



INVESTMENT GUIDE TO MANUFACTURING IN VIETNAM

*Navigating the Practical Aspects of Licensing / Setting Up
Company, Tax, Customs, Accounting and Capital Transfer*

Hotel Swissôtel Bangkok Ratchada
Thursday 14th November 2019 (0830 – 1230)

Why Vietnam Manufacturing?

- Favourable multilateral / regional / bilateral trade treaties
- Relatively low land price and labour cost
- Extensive investment in infrastructure and utility
- Second factory of the world (after China)
- Mobile phones, electronics, motor vehicle parts, furniture, household items, garments / textiles.

WORKSHOP AGENDA

1. Vietnam Manufacturing Landscape

- Major industrial sites and industrial clusters / specialization
- Ports, roads and utilities
- Land lease, management fees, electricity, labour costs

2. Manufacturing Licenses and Investment Incentives

- Export Processing Enterprise in Export Processing Zones and Industrial Zones
- Manufacturing Enterprise in Industrial Zones
- CIT, VAT and Import Duty implications
- Application procedure for EPE and tax incentives
- Investment licensing procedure for manufacturing sector and setting up company

3. Securing Manufacturing Sites

- Basic due diligence on landlord and factory land: Important documents for verification
- Contractual and payment milestones in acquiring land use right certificate / land lease
- Negotiating legal terms for industrial park land lease contract

4. Investment License and Company Registration

- Government approvals (IRC / ERC / Business License) and departments involved
- Capital structure approvals – equity and loan forming investment capital
- Banking matters – initial capital injection, DICA and operational account
- Planning for profit / interest / loan / capital repatriation

5. Construction Permits, EIA and Fire Safety

- Milestones in factory construction
- Environment Impact Assessment
- Certificate of Fire Fighting and Protection

6. Tax and Import Duty Planning – Construction and Operational Stage

- VAT on land lease, factory construction, plant and equipment
- Import duty on plant & equipment and inventory
- Export Processing Enterprise status and VAT implications

- Country of Origin Rules
- Transfer Pricing Regulations in brief

7. Human Resources Matters

- Minimum salary, overtime, and other allowances
- Social, health and unemployment insurance
- Trade union and internal labour regulation
- Personal Income Tax for expatriates and Vietnamese employees
- Work permit, tax and visa issues for foreign legal representative, and expatriates

Who Should Attend

- CEOs and Directors of MNCs with manufacturing investment in Vietnam
- CFO, finance directors and managers
- Corporate affairs, legal and company secretarial officers
- Project managers with Vietnam responsibility

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 greenfield investment, as well as providing corporate and business services.

In Vietnam, he developed an advisory practice that has since March 2014 merged into Tricor Vietnam. The practice has grown many folds since then. Tricor Vietnam serves a diverse client portfolio ranging from manufacturing, renewable energy, trading / distribution, real estate, construction, services and e-commerce.

Chor Ghee's career path included advisory services with Big 4 firms and as a Vice President of corporate affairs with a public listed multinational.

Chor Ghee is a member of 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.

Nguyen Hong Khai

Director & Head of Tax and Business Advisory

Tricor Vietnam

Khai Nguyen has more than 12 years of working experience in tax and corporate services. Prior to joining Tricor Vietnam, he was with KMPG for 5 years and with BDO Vietnam for 3 years where he was involved in 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, HR services, etc.

Khai graduated with LLM from the University of Economics, Vietnam, 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 across a wide range of 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.

Nguyen Le Anh Binh (Brian)

Business Development Manager

Tricor Vietnam

Brian started his career with the legacy firm of Tricor Vietnam and has more than 8 years of experience in consultancy and business development in dealing with investment licensing and market entry for foreign direct investment, project management, company secretary services and human resources advisory.

He has also spent some years at BDO Consulting Vietnam, a Big 5 international audit firm.

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

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, 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.

In Association with



PL Group is a full-service accounting and audit firm that specializes in the needs of medium-sized businesses and international corporate running business in Thailand. The company was founded in 1993 and formerly named as PLG Management Consultants Limited.

PL Group consists of:

- PLP Auditing Office, a certified public accounting firm offers financial audit and review
- PLG Plus Limited, a company provides corporate service relating to accounting, tax and managerial advices.

We specialize in:

- Bookkeeping and financial statements preparation
- Audit and review services
- Corporate tax return filing and tax planning
- Payroll processing services
- Advisory about setting up a business in Thailand

Today our clients base has grown significantly both in terms of number and service requirement diversity. This has resulted to a great increase of references made by our existing clients.

To ensure that we are strategically allied with professional partners and colleagues at a global level, PLG Plus joined MSI Global Alliance, an internationally recognized accounting networks and law firm association in 1999. Since then, we have benefited a great deal not only from the shared knowledge and experience, but also the strengthened cooperation with some other 250 members in 100 countries around the world.

