



DA NANG

First Forum Regarding the Result of Cooperation Project Between South Asian Cities : The Result and Further Direction of Collaborative Project Between Da Nang and Seoul to Establish a Plan for Danang Metropolitan area and a Realization Strategy for Building DHTP

HOST Team in Seoul : Seoul Institute, Green Smart City Lab of Sung Kyun Kwan University
Team in Danang : Danang Institute for Socio-Economic Development
Danang High-Tech Park Management Board
International Organization : UN Habitat Vietnam

DATE Friday, December 12, 2014 1:30PM ~ 5:30PM

PLACE Grand Conference Room 3rd floor, City Hall of Seoul

동아시아 도시간 상생협력 프로젝트 성과 토론회 1 :

다낭광역권계획 및 다낭첨단산업단지 실현전략 수립을 위한 다낭·서울간 공동연구사업 성과와 향후방향

| 다낭-서울-국제기구 공동주최

- 서울팀 : 서울연구원, 성균관대학교 녹색도시건축연구센터
- 다낭팀 : 다낭사회경제연구원(DISED), 다낭첨단산업단지관리위원회(DHTP MB)
- 국제기구 : UN-HABITAT 베트남사무소

| 일 시 : 2014년 12월 12일 금요일 13:30 ~ 17:30

| 장 소 : 서울시청 3층 대회의실

초대의 글

‘다낭·서울간 공동연구사업 성과 토론회’에 귀하를 초대합니다.

서울연구원은 다낭사회경제연구원과 서울의 도시계획 경험을 공유하기 위한 프로그램으로, 성균관대학교 녹색도시건축연구센터, UN-HABITAT 베트남사무소와 함께 ‘다낭 광역권계획 및 다낭 첨단산업단지 실현전략’을 마련하기 위한 연구를 추진하고 있습니다.

베트남 중부권의 중심도시인 다낭은 인도차이나 반도의 내륙을 연결하는 관문도시이자 자연경관이 아름다운 관광도시로 부상하고 있습니다. 다낭시는 지리적 이점, 풍부한 교통·관광인프라, 양호한 생활환경을 기반으로 최근 ‘2030 도시기본계획’과 ‘다낭첨단산업단지 조성계획’을 수립하여 동남아시아의 중심도시로 도약하기 위한 준비를 하고 있습니다. 연구진은 다낭시 발전과 첨단산업단지의 실현전략 마련을 위하여 다낭에서 여러차례 워크숍을 진행하였고, 이번에는 서울에서 그동안의 성과를 점검하고 향후방향을 논의하고자 합니다.

오는 12월 12일 국제협력 및 도시계획·도시개발 전문가와 시민 여러분을 모시고 다낭·서울·국제기구팀에서 마련한 ‘새로운 도시협력모델’에 대한 토론을 진행할 예정이오니 다양한 의견개진을 부탁드립니다. 더불어 다낭 광역권 형성과 다낭시의 발전, 그리고 다낭첨단산업단지의 성공적인 추진을 위해서도 소중한 의견을 제시해주시기 바랍니다.

아무쪼록 바쁘신 중에도 참석하시어 자리를 빛내주시길 바라며,
국제도시협력과 다낭시의 발전을 위해 전문가 및 시민 여러분의 많은 참여와 관심을 부탁드립니다.

토론회 프로그램

구 분	시간	주요내용
행사전	13:30~14:00(30')	등록
개회	14:00~14:05(05')	서울연구원장 개회사
	14:05~14:10(05')	서울시 국제교류사업단장 축사
	14:10~14:15(05')	UN-Habitat Vietnam 사무소장 축사
다낭·서울·UN-H 공동 연구결과 발표	14:15~14:35(20')	다낭·서울·국제기구간 도시협력프로젝트의 의미와 추진경과 - 발표 : 이주현 유엔해비타트 도시개발 스페셜리스트
	14:35~15:05(30')	다낭 대도시권 형성을 위한 다낭시 비전 및 전략 - 발표 : Nguyen Phu Thai 다낭사회경제연구원장
	15:05~15:35(30')	다낭첨단산업단지 성공을 위한 실현전략 - 발표 : Doan Ngoc Hung Anh 다낭첨단산업단지 관리국 부국장
휴식	15:35~15:45(10')	휴식 및 장내정리
토론 및 질의응답	15:45~17:00(75')	토론 (좌장: 김도년, 성균관대학교 교수) - 이상목 팀장 (기재부 KSP사업팀) - 김지엽 교수 (아주대학교) - 이현 대표 (R2 Korea) - 박지훈 상무 (정림건축 베트남지사) - 김준영 기자 (세계일보) - 임희지 박사(서울연구원) - Nguyen Quang 박사 (UN-H 베트남사무소 소장) - Nguyen Phu Thai 원장 (다낭사회경제연구원장) - Doan Ngoc Hung Anh 부국장 (다낭첨단산업지관리국)
폐회	17:00~17:30(30')	맺음말

| 문의 서울연구원 도시공간연구실 남선희 연구원 02-2149-1102 namsun11@si.re.kr

First Forum Regarding the Results of Cooperation Project Between South Asian Cities:

The results and further direction of the collaborative research project between Da Nang and Seoul in order to establish a plan for Danang metropolitan area and a realization strategy for building Danang High-Tech Park

Host:

- Team in Seoul: The Seoul Institute, Green Smart-city laboratory of Sung Kyun Kwan University
- Team in Da Nang: Danang Institute for Socio-economic Development, Danang High-Tech Park Management Board
- International organization: UN-habitat Vietnam

Date: Friday, Dec 12. 2014 1:30 PM ~ 5:30 PM

Place: Grand Conference Room, 3rd floor, City Hall of Seoul

Invitation

We invite you to the forum regarding the results of the collaborative research project between Da Nang and Seoul. To share the experience of urban planning in Seoul, Seoul Institute with Danang Institute for Socio-economic Development have made effort to conduct a research to establish “planning for metropolitan area and a feasible strategy for building Danang High-Tech Park_” with the Green Smart-city lab of Sung Kyun Kwan University and UN-habitat Vietnam.

Da Nang is a major city in the central Vietnam, a gate city in the Indo-China peninsula and a new tourist hotspot for its natural landscape. Based on Da Nang’s central location, its function as a hub for transportation, infrastructure for tourism, and good living conditions, our work is to develop a strategy to realize “Master Plan for Development of Da Nang city to 2030, vision to 2050” and “Danang High-tech Industrial Park Master Plan” in order to make Da Nang competitive hub city in Southeast Asia. The research group has done intensive work and held numerous workshops in DA Nang up to now in order establish a realization plan for the development of Da Nang city and Da Nang High-Tech park. Now in Seoul, we want to evaluate our results so far and discuss the further directions.

We want to kindly invite experts in international affairs and urban development, and fellow citizens to participate and share your opinions on “the New Collaborative Model of the City” prepared by teams from Da Nang, Seoul and an international organization. We also ask you to share your thoughts on the success of the development of Danang metropolitan area, Danang city and Danang High-Tech Park.

We appreciate your taking time to participate in the development of Da Nang and international city affairs.

Forum Schedule

Registration	13:30 ~ 14:00	
Opening Speech	14:00 ~ 14:05	President of the Seoul Institute
Welcome Speech	14:05 ~ 14:15	Director General of International Relations Bureau in Seoul County Office Representative of UN-Habitat Vietnam
Presentation of Research Results	14:15~14:35	Rationale and Implications of Collective Urban Development Project
	14:35~15:05	Building Metropolitan Region and Developing Danang As a Hub City
	15:05~15:35	Development Direction for Danang High-Tech Park
Break	15:35~15:45	
Open Debate Q&A Session	15:45~17:00	Moderator : Prof. Kim Donyun (Sung Kyun Kwan University) <ul style="list-style-type: none"> - Dr. Lee Sang Mok (Director of KSP project team in Minister of Strategy and Finance) - Prof. Kim Jeeyeop (Ajou University) - Mr. Lee Hyun (Representative of R2KOREA) - Mr. Park Jihoon (County Office Representative of Junglim Architecture Vietnam) - Mr. Kim Jun Yeong (Segye Ilbo, Journalist) - Dr. Lim Heeji (Seoul Institute) - Dr. Nguyen Qunag (County office representative of UN-Habitat Vietnam) - Dr. Nguyen Phu Thai (Director of Danang Institute for Socio-Economic Development) - Mr. Doan Ngoc Hung Anh (Deputy Director of Danang High-Tech Park Management Board)
Closing Remarks	17:00~17:30	

Contact info: 82-2-2149-1102, namsun11@si.re.kr Sun Hee Nam, researcher, Urban Space Laboratory of the Seoul Institute



DA NANG

Presentation 1.

Rationale and Implications of Collective Urban Development Project



Re-visioning Da Nang City & Strategic Framework for DHTP:

Rationale and Implication of Collective Urban Development Project

Lee Juhyun (UN Habitat Vietnam, Urban Development Specialist)



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녹색도시건축연구센터
Smart Green City Lab
Sung Kyun Kwan University

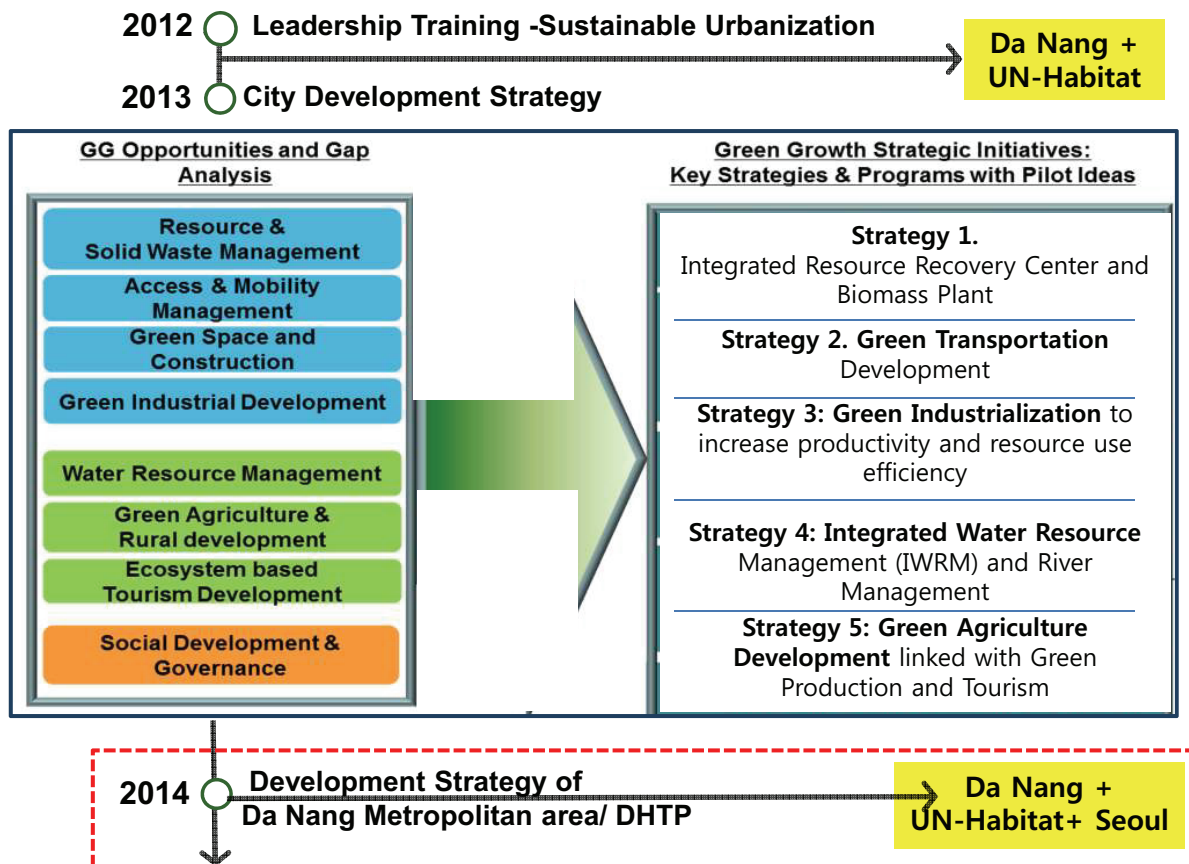
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1. Sustainable Urbanization Strategy for Cities of Vietnam

