



DOING BUSINESS IN VIETNAM

The Complete Guide for Hong Kong / PRC Investors

The Harbourview, Wan Chai, Hong Kong
Tuesday 4 September 2018 (0900 – 1700)

1. Setting Up Business

- The investment licensing / company set up framework
- Securing Investment Registration Certificate: Conditional and non-conditional business sectors
- Registering the Enterprise Registration Certificate
- Injecting capital – equity versus loan consideration and taxation on exiting
- Bank account opening – capital / current account, lengthy KYC procedures and foreign currency control

2. Sourcing and Manufacturing

Sourcing Operations:

- Typical sourcing structures and customs procedures
- Import duties / VAT issues to consider
- “On the spot” import and export
- Installing principal’s equipment at OEM factories – what’s the legal / tax implications? Can we re-export the equipment?

Manufacturing:

- Factory land lease and securing land use right in industrial park
- VAT for land lease and the refund procedure
- VAT / import duty for equipment / materials
- Brief VAT, tax and import duties implications for factories in Development Zones (IZ, EZ, EPZ and HTZ)
- Tax incentives

3. Distribution and Services

- Common market entry modes for trading and distribution
- New regulation on trading and distribution business for foreign invested enterprises
- Products subject to conditions / prohibitions
- E-commerce business models
- Contracting for services – what to watch out for (enforcement, collection and taxes)

4. Managing and Controlling

- Governance structure for companies
- Authority and control
- Bank account management
- Legal representative and Chief Accountant

5. Taxation

- Vietnam tax in a nutshell
- Transfer Pricing Regulation
- Foreign Contractor’s Withholding tax
- Taxation on M&A
- Acquiring Vietnamese owned enterprises – tax considerations

4. People

- Briefing on Vietnamese Labour Code and employment regulations
- Social, health and unemployment insurance
- Trade union and internal labour regulation
- Personal Income Tax
- Terminating staff
- Work permit, tax and visa issues for legal representative, chief representative and expatriates

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, Directors and managers of foreign companies expanding into Vietnam
- CFO, finance directors and accountants
- Corporate affairs, legal and company secretarial officers

Speakers / Consultants



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 investment licensing application, as well as providing corporate

services, taxation, accounting, payroll and business advisory services.

He has successfully developed a legacy advisory and accountancy practice since 2007 that has merged into Tricor Vietnam in March 2014.

Tricor Vietnam serves a diverse client portfolio ranging from manufacturing, services, trading / distribution, property / construction and e-commerce.

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 hospitality / leisure group as an accountant and left as the Group's Vice President (Legal and Corporate Affairs).

Chor Ghee is a member of CPA Australia, Malaysian Institute of Accountants and Chartered Institute of Taxation.

He holds several postgraduate qualifications in business administration, political science and e-commerce from distinguished universities in Australia and UK.



**Nguyen Le Anh Binh
(Brian)**

**Manager,
Tricor Vietnam**

Brian has working experience from 8 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 resources advisory.

Brian started his career with Vietvalues Audit, the legacy practice that merged into Tricor Vietnam, and has 2 years of consultancy experience working with MNCs and foreign companies at BDO Vietnam.

In performing a wide range of business and corporate services in Tricor Vietnam, Brian works closely with Tricor's professional team in supporting foreign clients to invest in Vietnam, managing compliance activities and delivering value added advisory to the clients' business operations.

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

Brian is proficient in written and spoken English and Vietnamese.

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, Hanoi and Danang.

Contact Us:

Tricor CBD

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Tricor Centre, Vietnam

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Hanoi Client Service Office

Room 909, 5S office, Level 9, Sky City Tower A, 88 Lang Ha Street, Lang Ha Ward
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Danang Client Service Office:

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74 Bach Dang, Hai Chau 1 Ward
Hai Chau District, Danang

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Nguyen Le Anh Binh (Brian)
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Event Organizer



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 Hong Kong, Singapore, Kuala Lumpur, Ho Chi Minh City, Hanoi, Jakarta and Bangkok.

Indochina Link has spearheaded many study tours and business exchanges, and has worked with trade promotion institutions and professional bodies for business 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 17 August 2018

HKD 5,600 per person
(10% discount for groups of 3)

Normal Price

HKD 6,600 per person
(10% discount for groups of 3)

(Full Day Workshop - Morning coffee / refreshment and lunch provided)

Event Consultants

Mr EC Tan



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Contact: Mr Nguyen Le Anh Binh
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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 – Essential Doing Business Guide
 - Kuala Lumpur 20 July 2018
 - Singapore 13 July 2018
 - Bangkok 15 June 2018
 - Hong Kong 9 April 2018
 - Kuala Lumpur 30th March 2018
- Vietnam – New Transfer Pricing Regulations & Tax Finalization 2017
 - Singapore 16 March 2018
 - Ho Chi Minh City 9 March 2018
- Vietnam - Doing Business and Tax Briefing
 - Hong Kong 12 Dec 2017
 - Bangkok 6 November 2017
 - Kuala Lumpur 3 October 2017
 - Singapore 28 August 2017
 - Hong Kong 15 August 2017
- Vietnam - Doing Business and Tax Briefing
 - Hong Kong 12 Dec 2017
 - Bangkok 6 November 2017
 - Kuala Lumpur 3 October 2017
 - Singapore 28 August 2017
 - Hong Kong 15 August 2017
- 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
 - Kuala Lumpur – 31 July 2015
- VIETNAM - Market Access, Investment Regulations and Tax Updates
Singapore - Wed 15 April 2015

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

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

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Account No: 629 184 607 001

Please email the remittance slip to events@indochinalinks.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 /



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Speakers:

Lim Chor Ghee (Mr), General Director, Tricor Vietnam
Nguyen Le Anh Binh (Mr), Manager, Tricor Vietnam

0830 – 0900	Registration / Coffee Slideshow on new urban & infrastructure development in Ho Chi Minh City
0900 – 1030	1. Setting Up Business 2. Sourcing and Manufacturing
1030 - 1045	Coffee Break
1045 – 1200	3. Distribution and Services
1200 - 1315	Lunch
1315 – 1430	4. Managing and Controlling Business
1430 – 1515	5. Taxation
1515 – 1545	Coffee Break
1545 - 1630	6. People
1630 - 1700	Q & A and general discussions



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:

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