



Capital Projects

and Infrastructure

Helping our clients to improve people's life  
through effective infrastructure development





# Capital Projects

## & Infrastructure

Infrastructure investment is key to unlocking the potential of countries and cities to fulfil the needs of their populations in a sustainable way. Done right, they promote development, equality and improved standard of living.

Infrastructure projects are characterised as:

- Asset-based, regulated, natural monopoly or limited competition, leading to limited commercial risk and long term visibility for investors;
- Providing essential services and instrumental to improving economic productivity and living standards;
- Often widely publicised and politically sensitive;
- Very complex; involving many stakeholders and taking years to develop;
- Having high risk of cost and time overruns.

Infrastructure investment in Vietnam is growing tremendously to catch up with population and economy development. In recent years, Vietnam has committed to global sustainability goal with new regulation and policy to promote renewables and carbon reduction. Post Covid 19, the world transits into a new balance with investment and capability transferred to South-east Asia and Vietnam is expected to welcome more foreign investment in industrial and real-estate sectors, making the Capital Projects & Infrastructure market in Vietnam particularly active and dynamic.



# Our value

## Development Finance Institutions

E.g. Multilateral Development Finance Institutions (World Bank, ADB, IFC, etc.) and Bilateral Donor Agencies (JICA, GIZ, etc.), International NGOs

We work with the organisations that are at the forefront of ending extreme poverty by tackling health, insecurity, inequality, and the effects of climate change to transform the lives of poor and vulnerable people. Together with our partners, we seek to play a key role in making a positive difference, delivering results, and bringing about a better global future. We combine our specialist expertise in strategy, programme design and delivery, innovative financing, impact investing, sustainable infrastructure development, monitoring and evaluation with detailed local knowledge to deliver solutions with measurable long term impact that help our clients achieve their goals, and benefit local communities.

We support infrastructure clients who perform these roles:

## Governments and Public Sector Organizations

E.g. National/Provincial/City Governments, Urban & Rural Institutions

### Governments and Public Sector Organizations would engage us for:

- **Strategy and planning for large-scale investments** in infrastructure while demonstrating, measuring, and reporting on the value-for-money proposition inherent in these projects
- **Transaction advisory** support for infrastructure development including public private partnership (PPP) projects
- **Procurement and programme management support** for successful delivery of projects for central and local government agencies

## Infrastructure investors

E.g. Sovereign Investment Funds, Pension Funds, Infrastructure Funds, Private Equity Funds.

Funds and investors would engage us for:

- **Transactions** - Investing or acquiring a development project; Investing, acquiring, managing and disposing of an existing infrastructure assets; M&A of existing infrastructure assets; Tax due-diligence and tax structuring advice to infrastructure funds.
- **Operations** - Maximising asset life and value.
- **Disposals** - Identifying and executing dispositions.

## Infrastructure owners, operators & corporates

E.g. Public, private or PPP entities e.g. utilities companies, transport operators, PE houses or corporates delivering large internal capex programmes.

Infrastructure owners, operators & corporates would engage us for:

- **Strategy and planning** phases of new infrastructure, including the development of business case;
- **Execution** - Building organisational capability to manage the portfolio of projects and deliver efficiently and effectively. Transformation of organisations e.g. digitisation, operating models and specialist programme management capabilities.
- **Operation** - Management and optimisation of assets;
- **Financing** of new infrastructure or upgrading existing infrastructure;

# Our CP&I network

369

People

679

People

374

People

45

People

64

People

253

People

1,700

Global CP&I network consists of more than 1,700 sector expert professionals

2,900

CP&I have advised on over 2,900 capital projects & infrastructure projects over the last 10 years



## CP&I Purpose

To help clients improve people's life **by the provision of critically needed infrastructure** to an agreed quality, cost and timescale.



## CP&I Vision

To be a truly global market leading CP&I business - working on the **most iconic infrastructure projects** and providing the **best quality services** to clients worldwide

# Our 5 pillars



### Energy

- Power
- Renewable energy
- Power generation
- Electric supply



### Transport

- Road
- Rail
- Airport
- Sea / River port
- Carriage Services



### Urban Development

- Urban planning & development
- Real estate development



### Utilities

- Water supply
- Waste water & sanitation



### Social

- Medical
- Education

# Our team of specialists in Vietnam

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### PwC Vietnam

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