

## OUR CORE TEAM

Our team of experts is able to provide a wide range of quality professional services, such as plant and machinery valuation, technical reviews, and machinery sourcing and disposal.



### Mario Maninggo

Head of Plant & Machinery Services

A Chartered Plant and Machinery Valuer, Mechanical Engineer, Lecturer, and Real Estate Appraiser, Member of Royal Institution of Chartered Surveyors (Machinery and Business Assets), and Associate of American Society of Appraisers (Machinery and Technical Specialities). He has extensive experience in industrial valuation in Asia Pacific region.

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### Professional Membership & Affiliations:

Royal Institution of Chartered Surveyors  
Ministry of Finance Vietnam Certified Valuers  
Vietnam Valuers Association  
Australian Property Institute  
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## OUR MAJOR OFFICES IN VIETNAM

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## VALUATION & ADVISORY SERVICES

### PLANT & MACHINERY





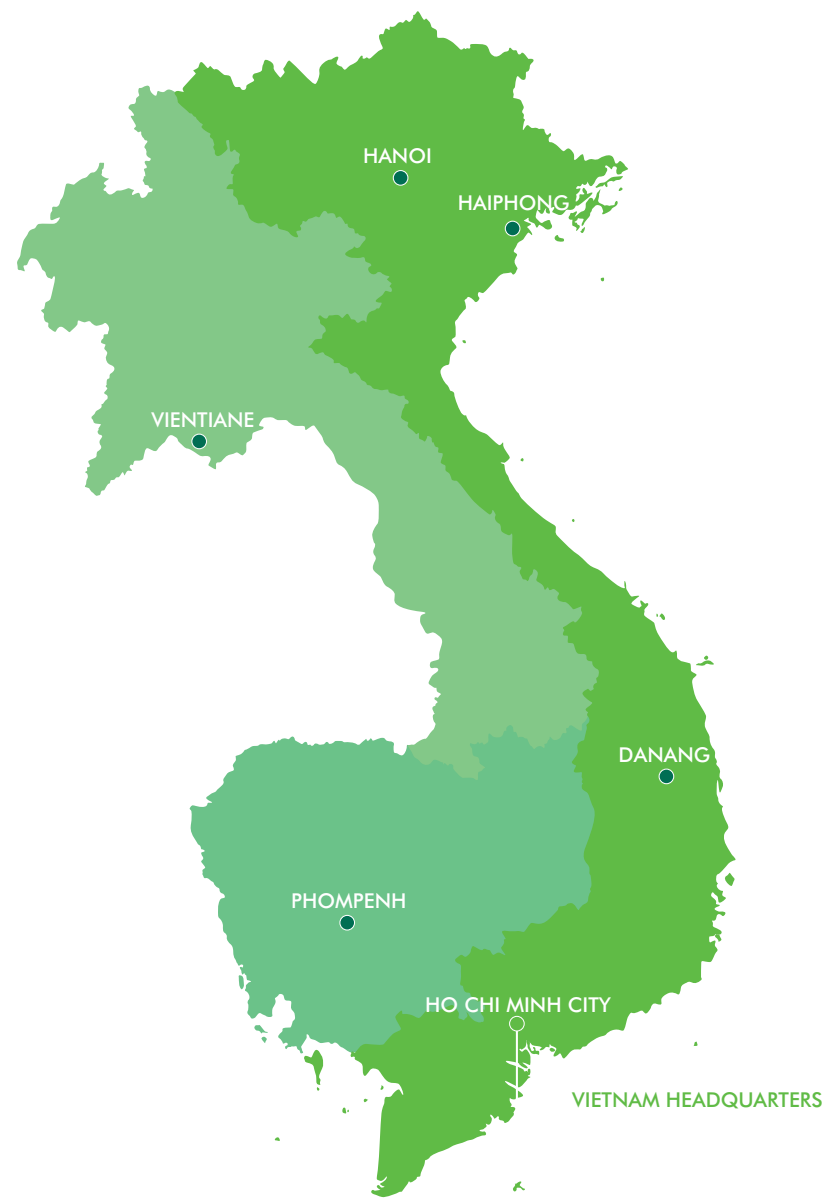
## PLANT & MACHINERY

CBRE Group, Inc. (NYSE:CBG), a Fortune 500 and S&P 500 company headquartered in Los Angeles, is the world's largest commercial real estate services firm (in terms of 2012 revenue). The Company has approximately 37,000 employees (excluding affiliates), and serves real estate owners, investors and occupiers through more than 300 offices (excluding affiliates) worldwide. CBRE offers strategic advice and execution for property sales and leasing; corporate services; property, facilities and project management; mortgage banking; appraisal and valuation; development services; investment management; and research and consulting.

CBRE makes it a priority to know the business of our clients and to research the dynamics of the markets within which clients operate. This is how CBRE builds long-lasting relationships which can quickly adapt in this new world of rapid change. CBRE can be counted on to offer the broadest scope of services scaled to meet any level of demand, with the reach to penetrate local, regional and global markets.

### OUR OPERATION IN VIETNAM

Valuation & Advisory Services is the core business of CBRE Vietnam office, and has become one of the leading valuation advisors in the region. We have had extensive experience in assisting both public and private organisations in reviewing their assets as well as providing valuations and other property advice. With an unmatched network of 3 offices throughout Vietnam, encompassing Hanoi, Da Nang City and Ho Chi Minh City, we are able to develop local market intelligence into measurable results for clients in these dynamic growing markets.



