

Taking Charge *of* Change

Corporate Brochure

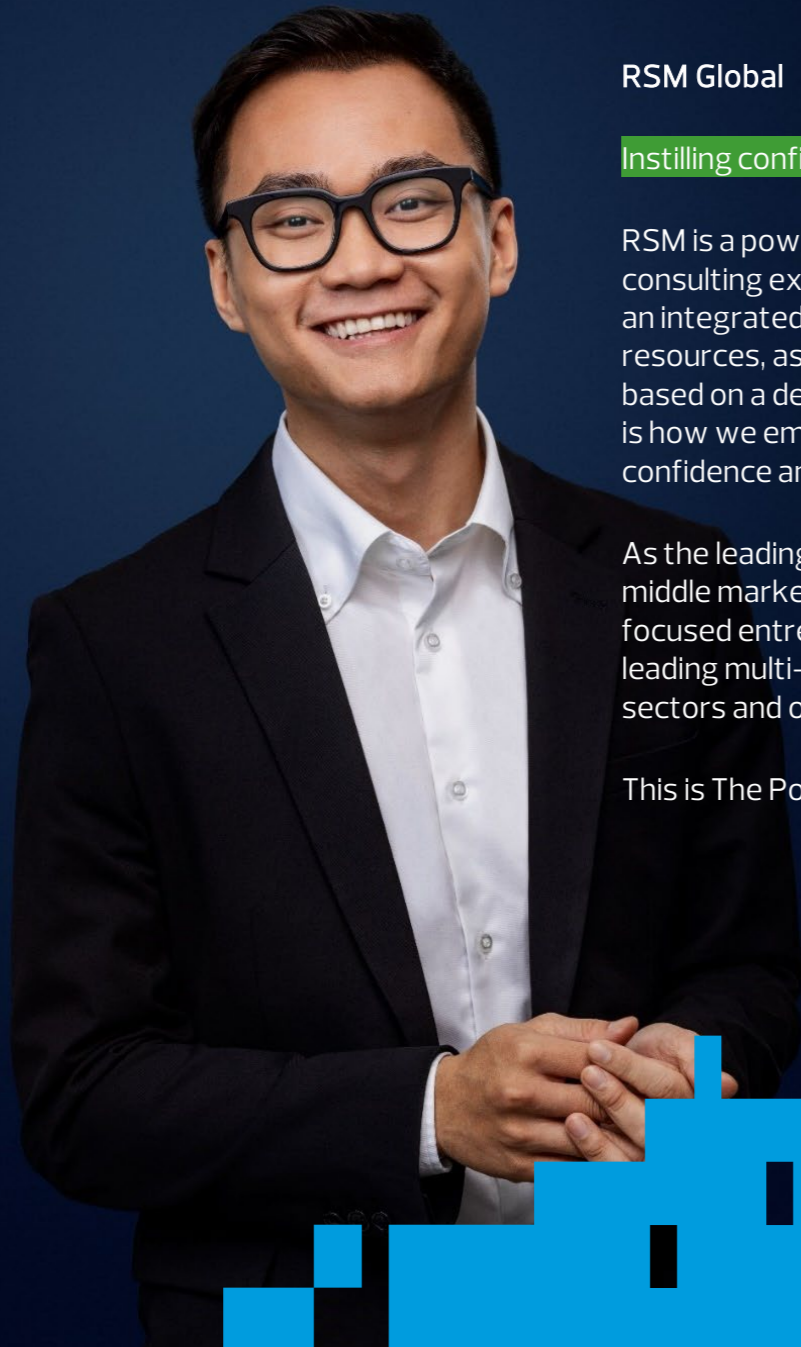
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RSM Global

Instilling confidence in a world of change

RSM is a powerful Network of assurance, tax and consulting experts with offices all over the world. As an integrated team, we share skills, insight and resources, as well as a client-centric approach that's based on a deep understanding of your business. This is how we empower you to move forward with confidence and realize your full potential.

As the leading provider of professional services to the middle market, our clients range from growth-focused entrepreneurial businesses through to leading multi-national organizations across many sectors and operating nationally and across borders.

This is The Power of Understanding.

RSM global key statistics



Global revenue

US\$9.4bn



Offices

820



People

64,000



Countries

120

RSM Vietnam is one of the leading mid-tier accounting and advisory firms in Vietnam, which was established in July 2001. RSM Vietnam has become a member of the RSM network since 2012. Under its core purpose of being the firm of choice for growing businesses looking for high-quality and personalized services, RSM Vietnam assists clients in achieving their goals through audit, tax, advisory, and outsourcing services. RSM Vietnam has more than 400 professional staff serving mid to large public-listed, multi-national, and private companies in various industries.

