

# Let us help you unlock your potential for growth

Grant Thornton Vietnam



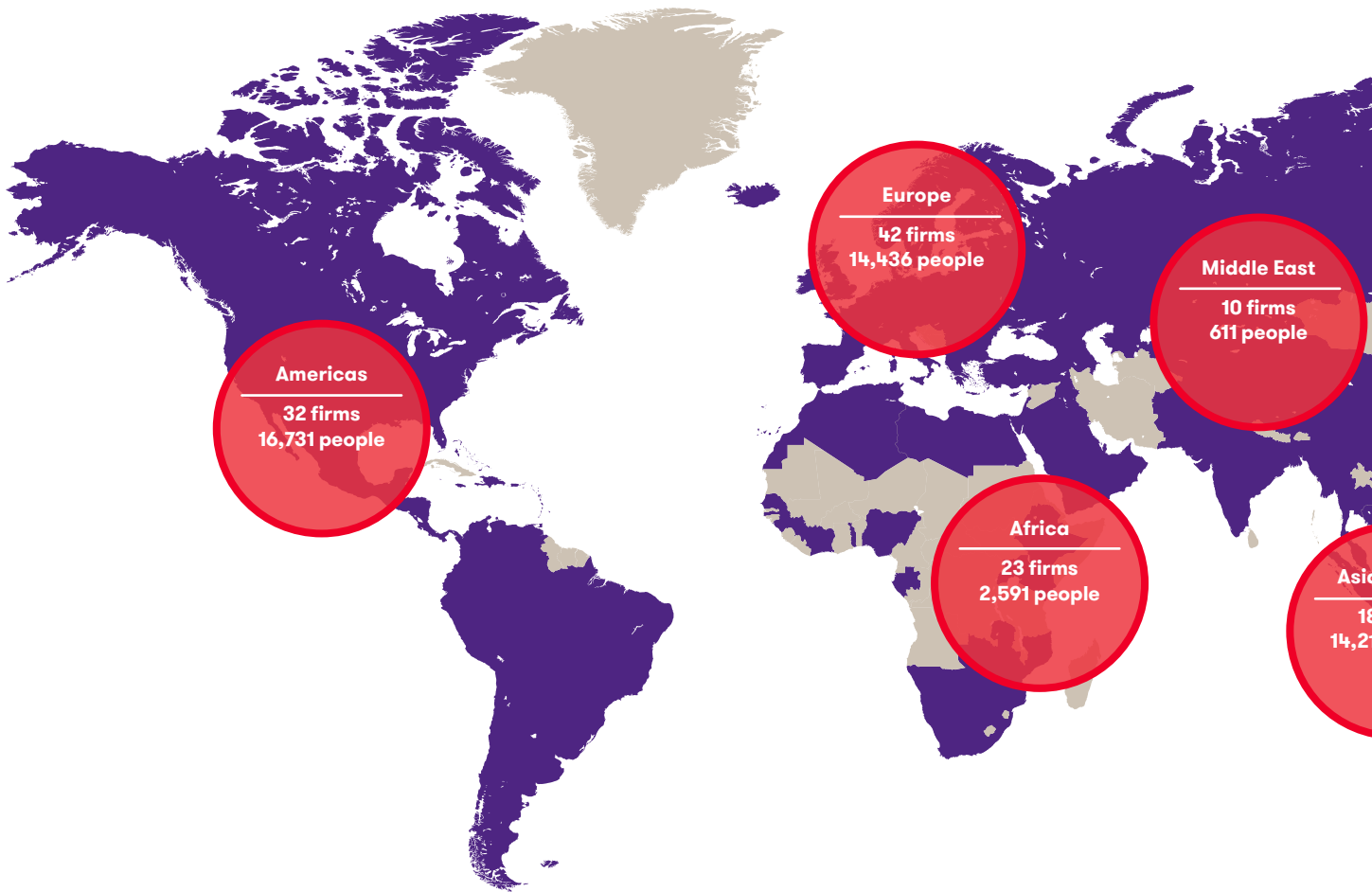


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# Grant Thornton International

We're a network of independent assurance, tax and advisory firms, made up of 50,000 people in over 135 countries. And we're here to help dynamic organisations unlock their potential for growth.



Our distinctive client experience sets us apart



US \$5.0bn  
(2017 revenue)



50,000+  
people



700+  
offices



135+  
countries

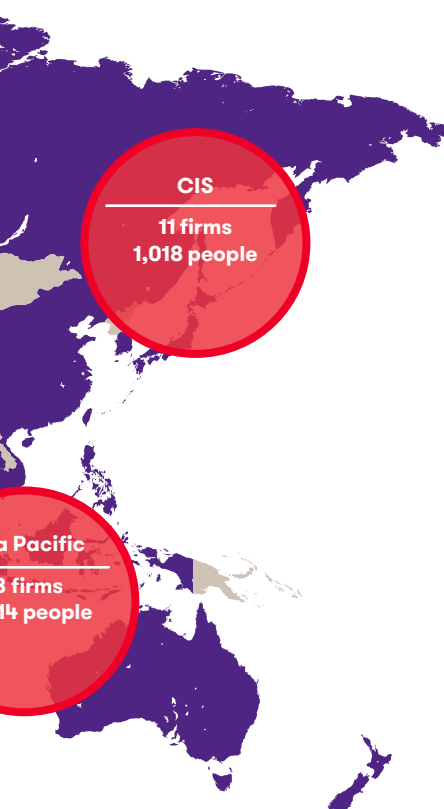


**Kenneth M. Atkinson**  
Executive Chairman  
Grant Thornton Vietnam

“ As an owner managed business we understand the challenges and the keys to unlock your potential and achieve your strategic ambition in this fast growing economy. ”

For more than 100 years, we have helped dynamic organisations realise their strategic ambitions. Whether you’re looking to finance growth, manage risk and regulation, optimise your operations or realise stakeholder value, we can help you.

