



DOING BUSINESS IN VIETNAM SERIES

Foreign Contractors in Vietnam: Licensing and Business Establishment, Tax Planning and Compliance

Peninsular Excelsior / Singapore
Friday 16th June 2017 (0900 – 1300)

Why Vietnam?

- Continuing liberalization of the economy, pro-business government and policy direction
- Major infrastructural and logistical upgrades across the whole country
- Sustained real estate development – hotel / resorts, commercial and residential
- Intense inbound foreign direct investment with increasing demand for sophisticated business facilities

Executive Brief – Key Questions

What are the government licenses required for foreign companies to operate contracting business in Vietnam?

Does foreign company need to set up a local company in Vietnam to undertake contracting projects? Would a “project office” or “representative office” be sufficient?

Can we import equipment / materials into Vietnam for our clients’ projects without having our legal presence in Vietnam?

Tax planning and compliance – what to watch out for? Improperly structured investment, or bidding for projects without considering the tax aspects can mean “make or break” when margins are highly competitive.

Can our Singapore client enter into a contract and pay us in Singapore in respect of contracting works rendered for the client’s subsidiary / project in Vietnam? What are the legal and tax implication?

How do we ensure smooth profit repatriation?
How can we negotiate net-of-tax contract?

We need to send our engineers and technicians to work in Vietnam – what are the regulations relating to work permit, resident visa and personal income tax?

What are the expectations in collaborating with Vietnamese joint venture partners?

Hot Topics!

- Licensing requirements for operating contracting / service business in Vietnam
- Project office, representative office and setting up foreign owned Vietnamese company
- Joint ventures with Vietnamese partners: Strategies for effective management
- Taxation of foreign contractors – Corporate Income Tax / Value Added Tax. Foreign Contractors’ Withholding Tax.
- Vietnam Accounting Standards compliance and its impact on tax
- Highlight: Walk-through numerical examples of withholding tax for foreign contractors – don’t get the bidding price wrong!
- VAT on purchases of supplies and services in Vietnam – can we claim VAT refund?

- Offshore settlement of contracting projects in Vietnam – is it feasible?
- Profit repatriation through technical / contracting fees / dividend / interest
- Work permit, visa and personal income tax for relocated / visiting personnel

Who Should Attend

- Contractors and subcontractors
- Project management companies
- Engineering companies
- Architecture and interior design firms
- Technical / IT services companies

Speakers / Consultants



Lim Chor Ghee

General Director / Practice Leader
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.

Chor Ghee also supports foreign clients in business matching with potential partners 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 Big 4 firms, after which he joined a Hong Kong public listed group and left as the Group's Vice President (Legal and Corporate Affairs) before setting foot in Vietnam.

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 Le Anh Binh

Assistant Manager
Tricor Vietnam

Anh Binh has experience from 7 years of corporate and consultancy work in dealing with investment licensing and market entry for foreign direct investment, project management, company secretary services and human resource advisory.

Anh Binh started his career with Vietvalues Audit, the legacy practice that merged into Tricor Vietnam, and has 2 years of professional consultancy experience at BDO Consulting Vietnam, a big 5 international audit firm. In performing a wide range of corporate services in Tricor Vietnam, Anh Binh works closely with the professional team in assisting foreign companies to invest in Vietnam, managing compliance activities and delivering value added advisory to the clients' business operations.

He graduated with Bachelor of Business Administration from the University of Wales, United Kingdom and is currently pursuing Bachelor of Law degree with the University of Law of Ho Chi Minh City.

Anh Binh is proficient in written and spoken English and Vietnamese.

Guest Speaker



Ngiam Kiah Kwang

Country Representative Singapore
Indochina Link

Kiah Kwang brings more than 30 years of experience in the marine and offshore industry to lead the regional project management and business development team at Indochina Link.

He has served both as a sea-farer, and in the management of major ship owners and managers such as PCL, MOLTank and Star Cruises.

In the course of his career, he has implemented maintenance strategies and systems that continue to be used effectively today, in the operation and maintenance of complex maritime assets such as mega cruise ships for Star Cruises, Very Large Crude Carriers for MOLTank, and custom built Offshore Support units serving Petrobras platforms in Brazil.

Formerly Director of Operations – APAC for SpecTec, a global leader in maritime software, Kiah Kwang is a well-known member of this industry, with his combined experience in engineering and IT.

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.

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.



Indochina Link derives its synergies from the alliance of professionals who are committed to intensifying business and investment link in the Indochina region, especially in Vietnam.

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, business matching tours and investment workshops in Singapore, Hong Kong, Kuala Lumpur, Hanoi, Ho Chi Minh City, Jakarta and Bangkok.

Our core value propositions are as follows:

Vietnam Market Entry

- Supporting foreign investors in market entry assessment and feasibility study, especially in the field of engineering and contracting services;
- Project management during the market entry assessment / pre-market entry phase;
- Local human resource administration and support to foreign investors during the pre-market entry phase;
- Local human resources / translators / facilitators to support foreign delegates when attending trade fairs / exhibitions / business meetings;
- Business intelligence on local partners and industry landscape;
- One-stop co-ordination with lawyers / company secretary and accountants for setting up business and corporate compliance.

