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Introduction to Deloitte Corporate Finance Indonesia

2024

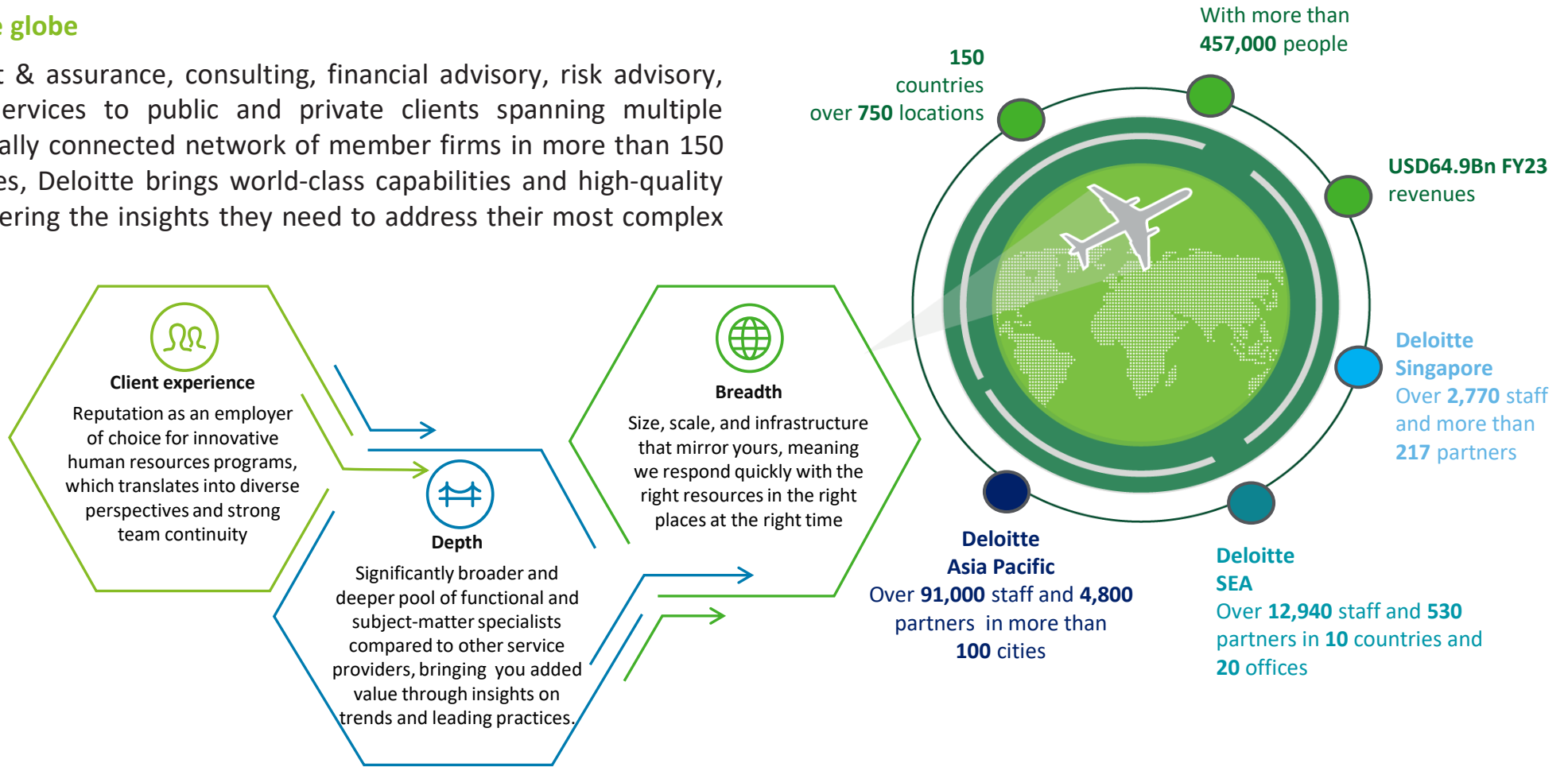


About Deloitte

Our globally connected network

Serving you around the globe

Deloitte provides audit & assurance, consulting, financial advisory, risk advisory, tax & legal related services to public and private clients spanning multiple industries. With a globally connected network of member firms in more than 150 countries and territories, Deloitte brings world-class capabilities and high-quality service to clients, delivering the insights they need to address their most complex business challenges.