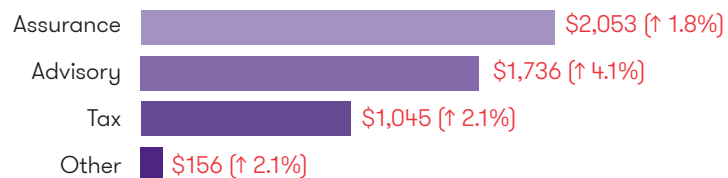
We’ve got scale, combined with local market understanding. That means we’re everywhere you are, as well as where you want to be.



### A different way of doing business

Privately owned enterprises, listed companies and public sector organisations come to us for our global scale, quality, industry insight and deep technical expertise. But what sets us apart is our distinctive client experience which leads to more meaningful advice and a better working relationship.

### 2017 global revenue by service line (million US\$)



### Greater partner attention for clients

(member firm partner to people ratio)



# Grant Thornton Vietnam

Grant Thornton Vietnam is a leading international auditing and consulting firm that provides a complete range of services including audit, tax, advisory and outsourcing services. We're here to help ambitious companies unlock their potential.

We've got scale, combined with local market understanding. That means we're everywhere you are, as well as where you want to be.

## A focus on Vietnam

- Long and strong presence in Vietnam since 1993, with offices in Hanoi and Ho Chi Minh City.
- Adding value to clients performance through profitable and functional solutions based on practical experience and local expertise.
- Focusing on a thorough understanding of clients ambitions, high-quality customised services and personalised relationships.
- Strategic and structured approach to deliver insightful and systematic analysis for effective, unbiased decision making.
- Professional project management and risk management to ensure quality deliverables and successful establishment of any new business facility including significant involvement from experienced Partners.
- Approved by State Securities Commission of Vietnam to audit Public Interest Entities in Vietnam.
- The only foreign invested firm in Vietnam that holds a Business Valuation License from the Ministry of Finance.





**Nguyen Chi Trung**  
CEO & Managing Partner  
Grant Thornton Vietnam

“ At Grant Thornton Vietnam you benefit from a combination of our global connections and locally developed solutions to ensure that you reach your goals and achieve success in Vietnam. ”

## Key figures and facts



**\$5.7m**

turnover in  
FY June 2017



**2**

offices across  
Vietnam



**232**

employees in  
Vietnam



**13**

partners in  
Vietnam



### Certificate of merit

From the Prime Minister of Vietnam for contributing and developing Independent Auditing Services in Vietnam



### Golden Dragon Award

We won 2010 – 2016 for Customer Service Award by Vietnam Economic Times.



### Large international client base

More than 50% of our clients are international businesses. We have extensive experience in servicing foreign clients in Vietnam.



### Office locations

- Hanoi
- Ho Chi Minh City



### Our services

- Audit
- Tax
- Advisory
- Outsourcing



### Our clients

Nike Vietnam, Prada, California Fitness and Yoga Centre, VinaCapital Group, Duxton Asset Management, FLC Group, Bel Vietnam, VinGroup Vietnam

**Our Brand Promise**



**Our Client Promise**

**Our Client Journey**





# Business development

## Our services at a glance

Grant Thornton unlocks the potential for growth for dynamic organisations. This is our Brand Promise. It was developed based on insights from our clients that suggested they are seeking a different kind of experience from their advisers. An experience that is forward – looking, agile and collaborative that offers more meaningful advice based on a deep understanding of their needs and commercial context.

The Grant Thornton Client Journey will include the core steps such as starting the engagement, service delivery, finalising the engagement and on-going relationships.

Being a critical part of Grant Thornton Client Journey, our Business Development Team will help to connect prospective clients with right experts anywhere in the global and local network to provide the right support.

We strive to live up to our Brand and Client promise through our well qualified people who live our firm's values.