Supporting Organization



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
- Advisory support for M&A transactions

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

Sponsoring Organizations



The Federation of
Thai Industries

<https://www.fti.or.th>



<https://www.deepc.vn/en/>

Registration Details

Pay By 1 Nov 2019

THB 6,800 per person

(10% discount for groups of 3)

Normal Price

THB 7,800 per person

(10% discount for groups of 3)

Note: Price excludes GST

(Half Day Workshop – Coffee / refreshment provided)

**Existing Clients of Tricor Group
Or Member of the Federation of Thai
Industries**

THB 4,760 per person

(10% discount for groups of 3)

Notes:

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

Event Consultants

In Thailand:

Chakkawat (Golf)

PLG Plus Limited

9th Floor, CS Tower
230 Ratchadapisek Road, Huaykwang,
Bangkok 10320, Thailand
Tel: (662) 274 0090
Fax: (662) 274 0096

Email: chakkawat@plgplus.com

Notes:

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

In Singapore:

Indochina Link Pte Ltd (200713333E)

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

www.indochinalink.com

Contract: Mr EC Tan

Email: events@indochinalink.com

Phone +65 8193 9928 (S'pore)

Our Track Record

- Vietnam – M&A for business expansion
 - HCMC 23 Aug 2019
- Vietnam – Renewable Energy projects
 - HCMC 10 July 2019
- Vietnam – Essential Doing Business Guide
 - Bangkok 16 Aug 2019
 - Kuala Lumpur 9 Aug 2019
 - Singapore 11 July 2019
 - Hong Kong 17 May 2019
 - Kuala Lumpur 17 Jan 2019
 - Bangkok 11 March 2019
 - Bangkok 2 Nov 2018
 - Hong Kong 4 Sept 2018
 - Kuala Lumpur 20 July 2018
 - Singapore 13 July 2018
 - Bangkok 15 June 2018
 - Hong Kong 9 April 2018
 - Kuala Lumpur 30th March 2018

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

Consulting Inquiries



Tricor CBD, HCMC

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99 Nguyen Dinh Chieu, Ward 6, District 3
Ho Chi Minh City

Hanoi | Client Service Office

Room 909, Level 9, 5S Office, Sky City
Tower A, 88 Lang Ha Street, Lang Ha Ward,
Dong Da District, Hanoi

Contact Persons:

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Business Development Manager
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Participants of the seminar will receive the e-book – more than 70 pages of valuable information and tips on doing business successfully in Vietnam. Jointly published by:

- Vietnam Chamber of Commerce and Industry (VCCI)
- IPSOS Business Consulting Vietnam
- Tricor Vietnam
- British Business Group Vietnam (BBGV)

Sign Me Up!
Registration Form



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Hotel Swissôtel Bangkok Ratchada
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	<u>Name</u>	<u>Email</u>	<u>Designation</u>
1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____

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

Company: _____

Address: _____

Telephone: _____ **Fax:** _____

Email: _____ **Contact Person:** _____

Tax Identification Number: _____

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

Payment / Terms & Conditions

- Invoice shall be raised by **PLG PLUS LIMITED** upon registration.
- 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 /

Networking Program

DOING BUSINESS IN VIETNAM: Opportunities and Practices

At Your Services

Time:

08:15AM – 12:00PM

Friday, 15/11/2019

Venue:

Hansar Hotel Bangkok

3/250 Soi Mahatlek Luang 2, Lumpini,
Pathum Wan District, Bangkok 10330

Language: **English**

[Click here to register](#)

or please use this link:

<https://forms.gle/Hq7bpELoQ2nyU8AA6>

Vietnam has successfully established itself as a topnotch destination for foreign direct investment, thanks to its increasing integration with world markets. Thailand has consistently been in the top 10 investors in Vietnam over the last 5 years.

Further, the biggest seaport and industrial hubs of North Vietnam have invested massively in state-of-the-art multimodal infrastructures. These developments together with other advantages (such as tax package) bring tremendous business opportunities for manufacturing, logistics and service companies.

For Thai businesses to take full advantage of those developments, leaders from Vietnam government together with experts from Tricor Vietnam, Cushman and Wakefield Vietnam, and DEEP C Industrial Zones Haiphong are going to share insights regarding investment opportunities as well as practical aspects of doing business in Vietnam, from tax and accounting or legal setup.

AGENDA

- Registration & Introduction
- Opening remarks
By the Federation of Thai Industries
- Economic Overview of Vietnam with Special Focus on Quang Ninh Region
By Quang Ninh Economic Zone Authority
- Industrial real estate market of Vietnam
By Cushman & Wakefield Vietnam
- Investment and Setting up company: Tax, Customs, Accounting and Capital contribution
By Tricor Vietnam
- Potential Investment Destination: Haiphong and DEEP C Industrial Zones
By DEEP C Industrial Zones
- Q&A and Networking

Contact:

The Federation of Thai Industries: pimchanokp@fti.or.th – Pimchanok Paprakhon (Ms.)

DEEP C Industrial Zones: huy.vu@deepc.vn – Huy Vu Anh (Mr.)