



## VIETNAM DOING BUSINESS & TAX BRIEFING

Empire Hotel, Subang Jaya  
Monday 27<sup>th</sup> March 2017 (0900 – 1300)

### Why Vietnam?

- 93m population - Young, dynamic and eager to embrace global lifestyles
- Increasing global integration through investment and trade agreements
- 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)
- Rapid urbanization – attractive property sector and urban demands
- Increasing sophistication of consumer tastes and demands as more and more Vietnamese people travel abroad and become exposed to foreign brands and international experience;
- Continuing liberalization of investment and business regulations in Vietnam;
- 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.

### Executive Briefing - Hot Topics!

- An update on the economic and business environment in Vietnam in 2017.
- Attractive Business Sectors for foreign investors
- Survey of typical operating costs in HCMC and Hanoi – rental, salary, office rental and living costs

- Most recent updates on Investment / Enterprise law - understanding the regulatory and administrative steps in getting investment license for foreign investors
- 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
- Vietnam Taxes in a Nut-shell
- Corporate Income Tax Planning for inbound investment
  - Equity / Debt
  - Holding company
  - Taxation on M&A
- Withholding tax and Double Tax Agreement
- VAT Planning and Administration
- Tax Planning for Profit Repatriation
- Foreign exchange control – capital / current account, regulations
- Personal Income Tax planning
- Work permit, tax and visa issues for legal representative, chief representative and expatriates generally

### Who Should Attend

- CEOs and Directors of foreign companies with Vietnamese operations
- CFO, Financial controllers and accountants
- Corporate affairs, legal and company secretarial officers
- CPA and consultants firms advising their clients on Vietnam investment

## Speaker / Consultant



### Lim Chor Ghee

**General Director  
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 Company Limited. Also servicing clients in business matching and investment brokerage.

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 from 1993-1996. He then joined a Hong Kong-listed hospitality and leisure group as an accountant and left as the Group's Vice President (Legal and Corporate Affairs) in 2002. During his tenure, he managed cross border legal, taxation, and corporate affairs for the group's business operations that spanned more than 15 countries.

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.

## 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.



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 inceptioned 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 publish "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<sup>th</sup> March 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](mailto:events@peligotraining.com)

**In Kuala Lumpur:**

**Peligo Link Sdn Bhd (670106-K)**

Suite 33-01, 33<sup>rd</sup> Floor, Menara Keck Seng  
203 Jalan Bukit Bintang  
55100 Kuala Lumpur

**Singapore:**

**Indochina Link Pte Ltd (200713333E)**

10 Anson Road  
#15-14 International Plaza  
Singapore 079903

**Ho Chi Minh City:**

**Indochina Link Vietnam Co., Ltd (HCMC)**

Mr Nguyen Le Anh Binh

HP: +84 93321 3273 (Vietnam)

### 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 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
- VIETNAM - Setting Up and Acquiring Businesses (with Tax Updates)  
Singapore 14 March 2014  
Kuala Lumpur 28 March 2014
- VIETNAM Investment and Tax Updates  
Taipei ROC 30 October 2013
- VIETNAM - Acquisition and Structuring of Businesses  
Kuala Lumpur 28 Aug 2013  
Singapore 29 Aug 2013

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

**Sign Me Up!**  
**Registration Form**



**VIETNAM**  
**DOING BUSINESS & TAX BRIEFING**  
Empire Hotel, Subang Jaya  
**Monday 27<sup>th</sup> March 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](mailto: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.



**VIETNAM**  
**DOING BUSINESS & TAX BRIEFING**  
**Peninsular Excelsior / Singapore**  
**Friday 17<sup>th</sup> March 2017 (0900 – 1300)**  
**Empire Hotel, Subang Jaya**  
**Monday 27<sup>th</sup> March 2017 (0900 – 1300)**

**Speaker:**

Lim Chor Ghee (Mr), General Director, Tricor Vietnam

<b>0830 – 0900</b>	Registration / Coffee
<b>0900 – 1030</b>	<ul style="list-style-type: none"> <li>• An update on the economic and business environment in Vietnam in 2017.</li> <li>• Attractive Business Sectors for foreign investors</li> <li>• Survey of typical operating costs in HCMC and Hanoi – rental, salary, office rental and living costs</li> <li>• Most recent updates on Investment / Enterprise law - understanding the regulatory and administrative steps in getting investment license for foreign investors</li> <li>• Market entry strategy for trading and distribution business and contracting services: <ul style="list-style-type: none"> <li>○ Independent distributors and agents;</li> <li>○ Representative Office;</li> <li>○ Joint ventures;</li> <li>○ 100% or foreign controlled subsidiary;</li> </ul> </li> <li>• Legal, management and control structure of companies in Vietnam</li> </ul>
<b>1030 - 1045</b>	<b>Coffee Break</b>
<b>1045 – 1300</b>	<ul style="list-style-type: none"> <li>• Vietnam Taxes in a Nut-shell</li> <li>• Corporate Income Tax Planning for inbound investment <ul style="list-style-type: none"> <li>○ Equity / Debt</li> <li>○ Holding company</li> <li>○ Taxation on M&amp;A</li> </ul> </li> <li>• Withholding tax and Double Tax Agreement</li> <li>• VAT Planning and Administration</li> <li>• Tax Planning for Profit Repatriation</li> <li>• Foreign exchange control – capital / current account, regulations</li> <li>• Personal Income Tax planning</li> <li>• Work permit, tax and visa issues for legal representative, chief representative and expatriates generally</li> </ul>

## 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](mailto:info@hk.tricorglobal.com) or visit [www.tricorglobal.com](http://www.tricorglobal.com).

### Our Main Services

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