RSM Vietnam serves clients worldwide as an independent and highly integrated member of the RSM network which is ranked among the top 6 global accounting networks with correspondent firms in over 120 countries, over 820 offices worldwide, and more than 64,000 staff worldwide.

RSM remains committed to its vision to be **the first-choice advisor** to middle-market leaders **globally**



2

Offices



+2,000

Clients



+400

Staff

RSM Vietnam is now ranked among Vietnam's top 10 largest providers of tax, audit, and accounting services by the Ministry of Finance, with offices in Ho Chi Minh City and Hanoi employing over 400 professional staff.

Our purpose

At RSM, we exist to instill confidence in a world of change.

As a guiding principle for every aspect of our business – from strategy and solutions to governance and behaviors – our Purpose defines our approach towards our people, clients, services, and community, and shapes the very essence of RSM.

Our values

Every decision we make is guided by our values. They are the foundation of everything we do.

Respect and uncompromising integrity

We do the right thing, ensuring our actions speak louder than our words.

Succeeding together

We embrace inclusivity and individuality, and collaborate effectively to build strong relationships based on deep understanding.

Excellence in all we do

We continuously focus on quality, and strive to be the best in all we do, as individuals and collectively.

Impactful innovation

We welcome change and put insight and technology to work, making a real difference for our clients and our people.

Acting responsibly

We build a better future by demonstrating a responsibility to our people, clients, communities and planet.

Our services

RSM Vietnam provides clients with professional and high-quality services including Audit, Tax, Accounting, Deal Advisory and Consulting by bringing solutions to truly understand your needs and go to success for your business.

We have rich specialist resources from our network, combined with extensive knowledge of the Vietnamese market, RSM ensures capabilities to provide an unrivalled level of support to our clients in the following services:

- Audit & assurance
- Tax
- Transaction advisory
- Transfer pricing
- Business process solutions
- Risk advisory business consulting
- IT advisory
- Country desks

We also provide tailored support to special groups of clients with service packages such as private business services and country desks (including Japanese, Korean, Chinese and Taiwanese business services).



Industry insights

Our teams are organized by business area to provide focused support on issues specific to any given industry. We have expertise in the following industries, amongst others:

- Manufacturing
- Energy renewable energy
- Financial services
- Private equity
- Education
- Software
- Real estate
- Retail Hotels
- E-commerce
- Livestock

Audit & assurance

Every company is different – each case needs an individual solution. Because efficiency is an important factor in the quality and cost-conscious processing of an assignment, we always combine well-tested experience with an innovative creative approach to each new case.

Our auditors are professionally equipped to offer audit services that add value to your business by providing regular feedback on your operations. The RSM Global Audit Methodology provides an effective, cost-efficient, independent audit, carried out in a timely manner by experienced professionals who only want the best for your business and as such, a good audit can help when you deal with banks, investors or partners in joint ventures, improving your chances for obtaining favorable financing.

RSM insists on superior audit quality and we set tough targets to achieve results. We are proud of our professional standards and deliver our promises to all stakeholders. We employ competent staff and invest heavily in training and technology. Our services comprise external auditing of listed and non-listed entities as well as internal, special purpose and investigative audits.

Our services

- Audit of financial statements
- Audit of capital implementation, audit of basic construction finalization
- Audit of the financial statements for tax reporting
- Audit of the operational expenses
- Review of financial information
- Review of financial information based on the agreed-upon procedures
- Fraud investigation & dispute services



Audit & assurance



Tax

Tax

Rapid globalization has led to an increasingly dynamic business environment which resulted in significantly more complex business transactions. Tax authorities from various jurisdictions have been actively collaborating to ensure equitable assignment of taxable profit for cross-border transactions.

Every business wants to reduce its taxes, but to do it legally and pragmatically isn't always that simple. Often tax strategies that look good by themselves can be less realistic, even impractical and unworkable, in the context of your whole business.

RSM takes a balanced and integrated approach. We focus on your total business picture, not just your next return. Our tax consultants help you define the best overall tax position, designed to save you money, while meeting your larger business goals. Since we regularly provide advice on many aspects of a client's business, we can see opportunities that other tax specialists might overlook.

