




# DCF Vietnam Corporation

Valuation  
Investment Consulting  
Mergers & Acquisitions  
Industrial, Commercial Real Estate

Regulated by RICS

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District 1, HCMC



info@dcfvietnam.com  
<http://www.dcfvietnam.com>



DCF Vietnam is profound in valuation service; investment consultancy, M&A; broker agency of sale and leasing industrial, commercial real estate. We are the pioneer in the application of advanced valuation process introduced by international institutes such as RICS, IVSC, API, etc. and fully comply with Viet Nam Law in valuation activities.





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DCF Vietnam Corporation -  
Regulated by RICS

## INTRODUCTION



*Thanks to many years operating services in valuation, investment consultancy, merger and acquisition, broker agency of sale and leasing commercial/ industrial real estate; DCF Vietnam experts have taken the process and accumulated a variety of knowledge, experience as well as technique to find essentially core factors, which build up the value of assets in a particular investment opportunity, in a time and market context, especially in a fast growing economic market - Vietnam.*

*With 4 main services: Valuation, Investment Consultancy, Mergers and Acquisitions, and Industrial, Commercial Real Estate, DCF Vietnam believes we can provide investors more than an in-depth look of the market, yet in the quickest and most efficient way.*

*The key values of our DCF Vietnam brand are our experience and quality of service. Our employees focus on local market knowledge, with strict regards to ethical standards and compliance with the law in providing services of orient value. Furthermore, we collaborate with both domestic and international experts in the industry to ensure the accuracy in our service quality.*

*In addition to complying with the laws of Vietnam, DCF Vietnam is the pioneer in applying international standards and procedures. Therefore, the Certificates delivered by DCF Vietnam are valid in both domestic and international markets.*

*With the strengths mentioned above, DCF Vietnam is honored to be the best choice for investors, economists, companies and organizations that always strive for efficiency and quality of service. Besides providing services to local clients, DCF Vietnam is also a closely partner with reputable companies from Japan, Hong Kong, Singapore, etc. In the near future when globalization becomes the world's common goal, DCF Vietnam hopes to be "the bridge" connecting international investors to the Vietnam market - currently one of the most attractive investment areas.*



# I. DCF VIETNAM - SERVICES



I.1

# Valuation

## DCF Vietnam

- About Valuation
- Property Valuation
- Business, Equity Valuation

## ABOUT VALUATION

DCF Vietnam is proud to be the pioneer in the application of advanced valuation standard introduced by international institutes such as RICS, IVSC, API and comply with Viet Nam Law in valuation activities.

### Types of Asset

- ✓ Property: real estate; plant and machinery
- ✓ Business, Equity

### Basis of Valuation

- ✓ Market value/ Market rent
- ✓ Fair value (compliance with both IFRS 13 and IVSC)
- ✓ Investment value/ Worth
- ✓ Special value
- ✓ Synergistic value/ Marriage value
- ✓ Non market value.

### Purpose of Valuation

#### For Property

- ✓ Mortgage security
- ✓ Acquisition/Disposal
- ✓ Investment portfolio management
- ✓ Family/ Partnership settlement
- ✓ Joint venture purpose
- ✓ Litigation
- ✓ Statutory Compensation
- ✓ Insurance
- ✓ Financial reporting
- ✓ Immigration/investment.

#### For Business

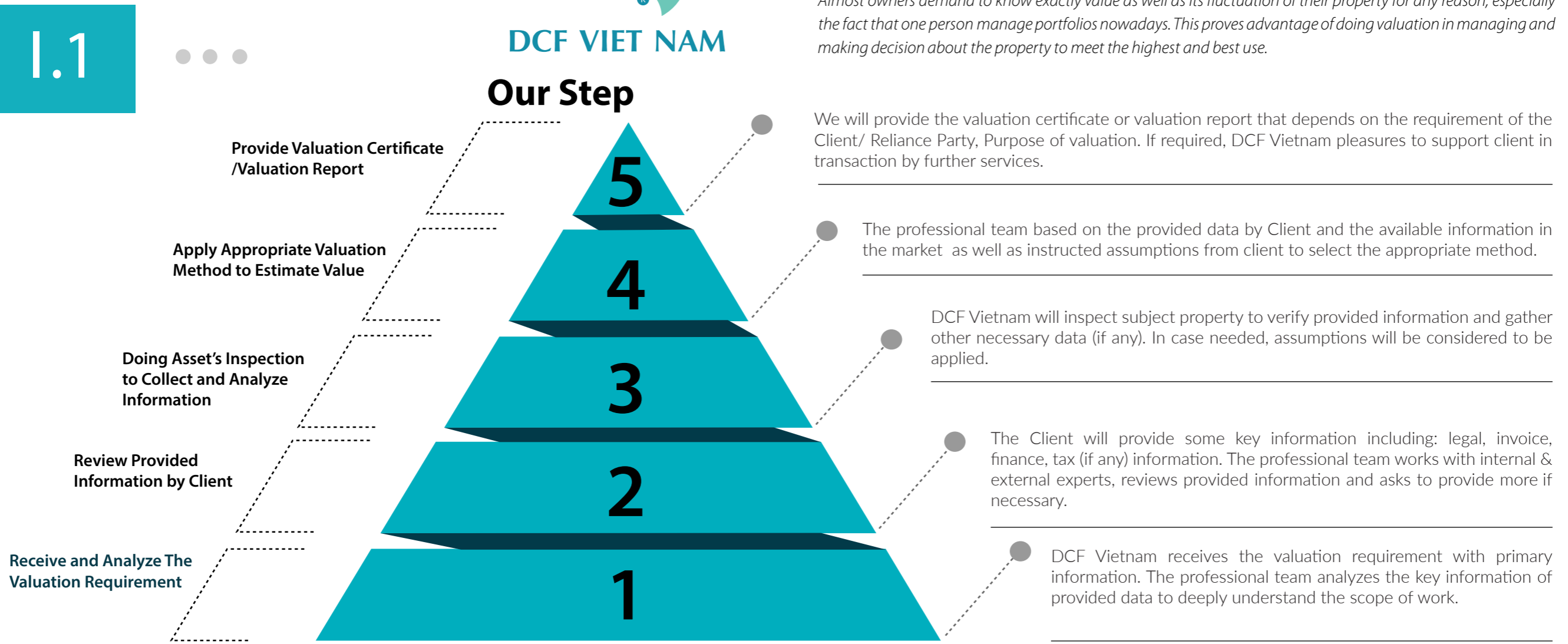
- ✓ Financial Reporting
- ✓ Merge and Acquisition
- ✓ Initial public offering (IPO)
- ✓ Equitization
- ✓ Capital contribution.

