

Embassy of S.R. Viet Nam in Finland  
Commercial Section

# **DOING BUSINESS IN VIET NAM**

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## FOREWORD

*Since the establishment of the diplomatic relations between Vietnam and Finland in 1973, the bilateral ties of friendship and cooperation have been constantly promoted and developed. Many important visits have been exchanged, especially the visit of President Tarja Halonen to Vietnam in 2008 and the visit of President Nguyen Minh Triet to Finland in 2010.*

*Along with the diplomatic and political ties, the development cooperation and trade relations between Vietnam and Finland have witnessed a steady growth. In 2010, the bilateral trade turnover reached USD 236.7 million, in which Viet Nam exported to Finland USD 151.3 million and Finland exported to Vietnam USD 85.4 million USD. The annual trade growth rate is around 30% in the years 2006 to 2008, the global economic downturn has made our trade growth goes down to only +5% in 2010 compared to 2009.*

*However, the potentials of bilateral trade & economic cooperation have not been fully exploited. The market share of Vietnam as well as of Finland to each other partner is too modest with 0.2% from Vietnam to Finland and 0.1% from Finland to Vietnam. Besides that, up to December 2010, Finland ranks only 53<sup>rd</sup> out of 92 countries and territories investing in Viet Nam with 5 projects worth USD 33.4 million.*

*The economic relationship between Vietnam and Finland has been more strengthened since March 2011 with the decision of Nokia, the world's leading mobile phone supplier and a leading supplier of mobile and fixed telecom networks including related customer services, to invest EUR 200 million (equiv. USD 300 million) to build an assembly plant of mobile phones in Bac Ninh province – located in north area of Vietnam.*

*With the aim of further promoting economic cooperation between the two countries, the Commercial Section attached to Vietnam Embassy in Finland compiled the book "Doing business with Vietnam" to help*

*Finnish companies with a comprehensive information about their business location destination. In addition to introducing general information, business environment, the legal system of Viet Nam, this book devotes most important part to the introduction of typical businesses of Viet Nam in each specific area.*

*It is our pleasure to introduce this book to Finnish companies and businessmen with a hope that that it will be a reliable source of updated information and they will find it really helpful.*

A handwritten signature in dark ink, appearing to read 'Doan Ngoc Boi', with a long horizontal flourish underneath.

*Doan Ngoc Boi  
Ambassador of the Socialist Republic of Viet Nam to Finland*

# Chapter I

## GENERAL INFORMATION

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### I. NATURAL CONDITIONS

#### 1. Geographical location

Viet Nam is located in the Eastern part of the Indochina peninsula, bordering China to the North, Laos and Cambodia to the West with a long land border of 4,550 km, and facing the Eastern Sea (South China Sea) and the Pacific to the East and the South. With the land area of 331,690 km<sup>2</sup>, Viet Nam is an S-shaped long strip of land, stretching from 8°10' to 23°24' North latitude and from 102°09' to 109°30' East longitude. The country's total length is 1,650 km from the Northernmost point to the Southernmost point. Its width, stretching from the Eastern coast to the Western border, is 500 km at the widest part and 50 km at the narrowest part.

Viet Nam has a diverse topography. The country's territory is made up of hills, mountains, deltas, coastal lines and continental shelf, reflecting the long history of geology and topography formation in a monsoon, humid climate and a strongly weathered environment. The topography is lower from the Northwest to the Southeast, which is clearly shown in the flows of major rivers.

Three quarters of Viet Nam's territory are made up of low mountains and hilly regions. Regions with elevations less than 1,000 meters above sea level make up 85% of the territory. Mountainous regions over 2,000 meters above sea level only account for 1%. Mountain ranges and hills form a large bow facing the Eastern Sea with 1,400 km length from the Northwest to the Southeast. The highest mountain ranges are all located in the West and Northwest. Fan Xi Pan peak, with a height of 3,143 meters, is considered the roof of Indochina. Nearer to the Eastern Sea the mountain range is lower and ends with a coastal strip of lowland. From Hai Van pass to the South, the topography is less complex. A long limestone mountain range is replaced by large granite mountains followed by a vast plateau known as the Central Highlands behind Truong Son range to the East.

Only one fourth of the Vietnamese territory is covered by deltas separated in many regions by mountains and hills. There are two major deltas with

fertile arable land in Viet Nam, which are the Red River delta, locally known as the Northern delta of 16,700 km<sup>2</sup>, and the Mekong River delta or the Southern delta of 40,000 km<sup>2</sup>. Between these two major deltas is a chain of small deltas located along the Central coast from the Ma River basin in Thanh Hoa province to Phan Thiet with a total area of 15,000 km<sup>2</sup>.

## **2. Climate**

Viet Nam is located in the tropical and temperate zone. Viet Nam's climate is characterized by high temperature and humidity all year round. North Viet Nam, under the impact of the Chinese mainland, has more or less mainland climate. In addition, the Eastern Sea also affects Viet Nam's tropical monsoon climate. The monsoon climate does not spread evenly all over the Vietnamese territory, where there are different regions with different climates.

Viet Nam's climate changes by seasons and by regions from the lowland to highland, from North to South and from East to West. Given the strong influence of the Northwest monsoon, the average temperature in Viet Nam is lower than many Asian countries located at the same latitude.

There are two major climate regions in Viet Nam. Northern Viet Nam (from Mong Cai to Hai Van pass) has a tropical monsoon climate with four distinguishable seasons (spring, summer, autumn and winter) and is influenced by the highly-humid Northwest monsoon from the Asian mainland and Southeast monsoon from Thailand and Laos and the Eastern Sea. Southern Viet Nam (from Hai Van pass to Ha Tien) has a rather moderate tropical climate given the weak influence of monsoons and is characterized by dry and rainy seasons and warm weather all year round.

In addition, given the topographical structure, there are some sub-climate regions in Viet Nam including regions with temperate climate, such as Sa Pa (Lao Cai province), Da Lat (Lam Dong province) and regions with mainland climate such as Lai Chau, Son La, all of which are ideal places for tourism.

The average temperature in Viet Nam varies between 21°C and 27°C and increases from the North to the South. In summer, the average temperature is 25°C (Ha Noi 23°C, Hue 25°C, Ho Chi Minh City 26°C). In winter, temperature in the North reaches the lowest in December and

January. In Northern mountainous regions such as Sa Pa, Tam Dao and Hoang Lien Son, the temperature is sometimes down to 0°C with snow.

Viet Nam's climate is also characterized by a considerable amount of sunshine with the number of sunny hours varying between 1,400 and 3,000 per year. The average rainfall each year stands between 1,500 mm and 2,000 mm. Air humidity is 80%. Given the influence of monsoon and complex topography, Viet Nam is often prone to natural disasters such as storms, floods and droughts (each year, the country suffers from 6 to 10 tropical storms).

### **3. Rivers and sea**

Viet Nam has a dense network of rivers and streams (2,360 rivers of more than 10 km in length), flowing in two main directions of Northwest and Southeast in a bow shape. The Red River and the Mekong River, the two largest rivers in Viet Nam, create two vast and fertile deltas. Each year, the river and stream network is supplied with 310 billion cubic meters of water. The water supply for rivers and streams depends on the flood and drought seasons. 70%-80% of the annual water volume is provided in the flood season.

Viet Nam faces the Eastern Sea to the East and the Gulf of Thailand to the South and Southwest. The country has a long coastline of 3,260 km running from Mong Cai in the North to Ha Tien in the Southwest. Viet Nam's territorial waters in the Eastern Sea extend to the East and Southeast, including the continental shelf and many islands and archipelagoes. There is a group of 3,000 islands belonging to Viet Nam in the Tonkin Gulf, including Ha Long Bay, Bai Tu Long, Cat Hai, Cat Ba, Bach Long Vi, the Paracel and Spratly Islands. To the East and Southeast, there are groups of islands including Con Son, Phu Quoc and Tho Chu.

Along the coastline, from the North to the South, Viet Nam has lots of beautiful beaches, especially Ha Long Bay with more than 3,000 islands, is listed by UNESCO as a World Natural Heritage site.

### **4. Land, flora and fauna**

Viet Nam's soil is diverse with high fertility, thus providing very favorable conditions for the development of agriculture and forestry.

Viet Nam is also endowed with abundant and diverse flora, including 14,600 species of vegetation. Viet Nam's flora is mainly covered by tropical forests with plants and trees adapted to much sunshine, high temperature and high humidity.

The fauna in Viet Nam is as abundant and diverse as the flora. There exists a variety of precious species listed in the World Red Book. At present, there are 275 species of mammals, 800 species of birds, 180 species of reptiles, 80 species of amphibians, 2,400 species of fish and 5,000 species of insects. Dense forests, limestone mountain forests, and multi-canopied forests provide habitats of different species of monkeys, gibbons and wild cats. Vietnamese forests have typical monkey species such as white-headed langurs, delacours langurs and black langurs. Likewise, there are valuable species of birds such as pheasants and pheonardia ocellata. The high mountains in the North have many furred wild animals like selenartos, small bears, big black squirrels, foxes, otters and civet cats.

Viet Nam preserves some precious national parks of high biodiversity, such as Hoang Lien Son National Park (in Fan Xi Pan mountain, Lao Cai Province), Cat Ba National Park (Quang Ninh Province), Cuc Phuong National Park (Ninh Binh Province), Pu Mat National Park (Quang Binh Province), Bach Ma National Park (Thua Thien - Hue), Con Dao National Park (Ba Ria - Vung Tau), and Cat Tien National Park (Dong Nai Province), etc. While remaining eco-tourism attractions, these national parks are ideal places for Vietnamese and foreign scientists to conduct research.

## **5. Natural resources**

### *Oil and gas*

Vietnam's potential crude oil reserves in the southern offshore area stand at about 270 million tons and are likely to increase substantially with continued exploration. Vietnam has potential non-associated gas reserves of more than 30 billion cubic meters. Proven associated gas reserves are on the order of 57 billion cubic meters.

### *Mineral resources*

Vietnam's primary coal resource, anthracite, is concentrated in Quang Ninh Province in the Northeast. It has potential recoverable reserves of 7-8 billion tons of which 600 million tons are shallow (within a depth of 100 meters). The country also has an abundance of other minerals, including

bauxite, iron ore, copper, gold, precious stones, tin, chromate, apatite, and building materials such as granite, marble, clay, silica sand and graphite.

#### *Other resources*

Vietnam is also very rich in other natural resources including significant hydropower (10,000 MW), marine resources, tropical forest, and agriculture potential. The country has 5 world heritages recognized by UNESCO (including Ancient Capital of Hue, Ha Long Bay (Quang Ninh), Holy Land of My Son (Quang Nam), Ancient Street of Hoi An (Quang Nam), National Forest of Phong Nha – Ke Bang (Quang Binh)); 2 human culture heritages recognized by UNESCO (including Imperial Palace refined Music Hue and Western Highlands Gong Culture); and beautiful beaches, national ecologic forests, countryside, high-land and historic places.

## **II. HISTORY**

Viet Nam is located in a region considered a cradle of mankind, one of the earliest agricultural centers practicing wet rice farming, where the stone and metallurgical revolutions took place. On the basis of socio-economic development in the time of the Dong Son culture and given the struggle with nature and against aggression, Van Lang State, the first State in Viet Nam was established in the 7th century B.C. Thanks to their hard work and creativeness, Van Lang (and then Au Lac) residents created a civilization that influenced the entire Southeast Asian region. Together with the formation of the first State in Viet Nam's history was the evolution of a diverse economy and advanced culture known as the Red River civilization (or Dong Son civilization) symbolized by Dong Son bronze drum, a heritage reflecting the quintessence of the lifestyle, traditions and culture of the ancient Vietnamese.

In the cause of national building, the Vietnamese also had to cope with the foreign aggression. During 12 centuries from the resistance against the Qin dynasty in the 3<sup>rd</sup> century B.C until late 20th century, the Vietnamese had to endure hundreds of wars and uprisings against foreign aggression.

Since the 2nd century B.C, Viet Nam had been dominated by different Chinese dynasties for more than a thousand years. During this period, the existence of the nation had been challenged which helped give rise to the

spirit of staunchness of the Vietnamese in the struggle to maintain the nation's vitality, preserve and build on the quintessence of its culture and the determination to gain national independence.

