



Financial advisory

Mazars in Vietnam

mazars

1

global integrated partnership

1,000+

partners

90+

countries & territories

over

44,000

professionals

€2.1bn

fee income

12.3%

2020/2021 growth

Mazars is a leading international audit, tax and advisory firm, aspiring to build the economic foundations of a fair and prosperous world.

We take pride in empowering our people, clients and industry to achieve their potential and do the right thing. We are at our best when we combine our expertise, agility and understanding to provide answers and experiences that are the right fit for our people, clients and society.

These figures are valid as of 1 January 2022. For current up-to-date information, please visit www.mazars.com/keydata



200+
Professionals

4 Partners*

**Partners who are fully integrated into Mazars global partnership*

#1
Accounting service

2
Offices

Mazars in Vietnam

Mazars in Vietnam was established in 1994, providing professional auditing, accounting, financial & business advisory, tax and legal services and has since grown to become one of the premier mid-tier firms in the country with two offices in Hanoi and Ho Chi Minh City.

As of January 2022, Mazars in Vietnam is ranked number one for the Accounting outsourcing services, and among the top Auditing firms in Vietnam.

With over 200 staff, our multi-disciplinary team of professionals comprises Chartered Accountants, Certified Public Auditors, Tax Lawyers, Masters in Accounting and Finance, Masters in Business and Administration and Cost Accountants. Our team has all the requisite business and technical skills, professional experience and knowledge base to deliver customised solutions to our clients. Because we possess these respective competencies, our professionals are capable of developing competitive advantages and sustainable values for a wide range of businesses. We view ourselves as advisors and business partners who help our clients succeed, not just doing menial bookkeeping or data entry work.

“

Over the period, the business and political landscape is shifting globally and becoming more unpredictable while technology is changing everything we do. No matter what, Mazars remains resilience against the challenges, as well as honoring our commitments to stay with our clients along their journey. Operating as a single, united and integrated partnership with agility, empathy and consistent quality, we strive to truly understand what you need to deliver tailored values targeted to business specific requirements and help them move forward. Foremost, we believe sustainability and distinction shall construct extraordinary growth, that also defines the way we have been successfully running our firm while thrivingly investing in our people and society. ”



Huyen Nguyen
Managing Partner, Mazars in Vietnam

Financial advisory at Mazars

Introduction

Our approach

We understand every event is unique. The context, circumstances and people are different every time, and we believe we deliver the best service when we combine our technical expertise with a deep understanding of you and your situation.

- The scope of our services is broad and varied, but our approach is always the same:
- We are relentlessly focused on helping you maximise value and achieve your objectives.
- We take the time to understand your organisation to ensure a personal, pragmatic and productive approach.
- We provide practical advice to help you make key business decisions with clarity and confidence.

As a uniquely integrated global partnership, we are able to mobilise teams of multi-disciplinary experts from across the globe in a seamless and efficient way to ensure you have the best team advising you regardless of where you, or your project, is based.

How we can help

We offer a wide range of financial advisory services to help you meet your objectives. Our offerings have designed around you and your business' major lifecycle events, including:

- Carve-out & divestment
- Corporate finance & M&A
- Transaction services
- Valuations
- Forensic investigation & compliance



Financial advisory at Mazars

Support for the critical moments that define the success of your business

We provide certainty and clarity to clients during critical business lifecycle events - whether it's raising funds, developing an acquisition strategy, restructuring or carrying out an investigation. Our team are well-versed in the financial challenges you will face and will work closely with you to provide tailored, practical and technical advice to guide you through these critical moments.

Carve-out & divestment

- Identifying the assets and liabilities
- Defining the carve-out methodology
- Preparing pro forma financial information
- Assessing standalone profitability
- Identifying and approaching potential buyers
- Defining the financial clauses of legal documentation

Corporate finance & M&A

- The sale of your business
- Fundraising
- Buy-outs
- Acquisition and external growth

Transaction services

- Acquisition due diligence
- Vendor due diligence & vendor assist
- Financial diagnosis & business plan review
- Post-acquisition situations

Forensic investigation & compliance

- **Litigation and Arbitration** – acting as party appointed, single joint expert or expert advisor in a host of litigation, English and international arbitration and Alternative Dispute Resolution procedures.
- **Investigations** – providing authoritative and impartial advice in investigations and asset recoveries.

Valuations

- Acquisition price allocation & calculation of goodwill
- Impairment testing
- Transactional valuations for M&A and fundraising
- Compensation of minority interests due to squeeze-outs
- Fairness opinions
- Restructuring of company assets
- Intangible asset valuation
- Financial model valuation
- Disagreements around contractual terms
- Shareholder entry and exits
- Issues due to succession

Contacts

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Mazars is an internationally integrated partnership, specialising in audit, accountancy, advisory, tax and legal services*. Operating in over 90 countries and territories around the world, we draw on the expertise of more than 44,000 professionals – 28,000+ in Mazars' integrated partnership and 16,000+ via the Mazars North America Alliance – to assist clients of all sizes at every stage in their development.

*where permitted under applicable country laws

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