- **High-value added industrial & service** development to create a *new growth engine of the city*
- **Regional Development** and *Innovative Governance*
- **Effective exploitation & land use** to cope with rapid urbanization
- **Clean & Quality living** environment and disaster responsiveness

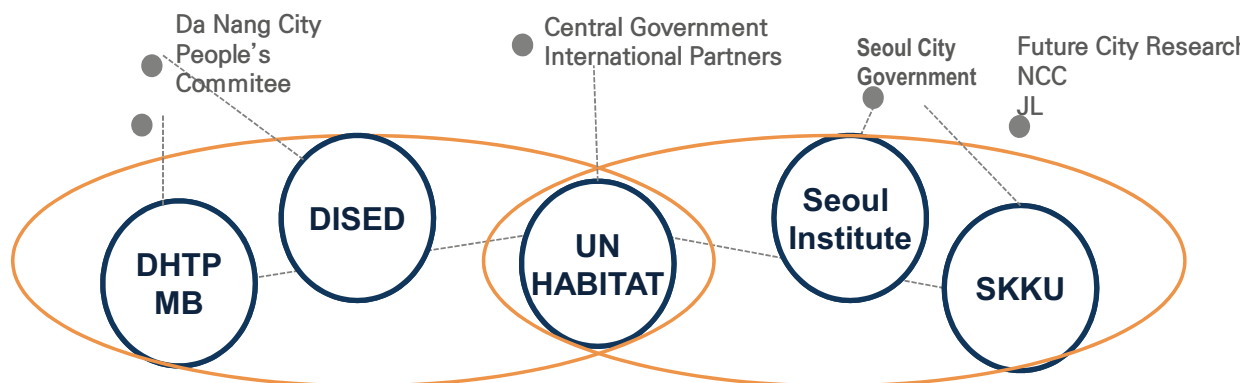


2. Sustainable Urbanization Strategy for Da Nang 2012-3



3. Collective Urban Development Project

Joint Research among The Seoul Institute – Sungkyunkwan University - UN Habitat – Da Nang Institute for Socio-Economic Development (DISED) – Danang High-tech Park Management Board (DHTP MB)



Local Ownership

- Data, Resources Mobilization
- Multi-sectoral Consultation
- Discussion for adopting options
- Prioritizing choices

Adopting knowledge in local contexts

- Global Networks and Best Practices
- Institutional Analysis
- Urbanization Review
- Identifying Adopting Options

Lessons/ Phasal Process for

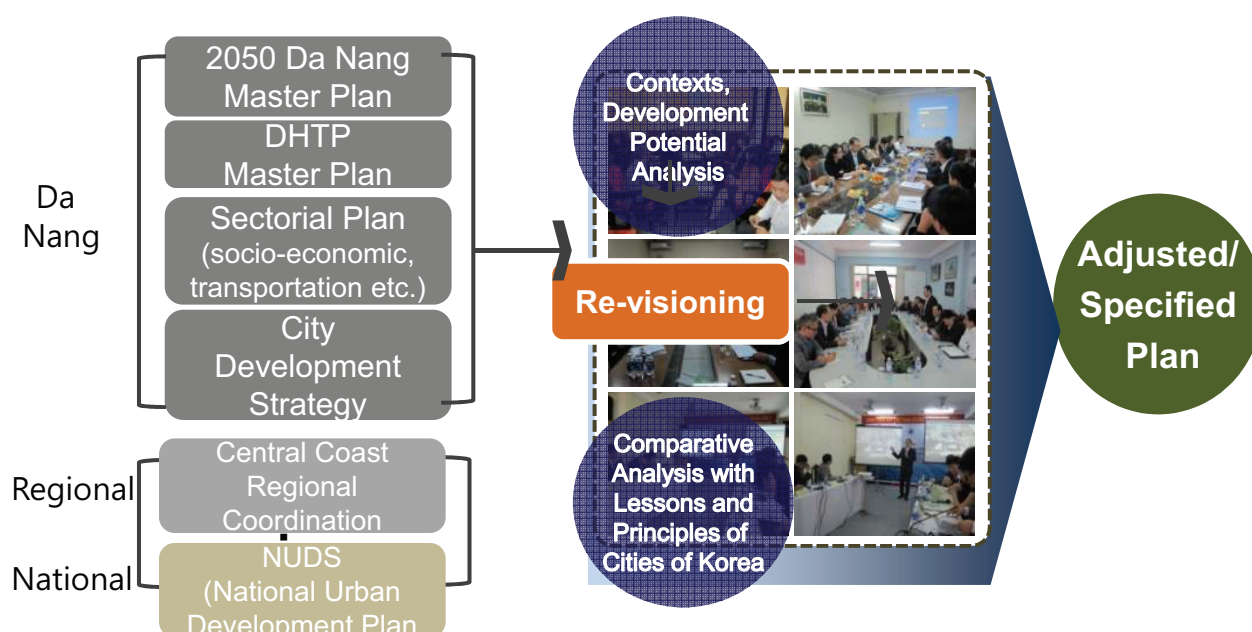
- Hub city development & Metropolitan development
- High Value Added Urban Development Strategy

Realization of Competitive/ Sustainable City

4. Added Value of the project

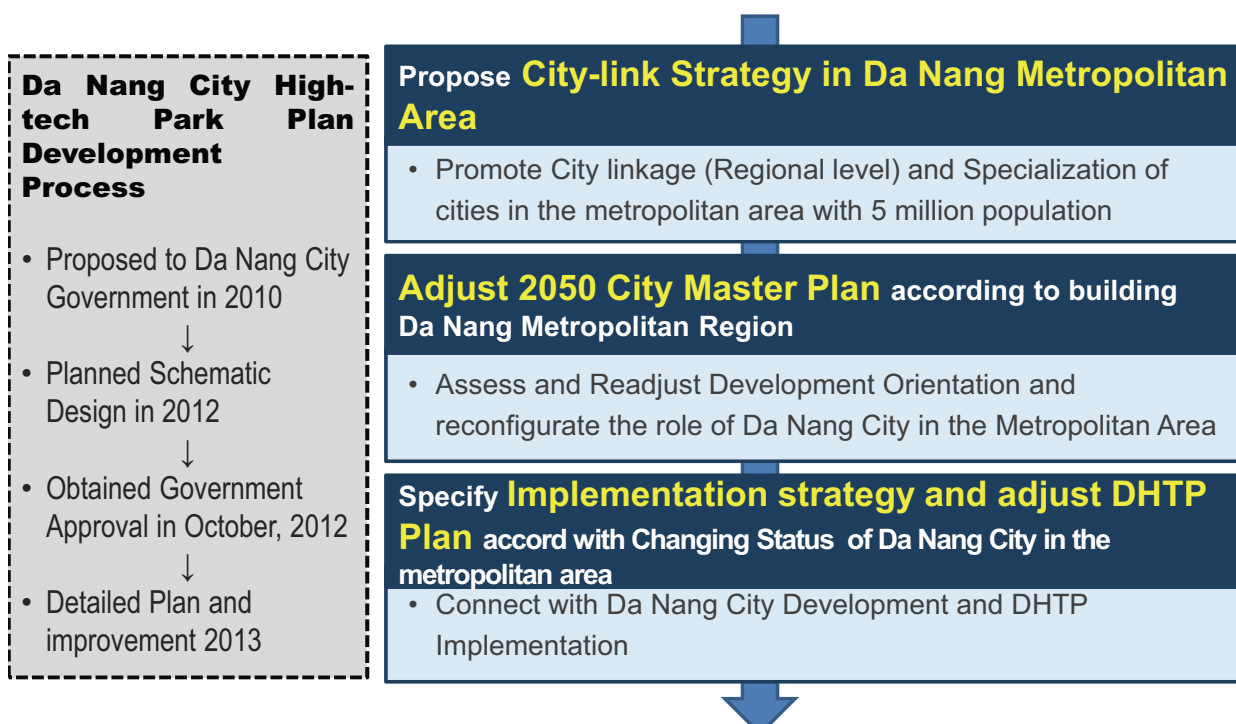
Specify the implementation strategy, **based on Existing Planning Framework**

- Analyzed an institutional framework and development strategy at city, regional and national level ->
- Adjust and Specify overall Framework to realize the plan, making the plan more realizable



4. Added Value of the project

Re-visioning Da Nang city as **the Hub of Da Nang Metropolitan Region** and **Implementation Strategy of DHTP**



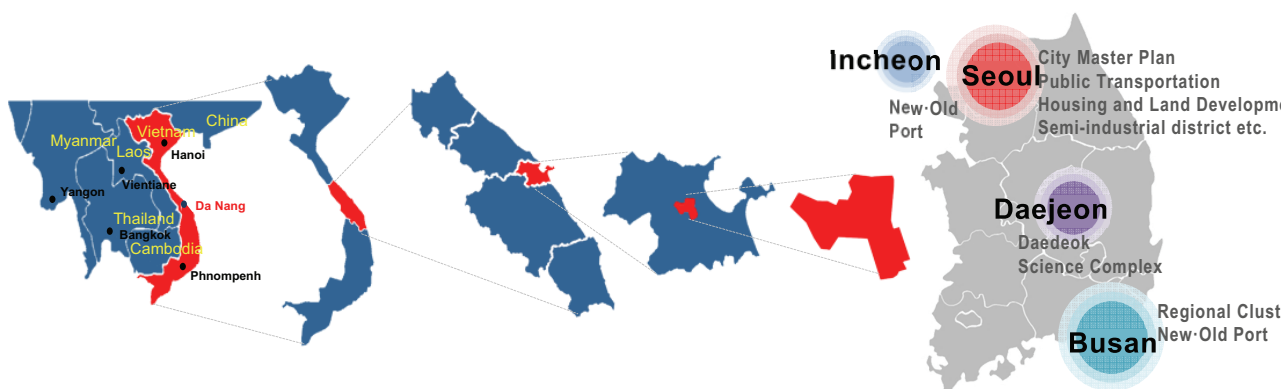
4. Added Value of the project

Local Ownership, Leadership to localize and institutionalize specific knowledge

- Analysis of system, resources, incentives
- Developing consensus with Multi-sectoral stakeholder coalition
- Re-visioning of strategy, evaluating pros & cons of alternative options
- Reporting a strategy to People's Committee

Diagnosed Planning, Implementation, Impact of Cases of Cities of Asia

- Discuss specific cases, process and results, and comparative analysis of implication in Contexts of Vietnam
- Identify strategic industry, land-use analysis, and specific methods and models for Da Nang
- Sharing new concept and manual on the phasal process (stage plans)



5. Process

Two Workshops in July and October, **“Joint Open Conference”** to share the final results at early Dec. 2014





DA NANG

Presentation 2.