Despite many vicissitudes, the Vietnamese nation continued to develop in all fields, reflecting its strong vitality and unceasing evolution.

The Bach Dang victory in 938 opened up a new era in Viet Nam's history – the era of development of an independent feudal state, national construction and defense. As a result, the centralized-administration state was established under the Ngo (938-965), Dinh (969-979) and earlier Le (980 - 1009) dynasties.

Then, Viet Nam entered the period of renaissance and development under the Ly (1009-1226), Tran (1226-1400), Ho (1400-1407) and Le So (1428-1527) dynasties. Dai Viet, the name of the country under the Ly, Tran and Le dynasties, was known as a prosperous country in Asia. This period marked the golden age of Viet Nam's history. Economically, this period saw the development of agriculture, irrigation (with the construction of the Red River dike) and the formation of traditional handicrafts. In terms of religion, Buddhism, Taoism and Confucianism were considered the three co-existing official religions exerting great influence on people's life.

One important achievement in the Ly-Tran dynasties was the introduction of Nom scripts, Viet Nam's own writing system based on the reform of Chinese Han scripts. In addition, this period also marked the splendid development of education, science, culture, art, history and law etc (such as the establishment of Van Mieu Quoc Tu Giam - the first university of Viet Nam, the introduction of Hong Duc Code and Complete History of Dai Viet etc.). This period was called the Civilized Age of Dai Viet. Thang Long (the old name of Ha Noi capital) was officially recognized as the imperial city of Dai Viet according to the Proclamation on the transfer of the capital to Ha Noi in 1010 by Ly Thai To.

From the 16th century, the backwardness and weakness of the feudal regime under Confucius ideology were revealed, feudalism fell into a decline. While many nation states in Europe were moving to capitalism, Dai Viet was bogged down in internal wars and divisions, which heavily impeded the country's evolution despite certain developments in the economy and culture, the establishment of towns and ports and the growth of trade and exchanges between the 16th and 18th century.

In the 19th century, Western capitalist countries entered the period of imperialism and colonialism. Through missionaries and trade, the French gradually dominated Viet Nam. For the first time in history, the Vietnamese nation had to cope with the invasion of a Western country. In that context, some Vietnamese intellectuals were aware of the need to carry out reforms in an effort to bring the country out of stagnation and save national independence. Many plans of reform were proposed, yet rejected by the Nguyen dynasty. Subsequently, the country was driven into backwardness and deadlock. Viet Nam became a semi-feudal colony for nearly 100 years from 1858 to 1945.

After setting up the colonist rule in Viet Nam, the French colonialists quickly began largescale exploitation in the country. Capitalist production relations infiltrated in Viet Nam, stimulating the formation and evolution of internal capitalist factors, and as a result, narrowing and breaking up the existing feudal production relations. Viet Nam's economy thus moved from a backward and self-sufficient economy to a colonized one totally controlled by the French capitalists. A new social structure evolved along the line of capitalism, and subsequently the division between landlords and farmers was deepened while new forces, such as the working class, the bourgeoisies and petit bourgeoisies gradually came into being.

With the Declaration of Independence on 2nd September 1945, the Democratic Republic of Viet Nam came into being. The globe-shaking victory of Dien Bien Phu (May 1954) and the Geneva Accord (July 1954) put an end to the war of resistance against the French colonialists, opening up a new era of independence and freedom for the Vietnamese nation in which North Viet Nam embarked upon the transitional period towards socialism.

According to the Geneva Agreement, South Viet Nam was under the temporary control of the French and the Americans in the run-up to the general elections. Nevertheless, the general elections could never be held due to the interference of the United States. The Republic of South Viet Nam headed by Ngo Dinh Diem was established by the United States. Viet Nam continued to be divided for more than 20 years.

Between 1954 and 1975, Viet Nam had to fight another war for national liberation and unification. With untold hardships, the war came to a successful end following the victory of the historic Ho Chi Minh Operation

in 1975. Since then, the unified Viet Nam has ushered into a new era of peace, unification and national construction.

However, in the first ten years of this period, many socio-economic targets were not achieved due to both internal and external reasons. Viet Nam's economy fell into crisis and stagnation and people's lives were difficult.

At the 6th Congress of the Communist Party in 1986, the *Doi Moi* (reform) policy was launched with the focus on economic reform. This marked an important milestone in the new stage of development of the Vietnamese nation. The *Doi Moi* policy was consistently reaffirmed throughout the later Party Congresses. With the implementation of four five-year socio-economic development plans, Viet Nam, from a food importing country, has become the second largest rice exporter in the world. Viet Nam also exports a lot of other commodities with well-known brands. The economy attained high growth rate in the late 20th century and the early years of the 21st century, people's lives have been significantly improved; social policy received greater attention, the legal system has become increasingly complete and social management based on the rule of law put into place.

Throughout history, the Vietnamese people have been characterized by the traditions of mutual assistance, ethic-based lifestyle, benevolence, one-mindedness and sharing of hardships in needy times, flexible ways of behaviour, the tradition of eagerness to learn, respect for righteousness and tolerance. These are the powerful and endless endogenous strengths for the Vietnamese nation to embark on the cause of national construction towards the goals of strong country, prosperous people, just, democratic and advanced society.

### **III. RELIGION AND CULTURE**

The religions of Vietnam are varied and rarely clear-cut. Although some people call themselves Buddhists, they do likely practice Confucian and Taoist principles, ancestral worship and a little animism, and superstitions as well.

Actual beliefs have developed over centuries from a melting pot of many ideas.

The strong influence of Buddhism, the most popular religion in Vietnam and, to certain extent, of Taoism and some other beliefs resulted in certain

characteristics of Vietnamese people such as: gentleness, tolerance, hospitality, generosity, non-violence, compassion and humility.

Confucianism, which places strong emphasis on duty, courtesy and virtue, also has strong influence in Vietnam. As a result, Vietnamese people have a tradition of respecting teachers, elders and authorities and being responsible to their families and society. Because, according to the Confucianist virtue principle, a person's actions determine his future, much emphasis is placed on education in Vietnam, resulting in the country's current high literacy rates.

Other religions practiced in Vietnam include Christian, Catholic, and Cao Dai etc. ...

#### **IV. POLITICAL SYSTEM**

##### **1. The National Assembly**

The National Assembly is the highest representative organ of the people, the highest organ of state power of the Socialist Republic of Viet Nam, the sole organ that has the constitutional and legislative rights.

The National Assembly decides the fundamental domestic and foreign policies, the socioeconomic tasks, national defense and security issues, the major principles governing the State machinery, the social relations and activities of citizens. The National Assembly exercises the right to supreme supervision of all activities of the State. The National Assembly has the highest authority to make Constitution and Laws. Legal documents promulgated by the National Assembly are the Constitution, codes, laws and resolutions.

The National Assembly has three main functions: legislative, deciding the important issues of the country and carrying out the supreme supervision power of all activities of the State.

The National Assembly is the sole body empowered to adopt the Constitution and the laws. The National Assembly not only adopts and amends the Constitution and the law, but also decides on the legislative program.

After being adopted by the National Assembly, the bill must be signed by the President of the National Assembly. The President of the Republic promulgates the law, which becomes effective no later than 15 days from the date of its adoption.

As the highest state authority, the National Assembly make decision on the socio-economic development plans of the country; on the national financial and monetary policies and on the estimates of the national revenue and expenditure plans. It also decides the State budget, approves the national revenue and expenditure balance of account, and levies, amends and abolishes taxes.

The National Assembly elects the President of the Republic, the Chairman of the National Assembly and the Prime Minister. It approves all appointments of Ministers upon the recommendation of the Government. The National Assembly has the authority to establish and dissolve ministries and ministerial level agencies of the Government, as well as to establish, merge, divide and adjust the boundaries of the provinces and cities directly under the central authority. It can also establish or dissolve special administrative economic establishments.

## **2. The State President**

The State President, as the Head of State, is elected by the National Assembly from among its deputies to represent the Socialist Republic of Viet Nam internally and externally.

According to Article 103 of the 1992 Constitution, the President has major executive and legislative power as follows:

- Promulgates legal documents adopted by the National Assembly, such as the Constitution, laws and ordinances;
- Has overall command of the armed forces and holds the office of Chairman of the National Defense and Security Council;
- Appoints or proposes the appointment of, releases from duty, dismisses the Vice-Presidents, Prime Minister, Chief Judge of the Supreme People's Court, Head of the Supreme People's Procuracy;

The current President is Mr. Truong Tan Sang.

## **3. The Government**

The Government is the executive organ of the National Assembly, and the supreme state administrative agency of the Socialist Republic of Viet Nam.

The Government is in charge of tasks assigned by the State in the fields of politics, socio economy, national defense, security and external relations; maintains effective operation of the State apparatus from the

central to grassroots levels; ensures the respect for, and implementation of the Constitution and laws; promotes the people's sense of mastery in national defense and construction; ensures stability and improves the people's material and spiritual life.

The Government is accountable to the National Assembly, the National Assembly's Standing Committee and the President of State.

Components of the Government are: Prime Minister, Deputy Prime Ministers, and Ministers and Heads of ministerial-level agencies.

The Prime Minister is elected, released from office or dismissed by the National Assembly at the State President's request. The current Prime Minister is Mr. Nguyen Tan Dung.

The Deputy Prime Ministers are approved by the National Assembly at the Prime Minister's request. They function as the assistants to the Prime Minister and may be authorized by the Prime Minister in the case of the latter's absence.

Ministers and heads of the ministerial-level agencies are approved by the National Assembly at the Prime Minister's proposal. They are in charge of State management over their assigned branches or affairs.

The Government is composed of the following main bodies:

- Ministry of National Defense
- Ministry of Public Security
- Ministry of Foreign Affairs
- Ministry of Justice
- Ministry of Finance
- Ministry of Industry and Trade
- Ministry of Labor, War invalid and Social Affairs
- Ministry of Transport
- Ministry of Construction
- Ministry of Information and Communications
- Ministry of Education and Training
- Ministry of Agriculture and Rural Development
- Ministry of Planning and Investment
- Ministry of Home Affairs
- Ministry of Health

- Ministry of Science and Technology
- Ministry of Natural Resources and Environment
- Government Office
- Government Inspectorate
- State Bank of Viet Nam
- Committee on Ethnic Minority Affairs

The current Minister for Industry and Trade is Mr. *Vu Huy Hoang*.

#### **4. Supreme People's Court**

The Supreme People's Court is the highest judicial organ of Viet Nam. It consists of the Chief Judge, Deputy Chief Judge, jurors and court secretaries.

The National Assembly elects and dismisses the Chief Judge of the Supreme People's Court. The State President nominates or dismisses Deputy Chief Judge and judges at the Chief Judge's request.

During the hearings, the judges and jurors are independent and only obey the laws. Justice and democracy are ensured by the open hearing process, in which jurors play an essential role, defendants have the right to defend themselves, or to hire lawyers. They also have the right to use their native languages in courts.

#### **5. Local authorities**

The local administrative structure has 3 levels:

- Cities and centrally-administered cities
- Districts and provincial-level cities or towns
- Communes and wards

At each level, there will be a People's Council comprising representatives elected by the people. These representatives oversee the activities of the People's Committee.

The People's Committee of each level consists of services, subcommittees, other organs administered by the People's Committees and the People's Committee offices.

There are people's courts and people's procuracy at provincial level and district level.

## **Chapter II**

### **ECONOMY AND TRADE**

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#### **I. OVERVIEW OF THE VIETNAMESE ECONOMY**

Viet Nam embarked on Doi Moi policy in 1986. Since then, the country has seen dramatic changes, first and foremost in the economic thinking. The centrally-planned economy was replaced by the socialist-oriented market economy; national industrialization and modernization were initiated together with the policy of diversification of external economic relations, openness and international integration. Doi Moi process helped Viet Nam rapidly reduce hunger and poverty rate, lay the initial foundation for an industrialized economy and maintain a high growth rate and a relatively equal society.

The 1987 Foreign Investment Law was the first legal document that helped form the legal framework for the Vietnamese market economy. In 1991, the Private Enterprise Law and Corporate Law were introduced. The amended 1992 Constitution affirmed the existence and development of a multi-sector economy under a market mechanism, including the foreign-invested sector. This was followed by the promulgation of a number of laws essential for the formation of the market economy, including Land Law, Tax Law, Bankruptcy Law, Environment Law, and Labor Code, etc.

