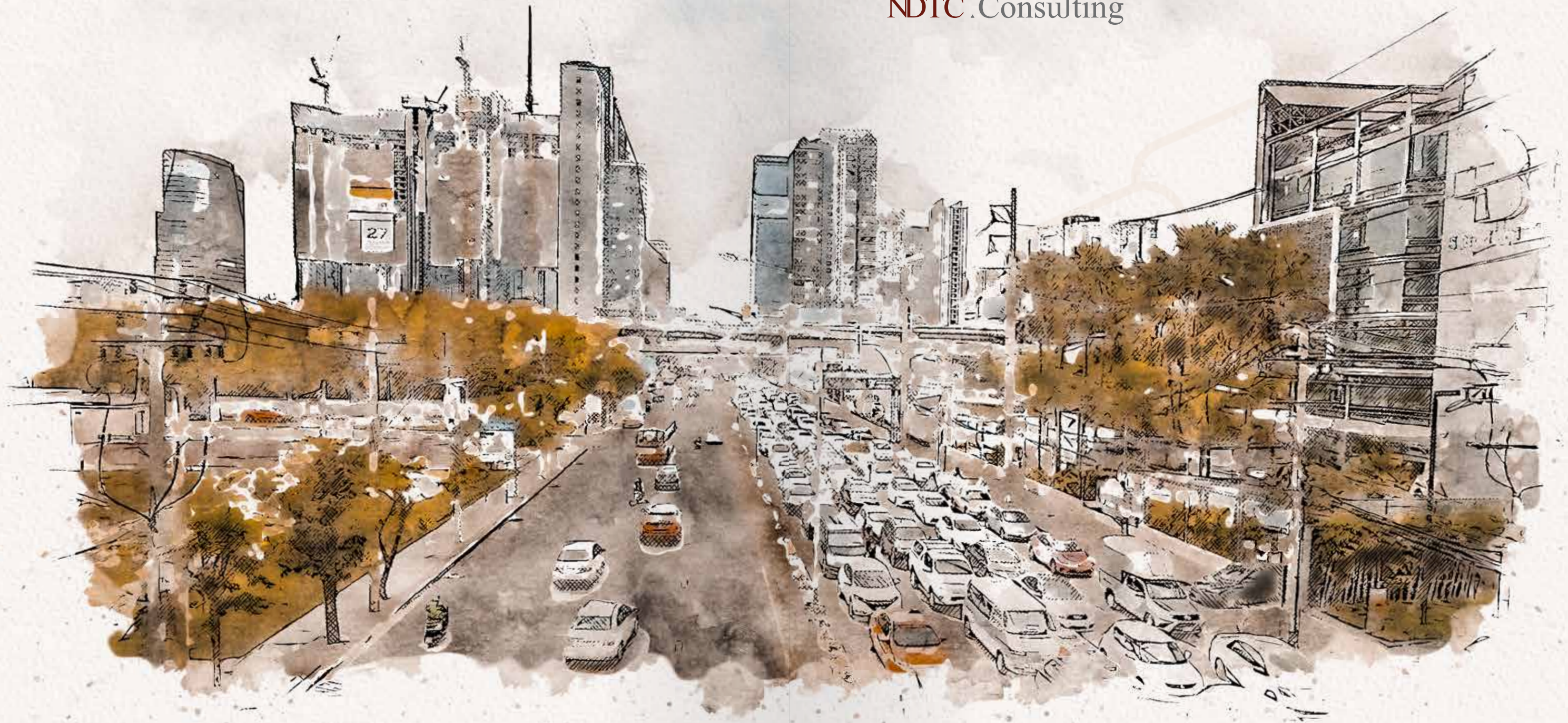


NDTC Consulting



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*“Precise Strategy - Optimal Returns,”*



”

*Our reputation is built on our dedication to working in accordance with the international standards whilst maintaining at our foundation a deep understanding of Vietnamese business practices and its particular environment.*

*We furnish our clients with **Precise Strategies** that bring **Optimal Returns**.*

