



# **ICE BREAKFAST SEMINAR**

## **Manufacturing/Logistics “Just-In-Time”**

November 19th 2019

## ABOUT US

Indochine Engineering is the leading engineering consultancy, continuously operating in Vietnam for over 20 years with a team of +100 staff.

Our track record includes over 350 projects including the factories of Hanesbrands, ICI Paints, Coca Cola, Interflour, & Amanda Seafoods.

Our services include engineering design, plant engineering, cost management, authorship supervision and project services.



Hotel



Residential



Retail



Education



Industrial

# AGENDA

WELCOME & INTRODUCTION

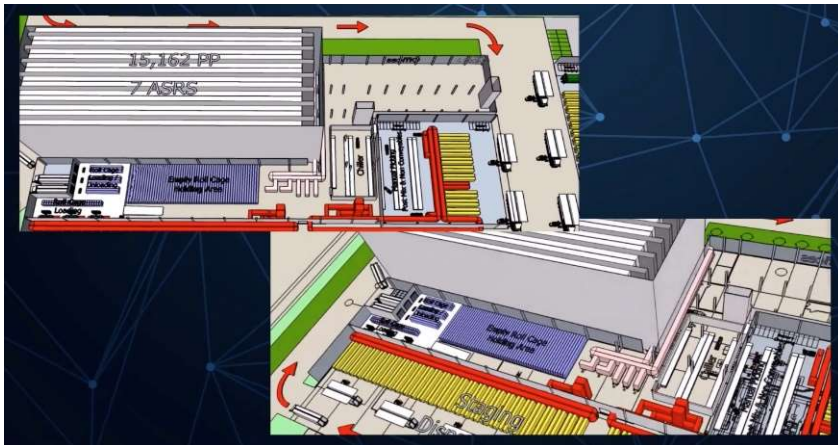
PRESENTATIONS:

- **MANUFACTURING LOGISTICS - “JUST-IN-TIME”** (PAUL LENNEN, XACT SOLUTIONS)
- **VIETNAM INDUSTRIAL PROPERTY – OVERVIEW** (JOHN CAMPBELL, SAVILLS)
- **FACILITIES DEVELOPMENT – EARLY CONSIDERATIONS** (WARREN GOODIE, ICE)
- **SUSTAINABILITY IN THE INDUSTRIAL SECTOR** (MAI NGUYEN, ICE)

QUESTIONS & ANSWERS

CLOSE

# MANUFACTURING LOGISTICS



**“JUST – IN – TIME”**

**Mr Paul Lennen**  
GENERAL DIRECTOR  
**XACT SOLUTIONS**





SYDNEY

MELBOURNE

SINGAPORE

HANOI

TOKYO

HO CHI MINH

- > LOGISTICS
- > SUPPLY CHAIN
- > INDUSTRIAL PROPERTY

# XAct

solutions

Manufacturing & Logistics

**"JUST IN TIME"**



# Presentation Topics

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1. XAct Solutions Introduction
2. JIT and The Supply Chain
3. Case Study

# XAct Asia



2018 SCLAA International Supply Chain Award





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# JIT and The Supply Chain



# Why Talk About Just In Time?



# Origins of JIT and Lean

## Mass Production



## JIT or LEAN Production



1: From mass manufacturing (Ford Model-T) to lean manufacturing (Toyota production systems). Source: Toyota GB (2015) and Wikimedia Commons (2015).

### Challenges of mass-production

#### Variability

*“A customer can chose any colour they want, so long as it is Black”*

*From mass production to unit production*

#### Quality Management

*Errors found post production*

*Defects are identified early and addressed immediately*

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# Case Study: JIT and Automation

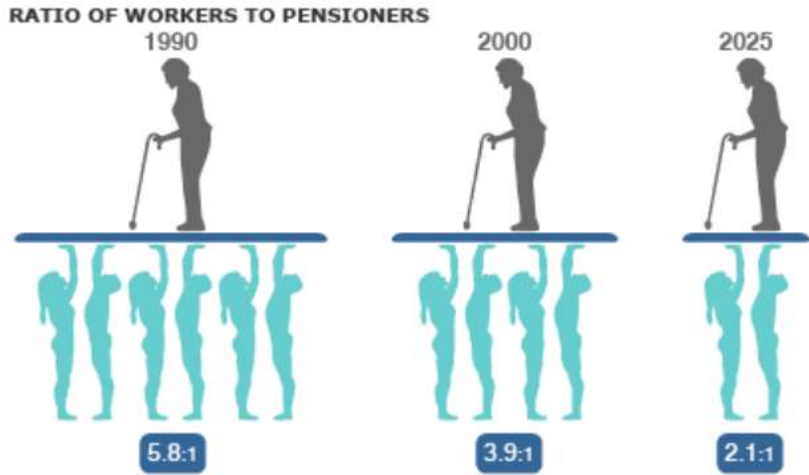
# Case Study: How Automation Enables JIT





# Case Study: How Automation Enables JIT

## The Aging population crises in Japan



Source: By Madhav Ashar. Image source :Homepage. The Economic Transcript- June 2017 Issue

## A large and complex supply chain



## One of the most expensive property markets in the World

AUG 1, 2018

# Tokyo: Japan's capital and the world's biggest metropolis

Ziv Nakajima Magen of Nippon Tradings International discusses the Tokyo affordability paradox - Tokyo's rank as one of the most livable cities in the world, while also being one of the most expensive.



ZIV NAKAJIMA MAGEN - NIPPON TRADINGS INTERNATIONAL (NTI)

# Case Study: How Automation Enables JIT

## The Challenges

Merging of businesses	<b>9 to 1</b>
Vending machines and Customer Points	<b>~ 700,000 and ~ 320,000</b>
Cases handled p.a.	<b>~ 520M</b>
Micro DC's	<b>~ 350</b>
Large DC's	<b>~ 17</b>
Plant DC's	<b>~17</b>
Market	<b>Highly Competitive &amp; Highly Inflationary</b>
Service	<b>99.9%</b>

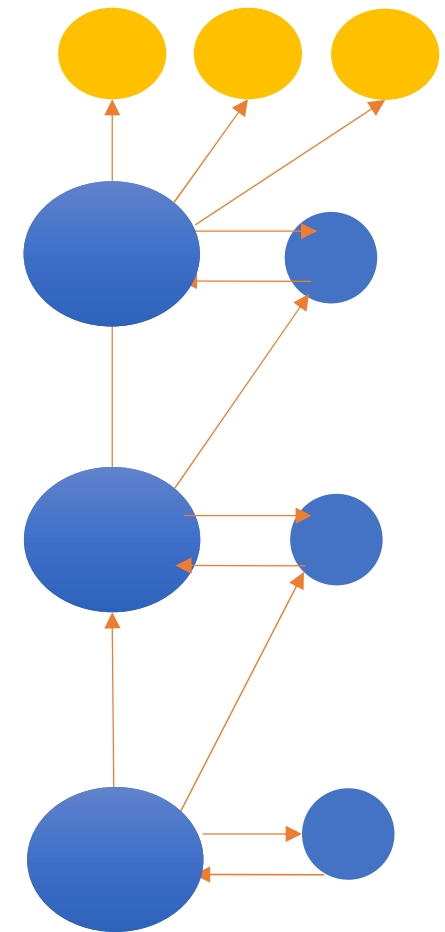
## The Supply Chain

**Customers**  
350,000 + 700,00

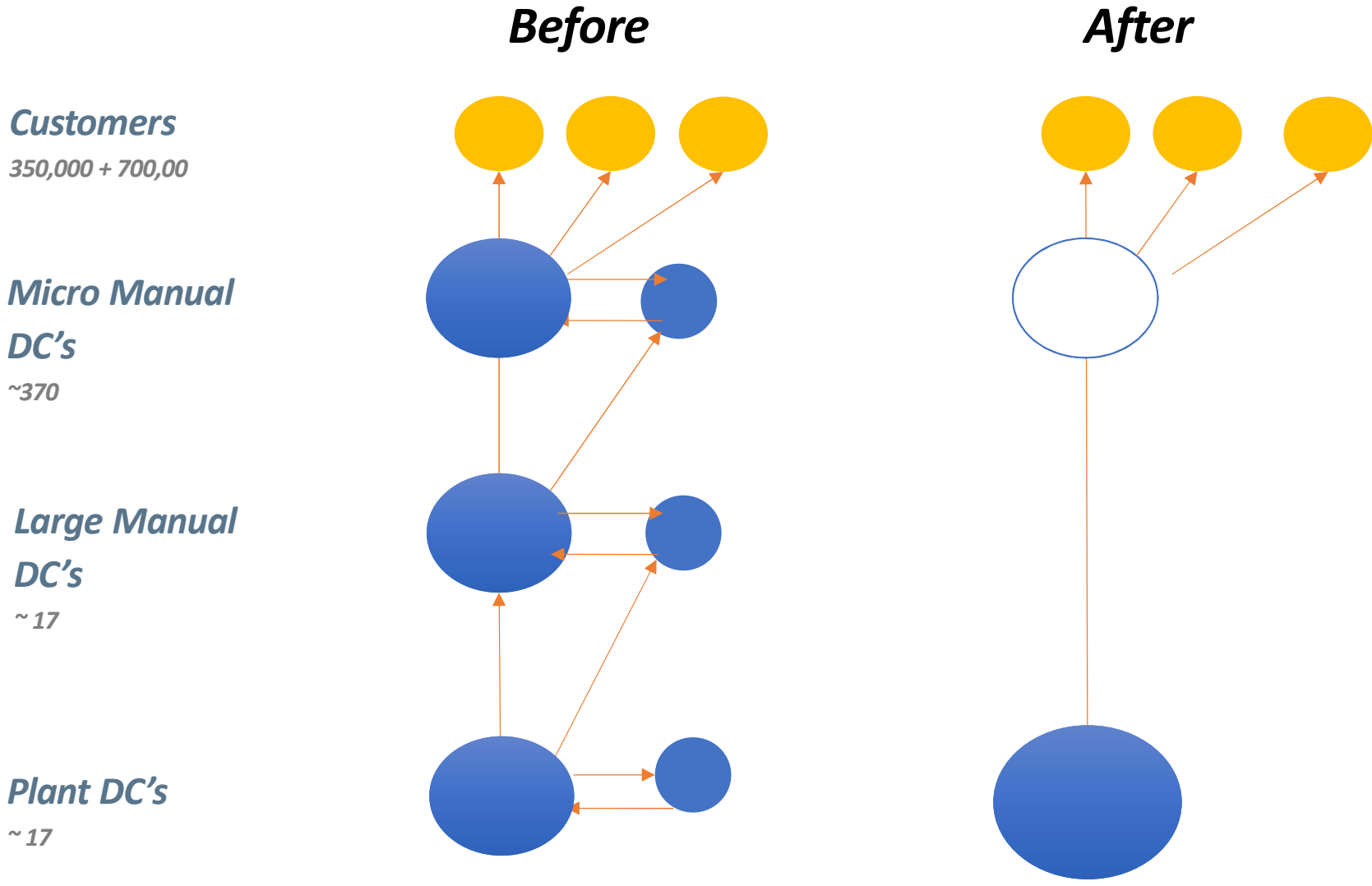
**Micro Manual DC's**  
~370

**Large Manual DC's**  
~ 17

**Plant DC's**  
~ 17



# Case Study: How Automation Enables JIT



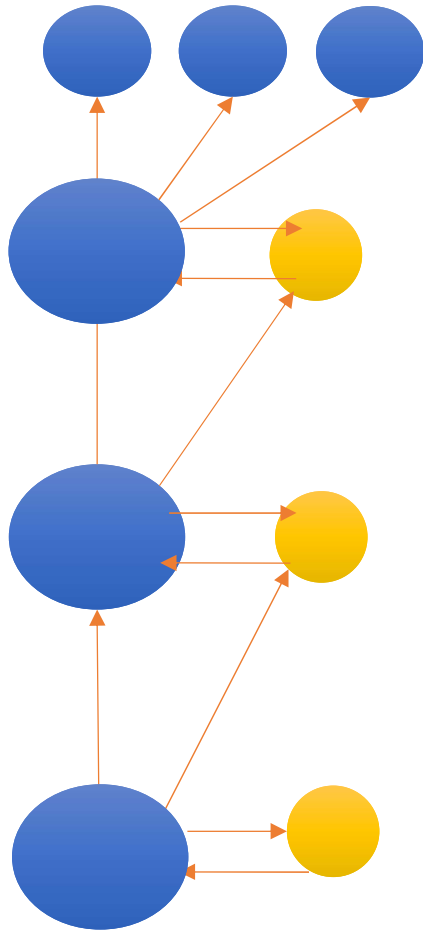
# Case Study: How Automation Enables JIT

**Customers**  
350,000 + 700,00

**Micro Manual DC's**  
~ 370

**Large Manual DC's**  
~ 17

**Plant DC's**  
~ 17



## The Strategic Questions .....

<u>Question</u>	<u>Objective</u>	<u>Consideration</u>
<p><b>3</b> Transition to stockless sites</p>	<p>➤ Further reduce inventory and consolidate footprint</p>	<p>➤ With consideration to increasing LM stem time</p>
<p><b>1</b> Can we consolidate Manual DC's?</p>	<p>➤ to create enough scale to support investment in a fully automated solution?</p>	<p>➤ Automation business cases can be challenging to achieve ROI targets</p>
<p><b>2</b> Can we leverage available land adjacent to the Plants?</p>	<p>➤ To eliminate one echelon of inventory</p>	<p>➤ With consideration to newly created transport lanes (net importer v. exporter)</p>