We give you practical, commercially-focused and socially responsible advice from our most experienced tax experts. Together, we're dedicated to finding the best possible tax solutions for your business, while always acting with the highest level of integrity and concern for your reputation.

Our services

- Tax health check
- Tax risk management
- Tax retainer
- Tax audit assistance
- Tax review and tax filing assistance
- Application for tax incentives
- Tax structuring
- Reviewing client tax returns
- Preparing tax returns for individuals who should file returns directly
- Working with tax authorities on behalf of clients
- Preparing protests and claims for tax refund
- Assisting clients in tax planning

Transaction advisory

We understand that a variety of factors and tensions come into play when you're dealing with complex transactions. Whether you're making an acquisition, forming a strategic alliance, raising or investing capital or releasing funds through a sale or restructuring, you need advice that is sound, practical and innovative.

Our corporate advisory services include, but are not confined to, providing due diligence, feasibility, investment, transaction support, strategy, forensic, investigative and restructuring services to corporate entities, as well as to individuals.

We also provide a range of services to clients in financial distress and advice to their creditors, using practical and workable approaches. We focus on enhancing share value and improving our client's preparations for all types of transactions, facilitating decision making and profitability.

That's why our experienced transaction advisory professionals thoroughly analyze and validate financial, operational and strategic assumptions to reveal opportunities and bring potential dangers to light. We help you structure the deal to ensure the successful integration of business operations, cultures and strategies, and maximize the value of your investment by also focusing on ways to achieve tax efficiencies.

We have the flexibility to customize our transaction support services to suit your needs in different stages of M&A transactions.

Our services

- Assisting in merger and acquisition processes
- Corporate valuation
- Finance, tax, legal and operation due diligence
- Buy side assistance
- Sell side assistance
- Advising on the post deal implementation
- Assisting in searching business partners
- Assisting in fund raising
- Business restructuring
- Assisting in negotiation of the Sale and Purchase Agreement



Transaction
advisory



Transfer pricing

Transfer pricing

Vietnam first transfer pricing regulations were introduced at the end of 2005 and came into force in 2006. Through over 10 years of implementation, it can be seen that Vietnam transfer pricing enforcement has been enhanced significantly.

Especially since the Organization for Economic Co-operation and Development ("OECD") published the final report related to Base erosion and profit shifting ("BEPS") Action 13 "Transfer Pricing Documentation and Country-by-Country Reporting" in 2015, Vietnam has implemented these OECD recommendations by introducing the new legislations to replace the old regulations and setting up the dedicated substantial team to conducting the transfer pricing audit through the nationwide.

At RSM our integrated national and international network of transfer pricing specialists will assist corporate taxpayers to meet their specific and unique transfer pricing requirements. These experts work collaboratively with international tax teams in order to optimize the commercial and fiscal structure of multi-national groups. Our expertise covers both industry specific and transaction-based transfer pricing issues.

Our services

- Assistance in compliance obligations (preparation of transfer pricing documentation including local file, master file and country-by-country report and related party transactions disclosure returns)
- Preparation/ Review of supporting transfer pricing documentation and policies
- Transfer pricing planning and structuring
- Transfer pricing dispute solution
- Transfer pricing training



Corporate advisory

Corporate advisory

A growing organization needs better systems and processes to improve performance, preserve value and manage business succession and sustainability. Our business consulting capabilities extend beyond system and process consulting to address the strategic, digitalization and technology innovation needs of today's businesses. We help you to safeguard value by optimizing business processes, streamlining functional effectiveness and identifying areas which aid in performance improvement. As advisors to growing businesses, we are committed to help you thrive and prosper.

Whether your business is relatively new, or well established and expanding into new territories, the challenges facing business growth, at home or abroad, can be considerable and effectively managing your strategies for growth can help you succeed.

Starting at the grass roots, RSM firms offer a full review of your business effectiveness to ensure you are operating at peak performance. From there, they will tailor their services to your specific needs. This may be advising on procedures to streamline business processes and improve productivity to developing detailed strategies and plans for expanding into new countries.

RSM firms support client growth. You can be sure that when you appoint us to help you grow your business, you will get a team that knows your industry and will be as passionate about seeing your business succeed as you are.

Our services

- Corporate setting up
- Corporate secretarial assistance
- Strategy and business plan
- Governance compliance
- Performance improvement
- Growth strategy

Business process solutions

As businesses expand and branch out globally, it is imperative for you to keep pace with the dynamic international marketplace. While you continue to focus on growing your business, we help you take care of your important but non-core business support functions so that you can focus on the core revenue-generating parts of your business.

