingly price-conscious market. Moreover, supermarket and hypermarket owners are now looking to expand deeper into high population density areas with relatively smaller markets to increase consumers' access and convenience.

The wholesale and retail sector which is closely linked to consumer activity and GDP performance, is well-positioned to benefit from the economic stability and the growth potential in FY2025. Most importantly, the government is making efforts to formalize the wholesale and retail sector to expand its tax base. If successful, it could remove the edge which local investors have in price setting and provide parity to international retail chains.

Growth in Supermarkets and Hypermarkets (2014 to 2023), and Major Competitor Landscape in Pakistan



NO	CATEGORY	STORES	NATIONAL FOOTPRINT
1	Carrefour	10	Karachi, Lahore, and Islamabad
2	Metro	10	Karachi, Lahore, Islamabad, Multan, Faisalabad
3	Spar	4	Karachi
4	Al-Fatah	33	Karachi, Lahore, Islamabad, Peshawar, Sialkot, and Faisalabad
5	Imtiaz	30	Karachi, Lahore, Islamabad, Faisalabad, Gujranwala, Sialkot, Bahawalpur, Gujrat, Sargodha, Vehari, Peshawar, and Quetta
6	Chase Up	17	Karachi, Multan, Faisalabad, and Mardan

Source Euromonitor, Savills Research

Major Leasing Transactions, Q3/2024

PROPERTY	LOCATION	TOTAL AMOUNT	TENANT	USAGE
Autobhan Road	Hyderabad	PKR165.1 mil/ US$594,802	Habib Bank Limited	Retail
DHA Phase V	Karachi	PKR165.1 mil/ US$594,802	Bank Alfalah	Retail
Manzil Pump, Quaidabad	Karachi	PKR101.3 mil/ US$365,021	Habib Bank Limited	Retail
Jinnah Avenue, Malir	Karachi	PKR82.6 mil/ US$297,401	Habib Bank Limited	Retail
SITE II	Karachi	PKR69.5 mil/ US$250,443	Habib Bank Limited	Retail

Source Savills Research

Philippines

GDP growth in the first half of 2024 tallied 6.0%, which keeps the Philippines on course to hit the full-year target growth rate of 6% to 7%. This period of high growth was primarily pushed forward by increased investment and government spending.

Inflation was 3.3% in August 2024 from a year-high of 4.4% in July 2024, translating to a YTD average of 3.6%. The government is controlling inflation by managing food prices with supply-side measures (easing trade restrictions). In August 2024, the Banko Sentral ng Pilipinas (BSP) cut the overnight borrowing rate by 25 basis points to 6.25%. Two possible rate cuts have been hinted at by the central bank for the remainder of 2024, especially with the US Federal Reserve's recent rate reductions.

The office market in Metro Manila continues to show strong demand, with new office supply for the quarter reaching a total of 61,000 sq m around 13% of which has been pre-leased. This is particularly evident in Makati City, where the vacancy rate fell despite the addition of new office space. In fact, Filinvest Buendia, one of the two newly completed buildings in Makati City has been fully pre-leased.

The third quarter of 2024 saw mixed results for the office market in the rest of Metro Manila. Similar to Makati CBD, BGC continued to be in high demand, with double-digit net take-up rates. While still positive, the remaining districts posted net absorption of less than 5,000 sq m. Particularly, the Bay Area experienced declining demand, with a negative net take-up of 4,800 sq m, seen as a direct effect of the recent Philippine Offshore Gaming Operators (POGOs) ban.

Despite the POGO ban's impact on certain districts, the overall office market in Metro Manila remained resilient. The IT-BPM and traditional office occupiers continued to be the primary demand drivers, contributing to a positive net take-up of 71,000 sq m compared to a negative 19,000 sq m last year. This indicates that while the POGO ban has affected specific areas, its overall effect on the office sector has been minimal.

With the upcoming supply of 500,000 sq m of office space until the end of 2025, the vacancy rate in Metro Manila is expected to remain above 20%. Even with steady take-up from the IT-BPM and an occasional uptick in leasing activity among traditional occupiers, the lowering of rental rates due to the high vacancy may help to alleviate the oversupply of new offices in the region.

