

# Consultancy and Feasibility Reports

## Breaking news

*Dong Nam International (DNI) is a member of the Southeast Appraisal and Consulting Corporation (SACC) which is a professional appraisal company, with 20 offices across Vietnam.*

*DNI is the first international and local team with extensive services and geographic coverage in Vietnam and ASEAN.*

*Dong Nam International announces the appointment of Leon Cheneval of Finance (MoF) certified valuer, this is real first and Leon can now undertake all valuation and consultancy and be compliant with the Ministry requirements.*



*“Our experience is extensive and our team is now international with over 80 staff in 20 offices. We are also your client’s first choice as our fees are guaranteed to be competitive, our reports compliant with International and local standards. Our team are Ministry of Finance certified and registered. I now announce that I am Ministry compliant and look forward to working with you and your clients”*

*Leon Cheneval, Certified Valuer Vietnam V110.388 and Australia 3085 (NSW).*

## OUR SERVICES

Developers and investors rely on property experts with years of experience to help them understand the property development market. Starting a project from a vacant urban lot and developing it into a new township takes real knowledge and skill.

Knowing what drives a market or sector is critical, understanding buyer demand is paramount and giving sound and verified recommendations is the foundation of real property consultancy... DNI have an old team of experts that have the background you need to best advise you on your next project or township development.

## OUR CAPABILITY

Property valuations require local knowledge of all components of the market to ensure they are accurate. Where a client relies on a valuation they expect an impartial and independent assessment of the property and market. That’s where in depth research, market studies, comprehensive knowledge and a thorough understanding of property market is critical to you “our client”.

## DEVELOPMENT FEASIBILITY

We understand that project consultancy is assets and that our client’s decision making process in this sector is more complex, therefore our team delivers a higher level of skill and analysis as required by our corporate and business operators and investors. Cash flows rely on accurate data inputs and clear and market based assumptions. Our team has the specialist skill in many sectors to deliver realistic market based values and recommendations.

## EXPERIENCED TEAM

SACC have a wide skill and knowledge base to provide accurate and consultancy with an in-depth analysis and research of market trends... our reports provide insightful knowledge into the development sector/s and through market research and experience we can provide recommendations and development concepts that assist you to develop profitable and successful projects. Our team are experienced in many development sectors including:

- Logistics and data centres and Hi Tech parks
- Townships and mixed use projects
- Industrial subdivisions
- Land Use Right pricing for projects and development lots
- Retail and commercial office projects CBD and Non CBD
- School and medical projects
- Golf courses and resorts
- Market surveys and buyer demand analysis



Our consultancy, feasibility and valuation skills cover a wide range of services...

- Real Estate Value
  - Investment Projects
  - Investment Consultancy
  - Real Estate Consultancy
  - Market and Financial Analysis
- Other areas in which we provide expert consultancy:
- Corporate Strategic Consultancy
  - Market Survey & Analysis Report
  - Nationwide Growth Strategies
  - Lease Negotiations and Rent Reviews
  - Lease Renewals and Lease Surrender Negotiations

Market trends and analysis: Our team builds clear understanding of all assignments and develop with you a full appreciation of the challenges faced in any project or assignment... Our team are not simply **“FAIR WEATHER ADVISORS”** they are industry experts with long term knowledge.



**MISSION** Be your first choice real estate adviser in all markets and consultancy sectors. Our reports capture our commitment not only to ethical, professional and responsible reporting but to serve our clients across the full breadth of their real estate needs. We are always frank in our advice, taking a stand in our clients’ interests, and we are relentless in delivering value for our clients as we move from advice to action.

**OUR PEOPLE**

Since start-up, the company has defined that human resources and technologies are two key strengths and are at the forefront of the companies’ development. We are proud of an expert team with actual hands on experience. We apply a corporate culture, we develop specific staff qualifications and sector expertise. Our core consultancy team not only have professional knowledge and foreign language skills they have professional discipline and they have a desire, enthusiasm, responsible and ambitious spirits. The company’s motto is... Quality – Professionalism – Accuracy.

**COMPLIANCE** Decision No.3361/QĐ-BTC by the Ministry of Finance on December 29th, 2014 on issuing the organization of appraisal advisory that is allowed supplying the service of appraising the enterprise value for equalization in 2015. Announcement No. 38/TB-BTC by the Ministry of Finance on January 20th, 2015 on issuing the List of Appraisal Companies, Appraisers meeting the requirements of appraising asset price in 2015.