Hundreds of ordinances and decrees were enacted by the Government to guide the implementation of these laws for national socio-economic development.

Along with the law-making process, market economy institutions have also been established. It is Government policy to eliminate the central planning mechanism, emphasize monetary - market relations, focus on economic management measures and establish an array of financial institutions, banks and basic markets for money, labor, goods and land, etc. The administrative reform was promoted so as to improve economic competitiveness and to help create a more favorable business environment and mobilize all resources for economic growth. The political will of the Vietnamese Government is also reflected in the strategy for administrative reform in 2001-2010, which emphasizes the simplification

of administrative procedures, amendment of laws and improvement of economic management. These changes will help establish a dynamic mechanism to meet the development requirements of the country in the new context.

Overall, tremendous economic reforms taking place over nearly two decades of Doi Moi have yielded encouraging results. Viet Nam has created an ever more competitive and dynamic economic environment. The multi-sector economy has been encouraged to develop, thus mobilizing effectively all social resources for economic growth. External economic relations have been expanded and the flow of foreign direct investment increased. Export of goods and labor, tourism industry and remittances from overseas Vietnamese have been strongly promoted to generate increasing foreign earnings for Viet Nam. The economic structure and growth after 20 years of renovation (1986 – 2006) has also witnessed notable changes. From 1986 to 2005, the GDP growth rate increased constantly from 2.84% in 1986 to 8.4% in 2005. In the same period, the contribution of agriculture sector dropped from 38.1% to 20.9%, whilst that of the industry and construction was up from 28.9% to 41.0%. The service sector went up from 33.1% in 1990 to 38.1% in 2005, with rapid development of tourism, post and telecommunication, banking, finance and currency as well as legal consultancy. Labor structure has also been changed. Labor force in agro-forestry-fishery decreased from 73% in 1990 to 56.8% in 2000 but increased from 12.1% to 17.9% and from 19.7% to 25.3% in the same duration in industry-construction and services respectively. The number of trained laborers also rose from 20% in 2000 to 25% in 2005.

The economy is well on the road to a multi-sector model operating according to market mechanism under state regulations. This means that the private sector enjoys freedom to develop in all areas not specifically forbidden by law. The legal framework has been revised to facilitate gradual shift from the former centrally planned economy to a market one, which unleashes production capacity, mobilizing resources effectively and creating a momentum for economic growth and development.

Upon the amendment of the Enterprise Law in 2000, private businesses have enjoyed strong encouragement for development. This Law institutionalized the freedom of all individuals to doing business in areas not prohibited by law. It also removed administrative obstacles that hampered enterprises such as complex licensing procedures or fees, etc..

2005 Enterprise Law, which was applied to both domestic and foreign-invested enterprises and came into effect on July 1st 2006, provides more encouragement through equal rights and obligations of enterprises for all ownership forms.

Non-State economy has developed quick. At the end of 2009, the number of active non-state owned enterprises was 238,932 enterprises, accounting for 96% total enterprises, 6.8 times as many as that in 2000, the average annual growth rate of enterprises was 24%. This sector was providing 5.27 million workers with jobs, which accounted for 59% total jobs among all enterprises, averagely increased around 9% every year, and 48.8% share in GDP. During 2000 – 2009, non-state owned enterprises created a huge amount of jobs, contributed much to poverty reduction, and social security for the country.

FDI economy, with a high growth rate, has become an important component of the national economy. At the end of 2009, the number of active FDI enterprises was 6,546 and accounting for 2.7% total enterprises, 5.3 times as many as that in 2000, averagely increased 23.5% every year. Although the number of enterprises in this sector was small, it provided jobs to 1.92 million workers, accounting for 21.5% total labour of all enterprises, 4.8 times as many as that in 2000, averagely attracted more 21% workers every year, and 13.4% share in GDP. During 2000 – 2009, the FDI sector had a small share in term of number of enterprises and employees, but it plays an important role as of a bridge to the world in the fields of technological transfer and international exchange.

State-run economy has been restructured; the management method renewed to improve business quality and efficiency; key branches and fields of the economy focused. In 1990, the number of State-run enterprises was 12,084. On 31 December 2009, the total number of active state owned enterprises was only 3,369, making up the smallest share among the three sectors, with 1.3%, equal to 45.5% number of enterprises in 2000. This sector was attracting about 1.74 million employees, account for 19.5% of all enterprises (while it was about 60% in 2000), and 37.8% share in GDP. During 2000 – 2009, the progress of equitizing and rearranging state owned enterprises was slow, but this sector was managed and rearranged by the Government to be more efficient.

Benefits of Doi Moi process, for instance, are delivered to the majority of the population on a relatively equal basis. Economic growth is combined with the improvement of life quality and development of healthcare and education. The Human Development Index of Viet Nam increased from 0.583 in 1994 with a rank of 120/174 to 105/177 in 2005. The average life expectancy was raised from around 50 in the 1960s to 72 at present. The poor household ratio dropped from 70% in 1980 to below 7% in 2005.

***Some basic targets of socio-economic development in the period 2006-2010 :***

GDP growth doubles that of 2000; domestic economic accumulation reaches over 30% of the GDP; annual growth rate stays at least at 7.5-8%; per capita income should be from US\$ 1,050 to US\$ 1,100; proportion of agriculture-forestry-fishery in GDP should be 15-16%; of industry: 42-43%; of service: 41-42%; social investment capital reaches about 37-38%; GDP mobilization to the budget: 21-22%; agricultural workers should account for only 50% of the work force; population growth rate goes down to 1.1%; the rate of unemployment in urban areas reduces to less than 5%; about 80-85% of working time in rural areas is used; 40% of the population are vocationally trained; junior secondary education is universalized; the rate of malnourished children below 5 years old reduces to 20%; life expectancy attains 72.

**1. Foreign trade and international economic integration**

The policy of openness and industrialization has opened up new opportunities for Viet Nam to make full use of its inherent comparative advantages, i.e. vast natural resources, abundant workforce and low labor cost. These advantages are being exploited to raise Viet Nam's exports, which generate an increasing flow of foreign income for economic growth and industrialization. Over the years of Doi Moi process, Viet Nam's export growth has averaged 20%. From around US\$ half a million before the introduction of Doi Moi policy, the total export volume of Viet Nam reached US\$ 48.56 billion in 2007, and about US\$ 73 billion in 2010.

The structure of exports has also seen a positive change. During the 1991-1995 period, major exports of Viet Nam were crude oil, fisheries products, rice, textiles, coffee, forestry products, rubber, peanuts and cashew nuts. In 2005, Viet Nam was mainly exporting crude oil, garment and textile, footwear, seafood, wood furniture, electronic appliances and rice. This structure reflects the rise in processing and manufactured products and decline in unprocessed products, including agricultural,

fisheries, forestry products and minerals. Despite this shift, unprocessed export products still make up a large proportion. Therefore, greater efforts are needed to rapidly raise the proportion of industrial exports.

The policy of diversification of international relations has helped Viet Nam integrate more deeply into the world and regional economy. Before 1990, Viet Nam had trade relations with only 40 partners. Now with the foreign policy of openness, which is to befriend and cooperate with all countries in the world on the basis of equality and mutual benefit, Viet Nam has established diplomatic relations with 170 countries, and has signed multilateral and bilateral trade agreements with over 80 nations. The country has MFN status with more than 164 countries and territories (in which 149 WTO members and 15 non WTO Members), including countries and regions with large capital resources, high technologies and vast markets, such as the United States, Japan, the EU and newly industrialized economies in East Asia.

Following the introduction of Doi Moi, Viet Nam signed an economic and trade cooperation agreement with the EU in 1992, joined ASEAN in 1995, AFTA in 2001 and APEC in 1998. Viet Nam also signed the Bilateral Trade Agreement with the United States in 2000. Viet Nam started negotiations for WTO accession in 1995 and is now ready to become the 150th member of the WTO.

## **2. Foreign direct investment**

In December 1987, the Foreign Direct Investment Law of Viet Nam was introduced to help form the basic legal framework for foreign investment activities in Viet Nam. To better respond to business requirements and feedback from foreign investors, this Law was amended and supplemented several times, notably in 1996 and 2002, which created a more open and attractive environment to draw foreign investors into crucial industries such as export-oriented processing and manufacturing, and key economic zones of the country.

2005 Investment Law and 2005 Enterprise Law, which came into effect on July 1st 2006, have been a significant progress in creating an attractive environment. Foreign investors now can invest in any area not prohibited by laws, instead of areas allowed by state agencies. This principle has been applied for the domestic private sector since 2000; now it is applied to the foreign investment.

In addition, the Vietnamese Government made a number of adjustments and conducted reforms to create more incentives for foreign investors such as tackling business obstacles, lowering Personal Income Tax, adopting one stop-shop policy, reducing telecommunication tariffs to gain competitiveness over other countries in the region, improving infrastructure, expanding investment areas, including those previously closed to foreign investors, such as telecommunication, insurance and supermarkets, etc. As such, Viet Nam has become an attractive venue for foreign investment.

The aforesaid measures were conducive to recovery and rapid increase of the FDI inflows in 2005. The sharp rise of FDI is also attributed to political, economic and security stability, high economic growth rate, continuation of economic reform in accordance with market economy principles, improved living standards leading to higher domestic demand, greater international integration and the emergence in the international market of Vietnamese trademarks and Viet Nam's growing reputation.

Over the past years, Viet Nam has drawn increasing inflows of FDI. From a negligible figure of 1986, FDI into Viet Nam reached US\$ 3.2 billion in 1997. Due to the negative impacts of the 1997 Asian financial crisis, the FDI flow then saw a drop during 1998-2000 period, with only US\$ 1.58 billion in 1999. In the past few years, Viet Nam has enjoyed a recovery of FDI, from US\$ 2.6 billion in 2001 to nearly US\$ 18.6 billion in 2010. FDI not only generates profits for foreign investors but also represents a significant capital source that comes along with technology transfer and advanced business skills.

Since the introduction of the Law on Foreign Investment in 1987, leaving aside projects which have expired or been withdrawn, to date (end of 2010), there have been 12,213 active licensed projects with a total registered capital of US\$ 192.9 billion. About 65.8% of foreign investment projects are in the industrial area, whilst 30.2% of projects belong to services. The rest are agriculture and forestry.

At the end of 2010, there are investors from 92 countries and territories invested in Viet Nam. Asia accounts for 66.5%, America 16.9%, Europe 10.4% and other sectors 6.2% of the total FDI. Top five countries and territories having invested in Viet Nam are Taiwan, Korea, Singapore, Japan, and Malaysia. The top countries and territories in America are

British Virgin Islands, United States of America and Canada, whilst the top in Europe are Holland, France, United Kingdom, Cyprus and Switzerland.

While there are foreign invested projects in all provinces and cities in Viet Nam, a major part of investment has been placed in the key economic areas in the South (Ho Chi Minh City, Dong Nai, Binh Duong, Ba Ria - Vung Tau) and in the North (Ha Noi, Hai Duong, Hai Phong and Quang Ninh). Particular focus has been in Ha Noi and Ho Chi Minh City which have more developed infrastructure, higher purchasing power and a more skilled labor force.

*Table 1. Top five provinces lucrative for investors (in percentage)*

	<b>Provinces</b>	<b>Projects</b>	<b>Registered capital</b>
<b>1</b>	Ho Chi Minh City	28.9%	15.5%
<b>2</b>	Ba Ria - Vung Tau	2.1%	13.6%
<b>3</b>	Ha Noi	15.8%	10.5%
<b>4</b>	Dong Nai	8.6%	8.7%
<b>5</b>	Binh Duong	17.6%	7.2%

Foreign investors have invested in 18/21 branches in the system of national economic sub-sectors, in which industrial processing and manufacturing sector is still attracting the most FDI capital, with 7,305 projects amounted to 93.9 billion USD, accounting to 59.8% of the total licensed projects and 49% of the registered capital in Vietnam. Investment in real estate business is second in attracting FDI with 348 projects amounted to 47.99 billion USD, accounting 2.8% of total projects and 25% of the total registered capital in Vietnam. Following are the ones in the areas of construction, accommodation services and catering, manufacturing, electricity, water, gas, air conditioning.