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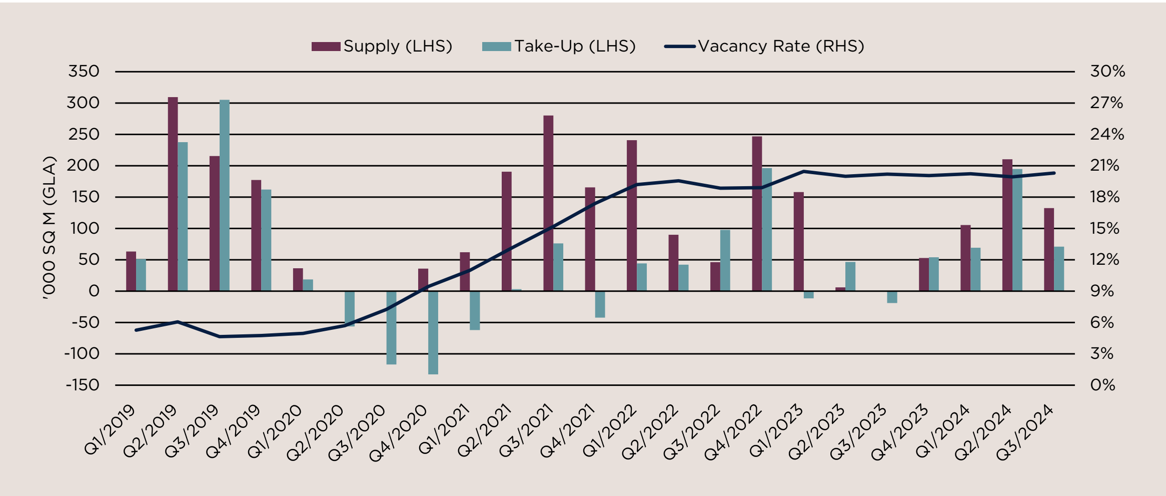
Metro Manila Office Supply, Take-up and Vacancy Rate, Q1/2019 to Q3/2024



Source KMC Savills Research

Major Sales and Leasing Transactions, Q3/2024

PROPERTY	LOCATION	CATEGORY	TOTAL AMOUNT	BUYER/TENANT	USAGE
A 2,337.8 sq m of retail space in One Ayala Mall	Makati CBD	Leasing	PHP157.1 mil/ US$2.7 mil	Traditional company	Office
A 4,406.2 sq m of office space in V Corporate Center	Makati CBD	Leasing	PHP111.5 mil/ US$1.9 mil	Traditional company	Office
A 2,027.3 sq m of office space in SM North Tower 1	Quezon City	Leasing	PHP76.6 mil/ US$1.3 mil	Traditional company	Office
A 10,000 sq m of office space in Filinvest Buendia	Makati CBD	Leasing	N/A	Government	Office
A 37.22 hectare property in Rizal	Rizal	Sales	PHP1.0 bil/ US$17.1 mil	Haus Talk Inc.	Mixed use

Source KMC Savills, Inc

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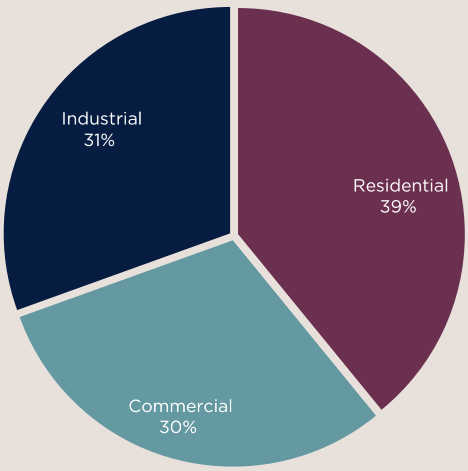
Investment sales continued to increase for a second consecutive quarter, rising 22.7% QoQ to S$8.05 billion in Q3/2024. Compared to a year ago, the increase was 25.4%. Private investment sales were boosted by a few mega deals, including the sale of a 50% interest in ION Orchard (S$1.85 billion) and a portfolio of industrial assets (S$1.60 billion), leading to a surge of 67.9% QoQ to S$5.71 billion. The remaining portion of total investment sales comprised five sites sold under the Government Land Sales (GLS) Programme, which fell by 25.9% from the previous quarter to S$2.34 billion.

While the total investment sales value rose, the private side of the market saw a significant decline in transaction volume, dropping 21.1% QoQ to 71 in the reviewed quarter. With the market anticipating a Federal Reserve interest rate cut in September, investors remained cautious and refrained from making investment decisions. This could be one of the primary reasons why investment activity in the private sector has been relatively weak for much of the quarter under review. Additionally, the price gap between buyers and sellers remained, and this, combined with the Hungry Ghost month, also stymied market activity.

In Q3/2024, the industrial sector logged an investment sales value of S$2.45 billion, marking a remarkable increase of over sevenfold from the previous quarter's low of S$282.8 million. This significant rebound was driven by several large private industrial deals. These transactions included a S$1.6 billion acquisition of a portfolio of business parks and specialist facilities by a consortium consisting of US-based global investment firm Warburg Pincus and Australian real estate group Lendlease; ESR-LOGOS REIT's purchase of a 51.0% interest in the high-specifications manufacturing facility with ramp-up logistics warehouses at 20 Tuas South Avenue 14 (20TSA) for S$428.4 million; and Ho Bee Land's divestment of a 49.0% interest in Elementum, its landmark biomedical life-science development in one-north, for nearly S$272.0 million.

