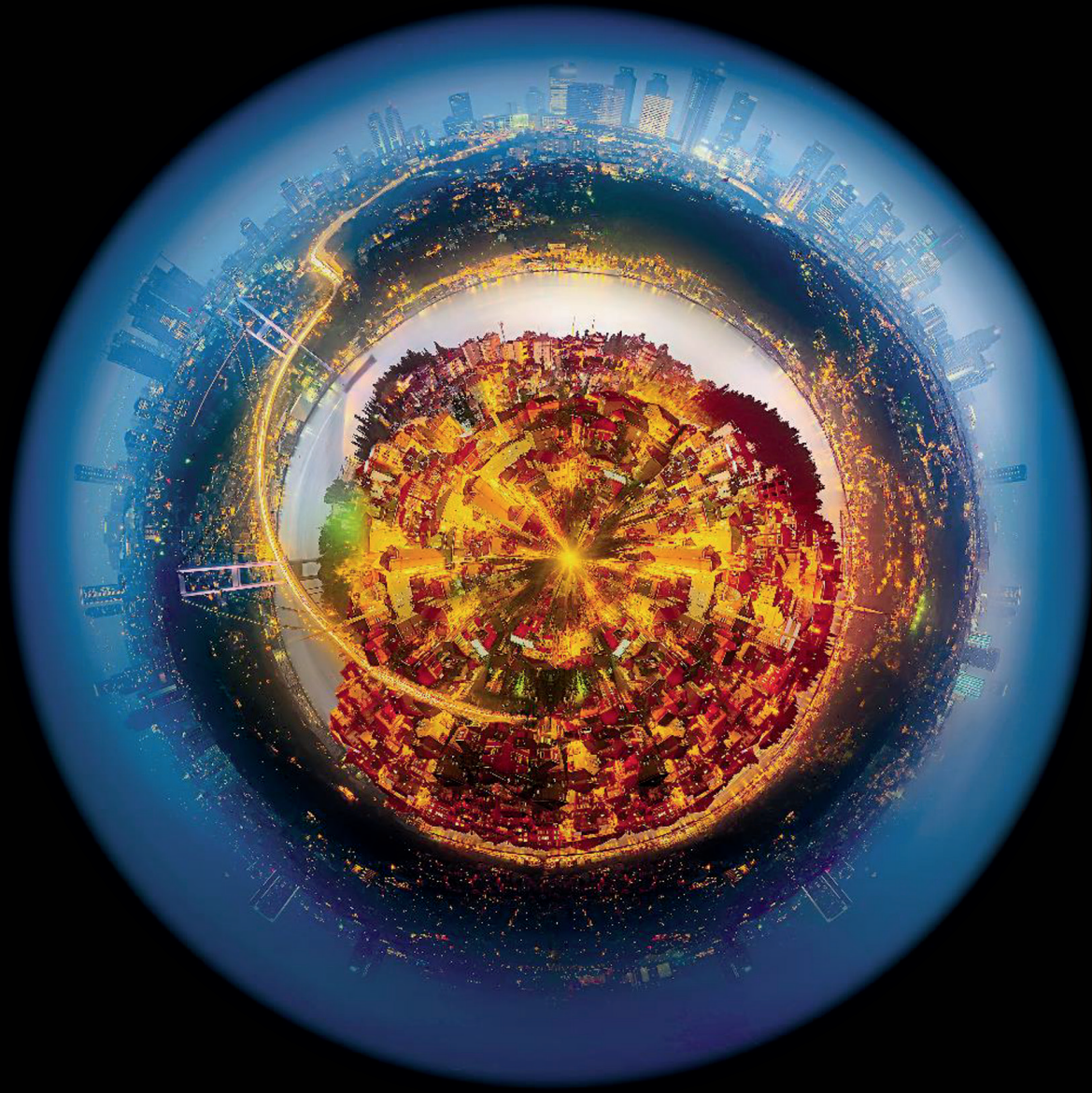


Deloitte.