About Deloitte

Deloitte Asia Pacific: One door to the future



In the fastest growing and most complex region in the world, it's time to open the door to opportunity.

The Deloitte Asia Pacific Member Firm (Deloitte AP) is the third largest member firm in the Deloitte network, extending across China, Japan, Australia, Southeast Asia and New Zealand.

Clients operate in a more globally connected way than ever before and working together, Deloitte AP facilitates seamless cross-border service.

Central to our firm is a commitment to our global purpose: to make an impact that matters for clients, people and communities.

Through one contact across the dynamic Asia Pacific region, we connect you to a powerhouse of expertise across geographies and industries.

With the innovation and IP of over 91,000 professionals and extensive alliances, we deliver a united focus to solving your most complex and pressing issues.

Accelerate your transformation, realise your potential, and make your future. Together.

Deloitte Asia Pacific. One door to the future.



www.deloitte.com/corporatefinance

We are the world's leading M&A advisor



Deloitte is the #1 leading Financial Advisors in Global M&A and #1 in South East Asia M&A deal activity for 2022 as recognised by Mergermarket

This recognition underscores the **strong global collaboration** that our practice consistently achieves, with just under **500 deals closed** across our corporate finance network and **over 50%** involving a **cross-border** element

Global league table by deal count

Ranking			
2022	2021	Company name	Deal count
1	3	Deloitte	704
2	1	PwC	703
3	2	KPMG	504
4	7	Rothschild & Co	423
5	4	EY	422

South East Asia league table by deal count

Ranking			
2022	2021	Company name	Deal count
1	11	Deloitte	23
2	2	PwC	23
3	6	Morgan Stanley	20
4	9	Credit Suisse	16
5	3	EY	13

Source: Mergermarket







About Deloitte Financial Advisory

Our end-to-end financial advisory solutions

We are Indonesia-based and regionally focused, operating as an integral part of the global Deloitte network, with access to all the benefits a worldwide footprint can provide.

Deloitte Financial Advisory in Indonesia

- The financial advisory services (“FAS”) with more than 90 professional consultants provides an integrated financial advisory services. We have a dedicated team of multi-disciplinary, highly experienced professionals who offer a range of services designed to meet your differing needs.
- Deloitte FAS provides a diverse range of strategic and financial advice to clients throughout the region in relation to Corporate Finance, M&A Transaction Services (“M&A TS”), Valuation, Restructuring and Forensic. We have provided high-level strategic advice on some of the most significant and complex mergers, acquisitions, including providing advisory for more than 15 of the largest restructurings in Indonesia since the Asian financial crisis.
- Deloitte FAS also has conducted other financial services such as fund raising, projection reviews, disposal, forensic and dispute resolution, and private placement advisory. The over-riding goal of our engagements is to assist you in growing shareholder and stakeholder value.

					
M&A TS	Corporate Finance	Valuation & Modelling	Infrastructure	Restructuring	Forensic
<ul style="list-style-type: none"> • Market study • Market entry strategy • Intellectual assets strategy • Target/Partner screening • Financial due diligence • Intellectual assets diagnostics • Commercial and Operational due diligence • SPA review • Buy side advisory 	<ul style="list-style-type: none"> • Pre-IPO preparation advisory • IPO execution advisory • Fundraising advisory (including preparing investment documents) • Corporate restructuring • Investment or acquisition advisory (M&A buy-side) • Sale or divestiture advisory (M&A sell-side) 	<p>A. Valuation</p> <ul style="list-style-type: none"> • Financial reporting and tax valuation (‘fair value’ accounting) • Litigation valuation • Business valuation consulting • Fund portfolio valuation • Real-estate advisory <p>B. Financial modelling</p>	<ul style="list-style-type: none"> • Financial and technical feasibility study • Long Term Business Plan • Project Financing Advisory • Private Public Partnership 	<ul style="list-style-type: none"> • Cash and working capital optimization • Fast track M&A • Debt advisory • Debt restructuring plan • Scheme of Arrangement • Special Accountant • Business recovery services • Dispute resolution • Corporate restructuring and exit 	<ul style="list-style-type: none"> • Whistleblowing services and hotline • Fraud and financial investigations • Analytic and forensic technology • Fraud risk management • Foreign Corrupt Practices Act investigations • Anti Money Laundering • Litigation support

