

## VIETNAM TAX BRIEFING

### Understanding and Managing Tax Compliance in Vietnam

Peninsular Excelsior / Singapore  
Monday 17<sup>th</sup> October 2016 (0900 – 1230)

#### Program Outline

- 1. Vietnam Taxes in a Nut-shell**
  - Tax system and administration
  - Corporate income tax
  - Value Added Tax
  - Personal Income Tax
  - Tax incentives
- 2. Corporate Income Tax Planning for Inbound Investment**
  - Corporate structure (Debt/ Equity) and tax planning
  - Holding company structure and double tax agreement
  - Deductible and non-deductible expenses: Tax Invoice system
  - Cross border and intercompany transactions
  - Tax aspects for M&A
  - Tax incentives
- 3. VAT – Planning and Effective administration**
  - Case Study: Manufacturing and exporting company (VAT refund for start-up costs and imports)
- 4. Withholding Tax**
  - Foreign Contractors' Withholding Tax System
  - Case study – Foreign contractor signing EPC contract with Vietnamese oil & gas company
- 5. Personal Income Tax**
  - Tax rates, residence status, and tax administration / compliance system
  - Typical tax planning strategies
  - Tax equalization
  - Chief Representative and Legal Representative – Tax exposure

#### Who Should Attend

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

#### Speakers / Consultants



#### Lim Chor Ghee

General Director  
Tricor Vietnam

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. Tricor and its business affiliates in Vietnam have more than 100 consultants in Vietnam.

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 a 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 in business administration, political science and e-commerce from distinguished universities in Australia and UK.



## Nguyen Hong Khai

**Manager and Head of Tax and Business Advisory  
Tricor Vietnam**

Khai Nguyen has more than 10 years of working experience in tax and corporate services. Prior to joining Tricor Vietnam, he was with KMPG in 05 years and with BDO Vietnam in 03 years where he joined into a wide range of tax practice in Vietnam i.e. Corporate Income Tax, Foreign Contractor Tax, Value Added Tax, Personal Income Tax, and other relevant corporate services e.g. market entry and investment licensing, M&A advisory, labor services, etc.

He is currently pursuing LLM degree from the University of Economics, Vietnam, and has graduated with LLB from the University of Law and Bachelor of International Economics from Foreign Trade University of Vietnam.

During his course of working as a professional, he has involved in many engagements which vary among industries e.g. trading, real-estate, manufacturing, education, services, BOT projects, EPC contractors, BCC etc. His clients are mostly foreign invested enterprise and foreign contractors and thus he has honed his skills in understanding and managing relevant tax and legal issues relating to inbound investment.

Khai is proficient in written and spoken English and Vietnamese.

## Supporting Organizations



Tricor Group ("Tricor") 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.



REANDA Vietnam (Vietvalues Audit) provides investment consulting, auditing and valuation services. We have more than 100 professional staff in Ho Chi Minh City, Hanoi and several other offices throughout Vietnam.

Our engagement partners and consultants are accounting, finance and legal professionals who are well-equipped to address your business needs in leveraging opportunities while meeting the challenges of operating in Vietnam.

Vietvalues Audit is member firm of Reanda International, which is an international network of independent accounting and consulting firms, the China's first professional accounting network to collaborate with independent member firms from overseas countries and regions. These member firms provide assurance, tax consulting and specialist business advisory to privately held business and transnational conglomerates.

With 96 offices and over two thousands of dedicated professionals, Reanda International is one of the leading networks in the Asian Region.

The global dynamic business environment has become increasingly complex and the Asian Region has gaining their momentum over the decade. At Reanda International, the business enterprises will find competent specialists from the member firms to serve their businesses to penetrate this fast moving Asian business arena.