Readiness.
Assurance. Advisory.
For your capital fund
raising needs

Southeast Asia



What are your considerations?	03
The readiness journey	04
Why Deloitte	06
About Deloitte	10

What are your considerations?

What are your goals?

Are you looking to grow your existing business by increasing current capacity, or through a regional expansion? Do you need equity or debt financing? Are you looking for strategic investors or to take the company public via IPO?



Getting ready

Regardless of intent, it is important to prepare early and be ready to strike when the market opportunity arises.

In determining suitability, companies should consider both the industry and general capital market conditions, which includes the frequency and size of recent fund-raising activities in both the industry and the broader market.

Proper planning for a capital fund raising project, including ensuring the right resources and expertise are in place, will not only pay off, but is also an essential part of being ready for the inevitable change to your business undergoing public demands, leaving you in the best position to focus on what really matters – interacting effectively with potential investors.

Are you ready?



Strategy and planning

- Do you have a clear roadmap to achieve the business expansion and funding goals?
- Are you aware of your gaps?
- Have you planned how to achieve your goals?



Processes and internal controls

- Are your internal controls and procedures adequate to safeguard your assets?
- Are your transactions processing activities scalable to meet the future growth?
- Are your budgeting, planning and forecasting tools adequate to sustain the future state?



Accounting and reporting

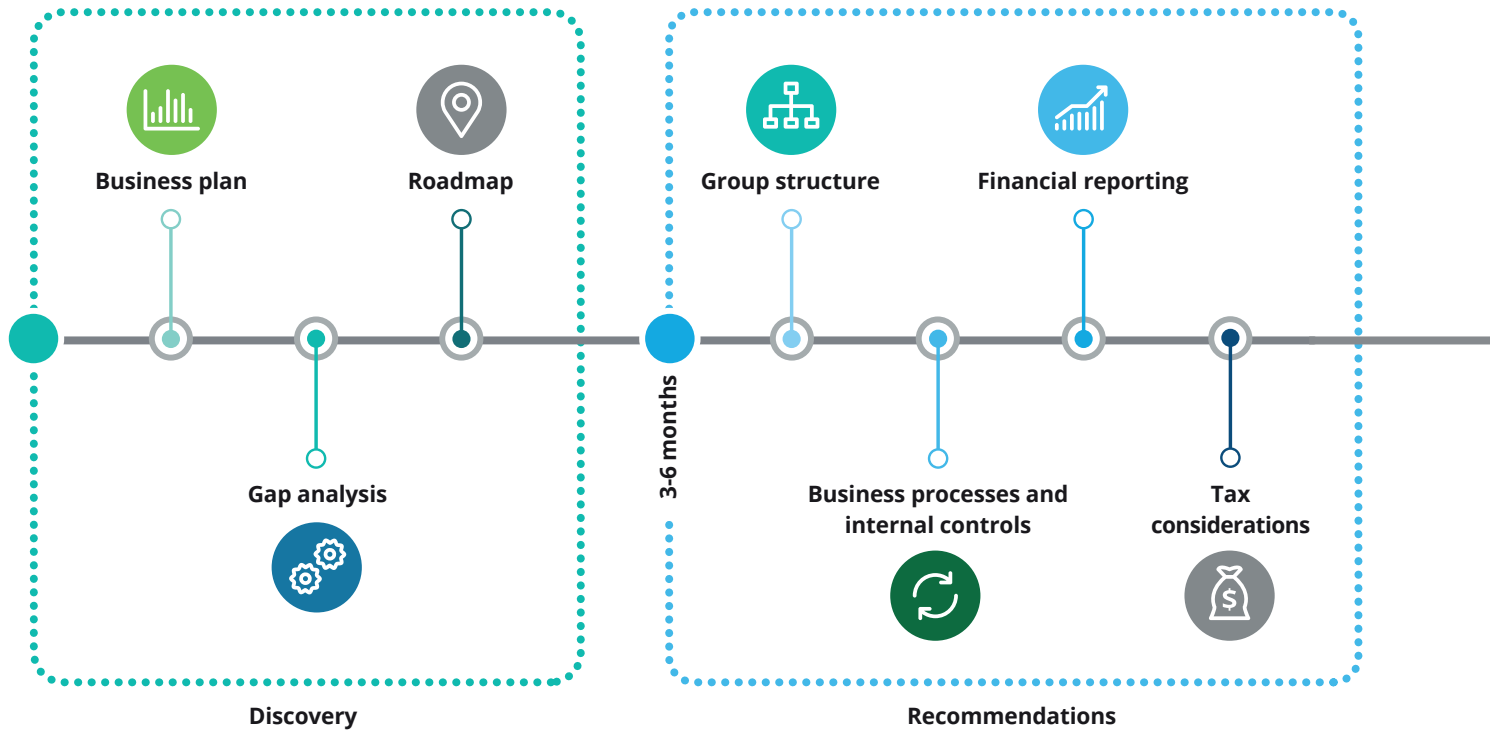
- Do you have adequate visibility and control over the period end closing to financial reporting process?
- Does your financial reporting conform to the appropriate reporting standards and requirements?
- Do your accounting policy choices best reflect the financial position and results of your business?
- Are your Chart of Accounts able to drive value by providing performance insights?
- Is your accounting function at the level of maturity of your peers?