# PROPERTY VALUATION



DCF VIET NAM

## Our Step



I.1

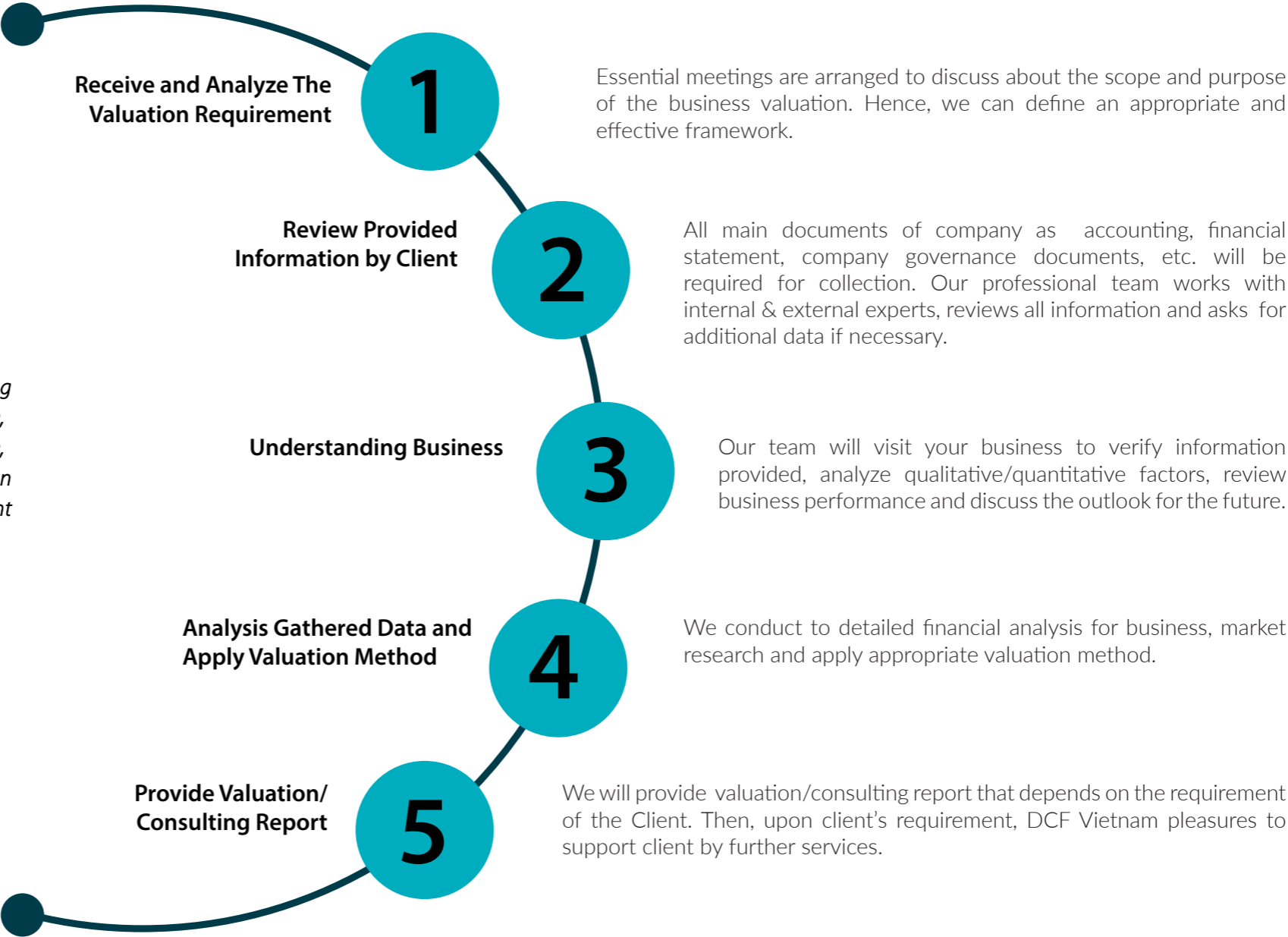
# BUSINESS, EQUITY VALUATION

I.1



## Our Step

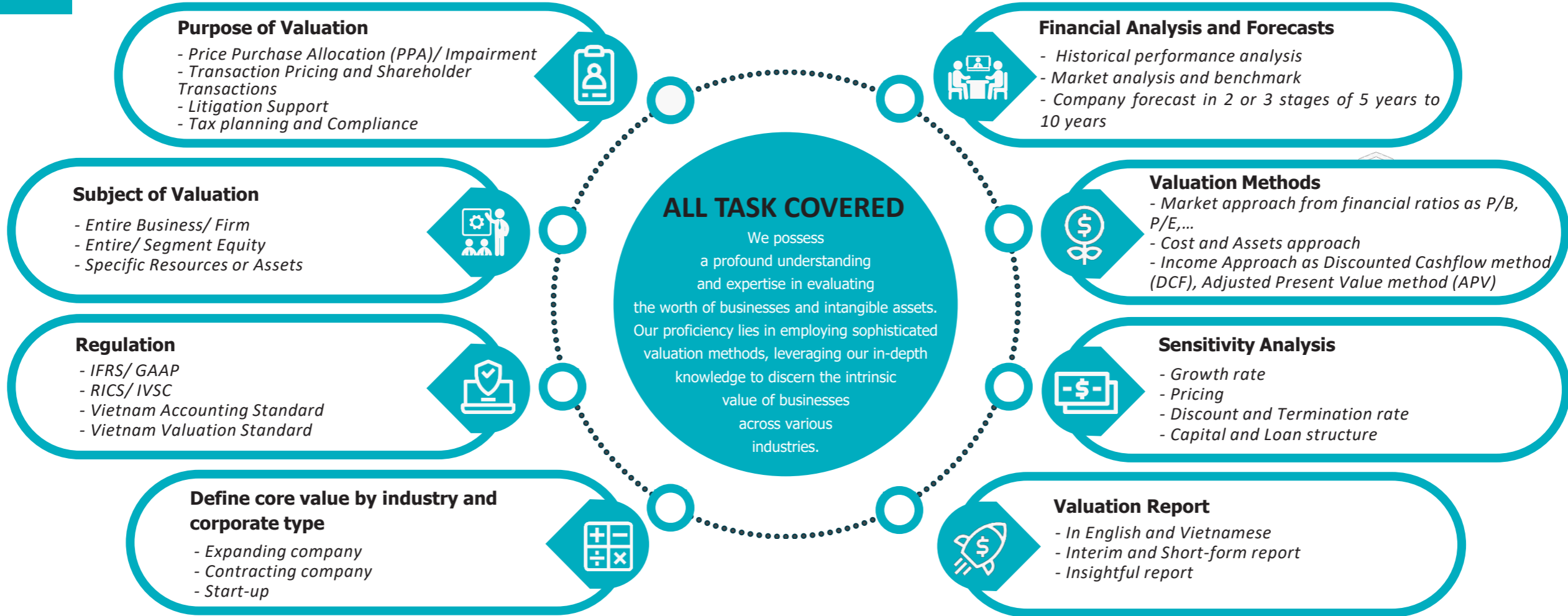
*Knowing intrinsic value of business is critical for making any decision (M&A, financial planning, restructure, IPO, etc.) DCF Vietnam's team has specialist in finance, business. We have considerable experience in valuation with international qualification that could provide client highly qualified valuation/consulting service.*





