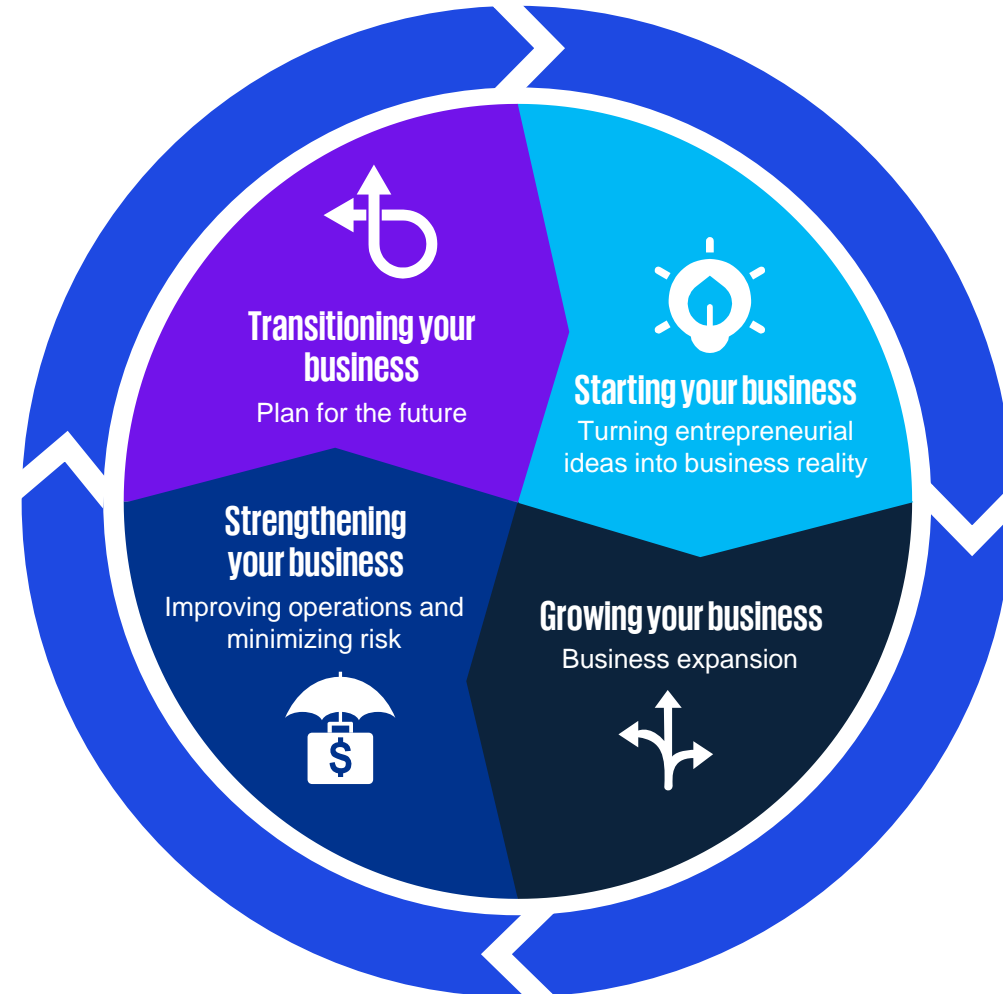


# KPMG Private Enterprise

Helping you navigate your growth journey



Passion is what drives entrepreneurs, family businesses and fast-growing companies. It is also what drives KPMG Private Enterprise to help you succeed and excel in every step of your business journey.”



## We truly understand your challenges and will work together to succeed

### Vietnamese Private Enterprise

- Is my current business structure fit for expansion purposes?
- What are the core elements for successfully transforming my business?
- How do I plan for succession?

### Emerging Startups/ Venture Capital

- What will I do to turn my ideas into a successful business reality?
- How do I find trusted business partners?
- How do I successfully raise funds?

### Foreign Individual Owners of Technology Based FDIs in Vietnam

- How do I establish an appropriate business structure in Vietnam?
- What does my business need to do to fully comply with Vietnamese regulations?
- How do I ensure that my profits can be fully repatriated?

## Contact us

**Pham Thi Hoang Anh**  
Partner  
Head of Private Enterprise

**Nguyen Quang Phuc**  
Director  
Private Enterprise

The information contained herein is of a general nature and is not intended to address the circumstances of any particular individual or entity. Although we endeavour to provide accurate and timely information, there can be no guarantee that such information is accurate as of the date it is received or that it will continue to be accurate in the future. No one should act on such information without appropriate professional advice after a thorough examination of the particular situation.