Hiring and retaining skilled talent has become an increasing challenge with a shrinking labor market. If you're struggling to get by with a staff of generalists or find it difficult to keep pace with technology advances, outsourcing can be a cost-effective solution.

Whether you need resources with experience in complex financial, accounting or technology compliance and regulations, our business process outsourcing professionals can help. You'll gain efficiency, flexibility, and the capacity to become more strategic and grow the business.

Our experts deliver a comprehensive suite of business solutions to SMEs and MNCs in Vietnam and beyond. Our team comes well-equipped with professional foresight, industry experience and technical knowledge. We are a ONE-STOP service provider offering solutions in accounting, payroll, HR, IT, and staffing, as well as advising our clients on best corporate secretarial practices and corporate governance.

RSM can help you with your day-to-day administrative and secretarial needs. We provide solutions for streamlining your accounting and bookkeeping procedures, so you can get on with running your business while knowing that all the accounting and statutory needs are being taken care of. RSM firms provide the following services to non-assurance clients.

Our services

- Consolidating and preparing of financial statements or management accounting reports
- Reviewing the accounting process
- Designing, implementing and supporting the accounting system
- Providing the accounting staff and chief accountant
- Consulting the cost accounting system
- Consulting the accounting system
- Payroll outsourcing
- Providing bookkeeping services
- Providing the in-house accounting training (including financial and management accounting)
- Providing recruitment and labour outsourcing services
- Assisting in global staff mobilization
- Advising labour compliance
- Advising labour cost structuring
- Advising human resource strategy

Business process
solutions



Risk advisory

Risk advisory

With Special Operation Review/ Outsourcing Services, RSM Vietnam can help you with both:

- Evaluating the effectiveness and efficiency from your existing critical cycles (purchase-payable, sales-receivable, cash disbursement, cash collection, payroll) to all other support functions; or
- You can outsource completely your Internal Audit function to RSM Vietnam to achieve a high level of performance

Our Internal Audit experts assess your business's risk profile and develop plans to improve internal control weaknesses and management effectiveness. We work with company management to establish an Internal Audit function using a 7-step strategy, including stakeholder expectations, governance, risk maturity, strategy, resources, procedure, and performance tools.

RSM Vietnam offers skills assessment and training for Internal Audit team members, ensuring they meet standards. They also provide Quality Assurance Review Services, assessing the effectiveness of the function against charter, stakeholder expectations, peers, and leading practices, fostering improvement and conformity to standards.

Our services

- Special operation review/ outsourcing
- Internal audit
- Quality assurance review
- Risk management
- Internal control
- Corporate government and compliance