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### Audit and Assurance

- Statutory audit
- IFRS audit
- Review of financial statements and financial information
- Reporting accountant
- Compilation of financial information
- Cross-border audit
- US GAAP audit
- Agreed-upon procedures

### Tax services

- Expatriate tax planning
- Tax health check
- Tax due diligence
- Market entry
- Tax advisory on business model and transactions
- International tax planning
- Tax compliance manager services
- Customs
- Licensing services
- Global mobility services
- Transfer pricing



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### Avisory Services

- Merger & acquisitions
- Transaction advisory services
- Valuations
- Restructuring & recovery
- Business risk services
  - Internal audit
  - Corporate governance
  - Risk management
  - Business process review
  - Accounting system review
  - Fraud and forensic investigations
  - Business intelligent and analytics
  - IT advisory

### Outsourcing/Financial Accounting and Business Process Solutions

- Accounting services
- Tax compliance within outsourcing
- Payroll, personal income tax & labor
- Secondments/ loan staff services
- Compilation of financial/ non-financial information
- Business process outsourcing
- ERP and accounting software advisory
- Accounting systems review and improvement
- Management accounting and analysis

### In this way, our Brand Promise directly shapes our Client Promise:

- We discover what's important to our client and make it important to us
- Agile and responsive service
- Pragmatic solutions to help our clients improve and grow
- Collaborative team with a different mindset



Audit

# Audit and Assurance

Our services can strengthen your business and stakeholders' confidence. You'll receive professionally verified results and insights that help you grow.

At Grant Thornton we offer more than just auditing. With personalised attention and domestic and local market knowledge, from Partners and Managers, we offer understanding and provide insights that help businesses succeed.

We believe it to be of paramount importance to add value to our audit. Indeed, the very culture of Grant Thornton and the demands placed upon us by our Client base is all about challenging the way our Clients operate and bringing a different and independent perspective and input to their businesses.

The Grant Thornton audit process gives us a thorough understanding of our Client's business and requires us to assess the business risks and control systems, which puts us in a unique position to add value to your Company.

We are highly experienced in managing audit assignments. All of our auditors use common audit systems based on our GTI Horizon approach. We believe that success will only be delivered through having a close working relationship with your accounting team and through careful, well-instituted planning, in order to promote understanding and buy into our common goals and timetables.

## Our Audit and Assurance services include:

- 1 Statutory audit
- 2 IFRS audit
- 3 Review of financial statements and financial information
- 4 Reporting accountant
- 5 Compilation of financial information
- 6 Cross-border audit
- 7 US GAAP audit
- 8 Agreed-upon procedures



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# Audit quality



## Partner led

The Audit Partners will lead from the front throughout the audit cycle, taking full responsibility for the quality of our



## Risk focused

We will focus on areas of greater risk in your business. Issues are identified and addressed at an early stage.



## Highly automated

We adopted Horizon - an innovative audit approach, via the use of our audit software Voyager and supplementary software Tbeam and Pentana Checker. This enables the audit team to generate audit programs that are tailored to client specific situations and focused on the identified risk areas. This approach helps to deliver more extensive and proactive advice.



### Planning the Audit

#### What we do

- extend our knowledge of the business assess risk
- understand the concerns of management
- liaison with overseas auditors

#### What you see

- regular contact between management and our audit team

### Agreeing the Audit strategy

#### What we do

- assess materiality
- produce an audit strategy memorandum

#### What you see

- meetings to discuss the content of the audit strategy memorandum and timetable

### Fieldwork stage

#### What we do

- assess effectiveness of controls
- revisit initial risk assessment
- complete substantive testing programmes
- evaluate results of work

#### What you see

- prompt reporting of issues as they arise
- meetings with management to discuss progress
- locally based knowledgeable staff