## VALUATION & ADVISORY SERVICES

Our plant & machinery capability covers valuation and advisory services for all fixed assets in different trades and industries, ranging from simple building machinery and equipment to a more complex manufacturing process. Our team of experts has expertise in all valuation aspects, and our reports have been used for different purposes, including valuations for initial public offerings, joint ventures, insurance, financing, company mergers, sales and acquisitions, and insolvency cases. We specialise in providing expert advice on all aspects of plant and machinery valuation and consultancy at various levels of industry.

### SUMMARY OF SERVICES

Our plant and machinery valuation services not only embrace commercial, industrial and public utilities' fixed assets, but also extend to cost surveys and depreciation allowances allocations, technical and operational reviews, fair rental studies, market studies, fixed asset tagging, fixed asset register reconciliation and reconstructions, and machinery equipment sourcing and disposal. We are also experienced in valuing special assets, such as aircraft, marine vessels, offshore oil rigs, and floatin g storage and production units.

#### Commercial, Industrial & Public Utilities Valuation

Our team has wide-ranging experience in valuing commercial, industrial and public utilities, as well as offering professional advice on petrochemical plants, power plants, waterworks and sewerage systems, textile mills and food processing plants.

#### Special Asset Valuation

Our special asset valuation expertise covers aircraft, marine vessels, offshore oil rigs, floating storage and production, and extends to submarine and underground cables and pipelines.

#### Cost Survey & Depreciation Allowance Allocation

The excellent capabilities of cost survey and depreciation allowance allocation enable us to value various real estate property components, such as plant and machinery of industrial operations, factories, office buildings and other commercial or industrial settings. Cost allowance and depreciation allowance allocation are normally required for insurance coverage or insured loss analysis, tax allocation in mergers and acquisition, and accounting.

#### Technical Review

Our team offers a variety of technical advisory services to investors, relating to production facility condition reviews, operating efficiency and capability reviews, maintenance reviews, useful life and remaining life studies, feasibility studies and fair rental studies.

#### Machinery Sourcing & Disposal

Leveraging our extensive database and worldwide network, our team has the full capacity to source and dispose of single pieces of equipment or whole facilities on behalf of our clients.

#### Other Services

Other services we deliver include chattel mortgage valuation, equipment verification, fixed asset tagging, fixed asset register reconciliation and reconstruction.