Investment sales value in the commercial sector also recorded a substantial quarterly growth of 51.7%, reaching S$2.45 billion in Q3. The largest deal in the quarter involved a 50% interest in ION Orchard, which was acquired by CapitaLand Integrated Commercial Trust (CICT) from its sponsor, CapitaLand Investment Limited (CLI). ION Orchard is a premier shopping destination located on Orchard Road, featuring nearly 300 international and local brands, ranging from luxury to necessity trades, across eight storeys of retail space. Based on the agreed property value, the 50% stake represents S$1,848.5 million, or S$5,928 per sq ft based on the net lettable area.

Investment Sales Transaction Volumes by Property Type, Q3/2024



Source Savills Research & Consultancy

Major Investment Transactions, Q3/2024

PROPERTY	LOCATION	PRICE	BUYER	USAGE
ION Orchard (50% interest)	2 Orchard Turn	S$1.8 bil/ US$1.4 bil	CapitaLand Integrated Commercial Trust (CICT)	Retail
A portfolio of industrial assets*	Various locations	S$1.6 bil/ US$1.2 mil	Lendlease and Warburg Pincus	Industrial
Government land	Zion Road (Parcel B)	S$730.1 mil/ US$565.6 mil	Valerian Residential Pte. Ltd.	Residential
Government land	Jalan Loyang Besar (EC)	S$557.0 mil/ US$431.5 mil	CNQC Realty (Progressive) Pte. Ltd., Forsea Residence Pte. Ltd. and ZACD Laserblue Pte. Ltd.	Residential
Government land	Margaret Drive	S$497.0 mil/ US$385.0 mil	Intrepid Investments Pte. Ltd., Hong Realty (Private) Ltd. and GuocoLand (Singapore) Pte. Ltd.	Residential

Source Housing & Development Board (HDB), Urban Redevelopment Authority (URA), Savills Research & Consultancy
Note * West Park Bizcentral; 2PS1; Solaris@Kallang 164; Solaris@one-north; Qualcomm Building; Eightrium@Changi Business Park; Tuas Connection

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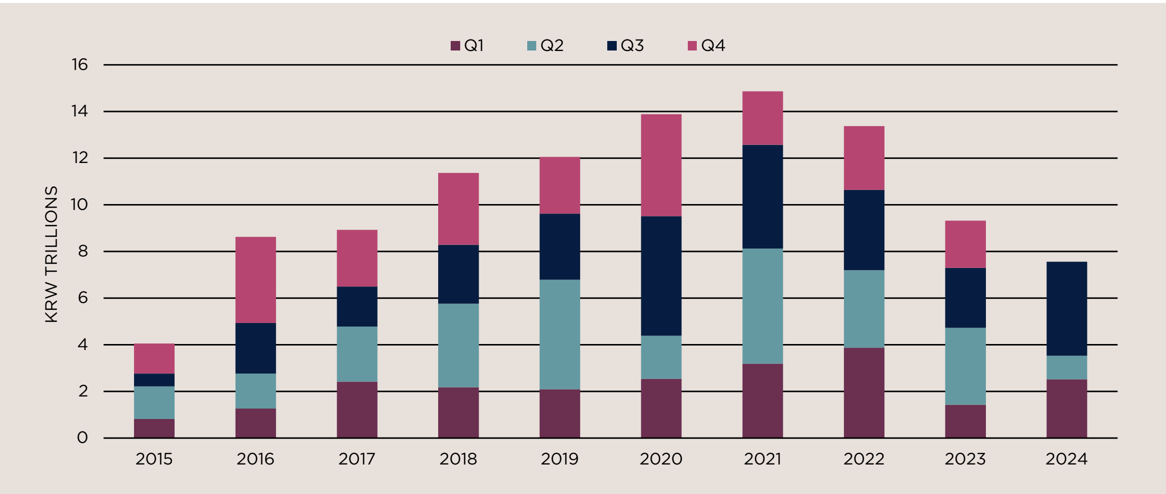
The Bank of Korea expects the economy to continue its favorable pace of growth and forecasts GDP growth at 2.4% for this year. Growth has been revised down by 0.1%, taking into account the temporary, yet stronger-than-expected, upside surprise in the first quarter fading. However, the underlying trend has not shifted. Growth in exports is expected to continue, and recovery in consumption will gradually pick up pace.

