

REAL ESTATE ADVISORY DIVISION

INDOCHINA
STRATEGIC
ADVISORY ARM OF
INDOCHINA CAPITAL



Award Winner in the Property Consultant Category [Asia Pacific Property Awards 2018 & 2019]
Award Winner in the Best Property Consultancy – Marketing Category [Asia Pacific Property Awards 2019]
The Best Real Estate Consultant in Vietnam [Golden Dragon Awards 2018 & 2019]

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AN INNOVATIVE
**REAL ESTATE
LEADER**
IN VIETNAM

VIETNAM'S INNOVATIVE REAL ESTATE LEADER

Founded in 1999, Indochina Capital Corporation is one of Vietnam's leading real estate, and investment and financial service firms. Led by a team of seasoned professionals who have been working alongside one another for over a decade. The company maintains its nationwide presence with offices in Hanoi, Danang and Ho Chi Minh City.





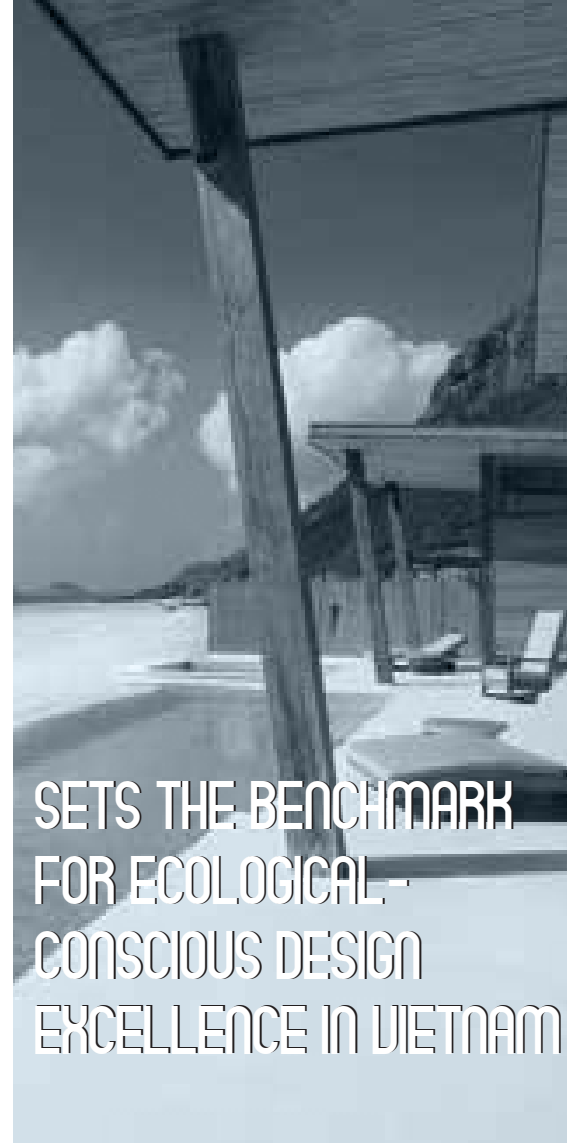
VIETNAM'S FIRST
LUXURY RESORT

FURAMA RESORT



NAMED THE BEST
RESORT IN THE WORLD
BY TRAVEL + LEISURE 2008 DESIGN AWARDS

THE NAM HAI



SETS THE BENCHMARK
FOR ECOLOGICAL-
CONSCIOUS DESIGN
EXCELLENCE IN VIETNAM

SIX SENSES



ASIA'S 10 MOST
ELITE GOLF COURSES
FORBES TRAVEL GUIDE 2012

MONTGOMERIE LINKS VIETNAM



HYATT BEST PROPERTY
IN ASIA PACIFIC IN 2014
SELECTED BY HYATT INTERNATIONAL

HYATT REGENCY DANANG



HANOI'S FIRST GRADE A
OFFICE BUILDING

63 LY THAI TO



THE FIRST LUXURY
RIVERVIEW CONDO
DEVELOPMENT IN HCMC

RIVER GARDEN



DANANG'S FIRST
INTERNATIONAL STANDARD
MIXED USE COMPLEX

INDOCHINA
RIVERSIDE TOWERS



\$50ML PROJECT VALUE
114 HIGH-END VILLAS

INDOCHINA
VILLAS SAIGON



HANOI'S LEADING
RESIDENTIAL MIXED
USE COMPLEX

INDOCHINA
PLAZA HANOI



INDOCHINA CAPITAL

20 YEARS

IN REAL ESTATE DEVELOPMENT AS MARKET INNOVATORS

We pride ourselves in being able to help our Clients achieve the best possible result for their Projects.

INDOCHINA STRATEGIC

After much success as Developers, we took our talents into the Advisory Business.

With the knowledge we have accrued, we guarantee to add value to all Projects.



