

VIETNAM: Trading and Distribution Market Entry Strategies, Investment Laws and Tax Planning

Monday 14th March 2011
Pullman Hotel, Bangkok

Opportunities (and Challenges) for the Distribution Sector in Vietnam

Vietnam remains one of the most exciting investment destinations for Thai companies to expand their trading and distribution footprint. Large foreign players have entered Vietnam with market liberalization under Vietnam's WTO commitments, and lately, 100% foreign-owned trading and distribution companies could be set up effectively. Foreign investors have also collaborated with Vietnamese partners using many workable and time-tested business structures to effectively tap into the dynamic market in Vietnam.

Challenges remain - unpredictable policies and implementation in the trading and distribution sector at the local level, bureaucratic hurdles, and onerous tax compliance procedures. Inflation and the risk of currency devaluation remain serious macroeconomic concerns.

What are the relevant laws and regulations for various market entry strategies? What are the controlled industries and product categories? Could foreigners actually set up a 100%-owned distribution company? What are the important regulations and practices in importation that one needs to be aware of? How does one make a joint venture work while managing strategic risks? For companies that wish to conduct direct trade without setting up a corporate entity in Vietnam, what would be the limitation? Would a representative office work?

And what are the opportunities available for the multilevel marketing and direct selling companies, and the requirements for establishing the business in Vietnam?

Foreigners also face challenges in Vietnamese financial management, complying with complicated taxation regulations and profit repatriation. With the scarcity of experienced English-speaking accountants made more

challenging by the complexities and unpredictability of Vietnamese tax and foreign exchange policy, running foul of Vietnamese taxes and regulatory compliance can be a potential nightmare for foreign investors.

Who Should Attend

- CEO and COO
- Directors, business owners and professionals
- Business development / sales and marketing directors and managers
- CFO, Financial controllers and managers
- Corporate affairs and legal directors and managers
- Advisors and consultants

Hot Topics!

- Case study – what work and what don't in structuring trading / distribution business
- Vietnam Investment and Enterprise Law and WTO commitments for the trading and distribution sectors
- Market entry strategies for trading and distribution – structuring your investment
- Collaboration with Vietnamese partners – have a working business structure while protecting your investment
- Representative office – what would be the limitations?
- Importing goods into Vietnam – licensing, product registration and typical challenges
- Regulations on direct sales / multilevel marketing and e-commerce
- Business structure and the management of foreign exchange and credit risks
- Corporate tax planning and compliance
- VAT and custom duties
- Accounting and financial management
- Profit repatriation strategies

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In association with: PLG Management Consultants Company Limited, 230 Thosapol Land Bldg II
9th Floor, Rachadapisek Road, Huaykwang, Bangkok 10320, Thailand

Speakers / Consultants



Lim Chor Ghee

Executive Director of VIETVALUES Consulting Group, strategic associate of Tricor Group in Vietnam. He is involved in foreign direct investment advisory, tax planning, and outsourced payroll and accounting services. He has serviced many foreign companies for their business expansion into Vietnam.

Chor Ghee is regularly invited to speak at conferences and workshops on Vietnam investment and cross-border financial management and tax planning in Singapore, Hong Kong, Europe, Malaysia and Vietnam.

He was the Vice President for a multinational company listed in Hong Kong with turnover of more than USD1.5 billion in 2001 /2002. At that time, he managed the group's legal and corporate affairs for business operations in more than 15 countries. Earlier, he trained with international accounting firms Coopers & Lybrand and Price Waterhouse.

He graduated with several master and bachelor degrees in accounting, business management, e-commerce and political science, and is a member of several professional accountancy bodies and international business association in USA, Australia and Malaysia.

Supporting Organizations



VIETVALUES Audit and Consulting
(www.vietvalues.com)

VIETVALUES Audit & Consulting Group provides investment consulting, auditing, taxation, M&A, valuation / appraisal and accounting services. The Group has more than 200 professional staff in Ho Chi Minh City, Hanoi and 8 other offices throughout Vietnam.

Our engagement partners and consultants are accounting, finance and legal professionals who are well-equipped to address your business

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needs in leveraging opportunities while meeting the challenges of operating in Vietnam.

We speak Vietnamese, English and Chinese, and service foreign and Vietnamese clients in the following areas.

- Audit and Assurance
- Tax Advisory and Compliance Services
- Accounting and Book-keeping
- FDI Advisory and Investment License Application
- M&A and Business Valuations
- Construction audit and accounting



The Tricor Group's senior management team comprises former anchor personnel, directors and partners of major international accounting and professional firms. It boasts staff strength of over 1,400 and offices in 12 countries/territories. With such qualities, one can easily see why the Tricor Group consistently delivers high quality solutions to our clients. Effective from January 2011, VIETVALUES Consulting becomes the strategic associate for Tricor Group in Vietnam.

