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**N E W S  
R E L E A S E**

## **Fraser's Hospitality signs its first Vietnam property**

*Fraser Suites Hanoi to open before the end of 2007*

**Singapore, 11 October 2007** – Fraser's Hospitality (Fraser's) announced today that it has signed a management contract for a gold standard serviced residence project in Hanoi, Vietnam, one of the fastest growing economies in North Asia.

Fraser Suites Hanoi is a modern sustainable 24-level tower on the shore of Westlake, the cultural, diplomatic and business heart of the Vietnamese capital. The property with 170 one- two- and three-bedroom apartments as well as penthouses, will open before the end of the year.

“The timing could not be better,” says Fraser's Chief Executive Officer, Mr Choe Peng Sum. “Vietnam is hungry for growth and foreign companies are looking for good investment opportunities in North Asia outside China. As a result, foreign direct investment (FDI) is pouring in at a growing speed and the economy is just kicking into high gear.”

These indications mean high numbers of business travellers on medium-term projects, which makes up the bulk of its guests. “More than 80 per cent of our guests are from Fortune 500 companies. They come to Fraser because we offer gold standard hotel-type services but provide spacious living room that is better suited to stays longer than a week.”

Every apartment at Fraser Suites Hanoi comes with a separate bedroom, a fully-equipped kitchen complete with cooking implements, cutlery dishwasher as well as washer-dryer for clothes. It also provides an all-day dining outlet, fitness centre as well as playground



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## NEWS RELEASE

and playroom for children. “And with the personal touch of our housekeepers and customer-relations executives, Fraser really is a place where you are more than just a guest.”

Vietnam’s economic growth forecast of 8 per cent for 2007 is well above average for Asia (growth of 7.4 per cent in 2004) and Southeast Asia (growth of 5.5 per cent in 2005). Foreign investment is also flooding in. FDI is expected to hit US\$13 billion this year, a 27 per cent growth from US\$10.2 billion in 2006. This is forecast to grow to US\$14.5 billion in 2008. Hanoi is the second largest destination of these investments, after Ho Chi Minh City.

With this rapid growth and huge foreign investments coming in, visitor arrivals to Vietnam have been rising significantly. In the first nine months of this year, Vietnam received 3.17 million foreign visitors, up 18.5 per cent from 2006. Visitor arrivals are forecast to double between 2006 and 2010 to 8 million. “We expect a large number to be business visitors on medium-term projects. With Fraser Suites Hanoi, there will still only be three internationally-managed serviced residences in Hanoi.”

Though Fraser Suites Hanoi is located just 20 minutes from the airport and 10 minutes from the city centre, it has a prime location that is surrounded by lush gardens, sweeping lawns and tranquil courtyards. Within a 3km radius of the property are several corporate offices of MNCs and embassies as well as local attractions including the Presidential Palace and Ho Chi Minh’s mausoleum.

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## **About Frasers Hospitality** (formerly known as Fraser Serviced Residences)

Frasers Hospitality, the hospitality arm of Frasers Centrepoint Limited, a wholly-owned subsidiary of Fraser and Neave, Limited, is a global serviced residence management company with Gold Standard residences in Bangkok, Beijing, Glasgow, Hanoi, London, Manila, Nanjing, Paris, Seoul, Shenzhen, Singapore and Sydney. New developments include Bahrain (2008), Chengdu (2010), Dubai (2009), Shanghai (2008) and Tokyo (2008).

Frasers Hospitality commits to “meeting the unique needs of the executive travellers through continuous innovation”, and providing its customers with the space, family and community away from home. Conceived with the lifestyle preferences of today’s discerning extended stay executive travelers in mind, Frasers Hospitality has three brand offerings – Fraser Suites, Fraser Place and Fraser Residence.

For more information, visit the website at [www.frasershospitality.com](http://www.frasershospitality.com)

## **About Frasers Centrepoint Limited**

Frasers Centrepoint Limited (FCL), a wholly-owned subsidiary of Fraser and Neave, Limited (F&N) is a leading Singapore-based property company with a strong global foothold in property development, property investment, serviced residences and investment funds. Under F&N’s stewardship, FCL’s business comprises an integrated real estate group of shopping centres, real estate asset and fund management, serviced apartments, residential homes and an international property arm developing world-class projects (residential and mixed-use) in UK, Australia, New Zealand, Thailand, Vietnam and China.

For more information, visit FCL’s website at [www.fraserscentrepoint.com](http://www.fraserscentrepoint.com)

## **About Fraser and Neave, Limited**

Fraser and Neave, Limited (F&N) is a leading Asia Pacific Consumer Group with core expertise and dominant standing in the Food and Beverage, Property, and Printing & Publishing industries.

Leveraging on its strength and expertise, it provides key resources and sets strategic directions for its subsidiary companies across all three industries. Today, F&N owns an impressive array of renowned brands that enjoy market leadership across a mix of beer, dairies, soft drinks and beverages; residential properties; retail malls and serviced residences; as well as publishing and printing services.

For more information, visit F&N’s website at [www.fraserandneave.com](http://www.fraserandneave.com)

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## Awards & Accolades

### **Best Serviced Apartment Vendor of the Year 2007**

Fraser Suites River Valley & Fraser Place Robertson Walk, Singapore  
*Human Resources Magazine*

### **Excellence Service 2007**

Fraser Suites River Valley & Fraser Place Robertson Walk, Singapore  
*Spring Singapore*

### **Associate of the Arts Awards 2006 - 2007**

Fraser Hospitality by *National Arts Council*

### **China's Best Business Hotels (Top 25 Serviced Apartments in China) 2007**

Fraser Place Shekou, Shenzhen by *Forbes China*

### **Best Service Residence (Property) Award 2007**

Fraser Place Robertson Walk, Singapore by *TravelWeekly Asia*

### **Best International Brand & Best Luxury Serviced Apartments Award 2007**

Fraser Suites Urbana Sathorn, Bangkok by *Apartment Living Magazine, Bangkok*

### **CitiBusiness-SPBA Regional Brand Award 2006**

Fraser Hospitality by *Association of Small and Medium Enterprises & Lianhe Zaobao*

### **Singapore Promising Brand Award – Gold Award 2004 - 2006**

Fraser Hospitality by *Association of Small and Medium Enterprises & Lianhe Zaobao*

### **Excellent Service Award 2004 – 2006**

Fraser Suites River Valley & Fraser Place Robertson Walk, Singapore  
*SPRING Singapore (Standards, Productivity and Innovation Board)*

### **People Excellence Award 2006**

Fraser Hospitality by *SPRING Singapore*

### **Singapore Service Class 2004 -2005**

Fraser Serviced Residences by *SPRING Singapore (Standards, Productivity and Innovation Board)*

## The Fraser Collection

### **Fraser Suites:**

Bangkok • Glasgow • Hanoi • Le Claridge, Champs-Élysées Paris • London • Nanjing • Paris • Seoul  
• Singapore • Sydney • Bahrain (2008) • Beijing (2008) • Dubai (2008) • Hong Kong (2008)  
• Shanghai (2008) • Bangalore (2009) • Dubai (2009) • Edinburgh (2009) • Kuala Lumpur (2009)  
• Leeds (2009) • Perth (2009) • Chengdu (2010) • Gurgaon (2010) • Jakarta (2010)

### **Fraser Place:**

Bangkok • London • Manila • Seoul • Shenzhen • Singapore • Tokyo (2008)

### **Fraser Residence:**

Beijing • London • Shenzhen • Shanghai (2008) • Tianjin (2009) • Guangzhou (2010)