# Case Study: How Automation Enables JIT

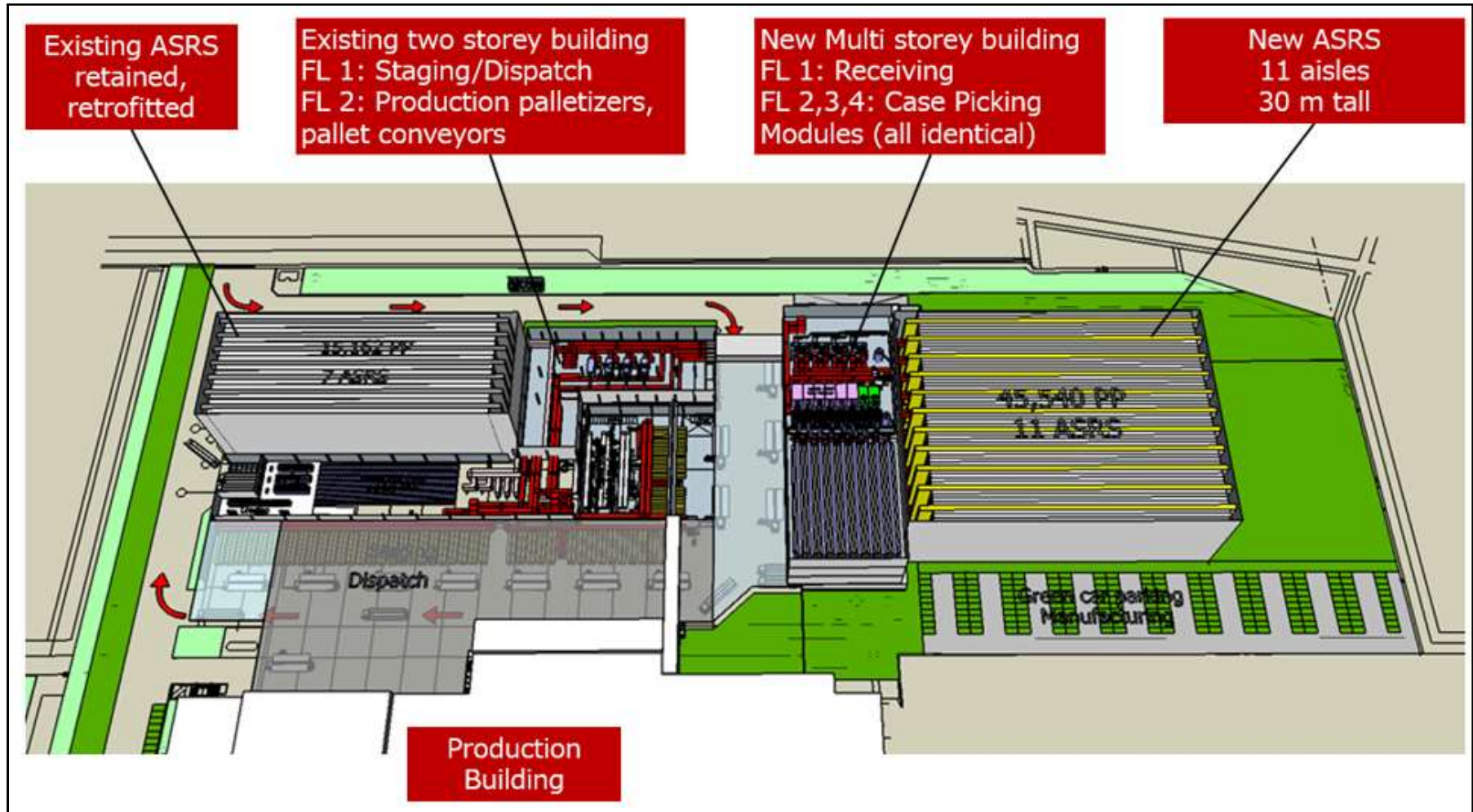


<https://www.dcvelocity.com/articles/20180522-plus-one-robotics-launches-piece-picking-robot-for-package-sortation/>



<https://www.youtube.com/watch?v=w7rvZlv3H1w>

# Case Study: How Automation Enables JIT



# Case Study: How Automation Enables JIT

**Before**

**After**

**Customers**

350,000 + 700,00

**Micro Manual DC's**

DC's

~370

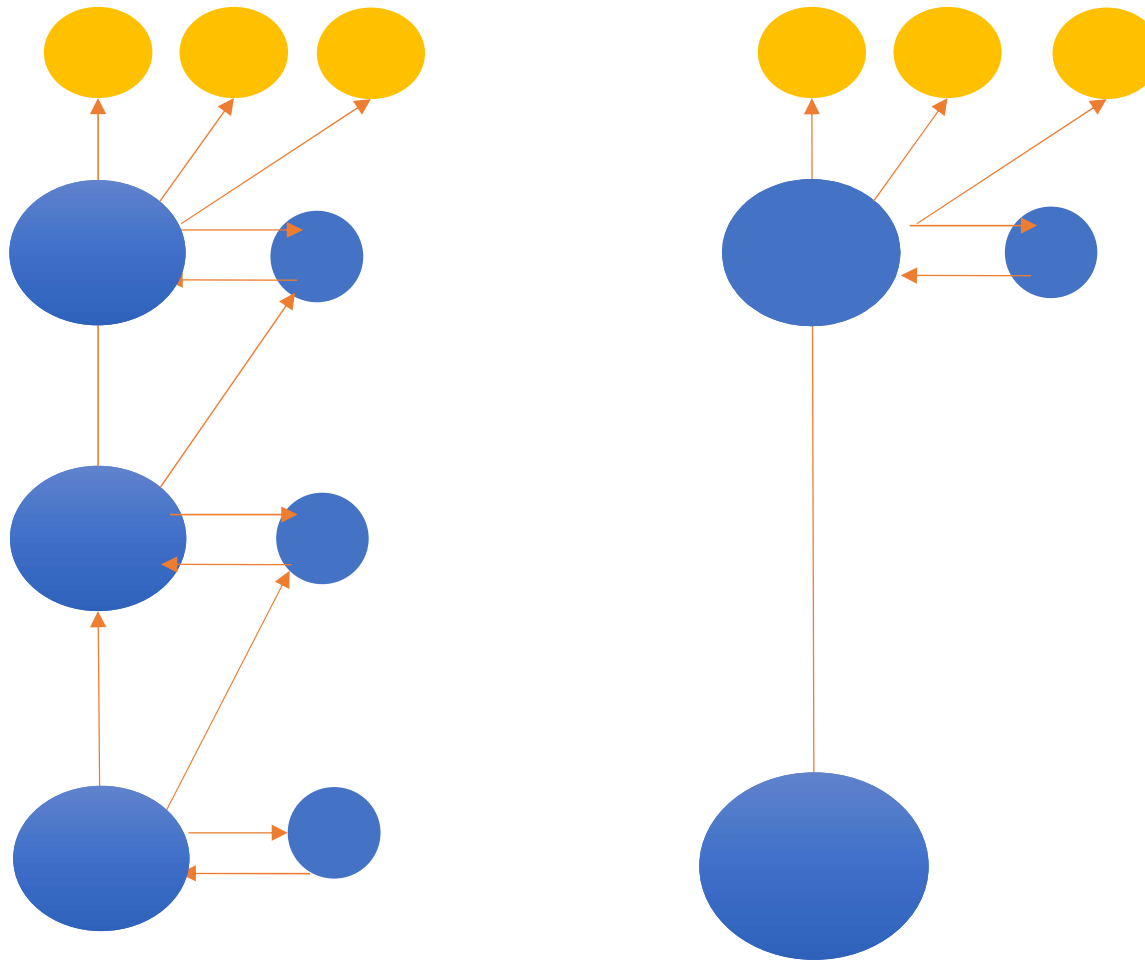
**Large Manual DC's**

DC's

~17

**Plant DC's**

~17



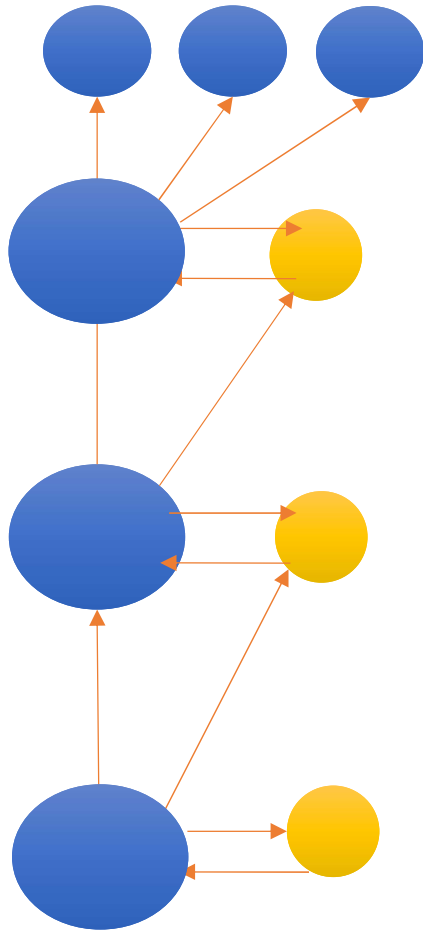
# Case Study: How Automation Enables JIT

**Customers**  
350,000 + 700,00

**Micro Manual DC's**  
~ 370

**Large Manual DC's**  
~ 17

**Plant DC's**  
~ 17



## The Strategic Questions .....

<u>Question</u>	<u>Objective</u>	<u>Consideration</u>
<b>3</b> Transition to stockless sites	➤ To reduce inventory levels further, as well as time from supply to demand	➤ With consideration to increasing LM stem time and site constraints considered
<b>1</b> Can we consolidate Manual DC's?	➤ to create enough scale to support investment in a fully automated solution?	➤ With consideration to required investment and transport cube degradation
<b>2</b> Can we leverage available land adjacent to the Plants?	➤ To eliminate additional transport lanes?	➤ With consideration to newly created transport lanes (net importer v. exporter)



# INDUSTRIAL PROPERTY



## OVERVIEW

**Mr JOHN CAMPBELL**  
INDUSTRIAL SERVICES DIRECTOR  
**SAVILLS PROPERTY GROUP**



# INDUSTRIAL

# PROPERTY OVERVIEW

The Savills logo consists of a solid black square with the word "savills" written in a white, lowercase, sans-serif font to its right.

