

## **DOING BUSINESS IN VIETNAM**

### **Business Opportunities & Market Entry Strategies**

### **Legal, Taxation and Business Issues**

**Empire Hotel, Subang Jaya**  
**Friday, 13<sup>th</sup> May 2016 (0900 – 1230)**

#### **Why Vietnam?**

- 92m people, young, dynamic and eager to embrace modern lifestyles
- Trans-Pacific Partnership (TPP), RCEP / AEC 2015 – Vietnam is an excellent manufacturing hub for labour intensive production for exporting to USA / Europe / ASEAN. Large production facilities of major multinationals are relocating to Vietnam from China (mobile phones, electronics, garments / textiles)
- Increasing sophistication of consumer tastes and demands as more and more Vietnamese people travel abroad and become exposed to foreign brands and international experience;
- Continuing liberalization of investment and business regulations in Vietnam;
- Years of protectionism and bureaucratic challenges have hindered the development of large scale investment by multinational corporations, leaving gaps of opportunities for small to mid-sized players in many investment sectors;
- Extensive investment in infrastructure and utility, opening up vast tract of the country for rapid economic development.

With the introduction of New Enterprise Law / New Investment Law that took effect from 1 July 2015, Vietnam continues swiftly along the road of economic liberalization. Many business sectors under Vietnam's WTO commitment also see local equity condition lifted at the end of 2014. And with TPP and AEC, we are witnessing the opening of a new floodgate of foreign investment into Vietnam!

#### **Executive Briefing - Hot Topics!**

- An update on the economic and business environment in Vietnam in 2016
- Attractive Business Sectors for foreign investors
- Updates on the New Investment / Enterprise law
- Survey of typical operating costs in HCMC and Hanoi – rental, salary, office rental and living costs
- Market entry strategy for trading and distribution business and contracting services:
  - Independent distributors and agents;
  - Representative Office;
  - Joint ventures;
  - 100% or foreign controlled subsidiary;
- Understanding the regulatory and administrative steps in getting investment license for foreign investors
- Vietnamese partners and distributors – understanding Vietnamese business culture and practices for managing effectively. What works and what doesn't
- Legal, management and control structure of companies in Vietnam
- Taxation, profit repatriation and exchange controls
- Highlights on employment and expatriate matters – work permits, visas and personal income taxation

## Who Should Attend

- CEOs and Directors of companies with Vietnamese operations
- CFO, Financial controllers and accountants
- Corporate affairs, legal and company secretarial officers
- Consultants advising their clients on Vietnam investment

## Speaker / Consultant



### Lim Chor Ghee

**Executive Director, Tricor Vietnam**  
**Co-Founder, IMM Group**

Based in Vietnam since 2007, Chor Ghee has supported many foreign companies in entering Vietnam through M&A and new investment licensing application, as well as providing taxation, financial management and business advisory support for multinational clients.

He has successfully developed an advisory and accountancy practice that has since March 2014 merged into Tricor Vietnam Co., Ltd.

He is also the co-founder of IMM Group - an investment advisory group that focuses on the business migration and wealth management needs of high net worth Vietnamese.

Prior to starting his business ventures in Vietnam, Chor Ghee worked in professional practice and commerce. He started his accounting and advisory career with Coopers & Lybrand / Price Waterhouse in Kuala Lumpur from 1993-1996. He then joined Star Cruises Limited (Hong Kong-listed hospitality and leisure group) as an accountant and left as the Group's Vice President (Legal and Corporate Affairs) in 2002. During his tenure, he managed legal, taxation, and corporate affairs for the group's business operations that spanned more than 15 countries.

Professionally Chor Ghee is a member of the CPA Australia, Malaysian Institute of Accountants and Chartered Institute of Taxation. He holds several postgraduate academic qualifications from distinguished universities in Australia and UK.

## Supporting Organizations



Tricor Group ("Tricor"), a member of The Bank of East Asia Group, is a global provider of integrated Business, Corporate and Investor Services. As a business enabler, Tricor provides outsourced expertise in corporate administration, compliance and business support functions that allows clients to concentrate on what they do best - Building Business.

