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DEALSTREETASIA: Vietnam's PE landscape improves, SOE opportunities uncertain

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Nguyen Thi Bich Ngoc's (DEALSTREETASIA) report on the state of Vietnam's PE landscape in 2017 features our on-going work on the role of private equity in Vietnam's economic growth. The market shows signs of improvement with much more potential to capture.

The article also features excerpts from Reddal's recent research focusing on VC and PE opportunities in Vietnam, to which Giao Le, Tram Nguyen, Samppa Sipilä and Per Stenius contributed. PE dealflow in 2017 is on track to surpass last year volumes with some concerns in sector focus and delays in SOE privatization. The market development echoes our opinion that the Vietnamese PE market is not yet ready for advanced value creation levers. However, we continue to stress the need for PE investors to actively look for opportunities to unlock value creation potential in domestic manufacturing SMEs.