Group structuring and tax

- Is your group structure suited to your needs?
- Will you need to re-look at your tax structure to optimise the tax position?

The readiness journey



Discovery

Business plan

We can discuss your plans, be it expansion into foreign markets, increasing your business capacity, or going public.

Gap analysis

We can assess gaps between the current financial health of your company and the level required to achieve your goals.

Roadmap

We can assist in developing a roadmap tailored to your needs.

Recommendations

Group structure

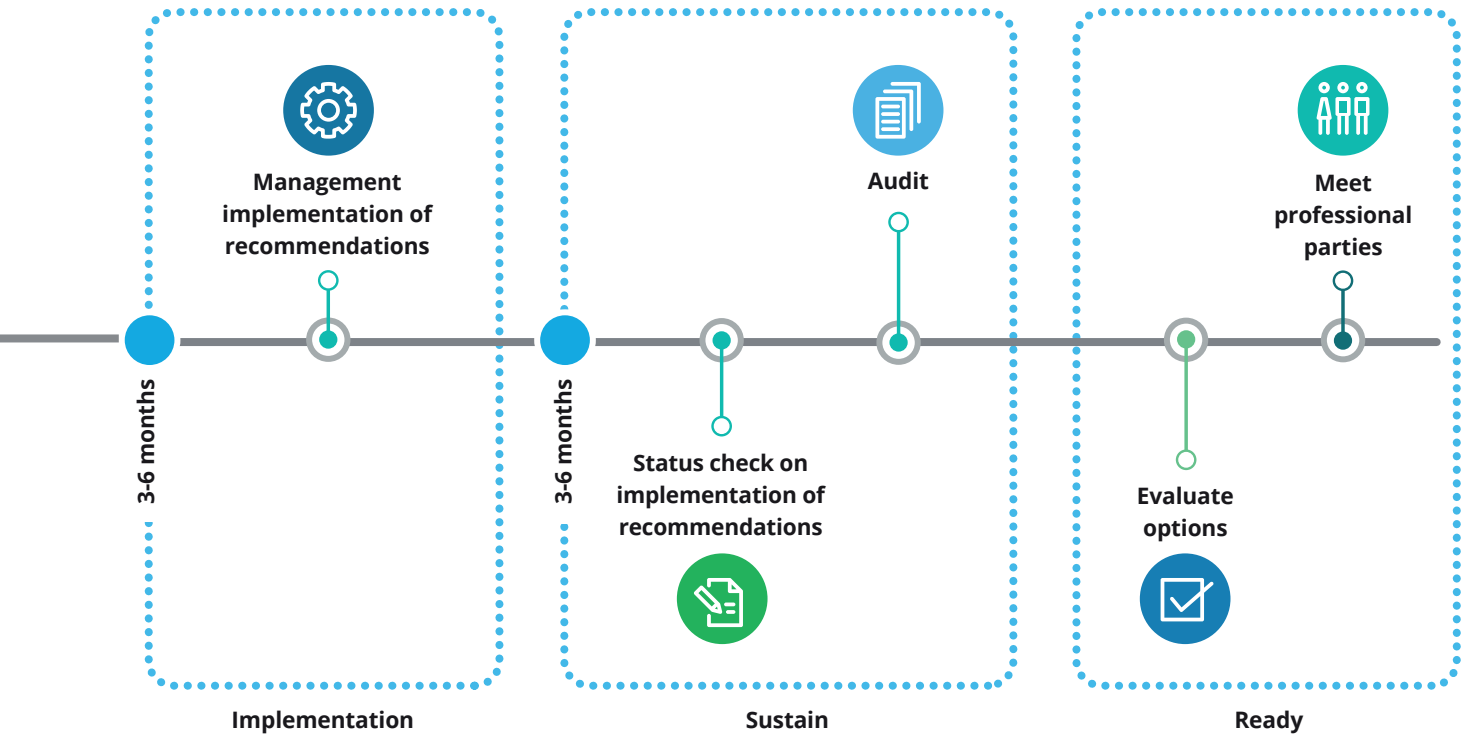
By working with you to identify entities within your portfolio of companies that complement one another, we can harness the synergy between your businesses to **reflect a favourable financial standing**, in a way that would be both tax efficient and appealing to investors. We can also address any potential conflict of interests and inter-company transactions in the new proposed structure.