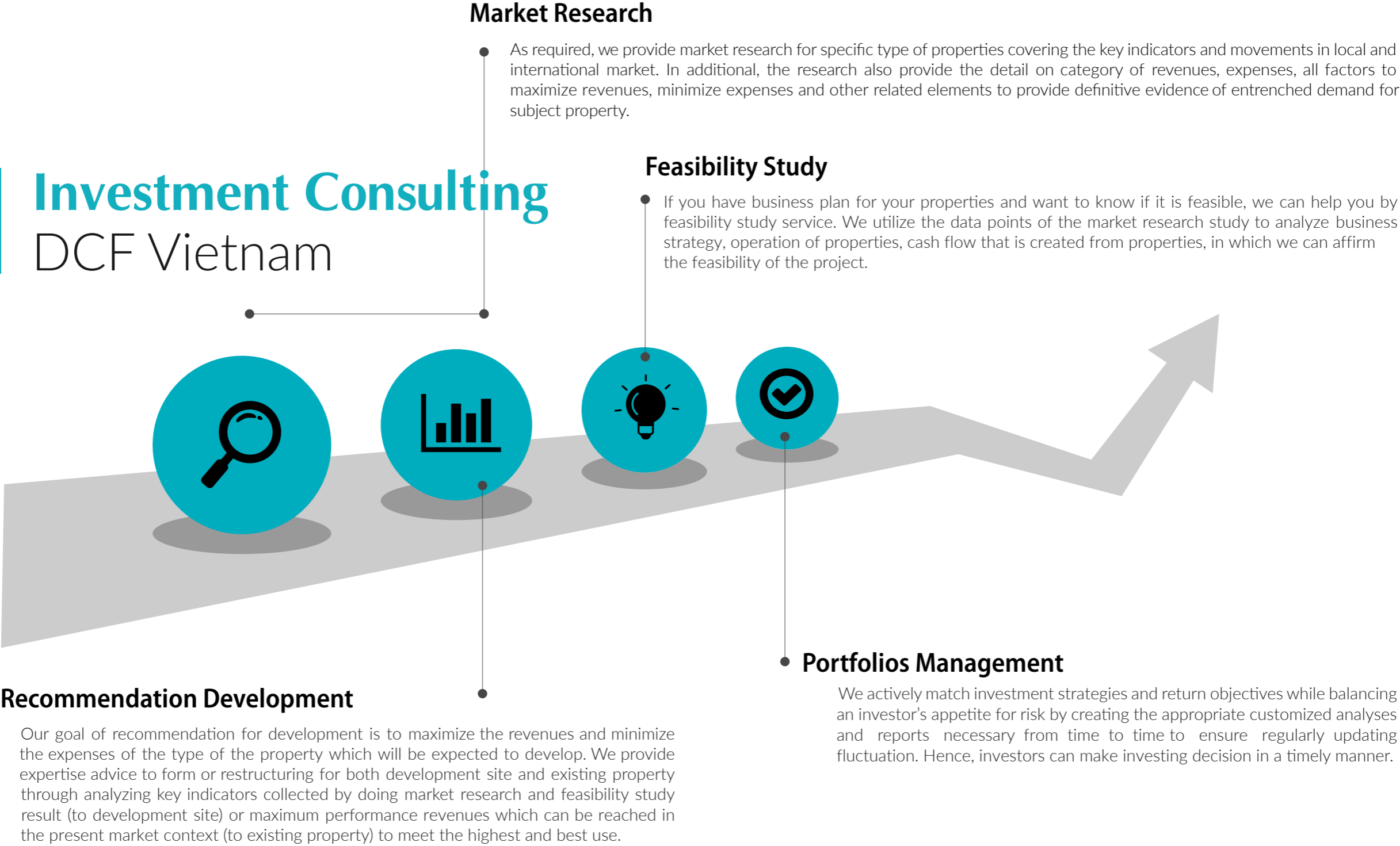
# BUSINESS, INTANGIBLE VALUATION

1.1



# 1.2

## Investment Consulting DCF Vietnam



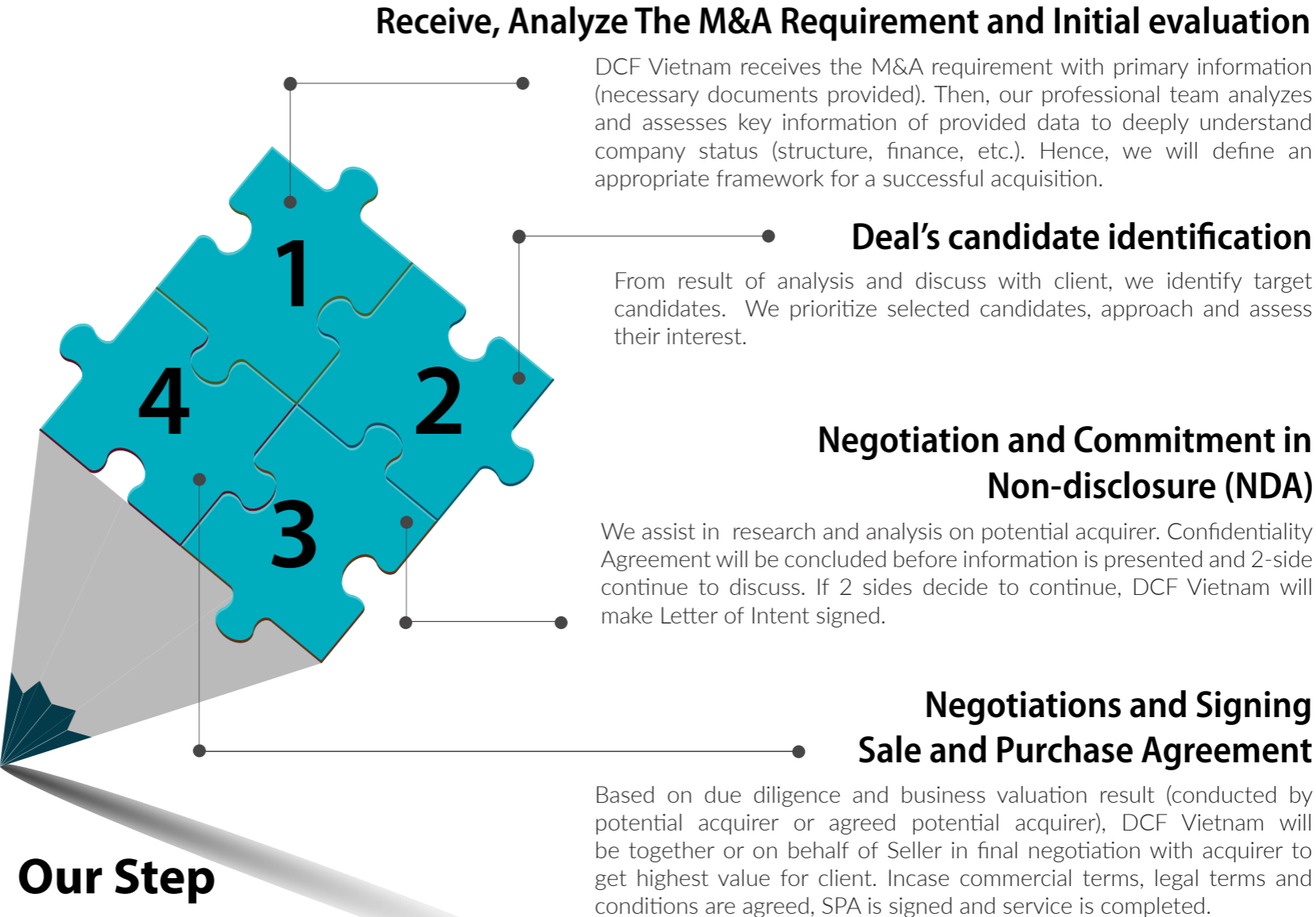
# 1.3

## MERGERS & ACQUISITIONS DCF Vietnam

Sellers - M&A Support  
Acquirer and Investor - M&A Support

*When considering business like an investment tool as well as when considering transfer business, the owner needs to accurately consider tons of factors constituting business's value in the current market context to optimise deal's value. DCF Vietnam and our professional experts will support the client to design an effective transfer plan to achieve the full and fair value of their investments and consistent with other objectives.*

### SELLERS - M&A SUPPORT



## ACQUIRER AND INVESTOR - M&A SUPPORT

### 1.3



*Making an acquisition is one of the fastest ways to expand company and enhance its value. Finding a suitable investment opportunity must be a daunting effort. With extensive knowledge of market, DCF Vietnam can quickly identify the best potential targets, help acquirers and investors develop through acquisition.*

#### Our Step



#### Receive, Analyze Acquisition

DCF Vietnam receives the requirement and analyze on information provided (about major, size, acquisition method, etc.) to deeply understand potential firm and structure of scope work. Hence, we will define an appropriate framework for a successful acquisition.

#### Deal's Candidate Identification

From result of analysis and discuss with client, we identify target candidates. We prioritize selected candidates, approach and access their willingness.

#### Negotiation and Commitment in Non-disclosure

After finding potential acquisition candidate, we further initiate the process through an exchange of relevant information once sending signed Confidentiality Agreement.

#### Due Diligence and Business Valuation

Based on due diligence and business valuation result (conducted by potential acquirer or agreed potential acquirer), DCF Vietnam will be together or on behalf of Seller in final negotiation with acquirer to get highest value for client. In case commercial terms, legal terms and conditions are agreed, SPA is signed and service is completed.

#### Negotiation And Signing Sale And Purchase Agreement

Based on results above, DCF Vietnam will be together or on behalf of Acquirer/ Investor in final negotiation to help to deliver the most optimal outcome for them. In case commercial terms, legal terms and conditions are agreed, SPA is signed and Service is completed.

# 1.4

## INDUSTRIAL, COMMERCIAL REAL ESTATE

### DCF Vietnam

Sales - Buying or Selling  
Leasing



## SALES - BUYING OR SELLING

### About Seller Representation

Reaching the right buyers is the target. Simply listing the property is not enough, best value brought to clients is the main.

### Our Step

- ✓ Receive and analyze services requirement and client's purpose.
- ✓ Evaluate information and document of property
- ✓ Give advice to the clients (Is it the right time to sell? How about the market?).
- ✓ Do valuation to give market price for client's consulting.
- ✓ Make conclusion about the price, time frame to sell property.
- ✓ Prepare property report (includes property details, estimated value, analysis of market, primary market, etc.).
- ✓ Conduct marketing plan in target market segments.
- ✓ Negotiate with potential buyers.
- ✓ Participate in negotiation, support in signing sale and purchase agreement
- ✓ Completion.

### About Buyer Representation

Whether this is your first location or an addition to your investment portfolio, providing you the best - in - class real estate advisory is our commitment.

### Our Step

- ✓ Receive and analyze services requirement and client's purpose.
- ✓ Give advice to the clients (Is it the right time to buy? How about the market?).
- ✓ Access to target market and finding designated properties.
- ✓ Property evaluation/due diligence/ financial analysis and comparison.
- ✓ Negotiate with the property owners, developers or real estate firms.
- ✓ Negotiate with potential buyers.
- ✓ Participate in negotiation, support in signing sale and purchase agreement.
- ✓ Completion.

# 1.4



**DCF VIET NAM**



## LEASING

### About Landlord Representation

Instead of selling, leasing property is another decision. Reaching right tenant who can maximize the use of property is our duty.

#### Our Step

- ✓ Receive and analyze services requirement and client's purpose.
- ✓ Evaluate information and document of property.
- ✓ Give advice to the clients (Is it the right time to rent? How about the market?).
- ✓ Do rental assessment, tenant, rental purpose to give market rent for client's consulting.
- ✓ Make conclusion about the price, time frame to rent property.
- ✓ Prepare property report (includes property details, analysis of market, market rent, primary market, etc.).
- ✓ Conduct marketing plan in target market segments.
- ✓ Negotiate with potential master/ individual tenant.
- ✓ Participate in negotiation, support in signing agreement.
- ✓ Completion.

### About Tenant Representation

All you need are all we have. Industrial building, residential land for development or a landmark retail shopping center for investment, etc., we can do the best for you.

#### Our Step

- ✓ Receive and analyze services requirement and client's purpose
- ✓ Search for property.
- ✓ Set up tour of best properties.
- ✓ Prepare property's indicative report (includes property details, analysis of market, market rent, etc.) and give advice on the rental.
- ✓ Participate in negotiation, support in signing agreement.
- ✓ Completion.

## II. OUR PEOPLE





Mr. Duong Pham takes a role of leading, managing and operating the whole company to make sure that the operation of the company meets the expectation of the client, Board and the Stakeholders and toward the strategic direction of the company.

## Duong Pham (Mr.) Managing Director

LL.B, MBA, MRICS  
Chartered Valuation Surveyor  
Chartered Valuation & Estate Agents  
RICS Registered Valuer



### Managing Director

DCF Vietnam Corporation |  
www.dcfvietnam.com  
(9/2021 - present)

**Excutive Director**  
DCF Vietnam | www.dcfvietnam.com

(2016 - 9/2021)

**Director - HCM Team Leader** - Valuation & Advisory Service  
CBRE (Vietnam) | www.cbrevietnam.com

(2015 - 2016)

**Associate Director** - Valuation & Advisory Service  
CBRE (Vietnam) | www.cbrevietnam.com

(2008 - 2015)

**Sale Executive, Valuer**  
ACB Real Estate | www.acbr.com.vn

(2003 - 2008)

**Lawyer**  
HCMC Bar Association | www.hcmcbar.org

(2010 - present)

E: duong.pham@dcfvietnam.com  
M: +84 983 426 175





## Thao Ngo (Ms.)

Head of Business  
Valuation & Advisory

Master, MRICS, MOF  
Chartered Valuation Surveyor  
Chartered Valuation of Businesses  
& Intangible Assets  
RICS Registered Valuer

*Ms. Thao joined DCF Vietnam Corporation as an Assistant to Board of Directors of DCF Vietnam, and became to Head of Valuation and Advisory Department in 2021. She supports Board of Directors in communication and coping with clients and partners. Besides, she is also a well-trained valuer with diverse experience in valuation of townhouses, other types of commercial real estate as well as business.*



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M: +84 777 304 430

T: +84 336 008 299

### Head of Business Valuation and Advisory

**DCF Vietnam Corporation**

[www.dcfvietnam.com](http://www.dcfvietnam.com)

(2024 - present)

### Head of Valuation and Advisory Department

**DCF Vietnam Corporation**

[www.dcfvietnam.com](http://www.dcfvietnam.com)

(2021 - 2023)

### Assistant to Board of Directors

**DCF Vietnam Corporation**

[www.dcfvietnam.com](http://www.dcfvietnam.com)

(2016 - 2021)



DCF VIET NAM



## Uc Tran (Mr.)

Director  
Investment Consulting Dept.  
Bc., M.Econ, MOF

*With over 11 years of experience working with reputable companies and multinational corporations, Mr. Uc has accumulated extensive expertise in various fields, including: business M&A, investments, commerce, finance, and valuation. Mr. Uc also plays a leadership role in market development, identifying investment opportunities, conducting investment analysis, and providing recommendations to the board of directors throughout the investment process.*