Our plant and machinery valuation experience covers, but is not limited to, the following industries:

- Agriculture
- Automotive
- Aviation
- Bakeries & Confectionery
- Brewery & Bottling
- Cement
- Ceramics & Clay
- Construction
- Fertiliser Manufacturing
- Float Glass
- Flour Mill
- Industrial Gas
- Iron & Steel
- Marine Transportation
- Mining
- Instant Noodle Manufacturing
- Oil & Gas Exploration
- Pulp & Paper
- Petrochemical
- Power Generation & Transmission
- Pipe & Tube Mill
- Plywood & Veneer
- Printing
- Railroad Transport
- Refrigeration & Air-conditioning
- Semi-conductor
- Ship Repair & Building
- Smelting & Refining
- Sugar
- Telecommunication
- Textile
- Tooling
- Toy Manufacturing
- Timber & Logging
- Tyre Manufacturing
- Water & Sewage Treatment



## OUR CORE TEAM

CBRE undertakes targeted, unbiased asset value, feasibility and business plan reviews to support lenders, borrowers, asset managers and potential investors in maximising recovery proceeds. Specifically our services include:

- Reviews of property / portfolio security and underlying value
- Assessments of borrower's business plan & loan servicing ability
- Recommendations of asset strategy focusing on recovery proceeds and timing
- Bespoke financial modelling including cash-flow forecasts at asset and debt level
- Performance testing and monitoring based on the agreed revised business plan

CBRE's objective assessments can be completed for single properties, borrower portfolios or full loan books.

**CBRE Valuation & Advisory Services is able draw upon vast international and domestic expertise within the team to provide impartial, expert advice on distressed loan scenarios and the options available to the lender to minimise any potential loss.**



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# VALUATION & ADVISORY SERVICES

## NON PERFORMING LOANS



## NON PERFORMING LOANS

### OUR OPERATION IN VIETNAM

Valuation & Advisory Services is the core business of CBRE Vietnam, and has become one of the leading valuation advisors in the region. We have extensive experience in assisting both public and private organisations in reviewing their real estate asset portfolios as well as providing formal valuations and other property advice. With an unmatched network of offices throughout Vietnam, encompassing Hanoi, Hai Phong, Da Nang City and Ho Chi Minh City, we are able to develop local market intelligence into measurable results for clients in these dynamic growing markets.

CBRE Valuation & Advisory Services are well placed to draw upon the resources of not just the company's Vietnam based professionals but also the specialist knowledge of our regional and global network of property experts, to ensure that the strategic advice provided on potential asset management and other work-out approaches is of the highest calibre.

### NON PERFORMING LOANS

As the volatility in the commercial property market continues, it is important for lenders to understand how the current value of their security can be improved through active asset management and where necessary, implementation of enforcement options in respect of non-performing loans.

While CBRE professionals understand that a consensual workout between the lender and the borrower is usually the preferred route, in the unfortunate situation where there is no other option than to enforce, CBRE Valuation & Advisory Services is well placed to work alongside lenders, providing specialist technical support and input to the process.



Our multi-disciplinary team provides a flexible and responsive service to meet the needs of lenders and borrowers by drawing upon CBRE's resources, extensive sector coverage and market intelligence. CBRE works closely with lenders and borrowers to ensure the best course of action is undertaken, be it a medium to long term hold and active asset management or a sell down to generate immediate capital recovery, ensuring at all times that the interest of the borrower is maintained and any losses to the lender are minimised.

## VALUATION & ADVISORY SERVICES

### SUMMARY OF SERVICES

Our non-performing loan services not only embrace residential, commercial/industrial properties but CBRE can also offer comprehensive due diligence reports, preparing property for sale reports, property action plans and valuations for mortgage and loan security purposes.

### Valuations for Mortgage and Loan Security Purposes

Our team provides the most advanced technology and the best practise standards in this area of valuation services. The objective of CBRE is to provide our clients with mortgage valuations that are on a Market Value basis. We can also prepare a report that considers any impact on value where under a forced sale a property does not meet all the criteria of a normal market transaction. This is a unique service that CBRE NPL team offers.