Building Metropolitan Region and Developing Danang As a Hub City



RE - VISIONING DANANG CITY OF VIETNAM

BUILDING METROPOLITAN REGION AND DEVELOPING DANANG AS A HUB CITY

Dr. Nguyen Phu Thai (Director of Danang Institute for Socio-Economic Development)



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Content:

- ➡ Introduction of research project
- ➡ Current situation and development potentials of Danang city
- ➡ Re- visioning for development of Danang city and new objectives
- ➡ Strategic solutions

Part 1

INTRODUCTION OF RESEARCH PROJECT

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Origin of the research project

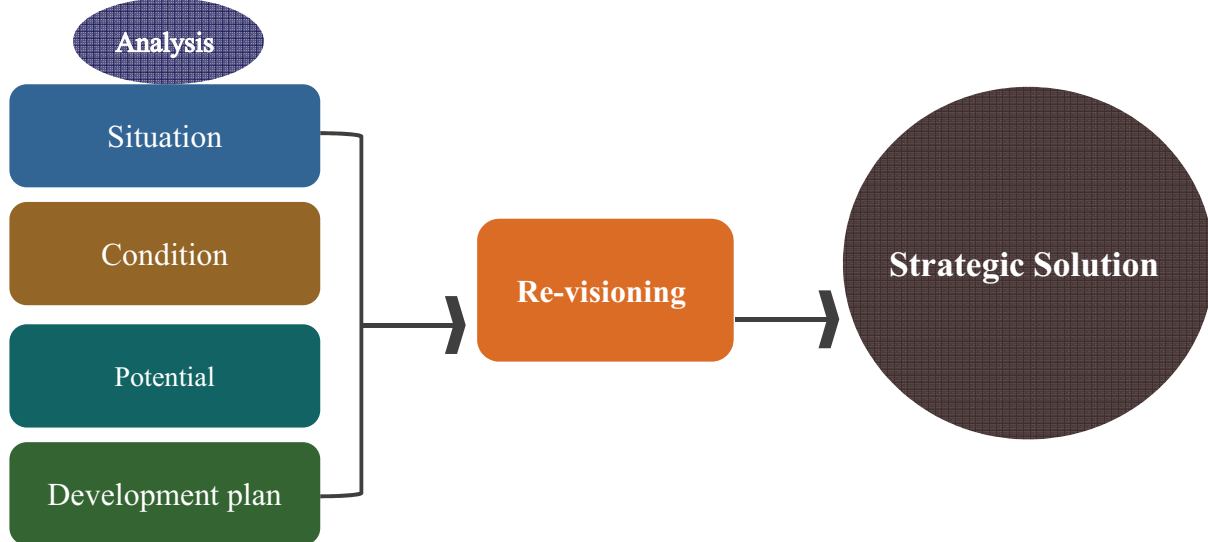
- Start up from Knowledge Sharing Program Of Seoul with International Megacities.
- Based on the relationship between: the Seoul Institute – Sungkyunkwan University (Side of Korea) – Un-Habitat Vietnam and Danang Institute for Socio-Economic Development – Danang Hi-tech Park Management Board (Side of Vietnam).
- Based on analysis of current situation and high development demand of Danang city.

Proposed to build and implement the project: “Re-visioning Danang City & Strategic Framework for Danang Hi-tech Park”

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Research process and method

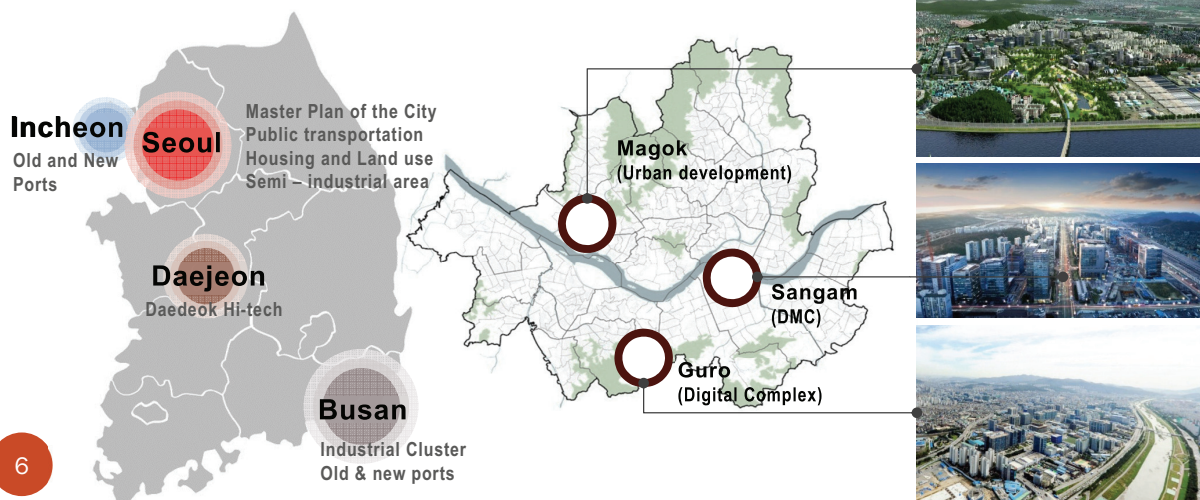
- **Comprehensively** Analyzing: **Condition, Situation** and **Developing plan, → Re-visioning**, and generating **Strategic Solutions** for **Danang city**



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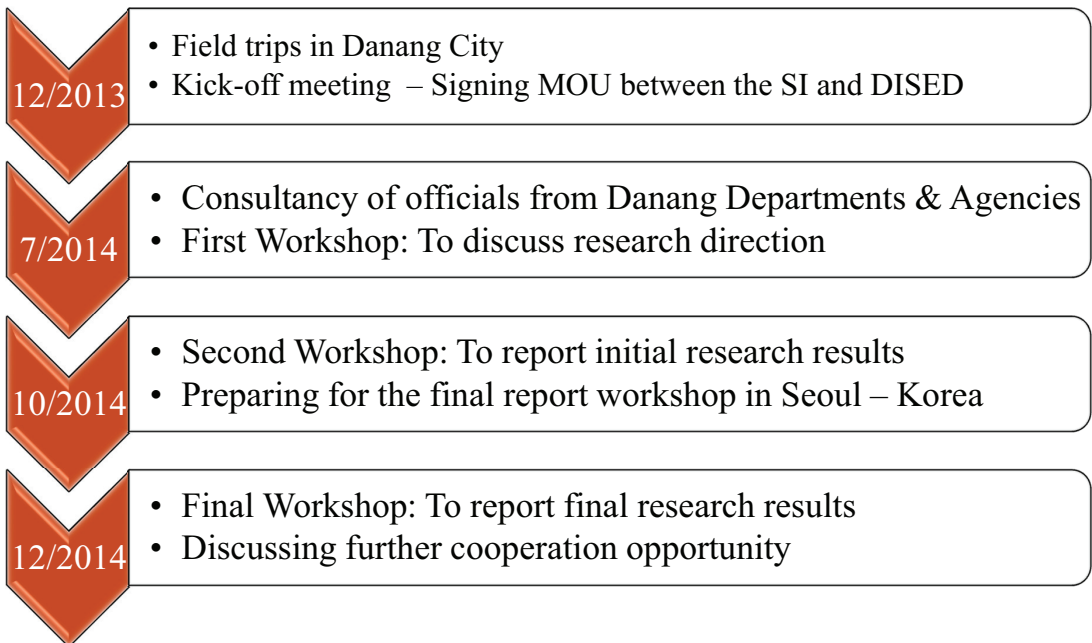
Research process and method

- Propose development strategy through comparative analysis with **development experiences and Principles of Korea Cities**



6

Main Activities



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Part 2

CURRENT SITUATION – POTENTIALS FOR DEVELOPMENT OF DANANG CITY

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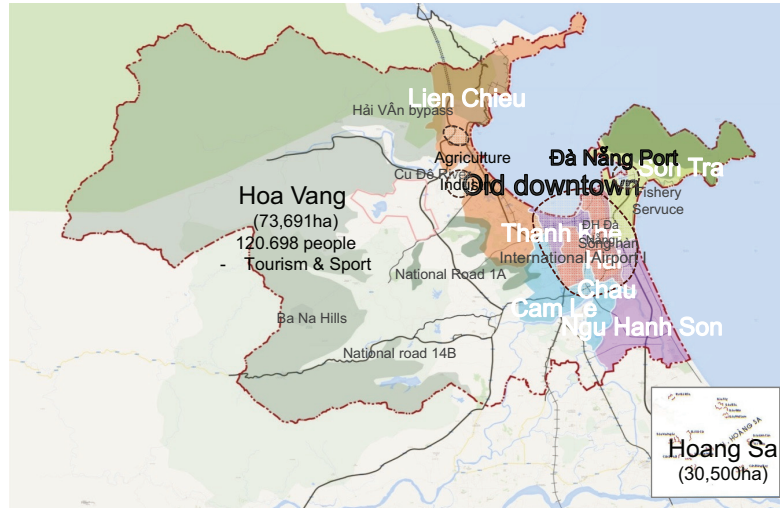
Overview of Danang City



Growth rate (2013): **8,1%**
 Labor forces: **520.400**
 people (account for 52%
 population)

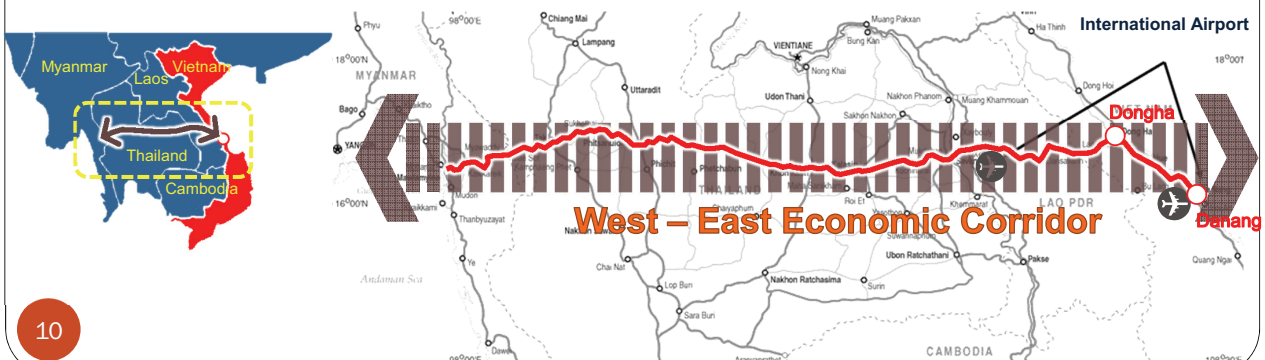
9

Area: **128.500ha**
 Population: **992.849** (2013)
 Resident density: **772 people/km2** (2013)
 Income per capita: **\$ 3.130** (2013)
 Economic Structure: **Service (61,67%) – Industry – Construction (34,7%) – Agriculture (2,7%)**
 Function Administrative areas: **8 districts/sub-districts**



Developing Potential: **Natural conditions**

- Gate City of Indo-China Peninsula
- Shipping Center connecting Northeast Asia with America
- Start Point of Major Way connecting 4 countries Myanmar – Thailand – Laos – Vietnam from East to West