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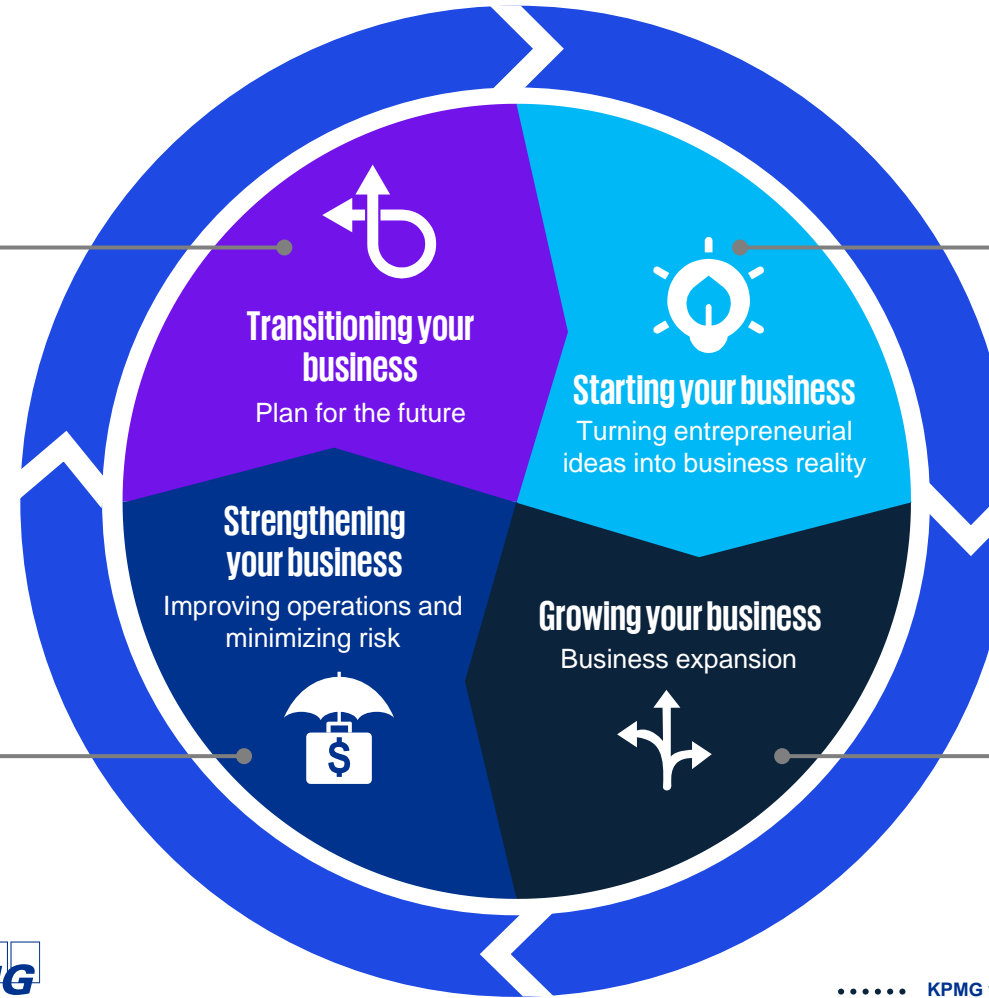
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# Your success is our legacy

<ul style="list-style-type: none"> <li>• IPO readiness</li> <li>• Group Structuring</li> <li>• Accounting advisory service</li> <li>• Audit services</li> </ul>	<p><b>Going public</b></p> <p>..... Taking your company public can bring higher visibility and benefits while also bringing new risks, such as complex requirements and new stakeholders to manage.</p>
<ul style="list-style-type: none"> <li>• Incorporation of holding company</li> <li>• Family Governance</li> <li>• Business restructuring and succession planning</li> </ul>	<p><b>Succession plan</b></p> <p>..... Proper succession planning is the key to a smooth transition into the next generation/stage.</p>
<ul style="list-style-type: none"> <li>• IPO preparation</li> </ul>	<p><b>IPO preparation</b></p> <p>..... of business to comply with relevant laws and regulations.</p>
<ul style="list-style-type: none"> <li>• Matching potential buyers through our global connections</li> </ul>	<p><b>Exit strategy</b></p> <p>..... When necessary, exit strategies or divestments are often a one-time transaction, with just one opportunity to get right.</p>
<ul style="list-style-type: none"> <li>• Internal control review</li> <li>• Risk compliance services</li> <li>• Forensic services</li> <li>• Assurance services</li> </ul>	<p><b>Risk management &amp; Internal control</b></p> <p>..... Fraud, corporate crime, cyber threats, commercial disputes and litigation negatively impact reputation and stakeholders' confidence.</p>
<ul style="list-style-type: none"> <li>• Business process transformation</li> <li>• Cost reduction improvement</li> <li>• Digital transformation</li> </ul>	<p><b>Maintaining and improving your business</b></p> <p>..... Businesses have ongoing opportunities and threats relating to new technologies, competition, or industry changes. You need to think about the future today so you can maintain a sustainable business model.</p>



<p><b>Planning your business</b></p> <p>Working with you on creating an operationally excellent business model to enable business success.</p>	<p>.....</p> <ul style="list-style-type: none"> <li>• Starting your business with an operationally excellent model</li> </ul>
<p><b>Financing your business</b></p> <p>You have a fantastic business plan – now you need the financial support to bring your plan to life.</p>	<p>.....</p> <ul style="list-style-type: none"> <li>• Identifying the right financing plan</li> <li>• Securing investors</li> </ul>
<p><b>Strategic alliances</b></p> <p>Technology innovation is shaping the way organizations operate, and getting it right can mean a sustainable advantage.</p>	<p>.....</p> <ul style="list-style-type: none"> <li>• Connecting with KPMG's alliance partners</li> <li>• Digitally enabled solutions</li> </ul>
<p><b>Expanding internationally</b></p> <p>International expansion presents many growth opportunities but also comes with unique risks; different regulatory requirements, tax implications, and cultural or language barriers.</p>	<p>.....</p> <ul style="list-style-type: none"> <li>• Market entry strategy advice through KPMG's global network over 150 countries</li> </ul>
<p><b>Mergers &amp; Acquisition</b></p> <p>Mergers and acquisitions or joint venturing can be a great way to grow or diversify, but navigating the options can be challenging.</p>	<p>.....</p> <ul style="list-style-type: none"> <li>• Pre-Deal advice</li> <li>• Deal support</li> <li>• Post-Deal implementation</li> </ul>
<p><b>Accounting, Tax &amp; Legal</b></p> <p>Effective accounting setup, tax planning and regulatory compliance are key success factors in business expansion.</p>	<p>.....</p> <ul style="list-style-type: none"> <li>• Accounting, tax &amp; legal health check</li> <li>• Customized accounting, tax and legal structures</li> <li>• Wide range of accounting, tax &amp; legal services</li> </ul>