In recent years there has also been an increase in projects in the 100% foreign owned form. These projects now account for 78.4% of the total licensed projects and 61.7% of the registered capital, while joint venture enterprises make up 18.1% and 26.8% respectively.

The rest are in forms of BOT, share-holding companies, fund management companies.

The foreign invested sector has seen rapid growth, gradually asserting itself as a dynamic component of the economy, and has made an

important contribution to enhancing the competitiveness and efficiency of the economy. In recent years, the foreign invested sector has accounted for a quarter of the country's total investment, 41.9% (2010) of industrial output, 54.2% (2010) of the national export, and 10.8% (2010) of the GDP of Viet Nam.

### **3. Transport, communications and infrastructure**

Roadways: 86,327 km

- ❖ Ha Noi - Ho Chi Minh City: 1,738 km
- ❖ Ha Noi - Dien Bien Phu: 474 km
- ❖ Ha Noi - Hai Phong: 102 km
- ❖ Ha Noi - Hue: 654 km

Railways: 3,219 km (1995).

Air way: The Viet Nam Airlines has 17 international routes and 16 domestic routes. Large airports are: Noi Bai (Ha Noi), Tan Son Nhat (Ho Chi Minh City), Da Nang, Phu Bai (Hue), Cat Bi (Hai Phong), Dien Bien (Lai Chau), Vinh (Nghe An), Nha Trang, Can Tho.

Main sea ports: Ho Chi Minh City, Hai Phong, Da Nang, Quy Nhon, Cam Ranh, Vung Tau.

## **ECONOMIC PROFILE OF VIETNAM (2010)**

Land area	: 331,690 sq. km
Major cities	: Hanoi (capital), Hochiminh City (formally Saigon), Danang and Haiphong.
Population	: 86.92 million (2010), in which 49.45% male and 50.54% female.
Population density	: 260/km <sup>2</sup>
Labor force	: 50.5 million (Prel. 2010)
Unemployment rate	: 4.43% (Prel. 2010 – in urban area)
Life expectancy	: 72
Adult literacy rate	: 93.3%
Official language	: Vietnamese
Currency	: Vietnamese Dong (VND)
Economic System	: Transitional economy
GDP growth	: 6.78% (2010). Total GDP: US\$ 104 billion
GDP per capita	: US\$ 1.169 (Prel. 2010),

	US\$ 2.992 (PPP - 2009)
Economic structure	: Agriculture: 20.58%, Industry & construction: 41.09% and Services: 38.33% (Prel. 2010).
Merchandise exports	: US\$ 72.2 billion (up 24.5%)
Major exports	: Crude oil; garments; footwear; seafood; wood furniture; electronics and computers; coffee; rice; rubber; coal; fruit and vegetables; pepper; cashew; tea and handicrafts.
Merchandise imports	: US\$ 84 billion (up 20.1%)
Major imports	: Industrial equipments and machinery; petroleum products; iron and steel; inputs for textile, garment and footwear industries; computers, electronics and components; fertilizer; chemicals and pharmaceuticals; means of transportation and parts.
Foreign investment	: Up-to-December 21st 2010, total of 12,213 valid projects with the total investment capital of US\$ 192.9 billion.
Inflation	: 9.19% (average in compared with 2009)
Budget deficit	: 6.04% GDP (est. 2010)
Telephone subscribers	: 88.9 milion (2010, up 25.3%)
Internet subscribers	: 27.4 million
Foreign visitors	: 5 million (up 34%)
Poverty incidence	: 14.75%
Human poverty index	: Value 15.2, ranked 36th among 108 developing countries.
Human development index	: Value 0.733, ranked 105th among 177 countries.
Administration units	: 64 provinces and municipalities.
Time zone	: GMT+7 (for the whole country of Viet Nam), which is 4 hours earlier than Finland in summer and 5 hours earlier in winter. Viet Nam does not have daylight-saving time.
Internet	: top-level domain of the country is .vn.
International calling code:	+84.

## **II. MAIN ECONOMIC AND EXPORT SECTORS**

### **1. Textiles and garments**

Textiles and garment is currently the most important industry in Vietnam in terms of employment and export. The industry has around 2,500 enterprises employing over 2 million workers accounting about a quarter

of workers of all industrial employment, represents a key source of industrial employment, especially for women, and is a leading industry for overall growth and industrialization. The private sector is now dominating the industry, especially in garment and knitwear production.

In 2010, textiles and garment exports reached more than USD 11 billion with major customers coming from EU and USA. Finland imported nearly USD 34 million worth of Vietnamese textiles and garment in the same year, in which nearly USD 9 million were from direct business.

The important event is Viet Nam Fashion Fair held annually in July.

## **2. Footwear**

Exports of footwear and leather products have experienced a dramatic increase since the early 1990s. Within less than one decade, footwear and leather products have emerged as one of Viet Nam's most important export sectors. There are currently some 380 enterprises in the sector employing around 560,000 workers. The sector is dominated by private and foreign-owned companies.

In 2009 exports topped USD 4.86 billion, making Viet Nam the third largest exporter of footwear in the world. Growth has been averaging an exceptional 18% a year between 1999 and 2006, and around 25% in 2010 with export turnover of USD 5.1 billion. The dominating export market is the EU, accounting for about 60% of Viet Nam's total exports.

Being capable of producing both leather and canvas shoes, Viet Nam's competitiveness lies in the combination of the low labour costs and an easily trainable, disciplined and literate work force. Footwear is a highly import dependent industry, with imports accounting for about 80% of the output value.

Although many are medium-sized company, some shoe factories are large, with an annual capacity from 5 to 12 million pairs. Many factories are investing in leather and material, accessories and ensure to meet environmental requirements. Designing and automation are also among top priorities of Vietnamese footwear producers.

The important promotional events in this industry are the International Viet Nam Leather and Footwear Exhibition held every year in June and the International Shoes Fair held in August.

Footwear is the second biggest commodity that Viet Nam exports to Finland after textiles and garment. In 2010 the sales of Vietnamese footwear to Finland was nearly USD 27 million.

### **3. Fishery products**

Viet Nam is among the top ten world exporters of fishery products. The country is blessed with a very long coastline of almost 3300 km and huge tidal areas, creating favorable conditions for marine fishing. Viet Nam also possesses vast areas of fresh- and brackish-water suitable for aquaculture. Production is undertaken by offshore, coastal and fresh water fishery, as well as by aquaculture. Marine products include fish, shrimps, cephalopods such as octopus and squid, and mollusks. The fishery industry is a significant contributor to the Vietnamese economy. The sector is important for employment, with a labor force of around 3.4 million persons, and has also had an active role in famine elimination and poverty alleviation among coastal inhabitants. Private small-scale operators dominate the industry.

Viet Nam has also a thriving export sector. Seafood is now one of the highest export earners for the country, behind oil, garments and footwear. Since the Doi Moi policy was introduced in the mid-1980s, seafood exports have been increasing every year. The average annual growth rate from 1990 to 2005 was around 20%. According to Vietnamese statistics, the country exported approximately USD 5.01 billion worth of marine products in 2010, accounted 18% increase compared to 2009.

Most of factories on shrimp (black tiger) are in Ca Mau and Can Tho areas, pangasius (basa in Vietnamese) factories are in the Mekong delta. Cephalopods, oysters are concentrated in Ba Ria - Vung Tau, Nha Trang. The other factories in the Nord and the Middle parts produce vannamei shrimp, fish of various types, including tuna and mackerel. Viet Nam pays special attention to maintaining the quality of exported fishery products, and it established the National Agro – Forestry - Fisheries Quality Assurance Department (Nafiqad) to take this responsibility. All the exported lots go under strict inspection to ensure matching EU, US and Japanese relevant regulations. Almost producers have applied HACCP standard. Viet Nam also implements the biological poison control program and the antibiotic residue control program for aquatic products, which are both recognized by EU.

The biggest promotional event is Viet Nam Fisheries International Exhibition (Vietfish) which is organized in June every year in Ho Chi Minh City.

#### **4. Coffee**

Viet Nam is highly competitive as a coffee producer and exporter due to favorable climate and environmental conditions, low production costs, and yields that are among the highest in the world.

95% of Vietnamese coffee is exported. The coffee production - which consists mainly of the Robusta variety - has grown very rapidly since the late 1980s. Vietnamese Arabica coffee is not much in quantity, but has a good taste. Viet Nam has over a short period of time established itself as a main player among the world exporters. Viet Nam is today the world's second largest coffee exporter and the world's leading exporter of Robusta coffee, and the country is applying for the chairmanship of the International Coffee Organization.

In 2010 Vietnam exported USD 1.85 billion worth of coffee, an increase of 7% in value compared to 2009. Vietnamese coffee represented 1.1% of Finnish coffee import market with USD 3.5 million worth in 2010.

#### **5. Furniture**

Over the last decade, furniture has been growing continuously and take a significant share in the exports of the country. Most of furniture factories are located in Hochiminh City, Dong Nai, Binh Duong and Binh Dinh provinces.

Special style, fine material and reasonable price contribute to the major advantages of Vietnamese wooden furniture. Woodenware of artistic, traditional and modern styles have reflected the multi-characteristic of the people of Viet Nam: skillfulness, laboriousness and exquisite creativity.

The products come in abundant kinds, ranging from outdoor furniture such as garden tables, benches and rocking chairs to indoor furniture including tables, sofas, beds, wardrobes, bookshelves, toys and floorings. Particularly notable are artistic decorative items made of natural wood applied with carvings, engravings, inlayings.

To meet the ever-growing demands, Vietnamese wood producers continuously adapt new technology, upgrade machinery and equipment

and improve production chain while gradually perfecting and specializing in designing work. Some Vietnamese manufacturers got the Forest Stewardship Certification (FSC).

The country's wooden furniture export value was only USD 567 million in 2003, but reached USD 3.43 billion worth of wood and wooden products in 2010.

Furniture is one of the top five largest products that Finland imports from Viet Nam. In 2010, Vietnamese furniture exports to Finland was USD 13.7 million or 24% lower than 2009.

The furniture producers meet every year in International Furniture and Handicraft Fair (October) and Viet Nam International Furniture and Home Accessories Fair (March).

## **6. Plastics**

The plastic industry is one of the fastest growing sectors in Viet Nam, showing 20% annual export growth rates over the last five years, and has become one of Viet Nam's major export earners. The products range from plastic canvas, gloves, packing, boards, files, pipes, boxes, sheets to raincoats, bags, lids, doors, tubes, etc.

While most materials and chemicals for production of plastics products are imported, Viet Nam invested a lot in new and modern technology for producing plastic products. Injection, blowing injection, profile technologies are proliferated. Attention has been paid to making of molds because they are decisive to the quality of plastic products, and now most molds are supplied domestically. Vietnamese plastic products are applying modern technology, splendid design and have reasonable prices. A large volume of these products is used in other industries and the daily life.

Viet Nam has more than 2,000 companies operating in this sector, 83% of them are concentrated in Ho Chi Minh City and vicinity. Among the products are PVC, PE, PEVA, EVA films and sheets, PVC, PU synthetic leather, multi-layer flexible film packaging, plastic canvas, plastic bags, etc.

High-quality printing significantly contributes to the quality of packing. Most producers now have 4 or 6-colored printing chains and this helps Vietnamese packing products outreach the world market. A project for DOP production in Dong Nai is expected to meet 50% of demand for important raw materials of the country.

In 2010 Finland bought around USD 350 thousand worth of plastics products from Viet Nam.

The International Exhibition on Plastic Industry held in June and Vinachem Expo held in December are changes for gathering of plastic producers in Viet Nam.

## **7. Rubber**

Viet Nam is one of the top five exporters of natural rubber in the world. Rubber, of which 90% is exported, has become one of Viet Nam's most important agricultural export commodities. Vietnamese rubber exports reached 715,000 tons in 2007, with China being Viet Nam's main market, buying about half of the production. Viet Nam currently exports little in higher value processed segments with ambitious plans already underway for expansion of area devoted to rubber production, it is likely that production and exports will increase. Though suffering from low yields and outdated technology, Viet Nam is still cost effective compared to regional competitors. Performance has been very good recently, with substantial increases in both quantity and value.

