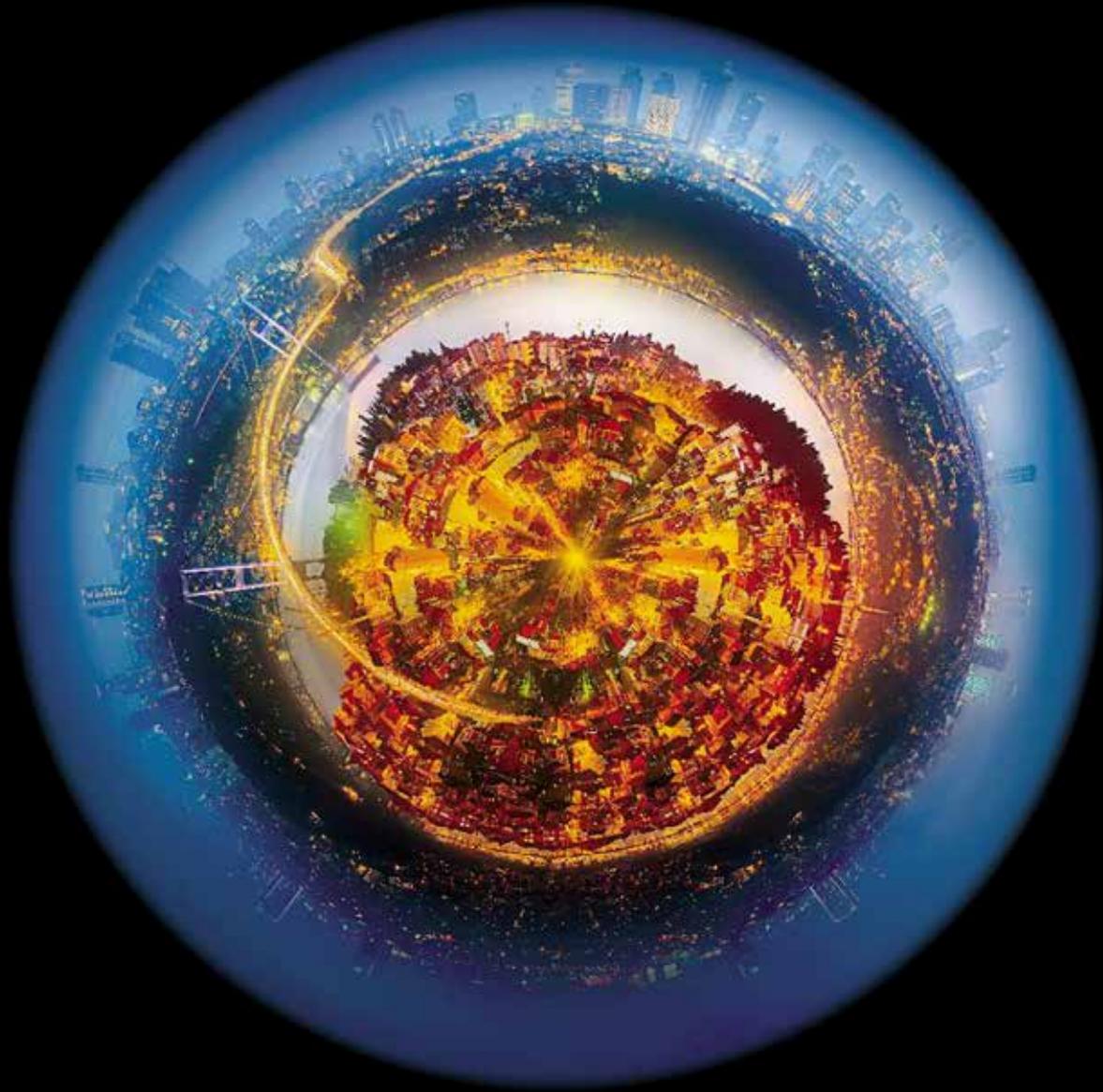


Deloitte.



Readiness.
Assurance. Advisory.
For your capital fund
raising needs

Southeast Asia

**MAKING AN
IMPACT THAT
MATTERS**
since 1845

What are your considerations?	03
The readiness journey	04
Why Deloitte	06
About Deloitte	10

What are your considerations?