savills

19<sup>th</sup> November 2019



# ASEAN COUNTRIES

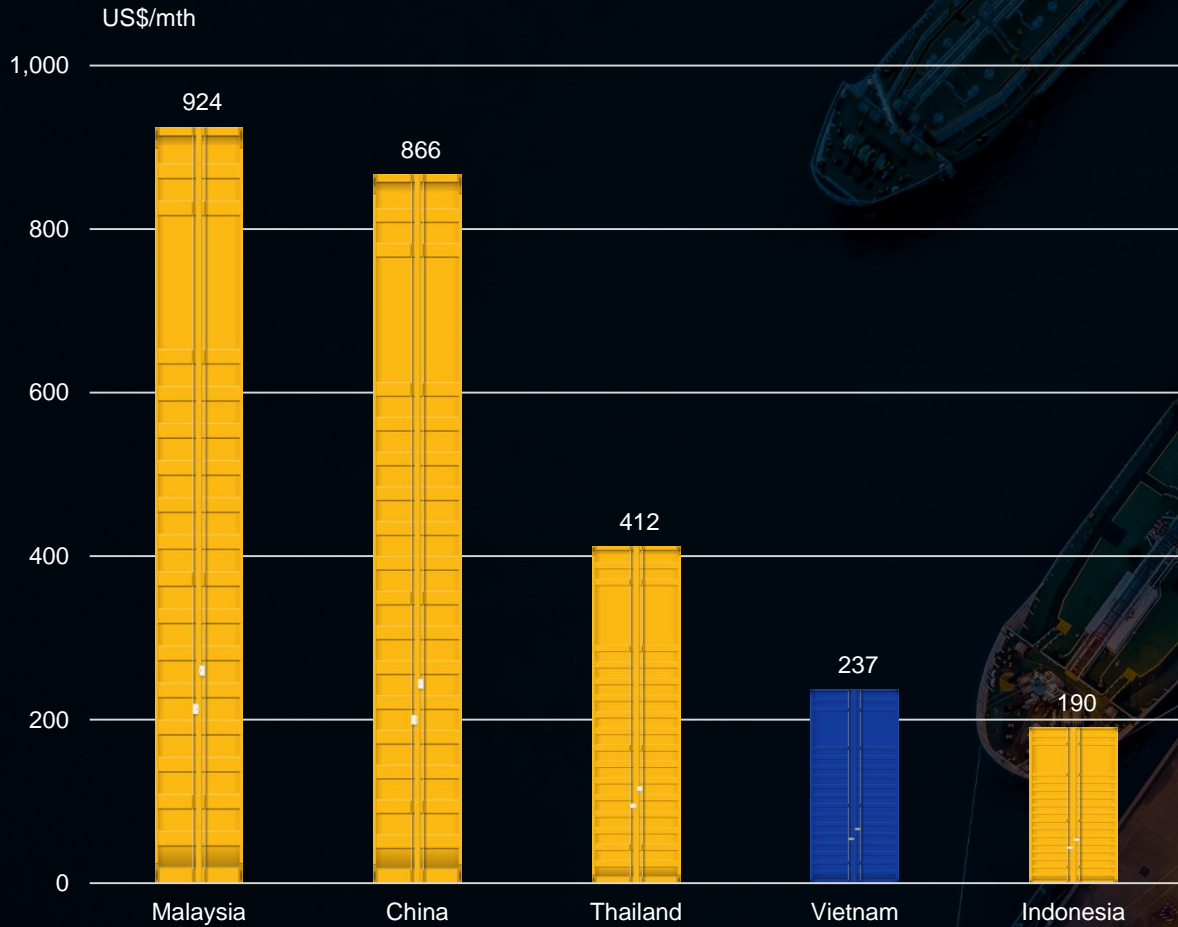


Source: Invest Asia: Industrial Park Guide, 2019



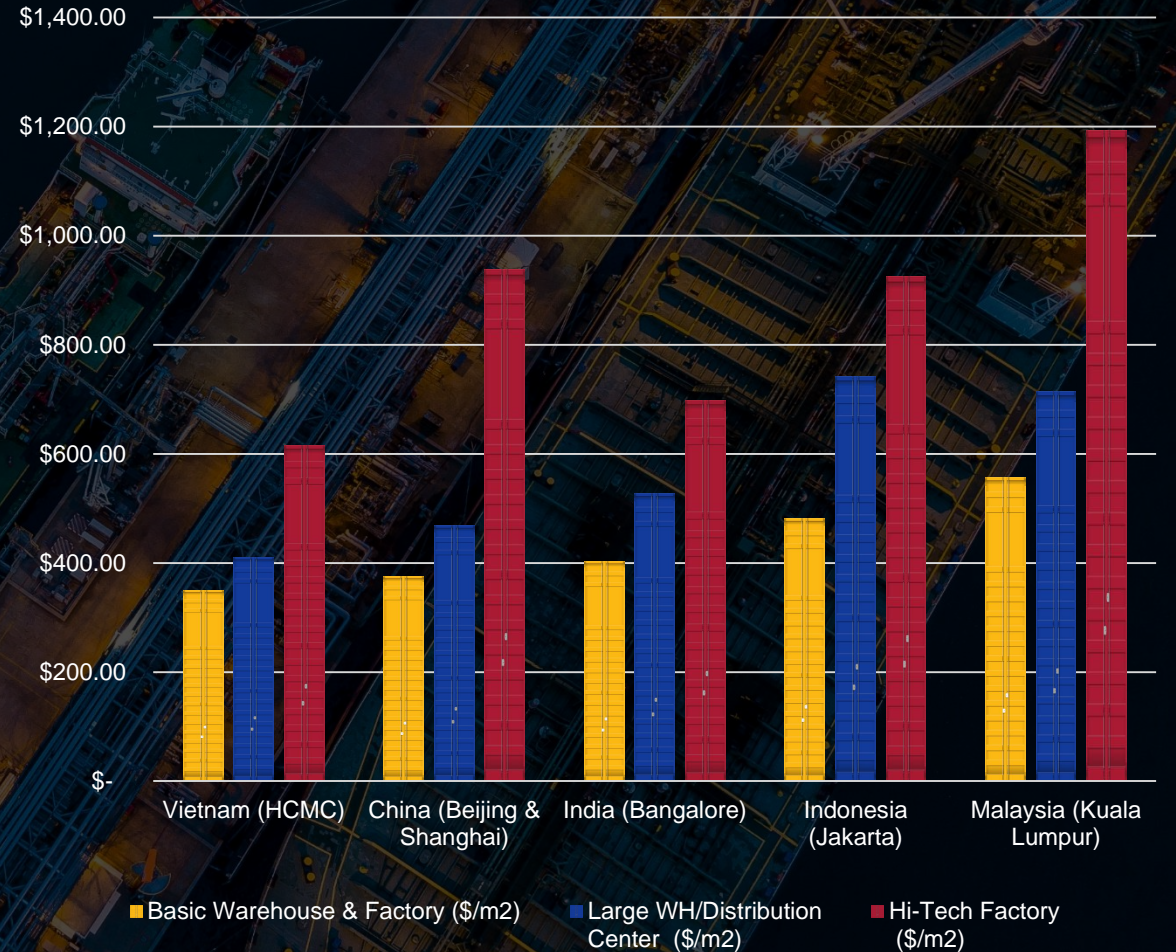
# H1/2019 – REGIONAL OVERVIEW

## Manufacturing workers' salary, 2018



Source: Trading Economics, 2018

## Factory construction costs, 2018

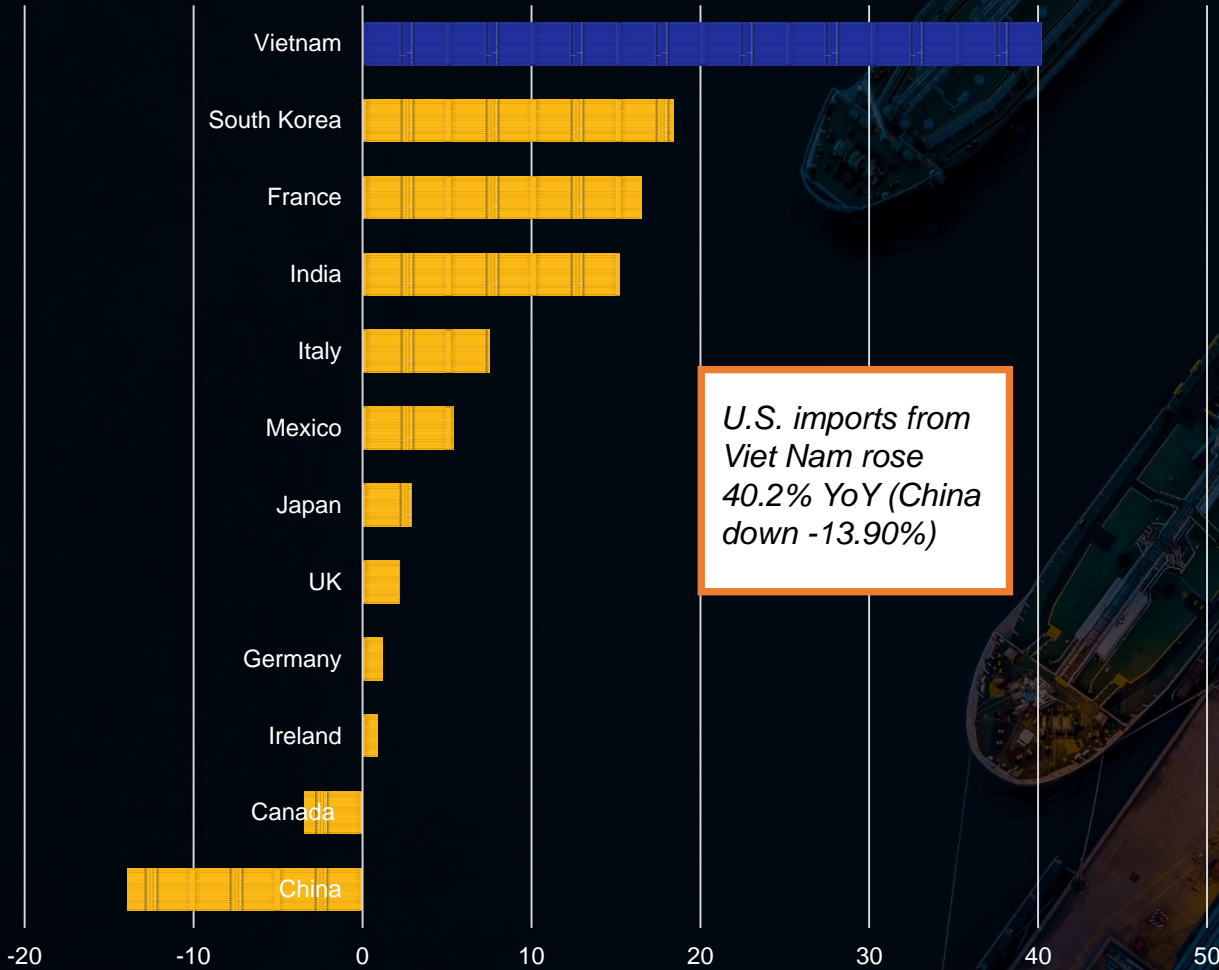


Source: Turner & Townsend, 2018



# H1/2019 – REGIONAL OVERVIEW

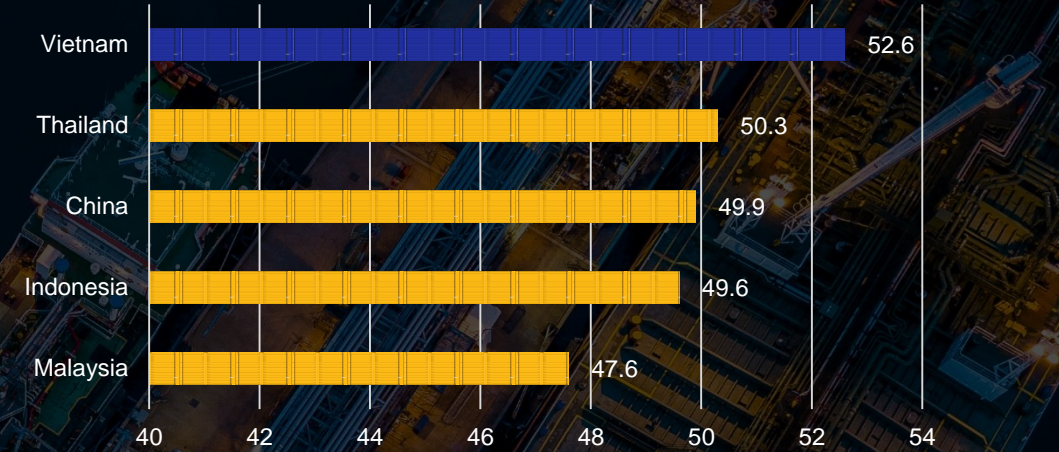
## US imports in Q1/2019



*U.S. imports from Viet Nam rose 40.2% YoY (China down -13.90%)*

Source: U.S. Census Bureau, 2019

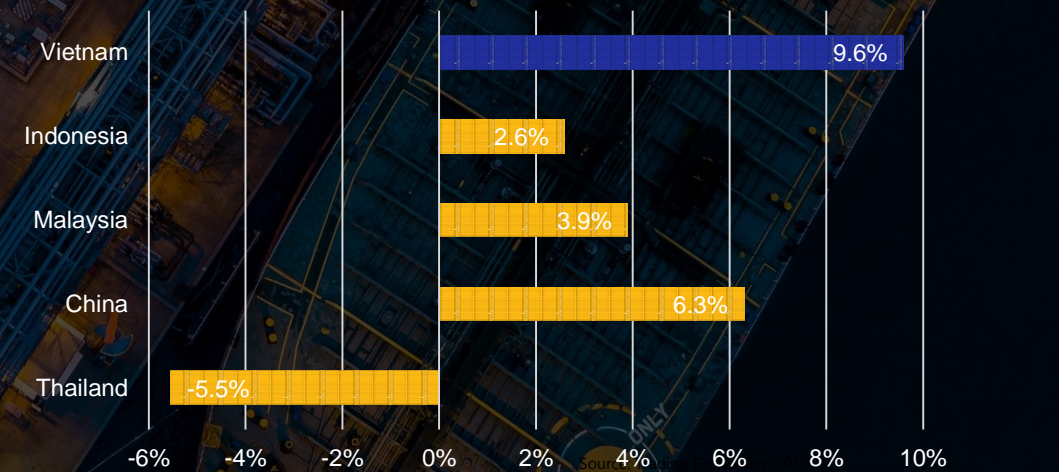
## PMI, July 2019



Source: Trading Economics, 2019

Source: Trading Economics

## Industrial Production, July 2019



Source: Trading Economics, 2019



# INDUSTRIAL DRIVERS

## Main Drivers:

- Multiple free-trade agreements
- Labor costs: less than half of China
- Affordable land price and sea freight
- Favorable corporate income tax rates
- >96 million people
- Near source and destination markets
- Stable government, fast growth rate and improving business climate