### Reporting

#### What we do

- prepare and issue a detailed agenda on key issues
- issue an audit opinion

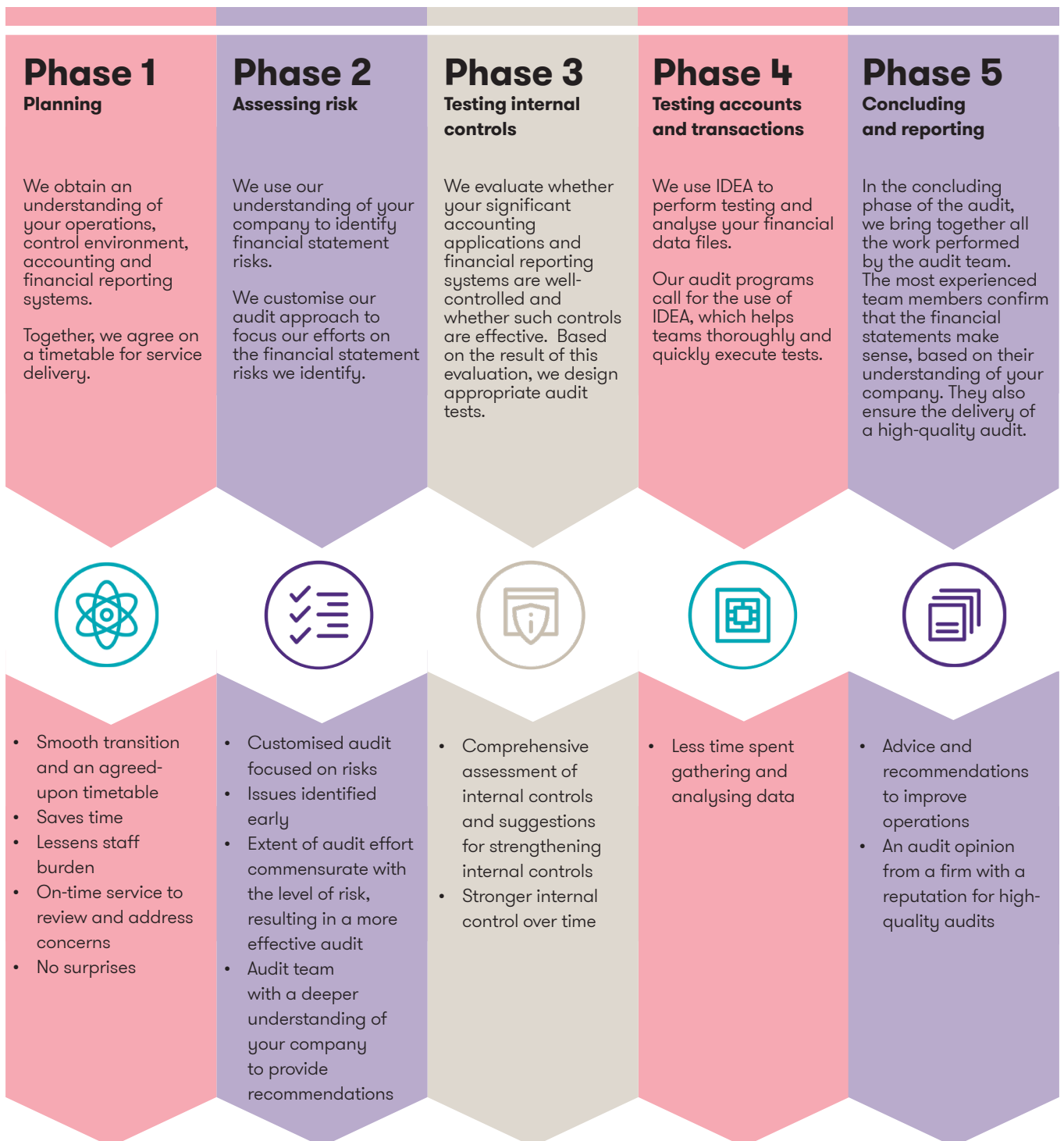
#### What you see

- meetings to discuss any issues from the audit
- audit opinion on the financial statements
- reports and attendance at Audit Committee meetings

During year: update on imminent legislation; regular meetings with senior management



# Our audit approach





# Audit team



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Tax

# Tax

Our tax services help you gain trust and stay ahead, enabling you to manage your tax transparently and ethically.

Our approach to developing effective solutions is to:

- Analyse your business operations, prioritise issues based on the risk they present
- Review your current tax position to determine whether tax obligations are being met and if the Company has potential tax liabilities or assets
- Research relevant regulations and guidance to offer practical solutions based on our experience and deep knowledge base
- Guide you through the process and ensure effective implementation, lay the foundations for future efficiency benefits and risk reduction
- Defend the structure against challenges by the tax authorities
- Alert you on the latest tax developments
- Assistance to obtain various sub-licenses, work permits, visas, and other regulatory documents. Furthermore, a special task team will be setup to handle business functions for clients in the event of a management crisis, recruit, train and transfer staff required by clients

## Our Tax services include:

- 1 Expatriate tax planning
- 2 Tax health check
- 3 Tax due diligence
- 4 Market entry
- 5 Tax advisory on business model and transactions
- 6 International tax planning
- 7 Tax compliance manager services
- 8 Customs
- 9 Licensing services
- 10 Global mobility services
- 11 Transfer pricing



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# Tax services

## Expatriate tax planning

We have a broad knowledge base and skills to assist you keep your personal income taxes to a legitimate and reasonable level, while remaining compliant with legislation. We can develop a personalised package for each key employee to take maximum advantage of the exemptions and incentives available.

## Tax health check

Our Tax Health Check involves a high-level review of specific tax areas to highlight the key issues that need to be rectified in order to reduce tax risks. Through our extensive experience, we have identified key risk areas in which many enterprises are not fully compliant or often overlook potential tax planning opportunities. Our tax health check service represents a cost-effective method to proactively manage risks and reduce potential issues arising as a result of a tax inspection.

## Tax due diligence

We conduct tax due diligence reviews of target companies to analyse their tax exposure and position in relation to acquisitions, mergers or consolidations. We are able to integrate this service with our Advisory Services department in order to offer a comprehensive, holistic due diligence review.

## Market entry

We have advised numerous new foreign investors on efficient tax structures. Including investment advisory of international business models and appropriate business structures in Vietnam, assistance in licensing and post licensing. We also provide advisory services on governance, tax and regulations for business structures in Vietnam. Our experience allows you to consider all the options and set up a corporate structure that meets both operational and tax efficiency requirements.

## Tax advisory on business model and transactions

We will review the proposed business model and transactions and advise on tax implications and recommendations to optimize the tax opportunities under the local regulations and treaties which

Vietnam has entered into. Furthermore, we coordinate with our Grant Thornton global tax team to provide a comprehensive tax advisory for the countries involved in the business model and transactions.

## International tax planning

Our extensive international network provides us with significant resources to meet all your expansion goals. We strive to develop commercially focused and tailored tax strategies to minimise tax exposures and maximise business efficiency. We utilise our extensive local knowledge and proven tax-efficient strategies to maximise potential benefits and reduce risks. We use these techniques to assist you in planning your legal structure, repatriation planning and exit strategy. In summary, we focus on designing appropriate tax effective structures, to help achieve an integrated tax minimisation plan.