In September 2024, the Consumer Price Index recorded a YoY increase of 1.6%, significant as it marks the first time since March 2021 that inflation has remained in the 1% range, indicating a more stable price environment. Although the BoK did not alter its base interest rate, the US Federal Reserve's decision to cut its benchmark rate by 50 basis points during its Federal Open Market Committee meeting on September 18th has heightened expectations for a potential rate cut by the BoK. Analysts anticipate that the BoK will lower its base rate at least once during its two remaining Monetary Policy Committee meetings this year. Additionally, the growth rate of household loans, which was previously a major concern, has approached the government's target, further bolstering the case for a rate reduction.

In the commercial real estate market, a major transaction took place in Q3/2024 with the sale of "The Asset," a high-profile property in Seoul's Gangnam Business District (GBD), for KRW1.1 trillion (approximately US$837 million). This deal led to a 297% increase in the quarterly office market transaction volume, which reached KRW4.0 trillion. Despite the recent base rate cut in mid-October, office investors remain cautious, largely due to the expected surge in supply starting in 2026. Foreign investment in office properties has slowed significantly, as international investors remain cautious. Transactions in the office market are expected to focus on high-quality assets which are well-located, with excellent accessibility and secure, long-term tenants.

The logistics market in Q3/2024 continued to face difficulties but has shown some positive signs. Vacancy rates remain elevated, but distressed assets are increasingly coming onto the market, drawing interest from opportunistic investors. With the supply of new logistics centers declining and forecasts suggesting that the logistics rental market may stabilize within the next two to three years, large investors are capitalizing on the current low prices to acquire assets with a long-term view. Rising development costs and ongoing uncertainty in the rental market are prompting sellers to adjust prices, facilitating more transactions. These price adjustments are particularly attractive to buyers looking to take advantage of favorable market conditions while positioning themselves for future growth as the market stabilizes.

Seoul Prime Office Transaction Volume, 2015 to Q3/2024



Source Savills Korea Research & Consultancy

Major Investment Transactions, Q3/2024

PROPERTY	LOCATION	PRICE	BUYER	USAGE
The Asset	Seoul, GBD	KRW1.1 tri/ US$837.2 mil	Samaung SRA AMC	Office
Janggyo Building	Seoul, CBD	KRW808.0 bil/ US$612.7 mil	Hanwha REITs	Office
Golden Tower	Seoul, GBD	KRW440.8 bil/ US$334.3 mil	CapitalLand IMC	Office
Miraein Logis Bucheon Logistics Center	Bucheon	KRW275.0 bil/ US$208.5 mil	Gravity AMC	Logistics
Bundang Yatop Logistics Center	Seongnam	KRW222.7 bil/ US$168.9 mil	IGIS AMC	Logistics

Source Savills Korea Research & Consultancy

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The strong export growth so far in 2024 has bolstered the momentum of factory expansion within the technology sector, pushing total commercial property transaction volumes in the third quarter to NT$56.7 billion. This represents a 121% increase QoQ and a 176% YoY growth. The technology industry accounted for 70% of commercial property transactions this quarter, followed by developers and the manufacturing sector, which contributed 8% and 5% of deals, respectively. Three of the top five transactions were completed by semiconductor companies, including TSMC's acquisition of a 320,000-sq m technology factory from InnoLux Display Corporation for NT$17.1 billion, and Micron Technology Taiwan's purchase of two factories from AUO Corporation for a total of NT$8.1 billion.

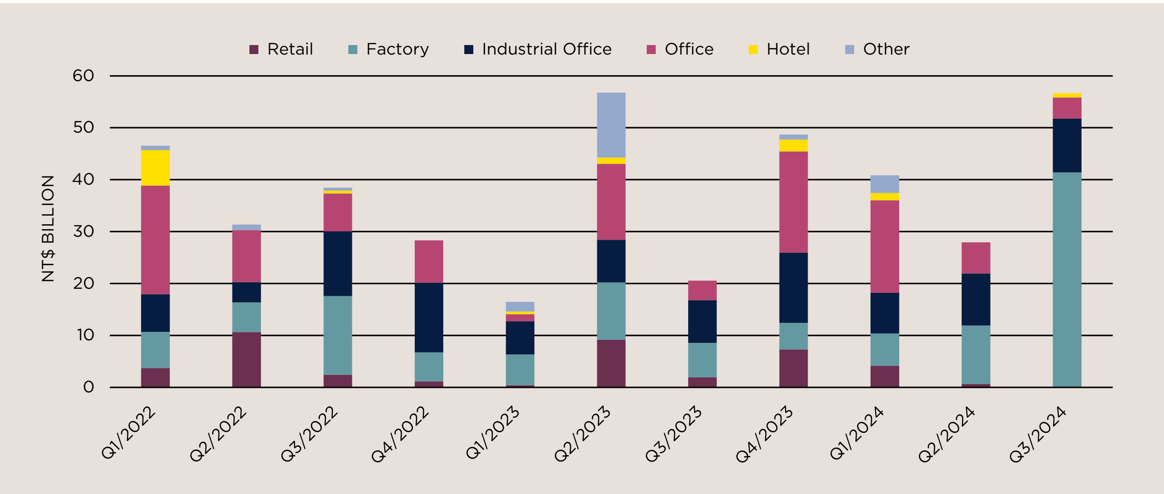
Industrial properties, particularly factories and industrial office spaces, dominated the commercial market, with quarterly transaction volumes reaching NT$41.3 billion and NT$10.3 billion, respectively. Alongside the expansion of production facilities, technology companies are looking to consolidate or upgrade their offices to enhance management efficiency and attract top talent. As a result, several new industrial office projects in New Taipei City have received strong market interest. In terms of investment demand, rising interest rates have compressed yield spreads, causing investors to adopt a more cautious attitude. Limited supply in core areas has prompted investors to seek opportunities in warehouse and logistics sectors located in secondary cities, which typically offer attractive yields, ranging between 3.5% and 4.5%.