**CORE CONSULTANCY TEAM**

	<p>Ho Dac Hieu General Director of SACC Certified Valuer and Guest Lecturer for University of Economics Ho Chi Minh city</p>	<p>Hieu has over 15 year property and asset valuing experience. He is our senior consultant focussed on large projects he has a particular niche in Petroleum and Electricity projects for some of the largest ventures ever undertaken in Vietnam. Hieu has worked with Saigon Tourist Company on various projects and has a wealth of local property knowledge, he brings a lot of experience to the table from his years working at the Ministry of Finance Centre.</p>
	<p>Leon Cheneval National Director of DNI Certified ministry valuer in Vietnam and Australia</p>	<p>Leon has 30 year property experience with a wide knowledge base. He worked on many large projects such the Hanoi and Da Nang Hi-Tech parks, Park City Hanoi being a mixed use project, Van Tri phase 2 project in Hanoi, Hyatt Regency Danang, Tuan Chau Island Ha Long Bay, Empire Resort project Danang are just a few resort projects he was involved in over the last 6 years in Vietnam. Leon has also consulted with several banks on Non-Performing Loan portfolios and district and property index reports. Leon’s consultancy work is varied and in-depth.</p>

	<p>Kim Ngoc Dat Deputy General Director of SACC Certified Valuer and Lecturer</p>	<p>Dat has over 20 year property and asset valuing experience. He formerly worked at Center of Appraisal – the Ministry of Finance in the positions of Director of Quality Control Department as an appraiser in charge of supervising and signing all the appraising documents related to machines and assembly lines, etc. Being the manager in the project of appraising the assets of Ho Chi Minh City Water Supply Company to equitize with the value exceeding 1,000 billion dongs. Dat has also consulted with several banks (Vietcombank, Agribank, BIDV, ect) on Non – Performing Loan portfolios.</p>
	<p>Hoang Gia Trang Deputy General Director of SACC Certified Valuer and Lecturer</p>	<p>Trang has 15 year property and asset valuing experience. Before working for SACC, he was a Manager/ Director at a manufacturing and trading Company in Ha Noi. He was a leader of Appraisal of Enterprise Value Plans at Nguyen DinhChieu Film Company, An Loi Rubber Joint Stock Company. He valued and consulted with Sacombank on sewage treatment system of Vietnam Australia Environment JSC for mortgage.</p>
	<p>Nguyen Thanh Tai Deputy General Director of SACC Certified Valuer and Lecturer</p>	<p>Tai has over 15 year property experience. Before working for SACC, Tai was a Business Development Manager at The Ministry of Finance Center. After that, He was a Deputy General Director Cum Manager at Can Tho Branch of Appraisal Company with more than 10 years’ experience working in Appraisal areas. He used to consulted with Bank for Investment &amp; Development of Vietnam JSC on reducing non- performing loans by secured transactions.</p>
	<p>Tu Dinh Thuc Doan Head of Consulting Department of SACC Certified Valuer</p>	<p>Doan has 13 year finance experience. Her function at SACC is managing consultancy on investment porfolios and credit risk analysis.</p>
	<p>Pham Huu Hien Head of Asset Appraisal Department of SACC Certified Valuer</p>	<p>Hien has over 5 year working experience in the field of appraisals, non performing loan at Shinhan bank, Bank for Investment &amp; Development of Vietnam JSC for construction, real estate and textile corporations.</p>

## SOME KEY CLIENTS

We are now 3000 clients strong and growing, let us service you and your clients.



## KEY PROJECTS



**HA NOI** - Add: 133 Thai Ha Street, Dist. Dong Da, Ha Noi City  
Tel: 04 35380669

**LAI CHAU** - Add: 02 Tran Hung Dao Street, W. Quyet Tien, Lai Chau City  
Tel: 0903 109 601 – 0904 983 366

**NGHE AN** - Add: 45 Ha Huy Tap Street, Vinh City  
Tel: 0917 655 559

**HUE** - Add: 30 Hung Vuong Street, W. Phu Nhuan, Hue City  
Tel: 054 3938 150

**DA NANG** - Add: 10 Hai Phong Street, Dist. Hai Chau, Da Nang City  
Tel: 0511 3849866

**KON TUM** - Add: 53 Kapakolong, W. Thong Nhat, Kon Tum City  
Tel: 060 3512543

**GIA LAI** - Add: 109 Hai Ba Trung Street, Pleiku City  
Tel: 059 3518787

**DAK LAK** - Add: 27 Nguyen Tat Thanh Street, Buon Ma Thuot City  
Tel: 0500 3508787

**DAK NONG** - Add: 3/2 Street, W. Nghia Tan, Dak Nong Province  
Tel: 0501 3545286

## **LEON CHENEVAL** **NATIONAL DIRECTOR - DONG NAM INTERNATIONAL**

Main responsibilities are property valuation to a vast client network both local and international providing solution based services for large corporations and institutional clients. All assignments are approached with the client in consultation to best understand their property or property portfolio. Leon strives to provide outstanding property knowledge and consultancy built over 30 years in valuation.



### **South East Appraisal and Consulting Corporation**

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