E: [uc.tran@dcfvietnam.com](mailto:uc.tran@dcfvietnam.com)

### Manager of Investment & Consultant Director of Investment Consulting Dept.

DCF Vietnam Corporation  
[www.dcfvietnam.com](http://www.dcfvietnam.com)  
(2016 - 2018, 7/2023 - present)

### Director of Investment & Development

AIDC Group  
(2020 - 7/2023)

### Manager of Advisory

Savills Vietnam Co., Ltd  
[www.savills.com.vn](http://www.savills.com.vn)  
(2018 - 2019)

### Financial Analyst

Ernst & Young Vietnam Limited  
[www.ey.com](http://www.ey.com)  
(2014 - 2016)

### Valuer

Vietnam Technological and Commercial Joint - Stock Bank  
[www.techcombank.com](http://www.techcombank.com)  
(2012 - 2014)



DCF VIET NAM



## Thanh Ly (Mr.)

Valuer

Ministry of Finance - Registered Valuer

*Before joining DCF Vietnam, Mr. Thanh has been holding many important positions in large enterprises and corporations. With more than 15 years of experience, he has a good understanding of the business and operation of the business, in addition to the experience in working with domestic and international customers.*



MBA

| UoP University

Valuer

| RICS

Valuer

| The Ministry of Finance

Valuer

| The Ministry of Natural Resources and Environment

Financial Analysis

| SSC

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M: +84 763 304 430

### Certified Practicing Valuer (MOF)

DCF Vietnam Corporation

www.dcfvietnam.com

(2021 - present)

### Investment Services Director

Công ty TNHH Emergent Capital Partners |

www.emergentpartners.com

(2021 - present)

### Valuation and Advisory Manager - Director of HCMC Valuation Company

Công ty TNHH Cushman & Wakefield |

www.cushmanwakefield.com

(2016 - 2020)

### Planning and Investment Manager - Senior Specialist in General Manager's office

Nguyen Kim Investment and Development Joint Stock Company |

Nguyen Kim Trading Joint Stock Company |

www.nguyenkim.com

(2012 - 2016)



DCF VIET NAM



## Huong Duong (Mrs.)

Valuer

Ministry of Finance - Registered Valuer

*Before joining DCF Vietnam, Mrs. Huong has worked in many positions. Therefore, she is knowledgeable about the business and operation of the business. In addition, she also has a lot of knowledge and experience in property valuation and auction activities.*



MBA

| Bruxen University

Valuer

| The Ministry of Finance

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M: +84 763 304 430

### Verified Practicing Valuer (MOF)

DCF Vietnam Corporation |

www.dcfvietnam.com

(2022 - present)

### General Administration and Accounting Manager

Property Auction Service Center - Ha Noi Department of Justice |

(2010 - 2021)

### Verified Practicing Valuer (MOF)

Quang Ninh Valuation Joint Stock Company |

(2015 - 2017)

### Person in charge of Administration and Accounting

Venture of Consultancy and Management for Ha Noi - Hai Phong Highway Project |

(2008 - 2010)



## Trang Nguyen (Mrs.)

Valuer

Ministry of Finance - Registered Valuer

*Ms. Trang has more than 15 years of experience in Finance - Banking and Valuation. She has held many key positions in organizations. As a result, she has accumulated a lot of knowledge and experience in the regional market and always strictly adheres to professional ethical standards.*



MBA  
| Monash University

Valuer  
| The Ministry of Finance

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M: +84 763 304 430

### Verified Practicing Valuer (MOF)

DCF Vietnam Corporation

www.dcfvietnam.com

(2017 - present)

### Collaborator

Quang Nam Finance and Price Consultancy Joint Stock Company |  
Dong Nam A Inspection - Valuation Joint Stock Company |

(2013 - 2016)

### Vice President of International Business and Relations Division

Lien Viet Post Bank |

www.lienvietpostbank.com.vn

(2013 - 2014)

### Team leader of Analysis and Evaluation

Joint Stock Commercial Bank for Investment and Development of Vietnam |

www.bidv.com.vn

(2008 - 2012)

# III. PARTNERS, CLIENTS AND EXPERIENCES





JAPAN VALUERS



## OUR STRATEGIC PARTNERS



**Deloitte.**



**RSM**

 **Grant Thornton**



**KROLL**

**APOLAT**  
— L E G A L —

 **LIKON LAW**  
Vietnam Int'l Practice

**A&P**

Audier & Partners Vietnam  
L.L.C.

**RAJAH & TANN LCT LAWYERS**  
*Vietnam*

 **INTERNATIONAL VALUATION LIMITED**  
國際評估有限公司

 **VINCORN**  
vincorn consulting & appraisal | 泓亮咨询及评估

 **Valplus**  
Business Advisory

 **Masterpiece**  
Valuation  
睿力評估諮詢

 **American**  
Appraisal

**COOPERATIVE PARTIES**



**DAIWA Real Estate Appraisal**



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Your Personal Advisors in Real Estate



**ROBERT KHAN**

INTERNATIONAL BUSINESS ASSETS CONSULTANTS

 **hbm**  
PREFERRED PROPERTY & FACILITY MANAGER

**MacReal** **INTERNATIONAL**  
SDN BHD Co. Reg. No. 20060105145  
(734897-1)



**DAEWON**

**LOTTE**  
GLOBAL LOGISTICS

**VGSI**  
Vietnam GS Industry

**Lineage**

**GEMADEPT**

THE WAY FORWARD

**TAN CANG**  
OFFSHORE SERVICES

谷澤総合鑑定所  
The Tanizawa Sōgō Appraisal Co.,Ltd.

**GCA** 漢華

**Knight Frank**

**AVA**  
AVISTA GROUP

**BMI APPRAISALS**  
中和邦盟評估有限公司

**FAC**  
Auditing & Consulting

OUR CLIENTS

**TASCO**

**SG HANKOOKSAMGONG**

**AK VINA CO.,LTD.**

**KINDERWORLD**  
INTERNATIONAL GROUP

**TPR**  
CÔNG TY TNHH TPR VIỆT NAM



DAE YOUNG TEXTILE VIETNAM

## OUR CLIENTS



incubate the next



FURSYS

# III.1 - RESIDENTIAL PROPERTY

- 80 Valuation Certificates/ Price Advisory Letters in 1 year for ACBRS
- From 256 to 339 Final Valuation Certificates in 1 month, approx.  
From 1,000 to 1,200 Desktop Valuations in 1 month for international banks
- Over 200 properties in Ha Noi City, Hai Duong Province, Hai Phong Province, Bac Ninh Province, etc.

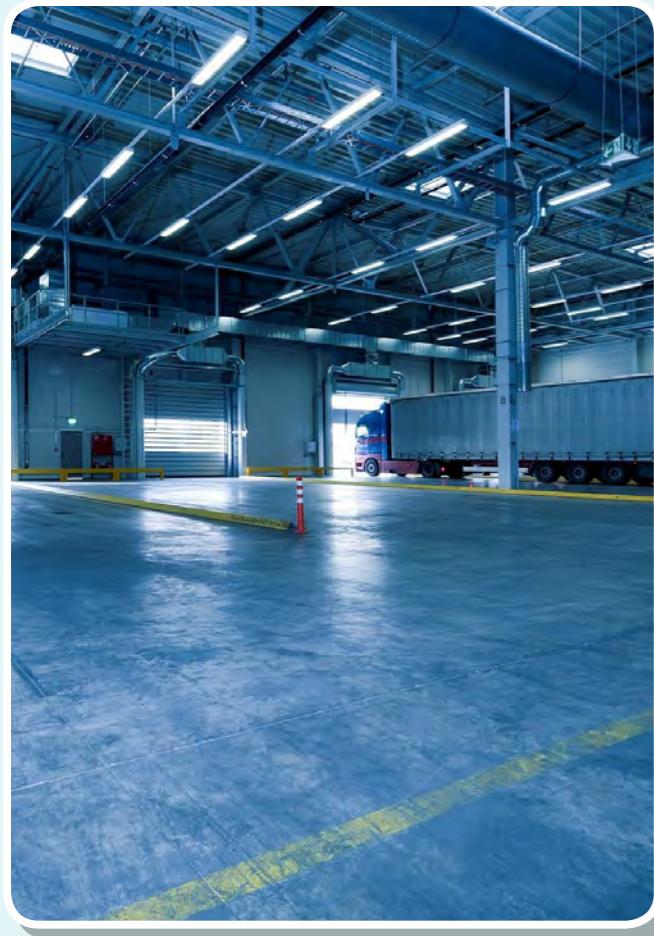


We currently provide valuation services for many international banks such as Shinhan Bank, Hong Leong Bank, Public Bank, Bangkok Bank, Kasikorn Bank, Taipei Fubon Bank, Siam Bank, UOB, CTBC, etc.



700+ VALUATION CERTIFICATES

Our team members have valued/ managed the valuation process of all types of property valuation such as industrial property, development site, operating property, hospitality, buildings under construction, education, cultivated land, resource mines, etc.