The central bank's policy brought more uncertainty to the real estate market. During its third-quarter board meeting on September 19th, the central bank announced that it would keep interest rates unchanged while raising the reserve requirement ratio by 0.25 percentage points to tighten monetary conditions. Additionally, a seventh wave of selective credit control measures was introduced, further tightening lending standards for mortgage loans. These measures have led to an immediate cooling of both the housing and land markets.

Since the beginning of 2024, the booming pre-sale housing market has been a key driver of land transaction activity. Prior to the implementation of the new central bank policies, land transactions surged significantly in Q3/2024, recording a 177% YoY increase to NT$104.8 billion - the highest quarterly volume in the past decade. Developer land acquisitions doubled, reaching NT$70.6 billion. With major technology companies continuing to expand their production capacity in southern Taiwan, developers are aggressively acquiring land, particularly in areas such as Taichung and Kaohsiung, following the industry's expansion into these regions.

Looking ahead, tightening monetary policy is expected to reduce short-term investment demand, especially in the office, retail, and land sectors. However, with industrial properties for self-use excluded from cooling measures, stable economic growth and strong global semiconductor demand will continue driving industrial property demand, with the tech industry's expansion remaining a key growth driver.

Commercial Property Transaction Volumes by Property Type, Q1/2022 to Q3/2024



Source Savills Research & Consultancy

Major Investment Transactions, Q3/2024

PROPERTY	LOCATION	PRICE	BUYER	USAGE
InnoLux Display Tainan Factory	Tainan City	NT$17.1 bil/ US$533.8 mil	TSMC	Factory
AUO Tainan Factory	Tainan City	NT$7.4 bil/ US$230.5 mil	Micron Technology Taiwan	Factory
K18 factory in Kaohsiung Nanzih Technology Industrial Park	Kaohsiung City	NT$5.3 bil/ US$163.9 mil	Advanced Semiconductor Engineering	Factory
Shin Ruenn Xinzhuang Building	New Taipei City	NT$3.0 bil/ US$93.1 mil	I-Chiun Precision Industry	Industrial Office
Factory in Xinzhuang District	New Taipei City	NT$2.2 bil/ US$68.5 mil	Local construction company	Factory

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According to the National Economic and Social Development Council (NESDC), Thailand's economy grew 2.3% YoY in Q2/2024, up from 1.6% in the previous quarter. The economy expanded by 0.8% QoQ, bringing growth for the first half of 2024 to 1.9%. This was mainly driven by non-agricultural production, particularly the industrial sector, along with support from government spending and increased exports. However, tourism-related services and private consumption decelerated, while agricultural production and overall investment declined.

As reported by the Real Estate Information Center (REIC), the residential market in Bangkok and its vicinity experienced a decline in Q2/2024. Ownership transfers fell by 4.5% in terms of units and 5.4% in value compared to the same period last year. Despite these declines, the rate of contraction has slowed, indicating signs of potential recovery. On the supply side, residential construction permits fell by 32.9%, with housing permits down 35.7% and condominium permits decreasing by 14.7%. Newly launched residential projects also saw a decline in unit numbers (-23.9%) and value (-0.4%). However, land allocation permits increased by 3.6%, and completed and registered residences rose by 1.0%, though the total volume remains limited.