## Tax compliance services

This service is designed to assist enterprises to cope with the statutory tax declaration requirements in line with the Vietnamese tax laws, as well as the frequent changes and updates in tax laws.

A specified engagement team of tax professionals will be dedicated to each of our clients so as to fully understand the enterprises' business operations. We will act as your internal tax person/team to advise the Management on tax treatments on daily business operation, handle tax returns and work closely with your accounting personnel to ensure the Company's tax declarations are line with the laws.

Our scope will cover all taxes related to your business, which will include but not be limited to the assistance in preparation of tax returns for Value Added Tax, Corporate Income Tax, Foreign Contractor Tax and Business Registration Tax on a monthly, quarterly, annually basis.

## Customs

Our experienced professionals can help you manage customs issues more effectively through valuation planning and making use of available



Tax

# Tax services

free trade agreements. We also assist Clients in optimising their customs procedures by making use of potential duty exemptions and efficient import-export structures. Risk mitigation activities include customs audit defense and compliance reviews.

## Licensing services

Vietnam regulations frequently have significant changes to facilitate the economic development. We designed the licensing service to assist foreign investors and Vietnamese locals, as well, in establishing the appropriate business model for a legal presence in Vietnam. Our licensing services will be a part of our market entry services mentioned in prior pages, including assistance in preparing the application dossiers and working with the licensing authorities to obtain the approval for the legal presence of clients both in Vietnam and overseas.

## Global mobility services

Vietnamese and international regulations concerning tax and social security contributions are constantly changing. When a company plans to transfer personnel from one country to another many questions arise concerning the tax and labor consequences in both the home country and the host countries. On the other hands, when a company in Vietnam recruits a foreigner, there are a number of tax, labor issues needed to be considered before entering the labor contract with the foreigner.

We're big enough to solve the most complicated assignments, but small enough to serve you in the way you want. Nothing about what we do is 'one size fits all'. Instead, our approach is to spend quality time to understand your needs and design a service that's right for you.

## Transfer pricing

### Planning:

Transfer pricing planning gives all-round consideration to commercial viability, tax efficiency and transfer pricing compliance. It allows you to be confident that your transfer pricing policy and practices integrate well with your broader operational and tax considerations.

### Risk assessment:

Analyse and locate your existing and potential Vietnam transfer pricing risks taking into consideration the business and transactional model, price setting, function and risk (FAR) profile, and recommendations for improvement.

### Economic analysis:

A benchmarking study establishes an appropriate arm's length price by reference to comparable transactions or profit outcomes of independent companies with similar transactions and in similar conditions to the tested entity. It is an essential element of contemporaneous documentation and a crucial support to identify the re-assessed prices to be disclosed in annual Transfer Pricing filings. Powerful competitive market insights can also be achieved.

### Transfer pricing documentation:

Contemporaneous documentation to support related-party transactions can help avoid penalties. Accordingly, it is important to clearly document that the arm's length principle is being followed, and how pricing decisions have been made for such transactions.

### Assistance in country-by-country reporting and preparing master file:

Provide appropriate information for purposes of compliance of the Group as well as investigations on the Group's supply chain under the program of Base Erosion Profit Shifting ("BEPS") Action Plan.

### Dispute resolution:

Supports companies subjected to transfer pricing audits. This is achieved by preparing defense packages and negotiating with the tax authorities, instilling confidence and removing any confusion around your transfer pricing position.

### Preparation of disclosure form:

Support in reviewing/ collating relevant accounting figures and performing the benchmarking support to identify the arm's length prices for disclosure on the Form.





Tax

# Tax team



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Advisory

# Advisory

At Grant Thornton, we offer a comprehensive range of growth and advisory services to help our clients achieve their goals. We help them create, transform and protect value.

From finding ways to finance growth to understanding how to manage risk and regulation; from identifying opportunities to optimise operations to getting the best from talent, our global network of member firms provides the expert support organisations need to thrive in a fast-changing world.

We focus on delivering tangible value to customers with:

- our breadth of services and capabilities
- industry and subject matter expertise
- clear communication
- global reach with local know-how
- adding value to Clients performance through profitable and functional solutions
- focusing on a thorough understanding of our Clients ambitions, high-quality customised services and personalised relationships
- strategic and structured approach to deliver insightful and systematic analysis for effective, unbiased decision making



## Nguyen Thi Vinh Ha

National Head of Advisory

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### Our Advisory services include:

- 1 Mergers & acquisitions
- 2 Transaction advisory services
- 3 Valuations
- 4 Restructuring & recovery
- 5 Business risk services
  - Internal audit
  - Corporate governance
  - Risk management
  - Business process review
  - Accounting system review
  - Fraud & forensic investigation
  - Business intelligence & analytics
  - IT advisory



# Advisory services

## Mergers & acquisitions

Globalisation and company growth ambitions are driving an increase in M&A activity worldwide as businesses look to establish a footprint in countries beyond their own. Even within their own regions, many businesses feel the pressure to acquire in order to establish a strategic presence in new markets, such as those being created by rapid technological innovation.