## III.2 - OTHER PROPERTY VALUATION



DCF VIET NAM

# TRACK RECORD





INDUSTRIAL PROPERTY



DEVELOPMENT SITE



OPERATING PROPERTY



HOSPITALITY

**DCF VIETNAM VALUATION TRACK RECORD**



BUILDING UNDER-  
CONSTRUCTION



EDUCATION/SCHOOL



CULTIVATED LAND



RESOURCE MINES

# + Industrial Property

- Factory and warehouse of Phuc Khang Company
- Factory and warehouse of 2 Way Company
- Factory and warehouse of Hamico Company
- Factory and warehouse of PACIFICTEC, JSC
- 168,901sqm industrial land improved with approx. 101,580sqm of construction (including office, warehouse, factory and auxiliaries) located in Bao Minh Industrial Park, Vu Ban District, Nam Dinh Province
- Factory and warehouse Thanh Cong Co., LTD
- Factory and warehouse of PME1 Company
- A factory with 16,676sqm of land area and approx. 7,000sqm of GFA at Tien Son Industrial Zone, Bac Ninh Province
- 334,736.3sqm Industrial land at Long Son Commune, Vung Tau City, Ba Ria - Vung Tau Province
- 10,813.4sqm industrial land with 11,563.2sqm GFA in Tan Uyen District, Binh Duong Province
- Industrial land parcels in Ben Cat Town, Binh Duong Province
- Approx. 2ha industrial land in Di An Town, Binh Duong Province
- Factory in VSIP II-A industrial area, Tan Uyen Town, Binh Duong Province
- 50,462sqm land for production and business and assets attached to land in Duc Hoa District, Long An Province
- Substation + operating management area + electrical area + 600,000m<sup>2</sup> land for energy construction in Tay Ninh Province

- Approx. 10,000sqm of industrial land and approx. 2,000sqm of industrial buildings in Binh Duong Province
- Approx. 80,500sqm of industrial land in Long An Province
- Factories located at Plot I-4 Saigon Hi-Tech Park, Long Thanh My Ward, District 9, HCMC
- A factory with 6,818sqm land area and 2,972sqm building area located at Amata Industrial Park, Long Binh Ward, Bien Hoa City, Dong Nai Province
- 993,300sqm industrial land located in Bau Bang Industrial Park in Bau Bang District, Binh Duong Province
- Industrial properres with total land area 15,122sqm in Long An Province
- Approx. 3,404sqm of land and 1,691sqm GFA of improvement factory and ancillary buildings in Ba Ria Vung Tau Province
- Approx. 80,000 sqm of industrial land located in Binh Duong Province
- Approx. 282,423.3sqm land area; 65,667.8sqm river water surface area and approx. 55,232.2sqm GFA of improvements in Ba Ria Vung Tau Province
- Ascendas – Protrade Singapore Tech Park in Binh Duong Province
- Approx. 12,000sqm of industrial land in Binh Duong Province
- Approx. 35,082sqm of industrial land and 46,268.7sqm construction in Dinh Vu economic area, Cat Hai District, Hai Phong Province
- Approx. 17,564sqm of industrial land and 9,122.8sqm construction in Ha Noi City
- 110kV substation + operating management area + electrical area + 600,000m<sup>2</sup> land for energy construction in Hue Province

# + Development Site

- Gold Mark in Ha Noi City
- Gold Silk in Ha Noi City
- Nam Cuong International Hospital and Hotel, Ha Noi City
- Hoang Anh Gia Lai Da Nang, Da Nang City
- 8,050.4sqm of land area at An Duong Vuong, Ward 4, District 5, HCMC
- Development site for villas and apartments in Phu Huu Ward, District 9, HCMC
- 28,412.3sqm of development site located on Lo Lu Street, Truong Thanh Ward, District 9, HCMC
- 20,203.7sqm of development site in Hiep Binh Phuoc Ward, Thu Duc District
- 367,713.3sqm development site in Binh Chanh District
- 258,767sqm in Dong Nai Province and 193,717 in An Giang Province
- 2 sites in District 7 and District 8, HCMC
- Approx. 6,000sqm development site in Tan Binh District, HCMC
- 2ha development site in District 2, HCMC
- 14.59ha development site in District 2, HCMC
- Approx. 14ha development site in Binh Dinh Province
- 1,120,518.7sqm complex project belonging to 1st phrase of GS Metro City Project, Nha Be District, HCMC
- 454,757sqm development site of ecotourism urban area in Dai Phuoc Ward, Nhon Trach District, Dong Nai Province
- Approximately 26,643sqm development site in Hanoi
- Approx. 15ha Development site in Danang
- Approx. 2ha Development site in District 9, HCMC
- 2 Development sites in District 1 and District 5, HCMC
- 2.6ha Development Site in District 2, HCMC
- 8,403.4sqm Development Site of Diamond Lotus Project in District 9, HCMC
- Danang WTC (Capital Square 2 & 3)
- Danang Beach Resort & Golf Course
- 72,292.8sqm Development site for Melosa Garden Project in District 9, HCMC
- Approx. 49.9ha Development site in Binh Chanh District, HCMC
- 9,168.8sqm Development site in District 2, HCMC
- 175, 215sqm for Residennal Project in District 9, HCMC
- Approx. 30,972sqm Development site for VinaSquare Project in District 5, HCMC
- 10,707sqm development site for Melody Residence Project in Tan Phu District, HCMC
- Approx.1,000sqm business land and 2,402.05sqm perennial land in Ba Ria Vung Tau Province.
- 22,954sqm medical land with development of hospital in Thanh Tri Ward, Ha Noi City.



# + Operating Property

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- Bitexco Financial Tower in District 1, HCMC
- Vietcombank Tower in District 1, HCMC
- Centre Point in Phu Nhuan District, HCMC
- Saigon Centre Phase 1 in District 1, HCMC
- Vietcombank Tower in Vung Tau
- 336sqm of NLA Office Located in 11th floor, TMS Office, District 1, HCMC
- Kumho Aisana Plaza Saigon in District 1, HCMC
- Office Building in Yangon, Myanmar
- Saigon Information Technology College
- Retail Podium Of Cantavil An Phu Complex
- Hoang Anh Gia Lai Myanmar Centre
- Ascoo – 5 properties: 2 in HCMC and 3 in Hanoi
- Hanh Phuc Hospital in Binh Duong
- SC Vivo City Retail in District 7, HCMC
- Abacus Tower in District 1, HCMC
- A&B Tower in Ho Chi Minh City
- Norfolk Mansion in Ho Chi Minh City
- Office Building with 387sqm land area and 1,733sqm GFA approx. in HCM City
- Gemadept Tower in HCMC
- 1,334sqm of office space located within 4S Riverside Binh Trieu Apartment Building
- Unilever Building in HCMC
- The Estella Project in HCMC
- Hung Vuong Plaza Retail Centre in HCMC
- An existing office (approximately 1,649sqm GFA including ancillary improvement) in HCMC.
- Saigon Domaine Serviced Apartment Building (45 units) in Binh Thanh District, HCMC
- HBT Court Serviced Apartment (469sqm) in Hai Ba Trung Street, District 1, HCMC
- Hung Vuong Plaza Retail Center (29,613sqm NLA) in District 5, HCMC
- Centec Tower (2,515.9sqm residential land area and 32,950sqm GFA) in Ward 6, District 3, HCMC
- Operating golf course in Long Thanh My Ward, District 9, HCMC

# + Buildings Under Construction

- Saigon Centre Phase 2, 3 in District 1, HCMC
- Bach Dang Complex in Danang
- Riviera Point in District 7, HCMC
- Da Nang Beach Resort in Da Nang
- A 112,425m<sup>2</sup> development site currently under-construction in HCMC
- A 109,685m<sup>2</sup> development site currently under-construction in Binh Duong
- A 112,425m<sup>2</sup> development site currently under-construction
- The Estella project (2.2ha of land, 94,000m<sup>2</sup> NLA) in District 2, HCMC
- 2.2ha Imperia An Phu apartment and retail building in District 2, HCMC
- Richland Emerald apartment building in District 6, HCMC (3,813m<sup>2</sup> of land area)
- 11.2ha Villa Park in Phu My Ward, District 9, HCMC
- 2.2ha Imperia An Phu Apartment in District 2, HCMC
- 2.4ha Riviera Point Apartment in District 7, HCMC
- 2.3ha The Vista in Ha Noi Highway, District 2, HCMC
- 12ha Villa Park in Phu Huu Ward, D9, HCMC with 213 villas
- The Garland Villa under-construction with 53 villas
- 2.3ha Blooming Park in An Phu Ward, D2, HCMC (28 storeys)
- 5,510m<sup>2</sup> Bau Thac Gian Apartment in Danang City
- 1ha Quy Nhon Apartment development site in Quy Nhon
- 1.7ha Aquaba Resort in Phan Thiet, Binh Thuan
- 4ha Vinpearl Da Nang villas in Ngu Hanh Son, Danang City.

# + Hospitality

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- Dong A Plaza Hotel – Thai Nguyen Province
- Sapa Legend Hotel in Sapa City
- Thanh Lich Hotel in Hue City
- Saigon Phu Yen Project
- Romana Phan Thiet
- Anamandara resort in Hue City
- Asean Hotel in Ha Noi City
- Ascot – 3 properaes in Ha Noi City
- Chen Sea Resort in Kien Giang Province
- Asean Hotel in Ha Noi City
- Duxton Hotel in HCMC
- Renaissance Riverside Sai Gon Hotel in HCMC
- New World Hotel in HCMC
- Eassn Grand Saigon Hotel in HCMC
- Nha Trang Coral Beach Resort Project in Nha Trang Province
- Novotel Danang Premier Han River in Da Nang City
- Emm Saigon Hotel in HCMC
- Le Longanier Land in Tien Giang Province
- Xieng Thong Palace in Laos
- Victoria Can Tho Resort in Can Tho City
- Victoria Phan Thiet Beach Resort and Spa in Binh Thuan Province
- Victoria Hoi An Beach Resort and Spa in Quang Nam Province
- Mövenpick Ha Noi Hotel in Ha Noi City
- La Residence Hotel & Spa in Thua Thien Hue Province
- Truong Tien Plaza
- Bagan Lodge Hotel in Myanmar
- Empress Hotel in Lam Dong Province
- Bagan Lodge Co., Ltd in Myanmar
- Villa Maly Hotel in Laos
- La Residence Hotel and Spa in Thua Thien Hue Province.

