



VIETNAM

GUIDE TO INVESTMENT & DOING BUSINESS

Incl Legal / Tax aspects of Acquisition

EASTIN GRAND HOTEL SATHORN BANGKOK
Fri 16th August 2019 (0830 – 1230)

Why Vietnam Now?

- Beneficiary of the fall outs from USA-China Trade War
- Expanding manufacturing prowess - Mobile phones, electronics, furniture, garments / textiles.
- 94m population and growing - Young, dynamic and eager to embrace global lifestyles
- Increasing sophistication of consumer tastes and demands.
- Rapid urbanization – attractive property sector and urban demands
- Extensive investment in infrastructure and utility

WORKSHOP AGENDA

1. Set Up and Manage Business

- Investment and Enterprise law - the regulatory and administrative steps in setting up subsidiary company in Vietnam
- Post Licensing Procedure: Obtaining seal, tax notification, opening bank account and tax invoices
- Governance structure for companies, authority and control
- Legal representative and Chief Accountant
- Work permit, tax and visa issues for foreign legal representative and chief representative

2. Capital control, Forex and Banking

- Investment and charter capital
- Bank account opening and management
- Funding of investment
- Profit repatriation

3. Taxation

- Vietnam Tax in a nut-shell
- Tax Planning: Equity / Debt and Profit Repatriation
- Withholding Tax

4. Acquisition and Joint Venture

- Legal structures and investment licensing procedures
- Taxation aspects of M&A
- Common challenges and misconceptions in acquiring Vietnamese-owned companies

Who Should Attend

- CEOs and Directors of foreign companies with Vietnamese operations
- CFO, finance directors and managers
- Corporate affairs, legal and company secretarial officers
- Project managers with Vietnam responsibility

Speakers / Consultants

Lim Chor Ghee

General Director, Tricolor 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 Tricolor Vietnam. The practice has grown many folds since then. Tricolor 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 KPMG 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 LL.M from the University of Economics, Vietnam, LL.B 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.

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
- Advisory support for M&A transactions

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

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.



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 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.

Registration Details

Pay By 31 July 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)

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

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Indochina Link Vietnam Co., Ltd
Tầng Lửng, Tòa nhà An Phú Plaza
117-119 Lý Chính Thắng
Phường 7, Quận 3
Hồ Chí Minh, Vietnam

Our Track Record

- Vietnam – Essential Doing Business Guide
 - 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
- 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

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

Consulting Inquiries

tricolor
The Business Enablers

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Level 1, IMM Group Building
99 Nguyen Dinh Chieu, Ward 6, District 3
Ho Chi Minh City

Tricolor Centre, HCMC
No. 16, Yen The Street, Ward 2, Tan Binh
District, Ho Chi Minh City
Tel: (84) 28 6289 8887

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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Nguyen Le Anh Binh (Brian)
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
- Tricolor Vietnam
- British Business Group Vietnam (BBGV)



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Fri 16th August 2019 (0830 – 1230)

Speakers from Tricolor Vietnam

Lim Chor Ghee (Mr), General Director
Nguyen Hong Khai (Mr), Director – Tax and Business Advisory Services
Nguyen Le Anh Binh (Mr), Business Development Manager

AGENDA

0830 – 0900	Registration and coffee
0900 – 1030	<p>1. Set Up and Manage Business</p> <ul style="list-style-type: none"> Investment and Enterprise law - the regulatory and administrative steps in setting up subsidiary company in Vietnam Post Licensing Procedure: Obtaining seal, tax notification, opening bank account and tax invoices Governance structure for companies, authority and control Legal representative and Chief Accountant Work permit, tax and visa issues for foreign legal representative and chief representative <p>2. Capital control, Forex and Banking</p> <ul style="list-style-type: none"> Investment and charter capital Bank account opening and management Funding of investment Profit repatriation
1030 - 1045	Coffee Break
1045 – 1230	<p>4. Acquisition and Joint Venture</p> <ul style="list-style-type: none"> Legal structures and investment licensing procedures Taxation aspects of M&A Common challenges and misconceptions in acquiring Vietnamese-owned companies <p>3. Taxation</p> <ul style="list-style-type: none"> Vietnam Tax in a nut-shell Tax Planning: Equity / Debt and Profit Repatriation Withholding Tax

Sign Me Up!
Registration Form



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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 / venue of the event (in unavoidable situation) with notice to be given in advance to participants.



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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