Grant Thornton Vietnam can provide clients, either a buyer or a seller with advice and support involved in all elements of a transaction, be it a sale, an acquisition, valuation, the raising of external debt or private equity or accessing global capital markets.

We have significant experience advising clients on transactions in all regions of the world. Our teams provide expert advice in the following areas:

### Buying a business:

For businesses looking to grow by acquisition, our corporate finance advisory team will take a hands-on approach to helping you find the perfect match to achieve your business objectives.

### Exit strategy services:

We apply a tailored methodology and fully project manage and implement the sale or closure of underperforming or non-core corporate entities at maximum value. As well as ensuring the smooth completion of the transaction, we ensure it is structured correctly to deliver the desired strategic outcome.

### Valuations:

Whether you are contemplating a merger, acquisition or restructuring or need support for a proposed financial structure, we can provide an independent view on value. We ensure that you receive robust advice within the constraints placed by your deal deadlines.

### Selling a business:

If you are considering selling your business, you want to be sure of achieving the highest possible value and a smooth sales process. Our corporate finance team draws on the expertise of other technical specialists within our firm wherever

necessary to deliver a complete service that covers every aspect of the sales process.

### Raising finance:

We are experienced in helping management teams, corporates and private shareholders raise private equity and/or debt finance to support growth, release value or refinance. Capitalising on our strong connections within the finance sector, we help you explore the options open to you in terms of raising finance and ensure your chosen approach is structured for maximum benefit.

### Deal structuring:

Our transaction tax specialists work closely with our corporate finance team to ensure you have a full picture of the tax implications of your deal. Our team is highly experienced in understanding deal dynamics and establishing effective tax structures. Our extensive work with mid-market clients means we understand the personal tax planning needs of business owners and reflect these in our tax structuring solutions.

## Transaction advisory services

Transactions are significant events in the life of a business – a successful deal that can have a lasting impact on the future shape of the organisations involved. Because the stakes are high for both buyers and sellers, experience, determination and pragmatism are required to bring deals safely through to conclusion.

We have significant experience of advising clients on all aspects of buying and selling a business. Our teams provide expert advice in the following areas:

### Exit readiness:

We work with clients to enhance business value through operational improvements 12– 18 months before a disposal in order to present the business ready for sale.

### Vendor assist:

Prospective purchasers will require comfort in numerous areas, many of which will ultimately have a bearing on the transaction price. We work with vendors to plan, anticipate and explain these areas. The timely disclosure of transaction issues helps protect shareholder value.



Advisory

# Advisory services

## **Bid support:**

We deliver bid support services throughout the acquisition process and are committed to adding value at every stage. We approach bid support in a pragmatic, robust and commercial way, based on a deep understanding of our clients' business and the target.

## **Vendor due diligence:**

Our approach to vendor due diligence is balanced and independent, recognising the vendor's desire to control the process and protect shareholder value, balanced by the requirement for a robust and independent report to be used by the purchaser and their funders.

## **Financial modelling:**

We spend time understanding the value drivers. This allows us to build integrated models for pricing and structuring deals that focus on the issues of greatest impact. We quantify returns, risks and sensitivities to provide a clear point of view to help clients make better decisions. Our credible track records help to rebuild lender and investor confidence.

## **Financial due diligence:**

We provide robust financial due diligence services that are clearly linked to our clients' requirements as purchasers, and also suitable for their funders.

## **Commercial due diligence:**

We deliver thoughtful, robust advice based on primary and secondary research combined with quantitative analyses and focus on the key issues that impact value.

## **Operational and IT due diligence:**

Our specialist technology advisers help public and private sector organisations, agile SMEs and private equity investors achieve maximum value from their technology and IT operations. They also advise clients on how to optimise the use of technology and IT capital.

## **Valuations**

For organisations involved in a transaction or a dispute, or embarking on a restructuring, the value of the business involved and its assets will be an important commercial consideration. A robust and

reasoned opinion on value is essential. For litigants, a professional valuation is often the key to securing a fair settlement.

Our valuation team has extensive industry knowledge, international reach and technical expertise. Our specialists provide expert advice in the following areas:

### **Transactions:**

An independent view on value for mergers, acquisitions, restructuring and proposed financial structures, delivering robust advice within the constraints placed by the deal deadlines.

### **Tax:**

Our team provide third-party valuations to enable directors to meet their fiduciary duties and to support proposed tax treatments.

### **Share option schemes:**

We have specialist experience in structuring and valuing share options for employees and directors.

### **Fund administration:**

Our specialists provide third-party valuations for investment funds to support periodic reporting of net asset values or to enable the transfer of assets.

### **Financial reporting:**

We draw on our extensive financial reporting expertise to consolidate newly acquired businesses into your group accounts, including breaking out recognisable intangible assets from goodwill, in accordance with the latest accounting principles.

### **Valuations to support asset-backed lending decisions:**

We provide valuations to support asset-backed financing, including valuing shares and intangible assets, and provide periodic valuations of assets to confirm that the terms of the loan agreement continue to be met.

### **Restructuring & recovery**

- Operational or financial restructuring advice.
- Assistance to realise value through taking appointments as an insolvency practitioner or interim manager in any corporate or personal insolvency process.