## **8. Arts & Crafts**

Viet Nam has a long tradition in artistic handicrafts. The development history of Vietnamese craft villages dates back to thousands of years. There are more than 2,000 craft villages and 1.5 million craftsmen engaged in this industry.

Handicraft products are mainly made from agricultural and forestry material: woodcrafts, bamboo, rattan, water hyacinth, seagrass, banana leaf, rush and leafs. There is an enormous selection of delicate, superb items in the form of fine-art interior furniture, statues, decorative articles, and gift articles.

Stone and bronze products are produced in a large quantity with various models. Fine ceramic and lacquer items have found renown in many countries for their uniqueness with rich cultural characteristics and

beautiful fashions. Jewelry and goldsmith are typical for some villages and groups.

Embroidery, lace and silk items are very popular. They are diverse in models, rich in types, sophisticated by design. They appear in form of table sheets, blankets, bed sheets, pillows or ornamental items such as pictures.

Thanks to the skillful hands of craftsmen and the application of new techniques, the quality of handicraft artworks made of paper, ivory, horn, glass, coal has been improved very much.

This is a dynamic sector for Viet Nam, as growth in exports in value terms was almost five times faster than the world average, at 20% per year. Vietnamese craft items are reputed for their affordable price as well as a large variety of unique and distinct designs owing to its ethnic diversity, the main features that fuel their growing popularity in overseas markets. They have carved a niche in 163 countries throughout the world, including notable markets as EU, Japan and US.

The Vietnamese handicraft product which is most consumed in Finland is products made by ceramic: Then come products made by water hyacinth, seagrass, rattan, bamboo, such as basket, carpet, curtain, stool, tray, bench, chair, footrest, lampshade, etc. In 2010 Finland consumed USD 2.1 million worth of Vietnamese origin crafts and arts products.

There are several trade fairs related to handicrafts organized in March, April (LifeStyle Vietnam), September and October.

## **9. Ceramics and glass**

Viet Nam has many factories producing construction ceramics and glass. Although the productivity is not large, but the quality is high. In the recent years, some factories are venturing in procuring new technology and machinery to research and produce new materials, and they are successful in commercializing some new kinds of products like floating glass, mosaic glass, glass blocs.

## **10. Agricultural products**

### *Rice*

Rice plays the most important role among agricultural commodities in Vietnam in terms of food security, rural wages and employment, and

export revenues. Rice is planted on half of all agricultural land and involves nearly 80% of the farm population.

Vietnam is easily one of the largest exporters of rice in the world. In 2010, Vietnam's rice exports reached a high record high with the total rice export volume reaching 6.8 million tons, up 15.6% from 2009, earning export revenue of US\$ 3.25 billion. Vietnam is second to Thailand as the world's largest rice exporter. Major importers of Vietnamese rice include the Philippines, Indonesia, Malaysia, Iraq, Cuba and Africa.

### *Fruits and vegetables*

With a wide range of climates including warm tropical, temperate and subtropical, Viet Nam is ideally situated for cultivating vegetables throughout the year. Vietnamese exports of fruits and vegetables have grown strongly since the early 1990s. Viet Nam exports its fruits and vegetables mainly in processed form, especially canned.

The main species of exported fruits are pineapple, banana, mango, litchi, watermelon, longan, dragon fruits and rambutan. There are many other special tropical fruits that have very good tastes like avocado, guava, jackfruit, papaya, pommel, durian, mangosteen, milk fruit, custard, sapodilla, orange, coconut.

Exported vegetables include cucumbers, potatoes, onions, garlic, tomatoes, beans, cauliflowers and chili. While the fruits and vegetables sold in the domestic market are mainly in unprocessed form, Viet Nam's exports are mostly in processed form, mostly canned, but also to some extent dried, frozen, syrup and juices.

Viet Nam also exports flowers, mainly from Da Lat, a city located on the Central highland. A flower festival is held annually in December to showcase flower varieties and help to boost business transactions.

### *Pepper and other spices*

Viet Nam is a major exporter of spices, with a 5% world market share. In black pepper, the most important crop for Viet Nam within this sector, Viet Nam has become the world's largest exporter. The Vietnamese pepper sector is much export-oriented, with exports accounting for about 95% of the production.

### *Cashew nuts and other nuts*

Viet Nam's export performance for nuts over the last years has been impressive, especially for cashew nuts which are by far the main exported product within the nuts sector, followed by ground nuts (peanuts). Viet Nam exported approximately 200,000 tons of cashew nuts in 2010, making cashew one of Viet Nam's most important agricultural exports after rice, coffee and rubber. Viet Nam has over the last years built out its capacity for processing and as a result shifted from an exporter of raw cashew to processed.

With a world market share of 25%, Vietnam has established a niche as a world leader, and became at the beginning of 2007 the world's largest exporter of cashews.

There are more than 150 companies involved in vegetable processing. Most of fruit and vegetable processing are equipped with modern machinery and equipment, and most have adopted quality management certification (ISO 9001 and HACCP). Managers of the facilities are thoroughly familiar with the Quality Standard that prospective importing countries require, particularly in minimal chemical residues (MRL) and Good Agriculture Practice.

The most important annual exhibitions in this area are Vietnam International Agricultural Fair, held in December in Can Tho, and Food and Drink Viet Nam, held in November in Ha Noi. In 2010, Finland has imported 1.2 million USD of fruits and vegetables from Viet Nam, with a growth rate of 70% against the previous year.

#### **11. Cables and wires**

Viet Nam has currently about 60 businesses producing and trading high quality electric wires, cables and conductors at reasonable prices, many of which produced in modern and large-scale production lines.

Exports are growing significantly, peaking at US\$ 1.31 billion, up 48% over 2009, putting it within the ranks of the club of US\$ billion industries. Major importers of Vietnamese electrical wires and cables are Japan, the U.S., South Korea, Hong Kong, Australia and ASEAN-member countries.

#### **12. Information and communication technology**

Information and communication technology is among the top growing industries of the country. In 2010, there are 44.5 million of new telephone

subscribers, of which 98.2% were mobile subscribers; and 27.4, accounting 30% of population.

There are hundreds of companies specialized in software, most of them are being outsourced from foreign companies.

### **13. Tourism**

Viet Nam possesses a big opportunity for tourism. The country with many beautiful sceneries is an attractive destination for many visitors, especially those from Europe, America, Korea and Japan. The most visited places are Ha Long Bay, Ha Noi, Hue, Hoi An, Nha Trang, Vung Tau, Ho Chi Minh City, Phu Quoc.

With the living standards being raised, many Vietnamese are now going abroad for tourism. Finland has been long well known as a very famous country with a long history and culture, therefore many Vietnamese wish to come to Helsinki, Espoo, Tampere, Åland to experience snow in winter time and long days in summer time. However, the actual flow of tourists are still low, partly because of the lack of direct flights between the two countries.

### **14. Banking**

Vietnamese banks are changing very fast in the recent years. There are now 5 state-owned banks and more than forty joint-stock banks. In the wave of globalization, many banks are seeking their strategic partners among the foreign banks who buy part of shares of the local banks.

Most of the banks are using modern technology to improve their quality of service, reduce the time of transaction and deploy new services.

## **III. TRADE BETWEEN VIETNAM AND FINLAND**

Trade relationship between Vietnam and Finland has incessantly increased through years, the value of goods exchanged has tripled after 5 years, and more than quadrupled after 10 years since 2001. However, the trade volume between the two countries remains modest compared to trade exchange with their other partners. Finnish exports to Vietnam accounts only 0.1% of Finnish total exports and 0.1% of Vietnam total imports. In reverse, Vietnam exports to Finland accounts 0.2% of Finnish total imports and also 0.2% of Vietnam total exports.

*Table 2. Vietnam – Finland trade volume (in million US\$)*

	2001	2005	2006	2007	2008	2009	2010	% 09/10
Export to FI	27.5	76.9	87.0	106.2	142.8	130.1	151.3	16.2
Import fr FI	27.3	65.6	53.5	83.9	104.0	95.3	85.4	-11
Trade volume	54.8	142.5	140.5	190.1	246.8	225.4	236.7	4.9

(Source: Finland Customs)

Potential bilateral trade between Vietnam and Finland has been untapped properly, subject to the complementary nature of the two economies. Finland imports Vietnam key export items and Vietnam imports Finnish traditional goods.

*Table 3. Top products that Finland exported to Vietnam in 2010 (in thousand US\$)*

Products	2010 Value	Change ag. 2009
1 Machinery for particular industries	18,224	-36.9%
2 Cork and wood	11,824	63.8%
3 Vehicles and means of transportation	11,085	100.0%
4 Pulp and paper	10,657	21.2%
5 Electrical machines, apparatus and appliances and spare parts	7,045	26.1%
6 Iron and steel	4,755	43.1%
7 General industrial machines	4,446	-44.9%

(Source: Finland Customs)

*Table 4. Top products that Finland imported from Vietnam in 2010 (in thousand US\$)*

Products	2010 Value	Change against 2009
1 Textiles and garments	33,753	30.5%
2 Footwear	26,959	-6.6%
3 Furniture	13,712	-24.3%
4 Computers and accessories	7,096	36.1%

<b>5</b>	Coffee, tea, spices	3,496	71.8%
<b>6</b>	Arts & Crafts articles	2,065	-13.4%
<b>7</b>	Fisheries	1,769	-3.5%

(Source: Finland Customs)

## **VI. INVESTMENT OF FINLAND IN VIETNAM**

As of 1 January 2011, Finland has 5 active investment projects in Viet Nam with the total registered capital of USD 33.4 million, ranking the 53<sup>rd</sup> out of 92 countries and territories investing in Viet Nam.

So far, there is none investment from Vietnam into Finland.

## Chapter III

### BUSINESS ENVIRONMENT

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#### 1. Political Climate and International Relations

Vietnam maintains diplomatic relations with approximately 170 nations and trade links with about 180 countries and territories, including all the world powers. Vietnam has been a member of the United Nations since 1977. The country is now a member of the World Trade Organization (WTO), the Association of Southeast Asian Nations (ASEAN), the ASEAN Free Trade Area (AFTA), the Asia Pacific Economic cooperation (APEC), and the Asia-Europe Meetings (ASEM). Ties with multilateral credit organizations such as the World Bank, IMF and ADB are developing steadily.

#### 2. Basic Economic system

Vietnam is now in transition from a state-owned and centrally-run to a market economy. The country's Constitution recognizes a socialist oriented multi-sector economy operating under both the market mechanism and management by the State. Foreign and domestic private sectors are among the economic sectors constitutionally recognized in Vietnam. There are currently state-owned enterprises, state-private joint-stock companies, foreign invested enterprises, domestic private firms, cooperatives and household business operating in the country. A level-playing field is being created to encourage all economic sectors to expand and develop.

#### 3. Legal framework

Vietnam has been working hard to improve its legal system with a view to increasing an environment and level-playing field conducive for the development of a market economy and in compliance with WTO rules. Apart from the amendment to the constitution recognizing a multi-sector economic system and a new Civil Code which recognizes individual ownership, the National Assembly has also passed many other laws and ordinances governing the functioning of a market economy. These include, among others, the Labor Code, the Law on Enterprise, the Law on Investment, banking laws, tax laws, the trade laws, the Law on Export and Import Duties, the Bankruptcy Law, the Law on Insurance Business, the Law on Accounting, the Custom Law, the Law on Intellectual Property Rights, the Ordinance on National and MFN Treatment, the Anti-Dumping

Ordinance, Ordinance on Measures Against Subsidized Imports, the Ordinance on Advertising, the Ordinance on Foreign Exchange Control, as well as others. The Government has also issued many decrees elaborating the laws and ordinances as well as regulating business activities where laws are still absent. Despite the significant advances the country has made toward establishing a more comprehensive and sophisticated legal system, problems remain. Legislation is still incomplete, and sometimes vague and/or subject to different interpretations. However, these problems are not insurmountable obstacles.

#### **4. Banking and Finance**

Traditionally in Vietnam, the role of the banking system was to fulfill the capital allocation requirements of the centrally planned state economy. As such there was no separation between commercial and state banking.

The Vietnamese banking system was reorganized in 1990, separating the State Bank (central bank) from commercial banks and paving the way for the entry of the private sector. The restructuring and strengthening of the State Bank has been continuing with a view to transforming it into a modern and independent central bank charged with executing monetary policy and supervising the banking system.

