



cutting through complexity

KPMG IN VIETNAM





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ABOUT KPMG

KPMG is a global network of professional firms providing audit, tax and advisory services with an industry focus.

We use our expertise and insight to cut through complexity and deliver informed perspectives and clear solutions that our clients and stakeholders value.

KPMG Limited is one of the largest professional service firm in Vietnam. Partners in the Firm have been active in Vietnam since the country opened its doors to foreign investors in the 1990s and the Vietnam member firm was established in 1994.

Today, KPMG has built a firm that comprises Vietnamese and expatriate partners and staff to provide professional services with a global mindset and local understanding. With over 900 professionals working from our offices in Hanoi and Ho Chi Minh City, KPMG is recognised by the Ministry of Finance (MOF) and Vietnam Association of Certified Public Accountants (VACPA) as Vietnam's largest Audit and Advisory firm in the terms of revenue, Partner numbers and overall human resources.

We work with our colleagues across Asia Pacific and around the world to deliver international standard professional services and the quality of our work is recognised and acknowledged. As an example of this, KPMG was named as the "Vietnam Tax Firm of the Year" by the International Tax Review, and continues to be the only Firm to hold this prestigious award.



In a tougher economic climate, increased regulatory intervention and increased competition challenge clients to become more flexible and responsive. How clients respond and compete defines their performance, success and reputation.

With a global and local perspective, professionals at KPMG cut through complexity to deliver insights and practical solutions to help clients achieve their goals and address their challenges to secure a profitable and sustainable future.

We strongly believe that KPMG is the best firm for businesses and individuals to choose - through the quality of our people, our ideas and our approach. We summarise below how this quality will result in services that match businesses' requirements.

Expert

Our people are specialists and are passionate about what they do. We apply deep market knowledge and expertise in audit, tax and advisory to distinguish the relevant and important from the complex and the unnecessary. Our teams comprise of partners and staff who have significant experience in different sectors such as Financial Services, Consumer Markets, Infrastructure, Real Estate, etc... This allows us to understand your issues and anticipate your needs through our collective experience.

Global mindset

KPMG member firms provide audit, tax and advisory services in over 150 countries with more than 138,000 people worldwide. We are connected across regions and markets. Our global network, scale and reach give us access to the latest trends, legislation, regulations, technology and thought leadership around the world. We see the bigger picture and provide a different perspective.

Forward thinking

In the last few years, we have seen rapid change, with an intense focus on a few key areas such as auditor independence, and renewed commitment to business integrity and accountability. KPMG is at the forefront of these changes, taking an active role in reshaping our profession to help ensure a vibrant future and ensure public confidence in the world's financial markets. We provide practical and commercial professional advice and services for our clients by anticipating potential consequences of an action.

Value adding

Our team includes both Vietnamese and expatriate partners and staff with experience in Europe, America and the Asia Pacific. This allows us to have a team with a variety of experience to address your needs. Our people are driven to innovate, protect and create value for our clients. We listen. We ask the right questions. Our insights and recommendations are straightforward, clear and add value. Our clarity helps our clients save valuable time and build competitive advantages. On top of this, we recognise that the Vietnamese business environment is constantly changing and our strong relationships with the government and local networks enable us to assist you effectively as and when needed.

Passionate

KPMG in Vietnam is committed to three imperatives: quality, insight, and integrity. It is what drives our firm's professionals to provide audit, tax and advisory services that reflect global consistency and unwavering integrity. Our passion to cut through complexity enables us to lead by example - taking proactive approach to finding facts and turning knowledge into value for the benefit of our firm's clients. And we fully appreciate the dedication of our people, who are the driving force behind the quality of our services and integrity of our practice.



SECTOR FOCUS





At KPMG, we understand that each industry has its own opportunities, issues and challenges. As such, we have established industry or sector groups, enabling targeted, industry-specific experience and advice rather than standard solutions. For our clients, this focus on industry and country specific knowledge means we provide trained professionals who have an intimate knowledge of specific business issues, as well as an overriding commitment to strive for the highest quality services.

Through education, industry-focused training, and first-hand experience, our professionals have gained an in-depth understanding of the issues faced in a range of key industries.

