



196+ roundtable
indochina

cambodia, laos,
vietnam

online
(20.05.2021)

22
participants

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NOTES

1) calculated as per PKF sample; includes all
properties with at least 100 rooms; 2) as per 31
December 2020; 3) as per the PKF contract
database; 4) from the viewpoint of hotel groups

supply

770 properties	166,853 rooms ¹
47% branded rooms	50% chain affiliated rooms

group / brand profile

- › strongest brand: **Muong Thanh Luxury**
- › strongest group: **Vinpearl**
- › fastest growing brand: **Mövenpick**
- › fastest growing group: **Accor**
- › strongest regional brand (global presence): **Muong Thanh Luxury**
- › fastest growing regional brand: **Jin Bei**

key takeaways

- › Large hotel owners in the region have managed to hold on to their properties due to high liquidity and adequate lending levels.
- › Investors have been trying to come up with the right exit strategy and leverage balance by figuring out when business normality will return, what the cost of capital is, and how to deal with the fluctuating interest rate.
- › Despite the adverse impact Covid-19 has brought to the hotel industry, the situation has been surprisingly positive on the development side in Vietnam, according to a prominent international operator.
- › Many young people will see the hotel industry as vulnerable and easy-to-be-shut-down, which increases the likelihood for them to look for a safer industry to work in.
- › As a future travel rebound will largely depend on travel bubbles and vaccinations, participants shared a cautious to negative outlook. Recovery to pre-covid levels is only expected in 2023 or 2024.
- › Vietnam has seen tremendous growth regarding new types of real estate products, such as condotels. However, the lack of a clear legal framework has caused uncertainty for developers and buyers, resulting in a decline of transactions.

pipeline

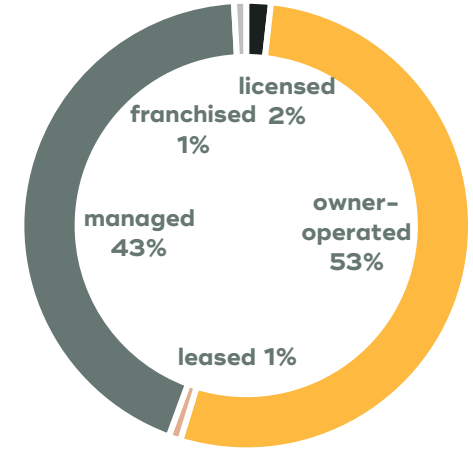
143 properties	59,022 rooms ^{1,2}
117 hotels under construction	26 planned hotels

selected openings of 2020

- › Alma Resort, Cam Ranh, **580 rooms**
- › Nan Hai Pearl Hotel Apartment, Sihanoukville, **556 rooms**
- › Mövenpick Resort Cam Ranh, Cam Ranh, **500 rooms**
- › Eastin Grand Hotel Nha Trang, Nha Trang, **450 rooms**
- › Dolce by Wyndham Hanoi Golden Lake, Hanoi, **441 rooms**

contracts

265 properties	70,802 rooms under contract ^{2,3,4}
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