



MERGERS & ACQUISITIONS ADVISORY

**SIMPLIFYING
YOUR LEGAL WORK IN VIETNAM**

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Thanh Bui (James Bui)

Managing Partner of PLF Law Firm

Welcome to PLF!

We trust this brochure will assist you in selecting the ideal law firm for your needs. Given the gravity of this decision, we urge you to conduct thorough research and seize any opportunities to gain insights into conducting business in Vietnam.



ABOUT US

Trust us to guide your journey through legal complexities and ensure your success

As a leading international full-service law firm, we specialize in providing comprehensive advisory and transactional services across diverse sectors. Serving 95% international clients, we excel in supporting multinational corporations and businesses from around the world.

With 15 years of experience, we deeply understand the unique challenges of businesses in various industry. Our services cover key areas from Mergers & Acquisitions to Corporate Governance & Compliance, including Company Establishment, Accounting & Tax, and Human Resources – Administration.

To support your business development, we always listen and provide solutions specifically tailored to your needs. We pride ourselves on our ability to simplify complex legal matters, providing pragmatic solutions tailored to meet the specific needs and objectives of our clients.

- ▶ Real Estate
- ▶ Manufacturing
- ▶ E-commerce
- ▶ Retail
- ▶ Fintech
- ▶ Food and Beverage
- ▶ Consumer Products
- ▶ Services
- ▶ Energy, Utilities, Mining, Oil & Gas



OUR TEAM

Local Expertise, Global Reach



INNOVATIVE LAWYERS

PLF has a team of exceptional professionals, each renowned in their respective fields. With a shared commitment to excellence, we stand ready to offer unparalleled legal counsel and unwavering support to our clients.

Our lawyers bring extensive experience in handling cross-border transactions, with a focus on key legal jurisdictions including Taiwan, Japan, ASEAN, Europe, and the US.

At PLF, we are committed to upholding the highest ethical standards and our 5 core values ***"Integrity, Attitude, Responsibility, Commitment, Conscience"*** throughout the client service process.

OUR EXPERTS



JAMES BUI (Mr)
CEO/ Managing Partner



MEGAN NGUYEN (Mrs)
Head of the Legal consulting department



HENRY TRAN (MR)
Senior Financial Counsel



DAVID NGUYEN (MR)
Senior Counsel



HANH NGUYEN (MS)
Senior Financial Counsel



ANNA LE (MRS)
Associate

MERGERS & ACQUISITIONS ADVISORY

INTRODUCTION

M&A is central to corporate growth and private equity investing. M&A enables companies to expand, diversify, innovate and stay competitive.

Cross-border Mergers and Acquisitions (M&A) have been among the most striking international economic phenomena of the last two decades

M&A deal always contain many risks due to hidden internal problems of each party and to rapid integration between the parties once the M&A deal is closed.

Every M&A deal is different, and unlocking its value requires a personalized strategy. Understanding your goals, exploring market opportunities, and assessing how an acquisition or divestiture can enhance your business are essential steps, especially in today's ever-changing environment.



Local Expertise, Global Reach

PLF maintains partnerships with international law firms and consulting companies specializing in accounting, tax, and financial solutions.

As exclusive advisors, we guide our clients through every stage of the M&A process, handling all planning, research, due diligence, closing, and implementation.

WHY PLF FOR MERGERS & ACQUISITIONS ADVISORY

Your Business Legal Advisor in Vietnam

At PLF, we understand these difficulties and core needs in **M&A deals** and can assist in all stages to execute effectively – and maintain harmonious benefits between both parties.

With 15+ years of experience and over 1300 successfully handled cases, we excel in providing tailored legal solutions for diverse clients from multiple industries and countries worldwide.

Our integrated solutions empower decision makers to smoothly navigate the complexities of legal, tax, and operational landscapes.



1400+ case

95% Foreign Clients

15+ Years of Experience

Scan this QR code

Visit our website to access the latest legal guides, news, and articles on M&A in Vietnam.