Registration Details

Early Birds! Pay By 1 June 2017

SGD 360 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)

Notes:

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

Event Consultants

EC Tan (Mr)

+65 8193 9928

E-mail: events@peligotraining.com

Indochina Link Pte Ltd

(Reg No 200713333E)

111 North Bridge Road,

#21-01 Peninsula Plaza

Singapore 179098

Mr Tan Eng Choon

HP: +65 8193 9928 (Singapore)

Indochina Link Vietnam Company Limited (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 (Vietnam)

www.indochinalink.com

Our Recent Events

- Vietnam – Doing Business and Tax Briefing
 - Bangkok 15 May 2017
 - Hong Kong 11 April 2017
 - Kuala Lumpur 27 Mac 2017
 - Singapore 17 Mac 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
 - 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

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



Foreign Contractors in Vietnam: Licensing and Business Establishment, Tax Planning and Compliance

Peninsular Excelsior / Singapore
Friday 16th June 2017 (0900 – 1300)

Speaker:

Lim Chor Ghee, General Director, Tricor Vietnam

Nguyen Le Anh Binh, Assistant Manager, Tricor Vietnam

0830 – 0900	Registration / Coffee
0900– 1030	<ul style="list-style-type: none"> • A brief update on the economic and business environment in Vietnam and the opportunities for foreign contractors • Licensing requirements for operating contracting / service business in Vietnam • Project office, representative office and setting up foreign owned Vietnamese company • Offshore settlement of contracting projects in Vietnam – is it feasible? • Joint ventures with Vietnamese partners: Strategies for effective management
1030 - 1045	Coffee Break
1045 – 1300	<ul style="list-style-type: none"> • Taxation of foreign contractors – Corporate Income Tax / Value Added Tax. Foreign Contractors' Withholding Tax. • Vietnam Accounting Standards compliance and its impact on tax • Highlight: Walk-through numerical examples of withholding tax for foreign contractors – don't get the bidding price wrong! • VAT on purchases of supplies and services in Vietnam – can we claim VAT refund? • Profit repatriation through technical / contracting fees / dividend / interest • Work permit, visa and personal income tax for relocated / visiting personnel

Sign Me Up!
Registration Form



**Foreign Contractors in Vietnam:
Licensing and Business Establishment,
Tax Planning and Compliance**

Peninsular Excelsior / Singapore
Friday 16th June 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

Kindly remit to

INDOCHINA LINK PTE LTD

Oversea-Chinese Banking Corporation Limited, Singapore

SWIFT code: OCBCSGSG

Account No: 629 184 607 001

Please email the remittance slip to 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.



Introduction to Tricor

The Business Enablers

About Tricor

Tricor Group (Tricor) is a global provider of integrated Business, Corporate and Investor Services. As a business enabler, Tricor provides outsourced expertise that allows our clients to concentrate on what they do best – Building Business.

Our Services

Tricor's professional specialists provide a comprehensive range of services including the following: Business Advisory; Entity Formation; Corporate Governance, Corporate Administration & Secretarial; Trust & Fiduciary Services; Accounting & Financial Reporting; Payroll, Payment & Treasury Administration; Services for New Issues / Initial Public Offerings & Registry Management; Tax Services; China Entry & Consulting; Executive Search; Management Consulting; Human Resource Consulting; and Fund Administration.

Our People

Our key senior executives are former partners and senior professionals from major international accounting firms and other professional firms. With over 2,000 staff operating from 37 cities in 20 countries / territories, Tricor delivers high-performance solutions tailor-made to meet your needs.

Our Clients

Tricor Group's client portfolio includes over 1,000 companies listed on the Hong Kong Stock Exchange, more than 500 companies listed in Singapore and Malaysia, over 40 per cent of Fortune Global 500 companies, as well as a significant share of multinationals and private enterprises operating across international markets.

Our Business Partners

Our business partners include international accounting and law firms, leading investment and private banks, and financial and tax advisers.

Contact Us

Please email us at info@hk.tricorglobal.com or visit www.tricorglobal.com.

Our Main Services

Business Services	<ul style="list-style-type: none">• Business Advisory• Accounting & Financial Reporting• Treasury & Payment Administration• Human Resource & Payroll Administration• Tax Services• Trade Services• Trust Assets Administration• Fund Administration• Governance, Risk & Compliance• Information Technology Solutions
Corporate Services	<ul style="list-style-type: none">• Entity Formation & Business Establishment• Corporate Governance, Corporate Administration & Secretarial• Listed Issuer & Named Company Secretary Services• Trust & Fiduciary Services• Due Diligence & Corporate Health Check• Fund Secretarial & Compliance Services• Liquidation, Dissolution & Cessation of Business• Process Agent & Escrow Services
Investor Services	<ul style="list-style-type: none">• New Issues / Initial Public Offerings• Registry Management• Corporate Actions• Shareholder Communications• Meeting Management & Scrutineer Services• Tricor Investor Services Centre• Website Design & Maintenance
China Services	<ul style="list-style-type: none">• Business Advisory• Establishment of Entities & Operations• Annual Compliance & Corporate Health Check• Accounting & Financial Reporting• Treasury & Payment Administration• Human Resource & Payroll Administration• Tax Services• Custodian & Process Agent Services• Information Technology Solutions
Executive Search & HR Solutions	<ul style="list-style-type: none">• Executive Search & Selection• Compensation & Benefits Planning and Benchmarking• Soft Skills & Management Development Training• Performance Management Systems• Talent Assessment Centre• Human Resource Outsourcing• Transition Talent Management / Career Coaching
Management Consulting	<ul style="list-style-type: none">• Strategic Management• Organization Structuring• Human Resource Consulting• Talent Management• Board Governance & Director Remuneration Consulting• Business Process Management• Recruitment Process Outsourcing• Training Resources Consulting