



## **PRESS RELEASE**

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Japan Valuers Co., Ltd.

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### **Notice of Global Business Expansion**

#### **- Strategic Partnership Agreement with DCF Viet Nam Corporation -**

Japan Valuers Co., Ltd. (hereinafter referred to it as “JV”) is pleased to announce that we have agreed a strategic partnership with DCF Viet Nam Corporation (hereinafter referred to it as “DCF”).

JV, located in Tokyo hand Nagoya, has been dedicated to a wide variety of property valuation and counseling services for those Japanese / overseas institutional and individual clients including developers, investors, banks, arrangers, public institutions and others. The request purposes are also varied from those securitizations to M&As, NPLs, corporate revitalizations, financial reporting, and the real estate related decision-making analyses. Since 2008 onward, we have been actively aiming at structuring a global network that enables us to give solutions for more globalized clients’ business fields. Recently, in particular, JV started to enhance the arms into ASEAN region to be correspondent with the clients’ needs. In 2016, Japan Valuers (Myanmar) Co., Ltd. was established in Myanmar, and in 2017, Japan Valuers (Cambodia) Co., Ltd. in Cambodia. Now, JV and DCF have agreed to form a core partnership to cooperate in the field of property valuation and consulting services in the Mekong Five Countries.

#### **1. Background**

The birth of ASEAN Economic Community (AEC) in December 2015 brought the gigantic economic zone fostering the population of approximately 6,438 million and the gross regional product of approximately 2.55 trillion USD. In such occasion in ASEAN, Vietnam is experiencing rapid economic growth, forecasted that annual GDP growth will keep 5% every year. Average age of the countries remains under 30, and population in total is projected to exceed 100 million in 2025. Rise in property prices continues, and deregulation for overseas investment to the country will lead further liquidity into the property market. At the same time, birth of high-net-worth individuals in Vietnam is of critical concern for Japan when overlooking inbound investment towards Japan from emerging countries going forward.

On the other hand, looking into the Mekong Five countries (Thailand, Vietnam, Laos, Cambodia and Myanmar), outbound investment from Vietnam to other four countries are rapidly increasing. Property finance, securitization, M&As on IFRS, plant & machinery valuation, and business valuation are those keywords to give bigger roles to Japanese and Vietnamese professionals in the fields.

## 2. Outline of Alliance

- (1) Cooperation for the assignments of property valuation and consulting in Japan-Vietnam context as well as in ASEAN context;
- (2) Exchange of information to contribute higher level of valuation services; and
- (3) Exchange of resources to contribute each valuer's skills, knowledges and experiences.

## 3. Outline of DCF Viet Nam Corporation

DCF is a great expert corps in the field of property valuations, business valuations, investment consulting, M&A supports, CREs and other expertise founded in 2016 by Mr. Duong Pham (Executive Director) and Mr. Luan Do (Managing Director). Mr. Duong is a lawyer / chartered valuation surveyor / RICS registered valuer having massive experiences in the field of property valuations. He was previously worked as local head of valuation & advisory services in CBRE Vietnam. DCF is sole valuation firm in Vietnam which is regulated by RICS – The Royal Institutions of Chartered Surveyors. Being compliant with local standards and regulations, DCF serves for international clients under international valuation standards. Headquartered in Ho Chi Minh City, and there are four branch offices nationwide, including in Hanoi and in Danang.

HQ Postal Address: 46F, Bitexco Financial Tower, 02 Hai Tireu Street, Ben Nghe Ward, District 1 HCMC, Vietnam

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

## 4. Further Development

Japan Valuers Co., Ltd. will take this opportunity as the turning point to further enhance our field on global businesses backed by the clients' and social needs for property valuations where the geography would be more scattered; the subject properties to be valued would be more heterogeneous; and the purpose of valuation would be more multi-layered. In particular, in ASEAN countries, we keep taking advantages in the Mekong Five countries, as well as seeking further opportunities in other countries including Indonesia, Philippines and Malaysia.

## 5. Our Existing Global Network (for reference)

Japan Valuers (Cambodia) Co., Ltd. (Cambodia) <http://www.jvcambodia.com>

Japan Valuers (Myanmar) Co., Ltd. (Myanmar) <http://www.jvmyanmar.com>

Prime Appraisal Co., Ltd. (Korea) <http://www.pacnpac.com>

LCH (Asia-Pacific) Surveyors Ltd. (Hong Kong / China) <http://www.lchgroup.com/eng/>

International Realty Valuation, Inc. (IRV - A multinational network by independent valuers)

<http://www.irvaluation.com/>

Headquarter: San Diego, CA, U.S.A. Founded in 2013.

Co-founders: Hiroyuki Isobe, CREA, CRE, FRICS

Lance W. Dore, MAI, FRICS

Oscar J. Franck Terrazas, CRE, FRICS

Joseph C. HO, HKIS Fellow, FRICS, HKBVF Registered Business Valuer

Registered Real Estate Appraiser in China

Affiliates and Coverage:

U.S.A. / WEST COAST | U.S.A. / SOUTHEAST / CARIBBEAN

MEXICO/ LATIN AMREICA | JAPAN / ASEAN

HONG KONG / CHINA | NIGERIA / RWANDA

DUBAI / MIDDLE EAST / NORTH AFRICA | RUSSIA | NICARAGUA

PACIFIC ISLAND COUNTRIES

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