# Q3/2019 – FDI & INDUSTRIAL LAND SUPPLY



## Manufacturing & Processing FDI

**69.1%** of total FDI

**US\$18.09 billion**

## Industrial Parks (IPs) and Economic Zones (EZs)

**397** FDI projects, with

estimated newly registered capital totalling **US\$10.1 billion**

## IP & EZ Supply

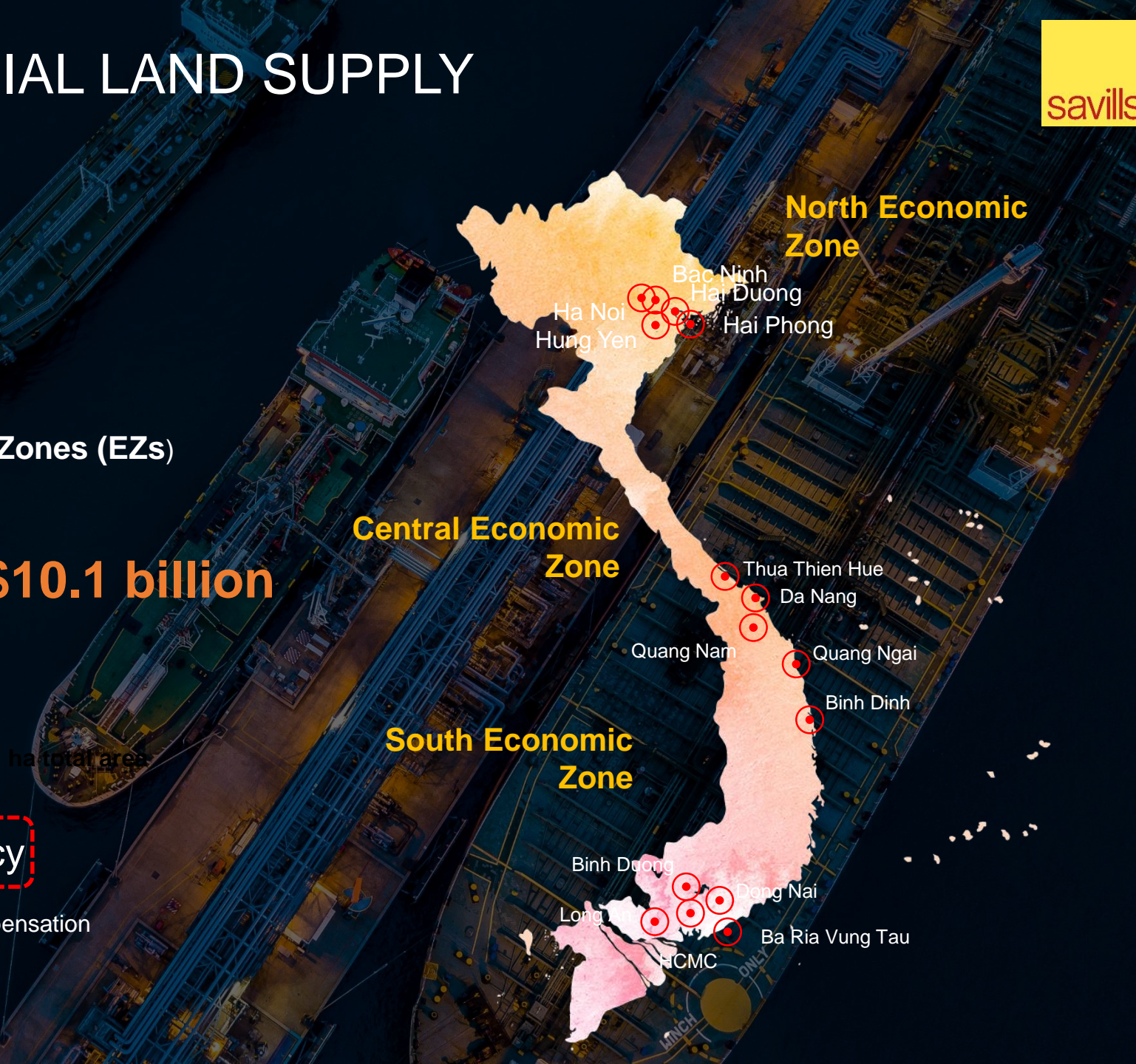
**327 IPS - 96,100** ha total area

Industrial area of 65,700 ha

256 operational IPs: **75% occupancy**

71 IPs under construction, site clearance and compensation

Source: Ministry of Planning and Investment (MOPI), 2019





Developed transportation network links

Prime industrial land between new infrastructure developments

Investment from China

Heavy industry focus



North



South

Economic and industrial center of VN

Near the biggest commercial port in VN

Educational institutions driving skilled labor

Diversified sector investment

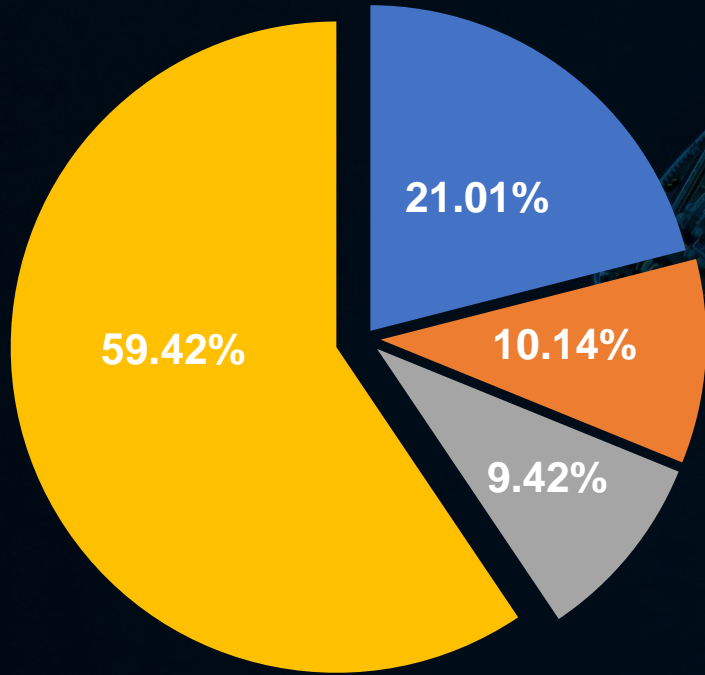


SAIGON VRG



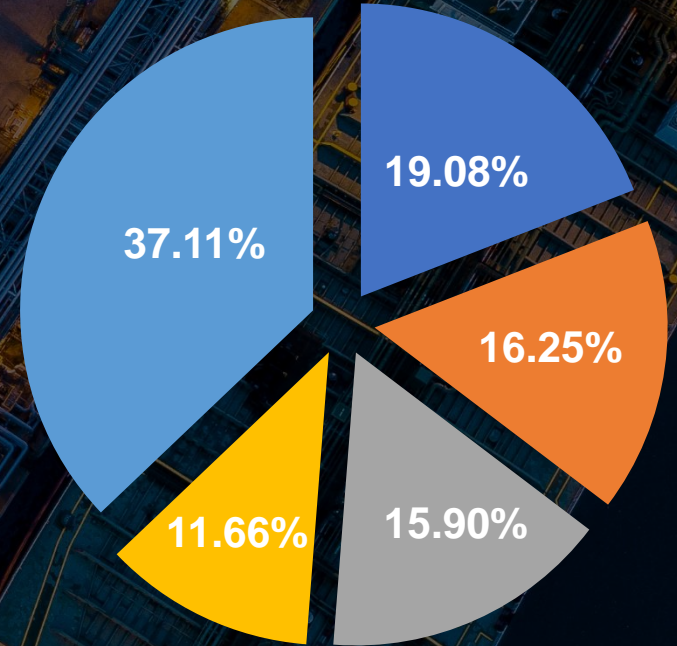


# TENANT MIX



North

South



■ Electronics ■ Construction Materials ■ Automobile ■ Others

■ Construction Materials ■ FMCG ■ Electronics ■ Textiles ■ Others



# LARGE SCALE INVESTORS



SAMSUNG



North



FOXCONN



KUMHO TIRE

HONDA



South

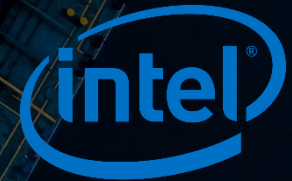


COLGATE-PALMOLIVE

Panasonic



pepsi





# U.S.-CHINA TRADE TENSIONS

- Viet Nam – key beneficiary
- Influx of foreign and mainland Chinese companies
- Incoming hi-tech and electronic manufacturers

## Remaining Challenges:

- Tariffs hurt Vietnam as a supplier of inputs to China
- Low-value production from China competing for labor
- Supply chains cannot be adjusted in short order

US imposed 25% tariffs on  
**>US\$250 billion**  
worth of Chinese imports

...and threatens 10% tariffs on another  
US\$300 billion worth of goods



savills

Moved

Goertek



Under consideration

FOXCONN®  
SHARP

TCL

Nintendo®

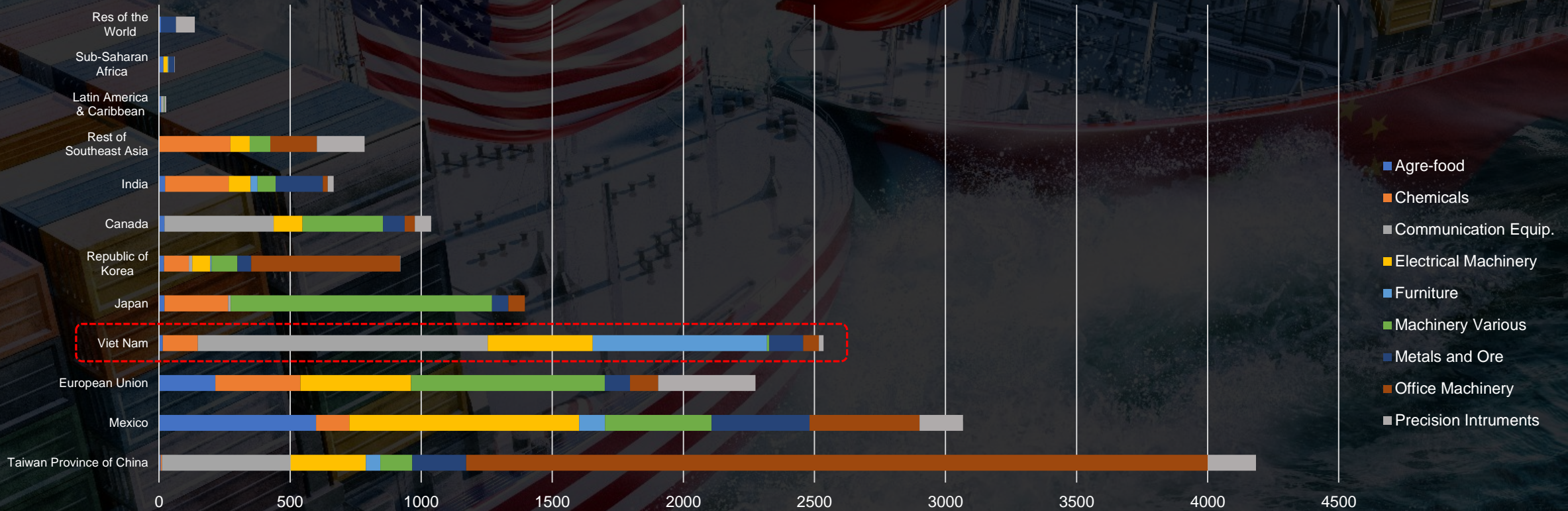
Lenovo



# H1/2019 - U.S.-CHINA TRADE DIVERSION EFFECTS



## Trade diversion effects, by economies and regional groups



Vietnam the biggest winner in SEA

- VN key product beneficiaries:
- Communications equipment;
  - Furniture;
  - Electrical Machinery.

Considerable variance both across countries and sector emphasizes the inability of one economy to match China's production capacity.



# H1/2019 – KEY TRANSACTIONS







Project	Nationality	Industrial Park	Province	Investment (US\$)
Beerco Limited		Tu Liem Industrial Cluster	Hanoi	4 bil
Goertek Co., Ltd.		Que Vo Industrial Park	Bac Ninh	260 mil
ACTR Company Limited		Phuoc Dong Industrial Park	Tay Ninh	280 mil
Advance Vietnam Tire Co., Ltd		Long Giang Industrial Park	Tien Giang	214 mil
Royal Pagoda Private Limited		VSIP Nghe An	Nghe An	200 mil
Meiko Electronics Vietnam Co., Ltd		Thach That -Quoc Oai Industrial	Hanoi	200 mil
Universal Alloy Corporation		Da Nang Hi-Tech Park	Danang	170 mil
TTI, Inc.		Saigon Hi-Tech Park (SHTP)	HCMC	150 mil
Changshin Vietnam Co. Ltd		Tan Phu Industrial Park	Dong Nai	100 mil



# RISE OF RENTAL OPTIONS



## Rental developers:

Developer	Nationality	Total Area (ha)	RBF Sites	Provinces
BW Industrial Development	 	247	10	HCMC, Binh Duong, Dong Nai, Bac Ninh, Hai Duong, Hai Phong
KTG Industrial Development		120	8	Dong Nai, Hanoi, Bac Ninh
Daiwa House Vietnam		12.6	2	Dong Nai
Boustead Projects Land		6	1	Dong Nai
Gaw NP Industrial				Upcoming

- Quick market entry
- Escalating price of land
- Perfect for SMEs
- Less capital
- BTS – Tailored solutions
- Flexible exit strategy



# INDUSTRIAL LAND LEASING PROCESS

## General Steps

01

Choose land and negotiate the price

02

Sign MOU or Reservation Agreement for the land and pay deposit: 10% - 40%

03

Apply for IRC (15 – 30 days) & ERC (15 – 30 days)

04

Apply for the Land Use Right Certificate (LURC ie. Redbook)

05

Hand over of levelled land – ready for construction

06

Sign official leasing contract: 30 – 40% payment

07

Appraisals and applications for Fire Protection Plan, Environment Protection Plan, Construction License