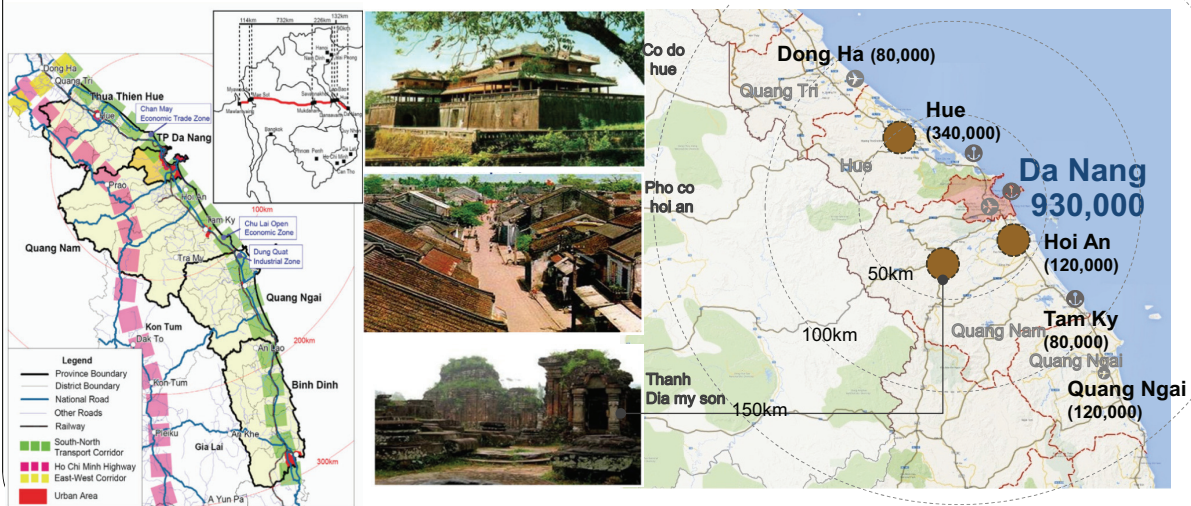


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Developing Potential: **Natural conditions**

Located at the central point of three World Heritages: Huế, Hội An, Mỹ Sơn
 Hub City of Central Vietnam: connecting surrounding 5 cities, Đông Hà, Huế, Tam Kỳ, Quảng Ngãi, Hội An

Belong to Central Key Economic Zone (CKEZ)



Developing Potential: **Natural conditions**

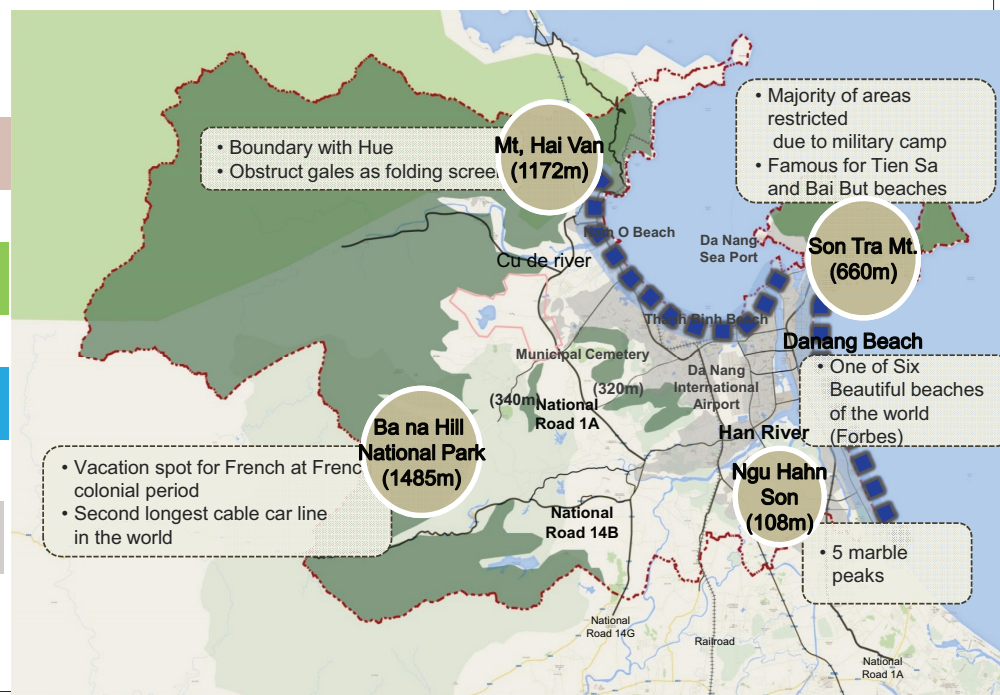
Possess abundant natural environment and resources

Mountain

River

Sea

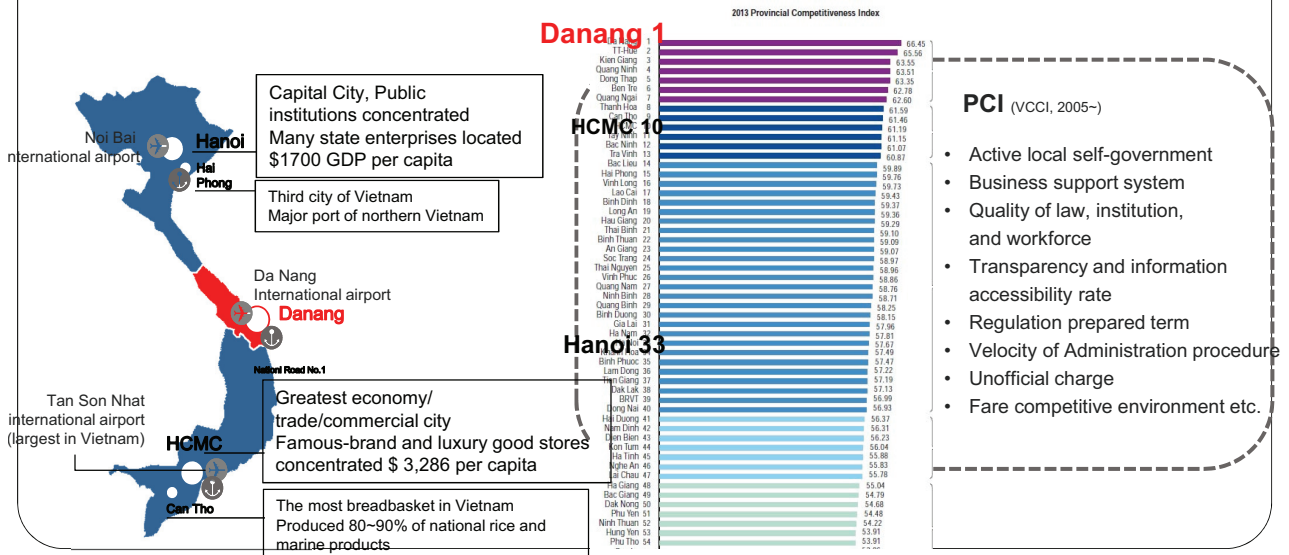
Plain



Developing Potential: Socio-Economic conditions

1st rank on Provincial Competitive Index in Vietnam 2013

Best Outstanding City for **Business Environment**, One of three **National Communication Centers** in Vietnam



Part 3

RE-VISIONING DANANG CITY – NEW OBJECTIVES

Re-visioning Danang City

“Build Strong and Economic New City Model” (NCC: New Century City)

“Hub City of Metropolitan region”



International centers

Tourism • Distribution • Knowledge

Like: Boston, United States / Amsterdam, Europe / Busan, Korea

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Tourism Center

Connecting with leisure facilities, natural environment, and historical places

Logistic Distribution

Utilizing geographical location in relations with marginal states

Knowledgable hub

Conglomerate and Growth High-tech industry

Developing Objectives

3 million population City

- Establish metropolitan region with Danang city as a center) – shared growth of linked cities
- Improve living standard for 3 million people through strengthening development of industry – housing supply & job creation

Tourism City

- Improved infrastructure (Public transportation, walking behavior water supply and drainage system)
- Vitalize tourism by effectively utilizing natural environment and historical heritages

Gate city of Southeast Asia

- Expand logistics distribution industry – Connect Southeast Asia with America
- Induce Financial Industry and Host conventions such as Singapore, HongKong, Frankfurt

City of Knowledge

- Strengthen integration of research and education – build convergence high-tech industry complex
- Continue to vitalize current manufacturing industry & transfer into knowledge – based industry

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Implement Process

Building Danang Metropolitan region

1. Collaboration of cities (Dong Ha, Hue, Danang, Quangngai, Hoian, Tamky) to build a common development strategy.
2. Strengthening the linkage among cities to share infrastructure and development targets

Developing Danang Hub City

3. Developing: business - finance hub
4. Creating: transport - logistics hub
5. Developing: tourism - retail hub
6. Creating: knowledge - industry hub

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Part 4

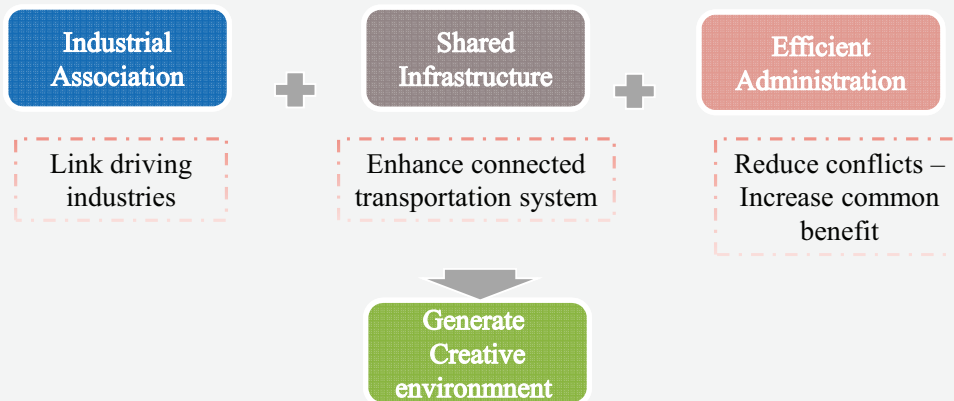
PROPOSED STRATEGIC SOLUTIONS

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4.1 Metropolitan region: Linkage of cities

Forming “**Spatial**” & “**Functional**” network to **strengthen the competitiveness** of highly interconnected cities of a region

Objective: Acquire “Economy of scale and self-sufficiency” through linkages of the population, industry, economy, and urban infrastructure among cities



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4.1 Metropolitan region: Linkage of cities

Linkage of transportation – Shared infrastructure

Step 1 (2020): Building commuting zone within 30 – 50 km about 1 hour with transit – Push up public transport.



