

Success in Vietnam Investment – Opportunities and Challenges “Foreign Investment Law, Tax Planning and Profit Repatriation”

Friday 16th May, 2008
Legend Hotel, Kuala Lumpur

Delivered by partners of
Vietnam consulting firm

Opportunities in Vietnam

Vietnam is the 6th most attractive foreign investment destination in the world in 2008 (UNCTAD 2007-2009 Survey). This new economic tiger holds a lot of promises for Malaysian investors, from large public listed companies to SMEs.

What are the hot investment opportunities for Malaysian businesses? Are these business sectors open to foreign investors? How do we overcome investment barriers? What are the typical entry modes into Vietnam for Malaysian companies?

The success of doing business in Vietnam is greatly facilitated by the ability to put through effective corporate structure to deal with foreign investment laws, taxation and foreign exchange issues in Vietnam. Hastily structured business deals and inappropriate contractual relationships, especially that relating to land use rights, are often exposed to adverse risks. This may create unnecessary operational impediments, with potentially disastrous impact on business in the long run.

This workshop is delivered by a Partner of VietValues Assurance and Consulting (www.vietvalues.com), Vietnam, a 120-strong professional services firm that provides foreign investment advisory, auditing, taxation, business valuation and accounting services. The speaker has many years of senior-level corporate and consultancy experience in dealing with Malaysian investments abroad.

Hot Topics!

- Growth and Opportunities in Vietnam for Malaysian companies
- Understanding Vietnam Common Investment Law and Enterprise Law
- Effective corporate structures for investment in Vietnam
- Effective tax planning in Vietnam for companies and expatriates
- Treasury and financial management in Vietnam – best practices
- Don't get stuck with repatriating profits – plan strategies upfront!

Who Should Attend

- Directors, business owners and professionals
- Finance, corporate affairs and legal directors and managers
- Business development / Sales and marketing directors and managers

Course Objectives

- Understand the salient aspects of Common Investment Law and Enterprise Law in Vietnam and learn how to structure effective strategic entry modes into Vietnam
- Be able to handle strategic issues relating to management and control of business in Vietnam;
- Appreciate aspects of treasury and financial management in Vietnam;
- Learn how to develop effective tax planning strategies for businesses and expatriates in Vietnam;
- Understand issues relating to profit repatriation and how to avoid common pitfalls.

Speaker and Consultant

Mr Lim Chor Ghee

MBA, MIntS, BComm, CA(M), CPA(Aust), ATII

Mr Lim is a Partner of VIETVALUES Assurance and Consulting Co. Ltd., Vietnam and the Executive Director of VinMas Resources Pte Ltd, Singapore. VIETVALUES provides consulting, auditing and taxation services, and has more than 120 professional staff in Ho Chi Minh City.

He is a regular speaker for conferences and workshops on foreign direct investment and financial management organized by Asia Business Forum, LexisNexis, FinanceAsia, CPA Australia, ACCA, CIMA, Malaysian Institute of Accountants, Malaysian Institute of CPAs, Dhaka Chamber of Commerce and Industry and National Chamber of Exporters of Sri Lanka.

He was the vice president for a multinational company listed in Hong Kong and Malaysia, in which he managed group legal and corporate affairs for business operations in more than 15 countries. He trained with international accounting firms Coopers & Lybrand and Price Waterhouse in his early career days, and has served as corporate affairs consultant for several companies.

Chor Ghee is a member of the Academy of International Business (USA), CPA Australia, Malaysian Institute of Accountants, Malaysian Institute of Taxation, and Malaysian National Computer Confederation. He holds several academic qualifications - *Master of International Studies* (in Political Economy and International Relations) degree from the University of Sydney, *Master of Business Administration (Distinction)* degree from Heriot Watt University, *Postgraduate Certificate in Electronic Business* from the University of Southern Queensland, and *Bachelor of Commerce* degree from the University of Melbourne.

