

Clearer decisions. Stronger execution.

Senior-led advisory for companies, investors and institutions entering, operating and growing in Vietnam and China.

01

Vietnam

Country-specific evidence.
Connected regional decisions.

02

China

START WITH THE BUSINESS QUESTION

What needs to be understood, challenged or coordinated before your team commits?

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CONNECTED CAPABILITIES

Five areas of support. One coherent decision process.

The scope follows the decision, not a fixed package. Agree the country, activity, evidence requirements, responsibilities and intended outputs before work begins.

01 Market entry and company setup

Compare customer access, routes to market, partners and establishment workstreams in Vietnam or China. Connect the preferred option with a phased launch plan.

02 Market intelligence and commercial diligence

Test demand, competitors, customer relationships and channel assumptions. Build an evidence register that distinguishes verified findings from estimates and unresolved questions.

03 Transactions and strategic partnerships

Examine strategic fit, counterpart capabilities and the commercial thesis behind an acquisition or partnership. Coordinate diligence priorities and transition dependencies within an agreed mandate.

04 Operations and supply chain

Assess operating responsibilities, suppliers, handovers and delivery requirements. Connect sourcing and organisational choices with practical implementation owners and review points.

05 Tax, accounting and compliance coordination

Organise reporting responsibilities, information needs and specialist workstreams. Identify the qualified professionals responsible for country-specific regulated advice, filings and assurance.

FROM SCOPE TO FOLLOW-THROUGH

Evidence you can review. A next step you can own.

The work may begin with one focused uncertainty or connect several commercial and operational workstreams. Deliverables and implementation support are agreed for the assignment.

01 / DEFINE

Frame the decision

Clarify the objective, alternatives, timetable and exclusions. Agree which information can change the next management decision.

02 / VALIDATE

Build and challenge evidence

Use relevant research, stakeholder discussions and agreed verification. Record access limitations and assumptions that remain untested.

03 / DECIDE

Make options comparable

Bring findings, trade-offs and specialist input together. Identify the conditions that would justify commitment, a revised plan or a stop decision.

04 / MOBILISE

Prepare practical delivery

Name owners, sequence dependencies and set review milestones. Further coordination or implementation support requires an explicit scope.

SECTOR LENSES

Advanced manufacturing • Technology and digital infrastructure
Energy and infrastructure • Agribusiness and food
Consumer products and retail • Healthcare and life sciences

WORKING WITH MEKONG PARTNERS

Start with a short outline.

You do not need a final investment plan to begin. Share a non-confidential description of the business question and the decision your team needs to make.

YOUR OBJECTIVE

The product, activity or investment opportunity, intended customers and the result you are working towards.

YOUR GEOGRAPHY

Vietnam, China or a defined cross-border question. Identify the locations and operating relationships that matter.

YOUR DECISION STAGE

Exploring, validating, preparing a commitment or strengthening execution. Add the timetable and principal uncertainties.

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Cambodia: a planned next chapter. Our expansion plans include proposed REF 2026 participation and intended business and institutional dialogue. Meetings and new capabilities remain subject to confirmation; no government endorsement or established Cambodian office is implied.

Begin without confidential documents. Agree appropriate confidentiality arrangements and scope before sharing sensitive material. General commercial advisory does not replace regulated legal, audit, tax, technical or investment opinions from qualified specialists.