Credit institutions in Vietnam comprise commercial banks, policy lending institutions, credit funds (operating mainly in the countryside), finance leasing companies and finance companies. Commercial banks include state-owned banks (being equitized); joint-stock banks; branches of foreign banks, joint venture banks established with foreign and Vietnamese capital, and 100% foreign owned banks.

Vietnam pledged in its bid to become a WTO member to allow foreign banks to establish 100% foreign-owned subsidiaries in Vietnam from 1 April 2007. As Vietnamese legal entities, these subsidiaries will receive non-discriminatory (“nation”) treatment. In 2009, five 100% foreign-owned bank subsidiaries had been licensed.

Foreign banks having total assets of more than US\$20 billion may apply for the establishment of a branch in Vietnam. A branch is not allowed to open transaction points outside its branch office. The establishment of a joint venture bank, a 100% foreign-owned bank, a 100% foreign-invested finance company, a joint venture finance company, a 100% foreign-invested finance leasing company, or a joint-venture finance leasing

company requires foreign parent credit institutions to have total assets of more than US\$10 billion.

The scope of operations of foreign bank branches, joint venture banks and 100% foreign-owned banks are also being gradually expanded to comply with Vietnam's commitments under WTO and other bilateral/multilateral international agreements. The restriction on the right of a foreign bank branch to accept deposits in Vietnamese Dong from Vietnamese natural persons with whom the bank does not have a credit relationship to a ratio of the branch's paid-in capital will be lifted after five years from the date of accession (11 January 2007).

Currently, foreign credit institutions are allowed to hold up to 30% of the charter capital of Vietnamese joint-stock bank, in which the cap of 5%, 10% and 15% is set for a single foreign non-credit-institution investor, a single foreign credit institution, and a single foreign strategic investor respectively. In special cases, with the approval of the Prime Minister, the equity shares held by a single foreign strategic investor may be higher than 15%, but not exceed 20%.

Under the current Law on Credit Institutions, banks may offer a wide range of products and services including traditional financial products, fund management and insurance services. Domestic banks may also set up security firms to participate in security market. According to the recently approved banking reform roadmap, the State Bank will soon be relieved from the responsibility of exercising the ownership rights of the state in state-owned commercial banks since it conflicts with its role as supervisor of the same banks.

## **5. Foreign Currency Regulation**

Foreign exchange control is currently governed by Ordinance on Foreign Exchange adopted on 13 December, 2005 by the Standing Committee of the National Assembly and Regulations on Control of Foreign Loan and Loan Repayment issued with Decree No 134/2005/ND-CP dated 1 November, 2005.

The double exchange rate system has long been abolished and replaced with a single rate reflecting market forces. However, at present, exchange rates are still subject to certain State control to guard against exchange rate shocks.

Generally, the inflow of foreign currency into Vietnam is welcomed with minimum restrictions and exemptions from taxes, while the transfer of foreign currency out of the country has also been substantially liberalized. Foreign investors and foreigners working in Vietnam are permitted to transfer abroad capital investment profits and income legally earned in Vietnam, as well as invested capital remaining after the liquidation of an investment project.

Under the current law, all purchases, sales, loans, settlements, or transfers in foreign currency must take place through credit institutions authorized by the State Bank. All receipts from export of goods and services must be deposited at accounts at banks in the country. Resident economic organizations with branches or representative offices abroad may seek approval from the State bank to open foreign currency account abroad to receive loans from or carry out contracts with foreign parties. The regulation which required Vietnamese and foreign business entities operating in the country to sell a certain percentage of their foreign currency earning upon their receipt has been abolished. Importers can buy foreign currencies from credit institutions to pay for their imports.

By law, all transactions, settlements, quotations, advertisement, and foreign indirect investment inside Vietnam must be conducted in Vietnamese Dong. Exceptions to this rule include transactions with credit institutions, settlements through intermediaries such as payments for imports and exports between principals and agents), and other necessary cases as may be allowed by the Prime Minister (such as payment for air tickets, air and sea freight, insurance and international communication).

Resident and non-resident individuals are allowed to hold, carry, sell to authorized credit institutions, and use foreign currencies for other legal purposes in Vietnam. Vietnamese residents are allowed to open deposit accounts in foreign currencies at authorized banks in Vietnam with interest paid in foreign currencies. They are also allowed to withdraw both the principal and interest in foreign currencies. Non-resident organizations and individuals with legal revenue in Vietnamese Dong are allowed to open Vietnamese Dong accounts at authorized credit institutions for use in Vietnam or purchase of foreign currencies for remittance abroad.

Resident economic organizations, credit institutions and individuals are allowed to borrow from abroad and must be responsible for loan repayment on their own. Borrowers must register loans with the State

Bank after signing loan agreements with foreign credit suppliers and must report on the withdrawal and use of capital, and repayment to the State Bank. For a medium and long term loan, the commercial bank will not allow the withdrawal of capital and repayment until the loans borrowed by state-owned companies must not be used for medium and long term investment. In certain cases, foreign loans may be guaranteed by the Government, commercial banks, or other credit and financial institutions. Vietnam committed to implement its WTO obligations with respect to monetary and fiscal policy, foreign exchange and payments. The country shall not impose restrictions without the approval of the International Monetary Fund on the making of payments and transfers for current international transactions.

## **6. Capital Market**

The first Vietnam stock exchange opened in Hochiminh City in July 2000 while the Hanoi securities trading center began operating in early 2005.

As of the end of 2010, there were 284 stocks listed on Hochiminh City Exchange and 384 stocks trade on the official over-the-counter market at Hanoi Center. As part of its efforts to increase the total of listed securities to 10% GDP by 2010, in 2005, the government issued several important decisions allowing some foreign invested enterprises to convert to joint stock companies and list on the stock market; directing a number of joint stock companies with dominant stake held by the State to list on the stock market, and a number of state-owned enterprises (including many well performing ones in the fields of telecommunications, petroleum, electricity and cement) to auction their shares on securities trading centers; and increasing the cap on the total foreign shareholding in listed companies from 30% to 49% (for unlisted companies, the cap is still at 30%). With the new law on Enterprises and Law on Investment coming into effect from 1 July 2006, foreign-invested enterprises may now be established in the form of a joint stock company.

However, the development of the stock market is still slow. Meanwhile, a much more vibrant informal market has developed. This market actually emerged before the first formal stock exchange was established in Hochiminh City. One of the reasons cited for choosing the informal market instead of organized trading centers is the perception that disclosure requirements are too onerous.

In compliance with Vietnam's WTO Commitments, foreign securities firms are now able to open joint ventures in Vietnam with up to 49% foreign ownership. As from 1 January 2012, foreigners will be able to own 100% of securities firms and will be able to branch into Vietnam for some securities activities (asset management, advisory, and settlement and clearing services).

Purchase and sale of securities in Vietnam by foreign investors must be made in Vietnamese Dong. In order to purchase shares in unlisted companies, the foreign investor has to open a special Vietnamese Dong account at a bank in Vietnam, and register such account with the State Bank. All purchase and sale transactions, receipt of dividends and remittance of profits must be carried out through such special account.

For investing in listed companies, foreign investors must obtain a transaction code from a securities company, and open a specialized Vietnamese Dong securities trading account at such securities companies in order to services at the Securities Trading Centers.

## **7. Insurance**

Prior to the economic reform, the Vietnam Insurance Company, commonly known as Bao Viet, monopolized the insurance business. The monopoly was dismantled following the establishment of Vietnamese joint-stock insurance companies and foreign joint venture firms. In theory, Vietnam's insurance market had been open to foreign investors since the issuance of Decree 100/CP in 1993. In practice, the first joint venture insurance firm with foreign capital was not establishes until 1996.

The industry is now regulated by the Law on Insurance Business, which was passed on December 9, 2000 and went into effect on 1 April 2001; Degree 42-2001-ND-CP and Degree 43-2001-ND-CP issued by the Government on August 1, 2001; and Circular 98-2004-TT-BTC and Circular 99-2004-TT-BTC of the Ministry of Finance dated October 19, 2004.

The Insurance Law allows foreign insurers and insurance brokerage companies to set up 100% foreign owned entities or joint ventures with Vietnamese partners to operate insurance business. However, the licensing is still subject to the country's market access commitments agreed with the outside world and on a case-by-case basis depending on the development needs of the market.

Currently, there are several dozen of insurance companies operating in the country including state-owned companies, joint stock (owned by domestic shareholders) firms, joint ventures between foreign and Vietnamese partners, branches wholly owned by foreign insurance firms, and 100% foreign owned companies. Foreign investment has been licensed in both life and non-life insurance in Vietnam.

Vietnam committed that after its accession in WTO, it shall permit foreign insurance suppliers to provide foreign-invested enterprises and foreigners working in Vietnam with cross-border services including reinsurance services, insurance services in international transportation (international maritime transport and international commercial aviation and international transit); insurance broking and reinsurance broking services; consultancy, actuarial, risk assessment and claim settlement services. There was no limitation on abroad consumption of insurance by Vietnamese consumers.

## **8. Accounting and Auditing**

The current prevailing law on accounting in Vietnam was enacted in June 2003 and became effective as of January 1, 2004. This law is applicable to both foreign invested and Vietnamese companies.

The Law on Accounting includes provisions on accounting duties; accounting requirements; accounting principles; accounting standards; accounting subjects; units and measurement in accounting; accounting periods; financial accounting, management accounting, general accounting, general and detailed accounting; and accounting ethics. The Law also has detailed provisions on preparation, management and use of accounting vouchers (including electronic vouchers); accounting accounts, charts of accounts, and accounting books; preparation, auditing and publication of financial reports; accounting inspection; inventory of assets; preservation and archiving of accounting data; accounting work upon division, demerger, consolidation, merger, conversion of form of ownership, dissolution, termination of operation or declaration of bankruptcy. The Law also set out clear guidance on organization of accounting apparatus, and specifies standards, right and responsibilities of accountants and chief accountants. Other provisions on accountancy practice, hiring accountants and chief accountants, accountancy practice certificates and professional accountancy associations are also included in the Law.

An annual accounting period is 12 months from January 1 to December 31 of calendar year. In special cases, foreign invested companies may ask the Ministry of Finance for approval to use their own accounting period being 12 full months starting from the first day of any quarter.

Vietnamese accounting standards (VAS) are set out by the Ministry of Finance largely on the basis of international accounting standards with some changes to suit the domestic situation. As of 1 January 2007, Vietnam has issued 26 accounting standards. Under the Law, the currency unit used in accounting activities is Vietnamese Dong (VND) and the language to be used in accounting is Vietnamese. However, the law also has provisions for economic and financial transactions arising in a foreign currency and for accounting in a foreign language in addition to Vietnamese.

Under Vietnamese accounting law, the chief accountant of an enterprise, not the board of directors, is responsible for the accuracy of the company's financial statements; the chief accountant monitors the accuracy of the statements along with external and/or internal auditors, who are licensed by the Ministry of Finance. A business entity may organize its own accounting department and appoint its own chief accountant or hire an external accountancy firm or certified practicing accountant to do the accounting work and act as its chief accountant. There are many foreign invested accountancy firms currently operating in Vietnam.

Private companies and partnerships must prepare and submit annual financial reports within 30 days from the last date of the annual accounting period. The financial reports must include a balance sheet, a profit and loss statement, cash flow report, and explanatory notes to the financial reports. This time limit for other types of business is 90 days.

Independent auditing was almost non-existent in Vietnam before the introduction of economic reform. The first Vietnamese auditing company, named "VACO", was established in 1991. So far, in addition to Vietnamese auditing companies, many foreign accounting and auditing companies have set up 100% foreign owned branches or joint ventures with Vietnamese companies in Vietnam to meet the increasing demand for auditing services.

Independent auditing in Vietnam is currently governed by Decree No 105-2004-ND-CP issued by the Government on March 30, 2004 as amended by Decree No 133-2005-ND-CP issued on October 31, 2005. The Decrees includes provisions on auditing of accounting materials, data and financial statements of enterprises in Vietnam (including FDI companies) and the auditing profession in Vietnam. The present rule requires all foreign invested companies, banks, insurance companies, listed firms, state-owned enterprises, and balance sheets of national important Group A (large scale projects) must be audited. The Ministry of Finance is building a Vietnamese auditing system that will bring the country in line with international auditing standards. So far, the Ministry of Finance has issued auditing standards that are modelled after the international standards with some changes to suit the domestic situation.