# + Education/ School

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- Outward Bound Quy Nhon Project - Binh Dinh Province
- Singapore International School @ Binh Duong New City - Binh Duong Province
- Saigon Information Technology College - HCM City
- Australian International School Saigon – Thu Thiem Campus - HCM City
- Australian International School Saigon – Xi Campus - HCM City
- Provina Technology Education Centre and Information Technology Education Centre in Saigon HighTech Park, District 9 - HCM City
- Singapore International School @ Binh Duong New City - Binh Duong Province
- Development Site for Education in Phu My An Commune, Ngu Hanh Son District - Da Nang City
- Vietnam Australia International School in Tran Cao Van Street, District 1 - HCM City
- Vietnam Australia International School in Ba Thang Hai Street, District 10 - HCM City
- Development Site for International School in Nha Be District - HCM City
- City College Campus in District 2 - HCM City
- International School of Ho Chi Minh City in District 2 - HCM City
- Sai Gon Renaissance International School Saigon in District 7 - HCM City
- Development site for Education in Ben Cat District - Binh Duong Province
- Hong Duc School - Hung Yen Province
- Singapore International School - Binh Duong Province

# + Cultivated Land

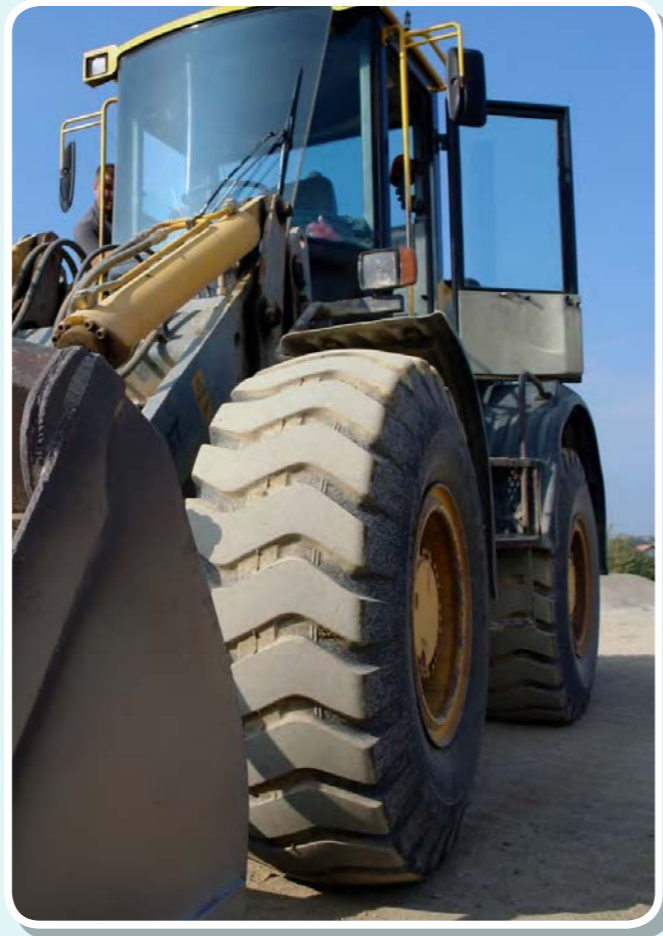
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- An approximately 2,394ha agricultural land (Rubber) in Daklak, Vietnam
- An approximately 5,975ha agricultural land (Rubber) in Gia Lai, Vietnam
- An approximately 23,675ha agricultural land (Rubber) in Cambodia
- An approximately 17,402ha agricultural land (Rubber) in Cambodia
- An approximately 5,834ha agricultural land (Oil palm) in Laos & Cambodia
- An approximately 9,272ha agricultural land (Sugarcane) in Laos.

# + Resource Mines

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- Titan mine in Binh Thuan Province
- Zircon mine in Binh Thuan Province
- Copper mine in Bac Giang Province
- Iron mine in Bac Giang Province
- Steel mine in Phu Tho Province



### III.3 VEHICLES/ PLANT & MACHINERY



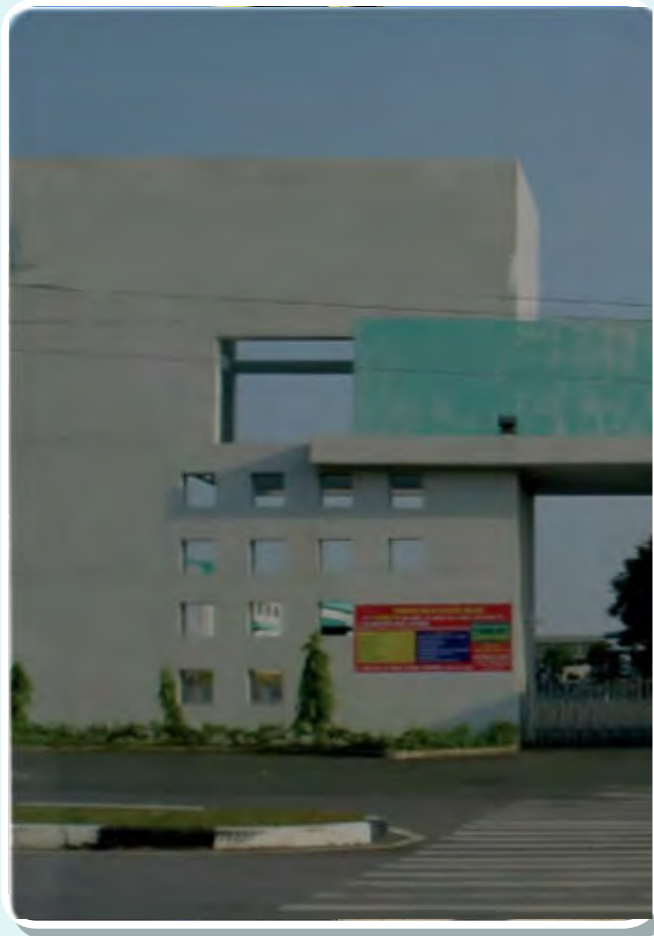
DCF VIET NAM

# + Vehicles/ Plant & Machinery

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- Livestock feed production line for animal feed with a capacity of 6-8 tons / hour
- Electrical waterjet cutting machine
- Tricot Knitting Machine
- Wood chip cutting system
- Electric transformer stations and transmission lines
- Types of cars ( 4 seated, 5 seated, 9 seated, etc.)
- Truck, container, trailers
- Self-propelled barges
- Production line for valve seat and valve guide (car accessories)
- Individual Quickly Freezer Process
- Rice production line system
- Coffee drying line
- Titanium mining separator titanium ore processing plant
- X-ray Machine
- GE Discovery ST PET – CT Scanner
- Cyclotron Systems
- 4D Ultra Sound Scans
- Sever testing machine
- Individual Quickly Freezer Process
- Machine for manufacturing barrels
- Dredging ship
- Ship and tank





### III.4 BUSINESS, EQUITY

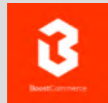


DCF VIET NAM

# + Business, Equity and Intangible Asset

## E-commerce and Retail

- Retail Pharmacy chain having over 65 stores offering OTC and ETC
- Retail company in import and trading foreign brand milk
- Equity value of company developing online-shopping apps
- Trademark and customer list intangible value of an e-commerce start-up
- Equity value of Korean restaurant chain
- Home appliances retail chain



## Renewable energy

- 50 MW Solar farm project in the central of Vietnam
- 110KV Solar farm project in the south of Vietnam



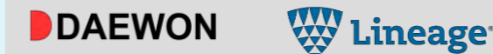
## Education and Hospital

- International kindergarten chain in the south of Vietnam
- 150 inpatient bed hospital in the south of Vietnam



## Production and Logistics

- Company in Top providing cold storage and logistics services in Vietnam
- Global company operating storage service in bonded warehouse and dry warehouse
- Equity value of Company developing real-estates



## Social Organization and State-own Company

- Social Company in Top providing service relating to HIV/AIDS for MSM and LGBTQ+ group
- Cable and Television service company



# IV. CERTIFICATES OF SERVICES



# BUSINESS REGISTRATION CERTIFICATE

SỞ KẾ HOẠCH VÀ ĐẦU TƯ  
THÀNH PHỐ HỒ CHÍ MINH  
PHÒNG ĐĂNG KÝ KINH DOANH

CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM  
Độc lập – Tự do – Hạnh phúc

**GIẤY CHỨNG NHẬN ĐĂNG KÝ DOANH NGHIỆP  
CÔNG TY CỔ PHẦN**

Mã số doanh nghiệp: 0311798945  
Đăng ký lần đầu: ngày 23 tháng 05 năm 2012  
Đăng ký thay đổi lần thứ: 9, ngày 13 tháng 03 năm 2023