Advisory

# Advisory team



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Advisory

# Business risk services

## Internal Audit (IA)

### Manage risk and improve internal control:

#### Outsourced internal audit

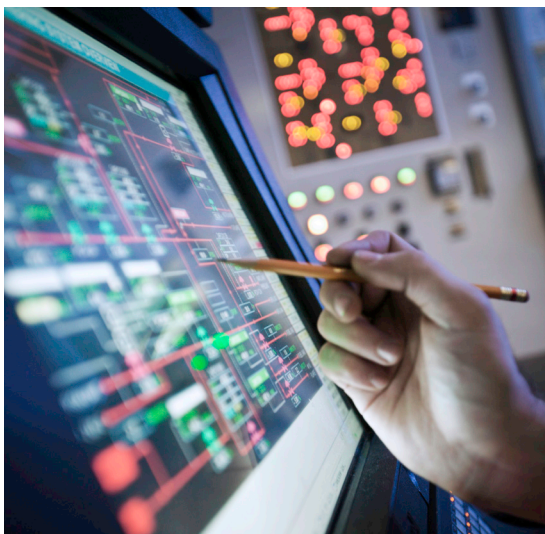
We can work with you to assess your enterprise risks, identify the areas of greatest vulnerability, and develop appropriate work plans and audit programs to mitigate these risks. Our outsourced internal audit solutions are flexible:

- Running your full IA function
- Developing your IA Charter, IA Manual
- Undertaking an assessment of audit needs
- Generating IA strategy
- Delivering and reporting on IA reviews

#### Co-sourced internal audit

If your department lacks the breadth of specialist skills or you require additional resources at peak times, we can cross-post our staff to complement your IA functions. Our co-sourced service provides:

- Project management expertise
- Access to specialist IA skills including accounting, IT, treasury, tax, pensions, PFI and Financial Services compliance
- Experienced internal auditors who require minimal supervision



## Internal audit transformation

We can help you assess your IA function and determine gaps between your current IA practices and the leading practices in a risk-based audit approach. We can help develop the skills of internal auditors, and thus enhance the value of the IA activity to your organisation. Our reviews deliver real value through:

- Benchmarking against current best practices
- Assessing value for money
- Delivering pragmatic advice on improving the approach to IA
- Providing assurance to Boards and Audit Committees that IA is focused and managed effectively

## Corporate Governance

### Corporate Governance Design:

We will work with you to identify key strategic drivers, operational processes and key inherent risks. Armed with this baseline data, we will then work with you to ensure that your corporate governance structures fulfil the requirements of your key stakeholders, while all the time supporting, rather than hindering, your performance.

## Risk Management

### An enterprise-wide responsibility:

At Grant Thornton, we regularly work with organizations of all sizes and sectors to assist them develop and embed their risk. We support them in connecting risk thinking to their business or strategic objectives as well as day-to-day management activity, in particular:

- Facilitating risk workshops to identify key risks – judging their impact and likelihood. We then assist in articulating risk appetite and risk tolerance
- Independently reviewing risk frameworks, and providing input from shared good practice
- Advising on risk identification, monitoring and reporting



### Business process review

#### Business process review and reengineering:

Our team are highly experienced in the assessment of process risk and control and use a rigorous approach to assess business processes. We can help you to identify and understand the inherent risks within key processes, and whether your existing controls are adequate and efficient in mitigating those risks. Our solutions consider the alignment of people, organisations, technology and business processes.

#### Process documentation and manual preparation:

We can help you improve the documentation of your systems and processes in order to reflect the current procedures of your organisation, and benchmark it with industry leading practices. Process documentation may be in the form of process flow narratives, flowcharts or a manual of operations.

### Accounting system review

#### Designing of accounting system and related internal controls:

We assist to ensure the appropriate balance of robust controls without constraining the business. Controls need to be put in place with consideration of relative risk. During times of business change for instance, it is essential to focus on the control implications of the change and the new financial, operational and compliance risks that it brings. Being accountable to the business and to the financial community, CFOs have put compliance and control to the top of their agenda.

#### Testing of operating effectiveness of accounting system and related internal controls:

We help you to review and streamline your accounting processes to ensure tasks are performed in a timely and cost effective manner. We focus on initiatives that clients could undertake to improve the efficiency and effectiveness of the finance and accounting processes and controls.



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### Fraud and forensic investigations

#### Fraud and regulatory investigations:

We combine our highly specialised forensic accounting and digital technology team to conduct investigations involving suspected fraud, bribery, corruption and money laundering, for a range of different entities. In addition, we provide fraud risk management services to help organisations understand their exposure to the risk of financial crime.

### Business intelligence and analytics

A well-considered analytics strategy provides invaluable insight into your organization and can enable timely business decisions that will reflect market conditions well into the future, along with giving you the power to optimize your operations for future growth and profitability. Our work is characterized as follows:

- Our end-to-end analytics services are designed to help you enhance organizational capabilities and support forecasting and forward-looking financial and customer models
- Implement data programs using a full range of technology tools and applications that cover the analytics maturity spectrum
- Apply advanced techniques to reveal unseen data patterns and anomalies
- Deploy feasible analytics solutions in a secure, cloud-based environment with advanced data ingestion, security and governance protocols
- Use industry- and client-specific knowledge and experience coupled with advanced modelling and visualization techniques.