## **9. Intellectual Property Rights**

In recent years the Government has taken various measures to increase the legal protection of intellectual property, and created an environment of respect of intellectual property compared with other neighboring countries. Intellectual property rights are protected by the Civil Code (1995 and 2005), the Law on Intellectual Property (2005) and a host of subordinate legislation.

Viet Nam is a long time signatory to the Paris Convention, the Madrid Agreement on International Trademark Registration, and the Patent Cooperation Treaty (“PCT”) and became a member of the World Intellectual Property Organization in 1976. On 27 June 1997, Viet Nam entered into an Agreement on Copy Rights with the US.

The National Office of Industrial Property (“NOIP”) is the authority responsible for the registration of industrial property and the resolution of disputes with regard to industrial property in the first instance. Foreign organizations and individuals who seek to register their industrial ownership should file their applications through an authorized agent, who will transfer their application to the NOIP. Also, trademark licence agreements must be registered with NOIP. The Office of Copyright Protection under the Ministry of Culture and Information has also been established and is responsible for the protection of copyright. Works may be registered with the Ministry of Culture and Information; registration is, however, not a prerequisite for copyright protection.

Currently, patents are protected for a period of 20 years. A certificate of utility solutions may be granted for 10 years. A certificate of industrial design is granted for 5 years and may be renewed every 5 years however the total effective period of a certificate cannot exceed 15 years. Certificates of trademarks are granted for 10 years with no restrictions of the number of renewals. Some moral rights of copyrighted works are protected indefinitely and other rights up to 50 years post mortem auctoris.

## **10. Labor**

A large, skilled and inexpensive labor force is one of the main attractions for foreign investors in Viet Nam. Viet Nam's population was estimated approximately 86 million in 2008, and it is expected to grow to 90 million in 2010 with an annual growth rate of 1.6%.

Over 61.6% of the population are under 25 years of age. Approximately 15.5% of the population are considered to be trained or skilled workers (with elementary qualifications or higher). This situation is improving as a result of updated training programs in training and education centers. There are currently substantial interest and new investments in quality training and education, a priority concern for the Government.

The Labor Code issued in July 1994 (as amended in 2002) has created a legal framework which sets out the rights and obligations of employers and employees, in relation to working hours, labor agreements, payment of social insurance, overtime work, strikes, and termination of employment contracts, among other things.

In addition, there are several specific implementing decrees and circulars related to the provisions of the Labor Code. The law provides for an eight hour working day and 48 hour working week. An employer and an employee may agree that an employee work overtime, but this must not exceed 200 hours a year (in special cases, such limit may be extended to 300 hours subject to the approval of the relevant State competent authority). With effect from 2 October 1999, a number of organizations such as Government offices, administrative agencies and socio-political organizations have implemented a 40 hour working week. Businesses in other economic sectors, including businesses with foreign invested capital, are also encouraged to adopt a 40 hour week.

In any employment contract wages and salaries should be defined clearly in Vietnamese Dong (except for employees working for foreign representative offices and branches: their salaries are still quoted in US dollars and paid in Vietnamese Dong). The wages of employees working in foreign invested enterprises are subject to minimum rates determined by the Ministry of Labor, War Invalid and Social Affairs from time to time.

The current weekly minimum wage is around US\$60. It may vary depending whether the factory is located in or out of industrial areas.

Currently, an employer is also required to contribute 15% of total wages to a social insurance fund administered by the State, and 2% for health insurance purposes. The contribution by the employees is 5% and 1%, respectively. Expatriates are not required to contribute to the health and social insurance funds.

As of 1 January 2007, the new Law on Social Insurance will come into force. The salary subject to social insurance contribution requirement will be capped at 20 times of the minimum salary applicable to domestic enterprises (currently, VND450,000/month). Before 2010, the rates of contribution to the social insurance fund by the employers and the employees remain unchanged (i.e. 15% and 5%, respectively). From 2010, such rates will increase 1% in every two years, until they reach 8% for employees and 18% for employers. In addition, from 1 January 2009, the employer and the employee are required to contribute 1% of the salary (subject to the above cap) to the unemployment insurance fund.

## **11. Infrastructure**

Enormous progress in infrastructure development has been accomplished in Vietnam in recent years. The country is by now investing more than one third of its GDP; about 9% goes into infrastructure. As a result, Vietnam is rapidly catching up with its neighbours in term of availability and cost of services. Electrification and telephone penetration have seen the most remarkable improvements, and the road network has expanded considerably as well. Still, enterprises in Vietnam complain about insufficient transport infrastructure, and excessively expensive electricity and telephone services.

Vietnam has sustained an impressive growth in access to infrastructure services since the early 1990s. All urban areas in Vietnam are electrified. In rural areas, electrification expanded from 51% of all households in 1996

to 88% in 2004. The length of the road network increased from 96,100 km in 1990 to 224,500 km in 2004. In the case of national-level roads, the increase was from 15,100 to 17,300 km. By 2002, 45% were deemed in goods condition, compared to 37% in 1997. Access to improved water grew from around 35% of the population in 1993 to 80% in 2004, and access to hygienic latrines from 10 to 32%. The number of fixed and mobile lines per 100 people increased from 1.1 in 1995 to 9.2 in 2002. It is on target to reach a total of 10 million lines in 2006-2007, achieving one of the fastest growth rates of tele-density on record.

Regional comparisons confirm how far Vietnam has come in terms of infrastructure development. In some sub-sectors, such as electricity and water, access to infrastructure services approaches that of richer countries in the region. In others, like sanitation and telephones, access levels are some distance behind the best regional performers. But at comparable development levels, Vietnam does better than average for sanitation and about average for telephone. Overall, the increased availability of infrastructure has resulted in prices increasingly aligned to those in the region.

The resources mobilized for infrastructure development come from a variety of sources, including the government budget at both central and local levels, state development credit provided by Development Assistance Fund (in 2004, about 40% of this fund's resources were from official development assistance provided by international credit institutions and foreign governments), the issuance of infrastructure bonds, borrowing from state owned commercial banks, owned-source revenue, and partnerships with the private sector (energy and telecommunication have been the principal recipients of private investment).

## **12. Trading and Distribution Rights**

As a result of the country's trade liberalization program, Vietnamese individuals and enterprises have long been granted full trading rights, with exception of certain products required to be imported through specific enterprises. These products include cigarettes, cigars, crude oil and petroleum products, cultural products affecting social morals (newspapers, journals, periodicals, records, tapes and other recorded media ..), aircrafts and spare parts. Individuals are required to register as traders in order to engage in import and export business.

In compliance with the market access commitments made by Vietnam under her bid for WTO accession, currently all foreign individual and companies (including foreign-invested companies in Vietnam) are granted full trading rights, with exception of certain products required to be imported through specific enterprises as mentioned above.

Under WTO commitments, Vietnam now allows the establishment of foreign-invested companies engaged in distribution services (including commission agents' services, wholesale trade services, retailing services and franchising) in form of joint venture with no limitation of foreign capital share or even 100% foreign owned. They are allowed to distribute all legally imported and domestically produced products, from 1 January 2010. The establishment of outlets for retail services (beyond the first one) shall be allowed on the basis of an Economic Needs Test.

Cigarettes and cigars, books, newspapers and magazines, video records on whatever medium, precious metals and stones, pharmaceutical products and drugs, explosives, processed oil and crude oil, rice, cane and beet sugar are excluded from the commitments.

### **13. Technology transfer**

Viet Nam encourages the transfer of advanced technology into the country. Foreign investors contributing capital in the form of technology transfer are exempt from all Vietnamese taxes relating to the transfer of technology. For projects using private capital, there is no cap on the royalty.

Contracts for the transfer of technology from foreign country to Viet Nam and vice versa, and technology transfer contracts with value of at least 500 million VND (approximately US\$31,250) must be registered with the Ministry of Science and Technology or its authorized body. Franchise contracts must be registered with the Ministry of Industry and Trade or its authorized body.

### **14. Dispute settlement**

In Viet Nam, legal disputes may be settled by negotiation, in court or by domestic or foreign arbitration.

Viet Nam follows the civil law system. Judgments are based only on legislation, and principles of interpretation of the law.

The hierarchy of Vietnamese courts include: (i) Supreme People's Court; (ii) Provincial People's Courts; and (iii) District People's Courts. The courts operate in five divisions such as: (i) Criminal division; (ii) Civil division; (iii) Administrative division; (iv) Economic division; and (v) Labor division.

Running parallel to the court systems is the People's Procuracy which is responsible for supervising the operation of judicial authorities and exercising the power of public prosecution. The People's Procuracy can lodge protest against a judgment and asked for its review.

To supplement the court system, Viet Nam has a system of independent arbitration centers, established under the new Commercial Arbitration Ordinance (2003). An arbitral award given by an arbitration centre or an arbitration panel established by the parties in accordance with the provisions of the Ordinance will be enforceable in Viet Nam without prior needing to be recognized.

Disputes with the involvement of foreign investors may be also settled by a foreign arbitration. In 1995, Viet Nam became a member of the 1958 New York Convention on the Recognition and Enforcement of Foreign Arbitral Awards. An arbitral award given by a foreign arbitration will be enforceable in Viet Nam after it is recognized by a Vietnamese court.

## Chapter IV

### INVESTMENT IN VIET NAM

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#### I. SELECTION OF AN INVESTMENT PROJECT

Based on the socio-economic development planning and orientation for each five year period, the Ministry of Planning and Investment issues a list of: (i) specially encouraged investment projects; (ii) encouraged investment projects; (iii) geographical regions in which investment is encouraged; (iv) sectors in which the licensing of investment is conditional; and (v) sectors in which investment will not be licensed.

Leaving aside sectors in which the licensing of investment is conditional or in which investment will not be licensed, an investor may on its own initiative select investment projects, investment partners, the locality, the duration of investment, the markets for the sale of products and its charter capital contribution proportion in accordance with the provisions of the Law on Investment and other related legal instruments.

Also, the investor may generally decide on the form of investment. However, a number of investment sectors that are unconditional for Vietnamese enterprises but conditional for FIEs (e.g. exploitation and processing of mineral resources, and investment in the fields of import, export, trading and distribution etc.). The Law on Investment and Decree 108, provide for such list of investment sectors, however, relevant sectoral legislation shall provide for what form of “conditions” that an FIE is required to meet. In certain industries, this may mean that the FIE may only operate in the form of a foreign-invested JVE with a majority or minority participation of a Vietnamese enterprise. In other sectors, FIEs operating in conditional investment sectors may nevertheless operate as 100% FOEs but meet certain conditions such as their capital structure, project specific experience and so forth...

Annually, the Ministry of Planning and Investment publishes a list of national projects calling for foreign investment capital. Ministries, branches and provincial People’s Committees also publish such lists of projects for their respective industries and localities. In principle, the projects included in those lists are regarded as complying with current planning.

## **II. PROJECT CLASSIFICATION AND LICENSING BODIES**

The authority to approve investment projects is currently divided amongst (i) the Prime Minister of the Government (PM) with the scope of approval is limited to the “investment policy”, (ii) the People’s Committees in the provinces and cities under the central State administration (PC), and (iii) the management boards of industrial zones, export processing zones, high-tech zones and economic zones in the provinces and cities under the central State administration (MB).

The hierarchy of the investment approval and licensing authority is as follows:

### *Prime Minister*

- Projects regardless of capital source or capital amount within specific sectors (airports, seaports, mining, oil & gas, TV broadcasting, casinos, cigarette manufacturing, universities, development of IZs, EPZs, HTZs and ECs (“Zones”).
- Projects regardless of capital source with capital amount over VND1,500 billion within specific sectors (electricity, metallurgy, alcohol & beer production, trading etc.)
- FDI projects regardless of capital amount within specific sectors (sea transportation, post, telecom & internet networks, printing etc.)

### *People’s Committees in provinces and cities*

- Projects outside Zones and not within PM approval authority
- Projects for development of infrastructure in Zones in localities with no MA

### *Management boards of industrial zones*

- Projects in Zones and not within PM approval authority
- Projects for development of infrastructure within their own zones

All investment certificates (previously called “investment licenses”) are now issued by other relevant PCs or MBs. However, in specialized sectors such as banking or insurance, the relevant line ministries are still empowered with the approval and licensing authority as previously were.