Registration Details

Early Birds! Pay By 28th February 2011

THB 6,800 per person
(10% discount for groups of 3)

Normal Price

THB 8,800 per person
(10% discount for groups of 3)

Note: Price excludes 7% GST

Event Consultants

In Thailand:

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Organized by:

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PELIGO Advanced Learning Academy



A regional alliance of conference organizers and training companies that brings to you strategic financial and business management programs aimed at equipping professionals with global managerial skills. Our event producers have many years of experience in putting together contemporary conference and workshop topics for highly targeted audience. We invite expert speakers who are practicing consultants, senior corporate executives and distinguished academics with extensive experience in the areas of cross border financial management, international tax planning, corporate finance, strategic management and applied accounting. Over the years, we have received the continuous support from our clients and sponsors that include major public listed and multinational companies, large enterprises, government bodies and established consulting firms in the region.

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Website: www.plconsult.com/



PLG MANAGEMENT
CONSULTANTS
COMPANY LIMITED is
a business advisory firm
established in 1993 by
four partners. We provide professional consulting
services to corporate entities seeking services

and advice related to accounting, tax, legal and managerial practices and issues in Thailand.

Formed in 1996, PLP Auditing Office is a certified public accounting firm offering financial audit and review services. As our foreign client base was growing at a rapid rate over the years, in July 1999, we joined the MSI Global Alliance(MSI). MSI is one of the world's leading international alliances of independent legal and accounting firms, with over 250 member firms in 100 countries. This is to ensure that we are strategically allied with professional partners and colleagues at a global level.

In June 2001, our group became an official member of the Thai Chamber of Commerce.

Past Vietnam Investment Road-Shows

- INVEST VIETNAM: Business Opportunities, Applying for Licenses to Set Up Business and Managing Business, 17 January 2011
Legend Hotel, **Kuala Lumpur**
- VIETNAM - Investment Licensing, Company Set Up and Effective Management & Control, 22 October, 2010, Legend Hotel, **Kuala Lumpur**
19 August 2010, Peninsular Excelsior Hotel, **Singapore**
- VIETNAM: Foreign Contractors and Service Providers - Licensing and Business establishment, Tax Planning and Financial Management
29 June 2010, Peninsular Excelsior, **Singapore**
11 June 2010, Legend Hotel, **Kuala Lumpur**
- VIETNAM: Expand Your Retail & Distribution Channel, Market Entry Strategies, Investment Laws and Tax Planning
19 March 2010, Pullman Hotel, **Bangkok**
- VIETNAM: Accounting, Auditing and Tax Compliance for 2009 Year End Closing (Foreign Invested Enterprises)
1 March 2010, Legend Hotel, **Kuala Lumpur**
- VIETNAM: Setting up a Company, M&A, Tax Planning and Financial Management for Foreign Investors
3rd June 2010, Manhattan Hotel, **Jakarta**
25 Jan 2010, Legend Hotel, **Kuala Lumpur**
- Accounting, Auditing and Tax Compliance for Year End Closing For Foreign Enterprises in Vietnam
4 Dec 2009, New World Hotel, **Ho Chi Minh City**
- VIETNAM: Setting up a Company, Tax Planning and Financial Management for Foreign Investors
30 Nov 2009, Pullman Hotel King Power, **Bangkok**

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Sign Me Up! Registration Form

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	<u>Name</u>	<u>Email</u>	<u>Designation</u>
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____

(10% discount applies to group of 3 or more)

Company: _____

Address: _____

Telephone: _____ **Fax:** _____

Email: _____ **Contact Person:** _____

Do you have an existing business operation in Vietnam? YES / NO

Payment / Terms & Conditions

- Invoice shall be raised by **PLG Management Consultants Co., Ltd** upon registration.
- Confirmation of attendance is subject to receipt of full payment. No cancellation will be allowed after confirmation, but substitutes are allowed. The management have right to change the date / venue of the event (in unavoidable situation) with notice to be given in advance to participants.

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0830 - 0900	Registration
0900 - 1030	<ul style="list-style-type: none"> • Case study – what work and what don't in structuring trading / distribution business • Vietnam Investment and Enterprise Law and WTO commitments for the trading and distribution sectors • Market entry strategies for trading and distribution – structuring your investment
1030 – 1100	Coffee break
1100 – 1300	<ul style="list-style-type: none"> • Collaboration with Vietnamese partners – have a working business structure while protecting your investment • Representative office – what would be the limitations? • Importing goods into Vietnam – licensing, product registration and typical challenges
1300 – 1430	Lunch
1430 – 1530	<ul style="list-style-type: none"> • Case study and Q&A • Business structure and the management of foreign exchange and credit risks • Regulations on direct sales / multilevel marketing and e-commerce
1530 – 1600	Coffee break
1545 – 1700	<ul style="list-style-type: none"> • Corporate tax planning and compliance • VAT and custom duties • Accounting and financial management • Profit repatriation strategies