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Step 2 (2030): Establishing economic activities zone within 50-200 km in about 3 hours with transit connected by hi-speed train



4.1 Metropolitan region: Linkage of cities

Identify central city: Da nang

Analysis of cities in the region to select:

Core City

City Population / Regional population / Promoted industry
Provincial Governance And Public Administration Performance Index 2013

Dong Ha	80,000 / 620,000 / Logistics distribution industry	6 th
Hue	340,000 / 1,090,000 / History-culture-tourism industry	16 th
Da Nang	980,000 / High-tech & Knowledge-base Industry& Commerce	2nd
Hoi An	120,000 / 1,440,000 / Culture-tourism-traditional industry	17 th
Tam Ky	80,000 / link to Chu Lai / Chu Lai Economic Zone, Marine tourism	17 th
Quang Ngai	120,000 / 1,220,000 / Heavy industry (Dung Quai Economic Zone)	51 st

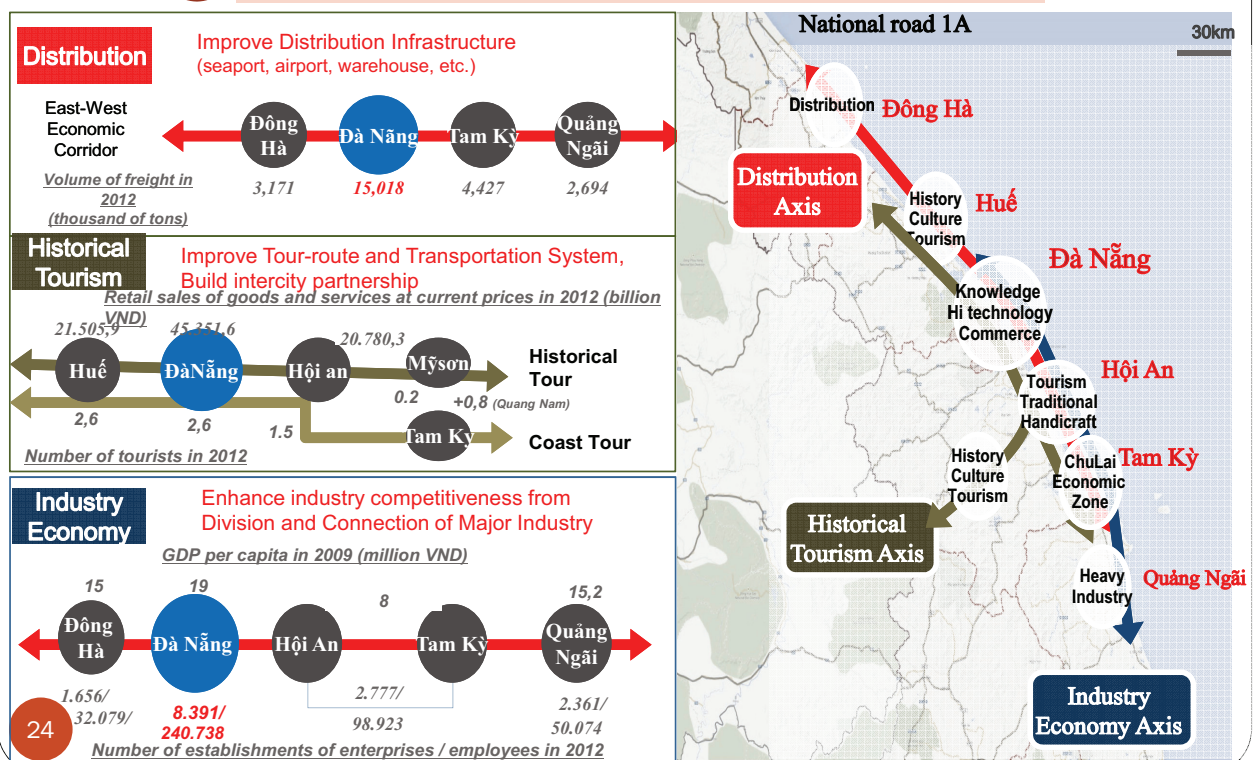
Number of passengers transported locally 2012 (unit : million)
Quang Tri(5.5)/ThuaThien-Tue(14.9)/**Da Nang(27.8)**/Quang Nam(11.0)/Quang Ngai(2.6)

- Expect to keep balance among fluctuating growth situations of neighbor cities and boost accompanied growth with them
- Reliable leader city in the region, certified at international level
- Enough capacity to be a center of new innovative policy implementation
- Further possibility to be a center of administration as well as of industry

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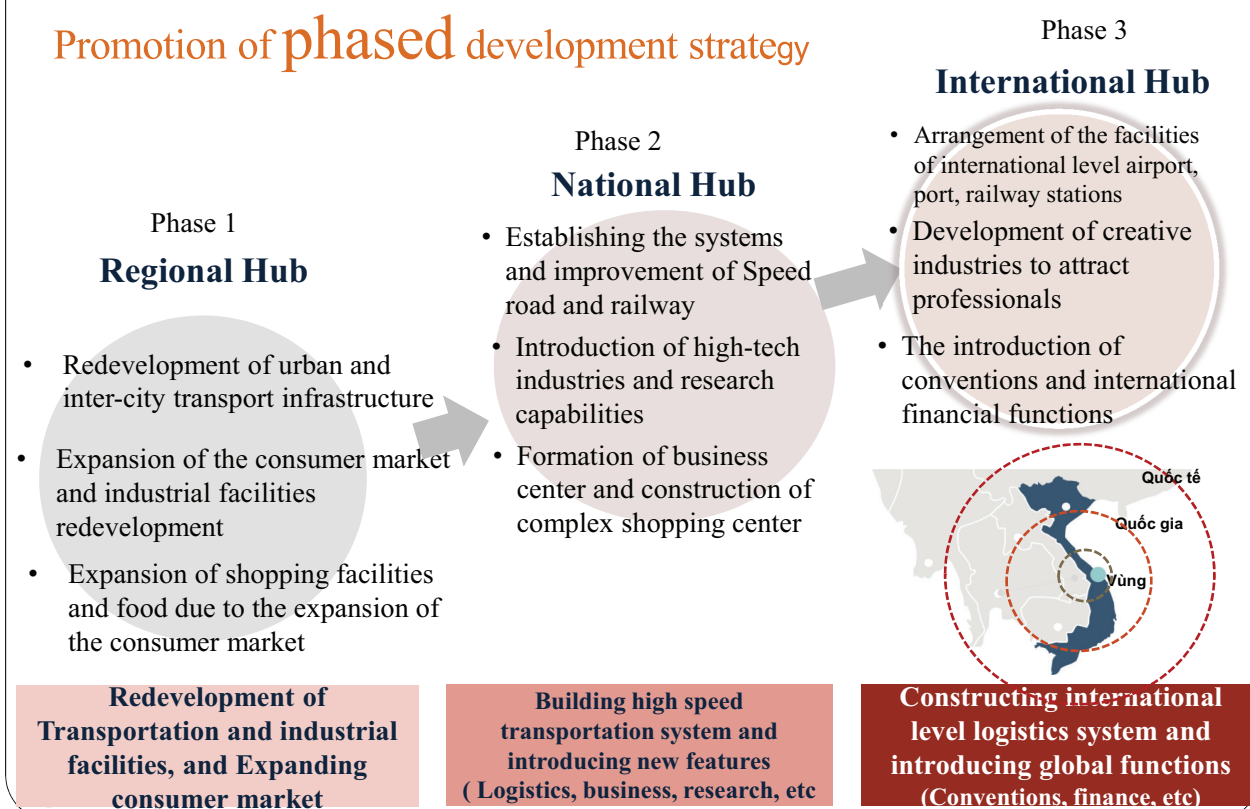
4.1 Metropolitan region: Linkage of cities

Identify Growth belts in Metropolitan region

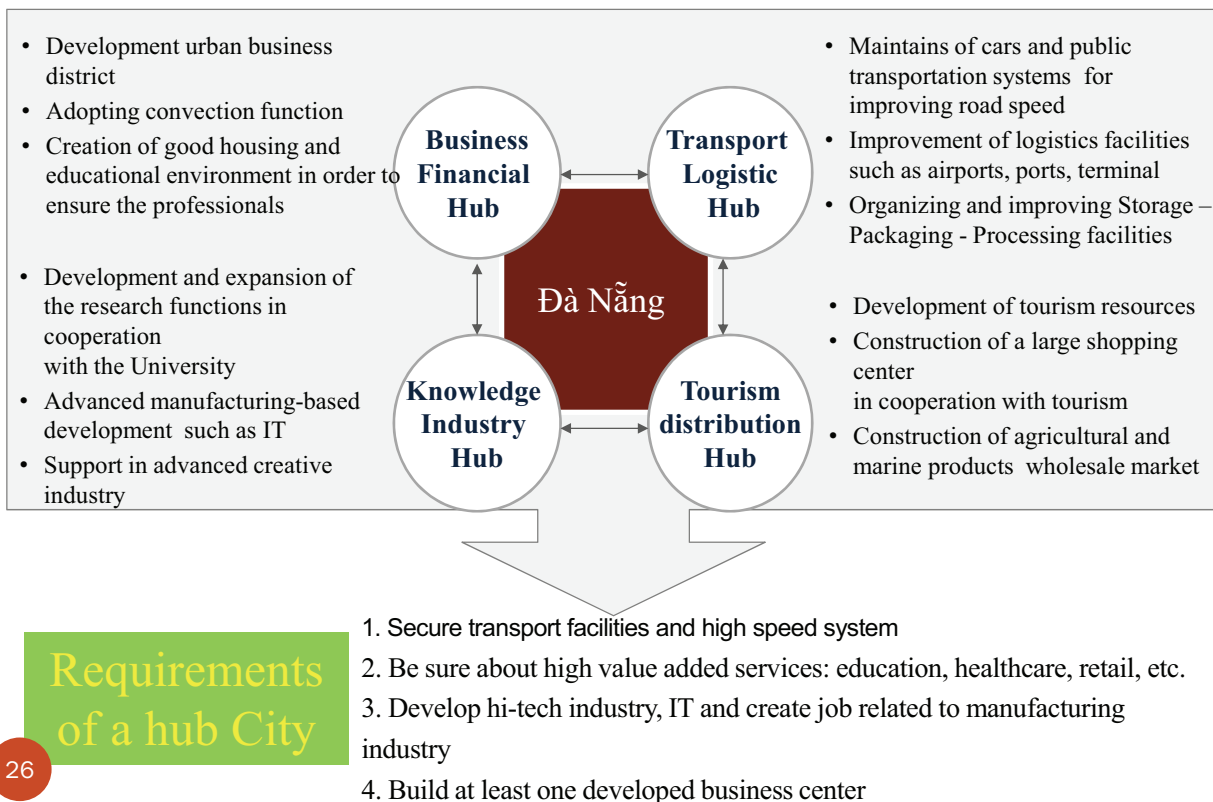


4.2 Building Danang: Hub city

Promotion of **phased** development strategy

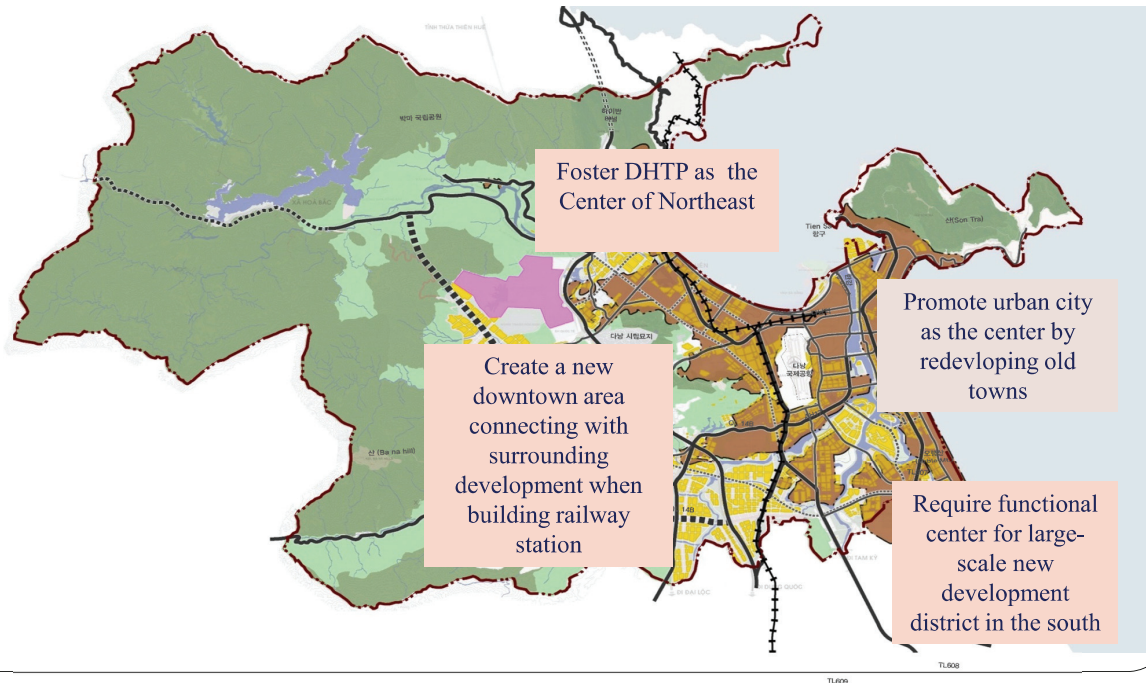


4.2 Building Danang: Hub city



4.2 Building Danang: Business Center

Focusing on developing business center at old downtown area and building **New urban areas**