About Deloitte Financial Advisory – Corporate Finance

Corporate action to reach the optimised shareholders' and company's value

Corporate Finance

Corporate Finance



Pre-IPO preparation

IPO execution

Fundraising

Corporate Restructuring

Merger & Acquisition
(buy-side)

Merger & Acquisition
(sell-side)

*Optimised shareholders' and
company's value*



About Deloitte Financial Advisory – Corporate Finance

Our end-to-end financial advisory solutions

In today's rapidly changing and competitive business environment, a continuous expansion, growth and change are needed within the organisation. At Deloitte Corporate Finance, we connect specialists to create end-to-end solutions to help unlock and preserve company's potential.

Pre-IPO advisory

- We assist companies for the preparation of IPO to maximise its value including but not limited to financial diagnostic, company restructuring, growth plans, and financial optimization

IPO execution

- As the lead advisor, we help Client to coordinate relevant parties for the purpose of IPO execution including but not limited to choosing Underwriter(s), investors/buyers, other consultants, etc.

Fundraising

- We assist Client for the end-to-end process in fundraising including but not limited to investors search, fund capacity analysis, pricing, indicative valuation, and negotiation

What Deloitte
Corporate
Finance can
assist you on

Corporate Restructuring

- We assist companies to perform internal restructuring for the purpose of value optimisation and/or to support the company's vision, such as financial diagnostic, group companies streamlining, and value optimisation

Merger & Acquisition (buy-side)

- As the end-to-end buy-side advisor, we support the Client in target search, creating marketing materials, pricing, and negotiation assistance

Merger & Acquisition (sell-side)

- We also assist Client in the end-to-end sell-side advisor, through investor search, fund capacity analysis, pricing, and negotiation assistance

About Deloitte Financial Advisory – Corporate Finance

Corporate Finance team offers the following services, including but not limited to⁽¹⁾

Pre-IPO preparation

- Financial diagnostic
- Optimum structure of the company
- Business strategy review
- Refine high-level growth story
- Review financial projections & indicative valuation

IPO execution

- Coordinate all required process with government bodies (i.e. IDX), underwriter, and other supporting IPO advisors
- Coordinate required process with shareholders and management
- Keeping track of the IPO timeline

Fundraising

- Develop a program structure to manage the transaction
- Financial diagnostic
- Develop deal structure
- Business plan, growth story, financial forecast and investment analysis
- Tap and reaching out to potential investor
- Marketing materials (i.e. teaser, IM)
- Data room management
- Completion of the transaction

Corporate Restructuring

- Financial diagnostic
- Streamlining of Company Group Structures
- Refine growth story
- Financial projections & indicative valuation

Merger and Acquisition (buy-side)

- Tap and reaching out to potential target
- Review marketing materials (i.e. teaser, IM, and others supporting data)
- Financial analysis and indicative valuation
- Analyse any relevant documents for the transaction (i.e. NBIO, NDA, etc)
- Due diligence coordination
- Closing of the transaction

Merger and Acquisition (sell-side)

- Develop a program structure to manage the transaction
- Financial diagnostic
- Develop deal structure
- Business plan, growth story, financial forecast and investment analysis
- Tap and reaching out to potential investor
- Marketing materials (i.e. teaser, IM)
- Data room management
- Completion of the transaction

(1) Services provided will depend on the specific transaction and company's need

Our team

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“Supported with more than 100 financial advisory professionals located in Indonesia and network to a global outreach”



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About Deloitte Indonesia

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