



VIETNAM GUIDE TO DOING BUSINESS AND TAX UPDATES

Empire Hotel, Subang Jaya
Tuesday 3 October 2017 (0900–1300)

Latest Law Updates!

- Draft regulation on trading and distribution by foreign investors (decree replacing Decree 23/2007/ND-CP)
- New Transfer Pricing Regulation: Decree 20/2017/ND-CP (1 May 2017)
- Buying property in Vietnam (for foreigners)

Doing Business Guide

- An executive update on the economic and business environment in Vietnam in 2017 / 2018.
- Attractive business sectors for foreign investors
- Survey of typical operating costs in HCMC and Hanoi
- Understanding Investment and Enterprise law - the regulatory and administrative steps in setting up subsidiary company in Vietnam
- Market entry strategy for trading and distribution business and contracting services:
 - Independent distributors and agents;
 - Representative Office;
 - Joint ventures;
 - 100% or foreign controlled subsidiary;
- Legal, management and control structure of companies in Vietnam
- Work permit, tax and visa issues for legal representative, chief representative and expatriates

Tax Briefing

- Corporate Income Tax Planning for inbound investment
 - Equity / Debt
 - Holding company
 - Taxation on M&A
- Withholding tax and Double Tax Agreement
- Tax Planning for Profit Repatriation
- New Transfer Pricing / BEPS Regulation
- Foreign exchange control
- Personal Income Tax planning

Buying Property in Vietnam

- What can foreigners buy?
- The administrative procedure in buying property
- Tax aspects of property ownership / sales

Why Vietnam?

- 94m population and growing - Young, dynamic and eager to embrace global lifestyles
- Rapid urbanization – attractive property sector and urban demands
- Increasing global integration through investment and trade agreements
- Continuing liberalization of investment and business regulations in Vietnam;
- 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;

- Further opening up of the stocks market, allowing foreign majority control for certain PLCs
- Extensive investment in infrastructure and utility, opening up vast tract of the country for rapid economic development.

Who Should Attend

- CEOs and Directors of foreign companies with Vietnamese operations
- CFO and finance directors
- Corporate affairs, legal and company secretarial officers

Speaker / Consultant



Lim Chor Ghee

**General Director,
Tricor Vietnam**

An Australian / Malaysian qualified accountant based in Vietnam since 2007, Chor

Ghee has supported many foreign companies in entering Vietnam through M&A and new investment licensing application / company establishment, as well as providing taxation, accounting, payroll and company secretarial services. He has successfully developed an advisory and accountancy practice that has since March 2014 merged into Tricor Vietnam. The professional practice has grown almost three-folds since its inception.

Chor Ghee is also the Co-Founder of IMM Group Vietnam, the leading investment migration group in Vietnam established for more than 10 years, catering to Vietnamese HNWs investing and relocating to USA, Australia and Europe.

Prior to starting his business ventures in Vietnam, Chor Ghee worked in professional practice and commerce. He started his accounting and advisory career with a Big 4 firm in 1993 and then joined a Hong Kong-public listed leisure group as an accountant and left as the Group's Vice President (Legal & Corporate Affairs).

Chor Ghee is a member of CPA Australia, Malaysian Institute of Accountants and Chartered Institute of Taxation. He holds postgraduate academic qualifications in business administration, political science and e-commerce from distinguished universities in Australia and UK.

Supporting Organizations



Tricor Group ("Tricor") is Asia's largest 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.

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 provide "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 15th Sept 2017

RM 720 * per person
10% discount for groups of 3

Normal Price

RM 880 * per person
10% discount for groups of 3

(* Before GST. Half Day Workshop - Morning coffee / refreshment provided)

Event Consultants

Mr EC Tan

+6012-2916 617

Email: events@peligotraining.com

In Kuala Lumpur:

Peligo Link Sdn Bhd (670106-K)

Suite 33-01, 33rd Floor, Menara Keck Seng
203 Jalan Bukit Bintang, 55100 Kuala Lumpur
Mr Tan Eng Choon HP: +6012 2916 617

Singapore:

Indochina Link Pte Ltd (200713333E)

111 North Bridge Road, #21-01 Peninsula Plaza, Singapore 179098

Mr Ngiam Kiah Kwang HP: +65 9116 9443

Ho Chi Minh City:

Indochina Link Vietnam Co., Ltd (HCMC)

Tầng Lửng, Tòa nhà An Phú Plaza
117-119 Lý Chính Thắng, Phường 07, Quận 3
Hồ Chí Minh, Vietnam

Mr Nguyen Le Anh Binh HP: +84 93321 3273

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 - Doing Business and Tax Briefing
 - Singapore 17 March 2017
 - Kuala Lumpur 27 March 2017
 - Hong Kong 11 April 2017
 - Bangkok 15 May 2017
 - Vietnam Tax Briefing
 - Singapore 17 Oct 2016
 - Hong Kong 21 Nov 2016
 - Bangkok 21 Oct 2016
 - Kuala Lumpur 8 Dec 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
-And many other workshops in the region on Vietnam investment since 2006.....