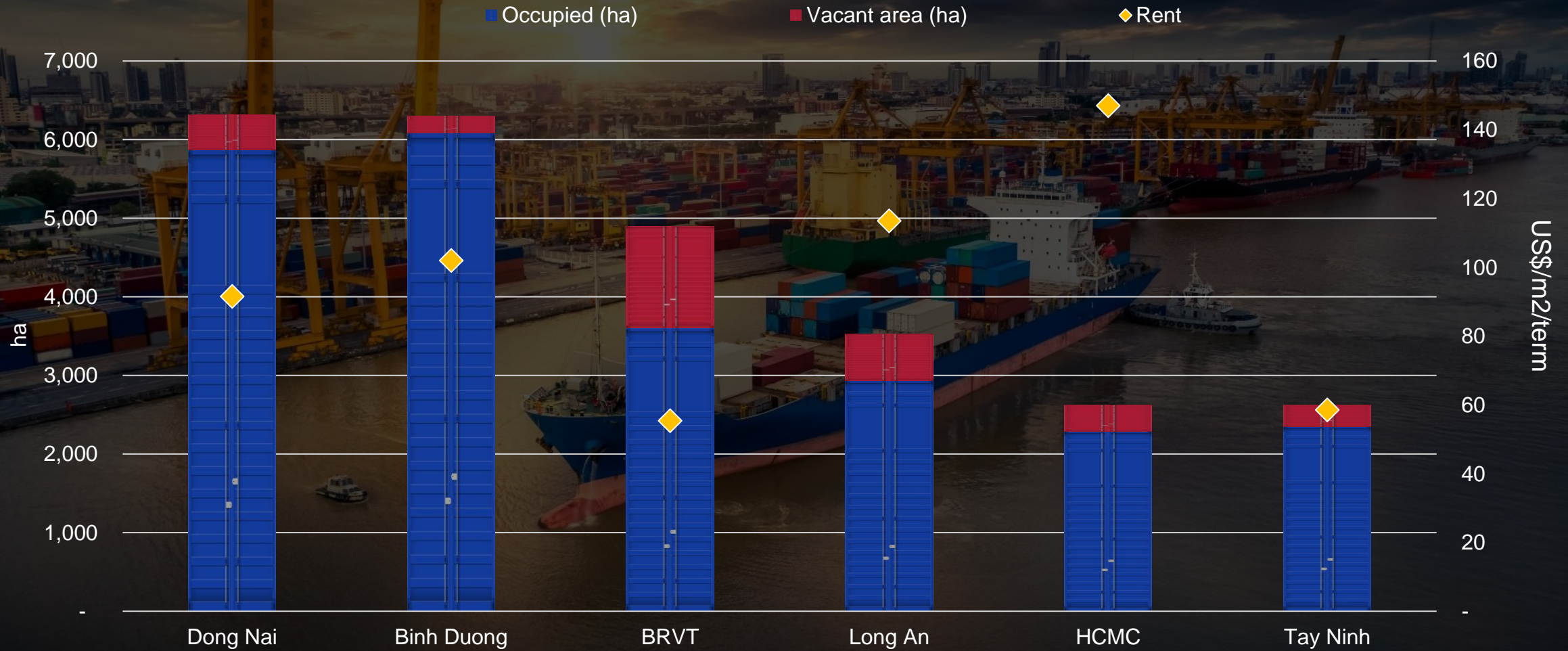
08

Begin construction, install equipment and machinery



# H1/2019 – SUPPLY & PERFORMANCE

## Southern Viet Nam



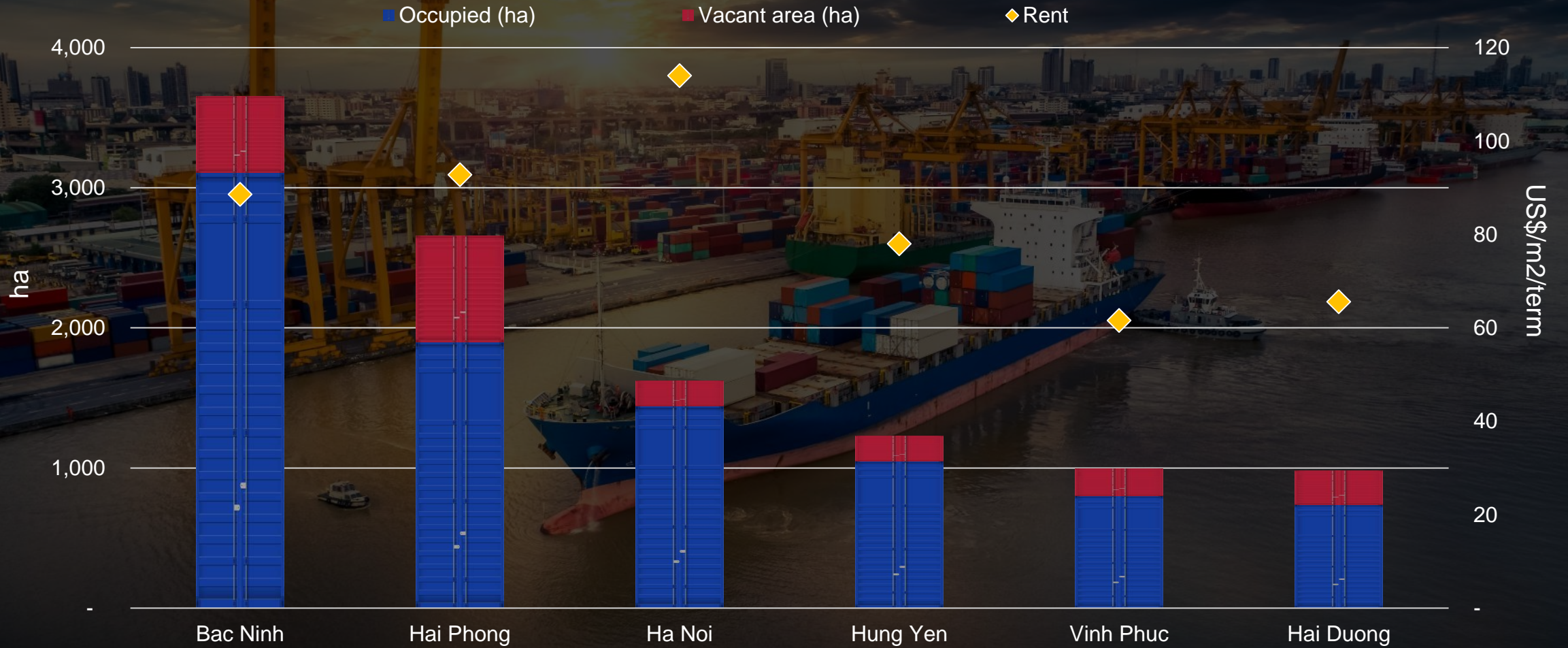
# H1/2019 – SOUTHERN PROVINCIAL INDEX

	H1/2019 FDI (US\$)	2019 PCI (Rank/province)	Total Area (ha)	Total Leasable Area (ha)	Projects	Occupancy	Rent
Ho Chi Minh City	<b>3.08B</b> 2 <sup>nd</sup> highest	<b>65.34</b> 10 <sup>th</sup> /63	4,703	2,620	22	24.3% YoY	stable
Binh Duong	<b>1.37B</b> 3 <sup>rd</sup> highest	<b>66.09</b> 6 <sup>th</sup> /63	10,040	6,296	30	27.6% YoY	54.6% YoY
Dong Nai	<b>1.23B</b> 4 <sup>th</sup> highest	<b>63.84</b> 26 <sup>th</sup> /63	9,216	6,317	31	20.8% YoY	21.1% YoY
Long An	<b>268M</b> 15 <sup>th</sup> highest	<b>68.09</b> 3 <sup>rd</sup> /63	5,827	3,523	21	3.8% YoY	26.7% YoY
Ba Ria- Vung Tau	<b>680M</b> 7 <sup>th</sup> highest	<b>64.02</b> 21 <sup>st</sup> /63	8,924	5,168	11	1.4% YoY	7.8% YoY
Tay Ninh	<b>714M</b> 26 <sup>th</sup> highest	<b>64.54</b> 14 <sup>th</sup> /63	3,390	2,619	6	63.6% YoY	31.1% YoY



# H1/2019 – SUPPLY & PERFORMANCE

## Northern Viet Nam



# H1/2019 – NORTHERN PROVINCIAL INDEX

	H1/2019 FDI (US\$)	2019 PCI (Rank/province)	Total Area (ha)	Total Leasable Area (ha)	Projects	Occupancy	Rent
Hanoi	<b>4.87B</b> 1 <sup>st</sup> highest	<b>65.40</b> 9 <sup>th</sup> /63	3,432	1,624	10	8.5% YoY	8.6% YoY
Bac Ninh	<b>1.01B</b> 5 <sup>th</sup> highest	<b>64.50</b> 15 <sup>th</sup> /63	5,107	3,651	13	6.3% YoY	13% YoY
Hung Yen	<b>299M</b> 13 <sup>th</sup> highest	<b>60.66</b> 58 <sup>th</sup> /63	1,704	1,226	8	6.2% YoY	6.7% YoY
Hai Phong	<b>536M</b> 9 <sup>th</sup> highest	<b>64.48</b> 16 <sup>th</sup> /63	4,658	2,656	11	10% YoY	4.5% YoY
Hai Duong	<b>444M</b> 10 <sup>th</sup> highest	<b>60.98</b> 55 <sup>th</sup> /63	1,449	980	8	18.8% YoY	29.4% YoY
Vinh Phuc	<b>227M</b> 16 <sup>th</sup> highest	<b>64.55</b> 13 <sup>th</sup> /63	1,391	997	6	11.1% YoY	8.8% YoY



# SUFFICIENT CAPACITY

## Land supply

Despite occupancy increasing YoY in key provinces,

- Existing land and upcoming projects;
- Developers: converting agricultural land for industrial usage;
- New locations: e.g. central economic zone with competitive pricing

## Labor supply

- Concerns stem from “low-value-added” manufacturers e.g. garment and furniture;
- 10% of workforce in FDI sector, 40% in agricultural industry = shift “from the farm to the factory”, fueling industrialisation.



# LOGISTICS OVERVIEW

## 1970's to Now

Tactical & Service Driven - Strategic & Solution Driven

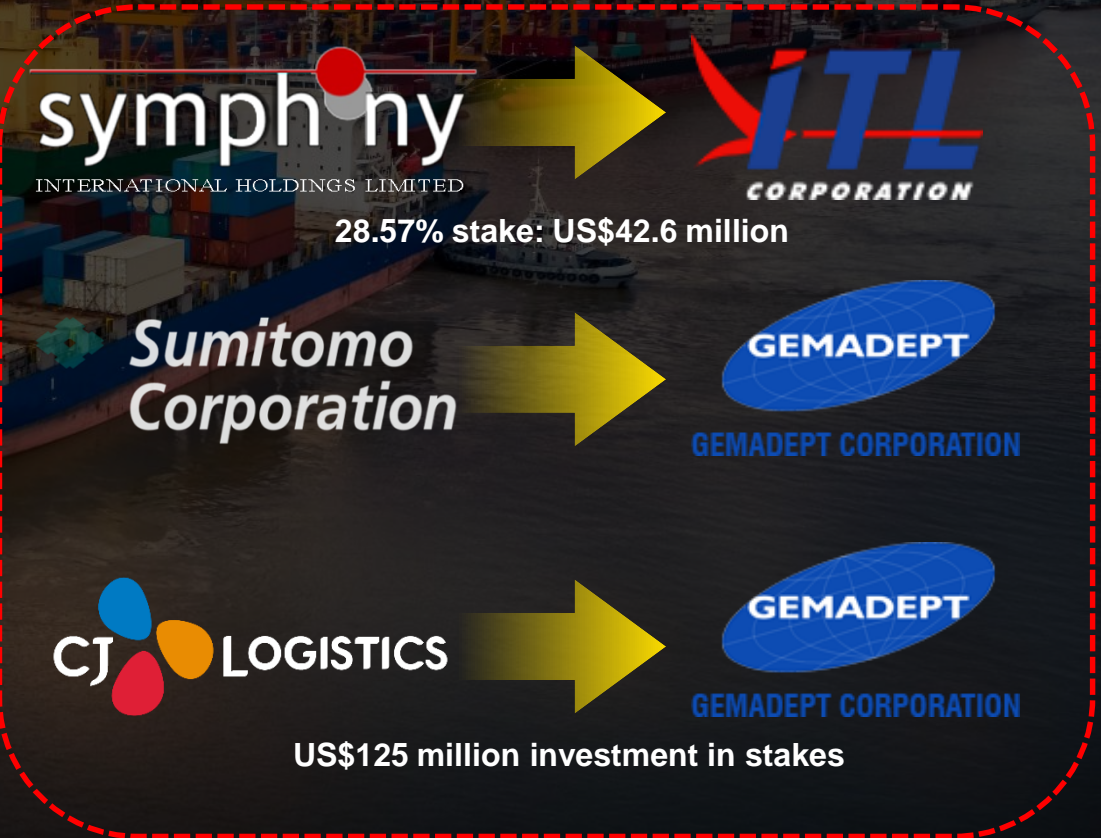
- 3PL, Retail/E-Commerce and Manufacturing – Main Drivers of the warehousing market
- Demand driving up warehouse prices near CBDs, and limiting 'last-mile' delivery supply

## Logistics and Warehousing Market:

- To be valued at US\$86.7 billion by 2022
- CAGR: 13.3% in 2018 – 2020
- Approx. 1,300-1,500 enterprises providing logistics services

## Key M&A's

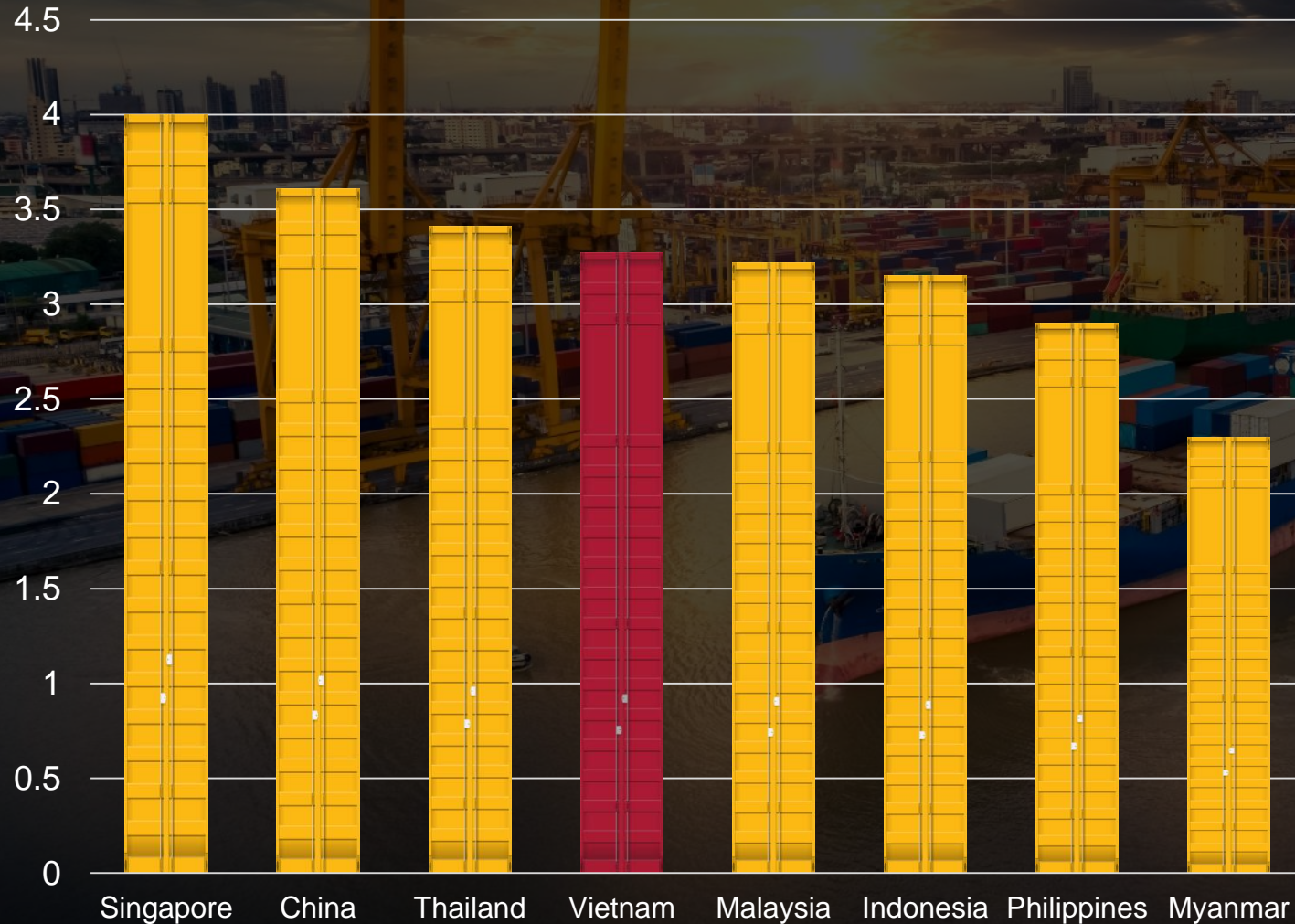
Foreign companies: up to 70%-80% of Vietnam's logistics market due to recent merger and acquisition (M&A) deals, leaving domestic firms struggling with fierce competition.