Business processes and internal controls

We can assess the adequacy of your company's current internal controls and business processes for better accountability, and recommend "best practices" from our experience, for your implementation. We can also recommend ways to improve the processes and structure by which your business and affairs of the company are directed and managed, in order to **safeguard your assets**.

Financial reporting

We can advise you on how to organise and streamline your monthly financial reporting process to facilitate timely reporting to management, as well as improve visibility over your process. We can also advise you using benchmarking of accounting policies to **better reflect your financial results and position**, and to enhance comparability with industry peers. We can work with you to customise a financial reporting and budgeting tool and coach your staff on how to best utilise the tool for effective business planning and budgeting.



Ready

Evaluate options

Based on your needs and level of comfort, we can evaluate the various ways to obtain more financing and to tap on opportunities, including venture capitalists, private equity funds, pre-IPO investors, debt financing, listing on private and public exchanges.

Other professional parties

No matter which financing journey you choose to embark on, we can introduce relevant professional parties to support you.

Advanced planning for capital fundraising can take up to 12 or even 18 months. It is vital that you prepare thoroughly in advance; many IPOs / fund raising projects are delayed – or even fail – because a company has underestimated the amount of work required.

Why Deloitte

Our experience

Our specialists have a wealth of direct experience in successfully preparing companies for capital fund raising and supporting them as the process unfolds. We deploy skilled teams that take a hands-on approach: from the prompt, clear identification of what needs to be done, advising on every step along the way, through to delivering tangible results.

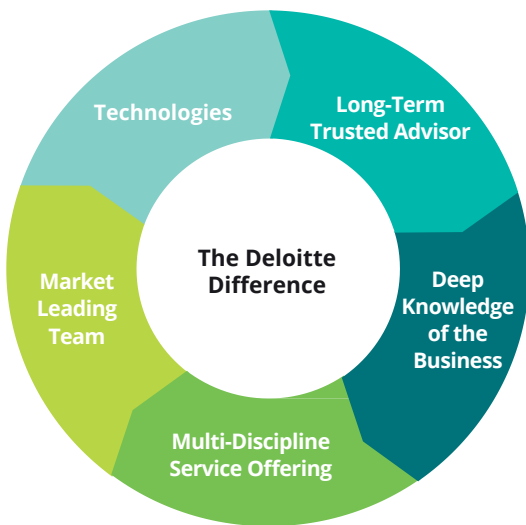
The combination of our specialised team and our significant capital markets experience gives us confidence that we can deliver the most valuable and cost effective solutions to you to enable a smooth and efficient process.