Our Sectors

Our professional teams share knowledge and develop their skills with a focus on industry sectors such as:

Consumer Markets:

Consumer Goods, Food and Beverage, Retail

Financial Services:

Insurance, Investment Management, Banking

Technology, Media and Telecommunications:

Technology, Media, Telecommunications

Industrial Markets:

Automotive, Chemicals, Diversified industrials, Pharmaceuticals

Infrastructure, Government and Healthcare:

Building, Construction & Real Estate, Educational Institutions, Funding agencies, Government, Healthcare, Transportation

Energy & Natural Resources:


Oil & gas and mining projects, Pipelines, Refinery, Petrochemical

Japanese and Korean Practice

Offer assistance to Japanese and Korean companies already or are considering operating within Vietnamese to provide audit, tax and advisory services.

AUDIT

- Financial Statement Audit
- Reporting Accounting Services
- IFRS Reporting Services
- Assurance
- Other Forms of Assurance and Attestation Reporting



Integrity, quality and independence are the building blocks of KPMG's approach. Our audit process does more than just assess financial information. It enables our professionals to consider the unique elements of the client's business - its culture, the industry in which it operates, competitive pressures, and inherent risks.

KPMG's member firms have developed a globally consistent audit methodology that is designed to focus on the key areas of risk, based on a company's operational characteristics and performance profile. Our Partners and professionals are trained to look closely at all aspects of financial reporting so they are better able to isolate risk.

Financial Statement Audit is based on the KPMG Audit Methodology. It is designed to facilitate our ability to form an opinion in accordance with applicable Financial Reporting Framework. We assist clients with the application of, and compliance with local specific statutory reporting requirements for Vietnam as well as other regulatory or group reporting.

Reporting Accounting Services assist and provide guidance to clients at all stages of a fund raising process. We act as the reporting accountants by bridging the gap between the company and regulators, underwriters and legal counsel. Our professionals are experienced in public offerings, listings and private placements, both locally and internationally.

IFRS Reporting Services enables us to assist clients with the application of, conformity and reporting under International Financial Reporting Standards (IFRS), when required and as appropriate. This takes on additional importance as countries move forward with IFRS adoption.


Assurance is a new concept which extends audit's core assurance offering beyond the audit of financial statements. With our core audit skill set and our deep understanding of our clients business issues and risks faced, we can offer a broad and highly valued assurance services. These services include providing assurance on data, regulatory compliance, internal control, accounting matters or supporting resources.

Other Forms of Assurance and Attestation Reporting includes Non-Financial Assurance Service, Agreed-Upon Procedures, and other types of self-reporting. Organisations have realised that financial reports alone do not adequately communicate either opportunities or business risks. KPMG's Non-Financial Assurance Services assists organisations to learn how to define, capture, and report on non-financial indicators. This helps them find new ways to safeguard their reputations, build trust among their stakeholders, and ultimately improve their corporate performance.



TAX

- **Corporate Income Tax and International Corporate Tax**
- **Indirect Taxes**
- **Personal Income Tax/International Executive Services**
- **Global Tax Outsourcing**
- **Transfer Pricing and Supply Chain Management**
- **Mergers & Acquisitions Tax**
- **Trade & Customs**
- **Market Entry Services**
- **Tax Dispute Resolution & Controversy Services**



KPMG Vietnam's Tax services are designed to reflect the unique needs and objectives of each client, whether we are dealing with the tax aspects of a cross-border acquisition or developing and helping to implement a global transfer pricing strategy. In practical terms, this means that we work with our clients to assist them in achieving effective tax compliance and managing tax risks, while helping to control costs.

Our **Corporate Income Tax** and **International Corporate Income Tax** team advises organisations on domestic and international tax laws affecting local and cross border transactions and other regulatory matters, such as foreign investment rules and industry specific regulatory requirements as well as domestic tax issues such as incentives, deductibility and corporate tax management. Our industry-focused, experienced professionals provide tax advisory services that are tailored to the needs of the industry.

Indirect taxes, such as Value Added Tax (VAT) and Transfer Tax can be complex and costly. **Indirect Tax Services** focus on effective indirect tax planning, compliance and related cash flow management, helping companies improve profitability and build stakeholder value.