Tricor Vietnam offers one-stop compliance and advisory services in Vietnam. Tricor professionals are experts in market entry, compliance services and advisory functions. Our specialists in Vietnam provide a comprehensive range of services including:

- Vietnam Market Entry & Business Advisory
- Investment Certificate licensing and company formation, corporate secretarial and administrative services
- Representative office set up and compliance
- Advisory on loan registration and profit repatriation
- Accounting and book-keeping (IFRS and VAS)
- Tax advisory and compliance services
- Mobility and expatriation services (work permit, residence visa and expatriate tax planning)
- Payroll outsourcing and Human Resources Consulting
- Treasury management
- Financial and tax due diligence

Tricor Vietnam maintains offices in Ho Chi Minh City and Hanoi.



IMM Group serves the investment and business needs of high net worth Vietnamese, specializing in business migration, wealth management, tax planning and property management services. We are one of the top business migration firms in Vietnam, having pioneered the Canadian and USA EB-5 migration program since 2005. We support our Vietnamese clients with business matching and investment brokerage with foreign partners.

With about 40 consultants in HCMC and Hanoi, we are the exclusive partners in Vietnam of some very established regional centers and property developers in USA and Europe.

[www.immgroup.com.vn](http://www.immgroup.com.vn)

Event Organizer  
**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.



Your business and investment link to the Mekong region

Indochina Link derives its synergies from the alliance of regional business advisors, lawyers, accountants and entrepreneurs who are committed to intensifying business and investment link in the Indochina region.

Our alliance members are strong believers of further economic integration in the greater Mekong region. We see vast opportunities offered in this region of abundant natural resources and dynamic population that complements the economic and financial clout of vibrant East Asian economies.

The alliance was inceptioned in Vietnam in 2007. We have organized many Indochina investment and "doing business" conferences and workshops in Singapore, Kuala Lumpur, Ho Chi Minh City, Jakarta and Bangkok. Indochina Link has spearheaded many study tours and business exchanges, and has worked with trade promotion institutions and professional bodies for exchanges in the region.

We publish "doing business" information, and with the growing cross border investment and M&A activities in Indochina, we offer business intelligence, market feasibility studies and market research reports. Working closely with our alliance members in Vietnam, Cambodia, Thailand and Laos, we also offer a full suite of professional services ranging from valuation, due diligence, structuring, tax planning and accounting.

## Registration Details

**Early Birds! Pay By 29<sup>th</sup> April 2016**

**RM 520 \* per person**  
(10% discount for groups of 3)

**Normal Price**

**RM 650 \* per person**  
(10% discount for groups of 3)

\* Before GST. Half day workshop – morning coffee / refreshment provided.

## Event Consultants

**Mr EC Tan**

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**In Kuala Lumpur:**

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Singapore 079903

**Ho Chi Minh City:**

**Indochina Link Pte Ltd (HCMC)**

Mr Nguyen Le Anh Binh  
HP: +84 93321 3273 (Vietnam)

**Notes:**

Confirmation of attendance is subject to receipt of full payment. No cancellation will be entertained after confirmation, but substitutes are allowed.