# LOGISTICS PERFORMANCE

## 2018 Logistics Performance Index Score



**In 2018**, Vietnam ranked **39<sup>th</sup>** out of 160 countries in the World Bank's Logistics Performance Index, jumping from **64<sup>th</sup>** place in **2016**

*“Among lower-middle-income countries, large economies such as India and Indonesia and emerging economies such as Vietnam stand out as top performers”*

***Connecting to Compete: World Bank 2018***



# CHALLENGE FOR INDUSTRIAL



Productivity levels and shortage of skilled labor



Dependency on foreign investment and trade



Consistent increases in minimum wage



Logistics costs - one of the highest in the Asian region



Rapidly increasing occupancy costs near city locations



## Recommendations for FDI Strategy for 2020-2030:



Creating a national skills development plan;



Modernizing investment promotion activities for priority sectors;



Implement supporting policies for local firms;



Open service sectors such as education, logistics and financial services;



Set up a new FDI management agency with higher budget, capacity and authority;



Review and adjust current investment incentives and policies to ensure FDI quality, and;

Prepare for Industry 4.0.



# CONCLUSION



Industrial market is performing well in H1, attracting significant foreign investment

Key drivers: low labor costs, land prices, CIT incentives, FTA's, location, young population

Current land supply facilitating manufacturing investment, upcoming projects needed

More developers offering flexible rental solutions: RBFs and BTS

Growing retail and e-commerce market driving logistics sector

US-China Trade War still benefiting Vietnam

Large industrial transactions in new industries, boosting investor confidence

## CONTACT

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# FACILITIES DEVELOPMENT



## CONSIDERATIONS

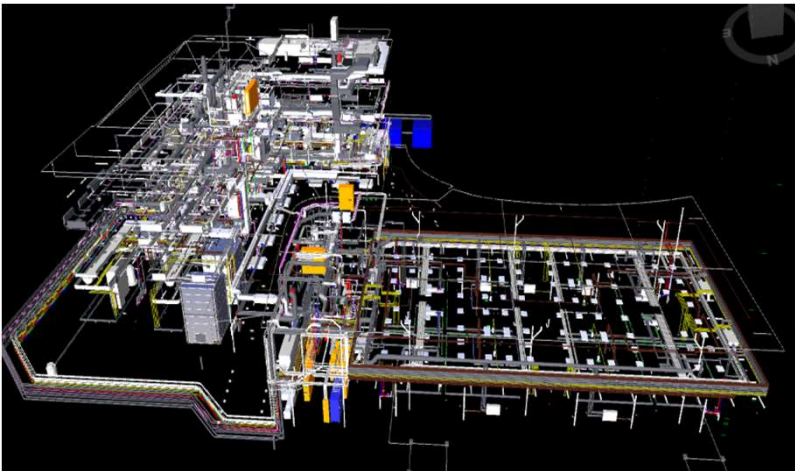
**Master Planning**

**Technical Due Diligence**

**Mr WARREN GOODIE**  
MANAGING DIRECTOR  
**INDOCHINE ENGINEERING**



# FACILITIES AND SERVICES - MEP



<C:\Users\warren\Desktop\Overall.avi>





# MECHANICAL SERVICES

- Fans & AHU's
- Ventilation
- Air Filtration
- Ducts and louvres



- Refrigeration
- Chiller Systems
- Humidity Control
- Temperature Control

# ELECTRICAL SERVICES

- Back up Generation
- Electronic Security
- Lightning Protection
- Cable Trays and Support



- Mains Connection
- Panels and Switchboards
- Lighting and GPO's
- Data Cabling, Comms



## PROCESS SERVICES



- Modular boilers/steam systems
- Water Treatment / Purifiers
- Process Control Systems

- Process Water Systems
- Compressed Air
- Flammable/Purge Gas
- Trade Waste Systems



# JIT DELIVERY & AUTOMATION - THE TRANSITION

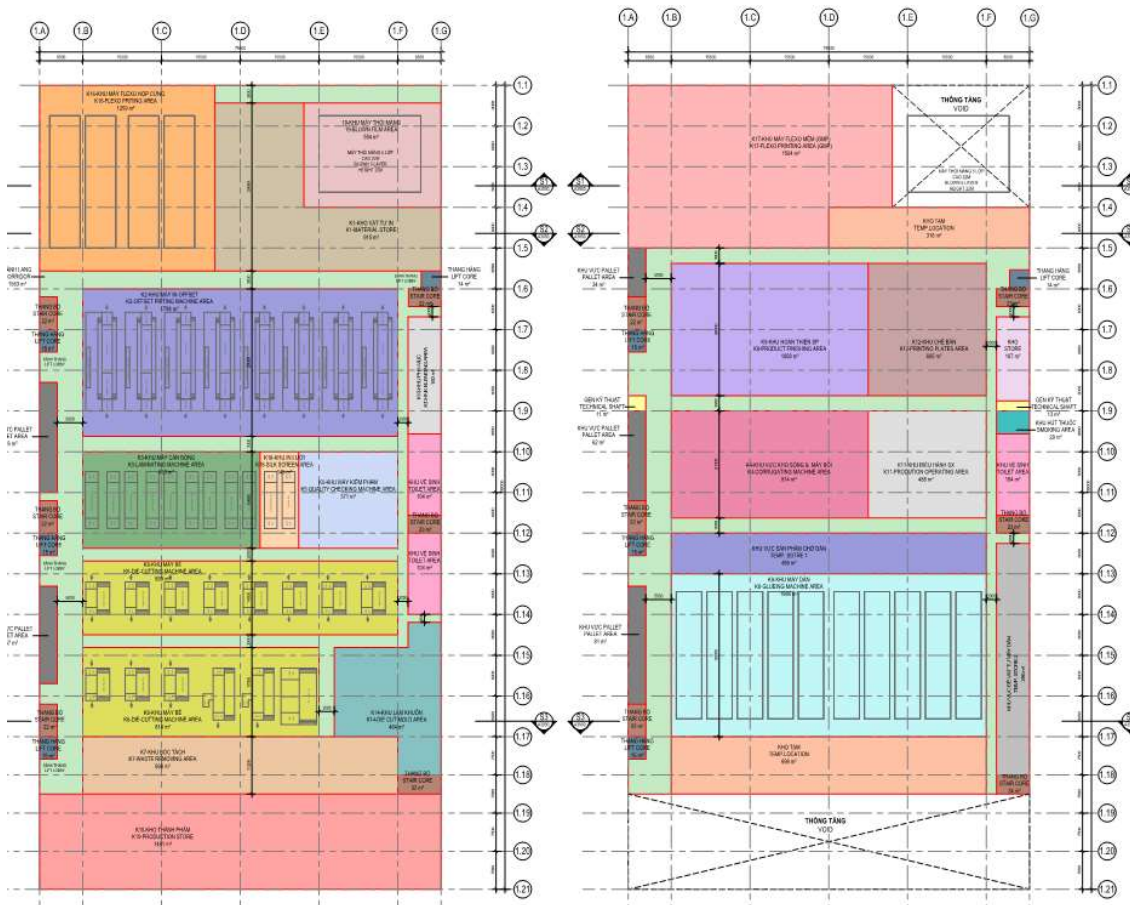


- Low Labor vs Capital Costs
- Tipping Point to Automation
- Local Labor Availability
- Optimum Solution and;
- Transition / Master Plan





# MASTER PLAN - FOR FUTURE AUTOMATION

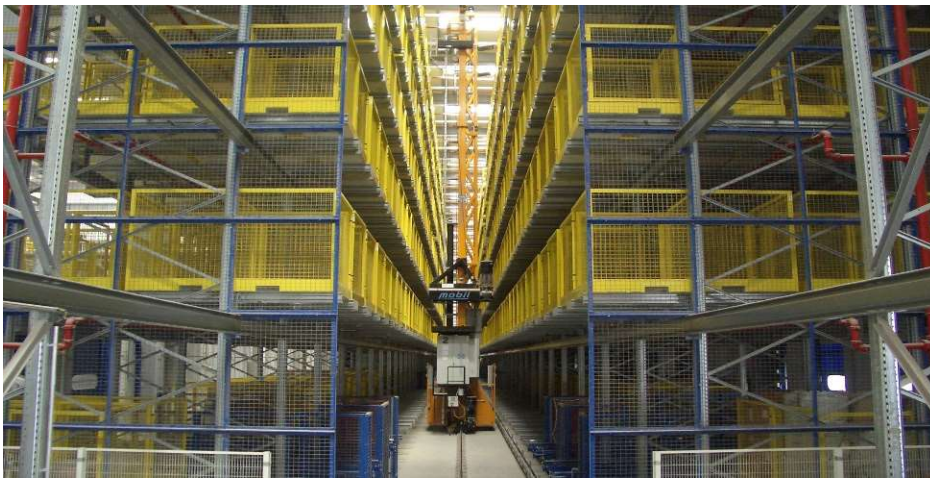


- Product Flow
- Non-Product Flow
- Production Variables
- Equipment Layout  
(Manual vs Later Automation)
- Transport System (AGV)
- Interfacing Equipment
- Control System Interface
- Guidance System  
(e.g. AGV Embedded Wire, RFID, Laser)
- Vehicle Charge Points

# NEW FACILITY DESIGN - FLOOR LOADS



- Heavy Equipment
- Intricate Footings
- ASRS Load Concentration  
(can be x 2.5 – 3.0 of conventional floors)
- Vehicle Wheel Loads  
(e.g. AGV Solid Tire)





# FLOOR FINISHES – DO IT ONLY ONCE



- Surface Finish
- Control Joints
- Abrasion Resistance
- Flatness Tolerances  
(e.g. Typically < 3mm in 3m AGV's)