DELIVERING UNMATCHED

REAL ESTATE ADVISORY SERVICES WITH SUCCESSFUL
PROVEN STRATEGIES

WHAT WE OFFER

SCOPE OF SERVICES



01

DEVELOPMENT ADVISORY SERVICES

- Market and financial feasibility study
- Hotel and/or Resort conceptualizing and positioning
- Highest and best use study
- Strategic business planning services



02

OPERATOR SELECTION SERVICES

- Operator screening and assessment
- Hotel Management review and negotiations
- Rental program packaging



03

DEBT FINANCING SERVICES

- Feasibility analysis and due diligence
- Negotiation of financing terms and conditions
- Fulfillment of conditions to loan disbursement



04

TRANSACTION ADVISORY SERVICES

- Capital raising and transaction facilitation
- Valuation and development appraisals
- Financial and commercial due diligence
- Review of legal documentation

PAST PROJECTS HIGHLIGHT

INDOCHINA
STRATEGIC

ADVISORY ARM OF
INDOCHINA CAPITAL

ECOPARK 5-STAR HOTEL

ANGSANA QUAN LAN ISLAND

PARK HYATT PHU QUOC

INTERCONTINENTAL PHU QUOC

DOJI GOLD AND GEMS

LUX PHU QUOC

HYATT REGENCY DANANG RESORT AND SPA

SIX SENSES CONDAO

THE NAM HAI

FEASIBILITY STUDY SERVICES

ECOPARK 5-STAR HOTEL PROJECT

- Completed a feasibility study and provided development recommendations for our client
- Ecopark Township is a multi-billion dollar real estate development that is trying to add a new high-end product to their already impressive portfolio





OPERATOR SELECTION SERVICES

ANGSANA QUAN LAN RESORT AND BRANDED RESIDENCES

- Provided operator selection and branded residences advisory services
- Secured an operator and finalized hotel management agreements for our client
- Project is located in the picturesque Quan Lan Island



PARK HYATT®

DEVELOPMENT ADVISORY SERVICES

PARK HYATT PHU QUOC

- Providing development advisory, operator selection, branded residences advisory, and sales and marketing services
- Secured Hyatt Group as the Operator of the hotel and
- residential units

The Project has 80 hotel keys and 65 branded residential villas



OPERATOR SELECTION SERVICES

INTERCONTINENTAL PHU QUOC

- Provided residential advisory, branded residences advisory, and sales and marketing services to the developer
- Secured InterContinental Group as the Operator of the residential units
- The Project has 130 condominium and 5 villas for sale





DEVELOPMENT ADVISORY SERVICES

DOJI GOLD AND GEMS

- Provided feasibility study and development advisory services for 2,250sqm beachfront site in Da Nang
- The advisory work was finished and the feasibility study was delivered to the client.



DEBT FINANCING SERVICES

LUX PHU QUOC

- Providing feasibility study, operator selection and development advisory services for the Maldives-style resort
- Following the completion of the feasibility study, ICC was further tasked with debt management for the development
- Secured LUX* as the Operator of the property with 99 bungalows and 15 residential villas





TRANSACTION ADVISORY SERVICES

HYATT REGENCY DANANG RESORT AND SPA

\$140mil Total Project Value

27 Luxury Pool Villas

183 Condos

200 Hotel Rooms





TRANSACTION ADVISORY SERVICES

SIX SENSES CON DAO

\$34mil Total Project Value

16 Private Villas

35 Hotel Villas

THE NAM HAI
HOI AN, VIETNAM

TRANSACTION ADVISORY SERVICES

THE NAM HAI

\$68mil Total Project Value

40 Luxury Pool Villas

60 Hotel Villas

PAST AND CURRENT CLIENTS



A group of about ten people are captured in mid-air, jumping or falling in a chaotic but joyful manner. They are silhouetted against a dark, overcast sky. The overall mood is one of teamwork and dynamic energy.

INDOCHINA STRATEGIC

INDOCHINA CAPITAL's advisory arm

THE TEAM
LOCAL DEPTH
GLOBAL BREADTH



ADVISORY TEAM

LOCAL DEPTH
GLOBAL BREADTH

EXECUTIVE CHAIRMAN

PETER RYDER EXECUTIVE CHAIRMAN

Over 30 years of global real estate development, fund management and capital raising experience.

Directly raised US\$5 billion in funds globally.

Led the development of over \$1 billion worth of award winning real estate projects in Vietnam.

CO-CEO

MICHAEL PIRO CO-CEO

Over 15 years of property sales, marketing and development experience in both North America and Asia.

Has directly overseen the sale and lease of over US\$700 million worth of Vietnamese residential properties and commercial assets.

Involved in development of nearly US\$1 billion worth of real estate.

CO-CEO

HOA TRUONG CO-CEO

A seasoned accounting professional, providing clients with her expertise in accounting, financial reporting, taxation and M&A due diligence.

Spearhead the closing of transactions worth hundreds of million US dollars.

Hoa is a Certified Public Accountant in Australia.

DIRECTOR

HA NGUYEN DIRECTOR

10 years of extensive hands-on experience in all aspects of real estate, including market research, feasibility studies, development and investment execution, deal structuring and operator selection.

Successfully secured and completed numerous projects with well-known international operators.

INDOCHINA STRATEGIC

INDOCHINA CAPITAL's advisory arm

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