## Our Track Record

- Doing Business in Vietnam - Business Opportunities & Market Entry Strategies, Legal, Taxation and Business Issues  
Singapore 18<sup>th</sup> April 2016
  - Vietnam Investment - Easier Market Entry and Effective Company Management with New Investment / Enterprise Law  
Bangkok – 18 January 2016  
Hong Kong – 8 Oct 2015  
Ho Chi Minh City – 14 Oct 2015  
Singapore – 31 August 2015  
Kuala Lumpur – 31 July 2015
  - VIETNAM - Market Access, Investment Regulations and Tax Updates  
Singapore - Wed 15 April 2015
  - VIETNAM – Attractive Business Sectors (Updates), Market Analysis, Market Entry Strategies and Managing Regulatory / Business Issues  
Singapore - Thursday 30 October 2014
  - VIETNAM - Doing Business and Tax Updates  
Bangkok 30 May 2014
  - VIETNAM – Acquiring Business and Investment Updates  
Shanghai – 14 April 2014
  - VIETNAM - Setting Up and Acquiring Businesses (with Tax Updates)  
Singapore 14 March 2014  
Kuala Lumpur 28 March 2014
  - VIETNAM Investment and Tax Updates  
Taipei ROC 30 October 2013
  - VIETNAM - Acquisition and Structuring of Businesses  
Kuala Lumpur 28 Aug 2013  
Singapore 29 Aug 2013
  - VIETNAM: Practical Strategies for Market Entry in Trading, Distribution and Retailing - Opportunities in Challenging Times  
Singapore 28 May 2013  
Kuala Lumpur 20 May 2013
  - VIETNAM M&A – Acquiring Business: Due Diligence, Structuring and Valuation  
Singapore 22 Oct 2012  
Kuala Lumpur 23 Oct 2012
  - Vietnam Investment Updates - Setting Up and Acquiring Business  
23<sup>rd</sup> August 2012, Singapore  
13<sup>th</sup> August 2012, Kuala Lumpur
  - Trading and Distribution Business in Vietnam: Successful Strategies for Market Entry And Protecting Your Investment  
16<sup>th</sup> July 2012, Ho Chi Minh City
  - VIETNAM: Acquisition of Business-Legal, Tax and Practical Considerations  
14<sup>th</sup> May 2012 Singapore  
20<sup>th</sup> April 2012 Kuala Lumpur  
13<sup>th</sup> March 2012 Ho Chi Minh City
  - VIETNAM: Practical Strategies for Market Entry In Trading and Distribution  
23<sup>rd</sup> April 2012 Bangkok  
9<sup>th</sup> March 2012 Singapore
  - VIETNAM: Acquisition of Business-Legal, Tax and Practical Considerations  
21st November 2011 Singapore  
23 November 2011 Kuala Lumpur
  - Vietnam International Tax Planning Masterclass  
12<sup>th</sup> October 2011 Jakarta
- .....And many other workshops in the region on Vietnam investment since 2006.....

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<b>0830 – 0900</b>	Registration
<b>0900 – 1030</b>	<ul style="list-style-type: none"> <li>• An update on the economic and business environment in Vietnam in 2016</li> <li>• Attractive Business Sectors for foreign investors</li> <li>• Survey of typical operating costs in HCMC and Hanoi – rental, salary, office rental and living costs</li> <li>• Market entry strategy for trading and distribution business and contracting services: <ul style="list-style-type: none"> <li>○ Independent distributors and agents;</li> <li>○ Representative Office;</li> <li>○ Joint ventures;</li> <li>○ 100% or foreign controlled subsidiary;</li> </ul> </li> <li>• Understanding the regulatory and administrative steps in getting investment license for foreign investors</li> <li>• Updates on the New Investment / Enterprise law</li> </ul>
<b>1030 - 1045</b>	<b>Coffee Break</b>
<b>1045 – 1230</b>	<ul style="list-style-type: none"> <li>• Vietnamese partners and distributors – understanding Vietnamese business culture and practices for managing effectively. What works and what doesn't</li> <li>• Legal, management and control structure of companies in Vietnam</li> <li>• Taxation, profit repatriation and exchange controls</li> <li>• Highlights on employment and expatriate matters – work permits, visas and personal income taxation</li> </ul>



## Sign Me Up! Registration Form

### VIETNAM INVESTMENT Updates on New Investment / Enterprise Law Easier Market Entry and Effective Company Management

Friday 13 May 2016      Half Day: 0900- 1230  
Empire Hotel, Subang Jaya

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

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

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone: \_\_\_\_\_ Fax: \_\_\_\_\_

Email: \_\_\_\_\_ Contact Person: \_\_\_\_\_

#### Payment / Terms & Conditions

- Please transfer the payment to Account No: 3-129-77-5502 Public Bank in favour of PELIGO LINK SDN BHD. Please email the transfer slip to [events@peligotraining.com](mailto:events@peligotraining.com).
- 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 with notice to be given in advance.