Maximising the return on your deal

Deals Vietnam
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Getting ‘it’ right at the start of a deal is essential.

That is why we can help you to identify not only the right strategy – whether it be for a merger, acquisition, disposal, restructuring or green field project – we will assist to execute the deal seamlessly, identify issues and points of negotiation and value, and implement changes to deliver synergies and improvements after the deal.

Your needs

- Exploring growth opportunities in Vietnam
- Planning to buy a business, and want to understand the key business drivers and risk in the context of a Vietnamese business environment
- Selling a business or a part of a business and want to provide potential buyers with a transparent and complete understanding of it
- Assessing a real estate or infrastructure investment, divestment or delivery strategy
- Support in negotiating a sale and purchase contract for the proposed acquisition of a business
- Analysing a business plan’s feasibility, including risks, sensitivities and potential upsides
- Understand the underlying valuation of the business opportunity you are considering buying or selling
- Assessing the readiness of your business transaction
- Considering a business or debt restructuring exercise
- Taking control of cash and speeding up your cash conversion cycle
- Seamless integration and realisation of the key value drivers behind your deal
We believe there is no “one-size fits all” approach in bringing value to our clients.

Maximising value across the entire deal continuum

Finding the right deal
- Acquisition & divestment advisory
- Market entry strategy
- Target screening & strategic partner search

Assessing the deal
- Financial, legal, tax, commercial, operational, HR and IT due diligence
- Business valuation & financial modelling
- Tax structuring and accounting advisory
- Negotiation support & SPA review

Post-deal
- M&A integration – 100 day plan
- Post-deal operational and working capital improvements
- Purchase price allocation
- Review and renegotiation of significant business contracts

Harvest
- Divestment advisory
- Carve-outs
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<th>How can we assist</th>
<th>Our services</th>
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| Finding the right deal | • Understand your investment strategy  
• Perform sectoral analyses to assess market  
• Identify and pre-qualify potential targets to match your investment criteria  
• Conduct high-level “fit” analysis  
• Preliminary deal structure from a valuation, tax and accounting perspective | • M&A strategy  
• Deal origination  
• Market entry  
• Regulatory review  
• Background check  
• Buy-side advisory |
| Assessing the deal | • A one-stop shop for all your financial, legal, tax, commercial, operational, HR and IT due diligence needs  
• Identify key business drivers and assist with valuing your Target  
• Evaluate and quantify your Target’s tax exposures  
• Dataroom preparation and management  
• Manage your tender process | • Buy-side due diligence  
• Business valuation  
• Tax structuring advice  
• Negotiation support & SPA review  
• Completion review  
• Capital projects and infrastructure advisory |
| Post-deal | • Assist management who have day-to-day operational responsibility to execute a 100-day plan post-deal  
• Identify post-deal issues early in collaboration with the due diligence team  
• Bring functional expertise such as financial reporting, human resource, IT, procurement, governance and tax to post-deal initiatives  
• Contract management and review | • M&A integration – 100 day plan (operational, HR and technology)  
• Working capital improvement  
• Purchase price allocation  
• Tax optimization |
| Harvest | • Conduct your sale process  
• Add credibility to the facts, figures and information in the sales memorandum  
• Restructure the business to enhance value | • Sell-side advisory  
• Vendor assistance  
• Vendor due diligence  
• Business Restructuring Services |
Contact us

Johnathan Ooi
Partner
Deals Leader
+84 978 945 199
johnathan.sl.ooi@pwc.com

Edward Clayton
Partner
Capital Projects & Infrastructure
+6 03 2173 1866
edward.clayton@pwc.com

Nguyen Luong Hien
Partner
Deals Strategy
+84 989 508 933
nguyen.luong.hien@pwc.com

Angela Yang
Partner
Corporate Finance
+84 906 275 886
angela.yang@pwc.com

Hoang Viet Cuong
Director, Deals
Advisory Service
+84 913513370
hoang.viet.cuong@pwc.com

Yuta Shimada
Manager, Deals - Japanese Desk
+84 773 687 628
shimada.yuta@pwc.com

Gregory Bournet
Partner
Corporate Finance
+6 01 7811 1970
gregory.bournet@pwc.com

Ong Tiong Hooi
Partner
Transaction Services
+84 938 699 691
tiong.hooi.ong@pwc.com

Le Minh Tuan
Partner
Transaction Services
+84 909 772 723
le.minh.tuan@pwc.com

Phan Phuong Linh
Director
Business Restructuring
+84 908 901 903
phan.phuong.linh@pwc.com

Mohammad Mudasser
Director, Debt
& Capital Advisory
+84 902717062
mohammad.mudasser@pwc.com

Jasmine Han
Manager, Deals - Korean Desk
+84 908056252
jasmine.h.han@pwc.com
Our offices

Hanoi:
Floor 16, Keangnam Hanoi
Landmark 72 Pham Hung Road,
Nam Tu Liem District, Hanoi
Tel: +84 24 3946 2246

Ho Chi Minh City:
Floor 8, Saigon Tower
29 Le Duan Street, District 1
Ho Chi Minh City
Tel: +84 28 3823 0796