What are your goals?

Are you looking to grow your existing business by increasing current capacity, or through a regional expansion? Do you need equity or debt financing? Are you looking for strategic investors or to take the company public via IPO?



Getting ready

Regardless of intent, it is important to prepare early and be ready to strike when the market opportunity arises.

In determining suitability, companies should consider both the industry and general capital market conditions, which includes the frequency and size of recent fund-raising activities in both the industry and the broader market.

Proper planning for a capital fund raising project, including ensuring the right resources and expertise are in place, will not only pay off, but is also an essential part of being ready for the inevitable change to your business undergoing public demands, leaving you in the best position to focus on what really matters – interacting effectively with potential investors.

Are you ready?



Strategy and planning

- Do you have a clear roadmap to achieve the business expansion and funding goals?
- Are you aware of your gaps?
- Have you planned how to achieve your goals?



Processes and internal controls

- Are your internal controls and procedures adequate to safeguard your assets?
- Are your transactions processing activities scalable to meet the future growth?
- Are your budgeting, planning and forecasting tools adequate to sustain the future state?



Accounting and reporting

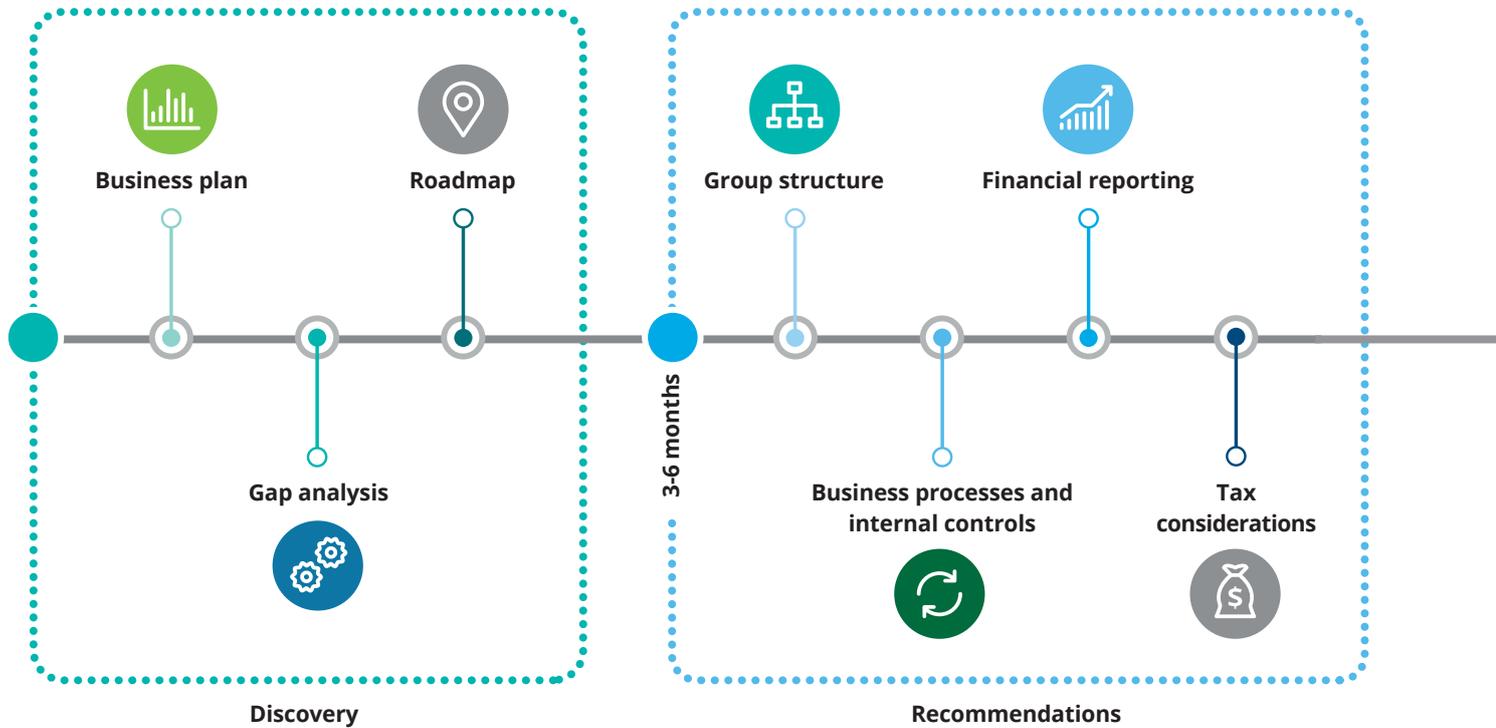
- Do you have adequate visibility and control over the period end closing to financial reporting process?
- Does your financial reporting conform to the appropriate reporting standards and requirements?
- Do your accounting policy choices best reflect the financial position and results of your business?
- Are your Chart of Accounts able to drive value by providing performance insights?
- Is your accounting function at the level of maturity of your peers?