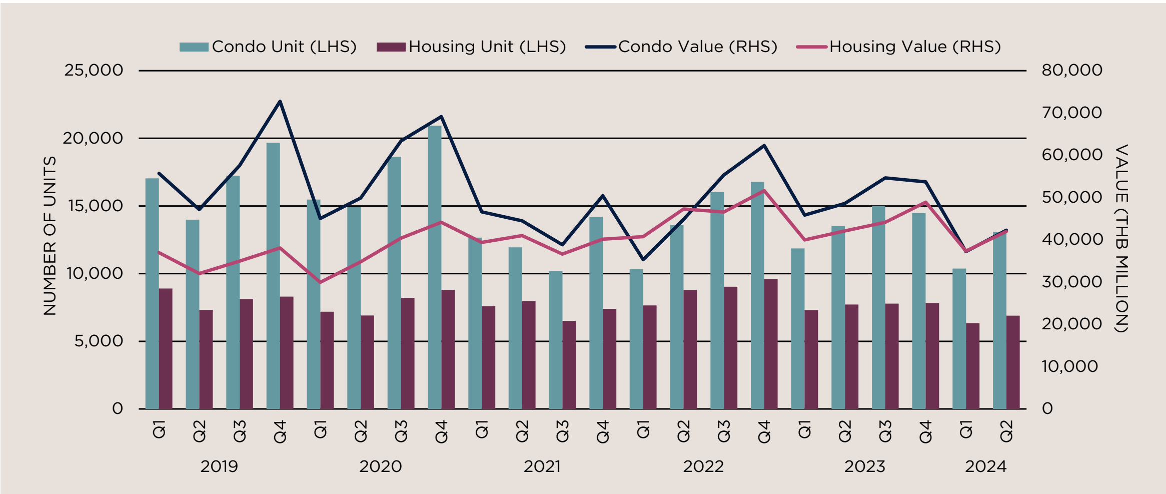
Focusing on Bangkok, the condominium market continued to face difficulties this quarter, with ownership transfers down 3.2% in unit numbers and 13.0% in value compared to Q2/2023. Nevertheless, the market showed improvement from Q1/2024, with transfers rising by 26.2% in unit terms and 13.7% in value. Similarly, the housing market saw a YoY contraction of 10.7% in units and a minor decline of 0.3% in value but recovered from Q1 with transfers increasing by 8.8% in units and 12.3% in value.

The improvement in the residential market is partly due to government stimulus measures introduced on 9 April 2024. These measures include reducing real estate transfer fees to 2% and mortgage registration fees to 0.01%. They apply to various residential properties, including single houses, townhouses, commercial buildings, and condominiums. Additionally, the qualifying purchase price and property appraisal value were raised from THB3 million to THB7 million, extending these benefits to second-hand properties. These incentives remain effective until 31 December 2024.

In the hotel sector, Dusit Thani completed a major transaction by transferring ownership of Asai Sathorn and Asai Chinatown to Dusit Thani Freehold and Leasehold REIT (DREIT). This move aligns with Dusit Thani Group's strategy to enhance asset efficiency and improve long-term liquidity.

In the industrial sector, Singha Estate sold 56 rai of land in Ang Thong to a Taiwanese printed circuit board manufacturer, signaling growth in Thailand's smart electronics industry. Additionally, Belton Industrial and Sling Automobile Bearing acquired land with a factory in Rojana Industrial Park, Ayutthaya, from Ticon Freehold and Leasehold Real Estate Investment Trust (FTREIT).

Bangkok's Residential Units Transferred, Q1/2019 to Q2/2024



Source REIC, Savills Research & Consultancy

Major Investment Transactions, Q3/2024

PROPERTY	LOCATION	PRICE	BUYER	USAGE
ASAI Bangkok Chinatown	Pom Prap Sattru Phai, Bangkok	THB835.2 mil/ US$25.1 mil	Dusit Thani Freehold and Leasehold REIT (DREIT)	Hotel
ASAI Bangkok Sathorn	Bang Rak, Bangkok	THB330.8 mil/ US$10.0 mil	Dusit Thani Freehold and Leasehold REIT (DREIT)	Hotel
Unitech PCB	Chaiyo, Ang Thong	N/A	Unitech Printed Circuit	Industrial
Land and factory at Rojana Industrial Park	Uthai, Phra Nakhon Si Ayutthaya	THB46.4 mil/ US$1.4 mil	Belton Industrial (Thailand) Limited	Industrial
Land and Factory at Rojana Industrial Park	Uthai, Phra Nakhon Si Ayutthaya	THB48.7 mil/ US$1.5 mil	Zhejiang Sling Automobile Bearing Co Ltd	Industrial

Source MSCI Real Capital Analytics

Vietnam

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According to the World Bank's latest report from late August, GDP is forecast to grow by 6.1% in 2024, up from 5% in 2023. Inflation is expected to be controlled at 4.5% in 2024, indicating economic stability. Foreign direct investment (FDI) continues to play a vital role, with registered FDI reaching US$20.52 billion by the end of August – an increase of 7% YoY. Realised FDI is estimated at US$14.15 billion, reflecting an 8% YoY rise. However, despite these positive developments, Viet Nam's economy has not yet returned to its pre-pandemic growth trajectory, with consumer spending remaining subdued.