Commitment to excellence

We understand that the quality of our service is a reflection of our team's performance and dedication to our clients. Our specialist teams are committed to being consistently accessible and providing proactive consultative advice and guidance that is responsive to management and valued by our clients.

We ensure that our specialists are available in real time to address our clients' business needs and the complexities of the offering process, and will provide recommendations for emerging issues.

Deloitte uses a holistic framework to ensure your fundamental objectives and desired outcomes are successfully achieved. This is the Deloitte Difference.



A Long-Term, Trusted Advisor: Partnering with our clients as a long-term, strategic advisor committed to achieving their disruptive event objectives.



Deep Knowledge of the Business: Leveraging our deep understanding of the client's business and sector while harnessing the power of Deloitte's global network and sector capabilities.



Multi-Discipline Service Offering: Highly experienced professionals from multiple service lines under one roof - utilising an integrated and client-centric approach towards positioning companies to undergo successful disruptive events, while creating significant value along the way.



Market Leading Team: Dedicated team of professionals from Equity Capital Markets, Financial Reporting, Risk, Tax, Corporate Finance and Consulting backgrounds.



Deloitte Technologies: Market-leading audit and analytics tools that leverages on technology to improve efficiency and effectiveness, for more robust assurance services with value-adding insights.

Our credentials – equity offerings

Listings on Southeast Asia exchanges (2017 – 2022)



SNS Network Technology Berhad
Bursa Malaysia ACE
Listed on 2 Sep 2022
Market cap: RM403mil
Fund raised: RM91mil



PT Arkora Hydro Tbk
IDX Pengembangan
Listed on 8 July 2022
Market cap: IDR879bil
Fund raised: IDR173bil



Clover Power Public Company Limited
SET Main Board
Listed on 2 Sep 2021
Market Cap: THB5.1bil
Fund raised: THB1.2bil



Ngeri Tid Lor Public Company Limited
SET Main Board
Listed on 26 April 2021
Market Cap: THB84.6bil
Fund raised: THB 33.1bil



G.H.Y Culture & Media Holding Co., Limited
SGX Mainboard
Listed on 18 Dec 2020
Market cap: S\$709 mil
Fund raised: S\$122 mil



Credit Bureau Asia Limited
SGX Mainboard
Listed on 3 Dec 2020
Market cap: S\$214 mil
Fund raised: S\$28 mil



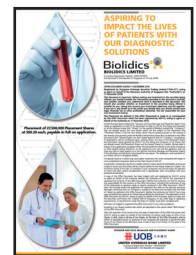
United Hampshire US REIT
SGX Mainboard
Listed on 12 Mar 2020
Market cap: US\$ 395 mil
Fund raised: US\$ 310 mil



Memiontec Holdings Ltd.
SGX Catalyst
Listed on 5 Mar 2020
Market cap: S\$50 mil
Fund raised: S\$8 mil



Kim Hin Joo
Bursa Malaysia
Listed on 8 Jul 2019
Market cap: RM133mil
Fund raised: RM57.2mil



Bolidics Limited
SGX Catalyst
Listed on 19 Dec 2018
Market cap: S\$67.9mil
Fund raised: S\$7.7mil



Synagie Corporation Limited
SGX Catalyst
Listed on 8 Aug 2018
Market cap: S\$70.7mil
Fund raised: S\$11.6mil



PT MAP Aktif Adiperkasa Tbk.
IDX Pengembangan
Listed on 5 July 2019
Market cap: IDR5,958bil
Fund raised: IDR898bil



DOD Biotech Public Company Limited
SET Mai
Listed on 20 Jun 2018
Market cap: THB3.8bil
Fund raised: THB1.0bil



Cromwell European REIT
SGX Mainboard
Listed on 30 Nov 2017
Market cap: S\$1.4bil
Fund raised: S\$889mil



No Signboard Holdings Ltd
SGX Catalyst
Listed on 30 Nov 2017
Market cap: S\$129.5mil
Fund raised: S\$35mil