Group structuring and tax

- Is your group structure suited to your needs?
- Will you need to re-look at your tax structure to optimise the tax position?

The readiness journey



Discovery

Business plan

We can discuss your plans, be it expansion into foreign markets, increasing your business capacity, or going public.

Gap analysis

We can assess gaps between the current financial health of your company and the level required to achieve your goals.

Roadmap

We can assist in developing a roadmap tailored to your needs.

Recommendations

Group structure

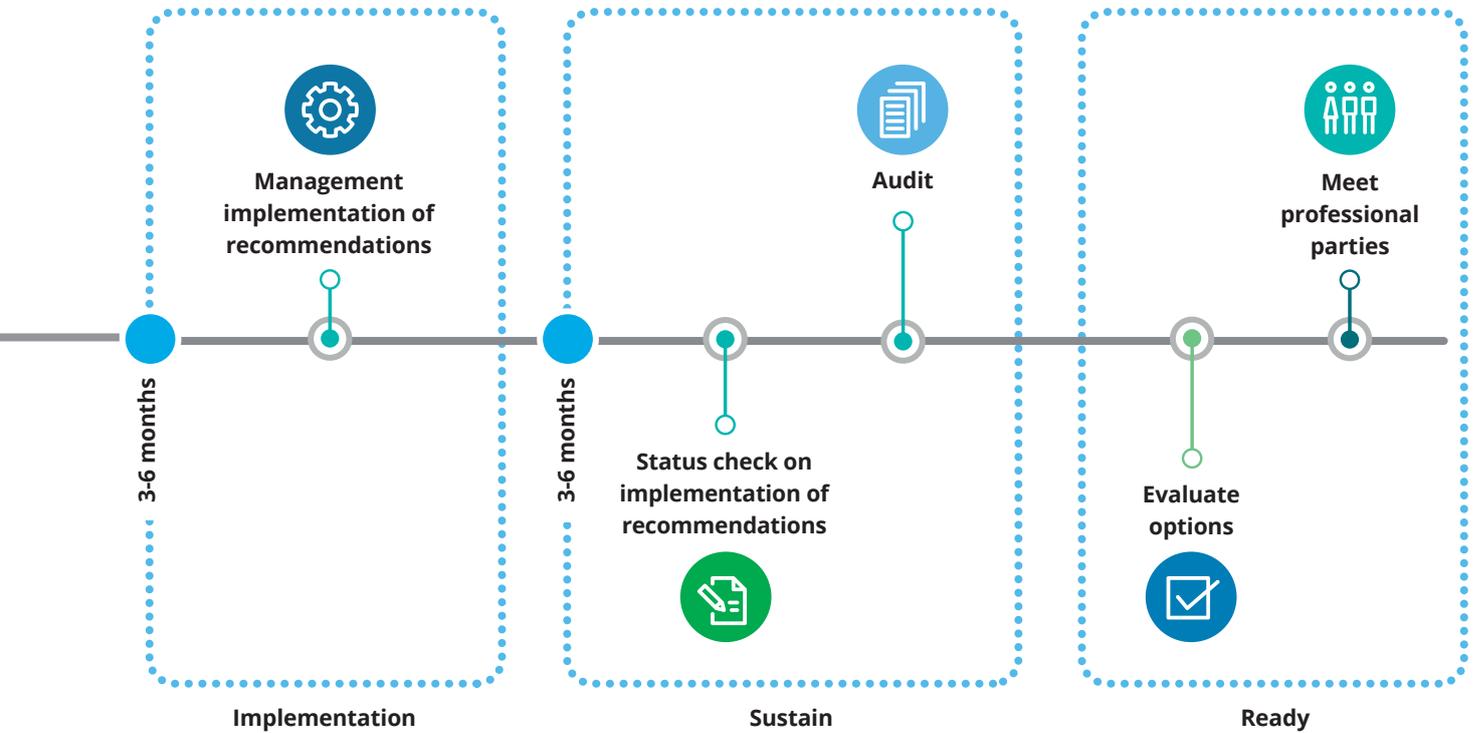
By working with you to identify entities within your portfolio of companies that complement one another, we can harness the synergy between your businesses to **reflect a favourable financial standing**, in a way that would be both tax efficient and appealing to investors. We can also address any potential conflict of interests and inter-company transactions in the new proposed structure.

