



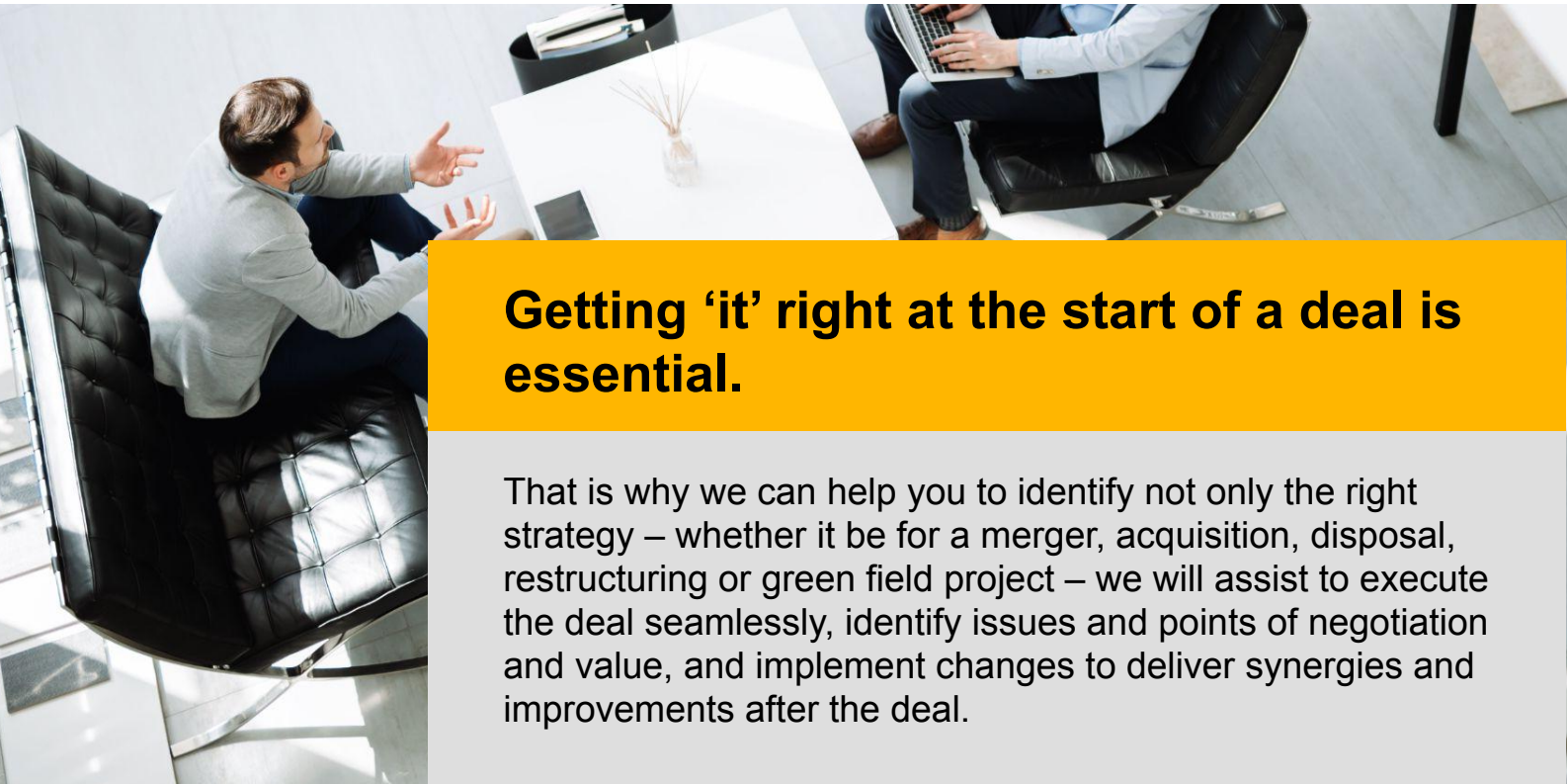
pwc

Maximising the return on your deal

Deals Vietnam



Maximising the return on your deal



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

How we can support you

Maximising value

across the entire deal continuum

We believe there is no “one-size fits all” approach in bringing value to our clients

1

Finding the right deal

- ▶ Acquisition & divestment advisory
- ▶ Market entry strategy
- ▶ Target screening & strategic partner search

2

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

3

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

4

Harvest

- ▶ Divestment advisory
- ▶ Carve-outs

How can we assist

Our services

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



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