



VIETNAM GUIDE TO INVESTMENT & DOING BUSINESS

The Harbourview, Wan Chai, Hong Kong
Friday 17 May 2019 (0830 – 1230)

*Vietnam Investment and Doing Business workshop series:
Thailand (11 Mac), Singapore (22 Mac), Malaysia (19 April) & Hong Kong (17 May)*

Why Vietnam?

- 94m population and growing - Young, dynamic and eager to embrace global lifestyles
- Increasing sophistication of consumer tastes and demands.
- Second factory of the world (after China) - Mobile phones, electronics, furniture, garments / textiles.
- 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
- Updated regulation on trading and distribution by foreign investors
- 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

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 incentives
- Tax Planning: Equity / Debt and Profit Repatriation
- Taxation in M&A
- Withholding Tax

4. Tax and Duties for Importation

- Understanding import duties and VAT
- Country of Origin rules for China-Vietnam-USA exports

5. Vietnam Employment

- Hiring and terminating staff
- Social, health and unemployment insurance
- Trade union and internal labour regulation
- Work permit, tax and visa issues for foreign legal representative, chief representative and expatriates

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
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 investment licensing application, as well as providing corporate services, taxation, accounting, payroll and business advisory services.

He has successfully developed an advisory and accountancy practice that has since March 2014 merged into Tricor Vietnam. Tricor Vietnam serves a diverse client portfolio ranging from manufacturing, renewable energy, trading / distribution, real estate, construction, services and e-commerce.

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 several postgraduate academic qualifications in business administration, political science and e-commerce from distinguished universities in Australia and UK.



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.

Brian 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.

Brian is proficient in written and spoken English and Vietnamese.

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

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



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 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

Early Birds! Pay By 26 April 2019

HKD 2,800 per person

(10% discount for groups of 3)

Normal Price

HKD 3,500 per person

(10% discount for groups of 3)

(Full Day Workshop - Morning coffee / refreshment and lunch provided)

Event Consultants

Mr EC Tan



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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

Our Track Record

- Vietnam – Essential Doing Business Guide
 - Singapore 22 Mar 2019
 - 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



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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
- Tricor Vietnam
- British Business Group Vietnam (BBGV)

Sign Me Up!
Registration Form



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	<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

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Account No: 629 184 607 001

Please email the remittance slip to events@indochinalinks.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.



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Speakers from Tricolor Vietnam

Lim Chor Ghee (Mr), General Director
Nguyen Le Anh Binh (Mr), Business Development Manager

AGENDA

0830 – 0900	Registration and coffee Slideshow on new urban & infrastructure development in Ho Chi Minh City
0900 – 1030	1. Business Opportunities 2. Set Up and Manage Business 3. Capital control, forex and banking
1030 - 1045	Coffee Break
1045 – 1130	4. Taxation 5. Tax and Duties for Importation
1130 - 1230	6. Vietnam Employment



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

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