Business processes and internal controls

We can assess the adequacy of your company's current internal controls and business processes for better accountability, and recommend "best practices" from our experience, for your implementation. We can also recommend ways to improve the processes and structure by which your business and affairs of the company are directed and managed, in order to **safeguard your assets**.

Financial reporting

We can advise you on how to organise and streamline your monthly financial reporting process to facilitate timely reporting to management, as well as improve visibility over your process. We can also advise you using benchmarking of accounting policies to **better reflect your financial results and position**, and to enhance comparability with industry peers. We can work with you to customise a financial reporting and budgeting tool and coach your staff on how to best utilise the tool for effective business planning and budgeting.



Ready

Evaluate options

Based on your needs and level of comfort, we can evaluate the various ways to obtain more financing and to tap on opportunities, including venture capitalists, private equity funds, pre-IPO investors, debt financing, listing on private and public exchanges.

Other professional parties

No matter which financing journey you choose to embark on, we can introduce relevant professional parties to support you.

Advanced planning for capital fundraising can take up to 12 or even 18 months. It is vital that you prepare thoroughly in advance; many IPOs / fund raising projects are delayed – or even fail – because a company has underestimated the amount of work required.

Why Deloitte

Our experience

Our specialists have a wealth of direct experience in successfully preparing companies for capital fund raising and supporting them as the process unfolds. We deploy skilled teams that take a hands-on approach: from the prompt, clear identification of what needs to be done, advising on every step along the way, through to delivering tangible results.

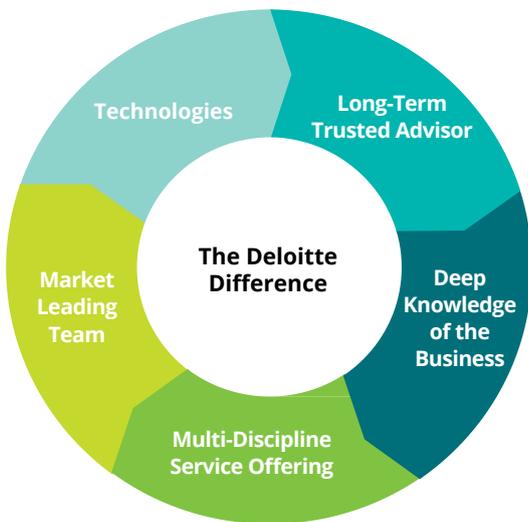
The combination of our specialised team and our significant capital markets experience gives us confidence that we can deliver the most valuable and cost effective solutions to you to enable a smooth and efficient process.

Commitment to excellence

We understand that the quality of our service is a reflection of our team's performance and dedication to our clients. Our specialist teams are committed to being consistently accessible and providing proactive consultative advice and guidance that is responsive to management and valued by our clients.

We ensure that our specialists are available in real time to address our clients' business needs and the complexities of the offering process, and will provide recommendations for emerging issues.

Deloitte uses a holistic framework to ensure your fundamental objectives and desired outcomes are successfully achieved. This is the Deloitte Difference.



A Long-Term, Trusted Advisor: Partnering with our clients as a long-term, strategic advisor committed to achieving their disruptive event objectives.



Deep Knowledge of the Business: Leveraging our deep understanding of the client's business and sector while harnessing the power of Deloitte's global network and sector capabilities.



