One
Due-Diligence
Supporting your growth agenda by helping you buy the right assets at the right price

Contact Us

Pavan Kapoor
Partner, Head of Due Diligence
M: +84 917 337 155
E: pavan.kapoor1@kpmg.com.vn

Nguyen Minh Hieu
Partner, Due Diligence
M: +84 904 211 166
E: minhnguyen@kpmg.com.vn

Ninh Van Hien
Partner, Head of M&A Tax and Real Estate
M: +84 908 008 834
E: nhvhanhien@kpmg.com.vn

Nguyen Cong Ai
Senior Partner, Head of Strategy
M: +84 908 441 528
E: tiniancongai@kpmg.com.vn

Richard Stapley-Oh
Partner, Head of Legal
M: +84 917 630 880
E: rstepleyoh@kpmg.com.vn

Nghiem Huu Thang
Partner, Head of Due Diligence
M: +84 904 211 166
E: thangnhivi@kpmg.com.vn

Huynh Minh Thu
Director, FDD
M: +84 915 486 676
E: thuhuynh@kpmg.com.vn

Luki Treloar
Director, Strategy
M: +84 915 486 676
E: luki@kpmg.com.vn

Tran Duy Binh
Director, M&A Legal
M: +84 907 062 862
E: binhtran@kpmg.com.vn

KPMG Offices in Vietnam and Cambodia

Hanoi
46th Floor, Keangnam Hanoi Landmark Tower,
72 Building, Phat No. 66, Pham Hung Street,
Cau Giay New Urban Area, Me Tri Ward,
South Tu Liem District, Hanoi, Vietnam
T: +84 (024) 3946 1600
F: +84 (024) 3946 1680
E: kpmghanoi@kpmg.com.vn

Ho Chi Minh City
10th Floor, Sunwah Tower,
No. 119, Nguyen Hue Street,
Binh Thanh Ward, District 1,
Ho Chi Minh City, Vietnam
T: +84 (028) 3621 9266
F: +84 (028) 3621 9257
E: kpmghcm@kpmg.com.vn

Danang
Unit D3, 5th Floor,
Indochina Riverside Tower,
No. 74, Bach Dang Street,
Ha Chua 1 Ward, Phu Chua District,
Danang, Vietnam
T: +84 (055) 361 9007
E: kpmghcm@kpmg.com.vn

Phnom Penh
PO Box 2542
467, Boulevard do Dang Chau,
No. 154, Street 163,
Sangkat Veal Vong, Khan 7 Makara,
Phnom Penh, Kingdom of Cambodia
T: +855 (023) 266 1699
F: +855 (023) 216 480
E: kpmgph@kpmg.com.vn

© 2020 KPMG Limited, KPMG Tax and Advisory Limited, KPMG Legal Limited, all Vietnamese limited liability companies and members firms of the KPMG network of member firms affiliated with KPMG International Cooperative (“KPMG International”), a Swiss entity. All rights reserved.
Our integrated specialists combined with KPMG’s proprietary technology tools helps our clients focus on value drivers, key risks, and opportunities to generate the insights to unlock value and realize their potential.

Financial due diligence
Examine the fundamentals of the potential transaction, test the investment thesis and provide a deep analysis of the critical areas that will enhance value. Identify adjustments to earnings, historical performance, benchmarking, forecast assumptions, the rights, and obligations that will be inherited through the balance sheet.

Accounting Advisory due diligence
Gap analysis between VAS and IFRS and assess impact of different accounting GAAP on the acquirer’s company’s financial statements. Advise on IFRS conversion and provide IFRS training.

Forensic/ Integrity due diligence
Identify and assess bribery and corruption risks as well as the compliance programs in place to mitigate such risks. We also deploy a wide array of data analytic tools and forensic technology to quickly and efficiently analyze potential bribery and corruption risks or any management manipulation that will impact on the potential valuation of the target and the overall return on investment.

IT due diligence
Review the robustness and scalability of IT applications, infrastructure and processes, and their ability to meet current business objectives and plan in line with top-line growth objectives. We also provide product due diligence services, reviewing the capabilities of IT products versus claimed benefits, competitors’ offerings, and against market developing capabilities.

HR due diligence
Take the pulse of the current labour compliance situation of your target, focusing on labor contracts, occupational health, safety compliance, HR policies, rewards, compensation, organizational structure, and salary benchmarking. We will provide you with a clear picture of the target’s labour compliance situation and provide a roadmap of remedial actions to ensure that post-acquisition, the target’s value potential, is realized.

Accounting Advisory due diligence
Leverage our proprietary technology tools to bring ‘deal specific’ insights through tailored analysis of Target’s data*

Tax due diligence
Review, identify, and assess non-compliance and historical tax exposures of the business. Our highly experienced M&A tax team can also help our clients take advantage of transaction opportunities, creating tax efficiencies including advising on tax efficient investment structures, M&A, and corporate restructuring.

Commercial due diligence
Analysis of target’s market environment, competitive positioning, and impact on the target’s business plan. Evaluate market attractiveness, risks, growth potential, and sense check business assumptions.

Legal due diligence
Identify compliance gaps in the vendor’s business with a keen focus on developing solutions and recommendations to address the same via various mechanisms, such as restructuring to minimize historical liabilities, price adjustment or completion accounts, clearly thought out and on-point conditions precedents or conditions subsequent to remedy identified issues, or putting in place other contractual arrangements to shift risk.

Operational due diligence
Analyze historical, current operating performance, and processes; evaluate potential capital expenditure requirements. Identify operating bottlenecks and potential synergies.

Governance due diligence (including Sustainability, EHS)
Screen governance, board operation and senior management monitoring to provide a comprehensive assessment on governance and sustainability risks. We diagnose a range of aspect, including but not limited to governance structure, board and senior management remuneration and performance, authority delegation, decision making scheme, business planning and monitoring, people and performance management, compliance management, risk management, assurance, sustainability and EHS oversight to identify top risks of the target and analyses impacts on the potential valuations.

* To the extent data is available