Personal Income Tax Services is provided by our International Executive Services group, which offers a wide range of compliance, advisory and administrative services to international and local organisations to help them and their employees manage their affairs with the numerous rules impacting their employment in Vietnam. By outsourcing their employee-related compliance services to KPMG, organisations can more easily manage their employer and employee filing obligations. Our International Executive Services group also advises organisations on domestic and international tax laws affecting local and cross border employment arrangements. These include equity based compensation, tax efficient remuneration packages and tax issues facing frequent business travellers.

In addition to tax advisory services, KPMG helps businesses manage their tax compliance obligations. These obligations can represent a substantial outflow of funds from a business and a drain on management time due to increased reporting requirements, greater scrutiny by tax authorities and harsher penalties for non-compliance. Our **Global Tax Outsourcing** group works with our KPMG offices internationally to assist multinational groups to co-ordinate and comply with their tax compliance obligations on a global basis.

Transfer Pricing Services (TPS) helps organisations manage their transfer pricing risks, fulfill regulatory compliance and design effective transfer pricing policies. TPS assists with risk assessment reviews, documentation and compliance, audit defence, advance pricing arrangements, competent authority procedures, transfer pricing planning and due diligence, and supply chain analysis. Our industry-focused full time transfer pricing professionals and multi-disciplinary approach helps provide corporations with effective transfer pricing strategies across the region and the world.

Mergers & Acquisitions (M&A) Tax professionals are involved in providing tax advisory services in connection with corporate restructuring, mergers and acquisitions, advising on tax efficient investment structures and conducting tax due diligence. Our **Trades & Customs** professionals advise clients on duties, planning and compliance related obligations when importing and exporting goods.

Our **Market Entry Services** team provides market related strategic advisory support, in particular market entry, research and advice to support your strategy development.

Tax laws at times can be both complex and uncertain. The context for resolving tax disputes and controversies continues to change with development in the tax environment – whether it be new legislation, pressure on tax collection or pressure on businesses to add value and manage cash. KPMG's new service line - **Tax Dispute Resolution & Controversy Services** provide advice and assistance in addressing, managing and resolving tax disputes and controversies, in the manner most cost effective and time efficient for our clients.

Most tax disputes and controversies can be resolved early by negotiation with tax authorities during a tax audit, seeking a tax ruling or through an administrative appeal. Leveraging our network's collective knowledge and strong relationship with national and local tax authorities, KPMG's tax professionals employ their expert technical understanding and local experience to quickly and efficiently manage disputes, seek the best outcome, and assisting in avoiding future disputes.



ADVISORY

- Risk Consulting
- Transactions & Restructuring
- Management Consulting

KPMG's Advisory professionals assist clients through a range of services relating to Risk Consulting, Management Consulting and Transactions & Restructuring. Together, these services can help address a client's strategic needs in terms of growth (creating value), governance (managing value), and performance (enhancing value).

RISK CONSULTING

- Internal Audit, Risk & Compliance Services
- Financial Risk Management
- Forensic
- Accounting Advisory Services

MANAGEMENT CONSULTING

- Business Performance Services (BPS)
- IT Advisory

TRANSACTIONS & RESTRUCTURING

- Transaction Services
- Corporate Finance
- Restructuring Services

The background of the slide features a complex financial chart. It includes a candlestick chart with green and blue bars, several moving average lines in orange, green, and white, and a bar chart at the bottom with green bars. The overall color scheme is dark blue with green and orange highlights.

RISK CONSULTING

- **Internal Audit, Risk & Compliance Services**
- **Financial Risk Management**
- **Forensic**
- **Accounting Advisory Services**

A composite image on the left side of the page. The top part shows a blurred financial candlestick chart with green and blue bars and a white line. Below it is a close-up of a silver pen nib pointing towards the right. The bottom part shows another blurred financial chart with green bars and a white line.

KPMG's Risk Consulting group is built on addressing clients' urgent or long term strategic and operational challenges, as appropriate in today's environment. The practice focuses on key risk areas relating to accounting and reporting, finance and treasury, regulatory compliance and controls.