Nguyen Do Tung Cuong

Chairman



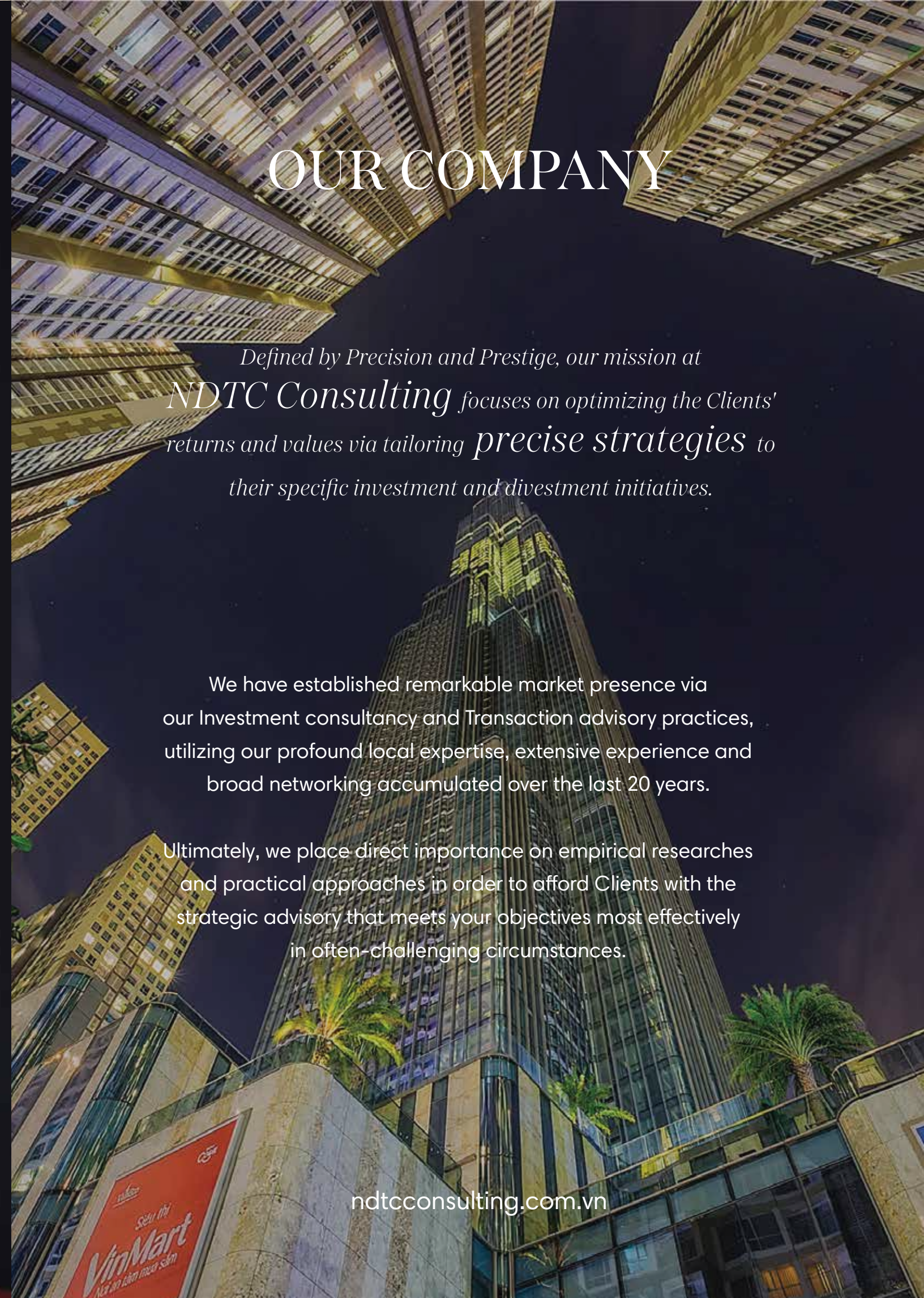
## OUR COMPANY

*Defined by Precision and Prestige, our mission at **NDTC Consulting** focuses on optimizing the Clients' returns and values via tailoring **precise strategies** to their specific investment and divestment initiatives.*

We have established remarkable market presence via our Investment consultancy and Transaction advisory practices, utilizing our profound local expertise, extensive experience and broad networking accumulated over the last 20 years.

