



The Investor Guide to Vietnam's International Financial Centre (IFC)

Contact us

Email: info@kpmg.com.vn



Scan to visit our website: kpmg.com.vn

Stage 01

Strategic awareness & entry consideration

Investors:

Does IFC in Vietnam fit my strategy and risk appetite?

How KPMG can help:

- IFC Readiness & Market Attractiveness Assessment
- Regional & emerging IFC benchmarking
- Market depth, Fx, tax & regulatory diagnostics
- Policy interpretation & investor entry strategy
- Entry scenarios and risk-return framing



Stage 02

Regulatory clarity & risk assessment

Investors:

What risks remain? Are our legal gaps, licensing needs clearly defined?

How KPMG can help:

- Regulatory gap & onshore/IFC treatment review
- Licensing pathways & implementation timelines
- Tax & legal entity structuring (treaty access & BEPS)
- Risk & compliance framework design (AML, sanctions, data privacy)



Stage 03

Establishment & capital commitment

Investors:

Can we set up efficiently and compliantly?

How KPMG can help:

- End-to-end market entry Support
- Incorporation, licensing, capital registration
- Fx, treasury & capital structuring
- Repatriation planning and liquidity management
- Governance & control framework setup
- Board structures, internal controls, reporting



Stage 04

Operations, scaling & market integration

Investors:

Can we scale and operate sustainably within Vietnam's system?

How KPMG can help:

- Operating model & process design
- Front-to-back office alignment
- Technology & digital enablement
- Core systems, RegTech, data governance
- Local market integration advisory
- Partner due diligence and structuring



Stage 05

Ecosystem deepening & value creation

Investors:

Ecosystem deepening & value creation

How KPMG can help:

- Product & market expansion advisory
- ESG, infrastructure finance, private markets
- Policy dialogue & industry engagement
- Thought leadership with regulators and associations
- Performance & value optimization
- Cost efficiency, profitability, risk-adjusted returns



Stage 06

Maturity, reinvestment or exit

Investors:

Do we double down, regionalize, or exit?

How KPMG can help:

- Exit readiness & value enhancement
- Financial, tax, and operational optimization
- Transaction advisory & due diligence
- Buy-side and sell-side support
- Post-deal integration or separation
- Governance, systems, people