### IT advisory

We help our clients prepare themselves for cyber security threats, ensure ongoing protection, react effectively to attacks and drive change to improve their cybersecurity capability. Our IT advisory services include:

- IT due diligence
- IT security services
- Network vulnerability and penetration testing
- Business requirements definition and business analysis support
- IT project management support.



Outsourcing

# Outsourcing/Financial Accounting and Business Process Solutions

Businesses frequently decide to outsource in order to focus on their core competencies, while improving performance and lowering costs of their non-core activities. Saving time and money outsourcing services can allow time to concentrate on what's really important for your business.

With access to experts throughout the Grant Thornton network you will get seamless and coordinated international outsourcing projects delivered comprehensively, efficiently and confidentially to the highest standards across all disciplines, we provide you:

- Clear, factual, quality reporting
- Highly experienced and diligent professionals
- Independent, objective and practical advice
- A 'no surprises' approach
- Technical expertise and advice readily available
- Continuous communication

## Our Outsourcing/Financial Accounting and Business Process Solutions services include:

- 1 Accounting services
- 2 Tax compliance within outsourcing
- 3 Payroll, personal income tax & labor
- 4 Secondments/ loan staff services
- 5 Compilation of financial/ non-financial information
- 6 Business process outsourcing
- 7 ERP and accounting software advisory
- 8 Accounting systems review and improvement
- 9 Management report and analysis



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# Outsourcing services

## Accounting services

- in house/on-site accounting, compliant with local and international accounting standard (VAS, IFRS, US GAAP etc.)
- financial statements compliant with local and international accounting standard
- financial administration and analysis
- handling and assist auditors for accounting books and financial statements on behalf of the entities
- report preparation, archiving and maintenance of hard and soft copies in compliance with the local accounting regulations

## Tax compliance within outsourcing

- indirect taxation (value added tax, special consumable tax, import-export taxes, business registration tax) compliance, representation and identification - drawing up indirect tax returns and summary statements
- direct tax (personal income tax, corporate income tax) compliance
- withholding tax compliance

## Payroll, personal income tax

- payroll processing and calculation of all notional pay/benefits in kind
- payroll and personal income tax for expatriates
- calculation of personal income tax, compulsory insurances, independent deductions and other statutory deductions
- electronic payment of salaries direct to employees, bank accounts
- personal income tax and statutory insurances filing, declaration and payment
- personal income tax finalization for local and global income, declaration and payment

## Secondments/ Loan staff services

- temporary qualified staff
- saving salary costs including statutory insurances and personal income tax
- knowledge transfer and training courses from secondments

## Compilation of the financial/ non-financial information

- compilation of group packages, management reports and budget reconciliations
- preparation of group consolidation reports and analysis
- preparation of a financial statements from available financial information and analysis
- statistical reports for employees, charter capital, investment capital, revenue, etc.

## Business processes outsourcing

- an outsourced process can be performed by an independent professional that is totally independent from the organization
- outsourced processes will interact with other processes from the organization's quality management system
- business outsourcing processes include: payments, purchasing, collection process, billings, invoicing, pricing, bank account management, inventory management and other requested processes.

## ERP and accounting software advisory

- ERP software business solutions are designed for companies that work in a wide variety of areas
- maintain and manage the financial and non-financial information such as assets, accounts, budgets, cash, employees etc
- offer an integrated software solution for all the functional processes in an organisation

## Accounting systems review and improvement

- applicable and efficient accounting systems
- applicable and efficient accounting procedures
- efficient work assignments and positions of accounting staffs
- efficient internal controls for accounting systems and procedures

## Management report and analysis

- requested analysis on key financial and non-financial information
- costing set up and management
- budgeting and forecasting
- cost control
- cash flow reports and analysis



Japan focus

# Japan focus

We provide high quality services, such as Assurance, Taxation, Advisory and Outsourcing for Japanese clients in Vietnam.

Our Japan-focus for Vietnam was established in 2014 in both Hanoi and Ho Chi Minh to serve as a bridge with Grant Thornton Japan. They consist of Japanese staff and many Vietnamese experts.

There are full-time basis Japanese professionals or Japanese speaking professionals in our Japan Desks in Vietnam and 19 other locations in 15 countries. We have bilingual professionals who speak Japanese and /English, Chinese, Spanish etc.

As we are “One firm”, Grant Thornton Vietnam and Japan support your business under the slogan of Seamless Services in a Timely Manner.

## One-stop Service

Having various experts in several fields, we can provide a One-stop Service, including Transfer Pricing, Corporate Finance Advisory and other Advisory Services, to solve technically complicated and challenging issues which are affecting our clients.

## How can we support

- Provide high quality professional services in Japanese
- Advices on business operation challenges overseas
- Fine-tune responses to local regulations and process
- Timely communication with the local person in charge
- Buy-side and sell-side due diligence in cross-border M&A



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Japan Focus locations



14

countries with Japan Focus

Australia, China, France, India, Indonesia, Malaysia, Mexico, Philippines, Singapore, Taiwan, Thailand, UK, USA, Vietnam



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