Ultimately, we place direct importance on empirical researches and practical approaches in order to afford Clients with the strategic advisory that meets your objectives most effectively in often-challenging circumstances.

[ndtcconsulting.com.vn](http://ndtcconsulting.com.vn)





# OUR PHILOSOPHY

## OUR FOUR FOUNDING PRINCIPLES



*“Precise Strategy - Optimal Returns,,*

## OUR DIFFERENCES

Our greatest strength comes from our rich history and thorough understanding of the local market since its opening era in the late 1990s. But that is not all, we transparently convert those intangible competences into realistic investment and transaction advices, suiting most our Clients' requirements. Our comparative advantages have been stimulated from:



### 1. Different approach to strategic advisory

NDTC Consulting has always been offering practical and creative strategies whilst preserving its core values of integrity and excellence. We innovate, keep sophisticated minds and think creatively about your investment and business initiatives as well as looking beyond the obvious solutions.



### 2. One-stop advisory service

Layers or combination of advisory firms in an investment project or a transaction sometimes bring about a redundant level of complexity in final assessment and decision making. Our team of investment consultants and financial advisers, who also have strong background and experiences in accounting and tax, accompanied by senior lawyers in our in-house Law Firm, would shape NDTC Consulting to be your 'only stop' in each investment project and business scheme.



### 3. Commitment to Clients' objectives

We emphasize credibility and confidence in our consistent endeavors and are entrusted to serve the best interests of our business clients via offering relentless attempts as the result of continuous identification of market gaps and transaction targets until Clients' objectives are achieved.





# OUR EXPERTISE

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**FOREIGN DIRECT  
INVESTMENT  
CONSULTANCY**



**MERGERS &  
ACQUISITIONS  
ADVISORY**



**BUSINESS  
CONSULTING**



**CONSULTANCY TO  
INTERNATIONAL  
PROJECTS**





# FDI CONSULTANCY

The ever-increasing demand for attracting FDI investment projects with traditional approach is no longer enough. Moreover, the key to success begins with accurately defining your positioning and unique strengths, and requires a sophisticated and highly targeted approach.

NDTC Consulting offers you with customized consultancy services, tailored to your needs and budget.

We consult and accompany FDI investors into Vietnam throughout the entire cycle of a complete project, covering services of:

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*We are fully committed to advising clients across multiple industries, handling numerous transactions and projects over challenges to opportunities, whilst retaining a focus on international best practices to achieve **optimal results**.*

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MARKET SURVEYS AND RESEARCHES

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MARKET GAP AND FORECAST GROWTH

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PROJECT PRE-FEASIBILITY AND FEASIBILITY STUDY

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FINANCIAL MODELLING & FINANCIAL ANALYSIS

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LICENSING & APPROVALS BY GOVERNMENT AGENCIES

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BUSINESS OPERATION AND DEVELOPMENT STRATEGY

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POST-INVESTMENT CONSULTANCY

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*“Precise Strategy - Optimal Returns,,*

# M&A ADVISORY

Our team of financial advisors with extensive experience and expertise in M&A transactions, have supported Clients across industries and geographies. Whether a given deal is intended to expand scale, acquire new capabilities, pursue promising adjacencies, or facilitate a transformation, we will help our Clients to optimize the opportunities.

Advisory services we will be engaging in each transaction are:

- TRANSACTION TEASER
- TRANSACTION INFORMATION MEMORANDUM
- DEAL STRUCTURING
- IDENTIFICATION OF BUYER/SELLER/PARTNER
- TRANSACTION/JOINT-VENTURE STRATEGY
- ENTERPRISE VALUATION
- FINANCIAL DUE DILEGENCE
- FINANCIAL MODELLING
- DEAL EXECUTION & TERM NEGOTIATION
- SYNERGY ASSESSMENT & ADVISORY



## Sell-Side M&A Advisory

Experienced M&A advisors at NDTC Consulting assist company owners identify financial and personal objectives. Our extensive sector reach could help positioning the company in the market while ensuring a compelling, value-focused message, allowing for a focused and constant dialogue with relevant strategic acquirers, financial investors and private equity groups.