Internal Audit, Risk & Compliance Services (IARCS):

We help organisations improve their corporate governance practices, risk management and internal control systems by focusing on strategic and operational risk issues spanning different functions and operating units. We provide governance, risk and compliance services to support compliance with listing rules and other regulatory requirements, helping develop integrated frameworks that unify governance, risk, compliance and assurance functions.

Financial Risk Management:

We assist organisations to reinforce and enhance their in-house risk management and compliance resources. Our services cover a broad range of activities, including credit risk management, market and treasury risk management, anti-money laundering requirements and operational risk management.

Forensic:

KPMG Forensic's global network of experienced professionals use accounting, investigation, corporate intelligence, technology, economics and deep industry skills alongside consistent global methodologies to help reduce reputational risk and commercial loss, and to improve the value obtained from existing contracts.

Accounting Advisory Service:

We help our clients on a range of important matters that have significant accounting ramifications, including converting to International Financial Reporting Standards (IFRS), initial public offerings, merger and acquisition activity, cross-border transactions, improving the speed and quality of financial reporting (Quality Close) and improvements in the financial reporting process chain.



MANAGEMENT CONSULTING

- Business Performance Services (BPS)
- IT Advisory



KPMG's Management Consulting Group assists our clients in improving and transforming business performance through strategic and operational re-engineering and better leverage of technology investments. We help develop strategies relating to Finance Transformation, Supply Chain Management, IT Strategy Implementation, Cost Optimisation, Business Integration, Business Intelligence as well as ERP Advisory services.

Business Performance Services (BPS):

We help clients improve the operation of their business through a range of services such as margin enhancement, finance function and process improvement, post-merger integration, cost optimisation and performance measurement. BPS can help organisations improve their operating margins by focusing on both cost management and process efficiency and also assist clients to make informed decisions about outsourcing, shared services and joint venture possibilities. As better operating practices are incorporated across the enterprise, this can help provide greater confidence to external investors, business partners and the markets.

IT Advisory:

Our services allow our clients to harness the full potential of information technology in line with their business strategy and vision whilst also supporting or driving compliance with laws and regulations. Offering services through the implementation process to achieve measurable results.

A 3D rendering of several blue puzzle pieces arranged to form a silhouette of a person with arms raised. The background is a light blue with a pattern of larger, faint puzzle pieces.

TRANSACTIONS & RESTRUCTURING

- **Transaction Services**
- **Corporate Finance**
- **Restructuring Services**



KPMG's Transactions & Restructuring group comprises three divisions, providing transaction services, corporate finance, restructuring services. Whether you aim to buy a business, raise capital, investigate fraud, improve performance or wind down operations, our professionals can devise and help implement practical and commercial strategies to achieve your goals.

Transaction Services:

We provide assistance to clients on mergers and acquisitions, particularly with respect to financial and commercial due diligence, analysis on financial projections, cash flows, management information, systems and controls, and staff compensation. The team also provides vendor due diligence and assistance for clients divesting their business.

Corporate Finance:


We help clients with M&A origination and deal management, target search, capital raising, strategic and financial analysis, pricing analysis, valuations, negotiation support and financial structuring. We can advise on project management of a merger or acquisition, from inception through to completion and ultimately, in some cases, an IPO or trade sale exit. Corporate Finance also has teams dedicated to the financing of infrastructure and other capital intensive projects.

Restructuring Services:

We work alongside lenders, stakeholders and all levels of management to develop restructuring strategies that improve a company's balance sheet, profit & loss and cash flow. We can provide background support to the executive team and assist them in renegotiating their finances, providing a robust challenge to the business plan that underpins their refinancing proposals. Operational Restructuring seeks to provide the skills needed for turnaround planning and implementation to restore profitability and build a platform for growth.



OUR PEOPLE



We put a great deal of emphasis on ensuring our people enjoy their workplace as much as they do the professional challenge and career development. Our focus is on an open, friendly and collaborative culture, and it touches every part of our working lives.