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 incepted 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 7<sup>th</sup> October 2016**

**SGD 350 per person**  
10% discount for groups of 3

**Normal Price**

**SGD 420 per person**  
10% discount for groups of 3

(Half Day Workshop - Morning coffee / refreshment provided)

## Event Consultants

**EC Tan (Mr)**

**+65 8193 9928**

E-mail: [events@peligotraining.com](mailto:events@peligotraining.com)

**Indochina Link Pte Ltd (200713333E)**

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#15-14 International Plaza  
Singapore 079903

[www.indochinalink.com](http://www.indochinalink.com)

**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

- 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

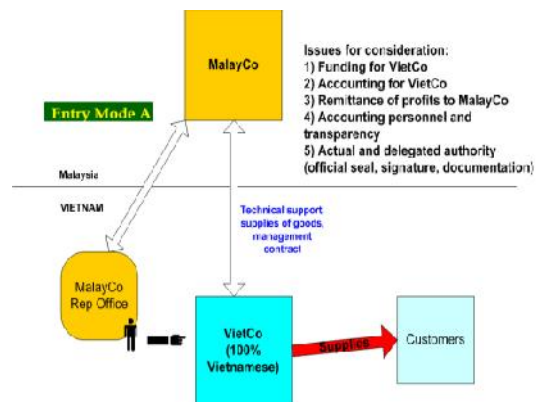
.....And many other workshops in the region on Vietnam investment since 2006.....

### Featured Presentation

**Vietnam Taxes: In a nut-shell / 2**

- CIT 20% from 2016
- Certain encouraged industry / location: Preferential CIT rates: 10% (15 years), 20% (10 years). "Full exemption + 50% exemption + Normal rates"
- No group filing / relief
- VAT 10% (standard), 5%, 0%, exempt
- Self assessment system
- High individual tax rates (top rate 35%)
- Withholding tax – "Foreign Contractors' WHT"

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**Work Permits / Visa and PIT**

- Resident Legal Representative and Chief Representative will require work permit. What is "resident"?
- Owners of companies (with individual name listed in the IRC / ERC) will not require a work permit
- Administrative procedure of declaring remuneration for Legal Rep / Chief Rep
- Residence Visa / Temporary Resident Card allows 2-3 years stay. Renewable with the work permit. Other types of visa available.
- PIT rate is high (top rate = 35% after est USD4k taxable income)

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#### Speakers:

- Lim Chor Ghee (Mr), General Director, Tricor Vietnam
- Nguyen Hong Khai (Mr), Manager and Head of Tax and Business Advisory, Tricor Vietnam

<b>0830 – 0900</b>	Registration
<b>0900 – 1030</b>	<p><b>1. Vietnam Taxes in a Nut-shell</b></p> <ul style="list-style-type: none"> <li>• Tax system and administration</li> <li>• Corporate income tax</li> <li>• Value Added Tax</li> <li>• Personal Income Tax</li> <li>• Tax incentives</li> </ul> <p><b>2. Corporate Income Tax Planning for Inbound Investment</b></p> <ul style="list-style-type: none"> <li>• Corporate structure (Debt/ Equity) and tax planning</li> <li>• Holding company structure and double tax agreement</li> <li>• Deductible and non-deductible expenses: Tax Invoice system</li> <li>• Cross border and intercompany transactions</li> <li>• Tax aspects for M&amp;A</li> <li>• Tax incentives</li> </ul>
<b>1030 - 1045</b>	<b>Coffee Break</b>
<b>1045 – 1230</b>	<p><b>3. VAT – Planning and Effective administration</b></p> <ul style="list-style-type: none"> <li>• Case Study: Manufacturing and exporting company (VAT refund for start-up costs and imports)</li> </ul> <p><b>4. Withholding Tax</b></p> <ul style="list-style-type: none"> <li>• Foreign Contractors' Withholding Tax System</li> <li>• Case study – Foreign contractor signing EPC contract with Vietnamese oil &amp; gas company</li> </ul> <p><b>5. Personal Income Tax</b></p> <ul style="list-style-type: none"> <li>• Tax rates, residence status, and tax administration / compliance system</li> <li>• Typical tax planning strategies</li> <li>• Tax equalization</li> <li>• Chief Representative and Legal Representative – Tax exposure</li> </ul>

**Sign Me Up!**  
**Registration Form**



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	<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:** \_\_\_\_\_

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

**Payment / Terms & Conditions**

Kindly remit to

INDOCHINA LINK PTE LTD

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SWIFT code: OCBCSGSG

Account No: 629 184 607 001

Please email the remittance slip to [events@peligotraining.com](mailto:events@peligotraining.com) for our records.

- 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 given in advance.