## Buy-Side M&A Advisory

Compounding with a global reach coupled by a local footprint is a disciplined, process-oriented approach to an acquisition search by our M&A advisors, helping your company refine acquisition criteria, identify potential target companies, engage prospective targets and being equipped with the most precise acquisition strategy.



## Joint-Venture Advisory

Our joint venture experts can support you from pre-deal strategy and partner identification through to implementation and governance to power up your joint venture or business combination. We helps companies get more value from these relationships by avoiding common pitfalls throughout the joint venture life cycle a lobortis.

*“Precise Strategy - Optimal Returns,,*



# BUSINESS CONSULTING

Our specialist consultancy team offers unparalleled consulting services and methodologies.

We consult clients on all aspects of a business demand, ranging from establishing commercial partnership and distributorship, transferring technical know-how and patents to other business development requirements.

Consultancy services being employed are:

## INDUSTRY SURVEYS AND RESEARCHES

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## LONG-LIST AND SHORT-LIST OF POTENTIAL PARTNERS

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## TARGET APPROACH & ENGAGEMENT

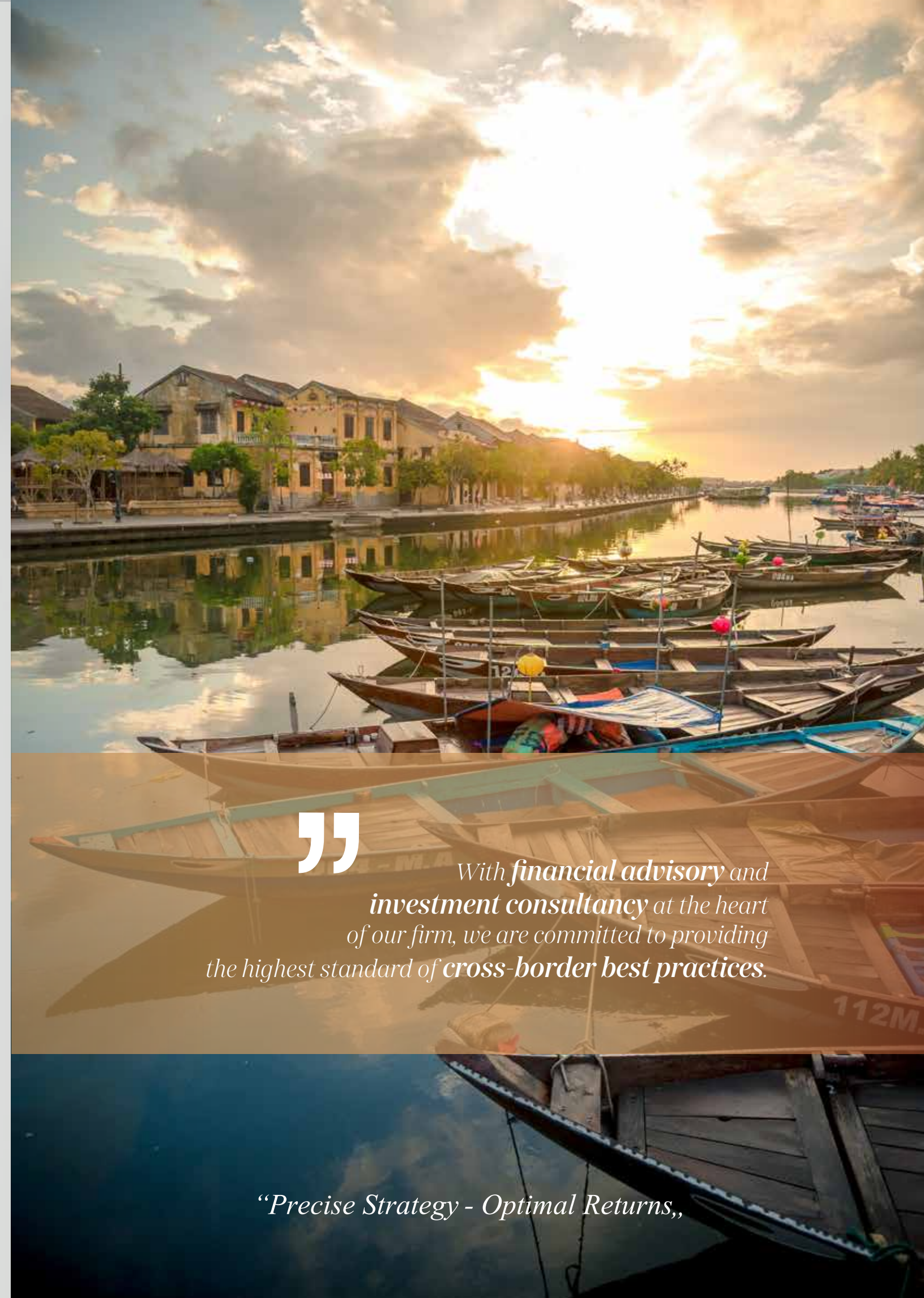
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## DEAL PROMOTION & EXECUTION