Multi-Discipline Service Offering: Highly experienced professionals from multiple service lines under one roof - utilising an integrated and client-centric approach towards positioning companies to undergo successful disruptive events, while creating significant value along the way.



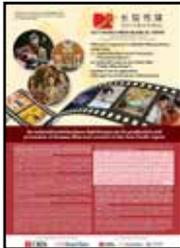
Market Leading Team: Dedicated team of professionals from Equity Capital Markets, Financial Reporting, Risk, Tax, Corporate Finance and Consulting backgrounds.



Deloitte Technologies: Market-leading audit and analytics tools that leverages on technology to improve efficiency and effectiveness, for more robust assurance services with value-adding insights.

Our credentials – equity offerings

Listings on Southeast Asia exchanges (2017 – December 2020)



G.H.Y Culture & Media Holding Co., Limited
 SGX Mainboard
 Listed on 18 Dec 2020
 Market cap: S\$709 mil
 Fund raised: S\$122 mil



Credit Bureau Asia Limited
 SGX Mainboard
 Listed on 3 Dec 2020
 Market cap: S\$214 mil
 Fund raised: S\$28 mil



United Hampshire US REIT
 SGX Mainboard
 Listed on 12 Mar 2020
 Market cap: US\$ 395 mil
 Fund raised: US\$ 310 mil



Memiontec Holdings Ltd.
 SGX Catalist
 Listed on 5 Mar 2020
 Market cap: S\$50 mil
 Fund raised: S\$8 mil



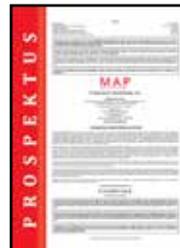
Kim Hin Joo
 Bursa Malaysia
 Listed on 8 Jul 2019
 Market cap: RM133mil
 Fund raised: RM57.2mil



Bolidics Limited
 SGX Catalist
 Listed on 19 Dec 2018
 Market cap: S\$67.9mil
 Fund raised: S\$7.7mil



Synagie Corporation Limited
 SGX Catalist
 Listed on 8 Aug 2018
 Market cap: S\$70.7mil
 Fund raised: S\$11.6mil



PT MAP Aktif Adiperkasa Tbk.
 IDX Pengembangan
 Listed on 5 July 2019
 Market cap: IDR5,958bil
 Fund raised: IDR898bil



DOD Biotech Public Company Limited
 SET Mai
 Listed on 20 Jun 2018
 Market cap: THB3.8bil
 Fund raised: THB1.0bil



Cromwell European REIT
 SGX Mainboard
 Listed on 30 Nov 2017
 Market cap: S\$1.4bil
 Fund raised: S\$889mil



No Signboard Holdings Ltd SGX Catalist
 Listed on 30 Nov 2017
 Market cap: S\$129.5mil
 Fund raised: S\$35mil



PT Garuda Maintenance Facility Aero Asia Tbk
 IDX Utama
 Listed on 10 Oct 2017
 Market cap: IDR1,129bil
 Fund raised: IDR1,129bil



NetLink NBN Trust
 SGX Mainboard
 Listed on 19 Jul 2017
 Market cap: S\$3.13bil
 Fund raised: S\$2.45bil



HRnetGroup Limited
 SGX Mainboard
 Listed on 16 Jun 2017
 Market cap: S\$866.8mil
 Fund raised: S\$183.8mil



Sanli Environmental Limited SGX Catalist
 Listed on 8 Jun 2017
 Market cap: S\$60.4mil
 Fund raised: S\$11.7mil



Dasin Retail Trust
 SGX Mainboard
 Listed on 20 Jan 2017
 Market cap: S\$439.7mil
 Fund raised: S\$153.9mil

Our credentials – equity offerings

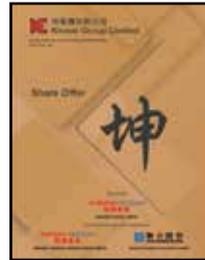
Listings on cross-border stock exchanges (2017 – December 2020)



