

## Foreign Contractors in Vietnam: Licensing and Business Set-Up, Tax Planning (CIT, PIT and VAT) and VAS Accounting

Thursday 11<sup>th</sup> June 2009  
Legend Hotel, Kuala Lumpur

**Business Times, Friday 22 May 2009:** "Opportunities are now available for Malaysian firms to participate in major construction and infrastructure projects being implemented in Vietnam up to 2020.

State Capital Investment Corporation of Vietnam (SCIC)'s strategy department director Nguyen Chi Thanh said the country was offering foreign investors a wide range of investment opportunities in areas like roads and bridges, power, seaports, railways and airports. For this year, Vietnam planned to undertake two major projects worth US\$75 billion (RM264.75 billion) to build the Long Thanh International Airport and Thu Thiem International Financial Centre, Thanh said".

### Hot Topics / Course Objectives

- √ How to obtain foreign contractors' license to operate in Vietnam
- √ Registration of foreign contractors in Vietnam
- √ Restrictions and conditions for foreign contractors and strategies to overcome them
- √ Withholding tax (corporate tax and VAT) for Malaysian contractors and service providers with projects in Vietnam under the new Circular 134
- √ Highlight: Walk-through numerical examples of withholding tax for Malaysian contractors in Vietnam under Circular 134
- √ Learn the Corporate Income Tax and VAT regime for subsidiaries and project management offices in Vietnam
- √ Address work permit / Visa and Personal Income Tax Issues for relocated personnel from Malaysia
- √ Understand the VAT regime for foreign contractors and their Vietnamese subcontractors and pitfalls to avoid
- √ Tax and work permit issues in dealing with Malaysian subcontractors with physical presence in Vietnam

- √ Consider Malaysian tax and Double Tax Treaties implications for Malaysian contractors in Vietnam
- √ Understand salient aspects of Vietnamese Accounting Standards for construction and contracting companies and how tax affairs are related to accounting
- √ Practical challenges in dealing with Vietnamese tax authorities in finalizing corporate income tax status and obtaining VAT refund

### Who Should Attend

- CEOs, Directors and general managers
- CFO and Financial controllers
- Contract managers and engineers
- Corporate affairs and legal directors and managers
- Business development / Sales and marketing directors and managers

## Take-Away / Workshop Kit

- Practical strategies and tips for Malaysian contractors operating in Vietnam;
- Copy of new Circular 134 and important regulations on licensing and registration for foreign contractors in Vietnam

## @ 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 are university graduates with 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.

## Speakers and Consultants



### Mr Lim Chor Ghee

MBA(HW, UK), MIntS(Syd),  
PECB(USQ), BComm(Melb),  
CPA(Aust), CA(M), AIB(USA), MNCC,  
ATII

Chor Ghee is a Partner of VIETVALUES Audit and Consulting Group, Vietnam and has serviced many foreign companies for their business expansion into Vietnam. His roles in the accounting firm of more than 150 professional staff include foreign direct investment advisory, tax planning and

compliance, and outsourced accounting services. He is a regular conference speaker on Vietnam investment and cross border financial management topics.

Before venturing to Vietnam, he was the Vice President for a multinational company listed in Hong Kong with turnover of more than USD1.5 billion in 2001. At that time, he managed the group's legal and corporate affairs for business operations in more than 15 countries. Earlier, he trained with international accounting firms Coopers & Lybrand and Price Waterhouse.

He graduated with several master and bachelor degrees in accounting, business management, e-commerce and political science, and is a professional member of several accounting and tax associations.

### Mr Kevin Lam

CPA(M)

Kevin has more than 15 years of international tax experience in public accounting and private industry within the region and is a member of the Malaysian Institute of Certified Public Accountants.

He was attached to two of the Big-4 accounting firms in various countries, including Malaysia, Singapore and Vietnam.

He spent the last two years with one of the Big-4 accounting firms based in Vietnam.

Kevin has extensive experience in tax advisory, international tax and corporate tax planning, transfer pricing and tax due diligence.

## Registration

**RM880 per person**

*(10% discount for groups of 3)*

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**Notes:**

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