Panel / Discussion Forum

Mr. Tran Khanh Lam

MA, CPA Vietnam, Registered Valuer

Lam is a founding partner of VIETVALUES Group. Lam has more than 12 years of working experience in the audit and accounting profession. He has worked for international accounting firm Ernst & Young (Vietnam) as well as a state-owned audit firm. Lam's involvements range from statutory annual financial statement audits and reviews, investment capital report audits and reviews, internal control reviews and consultations, and internal audit outsourcing.

Lam is a Certified Public Auditor (Registered Auditor) and Certified Public Valuer (Registered Valuer) licensed by the Ministry of Finance Vietnam, and is a member of Vietnam Accountants Association (VAA) and Vietnam Association of Certified Public Auditor (VACPA). He graduated with Master of Accounting and Audit, and bachelor degrees in Accounting and Audit and English Language. He is currently a PhD candidate in accounting and audit with the Ho Chi Minh Economic University.

Lam is also the Representative of the People's Committee of 13th Ward, District 5, Ho Chi Minh City.

About VietValues Group

VIETVALUES Group offers a full range of professional services in supporting value creation for your company's shareholders.

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.

- Assurance and Risk Management Services
- Tax Advisory and Compliance Services
- Accounting and Business Process Outsourcing Services
- FDI Advisory and Investment License Application
- Corporate Finance, M&A and Business Valuations

VIETVALUES - "Supporting Value Creation for Your Business"

www.vietvalues.com

Registration

RM880 per person
(15% discount for groups of 3)

Hot Fax +603 5634 9778

Event Consultant:

Mr EC Tan +6012 2916617

Name: 1)

2)

3)

Company:

Address:

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Peligo Training Solutions S/B (670106-K)

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Notes:

Confirmation of attendance is subject to receipt of full payment. No cancellation will be entertained after confirmation.

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AGENDA

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| 0830 - 0900 | Registration |
| 0900 - 0930 | Growth and Opportunities in Vietnam for Malaysian companies |
| 0930 - 1030 | Understanding Vietnam Common Investment Law <ul style="list-style-type: none"> • Investments subject to preference and conditional investments • Sectors opening up with WTO ascendance • Approving authorities – approaches to investment application |
| 1030 – 1045 | Coffee break |
| 1045 – 1115 | Discussion Forum – Sectors open / restricted to foreign investment Panel: Mr Lim Chor Ghee and Mr Tran Khanh Lam |
| 1115 – 1145 | Understanding Vietnam Enterprise Law <ul style="list-style-type: none"> • Investment vehicles - Representative office, joint venture foreign invested enterprise and wholly owned foreign enterprise • Salient features of limited liability company and joint stock company |
| 1145 – 1300 | Effective corporate structures for investment in Vietnam <ul style="list-style-type: none"> • Investment restrictions vis-à-vis management & control • Managing corporate risk in Vietnamese joint ventures • Land use rights for commercial / manufacturing ventures – issues |
| 1300 - 1400 | Lunch |
| 1400 - 1430 | Discussion Forum – Corporate structure (What works and what won't) Panel: Mr Lim Chor Ghee and Mr Tran Khanh Lam |
| 1430 - 1530 | Effective tax planning for Companies <ul style="list-style-type: none"> • Vietnamese taxes on companies and businesses • Common deductions • Withholding tax for cross border transactions • Double tax agreement (Malaysia-Vietnam) • Using offshore structures for Vietnam investments |
| 1530 - 1545 | Coffee break |
| 1545 - 1615 | Effective tax planning for Expatriates <ul style="list-style-type: none"> • Vietnamese taxes on individuals • Common tax planning strategies for expatriates |
| 1615 - 1645 | Treasury and financial management in Vietnam – best practices Don't get stuck with repatriating profits – plan strategies upfront! <ul style="list-style-type: none"> • Corporate structure and implication on financial management • Financial management – best practices • Joint ventures and profit repatriation – managing risks |
| 1645 - 1700 | Question and Answer Session Panel: Mr Lim Chor Ghee and Mr Tran Khanh Lam |