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4.2 Building Danang : Transport – Logistic center

Develop **Smart & Modern Roads** at international level

1. Building traffic signal system and coordination
2. Integrated transport information system
→ bus information system – bus management

1. Meet minimum standard of at least 4 lanes with the width of 25m
2. Increase road cover at least 10%
3. Set road hierarchy
 - Main roads → control system
 - Secondary roads → walking street

Reduce congestion, accidents, and pollution (air and noise)

Attractive Tourism Industry



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4.2 Buidling Danang : Transport – Logistic center

Establishing sustainable public transit system: **bus oriented development**



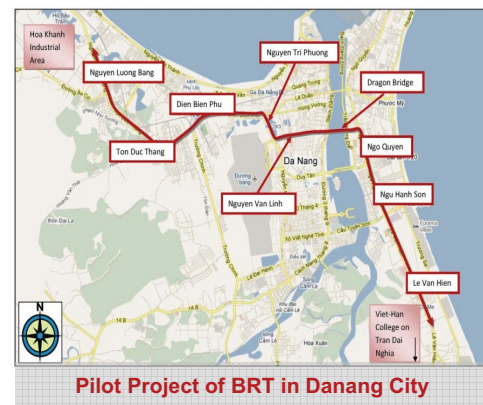
- Increase number of bus users (↑)
- Reduce financial pressure (↓)

	2010	2020	2030
Bus	1%	30%	50%
Walking	17%	20%	25%
Motobikes & bicycles	82%	50%	25%
Bus routes	5	50	130
Number of bus	-	1.000	2.500

Solution:

- Identify optimal bus operation intervals
- Enhance the punctuality of bus operations
- Based on GPS (Global positioning system)

1. Reform bust route
2. Bus Rapid Transit (BRT)
3. Transfer system reform and transit centers
4. Transportation card



Pilot Project of BRT in Danang City

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4.2 Buidling Danang : Transport – Logistic center

Develop an **Efficient & Environmental – Friendly** logistics system

Inter-Regional Logistics

1. Land/sea/air integrated logistics system
→ Hub & Spoke system: Improve airport/seaport/railway station facilities
2. . Construct a regional logistics expressway

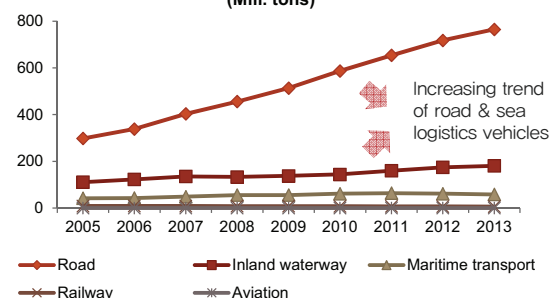


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City Logistics

1. Operate logistics-friendly arterial roads (e.g. Parking & congestion management)
2. Manage logistics vehicles → Informalization
3. Set loading zone in downtown area

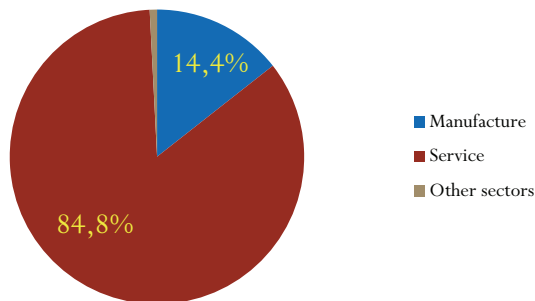
Volume of freight by transport sector (Mill. tons)



4.2 Building Danang: Center of Knowledge & Hi-tech Industry

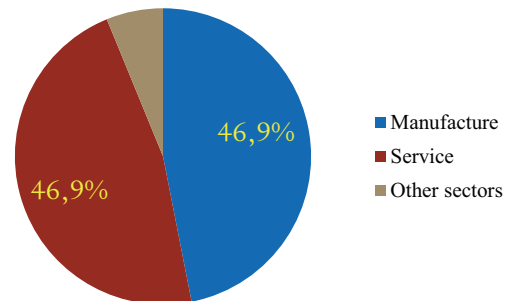
Current economic structure of Danang City

Percentage of Enterprises
(2012)

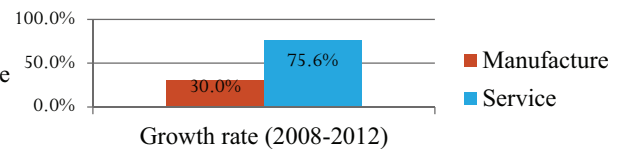
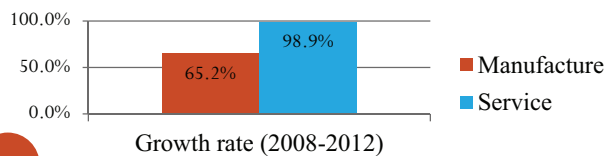


Total: 7,296 enterprises

Percentage of Employees
(2012)



Total: 183,049 employees

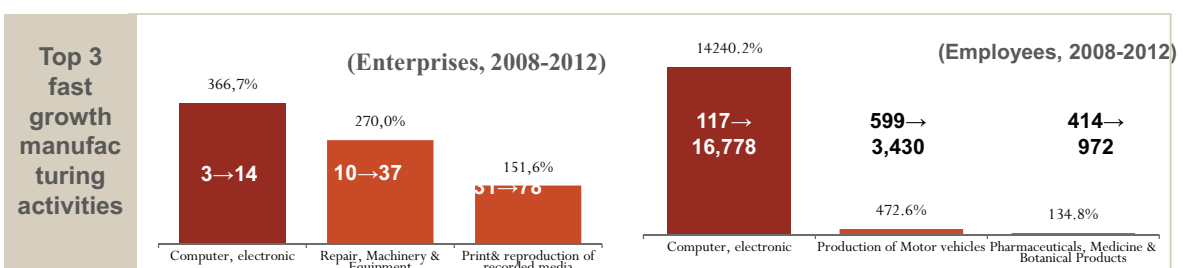
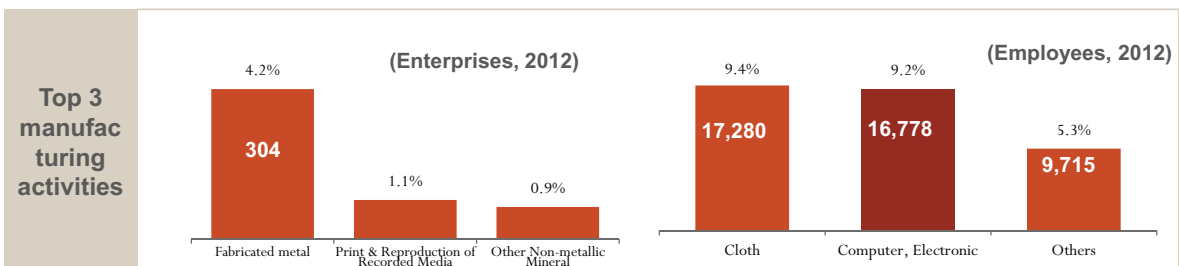


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4.2 Building Danang: Center of Knowledge & Hi-tech Industry

Information on industrial structure in Danang City:

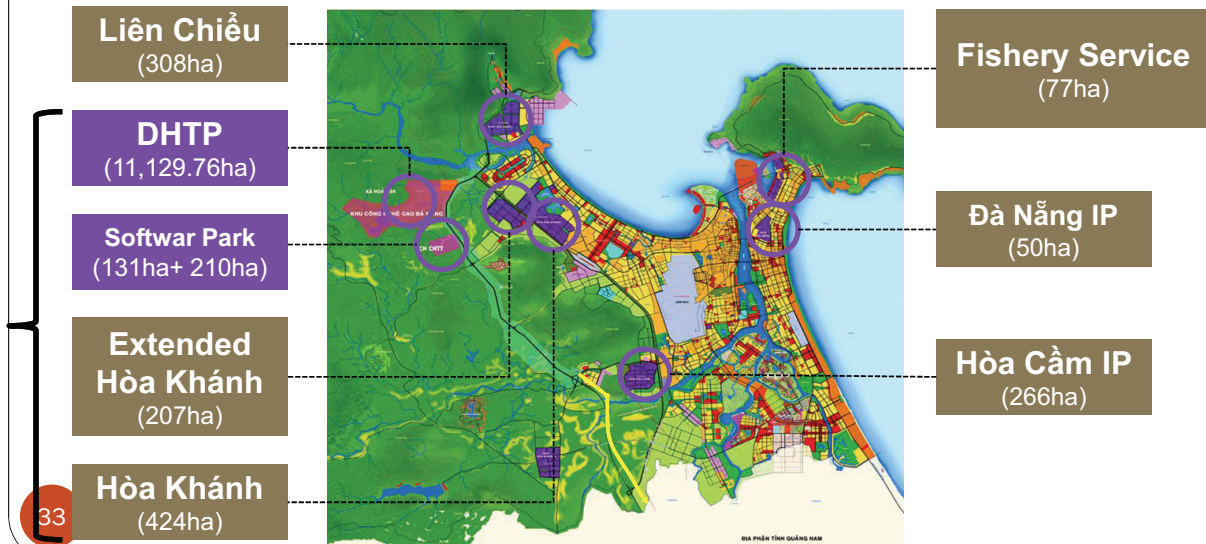
- **Fabricated metal, Apparel** : occupied the largest part in the manufacturing activities
- **Computer/Electronic**: on the progress of fast growth
- **Hi-tech Industry**: start to emerge



4.2 Building Danang: Center of Knowledge & Hi-tech Industry

Situation of manufacturing industry in Danang City

- A significant part of manufacturing industries is located in 6 operating industrial zones
- **DHTP and IT Park** are being developed for more knowledge intensive industries such as IT & high-tech
- **Hoa Khanh Industrial Zone nearby DHTP:** is the biggest one with a international focus



4.2 Building Danang: Center of Knowledge & Hi-tech Industry

Detail information of Industrial zones: **Industrial Base** for future high-tech industries