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## PERFORMANCE MONITORING & IMPROVEMENT

*“Precise Strategy - Optimal Returns,,*



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*With financial advisory and investment consultancy at the heart of our firm, we are committed to providing the highest standard of cross-border best practices.*

*“Precise Strategy - Optimal Returns,,*



# CONSULTANCY TO INTERNATIONAL G2G PROJECTS

This exclusive professional service of our firm is aimed to enterprises and agencies involved in official development assistance (ODA) projects, government-to-government (G2G) projects and government procurement projects, facilitating increased collaboration between the Vietnamese government and its counterparts.

Our specialist consultancy team offers unparalleled consulting services and methodologies. We advise clients on all aspects of a project: from analyzing current status & demand, identifying and proposing project initiatives, initial planning through to (pre)feasibility study, project evaluation, approvals, negotiations & contracts, implementation & management, ect. and are dedicated to providing a bespoke approach based on the unique requirements of our partners.

Our consultancy to international projects cover the sectors of:

- **FIRE FIGHTING, SEARCH & RESCUE**
- **NATIONAL DISASTER RELIEF**
- **PUBLIC SECURITY & CIVIL DEFENSE**
- **TRAFFIC MANAGEMENT & CONTROL**
- **HEALTHCARE**
- **EDUCATION & TRAINING**
- **ENVIRONMENT PROTECTION & NARURAL RESOURCES**
- **PUBLIC INFRASTRUCTURE**

During the years, NDTC Consulting has always been the prime consulting firm to a large number of international cooperation projects between Vietnamese government agencies and their counterparts as well as involved enterprises from Europe, the United States, Japan, Korea, etc.

# OUR CLIENTS

The founder and professional team of NDTC Consulting firm has been assisting and advising a large number of enterprises including nearly 30 of the Fortune Global 500, MNCs, leading companies from North America, Europe and Asia as well as leading Vietnamese companies regarding their investment projects in Vietnam and overseas.

**MARUBENI**

**CONFINDUSTRIA**

**TOHOKU ELECTRIC POWER**

**DELOITTE**

**SIEMENS**

**RUSSIAN HELICOPTERS**

**YAHOO!**

**SOJITZ**

**VETROTEC**

**EXIMBANK MALAYSIA**

**COCA COLA**

**ERICSSON**

**TEMENOS**

**LG ELECTRONICS**

**GREEN PACIFIC**

**FT TRADECOM SRL**

**KOREMPLAST**

**A. O. SMITH**

**SONY MUSIC**

**AES CORPORATION**

**ROSENBAUER INTERNATIONAL**

**ASCEND GROUP**

**BRITISH TELECOM**

**ELECTRICITY OF VIETNAM**

**VIETNAM AIRLINES**

**SSTC**

**VINCI GROUP**

**ETC.**