Steady annual growth in FDI is a key driver of industrial real estate in Viet Nam. The country currently offers 33,000 hectares of industrial parks for lease, with an occupancy rate of approximately 80%. In September, T&T Group broke ground on a 41.7ha industrial cluster in Ha Noi, and High-tech Infrastructure secured approval for a 105.5ha park in Bac Giang.

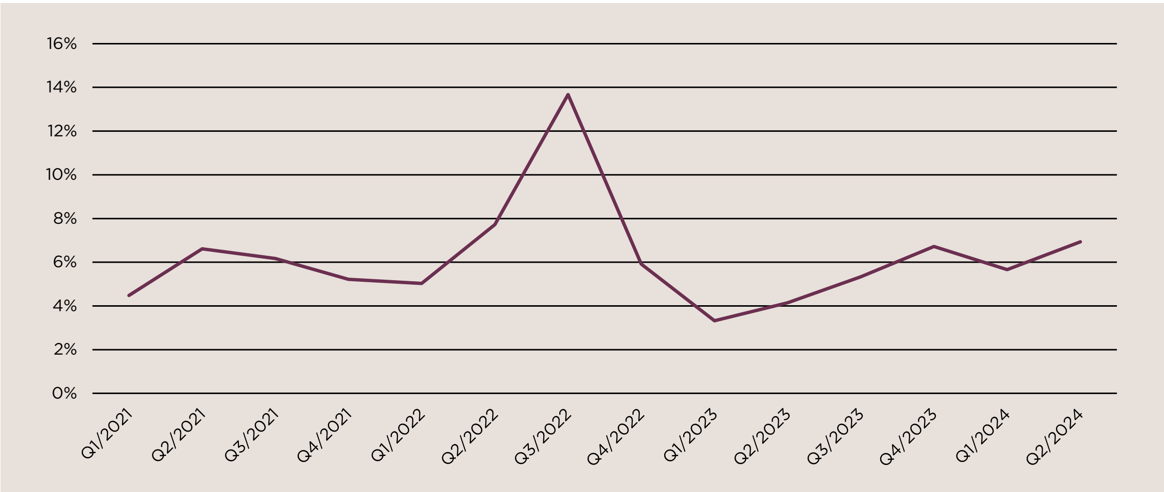
Despite a projected slowdown in domestic spending, the retail market remains strong due to limited retail space and a growing middle class. AEON Mall is expanding, having opened AEON Mall Hue (8.6ha) in September, acquiring a 10.5ha site in Thanh Hoa for its largest mall in the central region, and securing Master Plan 1/500 approval for the AEON Mall Bien Hoa project (12ha). Becamex IDC also broke ground on a 7ha commercial complex in Binh Duong New City.

International visitors are returning to Viet Nam, with over 11.4 million arrivals in the first eight months of 2024, up 45.8% YoY and 1% higher than in 2019. By 2028, 191 hospitality projects are expected to add around 49,800 rooms; 75% of this new supply is in the mid-to-high-end segment, with 70% branded by international luxury hotel chains, positioning Viet Nam as a key market in the region.

Despite the amended Land Law taking effect in August, the residential market remains quiet. In the same month, Cosmos Initia, TT Capital, and Koterasu Group launched the TT AVIO project in Binh Duong, offering nearly 2,000 affordable apartments with tailor-made payment schedules to boost demand. Vinhomes introduced the 385-hectare Vinhomes Global Gate in Ha Noi, featuring over 4,100 low-rise units and 12,600 high-rise units, with an official launch expected by year-end. Skyworld signed an MOU to potentially acquire a 49% stake in a 10.25-hectare project in Binh Duong from GuocoLand.

Around 35,000 sq m of NLA office space will be added in HCMC in the second half of 2024 from three Grade B and C projects: Thaisquare The Merit, Vinatex Building, and CMC Tower B. In Ha Noi, two Grade A projects, Taisei Ha Noi Office Tower and Heritage West Lake, will add 46,000 sq m by year-end.

Vietnam GDP Growth Rate, Q1/2021 to Q2/2024



Source Vietnam General Statistics Office

Major Investment Transactions, Q3/2024

PROPERTY	LOCATION	PRICE	BUYER	USAGE
AEON Mall Project	Thanh Hoa	N/A	AEON Mall Vietnam	Retail

Source MSCI Real Capital Analytics, Public Information

Australia

▼ 2 Constitution Avenue
Canberra, ACT
AU$90.1M/US$61.5M
in September

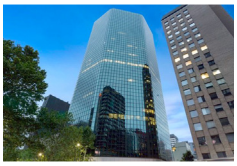
Market Central Lutwyche Shopping Centre ▶
Lutwyche, QLD
AU$120.0M/US$82.0M
in September