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Empire Hotel, Subang
Tuesday 3 October 2017 (0900 – 1300)

Speaker:

Lim Chor Ghee (Mr), General Director/ Practice Leader, Tricor Vietnam

0830 – 0900	Registration / Coffee
0900 – 1030	<p>Doing Business Guide</p> <ul style="list-style-type: none"> • An executive update on the economic and business environment in Vietnam in 2017 / 2018. • Attractive business sectors for foreign investors • Survey of typical operating costs in HCMC and Hanoi • Understanding Investment and Enterprise law - the regulatory and administrative steps in setting up subsidiary company in Vietnam • Regulation on trading and distribution by foreign investors (decree replacing Decree 23/2007/ND-CP) • Market entry strategy for trading and distribution business and contracting services: <ul style="list-style-type: none"> ○ Independent distributors and agents; ○ Representative Office; ○ Joint ventures; ○ 100% or foreign controlled subsidiary; • Legal, management and control structure of companies in Vietnam • Work permit, tax and visa issues for legal representative, chief representative and expatriates
1030 - 1045	Coffee Break
1045 – 1300	<p>Tax Briefing</p> <ul style="list-style-type: none"> • Corporate Income Tax Planning for inbound investment <ul style="list-style-type: none"> ○ Equity / Debt ○ Holding company ○ Taxation on M&A • Withholding tax and Double Tax Agreement • Tax Planning for Profit Repatriation • New Transfer Pricing / BEPS Regulation • Foreign exchange control • Personal Income Tax planning <p>Buying Property in Vietnam</p> <ul style="list-style-type: none"> • What can foreigners buy? • The administrative procedure in buying property • Tax aspects of property ownership

Sign Me Up!
Registration Form



VIETNAM
GUIDE TO DOING BUSINESS
AND TAX UPDATES

Empire Hotel, Subang Jaya
Tuesday 3rd October 2017 (0900 – 1300)

	<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

- 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.
- 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.



STARTING BUSINESS IN VIETNAM

Conception to Implementation

Tricolor's Business Setup Services is designed to provide invaluable support and hand-holding to any foreign company investing in Vietnam. Our multi-professional business setup team delivers under one roof a combination of advisory and consulting services, transaction support and project management support for inward investments.

In doing so our consultants not only guide foreign direct investors at the pre-investment stage - providing advice on investment and enterprise laws, market entry strategy, ensuring regulatory compliances, and obtaining tax incentives - but also assist in greenfield to brownfield setup stage; thus delivering business setups on a turnkey basis. On successful implementation of the business plan, we also arrange for recurring services to help the client through the initial stages of operation in an unfamiliar location.

We aim to help clients avoid mistakes as well as save management time in dealing with regulations, customs, business and operational issues.

		UNDERSTAND		
		Preliminary Consultation (Market Entry)		
		Company Setup Representative Office / Branch Project Office		
Investment Licenses and Sublicenses	Company Charter and Governance	Approvals and Structuring	Capital structure / loan approval	International Tax Planning
	Tenancy Agreement	Real Estate	Selection of Premises	
Labor Laws / Staff Handbook	Labour Contracts	Human Resources	Labour Union	Expat Tax Planning
Tax Registration and Tax Invoice Printing	Accounting / Payroll System Set-Up	Statutory Registration and Initial Set Up	Labour and Insurance Registration	Bank account opening support
		START OPERATION		

OUR VALUE PROPOSITION



PRE- INVESTMENT

- ▶ Market Entry Strategy
- ▶ Investment Law: Legal and Regulatory Assessment
- ▶ Vietnam's commitments under WTO
- ▶ Tax incentives
- ▶ Industrial codes mapping (CPCs to VSICs)
- ▶ Corporate structures in line with Vietnam laws
- ▶ Location of investment
- ▶ Due Diligence

EXECUTION / SET-UP

GREENFIELD TO BROWNFIELD SET-UP

- ▶ Pre-requisites Registrations and Approvals
- ▶ Land Scouting and Acquisition
- ▶ Investment Registration Certificate and Enterprise Registration Certificate (Company Incorporation)
- ▶ Initial Statutory Fulfillment
- ▶ Provision of Registered Address (if required)
- ▶ Recruitment Support
- ▶ Project Management
- ▶ Obtaining Sub-licenses

