



KPMG Building Construction & Real Estate (BCRE) Consulting

One Stop Shop for Real Estate and Construction Business Needs

KPMG Offers End-to-End Services for Real Estate Business

Land Strategy, joint-venture Project acquisition Partnerships and Development, Funding Planning and Market Monitoring Assessment Legal Funding Standardizing Operational Processes and and Planning reporting **BROAD RANGE** Audit **Project** and Monitoring **Finance** Management/ Tax planning 8 Working Capital structuring Buy / Sell Facility Risk, HR, IT, Customer & <u>Ma</u>nagemen Operations advisory

Capacity building Professional training courses on technical topics

KPMG has a Dedicated Real Estate Practice in Vietnam and Globally

Our global real estate practice of over 5,000 professionals



Experience across more than +35 countries

Access to global expertise and knowledge

Established methodologies, repositories

Dedicated technical - commercial and specialist teams

About 3 decades of local presence with a strong understanding

Proven track record in our sector expertise

We have 29

of presence in Vietnam leading to a strong understanding of the needs of the market and country's Real Estate Sector



We have the depth and track record with providing Audit, Tax, Legal, Consulting and Deal Advisory services to give you absolute confidence

We have a diversified team of **COMMERCIA** professionals with technical experts (civil engineers, architects) and finance experts. We leverage their experience and skill sets to service needs of clients



From managing government relationships to business set up,

we will challenge your thinking and deliver the full capacity of KPMG for you, no matter what your stage of business is.

We understand Real Estate & Construction Business

Real Estate and Construction is a core focus sector for KPMG globally.

We have established methodologies and global knowledge framework which is well-tested across the globe



Services Overview



Management **Reporting System** (MIS)

Design and Automation of Multi Tier Management Reporting Framework - role based for various users including:

- Operational Dashboards (For Operational Level): Project Dashboard, Functional Department Dashboard (Sales, Finance, HR, etc.)
- Regional / BU Level Dashboards (For Middle Management Level)
- CXO Level Dashboards (For Senior Management)



Standard Operating Procedures (SOP)

SOPs for all key functions including the following:

- Strategic Processes: Project Planning and Monitoring, Project Budget and Monitoring
- Operational Processes: Design Management, Project Quality, Project Safety, Sales and CRM, Project Closeout and Handover, Project Procurement and Contract Management
- Support Processes: Human Resource Management, Finance & Accounting, IT Management
- The SOPs include detailed flowcharts, RACI, TATs, process KPIs & Forms and Templates



Control Room/ Centre of **Excellence**

Support in establishing Control Room- a Central Command and Support Centre The services include-

- Roles and responsibilities of Control Room including pros and cons, resources, phasing
- Designing structure of Control Room and placement in overall organization
- Skillset requirement for Control Room, Job Description of key positions, Department KPIs
- Processes required for Control Room functioning



Finance Transformation

- Finance & Accounting Target Operating Model and Automation Solutions
- Planning Budgeting Forecasting
- Corporate Treasury Management
- Working Capital Management
- **Cost Optimization**



ESG

- ESG Trainings
- ESG Due Diligence
- **Green Building Services**
- **ESG Reporting Readiness Assessment**
- Sustainability Reporting



People Function Transformation

- Organization Transformation
- Talent Management
- Workforce Transformation
- HR Transformation



Outsourcing/ Managed Services

- Secondment of Staff
- Managing Function/ Services Based on Specific needs of the client



Trainings

Capacity Building Technical Training Programme on Real Estate leading practice & methodologies



Technology Consulting and Implementation

Technology Enablement

- Digital Transformation / Innovation
- Implementation (ERP, CRM, HRM)
- Digital application development
- Data services (Governance, Analytic, Platform)

Technology Risk

- Cybersecurity / Compliance IT Operation / Governance

Contact us

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