MERGERS & ACQUISITIONS ADVISORY

BUY/SELL SIDE ADVISORY



SELL SIDE



BUY SIDE

**Integrating operational insight
with finance expertise for
informed decisions.**

- Sell Strategy
- Financial Models
- Buyers Identification
- Negotiation
- Final Documentation

**Identifying and maximizing
value across transaction
lifecycle stages.**

- Identify Opportunity •
- Due Diligence •
- Negotiation •
- Final Documentation •



STAGES TO HELP YOU TO SUCCESSFULLY PERFORM A TRANSACTION

STEP 01

CONSULTANCY

PLF anticipates pre-transaction issues, safeguards your interests, and manages M&A.

STEP 02

TRANSACTION READINESS

PLF finds growth potential aligned with your goals.

STEP 03

DUE DILIGENCE

PLF assists in assessing risks, verifying assets, and ensuring compliance

STEP 04

CLOSING AND AFTER CLOSING

PLF prepares employment plans, engages stakeholders, drafts agreements

MERGERS & ACQUISITIONS ADVISORY

NOTABLE CASES



Consulted and supported **Evolable Asia (Vietnam)**, a key member of the Evolvable Asia Group in Japan, in navigating and executing M&A deals and overseas investments worth nearly 12 million USD.



Consulted and supported **Hybrid Technologies**, a dynamic Japanese-Vietnamese joint venture specializing in software technology, to carry out a M&A transaction worth 1 million USD.



Consulted and supported **PSC International Holdings Pts Ltd**, a leading provider of fast-moving consumer goods (FMCG) in Singapore, to carry out a complex cross-border M&A transaction spanning three jurisdictions, valued at 600.000 USD.



Provided guidance and support to **Global CyberSoft (Vietnam)**, a leading global IT solutions provider with headquarters in the US, during the post M&A phase with Hitachi Consulting, ensuring smooth operational transitions and maximizing the chance of synergies.



Consulted and supported **Punch Entertainment (Vietnam)** operating in the field of producing software products development, to carry out a cross-border M&A transaction, exceeding 500.000 USD.

MERGERS & ACQUISITIONS ADVISORY

WHAT WE DO FOR CLIENT?



RESTRUCTURING

01

Structuring M&A deal

Restructuring before expansion

Optimizing capital structure

Developing M&A, divestiture, and restructuring strategies



DUE DILIGENCE

02

Legal review

HR review

Financial review

Tax assessment

Cyber security analysis



DEAL EXECUTION

03

Legal advisory

Drafting and reviewing

M&A execution support

M&A Deal offer presentation

M&A Deal Closing





OUR CLIENTS

Leaders from all industries



"We have been very pleased with the In-house Counsel service of PLF for nearly 10 years..."

Mr. Ngo Duc Chi - CEO Global CyberSoft

"We're really impressed with the performance of PLF. They are quick, professional and always give clear solutions to our problems..."

Mr. Nguyen Phuoc Hiep - CFO Vglove Khai Hoan



"We appreciate PLF's professionalism, sense of responsibility and especially their creativity whenever we face legal hurdles..."

Country Manager of UL VS Vietnam

"I think PLF put their clients first and as a first timer investing in Vietnam, choosing the right law firm gives me confidence to move my business for ward."

Mr. Colin Braberry - Investor



ACHIEVEMENTS

Top ranked by global legal directories highlights our commitment to maximize your business potential in Vietnam



Notable for M&A and Industrial & Manufacturing
Asialaw Profiles, 2019–2023



Notable for M&A and Banking & Finance
IFLR Asia Awards, 2019–2024



Top tier 5 for Corporate and M&A
The Legal 500 Asia Pacific, 2019



OUR PARTNERS



A leading bank in Asia headquartered in Singapore



One of the premier global real estate agencies and Vietnam's foremost property consultancy.



Premier corporate financial advisory firm



A leading law firm in Thailand and Myanmar





Your Business Legal Advisor in Vietnam

Contact Our Legal Team for Expert Guidance & Support!

COMPANY FORMATION | LICENSING | LABOR & EMPLOYMENT | CO-WORKING SPACE
MERGERS & ACQUISITIONS | DEAL EXECUTION | CORPORATE & TAX ADVISORY | ACCOUNTING
IN-HOUSE COUNSEL | TRADEMARK | DISPUTE RESOLUTION

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To access our website and receive a Free 30-minute consultation
on expanding your business into Vietnam.