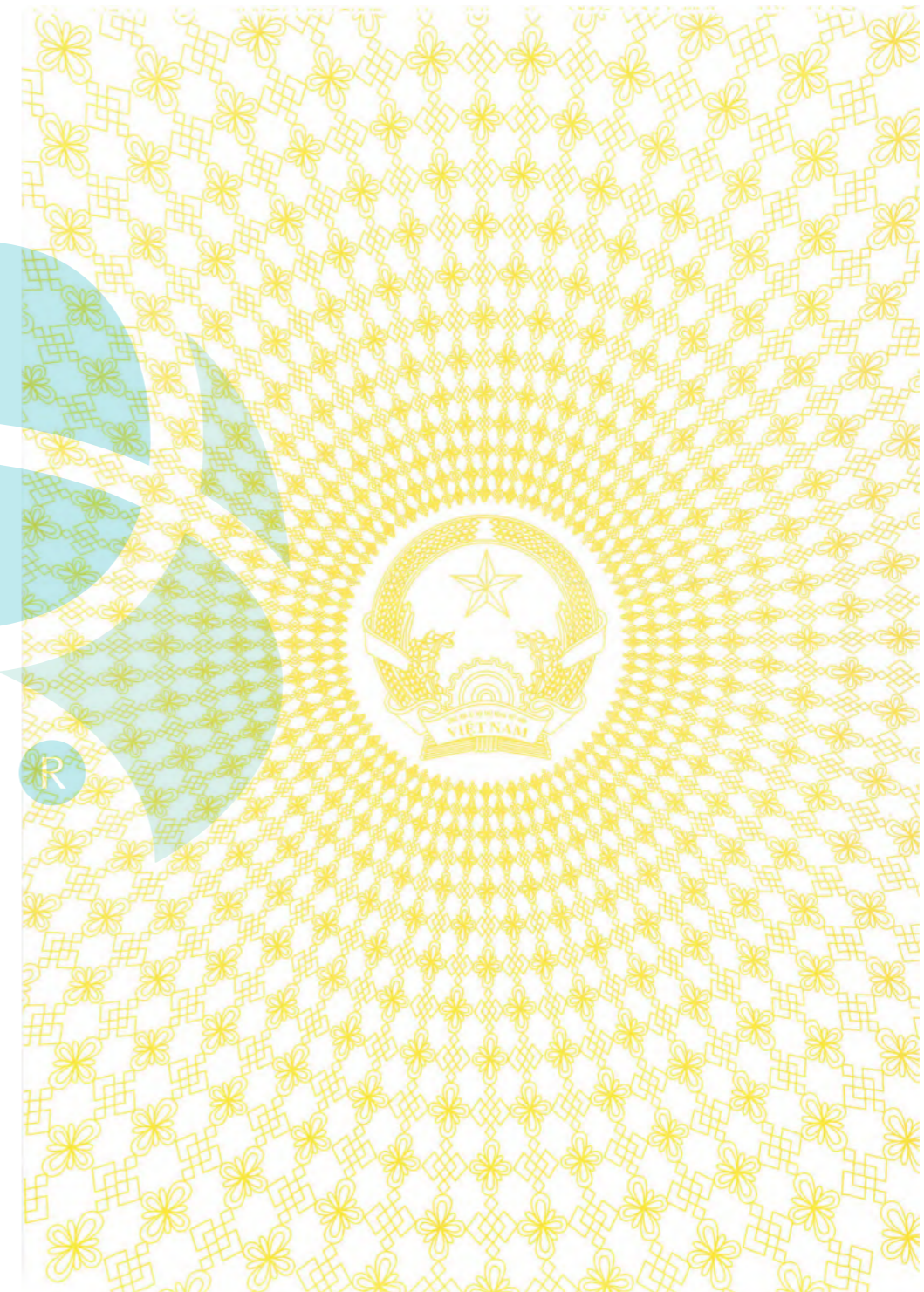
**1. Tên công ty**  
Tên công ty viết bằng tiếng Việt: CÔNG TY CỔ PHẦN DCF VIỆT NAM  
Tên công ty viết bằng tiếng nước ngoài: DCF VIET NAM CORPORATION  
Tên công ty viết tắt: DCF VIET NAM CORP

**2. Địa chỉ trụ sở chính**  
Tầng 46 Bitexco Tower, 2 Hải Triều, Phường Bến Nghé, Quận 1, Thành phố Hồ Chí Minh, Việt Nam  
Điện thoại: 0983426175 Fax:  
Email: info@dcfvietnam.com Website: www.dcfvietnam.com

**3. Vốn điều lệ**  
Vốn điều lệ: 2.000.000.000 đồng.  
Bằng chữ: Hai tỷ đồng  
Mệnh giá cổ phần: 100.000 đồng  
Tổng số cổ phần: 20.000

**4. Người đại diện theo pháp luật của công ty**  
\* Họ và tên: PHẠM THANH DƯƠNG Giới tính: Nam  
Chức danh: Tổng giám đốc  
Sinh ngày: 17/11/1979 Dân tộc: Kinh Quốc tịch: Việt Nam  
Loại giấy tờ pháp lý của cá nhân: Thẻ căn cước công dân  
Số giấy tờ pháp lý của cá nhân: 038079033115  
Ngày cấp: 20/12/2021 Nơi cấp: Cục Cảnh sát Quản lý hành chính về Trật tự xã hội  
Địa chỉ thường trú: 9A Hưng Phú, Phường 9, Quận 8, Thành phố Hồ Chí Minh, Việt Nam  
Địa chỉ liên lạc: 9A Hưng Phú, Phường 9, Quận 8, Thành phố Hồ Chí Minh, Việt Nam

**TRƯỞNG PHÒNG**  
**PHỤ TRƯỞNG PHÒNG**  
Nguyễn Trung Chánh



# CERTIFICATE OF ELIGIBILITY FOR VALUATION SERVICE

**BỘ TÀI CHÍNH**

**CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM**  
**Độc lập - Tự do - Hạnh phúc**

**GIẤY CHỨNG NHẬN**  
**ĐỦ ĐIỀU KIỆN KINH DOANH DỊCH VỤ THẨM ĐỊNH GIÁ**

**Mã số: 130/TDG**

*Cấp lần đầu, ngày 24 tháng 9 năm 2015*  
*Cấp lại lần thứ 7, ngày 17 tháng 4 năm 2023*

**BỘ TRƯỞNG BỘ TÀI CHÍNH**

Căn cứ Nghị định số 89/2013/NĐ-CP ngày 06 tháng 8 năm 2013 của Chính phủ quy định chi tiết thi hành một số điều của Luật Giá về thẩm định giá;

Căn cứ Nghị định số 12/2021/NĐ-CP ngày 24 tháng 02 năm 2021 của Chính phủ sửa đổi, bổ sung một số điều của Nghị định số 89/2013/NĐ-CP ngày 06 tháng 8 năm 2013 của Chính phủ quy định chi tiết thi hành một số điều của Luật giá về thẩm định giá;

Căn cứ Thông tư số 38/2014/TT-BTC ngày 28 tháng 3 năm 2014 của Bộ Tài chính hướng dẫn một số điều của Nghị định số 89/2013/NĐ-CP ngày 06 tháng 8 năm 2013 của Chính phủ quy định chi tiết thi hành một số điều của Luật Giá về thẩm định giá;

Căn cứ Thông tư số 60/2021/TT-BTC ngày 21/7/2021 của Bộ Tài chính sửa đổi, bổ sung một số nội dung của Thông tư số 38/2014/TT-BTC ngày 28 tháng 3 năm 2014 của Bộ Tài chính hướng dẫn một số điều của Nghị định số 89/2013/NĐ-CP ngày 06 tháng 8 năm 2013 của Chính phủ quy định chi tiết thi hành một số điều của Luật giá về thẩm định giá;

Xét hồ sơ đề nghị cấp, cấp lại Giấy chứng nhận đủ điều kiện kinh doanh dịch vụ thẩm định giá của Công ty cổ phần DCF Việt Nam,

**CHỨNG NHẬN:**

1. Tên doanh nghiệp: CÔNG TY CỔ PHẦN DCF VIỆT NAM
2. Tên doanh nghiệp viết bằng tiếng nước ngoài: DCF VIET NAM CORPORATION
3. Tên doanh nghiệp viết tắt: DCF VIET NAM CORP

4. Địa chỉ trụ sở chính: Tầng 46 Bitexco Tower, 2 Hải Triều, phường Bến Nghé, quận 1, thành phố Hồ Chí Minh, Việt Nam

Địa chỉ giao dịch: Tầng 46 Bitexco Tower, 2 Hải Triều, phường Bến Nghé, quận 1, thành phố Hồ Chí Minh, Việt Nam

5. Số điện thoại: 0983426175

Fax:

Email: info@dcfvietnam.com

6. Người đại diện theo pháp luật:

Họ và tên: Phạm Thanh Dương

Giới tính: Nam

Sinh ngày: 17/11/1979

Chức vụ: Chủ tịch Hội đồng quản trị kiêm Tổng Giám đốc

CCCD số: 038079033115, ngày cấp 20/12/2021, nơi cấp: Cục Cảnh sát Quản lý hành chính về trật tự xã hội.

Thẻ thẩm định viên về giá số: VI10.349 do Bộ Tài chính cấp ngày 05/10/2011

7. Các chi nhánh doanh nghiệp thẩm định giá:

a) Chi nhánh doanh nghiệp thẩm định giá 1: Chi nhánh Công ty Cổ phần DCF Việt Nam tại Hà Nội

Trụ sở chi nhánh: Phòng 403, tầng 4, Tòa Ocean Park, số 1 Đào Duy Anh, Phường Phương Mai, Quận Đống Đa, Thành phố Hà nội, Việt Nam

Địa chỉ giao dịch chi nhánh: Phòng 403, tầng 4, Tòa Ocean Park, số 1 Đào Duy Anh, Phường Phương Mai, Quận Đống Đa, Thành phố Hà nội, Việt Nam

Số điện thoại: 0983426175

Fax:

Email: info@dcfvietnam.com

Được thực hiện toàn bộ hoạt động thẩm định giá.

Người đứng đầu chi nhánh:

Họ và tên: Phạm Thanh Dương

Giới tính: Nam

Sinh ngày: 17/11/1979

Chức vụ: Giám đốc chi nhánh

CCCD số: 038079033115, ngày cấp 20/12/2021, nơi cấp: Cục Cảnh sát Quản lý hành chính về trật tự xã hội.