### Property Actions Plans

CBRE provides relevant, concise and timely advice for financial institutions to better assess real property. The condition of a property has an immediate impact on a property's ability to achieve a particular price. Many lenders underestimate the impact of physical deterioration and our property action plans address issues such as maintenance & repairs, capital expenditure, marketing & purchasing strategies, market analysis and risk mitigation. Services that again are unique to CBRE in Vietnam.

### Due Diligence Reports

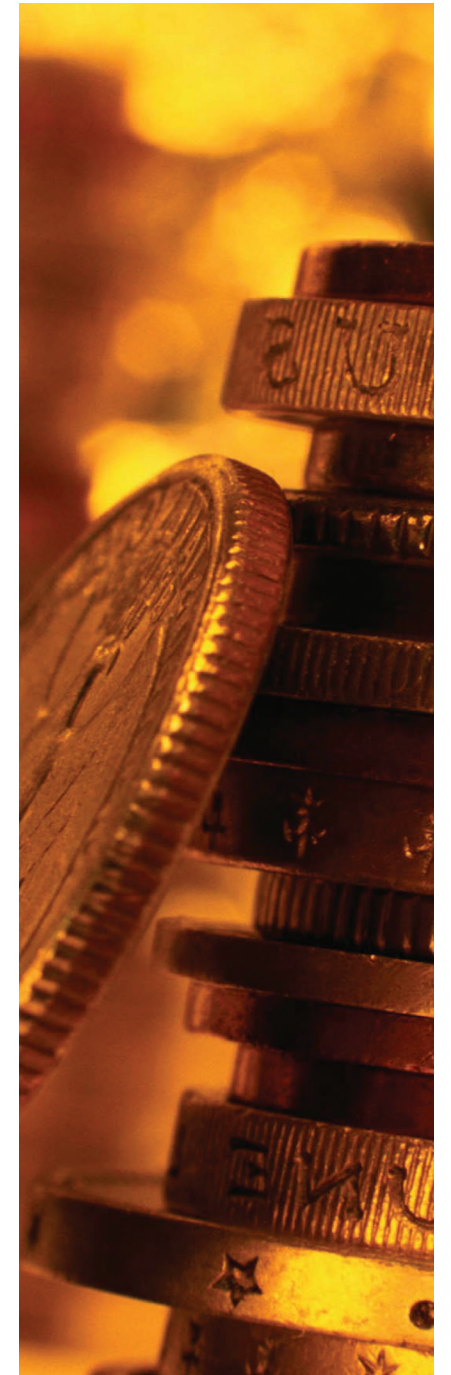
Great property decisions are based on thorough due diligence and the CBRE team support its clients by assisting them to form a view of what a particular property is worth. Advancing money against a property for mortgage lending purposes or agreeing to purchase a non-performing property (or loan) will need expert guidance when applying a value that mitigates risk. This is particularly relevant for projects under construction or stalled. Ultimately the assessment of value will be a key factor in how much to accept for the sale of a property and the CBRE NPL team work closely with CBRE's independent Project Management team to provide comprehensive Due Diligence reports when required.

### Preparing Property For Sale Reports

These bespoke reports focus on critical areas including marketing and selling strategies, methods of sale and the structure and content of information memorandums.

### Other Services

Other services include the valuation and assessment of chattels and goods, plant and equipment verification as part of the due diligence process. CBRE can also leverage our extensive database and worldwide network, to assist in disposing of single pieces of equipment or whole facilities on behalf of our clients.





## OUR CORE TEAM

Through CBRE's specialist Banking and Mortgage Services team we strive to provide valuations for secured lending purposes with guaranteed service standards, supported by the latest and most comprehensive real estate research data available in the country and driven on the world's leading valuation management technology platform.