It is essential that you choose a professional services firm that has the experience, range of services and people that will provide you with the support and knowledge that you need to be successful in Vietnam. That's why we believe that ongoing training of our professionals is essential for our success in helping ensure that our clients continue to receive high professional standards of service. Our professionals are trained to follow KPMG policies and procedures to provide consistent delivery of services. A number of staff have also been seconded overseas for extended periods, returning to Vietnam with enhanced skills and international knowledge.





KPMG professionals are guided by a set of common shared values, which establish how we behave with clients, colleagues and in the wider community.

At KPMG, we take our values and reputation seriously. This professional reputation is vital to the success of our business, the integrity of our clients and the personal development of our people.

What does this mean in practice?

We lead by example – at all levels acting in a way that exemplifies what we expect of each other and our clients.

We work together – bringing out the best in each other and creating strong and successful working relationships.

We respect the individual – respecting people for who they are, and for their knowledge, skills, and experience as individuals and team members.

We seek the facts and provide insight – challenging assumptions, pursuing fact and strengthening our reputation as trusted and objective business advisors.

We are open and honest in our communication – sharing information, insight and advice frequently and constructively and manage tough situations with courage and candour.

We are committed to our communities – acting as responsible corporate citizens by broadening our skills, experience and perspectives through work in our communities and protecting the environment.

Above all, we act with integrity – constantly striving to uphold the highest professional standards, provide sound advice and rigorously maintain our independence.

KPMG and Corporate Social Responsibility

With 138,000 people around the world, we believe that our actions have an impact on the world that we are trying to build for ourselves and for future generations. This belief strongly reflects who we are as an organisation.

Corporate Social Responsibility (CSR) has been a constant factor for us and is led by our senior leadership. CSR is about working together with our clients, non-government organizations (NGOs), stakeholders and local government to deliver solutions to social and environmental issues.

We are dedicated to contribute in a meaningful and sustainable way with three major areas to focus:

Education – To support underprivileged youth through formal or informal education, that could empower them to have a better future.

Empowerment – To support innovative programmes and NGOs that provide sustainable solutions to key social issues, with the goal of helping people to help themselves.

Environment – To support an environmental projection agenda by collaborating with external stakeholders working on key environmental issues and creating or participating in innovative programmes that provide sustainable solutions to resource issues.



OUR PARTNERS

High performing people cutting through complexity

KPMG in Vietnam is pleased to introduce our Audit, Tax and Advisory Partners.

Our high-performing Partners mobilise around our clients, using our expertise and insight to cut through complexity and deliver informed perspectives and clear solutions that our clients and stakeholders value.

We will build and sustain our reputation as the best firm to work with by ensuring that our people, our clients and our communities achieve their full potential.

First row, left to right: Tran Dinh Vinh (Audit), Do Thi Thu Ha (Tax), Auvarin Phor (Audit), Lam Thi Ngoc Hao (Audit), Bernard Wang (Audit) , Ho Thi Bich Hanh (Tax), Hoang Thuy Duong (Tax).

Second row, left to right: Nguyen Cong Ai (Tax), Dam Xuan Lam (Audit), Tran Thi Tuyet Nhung (Tax), Tim Aman (Head of Audit), John Ditty (Chairman, Head of Advisory), Warrick Cleine (CEO, Head of Tax), Chong Kwang Puay (Head of Markets), Ta Hong Thai (Tax), Ninh Van Hien (Tax), Rolf Winand (Tax).

Third row, left to right: Le Thi Kieu Nga (Tax), Nam Nguyen (Tax), Nguyen Thanh Nghi (Audit), Tran Anh Quan (Audit), Nguyen Thuy Duong (Audit), Phan Thanh Binh (Advisory), Jeff Sea (Tax), Tran Hang Thu (Audit), Chang Hung Chun (Audit).