Legion Consortium Limited
 HKEx Main Board
 30 Dec 2020



S&T Holdings Limited
 HKEx Main Board
 19 Sep 2019



Khoon Group Limited
 HKEx Main Board
 5 Jul 2019



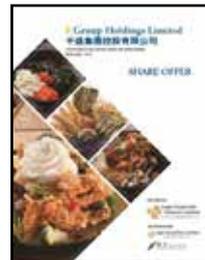
AM Group Holdings Limited
 HKEx Main Board
 26 Jun 2019



TS Wonders Holding Limited
 HKEx GEM
 14 Jan 2019



Hon Corporation Limited
 HKEx GEM
 7 Nov 2018



K Group Holdings Limited
 HKEx GEM
 13 Aug 2018



Grindrod Shipping Holdings Ltd.
 NASDAQ / JSE
 18 Jun 2018



HKE Holdings Limited
 HKEx Main Board
 18 Apr 2018



ISP Global Limited
 HKEx GEM
 16 Jan 2018



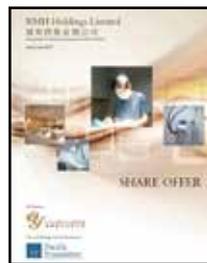
GT Steel Construction Group Limited
 HKEx GEM
 17 Nov 2017



Shuang Yun Holdings Limited
 HKEx Main Board
 15 Nov 2017



Kakiko Group Limited
 HKEx Main Board
 17 Oct 2017



RMH Holding Limited
 HKEx GEM
 13 Oct 2017



BHCC Holding Limited
 HKEx Main Board
 12 Sep 2017



BGMC International Limited
 HKEx Main Board
 9 Aug 2017

Our credentials – debt offerings

Debt offerings on Southeast Asia exchanges (2017 - December 2020)



PT Indika Energy Tbk
SGX
Senior Notes
2020



**PT Bank Panin Dubai
Syariah Tbk**
IDX
Rights Issue
2020



**PT Chandra Asri
Petrochemical Tbk**
IDX
Bonds issuance
2020



PT Bussan Auto Finance
IDX
Bonds issuance
2020



Superluck Properties Pte Ltd
SGX
Multicurrency Medium Term
Note Programme
2019



**SINGTEL GROUP
TREASURY PTE. LTD.**
SGX
Euro Medium Term Note Programme
2018, 2017



**Yanlord Land
(HK) Co., Limited**
SGX
Senior Notes
2019, 2018, 2017



**PT Chandra Asri
Petrochemical Tbk**
IDX
Shelf Registration Bonds
2018



PT Wijaya Karya (Persero) Tbk
SGX
Senior Notes
2017



PT Indika Energy Tbk
SGX
Bond issuance
2017



PT Paiton Energy
SGX
Bond Issuance
2017



**PT Chandra Asri
Petrochemical Tbk**
SGX
Senior Notes
2017



PT Gajah Tunggal Tbk
SGX
Senior Notes
2017



PT Agung Podomoro Land Tbk
SGX
Senior Notes
2017



Geo Coal International Pte. Ltd.
SGX
Senior Notes
2017



PT MNC Investama Tbk
SGX
Bond Issuance
2017

About Deloitte

Deloitte Global

Deloitte provides audit, consulting, financial advisory, risk advisory, tax and 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.

Deloitte's more than 312,000 professionals are committed to make an impact that matters.

As the world's largest professional services network, Deloitte has the depth and breadth of resources to serve your Company/Group in all your current locations and support your future growth.



HEADCOUNT

Approximately
312,000
people in more than
150 countries globally
across 725 offices