PT Garuda Maintenance Facility Aero Asia Tbk
IDX Utama
Listed on 10 Oct 2017
Market cap: IDR1,129bil
Fund raised: IDR1,129bil



NetLink NBN Trust
SGX Mainboard
Listed on 19 Jul 2017
Market cap: S\$3.13bil
Fund raised: S\$2.45bil



HRnetGroup Limited
SGX Mainboard
Listed on 16 Jun 2017
Market cap: S\$866.8mil
Fund raised: S\$183.8mil



Sanli Environmental Limited
SGX Catalyst
Listed on 8 Jun 2017
Market cap: S\$60.4mil
Fund raised: S\$11.7mil



Dasin Retail Trust
SGX Mainboard
Listed on 20 Jan 2017
Market cap: S\$439.7mil
Fund raised: S\$153.9mil

Our credentials – equity offerings

Listings on cross-border stock exchanges (2017 – 2022)



Super Hi International Holding Ltd.
HKEx Main Board
30 Dec 2022



TDCX Inc.
NYSE
30 Sep 2021



Legion Consortium Limited
HKEx Main Board
30 Dec 2020



S&T Holdings Limited
HKEx Main Board
19 Sep 2019



Khoon Group Limited
HKEx Main Board
5 Jul 2019



AM Group Holdings Limited
HKEx Main Board
26 Jun 2019



TS Wonders Holding Limited
HKEx GEM
14 Jan 2019



Hon Corporation Limited
HKEx GEM
7 Nov 2018



K Group Holdings Limited
HKEx GEM
13 Aug 2018



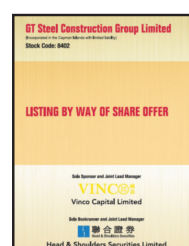
Grindrod Shipping Holdings Ltd.
NASDAQ / JSE
18 Jun 2018



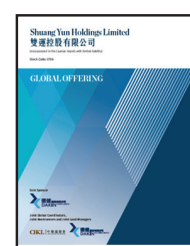
HKE Holdings Limited
HKEx Main Board
18 Apr 2018



ISP Global Limited
HKEx GEM
16 Jan 2018



GT Steel Construction Group Limited
HKEx GEM
17 Nov 2017



Shuang Yun Holdings Limited
HKEx Main Board
15 Nov 2017



Kakiko Group Limited
HKEx Main Board
17 Oct 2017



RMH Holding Limited
HKEx GEM
13 Oct 2017



BHCC Holding Limited
HKEx Main Board
12 Sep 2017



BGMC International Limited
HKEx Main Board
9 Aug 2017

Our credentials – debt offerings and rights issues

Debt offerings and rights issues on Southeast Asia Exchanges (2017 – Feb 2023)



PT Barito Pacific Tbk
IDX
Bond Issuance
February 2023



PT Indonesia Prima Property Tbk
IDX
Rights Issue
December 2022



PT Semen Indonesia (Persero) Tbk
IDX
Rights Issue
December 2022



PT Semen Indonesia (Persero) Tbk
IDX
Bond Issuance
November 2022



PT Chandra Asri Petrochemical Tbk
IDX
Bonds issuance
August 2022



PT Bussan Auto Finance
IDX
Bonds issuance
2022



PTT Global Chemical Public Company Limited
SGX
US\$3b Global Medium Term Note Program 2022



Bangkok Bank Public Company Limited
SGX
Global Medium Term Note Program 2021



PTT Global Chemical Public Company Limited
SGX
US\$2b Global Medium Term Note Program 2021



PT Chandra Asri Petrochemical Tbk
IDX
Rights Issue
2022



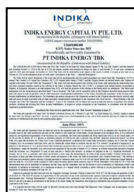
PT Barito Pacific Tbk
IDX
Bond Issuance
2021



