



European Services Group

Achieving the standard of excellence

ABOUT DELOITTE VIETNAM

Deloitte Vietnam, a pioneer in the Advisory and Audit industry with over **30** years of experience in the Vietnam market, is part of the Deloitte Global network, one of the four largest professional services organizations in the world.

With **+1000** professional staff in Hanoi and Ho Chi Minh City offices, Deloitte Vietnam brings in-depth local understanding of Vietnam regulations and business environment to help.

EUROPEAN SERVICES GROUP (ESG)

The ESG is comprised of Deloitte professionals from Tax and Legal, Audit and Assurance, Financial Advisory and Risk Advisory. This multi-function team has a clear focus on **supporting European companies, throughout the investment journey and lifecycle in Vietnam:**

To reduce obstacles arising from a geographical and cultural distance and problems encountered by European clients in understanding local business rules, practices and customs; and

In identifying and implementing, planning opportunities, and risk management strategies, when engaged in bilateral trade between Europe and Vietnam.

OUR SERVICES

As a trusted “one-stop” advisor, we leverage our subject matter expertise, with our industry knowledge and experience, to deliver value-add support of the highest quality to our clients. The broad range of support we provide, includes:

Market Entry

Establishing a business in Vietnam opens the door to many opportunities for investors but potential risks that need to be managed. Our “Market entry” solution package provides dedicated professional support to foreign investors exploring opportunities, mitigating risks, and smoothly accommodating their presence in Vietnam.

Audit & Assurance	Tax & Legal	Risk Advisory	Financial Advisory
<ul style="list-style-type: none"> Prospective Financial Information Prospectus Finance & Accounting Chart-of-Account Design 	<ul style="list-style-type: none"> Investment Advisory Business licensing Transfer Pricing planning Global trade planning, including FTA analysis 	<ul style="list-style-type: none"> Regulatory & Compliance IT due diligence Internal control due diligence Fraud risk assessment 	<ul style="list-style-type: none"> End-to-end M&A Advisory Target Screening & Mapping Commercial due diligence Deal structuring & readiness review Valuation & Modelling services Financial due diligence Bid and Negotiation, SPA Advisory etc. Completion, carve-out Statement Advisory Integration & Separation planning

Operational Excellence

Enhancing compliance with various laws in Vietnam, as well as exploring business optimization opportunities.

Audit & Assurance	Tax & Legal	Risk Advisory	Financial Advisory
<ul style="list-style-type: none"> Statutory Audit Special Purpose Audit Review engagement Agreed-upon Procedures IFRS Implementation Services/GAAP Conversion Business Process Redesign 	<ul style="list-style-type: none"> Direct and Indirect Tax Compliance Global Employer Services Tax Incentive Screening & Planning Tax Retainer Customs and Trade Operations Transfer Pricing management 	<ul style="list-style-type: none"> Internal Audit Controllershship, Accounting & Reporting Treasury Cyber and IT Audit SAP GRC, Cybersecurity and Digital Controls Data Privacy & Data Governance Enterprise Risk Management 	<ul style="list-style-type: none"> Value Creation Services Performance improvement Cash management & Working capital improvement Financial & Operational turnaround Accelerated M&A Managed Exit

Structuring & Transformation

To adapt to market challenges, streamline business processes, or simply, reduce effective tax rates, company or corporate restructuring can bring substantive benefits and synergies.

Audit & Assurance	Tax & Legal	Risk Advisory	Financial Advisory
<ul style="list-style-type: none"> M&A Completion Statement Post Merge integration 	<ul style="list-style-type: none"> Merger & Acquisition Transaction Advisory Tax Due Diligence International Tax Global Trade Operate Trade automation 	<ul style="list-style-type: none"> Strategy & Brand Business Process Improvement Sustainability and Climate Crisis & Resilience IT Advisory & Strategy Corporate Governance 	<ul style="list-style-type: none"> Strategic M&A Transformation value creation services Post M&A integration implementation & transformation Debt & Corporate restructuring

For more information on the services we can provide, and how we can add value to your business, please contact any of the subject matter experts listed.

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