# FLATNESS AND DEFECTION

## Suspended Slabs

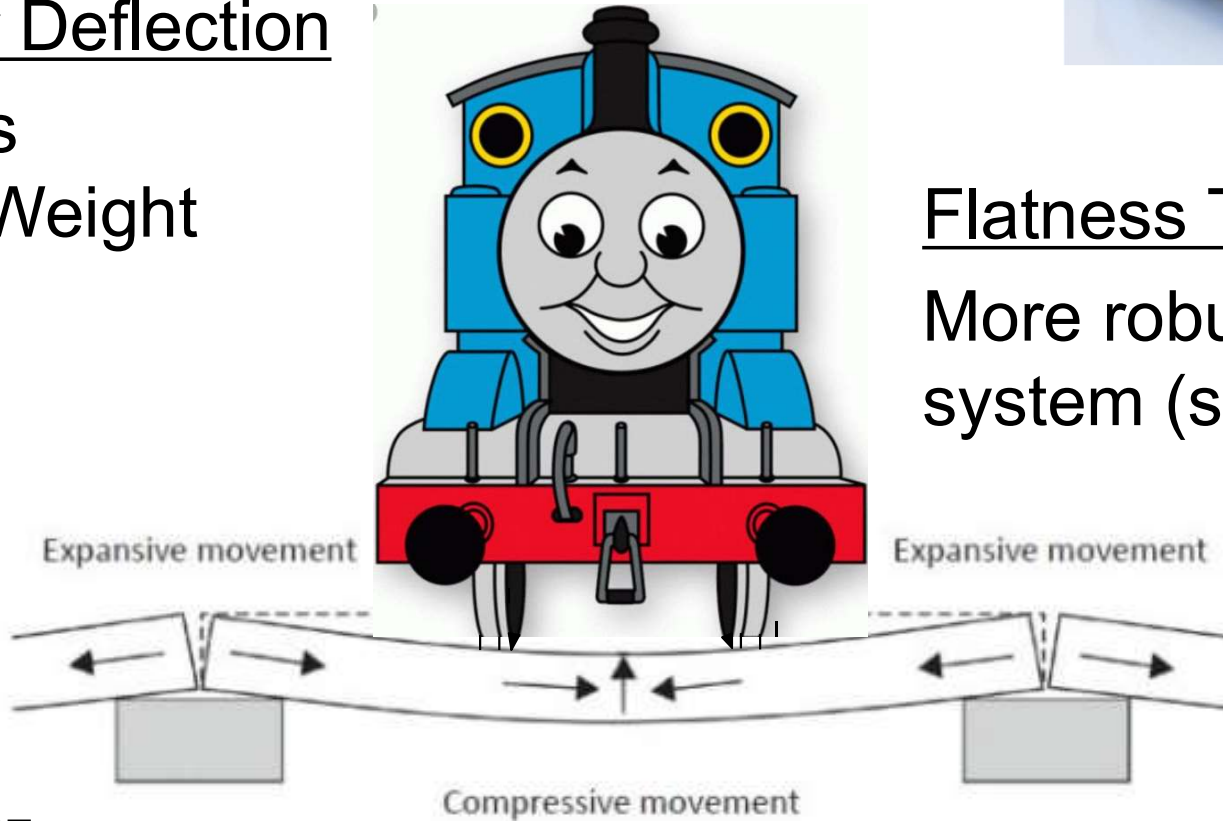
### Design for Deflection

Live Loads

Slab Self Weight



Heavy Loads – 20T



Light Loads – 300kg

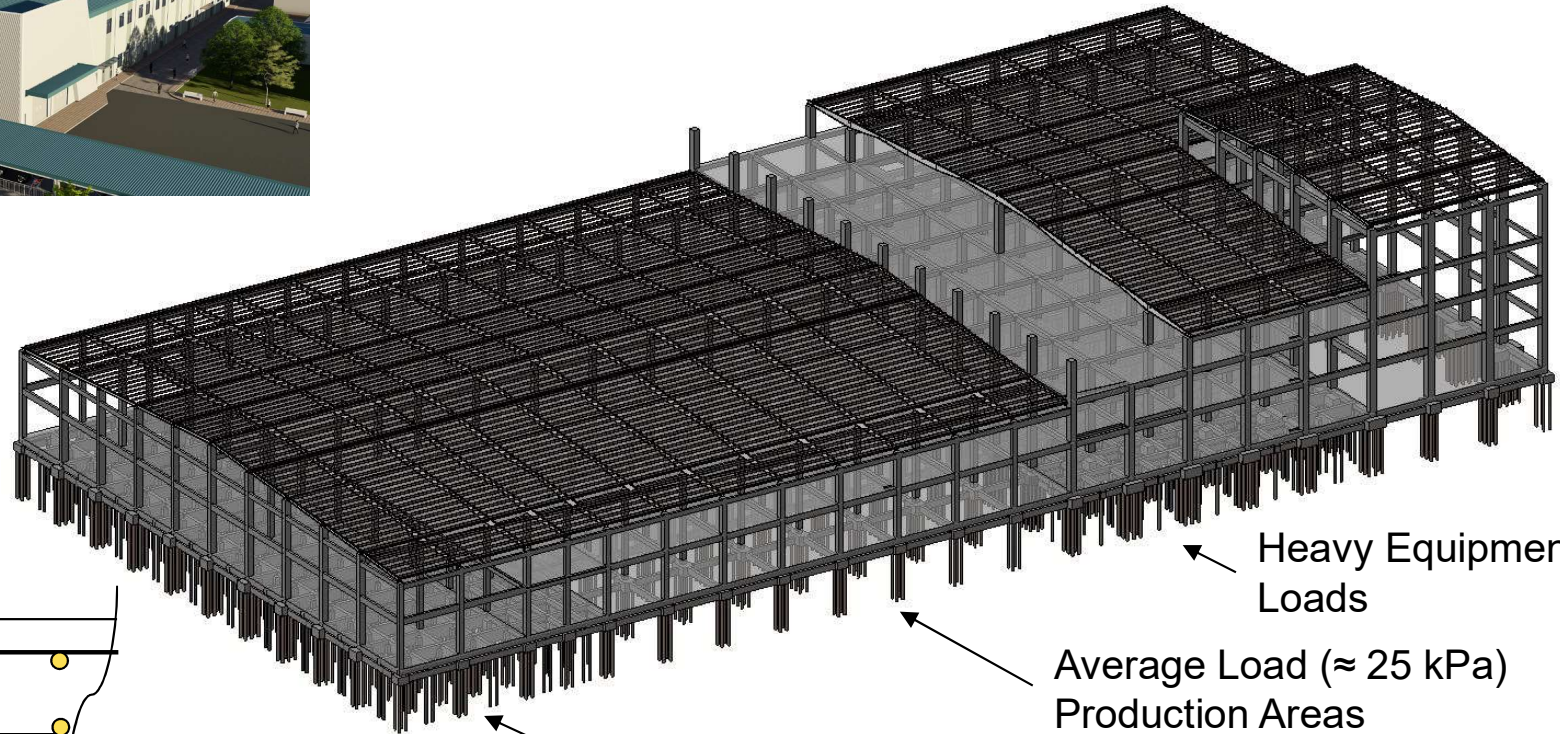
### Flatness Tolerance

More robust structural system (slab & beams)

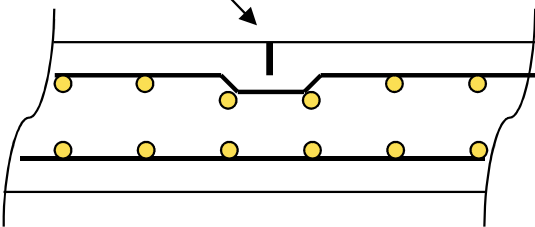




# STRUCTURE AND PILING – LATER IS TOO LATE



Embedded Wire  
Transponder  
Guidance System



High Load (> 60 kPa)  
Warehousing Areas

Heavy Equipment  
Loads

Average Load (≈ 25 kPa)  
Production Areas

# FACILITY & OPERATIONS DEVELOPMENT

## Master Planning

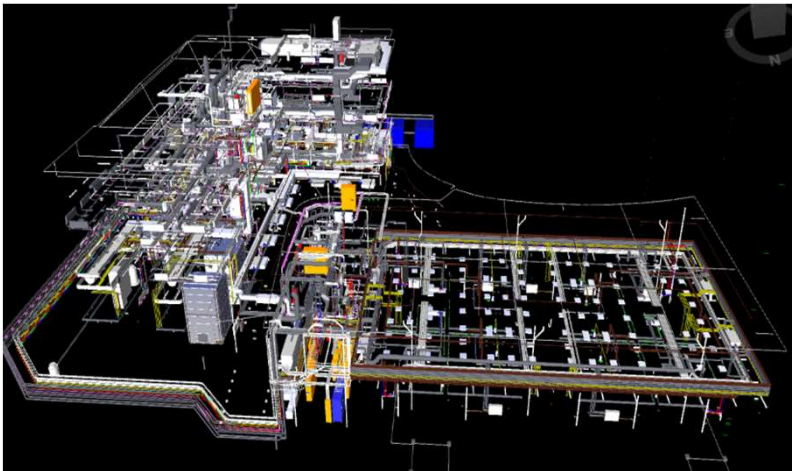
Future Proofing Facilities for Later Automation

**Technical Due Diligence / Preliminary Engineering**  
Sufficient for the Master Plan





# SUSTAINABILITY IN THE INDUSTRIAL SECTOR



**Ms MAI NGUYEN**  
ENVIRONMENTAL SUSTAINABILITY  
**INDOCHINE ENGINEERING**



S U S T A I N A B I L I T Y

Green today



Vanilla bean tomorrow.

# An All-inclusive Approach to Sustainability in the Industrial Sector

Nov 19<sup>th</sup>, 2019



## Indochine Engineering

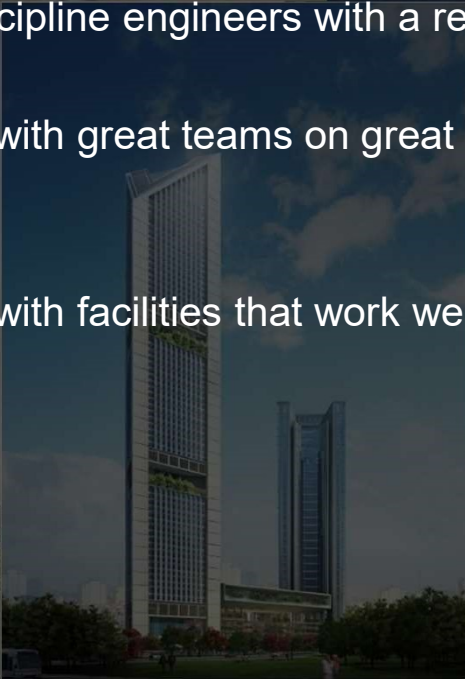
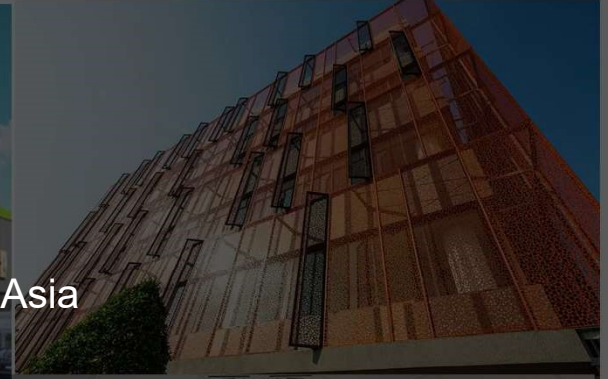
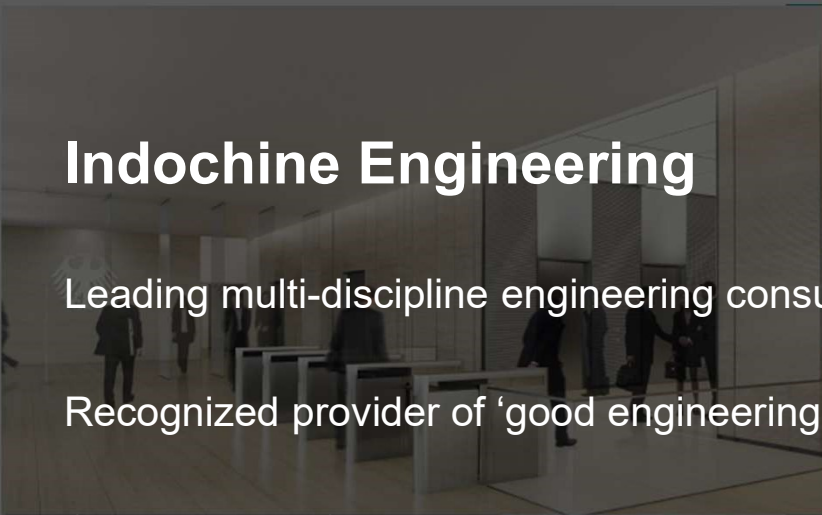
Leading multi-discipline engineering consultancy (MEP/C&S) in South East Asia

Recognized provider of 'good engineering' services to 'good teams' achieving great projects.

Strong team of multi-discipline engineers with a reputation for high quality & sustainable assets.

We wish to be involved with great teams on great projects for good clients, who recognise value in high quality assets.

We wish to be involved with facilities that work well.



adidas

HOME

COMPANY

BRANDS

SUSTAINABILITY

INVESTORS

THEME RESULTS



Our Company

Sustainability

Products

Heritage

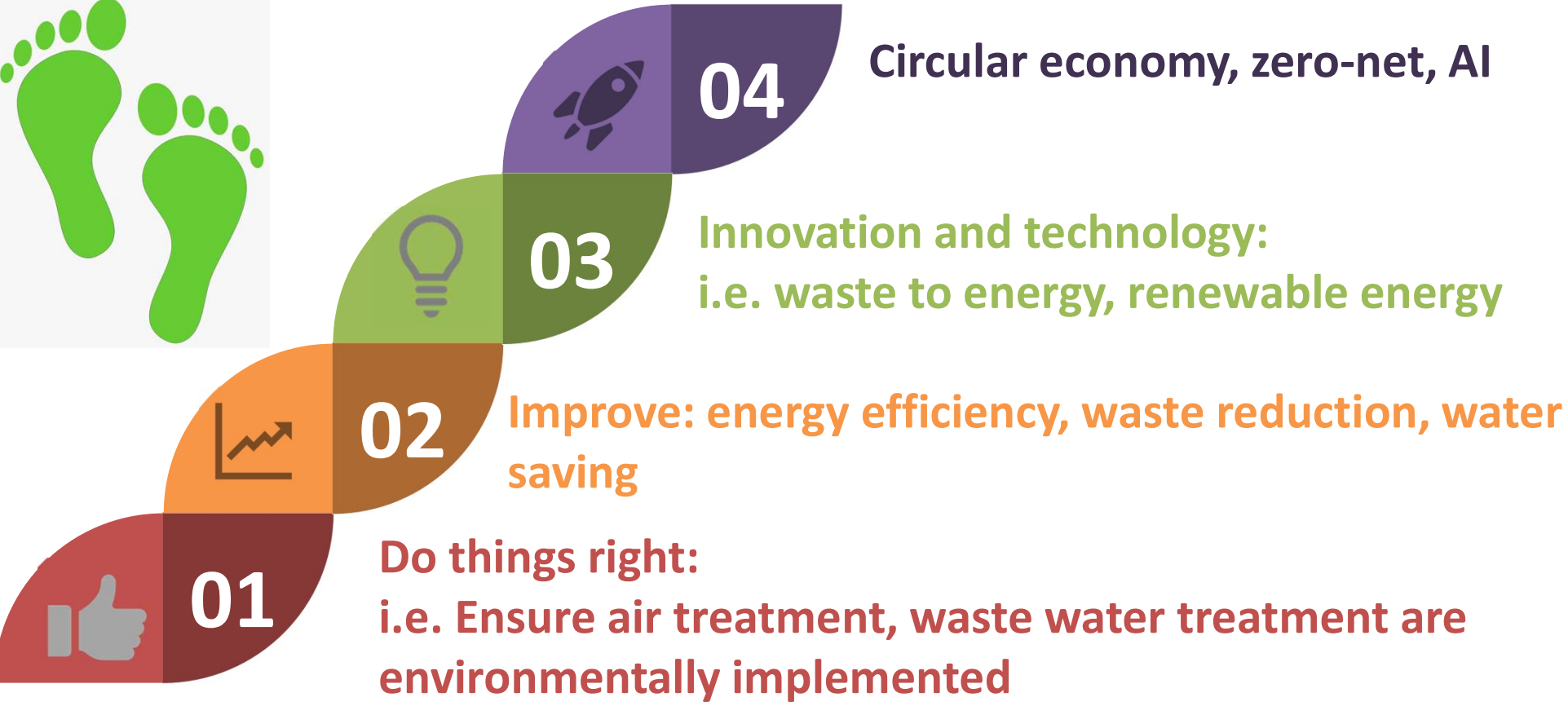
Investors



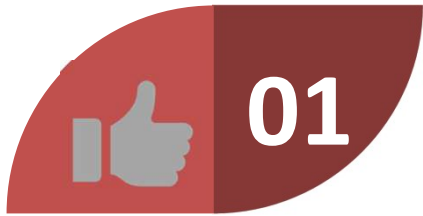
S U S T A I N A B L E Q U A L I T Y







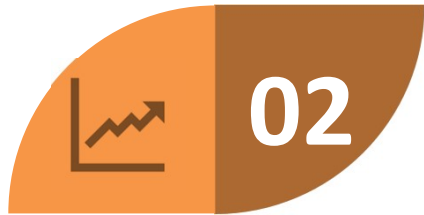




# Do things right



simply good practices of what we  
have been doing  
i.e. Ensure air treatment, waste  
water treatment are  
environmentally implemented

