



## VIETNAM GUIDE TO DOING BUSINESS AND TAX UPDATES

Peninsular Excelsior / Singapore  
Monday 28 August 2017 (0900 – 1300)

### Latest Law Updates!

- Regulation on trading and distribution by foreign investors (decree replacing Decree 23/2007/ND-CP)
- New Transfer Pricing Regulation: Decree 20/2017/ND-CP (1 May 2017)
- Buying property in Vietnam (for foreigners)

### Doing Business Guide

- An executive update on the economic and business environment in Vietnam in 2017 / 2018.
- Attractive business sectors for foreign investors
- Survey of typical operating costs in HCMC and Hanoi
- Understanding Investment and Enterprise law - the regulatory and administrative steps in setting up subsidiary company in Vietnam
- 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
- Work permit, tax and visa issues for legal representative, chief representative and expatriates

### Tax Briefing

- Corporate Income Tax Planning for inbound investment
  - Equity / Debt
  - Holding company
  - Taxation on M&A
- Withholding tax and Double Tax Agreement
- Tax Planning for Profit Repatriation
- New Transfer Pricing / BEPS Regulation
- Foreign exchange control
- Personal Income Tax planning

### Buying Property in Vietnam

- What can foreigners buy?
- The administrative procedure in buying property
- Tax aspects of property ownership

### 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 and Directors of foreign companies with Vietnamese operations
- CFO and finance directors
- Corporate affairs, legal and company secretarial officers

### Speaker / Consultant



#### 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 new investment licensing application / company establishment, as well as providing taxation, accounting, payroll and company secretarial services. He has successfully developed an advisory and accountancy practice that has since March 2014 merged into Tricor Vietnam. The professional practice has grown almost three-folds since its inception.

He also supports foreign 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 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 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 incepted 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 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 18 August 2017**  
**SGD 380 per person**  
*10% discount for groups of 3*

**Normal Price**  
**SGD 450 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](mailto:events@peligotraining.com)

### Indochina Link Pte Ltd

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#21-01 Peninsula Plaza  
Singapore 179098

Mr Tan Eng Choon  
HP: +65 8193 9928 (Singapore)

### Indochina Link Vietnam Company Limited (HCMC)

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117-119 Lý Chính Thắng, Phường 07  
Quận 3, Hồ Chí Minh, Vietnam

Mr Nguyen Le Anh Binh  
HP: +84 93321 3273 (Vietnam)

### Our Track Record

- 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.....



## VIETNAM GUIDE TO DOING BUSINESS AND TAX UPDATES

**Peninsular Excelsior / Singapore**  
**Monday 28 August 2017 (0900 – 1300)**

**Speaker:**

Lim Chor Ghee (Mr), General Director/ Practice Leader, Tricor Vietnam

|             |  |
|-------------|--|
| 0830 – 0900 | Registration / Coffee  |
| 0900 – 1030 | <p><b>Doing Business Guide</b></p> <ul style="list-style-type: none"> <li>• An executive update on the economic and business environment in Vietnam in 2017 / 2018.</li> <li>• Attractive business sectors for foreign investors</li> <li>• Survey of typical operating costs in HCMC and Hanoi</li> <li>• Understanding Investment and Enterprise law - the regulatory and administrative steps in setting up subsidiary company in Vietnam</li> <li>• Regulation on trading and distribution by foreign investors (decree replacing Decree 23/2007/ND-CP)</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> <li>• Work permit, tax and visa issues for legal representative, chief representative and expatriates</li> </ul> |
| 1030 - 1045 | <b>Coffee Break</b>  |
| 1045 – 1300 | <p><b>Tax Briefing</b></p> <ul style="list-style-type: none"> <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>• Tax Planning for Profit Repatriation</li> <li>• New Transfer Pricing / BEPS Regulation</li> <li>• Foreign exchange control</li> <li>• Personal Income Tax planning</li> </ul> <p><b>Buying Property in Vietnam</b></p> <ul style="list-style-type: none"> <li>• What can foreigners buy?</li> <li>• The administrative procedure in buying property</li> <li>• Tax aspects of property ownership</li> </ul>   |

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



Your business and investment link to the Mekong region

**VIETNAM**  
**GUIDE TO DOING BUSINESS**  
**AND TAX UPDATES**

**Peninsular Excelsior / Singapore**  
**Monday 28 August 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](mailto: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](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>   |