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# VALUATION & ADVISORY SERVICES

BANKING AND MORTGAGE LENDING



## BANKING AND MORTGAGE LENDING



### VALUATION SERVICES FOR BANKING AND MORTGAGE LENDING

Where banks rely on a valuation to extend mortgage finance, they expect an impartial and independent assessment of the property and market to ensure the security of the loan. To attend to these obligations, CBRE has set up a specialist Banking & Mortgage Services team within the Valuation & Advisory Services business, staffed by valuers dedicated to this sector and utilizing specially developed technology to seamlessly deliver timely, quality assured valuations.

#### Risk Management

The CBRE Banking & Mortgage Services team understands risk when providing valuations for lending purposes, whether it is large scale projects or assets, commercial or industrial land and buildings or residential property. We are uniquely positioned to assist Retail, Commercial or Investment banking divisions, supporting our clients with quality assurance and advanced technology focused on risk management procedures that are not offered by any other service provider in Vietnam.

#### Market Knowledge

Property valuations require an extensive understanding of the local market to ensure reports are accurate and timely. For more than 10 years in Vietnam, CBRE has undertaken in depth research, market studies and data collection to establish comprehensive market knowledge and a thorough understanding of the property market locally. As the clear market leader in valuation services, CBRE has the expansive knowledge base and an exclusive technology platform to actively support banks and credit institutions in their lending activities.

### OPERATIONAL IMPACT OF CBRE TECHNOLOGY

With the demand for systemized processes and tailored deliverables in a chronically underserved mortgage valuation market, CBRE Vietnam's application of unique technology enables:

- Consistent QA and compliance
- Consistent report types and standard wording
- Consistent business practices
- Consistent report formats
- File management/ Job tracking
- Document storage
- A completely paperless and remote data collection system
- Centralized support operations and on-site cost savings
- Totally transparency between client and service provider

## VALUATION & ADVISORY SERVICES

### ALL PROPERTY TYPES

Whilst we acknowledge that home loans make up the vast majority of secured lending, and valuations for this sector naturally form the nucleus of our banking service provision, CBRE Vietnam offers an extensive advisory capability covering all property types, including:

- Office
- Retail
- Industrial
- Hotels & Resorts
- Residential
- Land
- Specialist Property
- Plant & Machinery
- In-progress Developments

CBRE Banking & Mortgage Services offers a suite of professional reports containing all the data needed to accurately assess the value of the asset and measure the risk profile of the security.

### CORPORATE AND BUSINESS BANKING CLIENTS, INDUSTRIAL AND COMMERCIAL PROPERTY

We are aware that commercial business is more complex and so too is the decision making process for lending in this arena. We have engaged with the banking industry to identify key areas where current service levels and risk management procedures fall short, with our team delivering a more detailed analysis, but to the same exacting standards, for valuations of non-residential property.

CBRE Vietnam offers both long and short form reports for small and medium size industrial and commercial property, specifically adapted to meet the requirements of mortgage lending. CBRE Banking and Mortgage Services maintains the delivery quality of the Valuation & Advisory Services business, applying international standards and valuation methods tailored for the banking industry, facilitating lenders' need for accurate reports and prompt turn-around times.

CBRE Vietnam is experienced with all types and sub-sectors of commercial and industrial real estate plus can provide valuations for plant and equipment assets.

#### STANDARDS

CBRE prepares valuations in accordance with the International Valuation Standards Council (IVSC) requirements, as acknowledged by the Vietnam Valuation Association (VVA) and Royal Institution of Chartered Surveyors (RICS).

CBRE provides independent third party and unbiased reports in accordance with the requirements of the Basel Accords and Vietnam Circular 02/2013/TT-NHNN. We are not aligned with an AMC. We provide prudent valuations and have the expertise to assist with "Marking to Market" or offering proactive solutions for valuation adjustments.

Our valuations are conducted on the basis that the bank is our client, not the borrower, ensuring independent and unbiased analysis and recommendations.