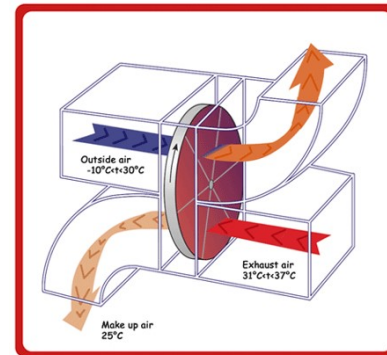


# Improvement



Energy  
saving

- ✓ Good MEP design
- ✓ Good façade design
- ✓ Heat recovery
- ✓ High COP chiller
- ✓ Inverter plant
- ✓ Good natural ventilation
- ✓ Energy efficient light bulb
- ✓ Smart control



A diagram of a rotary heat exchanger, or "heat wheel" (From Uptime Technology BV)



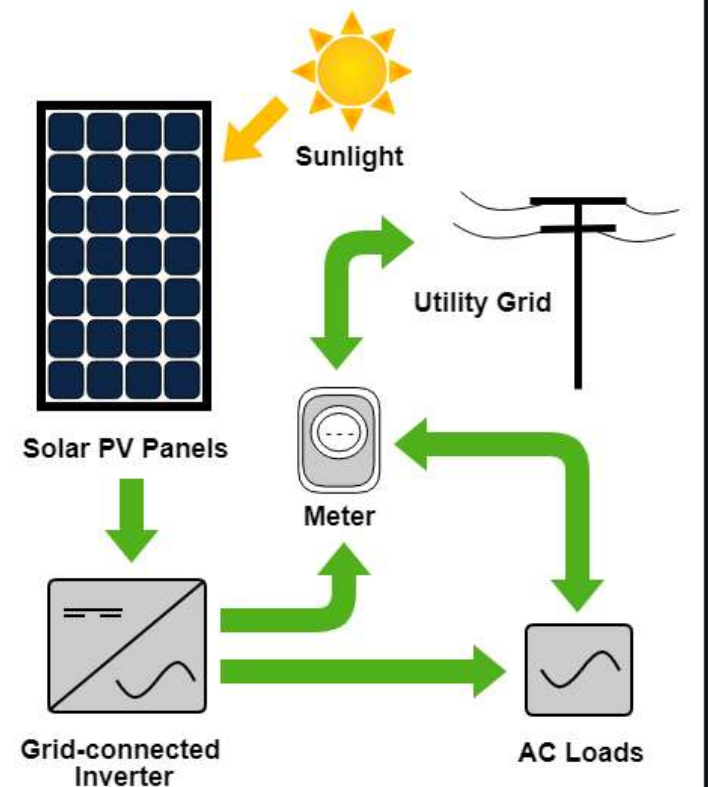
Photo source: <https://www.pngfly.com/>





# Innovation & technology

- ✓ On grid – No battery
- ✓ Sell to EVN – 9.35Cent/kWh
- ✓ Capex ~ 78cent/1w
- ✓ 6sqm ~ 1kwp
- ✓ Efficiency ~ 20%

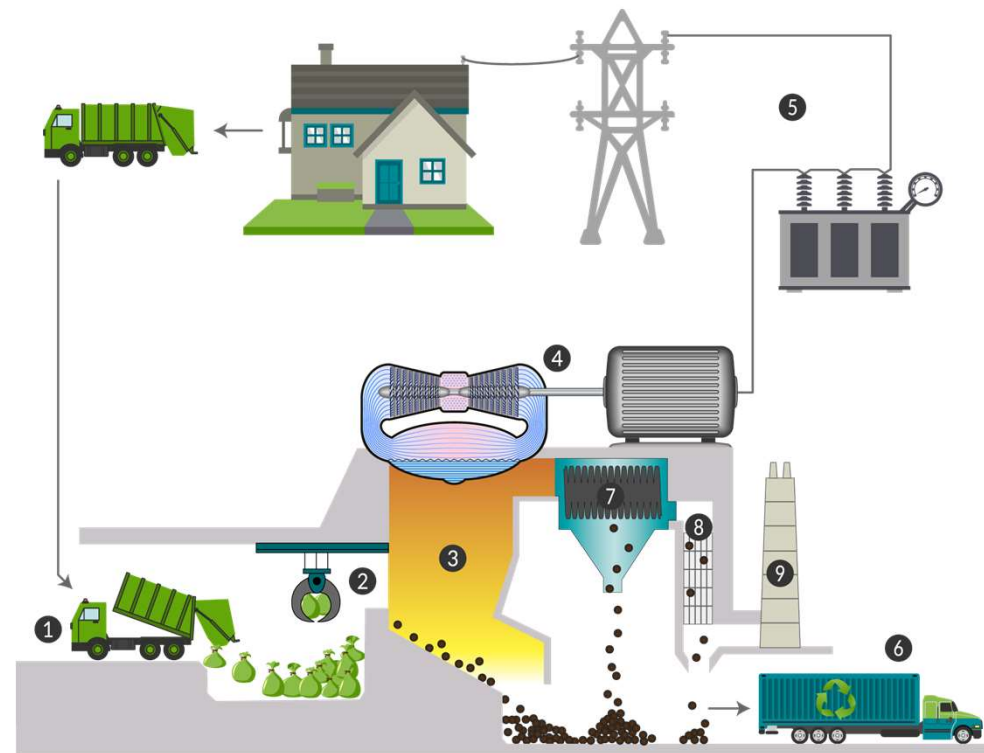




# Innovation & technology



- ✓ Market potential: 320 MW energy generated from waste. 6000 MW in 2050
- ✓ Current projects total capacity 9MW (Da Phuoc, Can Tho, Hau Giang)



Source: <https://cecopower.com/waste-to-energy/>



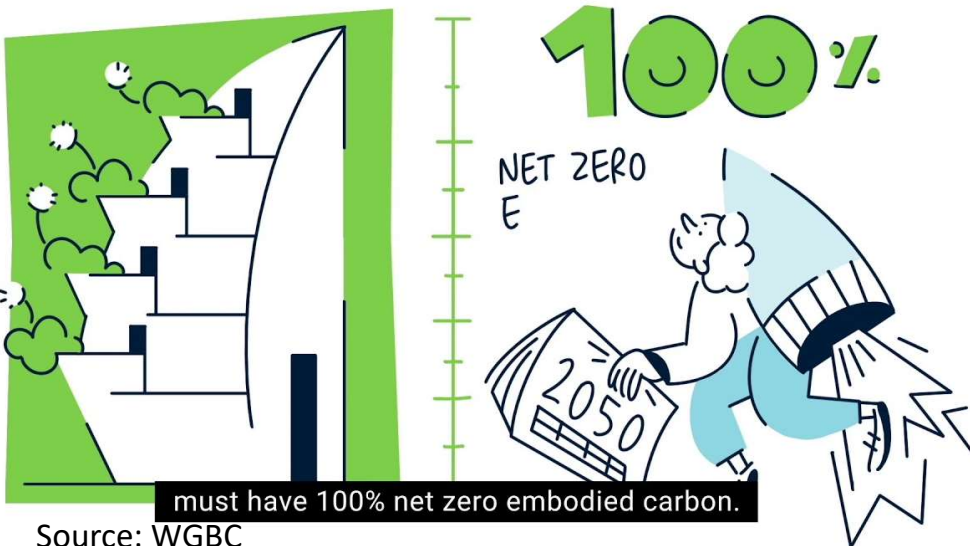
## Artificial Intelligence



4.0



## CIRCULAR ECONOMY

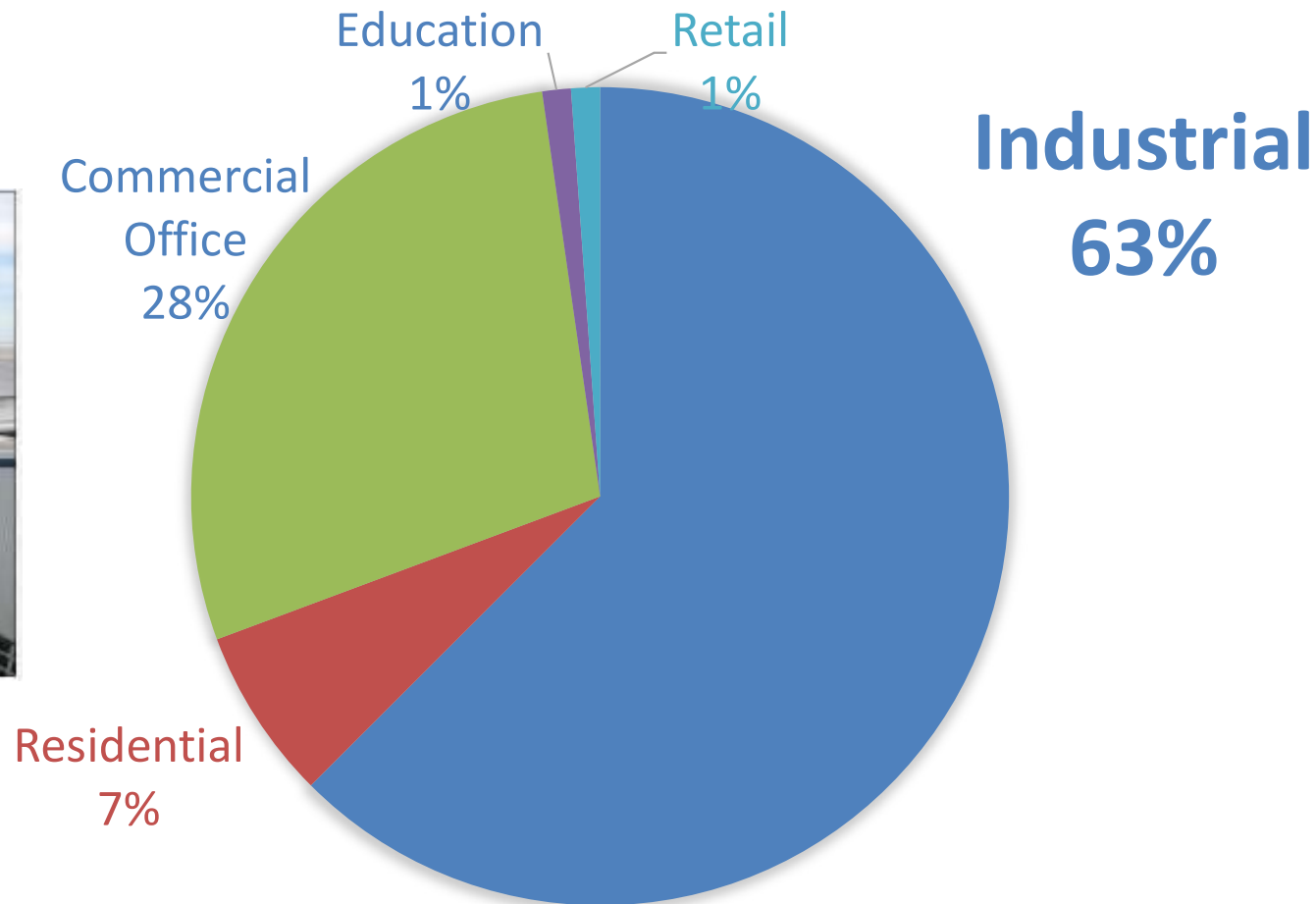


Source: WGBC



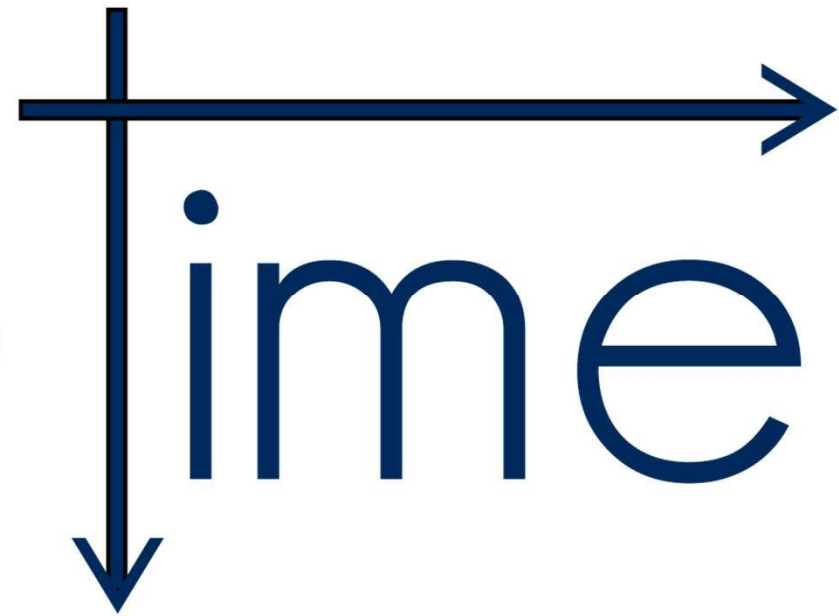
Source: <https://www.contractormag.com/>

## LEED PROJECTS IN VIETNAM BY SECTOR





Just-in-time



Thank you!

**THANK YOU**