◀ Westfield Whitford City Shopping Centre (50% stake)
Hillarys, WA
AU$195.0M/US$133.3M
in September

Lakeside Joondalup Shopping City (50% stake) **▲**
Joondalup, WA
AU$420.0M/US$287.0M
in August

▲ Westfield West Lakes
Adelaide, SA
AU$349.0M/US$238.5M
in September

200 Queen Street ▶
Melbourne, VIC
AU$170.0M/US$116.2M
in August



Willows Shopping Centre ▼
Townsville, QLD
AU$212.0M/US$144.9M
in September

Beijing

◀ No. 28 Di'an men West Street
Xicheng District
RMB360.9M/US$50.4M
in August

H. Brother Headquarter ▶
Chaoyang District
RMB350.0M/US$48.9M
in July

Tower 02B, Forte Financial Center ▶
Tongzhou District
RMB946.0M/US$132.0M
in September

◀ Tower 5, Coli Financial Center
Xicheng District
RMB2.8B/US$392.1M
in September

Guangzhou/Shenzhen

◀ Guangzhou Cultural Centre
Tianhe, Guangzhou
RMB2.1B/US$293.1M
in Q3

CIMC Qianhai International Center T1B and T1C ▶
Qianhai, Shenzhen
Est. RMB900.0M/Est. US$125.6M
in Q3

Shanghai



Gemdale & Apollo Industrial Park Portfolio
Songjiang, Baoshan, Jiading
RMB1.5B/US$209.4M
in July

Landmark Center (40% share)
Hongkou
RMB1.7B/US$240.1M
in September

Building 1, Orstar City Phase II
Putuo
RMB1.5B/US$211.5M
in July

Nanxiang Incity Mega (48% share)
Jiading
RMB2.0B/US$279.2M
in July

Hong Kong

7 Devon Road
Kowloon Tong
HK$333.0M/US$42.8M
in August

No. 8 Purves Road
Jardine's Lookout
HK$360.0M/US$46.3M
in July

One Vista Summit and One Vista Supreme
Tuen Mun
HK$1.4B/US$180.0M
in July

19 Kent Road
Kowloon Tong
HK$227.8M/US$29.3M
in July

Houses A, B, C & D, 46 Plantation Road
The Peak
HK$1.1B/US$141.4M
in July

Camelpaint Centre
Kwun Tong
HK$410.0M/US$52.7M
in September

Portion of G/F and Portion of 1/F, Fortress Tower
Fortress Hill
HK$310.0M/US$39.8M
in September

37-39 Carnarvon Road
Tsim Sha Tsui
HK$420.0M/US$54.0M
in July

Japan

▲ **Art Hotel Osaka Bay Tower & Solaniwa Onsen (44.6% interest in hotel portion)**
Osaka
JPY31.2B/US$222.2M
in July

◀ **Hilton Fukuoka Sea Hawk**
Fukuoka
JPY70.0B/US$498.4M
in August

Harumi Island Triton Square Office Tower Y ▶
Tokyo
JPY22.8B/US$162.3M
in July

Singapore

◀ **20TSA** (**51% interest**)
20 Tuas South Avenue 14
S$428.4M/US$331.9M
in July

Ion Orchard (**50% interest**) ▶
2 Orchard Turn
S$1.8B/US$1.4B
in September

Elementum (**49% interest**) ▶
1 North Buona Vista Link
S$272.0M/US$210.7M
in August

◀ **A portfolio of industrial assets** (**West Park Bizcentral, 2PS1, Solaris@Kallang 164, Solaris@one-north, Qualcomm Building, Eightrium@Changi Business Park, and Tuas Connection**)
Various locations
S$1.6B/US$1.2B
in August

South Korea

▲ **City Square**
CBD
KRW428.1B/US$327.0M
in Q3

Daedeok Logistics Center ▶
Southern SMA
KRW618.0B/US$472.0M
in Q3

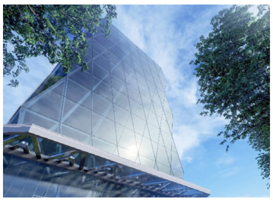
◀ **Golden Tower**
GBD
KRW440.8B/US$336.0M
in Q3

Nae-dong Logistics Center ▼
Western SMA
KRW279.0B/US$213.0M
in Q3

Taiwan

Innolux Tainan Factory ▶
Tainan City
TWD17.1B/US$533.8M
in August

◀ **Factory in Xinzhuang District**
New Taipei City
TWD2.2B/US$68.5M
in July



◀ **Shin Ruenn Xinzhuang Building**
New Taipei City
TWD3.0B/US$93.1M
in July

AUO Tainan Factory ▶
Tainan City
TWD7.4B/US$230.5M
in August

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