PT Pakuwon Jati Tbk
SGX
Bond Issuance
2021



PT Gajah Tunggal Tbk
SGX
Bond Issuance
2021



PT Indika Energy Tbk
SGX
Senior Notes
2020



PT Bank Panin Dubai Syariah Tbk
IDX
Rights Issue
2020



PT Chandra Asri Petrochemical Tbk
IDX
Bonds issuance
2020



PT Bussan Auto Finance
IDX
Bonds issuance
2020



Superluck Properties Pte Ltd
SGX
Multicurrency Medium Term Note Programme
2019



SINGTEL GROUP TREASURY PTE. LTD.
SGX
Euro Medium Term Note Programme
2018, 2017



Yanlord Land (HK) Co., Limited
SGX
Senior Notes
2019, 2018, 2017



PT Chandra Asri Petrochemical Tbk
IDX
Shelf Registration Bonds
2018



PT Wijaya Karya (Persero) Tbk
SGX
Senior Notes
2017



PT Indika Energy Tbk
SGX
Bond Issuance
2017



PT Paiton Energy
SGX
Bond Issuance
2017



PT Chandra Asri Petrochemical Tbk
SGX
Senior Notes
2017



PT Gajah Tunggal Tbk
SGX
Senior Notes
2017



PT Agung Podomoro Land Tbk
SGX
Senior Notes
2017



Geo Coal International Pte. Ltd.
SGX
Senior Notes
2017



PT MNC Investama Tbk
SGX
Bond Issuance
2017

About Deloitte

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Deloitte provides audit, consulting, financial advisory, risk advisory, tax and related services to public and private clients spanning multiple industries. With a globally connected network of member firms in more than 150 countries and territories, Deloitte brings world-class capabilities and high-quality service to clients, delivering the insights they need to address their most complex business challenges.

Deloitte's more than 345,000 professionals are committed to make an impact that matters.

As the world's largest professional services network, Deloitte has the depth and breadth of resources to serve your Company/Group in all your current locations and support your future growth.



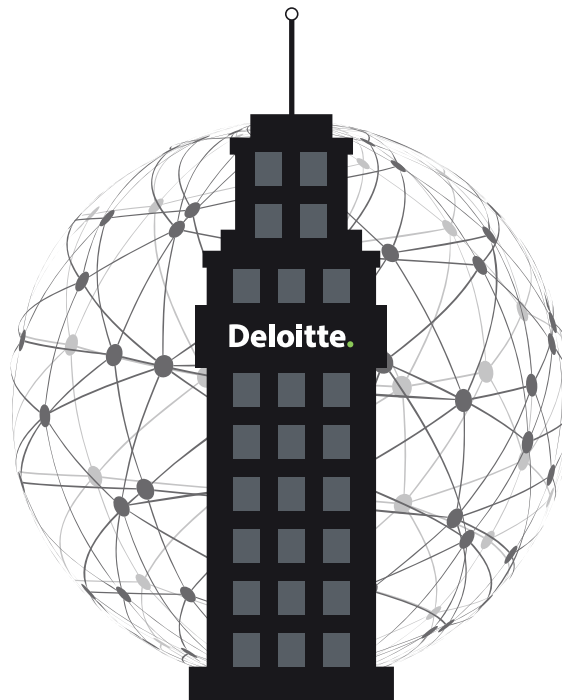
HEADCOUNT

Approximately
345,000
people in more than
150 countries globally
across 750 locations



FY22 REVENUE

US\$59.3BN



STAFF AND PARTNERS IN ASIA PACIFIC

64,500



OPERATING AS ONE FIRM IN SEA

With more than
11,671
people in 25 offices

Deloitte Asia Pacific and Southeast Asia



With over 64,500 staff and partners serving the needs of companies in the region, Deloitte Asia Pacific is the third largest member firm in the Deloitte network, extending across China, Japan, South Korea, Australia, Southeast Asia and New Zealand, and is a significant step towards achieving our regional aspiration to become undisputed leaders in professional services.

■ Locations with Deloitte presence

■ Deloitte Southeast Asia locations

Deloitte Southeast Asia has offices in Brunei, Cambodia, Guam, Indonesia, Lao PDR, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam.

Deloitte in Asia Pacific (not represented on the map) also includes Kazakhstan, Kyrgyzstan, Mauritius, Tajikistan, Timor-Leste and Uzbekistan.

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