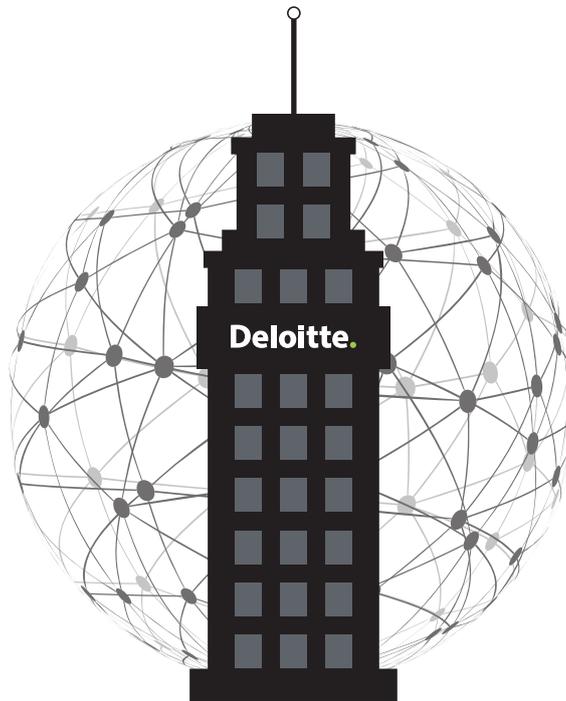
FY19 REVENUE

US\$46.2BN



HIRED GLOBALLY

77,390



STAFF AND PARTNERS IN ASIA PACIFIC

65,100



OPERATING AS ONE FIRM IN SEA

With more than
10,400
people in 25 offices

Deloitte Asia Pacific and Southeast Asia



With over 65,000 staff and partners serving the needs of companies in the region, Deloitte Asia Pacific brings together our Australia, China, Japan, New Zealand, Southeast Asia and Taiwan practices and is a significant step towards achieving our regional aspiration to become undisputed leaders in professional services.

■ Locations with Deloitte presence

■ Deloitte Southeast Asia locations

Deloitte Southeast Asia has offices in Brunei, Cambodia, Guam, Indonesia, Lao PDR, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam.

Deloitte in Asia Pacific (not represented on the map) also includes Kazakhstan, Kyrgyzstan, Mauritius, Tajikistan, Timor-Leste and Uzbekistan.

Disruptive Events Advisory Team

Southeast Asia and Singapore



Tay Hwee Ling
Regional and Country Leader
+65 6216 3258
hwtay@deloitte.com

Indonesia



Joe Lai
Country Leader
+62 21 5081 8009
joelai@deloitte.com



Wilson Dolor
Partner
+62 21 5081 8203
wdolor@deloitte.com

Malaysia



Wong Kar Choon
Country Leader
+60 3 7610 8820
kcwong@deloitte.com

Philippines



Wilfredo A. Baltazar
Country Leader
+63 2 8 581 9011
wbaltazar@deloitte.com

Singapore



Darren Ng
Partner
+65 6216 3360
dang@deloitte.com



Jack Tey
Partner
+65 6216 3171
jtey@deloitte.com

Thailand



Krishnamra, Wilasinee
Country Leader
+66 2034 0149
wkrishnamra@deloitte.com

Vietnam



Nam Pham
Country Leader
+84 24 7105 0599
npham@deloitte.com

Deloitte.

Deloitte refers to one or more of Deloitte Touche Tohmatsu Limited (“DTTL”), its global network of member firms, and their related entities (collectively, the “Deloitte organization”). DTTL (also referred to as “Deloitte Global”) and each of its member firms and related entities are legally separate and independent entities, which cannot obligate or bind each other in respect of third parties. DTTL and each DTTL member firm and related entity is liable only for its own acts and omissions, and not those of each other. DTTL does not provide services to clients. Please see www.deloitte.com/about to learn more.

Deloitte Asia Pacific Limited is a company limited by guarantee and a member firm of DTTL. Members of Deloitte Asia Pacific Limited and their related entities, each of which are separate and independent legal entities, provide services from more than 100 cities across the region, including Auckland, Bangkok, Beijing, Hanoi, Hong Kong, Jakarta, Kuala Lumpur, Manila, Melbourne, Osaka, Seoul, Shanghai, Singapore, Sydney, Taipei and Tokyo.

This communication contains general information only, and none of Deloitte Touche Tohmatsu Limited (“DTTL”), its global network of member firms or their related entities (collectively, the “Deloitte organization”) is, by means of this communication, rendering professional advice or services. Before making any decision or taking any action that may affect your finances or your business, you should consult a qualified professional adviser.

No representations, warranties or undertakings (express or implied) are given as to the accuracy or completeness of the information in this communication, and none of DTTL, its member firms, related entities, employees or agents shall be liable or responsible for any loss or damage whatsoever arising directly or indirectly in connection with any person relying on this communication. DTTL and each of its member firms, and their related entities, are legally separate and independent entities.