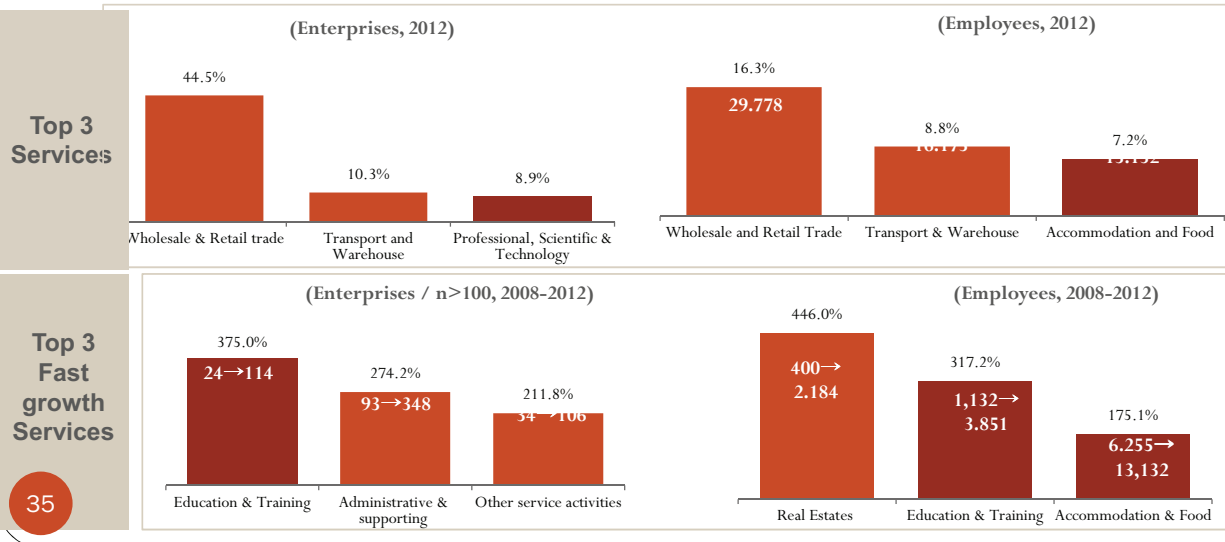
	Liên Chiểu	Extended Hòa Khánh	Hòa Khánh	Fishery Services	Đà Nẵng	Hòa Cẩm
Date of established	18/04/1998	25/03/2004	18/04/1998	04/09/2001	23/02/1993	24/04/2003
Area	136.49ha	67.79ha	298.25ha	43.68ha	41.87ha	96.13ha
Occupied rate	71.09%	78.3%	96.7%	71.29%	100%	79.4%
Total of projects	26	17	177	33	42	52
Project types	92% domestic projects	58% International project	75% International project	96% domestic projects	71% domestic projects	90% domestic projects
Number of enterprises	20	9	148	25	40	35
Main production	Car tires	Car components	Package/ Plastic ceiling panel	Seafood processing	Electronic	Wood products
Priority sectors	Heavy industry, cements	Electronics; Mechanic assembling	Machanic, Electronic Assembling	Fishery products and logistics	Textiles, footwear, leather handbag	Mechanic and electronic assembling

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4.2 Building Danang: Center of Knowledge & Hi-tech Industry

Service sector:

- ❖ **Wholesale & Retail Trade** account for highest share, followed is **Transportation, Accommodation & Food Services**, the lowest share is **Professional Scientific, Technical Activities**
- ❖ **Tourism & Knowledgeable activities such as Education & training** are growing fast: in both increased number of enterprises and employees



4.2 Building Danang: Center of Knowledge & Hi-tech Industry

Service sector: Contributed share in GDP increased

43% (2005) → 52.4% (2012)

Tourism: Number of foreign tourist grew continuously:

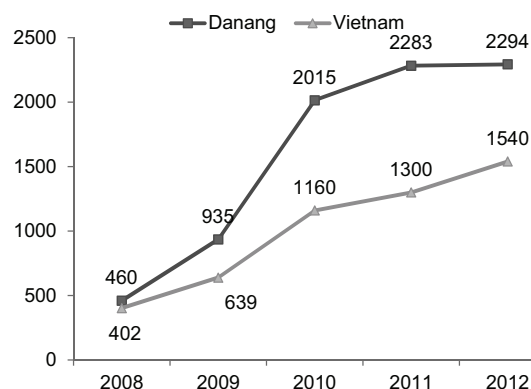
2.8 million (2012) → 3.1 million (2013)

➔ Strategy: maintain existing tourism base and expand the base by **fostering logistics and MICE (Meeting, Incentive, Conference, Exhibition) industries**

Within just 5 years, GDP per capita of Danang has grown roughly five times:

460 USD (2008) → 2,294 USD (2012)

GDP per capita (USD)



INDUSTRIAL STRATEGY FOR DANANG CITY



Priority for Clean and hi-tech Industries

DHTP plans to **attract clean & hi-tech industries** such as: **Bio-tech, mechatronics, precision machine, IT, New Energy/Materials, Environment Technology industries**



Promote manufacturing & service industries in stages complying with condition of the City

Mechatronics
Precision Machine
IT



BT (Bio-tech)
New Energy/ materials
ET (environment tech)

- Shorter payback periods
- Existing industrial bases

- Longer payback periods
- Larger investment/facilities
- Research Institutes/University



THANK YOU FOR YOUR LISTENING





DA NANG

Presentation 3.

Development Direction for Danang High-Tech Park





DHTP MANAGEMENT BOARD

Development Direction for Danang Hi-Tech Park

Doan Ngoc Hung Anh (Vice Director of Danang High-Tech Park Management Board)



DISED



서울연구원
The Seoul Institute



성균관대학교
녹색도시건축연구센터
Smart Green City Lab
Sung Kyun Kwan University

UNO HABITAT
FOR A BETTER URBAN FUTURE

Content

- **I. Danang Hi-tech Park Overview**
- **II. General Opinion about Seoul's Research Results**
- **III. Modification to the plan through joint research**
- **IV. Propose Further Research Direction**

I. DHTP Overview - Location

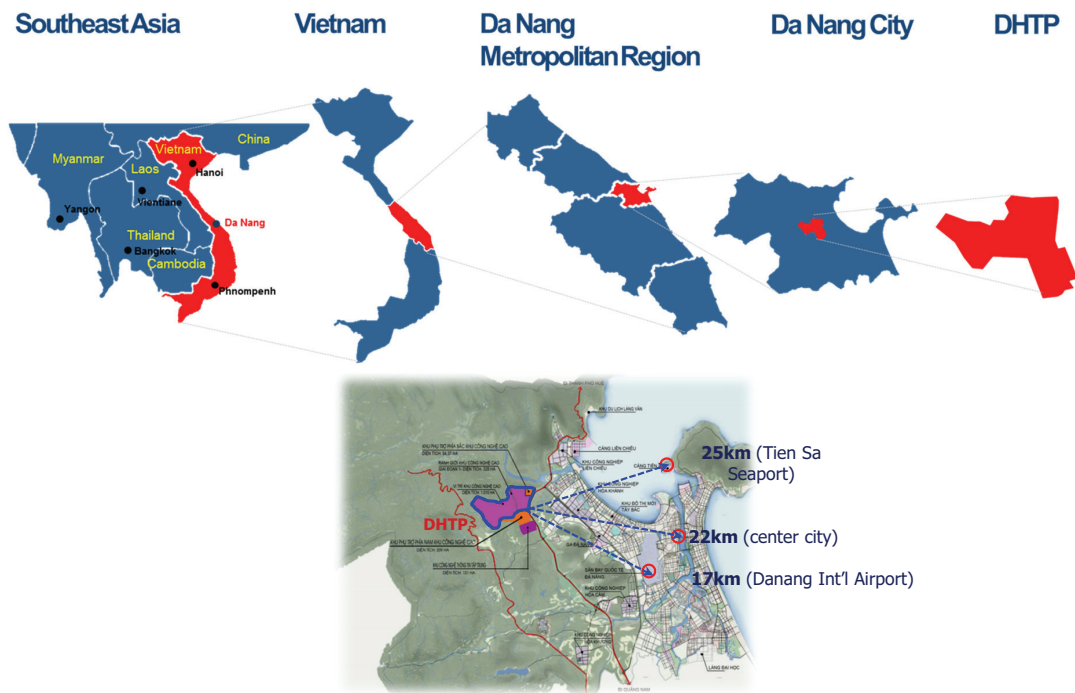


Photo: Seoul Research Team. (2014) Re-visioning Da Nang City & Strategic Framework for DHTP.

I. DHTP Overview - Functional Areas



Total area: 1,129.76ha

- Functional areas: **673.94ha** (60%)

- Mountains, water surface and green belt: **455.82ha** (40%)

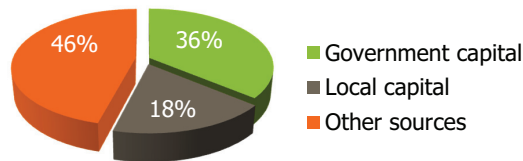
Ecological Park

- | | |
|--|--|
| 1 Residential area: 37.12ha | 5 Admin area: 39.29ha |
| 2 Green area, parks and sports facilities: 72.53ha | 6 Land for supporting industries: 39.26ha |
| 3 R&D, training and incubation area: 94.51ha | 7 Technical infrastructure area: 7.07ha |
| 4 Hi-tech production area: 208.08ha | 8 Logistics and hi-tech services area: 29.76ha |

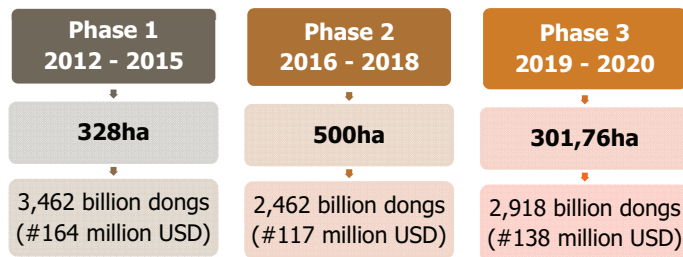
I. DHTP Overview - Plan of investment

Investment capital

Total investment capital: 8,841 billion dongs (# US\$ 419 million)



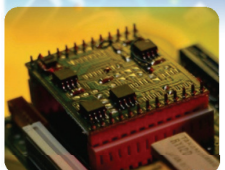
Investment process



I. DHTP Overview - Priority Industries



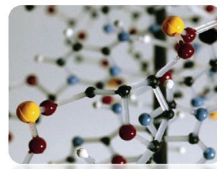
Information and Communication Technology, Computing software



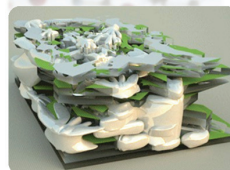
Microelectronics, mechatronics and opto-electronics



Automation, Precision mechanics



Bio-tech applied for agriculture, aquaculture and healthcare



New energies, nano technology, new materials



Environmental technology, technology applied for petrochemistry and other special industries

- ✓ **46 technologies** in the List of high technologies prioritized for investment
 - ✓ **76 products** in the List of hi-tech products eligible for development promotion
- (Regulated by the Vietnamese Government)*

I. DHTP Overview - Infrastructure Progress



Power supply

- **Electric line 22kV** has been installed underground along to centre road
- A 110/22kV station with a capacity of 2x63MVA is in the development stages in Hoa Lien (planned to finished in 2015)
- Reliable and constant source of power supply with **double circuit line power**