POST INVESTMENT

- ▶ Company Secretarial Services
- ▶ Accounting & Financing Reporting
- ▶ HR & Payroll Administration
- ▶ Business Advisory
- ▶ VAS / IFRS / Reporting Requirements
- ▶ Internal Audit and Outsourcing Services
- ▶ Transfer Pricing
- ▶ Performance, Governance, Risk & Compliance
- ▶ Tax Advisory & Consultancy Services
- ▶ Executive Search & HR Services
- ▶ Incubation Services
- ▶ Expatriates Relocation Services

For more information, please contact:

Tricor Center, Vietnam

No. 16 Yen The Street, Ward 2
Tan Binh District, Ho Chi Minh City
Phone: (+84) 286 289 8887
Email: contact@tsvservices.com
Website: www.vn.tricorglobal.com

Key contacts:

Lim Chor Ghee - General Director
Email: cglim@tsvservices.com

Nguyen Le Anh Binh – Assistant Manager
Email: anhbinh@tsvservices.com

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Ho Chi Minh City Business Mission Tour (4 Days 3 nights)

Day 1

16 November 2017 (Thursday)

- Guests to arrive HCMC and check in (own arrangement).
- Dinner (own arrangement)

Walking Tour commences from gathering point @ Takashimaya (TBA) at 730pm

- Take a glimpse of HCMC vibrant retail area around District 1 such as Takashimaya, Bitexco International Financial Centre, Nguyen Hue Boulevard, and Vincom Centre.
 - o *This is to experience the local spending power and dynamic development of the retail industry. The mushrooming of international chains like H&M, Zara, McDonalds, Starbucks, 7-Eleven shows the potential of F&B area. Look out for the construction of future Metro (MRT) system, large scale urban planning and underground retail link – the whole city is abuzz with economic dynamism and youthfulness!*

Day 2

17 November 2017 (Friday)

Morning: Doing Business Seminar and Business Roadmap of HCMC

[Guest to make own arrangement to arrive at the hotel venue if not staying in the prescribed hotel]

- o Briefing on Business Mission Tour
- o Doing Business Seminar by consultants from a leading professional services firm in Vietnam. Industries covered: F&B / Retailing, Manufacturing, Properties & real estate, Healthcare and Personal care
- o Business Roadmap of HCMC

Lunch

Afternoon: Understanding Real Estate and Human Resources in Vietnam

- o Visit to a real estate agency, a service office operator and a co-working space cafe
- o Visit to a recruitment / human resource consultancy firm

Dinner

- Dinner session will include experience sharing by some invited foreign entrepreneurs / professionals based in Vietnam. This is a good opportunity to learn from their testimonial and experience which includes “Do’s” and “Don’ts” before entering into this vibrant market.

Night Walking Street at Bui Vien (Backpackers area)

- Experience the dynamism of the backpackers’ area – which has now been transformed to a walking street / beer drinking street where you can see Vietnamese youths having good time with their friends.
[F&B at own expenses]

Day 3

18 November 2017 (Saturday)

Morning / Afternoon: Industrial / Property Site Visits

- Site visit of industrial park around HCMC for example Vietnam Singapore Industrial Park (VSIP), Saigon High Tech Park
- New city development areas such as Vinhomes at District 2 and new urban area of District 7. These new urban centers have convention center for international trade fair, international schools, foreign university campuses, international medical centers and up-market residential areas. Witness how sophisticated urban development and quality of life in Saigon is on par with major cities in South East Asia, and feel the tremendous business opportunities that come with this development.

Dinner and R&R at new city area (sharing experience by guests)

Business Mission Tour officially ends

Day 4

19 November 2017 (Sunday)

- Free and easy
- Optional Tours and transportation to airport could be arranged if needed

FEE:

Please inquire with our consultants

Important notes:

1. All itineraries and plans are subject to change, and could be customized for delegates coming in a business group / company / association.
2. Airtickets, airport transfers and hotel accommodation to be arranged by guests / at guests own accounts. Tour organizer could assist with hotel bookings, airport transfers and optional tours. It is recommended that guests stay at the prescribed hotels to facilitate logistics and communication
3. Business Mission Tour include: Lunch and dinner as stated in the itinerary, local transportation for the site visits on Day 2 and Day 3, site visits / business appointments.
4. Business matching meeting/s could be arranged during the tour, subject to business areas, schedule and availability of local business partners.