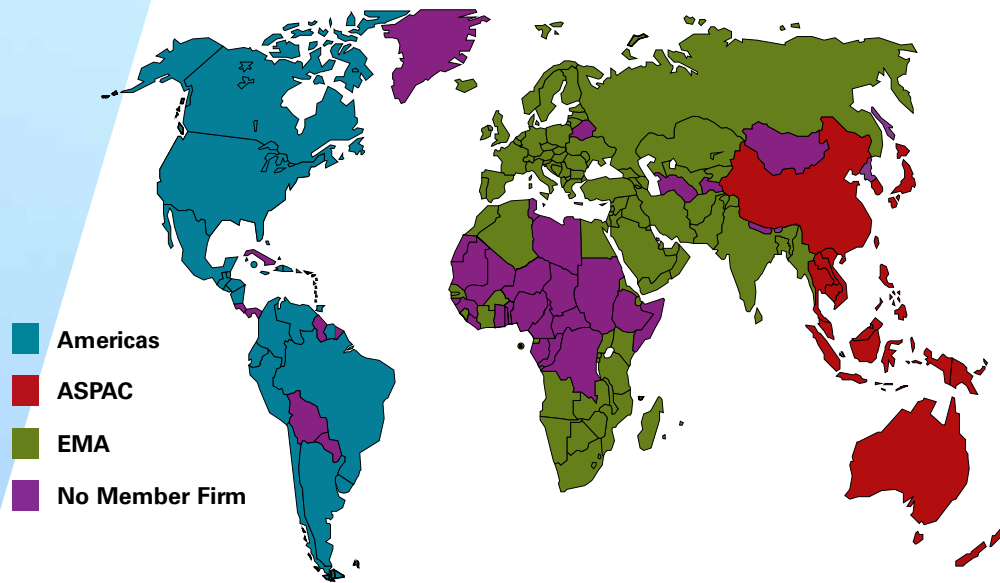


OUR GLOBAL NETWORK

KPMG International Cooperative (“KPMG International”) is a Swiss coordinating entity for the network of independent firms.

KPMG was formed in 1987 with the merger of Peat Marwick International (PMI) and Klynveld Main Goerdeler (KMG), and their respective member firms. Spanning three centuries, the organisation’s history can be traced through its found member firms originating in the UK, Germany, the Netherlands and the US.

Global capability and consistency are central to the way KPMG firms work. By providing international organisations with the same quality of service and behaviours around the world, KPMG can work with organisations wherever they choose to operate.



- Americas
- ASPAC
- EMA
- No Member Firm

Americas

- Argentina
- Brazil
- Canada
- Central America (KCA)
- Chile
- Colombia
- Ecuador
- Israel
- Mexico
- Netherlands Antilles
- Peru
- US
- Uruguay
- Venezuela

Central Americas sub region

- Costa Rica
- Dominican Republic
- Guatemala
- Honduras
- Nicaragua
- Panama

ASPAC

- Australia
- Cambodia
- Hong Kong/China
- SAR
- Indonesia
- Japan
- Korea
- Laos
- Malaysia
- New Zealand
- Philippines
- Singapore
- Taiwan
- Thailand
- Vietnam**

EMA

- Africa
- Austria
- Belgium
- Cyprus
- Denmark
- Finland
- France
- Germany
- Greece
- Iceland
- Ireland
- Italy
- Luxembourg
- Morocco
- Netherlands
- Norway
- Portugal
- Spain
- Sweden
- Switzerland
- Tunisia
- Turkey
- UK

Africa sub region

- Angola & Mozambique
- Botswana
- Ghana
- Kenya, Tanzania & Uganda
- Malawi
- Mauritius
- Namibia
- Nigeria
- Sierra Leone
- South Africa
- Swaziland
- Zambia
- Zimbabwe

CEE sub region

- Albania
- Bulgaria
- Croatia & Bosnia
- Czech Republic
- Estonia
- Hungary
- Latvia
- Lithuania
- Macedonia
- Poland
- Romania & Moldova
- Serbia & Montenegro
- Slovakia
- Slovenia

CIS sub region

- Armenia
- Kazakhstan
- Russia
- Ukraine

MESA sub region

- Afghanistan
- Bahrain
- Egypt
- India
- Iran
- Iraq
- Kuwait
- Lebanon
- Oman
- Pakistan
- Qatar
- Saudi Arabia
- Sri Lanka
- Syria
- UAE
- Yemen

TOG sub region

- Anguilla
- Bahamas
- Bermuda
- Caricom
- Cayman Islands & BVI
- Channel Islands
- Isle of Man
- Malta
- Turks & Caicos Islands

Contact us

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