

## WHAT DOES IT TAKE TO LEAD TO A SUCCESSFUL MERGERS & ACQUISITIONS DEAL?

Mergers & Acquisitions ("M&A") takes place for many strategic business reasons, but commonly for any business combination are economic reasons at their core. Successful deals are direct results of a good strategy. Identifying all possible tax exposures associated with the deals is crucial, especially for the cross-border deals where different tax and corporate regulation systems are maintained.

M&A process can be intimidating for both buyer and seller. Thus, there are many advantages to have experienced external resources and advisors involved in the whole process which increases your odds of a successful M&A deal.

Grant Thornton Vietnam understand that the Corporate Buyer and the Private Equity Buyer have different goals for M&A deal, e.g. Corporate Buyer's long-term plans for entering new markets, diversifying products to realise synergies compared with Private Equity Buyer's strategy of "buy, improve and sell" within a specific period.

Accordingly, we have designed services following a few concrete steps for clients of both buyers and sellers to identify tax risks as well as to optimise tax efficiency throughout the whole process of the M&A deal.

### APPROACH & SERVICES

#### YOUR BUSINESS



#### GRANT THORNTON'S SOLUTIONS



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