IT advisory

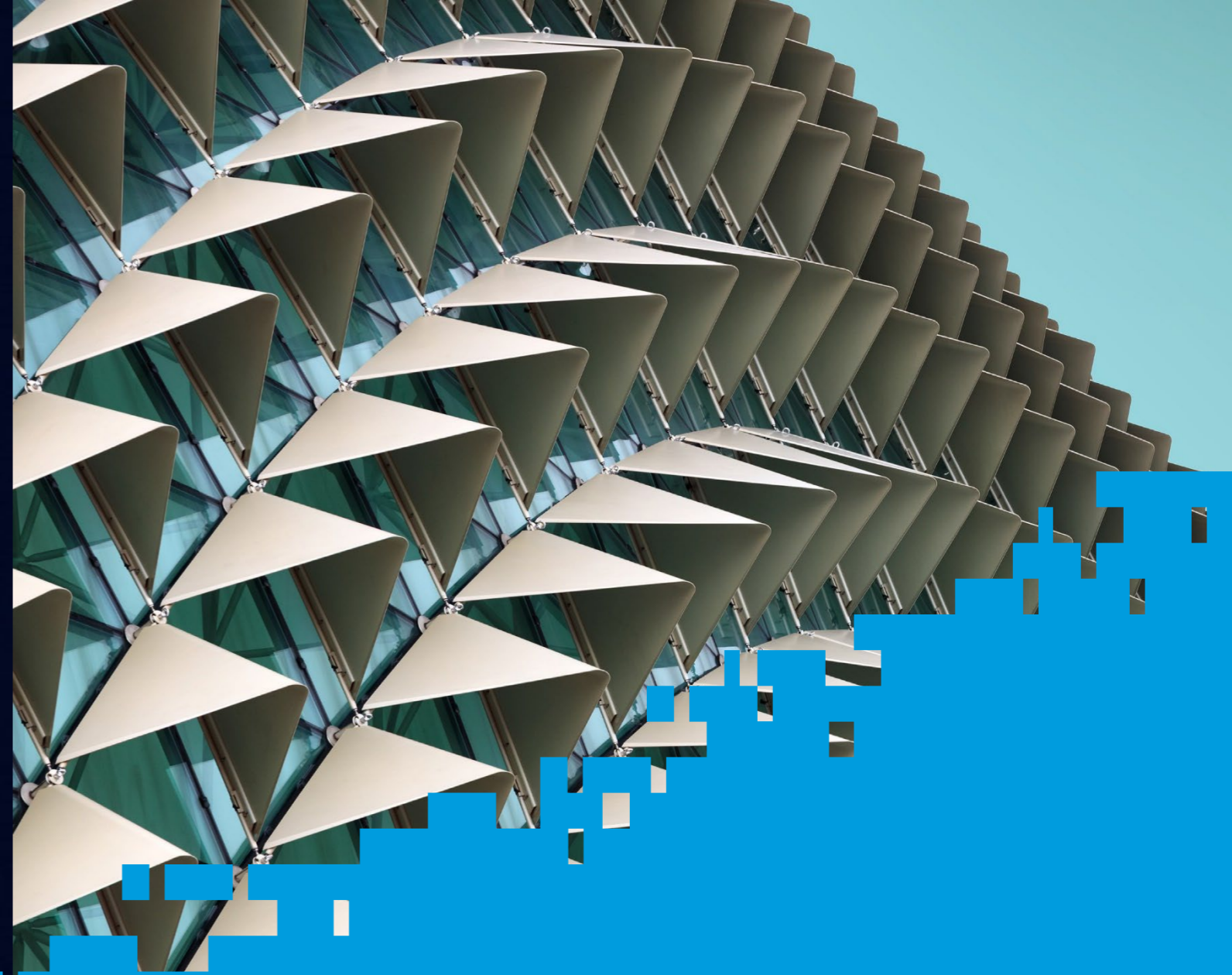
Our IT Advisory Team will be able to help you resolve the IT challenges. We implement new technologies or tailored information management solutions for businesses, help you plan, design, select and implement new solutions. We help you address technology and security risk issues and enhance work processes. The objectives are to strengthen the security of your technology, meet regulatory requirements and ensure business continuity.

Our IT Advisory Services add following values to your business:

- Independent views that are based on industrial accepted good practices
- Competent and qualified professionals carrying out jobs
- Business continuity working with established firm

Our services

- IT general controls
- Application review (including ERP e.g. SAP, Oracle)
- IT technical assessment
- Control framework
- Cyber security



IT advisory

Chinese desk - 中文客服队

我们提供创新、高质量和具有成本效益的服务

RSM的宗旨是通过专注于中产市场业务的世界级审计、税务和咨询服务，向我们的客户、同事和社区提供“被理解的力量”。我们一直努力为客户提供最佳服务，既确保国际标准的质量，又符合越南业务的特点。

RSM越南在胡志明、河内和岘港设有办事处，员工总数超过400人，其中有40多位拥有财政部颁发的注册会计师资格证书（CPA）。目前，RSM越南被财政部评为越南前八大会计师事务所之一。



Chinese desk
中文客服队



“ Supporting and
empowering you
every step of the way ”

Awards & recognition

2022
Best M&A Advisory firms of the year 2021 – 2022
Vietnam M&A Forum 2022

2019
Best M&A Consulting Firms in 2018 – 2019
Vietnam M&A Forum 2019

2020
Best M&A Consulting Firms in 2019 – 2020
Vietnam M&A Forum 2020

Vietnam Transfer Pricing Firm of the Year
ITR Asia Tax Awards 2020 (shortlist)

Asia Tax Compliance & Reporting Firm of the Year
ITR Asia Tax Awards 2020 (shortlist)

Corporate responsibility

At RSM Vietnam, we believe the core of Corporate Responsibility (“CR”) is a real commitment to corporate social responsibility, which unites an organization, strengthens its reputation and creates vital links with the communities in which it operates.

We understand that we all have an obligation as business leaders, not only to do the right thing by embedding good social, environmental and economic practices into our everyday business, but also to be a catalyst for change by promoting these ethical and transparent business practices to the marketplace.

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rsm.global/vietnam

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