ICT Infrastructure

- Underground high-speed cable system has been **AVAILABLE** to serve investors
- ICT provider of DHTP: VNPT with commitment of confidentiality and private security

Water Supply

- **Finished** building D225 pipeline with 4,8 km from DT602 Hypertension Pumping Station (capacity of 120m³/h, height = 70m) to DHTP to serve investors

Internal Transportation

- Finished land leveling of phase 1 (247ha)
- Central Road: 70% of completion
- Route 1,2,5,9: under construction

➔ Until now, DHTP is able to hand over **150 hectares of land** to investors

I. DHTP Overview - Preferential Investment

Incentives

Land rents

Exempt 100% for 11 years

- Land is used for construction of condominiums for workers in industrial park
- Land is used for projects on the list of Domains Entitled to Special Investment Preferences

Exempt 100% for 3 years

Land is used for projects on the List of domains entitled to investment preferences

Price

- ✓ Flexible methods of payment
 - Annual payment
 - One-off payment
- ✓ **5,250 - 10,500 VND/m²/year**
(**0.248 - 0,497 USD/m²/year**)

Corporate income tax

- **Tax rate:** From the first year the enterprises generating revenue, applying tax rate of 10% for a period of 15 years.
- **Tax reduction and exemption periods:** From the first year the enterprises generating taxable income, they can get tax exemption for 4 years, 50% reduction of payable tax for the next 9 years

Infrastructure use fee 4,200 VND/m²/year

Projects in R&D, incubation and training

Off 100% → The first 2 yrs
Off 50% → 3 yrs

Projects in the list of hi-tech products and technologies encouraged to invest

Off 100% → The first 2 yrs

Projects in supporting industries

Off 50% → The first 2 yrs

Supports

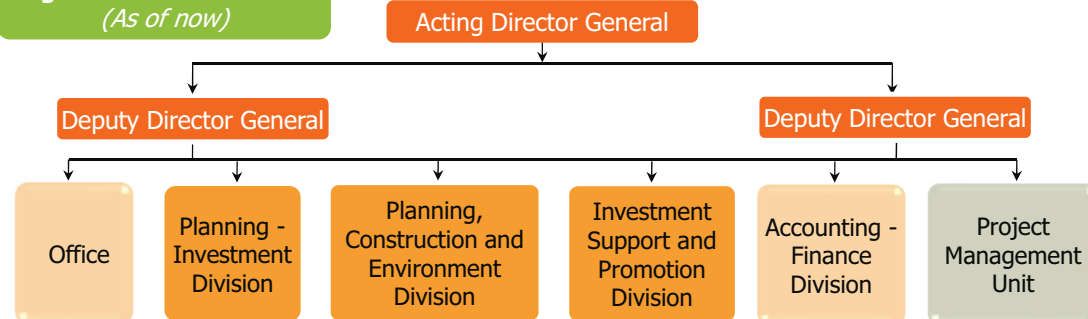
- ✓ One-stop service
- ✓ Immigration and Residence Procedures
- ✓ Attraction of hi-tech human resources
- ✓ Loan support

I. DHTP Overview - Organizational Structure DHTP Management Board

Establishment

- ✓ Established by the Prime Minister in 2010
- ✓ Under the Danang People's Committee
- ✓ State management agency for DHTP

Organizational Structure (As of now)



Contact us

DANANG HI-TECH PARK MANAGEMENT BOARD

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 Fax: (84) 511.3566705
 dhtp@danang.gov.vn
 www.dhtp.gov.vn, www.dhtp.vn

I. DHTP Overview - Investors



Niwa Foundry Vietnam Co., Ltd.

- ✓ Owner : Niwa Foundry Co., Ltd. (Japan)
- ✓ Capital : **21.87 million USD**
- ✓ Area : 1.98ha
- ✓ Casting products and materials for hydraulic parts



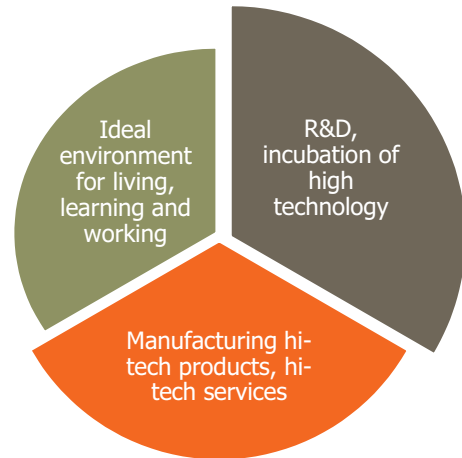
Tokyo Keiki Precision Technology Co., Ltd.

- ✓ Owner : Tokyo Keiki Inc. (Japan)
- ✓ Capital : **40 million USD**
- ✓ Area : 3ha
- ✓ Electromagnetic switching valve and high pressurization vane pump

II. General Opinion about Seoul's Research Results

Agree with Seoul team about:

- DHTP is potential to grow as the new city center, a harmonious city of live, work, play.
- A place of knowledge-based industries
- An eco-friendly city
- DHTP will start with a simple manufacturing industrial structure, but will expand through entire process of a high tech park with composition of R&D, service, distribution and design
- Key Manufacturing: mechatronics, precision machines, and IT
- Land use: DHTP Management Board will consider to re-adjust land layout to zoning type.



A harmonious city of **LIVE, WORK, PLAY**

III. Modification to the plan through joint research

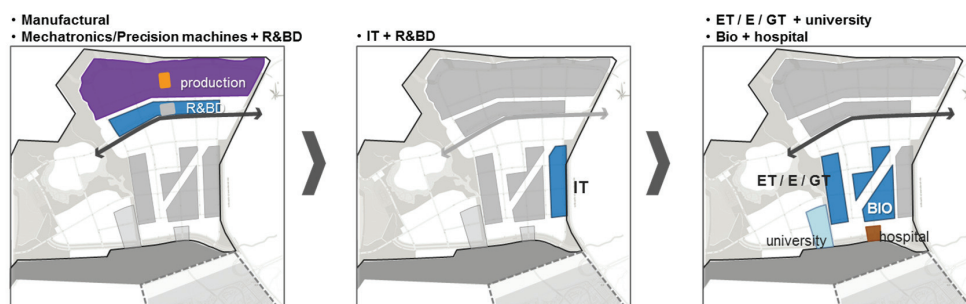
Key Manufacturing

Seoul's suggestion

- Starting from ones that have shorter payback periods and certain industrial bases at Da Nang including **mechatronics, precision machines, and IT**

Reflecting to DHTP's strategy

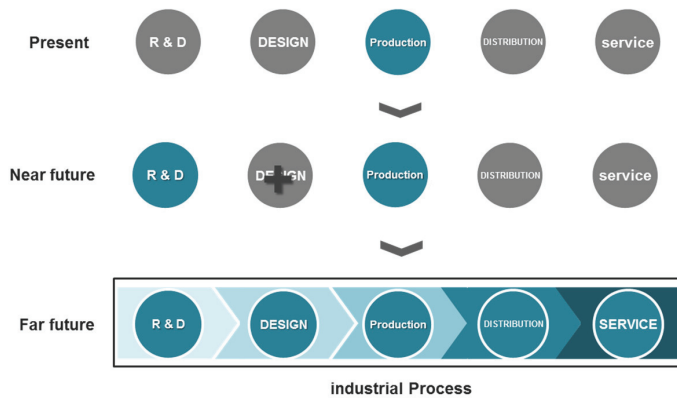
- Target FDI projects in the three industries: mechatronics, precision mechanics and IT
- However, still set a priority for hi-tech industry



III. Modification to the plan through joint research

Industrial Stages

Seoul's suggestion



Reflecting to DHTP's strategy

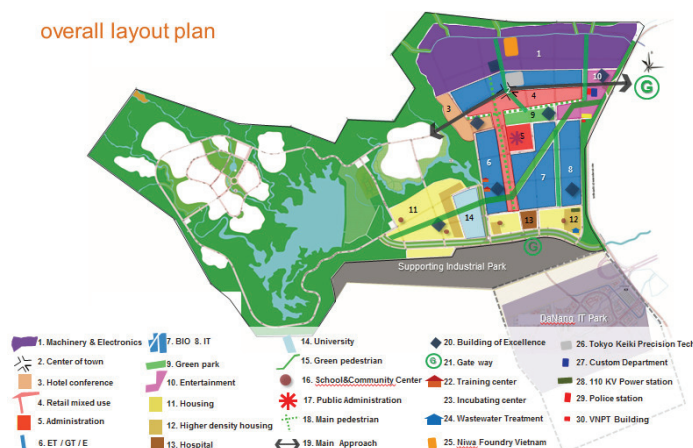
- Focus to attract FDIs' production projects first with the aim to upgrade hi-tech market
- But meanwhile encourage local R&D activities in educational institutes and enterprises

III. Modification to the plan through joint research

Spatial System Plan

Seoul's suggestion

overall layout plan

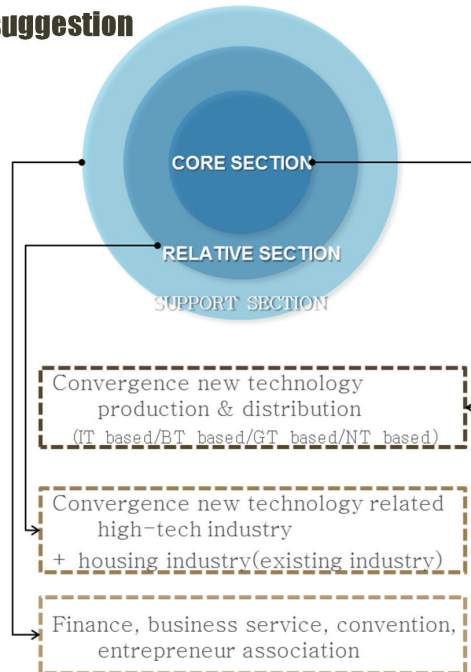


Reflecting to DHTP's strategy

- Appreciate the layout plan
- DHTP has been planned to become a complex hi-tech park with composition of 8 functional areas
- DHTP Management Board will consider to re-adjust land layout to zoning type

Cluster Type Development

Seoul's suggestion



Reflecting to DHTP's strategy

- Production area in DHTP has been planned into groups with different sectors
- Cluster type is a good idea for appropriate space use.

Promotion and Marketing

Seoul's suggestion

- DHTP needs promotional strategies beyond a quick-returns policy
- A package of low-pricing land & industrial incentive package alone is not enough to be chosen by global enterprises in the universe of international industrial parks

Reflecting to DHTP's strategy

- Instead of the quick returns policy, DHTPMB will take insights into market and market target
- Brainstorm and materialize other effective promotional means and supports
- Differentiation in planning can become a competitive advantage of DHTP



IV. Propose Further Research Direction

1. Improve traffic conditions between regions

- Transport system from CBD to DHTP
- Transport system from DHTP to other regions
- Public transport to DHTP

2. Idea of reallocation of University village to next DHTP



Perspective of Da Nang University Village

IV. Propose Further Research Direction

3. A modern and effective organizational structure for DHTP

4. Promotional strategy

- Lessons and experience in promotion activities of Korea
- Introduce some potential Korean investors in the three industries areas including mechanics, precisions, automation and ICT

5. Incubation activity: strategies, models to run effectively DHTP Incubation Centre

6. Use of renewable energy in DHTP...



Thank you for your listening!