Thẻ thẩm định viên về giá số VI10.349 do Bộ Tài chính cấp ngày 05/10/2011

b) Chi nhánh doanh nghiệp thẩm định giá 2: Chi nhánh Công ty Cổ phần DCF Việt Nam tại Đà Nẵng

Trụ sở chi nhánh: Tầng 9, Tòa nhà dầu khí, số 2 đường 30/4, phường Hòa Cường Bắc, quận Hải Châu, thành phố Đà Nẵng, Việt Nam

Địa chỉ giao dịch chi nhánh: Tầng 9, Tòa nhà dầu khí, số 2 đường 30/4, phường Hòa Cường Bắc, quận Hải Châu, thành phố Đà Nẵng, Việt Nam

Số điện thoại: 0983426175

Fax:

Email: info@dcfvietnam.com

Được thực hiện toàn bộ hoạt động thẩm định giá.

Người đứng đầu chi nhánh:

Họ và tên: Phạm Thanh Dương

Giới tính: Nam

Sinh ngày: 17/11/1979

Chức vụ: Giám đốc chi nhánh

CCCD số: 038079033115, ngày cấp 20/12/2021, nơi cấp: Cục Cảnh sát Quản lý hành chính về trật tự xã hội.

Thẻ thẩm định viên về giá số VII0.349 do Bộ Tài chính cấp ngày 05/10/2011

**ĐỦ ĐIỀU KIỆN KINH DOANH DỊCH VỤ THẨM ĐỊNH GIÁ**

theo quy định tại Luật giá ngày 20 tháng 6 năm 2012 và Nghị định số 89/2013/NĐ-CP ngày 06 tháng 8 năm 2013 của Chính phủ quy định chi tiết thi hành một số điều của Luật giá về thẩm định giá và Nghị định số 12/2021/NĐ-CP ngày 24/02/2021 của Chính phủ sửa đổi, bổ sung một số nội dung của Nghị định số 89/2013/NĐ-CP ngày 06 tháng 8 năm 2013 của Chính phủ quy định chi tiết thi hành một số điều của Luật giá về thẩm định giá.

Giấy chứng nhận này được lập thành 02 bản gốc; 01 bản cấp cho Công ty cổ phần DCF Việt Nam; 01 bản lưu tại Bộ Tài chính./.

Ngày 17 tháng 4 năm 2023

**TL. BỘ TRƯỞNG**

**CỤC TRƯỞNG CỤC QUẢN LÝ GIÁ**



Nguyễn Minh Tiến

# MINISTRY OF FINANCE DOCUMENTARY ABOUT INTERNATIONAL VALUATION STANDARDS

BỘ TÀI CHÍNH  
CỤC QUẢN LÝ GIÁ

CỘNG HÒA XÃ HỘI CHỦ NGHĨA VIỆT NAM  
Độc lập - Tự do - Hạnh phúc

Số: 299/QLG-CSG&TĐG  
V/v thực hiện dịch vụ thẩm định  
giá theo quy định pháp luật

Hà Nội, ngày 31 tháng 10 năm 2016

Kính gửi: Công ty CP DCF Việt Nam

Cục Quản lý giá – Bộ Tài chính nhận được Công văn số 04.08/DCF-CV16 ngày 20/8/2016 của Công ty CP DCF Việt Nam (Công ty) về việc áp dụng Tiêu chuẩn thẩm định giá quốc tế trong hoạt động thẩm định giá tại Việt Nam. Tại Công văn này, Công ty đề nghị hướng dẫn nội dung “DCF Việt Nam hay các doanh nghiệp kinh doanh dịch vụ thẩm định giá, tư vấn tài sản tại Việt Nam có được áp dụng riêng các Tiêu chuẩn thẩm định giá quốc tế (của IVSC, RICS, API, ...) để xác định giá trị tài sản cho khách hàng theo đề nghị của khách hàng hoặc theo một số trường hợp đặc thù chưa được quy định trong hệ thống Tiêu chuẩn thẩm định giá Việt Nam không?”; về vấn đề này, Cục Quản lý giá có ý kiến như sau:

Điều 29 Luật giá quy định về nguyên tắc hoạt động thẩm định giá, cụ thể:

“Điều 29. Nguyên tắc hoạt động thẩm định giá

1. Tuân thủ pháp luật, tiêu chuẩn thẩm định giá Việt Nam.
2. Chịu trách nhiệm về hoạt động thẩm định giá theo quy định của pháp luật.”

Khoản 2 Điều 6 Nghị định số 89/2013/NĐ-CP ngày 06/8/2013 của Chính phủ quy định chi tiết thi hành một số điều của Luật giá về thẩm định giá “2. Bộ Tài chính ban hành và hướng dẫn thực hiện Tiêu chuẩn thẩm định giá để áp dụng hoạt động thẩm định giá trong toàn quốc.”

Như vậy, tất cả các doanh nghiệp thẩm định giá thực hiện công việc thẩm định giá tài sản; phát hành báo cáo kết quả thẩm định giá và chứng thư thẩm định giá trên lãnh thổ Việt Nam đều phải thực hiện theo quy định của hệ thống Tiêu chuẩn thẩm định giá Việt Nam do Bộ Tài chính ban hành và các văn bản pháp luật khác có liên quan.

Đối với trường hợp khách hàng đề nghị áp dụng tiêu chuẩn thẩm định giá quốc tế (IVSC, RICS, API, ...) để xác định giá trị tài sản cho khách hàng thì ngoài việc thực hiện thẩm định giá theo hệ thống tiêu chuẩn thẩm định giá Việt Nam, doanh nghiệp có thể cung cấp dịch vụ thẩm định giá theo tiêu chuẩn thẩm định giá quốc tế theo yêu cầu của khách hàng nhưng phải ghi rõ trong báo cáo kết quả thẩm định giá, chứng thư thẩm định giá và hợp đồng thẩm định giá.

Đối với trường hợp khách hàng đề nghị thẩm định giá tài sản đặc thù chưa được quy định trong hệ thống Tiêu chuẩn thẩm định giá Việt Nam, thì doanh nghiệp có thể áp dụng tiêu chuẩn thẩm định giá quốc tế mà Việt Nam đã chính thức

tham gia (như AVA, IVSC) để thực hiện thẩm định giá cho khách hàng nhưng cần phải ghi rõ trong báo cáo kết quả thẩm định giá, chứng thư thẩm định giá và hợp đồng thẩm định giá.

Trên đây là ý kiến của Cục Quản lý giá, đề nghị Công ty CP DCF Việt Nam thực hiện đúng quy định của pháp luật./.

**Nơi nhận:**  
- Như trên;  
- Hội TDG VN (để phối hợp);  
- Lưu: VP, CSG&TĐG.

KT. CỤC TRƯỞNG  
PHÓ CỤC TRƯỞNG



Nguyễn Văn Truyền

# INSURANCE CERTIFICATE - PROFESSIONAL LIABILITY INSURANCE



Socialist Republic Of Vietnam  
Independence - Freedom - Happiness  
---000---

## INSURANCE CERTIFICATE PROFESSIONAL LIABILITY INSURANCE

No: 117/24/HD-TN.6.1/050-KDBH02

(As a constituent and integral part of Insurance Policy No.:  
117/24/HD-TN.6.1/050-KDBH02 signed on 10/03/2024)

The Insurer	MIC INSURANCE COMPANY SAI GON
The Insured	DCF VIET NAM CORPORATION
Address	46th floor, Bitexco Financial Tower, 2 Hai Trieu Street, District 1, HCMC
Enterprise Code	0311798945
Business/ Areas of expertise	Valuation - Investment Consulting - Mergers & Acquisitions - Industrial & Commercial Real Estate
Limit of indemnity	Refer to the contract no: 117/24/HD-TN.6.1/050-KDBH02
Deductible	Refer to the contract no: 117/24/HD-TN.6.1/050-KDBH02
Insurance period: From - To	16 hours on 10/03/2024 to 16 hours on 10/03/2025
Premium rate	As Arrange
Total premium payable	As Arrange
Wording	The wording of Professional liability insurance promulgated together with Decision No.1510/2023/QD-MIC of Military Insurance Corporation dated on August 10, 2023 (Wording No.1510/2023/QD-MIC)
Endorsement	<ul style="list-style-type: none"> <li>- Defamation and slander (Limit: 5% insurance money/any one occurrence and in aggregate;</li> <li>- The head of the company has quit;</li> <li>- Consultants subcontractors and agents;</li> <li>- Joint venture responsibility;</li> <li>- Agreement of the loss assessment company.</li> </ul>

**Công ty Bảo hiểm MIC Sài Gòn**

Địa chỉ: 202 Lê Lai, Phường Bến Thành, Quận 1, TP.Hồ Chí Minh \* Điện thoại: (028) 629.54.555 \* Web: www.mic.vn

Exclusions	<ul style="list-style-type: none"> <li>- War and Civil War Risk Exclusion Clause (LRMA G51-Revised);</li> <li>- Clause of Terrorism exclusion (NMA 2920);</li> <li>- Pollution/Contamination exclusion;</li> <li>- Synthetic Asbestos Exclusion Clause;</li> <li>- Exclusions and limitations due to embargoes;</li> <li>- Infectious diseases exclusion clause LMA5394;</li> <li>- Radiation exclusion clause;</li> <li>- Nuclear Energy Exclusion Clause (globally excluding US and Canada) (NMA 1975a) (1994) and SR 482;</li> <li>- Terms to exclude the risk of cyber attacks (Cyber Risk).</li> </ul>
Geographic scope	Viet Nam
Jurisdiction	Viet Nam

*Ho Chi Minh City, date 10/03/2024*  
**MILITARY INSURANCE JOINT STOCK CORPORATION**



**PHÓ GIÁM ĐỐC**  
*Ngô Nguyễn Giản*









## DCF VIET NAM

Valuation  
Investment Consulting  
Mergers & Acquisitions  
Industrial, Commercial Real Estate

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