## **III. LICENSING PROCEDURE**

Depending on the size and the sector of investment, different licensing and registration procedures will be applied:

- Business Registration;

- Investment Registration; or
- Investment Evaluation

Investors must follow different licensing and registration steps depending on the size and the sector of investment.

### **1. Business Registration**

Small domestic enterprises, whose investment is less than VND15 billion (approx. US\$ 945,000) not falling within conditional investment sectors (as described below) are subject to business registration.

However, they are subject to the Investment Registration in the event (i) they fall within a conditional sector, or (ii) if they wish to apply for investment incentives recorded in their license.

### **2. Investment Registration**

FDI projects with the total invested capital of less than VND300 million (approx. US\$19 million) which do not fall within conditional sectors, require registration of investment and issuance of an investment certificate.

The investment certificate also serves as the business registration of a corporate entity. Domestic invested projects with the total invested capital of between VND15-300 billion (approx. US\$19 million) are also subject to this registration procedure.

Local investors tend to set up their corporate entity separately and then file for registration of any project without receiving an investment certificate. Enterprises can register additional investment projects without the need to create a legal entity.

### **3. Investment Evaluation**

Foreign and domestic invested projects with a total invested capital of VND300 billion or more (US\$19 million) or below VND300 billion but falling within conditional sectors must undergo an investment evaluation.

There are 3 different types of evaluation as shown below:

- FDI projects <VND300 billion (approx. < US\$15 million) falling in conditional sectors
- FDI projects >VND300 billion (approx. > US\$15 million) falling in conditional sectors

- FDI projects >VND300 billion (approx. > US\$15 million) not falling in conditional sectors

#### **4. Application Dossier**

Application dossier must be prepared in the Vietnamese language (previously Vietnamese and another prevailing foreign language) in accordance with a standard form published by the MPI, and be submitted to the relevant licensing agency for issuing the investment certificate. Depending on the investment scale and sector, an application dossier may include the following:

*FDI projects <VND300 billion (approx. < US\$19 million) NOT falling in conditional sectors.*

Application for the registration of the investment (prepared in accordance with a sample form), which is accompanied with documents concerning the following items:

- Legal status of the investor;
- Objectives, sale and location for implementation of the investment project;
- Invested capital and project implementation schedule;
- Land use requirements and undertakings on environmental protection;
- Petitions for investment incentives (if any)
- Report on the financial standing of the investor (self prepared by the investor);
- Joint venture contract and joint venture charter in the case of a JVE; or Charter (in the case of an 100% FOE); or a business co-operation contract (in the case of a BCC)

*FDI projects ≥ VND300 billion (approx. ≥ US\$19 million) NOT falling in conditional investment sectors.*

- Application for the issuance of an investment certificate;
- Documents verifying the legal status of the investor;
- Report on the financial standing of the investor (self prepared by the investor);
- Eco-technical explanatory statement (feasibility study); and
- Joint venture contract and joint venture charter in the case of a JVE; or Charter
- (in the case of an 100% FOE)

*FDI projects ≥ VND300 billion (approx. ≥ US\$19 million) falling in conditional investment*

*Sectors.*

- Application for the issuance of an investment certificate;
- Documents verifying the legal status of the investor;
- Report on the financial standing of the investor (self prepared by the investor);
- Eco-technical explanatory statement (feasibility study);
- Joint venture contract and joint venture charter in the case of a JVE; or Charter (in the case of an 100% FOE) (if any); and
- Explanatory statement of satisfaction of the conditions prescribed for the investment project.

You can also surf the web page <http://vietnam.eregulations.org/> of Vietnam Foreign Investment Agency for information about step-by-step guide on investment procedures in Vietnam.

#### **IV. RECOMMENDED AND RESTRICTED SECTORS OF INVESTMENT**

The Government of Viet Nam encourages foreign investors to invest in the following sectors and regions:

- Manufacture of new materials and production of new energy, manufacture of high-tech products, bio-technology, information technology and mechanical manufacturing;
- Breeding, rearing, growing and processing of agricultural, forestry and aquaculture products, production of salt, creation of new plant and animal varieties;
- Utilization of high technology and advanced techniques, protection of the ecological environment and research, development and creation of high technology;
- Labor intensive industries;
- Construction and development of infrastructure facilities and important industrial large-scale projects;
- Professional development of education, training, health, sports, physical education and
- Vietnamese culture;
- Development of traditional crafts and industries and zones.

From time to time, the Government issues detailed lists of sectors and regions in which investment is entitled to incentives, thus setting out the prerequisite requirements investors need to adhere to be entitled to investment incentives and certain benefits. The new Law on Investment

only sets out generally which sectoral and/or geographic areas are entitled to investment incentives.

The types of incentives and their extent (e.g. tax holidays or reductions, exemption from land fees) are governed by the specific tax, land and other specific regulations.

In other fields, also as published by the Government, foreign investment will not be licensed or only licensed under special conditions. For sectors in the List of Conditional Investment Sectors, the investment is subject to certain conditions, which include: television, production and publishing cultural products, telecommunication, and transportation by all means, cigarette production, exploring and processing natural resources, real-estate business, education, medical services, distribution.

These conditions may take the form of certain requirements for the establishment of a company, the scope of operations available for the project, the foreign and domestic ownership structure of the project, the applicable form and type of legal entity available for the investment project, certain business conditions and largely depend on Viet Nam's international concessions and policy to open its market to foreign investors in a number of sensitive sectors.

Foreign investment is only allowed by means of contractual cooperative operation in the following sectors: telecommunications services; domestic and international post delivery; journalism and publishing; radio and television networks.

Foreign investment is only allowed by means of contractual cooperative operation or joint venture in the following sectors: petroleum, mining and processing rare minerals; air freight, railroad transport and ocean carriage; bus transport; construction of seaports and airports (excluding investment projects such as BOT, BTO and BT); ocean shipping and air flight services; culture; forestation; production of industrial explosives; tourism; consulting services (excluding technical consulting services).

Foreign investment in processing and development of raw materials is tied in the following sectors: production and processing of dairy; production of plant oils and cane sugar; processing of timber (excluding investment projects involving imported timber).

Import and export, domestic distribution, high sea fishing, and development investment projects are subject to the approval of the Prime Minister.

Foreign investment is prohibited if it threatens national security, national defense and public interests; damages Vietnamese historic relics, culture, traditions and customs; damages ecological environment; uses imported toxic wastes; produces toxic chemicals or uses toxic substances banned by international conventions.

## **V. BASIC FORMS OF ENTERPRISES AND FORMS OF DIRECT INVESTMENT**

According to the Law on Enterprises, a foreign-invested enterprise may be established as either a sole member limited liability or a limited liability with more than one member, or a joint stock company, or a partnership. The Law on Investment provides for three basic forms of direct investment: joint ventures, 100% foreign owned enterprises (100% FOE) and business cooperation contracts (BCC). During the process of investment in Viet Nam, businesses with foreign invested capital and BCCs are allowed to restructure their investment by way of division, separation, merger or consolidation or foreign investors may convert their investment into a different legal form.

Foreign investors can also transfer their interest to other entities. Furthermore, foreign companies with on-going business relations with Viet Nam may open representative offices or branches in Viet Nam.

### **1. Forms of Enterprises**

#### *Limited Liability Company*

A limited liability company is a legal entity established by its members by way of capital contribution to the limited liability company. The capital contribution of each member is treated as equity. The members of a limited liability company are liable for the financial obligations of the limited liability company to the extent of their capital contributed – or undertaken to be contributed - to the limited liability company. The management structure of a limited liability company comprises the members' council, the chairman of the member's council, the (general) director and a board of supervision (where the limited liability company has more than 10 members).

A limited liability company established by one or more foreign investors may take the form of either a 100%-FOE (where all members are foreign investors) or of a foreign invested joint-venture enterprise between one or more foreign investors and one or more domestic investors.

#### *Joint Stock Company*

A joint stock company is a legal entity established by its founding shareholders on the basis of their subscription of shares of the joint stock company. The charter capital of a joint stock company is divided into shares and each founding shareholder holds a number of shares corresponding to their subscribed and paid-up shares in the joint stock company.

A joint stock company is required to have at least three shareholders (with no maximum number of shareholders). The management structure of a joint stock company comprises of the general meeting of shareholders, the board of management, the chairman of the board of management, (general) director and a board of supervision (where the joint stock company has more than 10 individual shareholders or if a corporate shareholder holds more than 50% of the shares of the joint stock company). A joint stock company may take the form of a joint venture between foreign investors and domestic investors.

#### *Partnership*

A partnership may be established between an individual or a legal entity and the general partner who is required to be an individual. The general partner has unlimited liability for the operations of the partnership.

## **2. Forms of direct investment**

#### *Joint ventures*

A joint venture may be established as a limited liability company with more than one member, or as a joint stock company or as a partnership company and is a legal entity with limited liability established on the basis of a joint venture contract between:

- A Vietnamese and a foreign party;
- A Vietnamese party and a 100%FOE;
- A joint venture enterprise and a foreign party;
- A joint venture enterprise and a 100%FOE; or
- Two joint venture enterprises.

Profits and risks are distributed among the parties in proportion to their legal capital contribution or shares in the JV unless the parties have agreed otherwise in the joint venture contract.

*100% Foreign Owned Enterprise (FOE)*

Under Vietnamese law, a 100% FOE is a legal entity set up by one or more foreign investors under a form of enterprise as set out above.

*Business Cooperation Contract (BCC)*

A BCC is an agreement between one or more foreign investors and one or more Vietnamese partners with the objective of cooperating to operate one or more specific business activities. This form of investment does not constitute a new legal entity and the investors have unlimited liability for the debts of the BCC. This form of investment is generally only chosen by foreign investors with respect to projects where investment is restricted to a BCC, such as certain telecommunications projects or projects in relation to airline, railway or sea transportation. A BCC provides, however, more flexibility than a joint venture or a 100% FOE. Within the framework of Vietnamese law, the parties involved are free to decide on the subject, contents, interests, obligations and responsibilities of and relations among the parties, and to specify these in the contract.

## **VI. OTHER FACILITIES FOR BUSINESS AND INVESTMENT IN VIET NAM BRANCHES**

This is not a common form of foreign direct investment but banks, tobacco companies, airlines, law firms, and foreign companies operating in fields of culture, education, tourism are allowed to establish branches in Viet Nam. Foreign companies may also establish branches in Viet Nam to conduct trading activities and activities directly related to trading of goods. The establishment of such trading branches and the scope of commercial activities of such trading branches, however, will only be available as scheduled in Viet Nam's international commitments. In terms of law, the establishment of a foreign company branch is simpler than the establishment of a 100% FOE with the difference that a 100% FOE is a Vietnamese legal entity separate from its parent company while a branch still holds foreign legal entity status and is dependent on its parent company.

Branches of foreign companies in Viet Nam are also different from representative offices in the way that a branch is allowed to conduct commercial activities in Viet Nam.

## **1. Representative offices**

Foreign companies having business relations with Viet Nam, or investment projects in Viet Nam, can apply to open representative offices in Viet Nam. A representative office is not an independent legal entity and is not allowed to conduct direct commercial activities (such as execution of contracts, direct payment or receipt of moneys, sale or purchase of goods or provision of services). However, a representative office can:

- act as a liaison office to study the business environment;
- search for trade and/or investment opportunities and partners;
- act on behalf of its head office to negotiate and sign contracts for the supply or purchase of goods and services at the authorization of the parent company (care needs to be taken for tax purposes);
- supervise and accelerate the implementation of contracts;
- act on behalf of the parent company to supervise and direct the implementation of investment projects in Viet Nam;
- publicize and promote its company's goods and/or services.

A representative office may, however, not engage in any profit generating activities.

In order to set up a representative office in Viet Nam, a foreign company needs to prepare the following documents:

- A copy of the business registration (or papers of equivalent value) certified by the competent authority, in this case the local Chamber of Commerce or Police Station.
- An audited financial statement or other documents of equivalent value proving the actual existence and operation of the company in the latest fiscal year.
- A copy of the company's charter.
- A copy of the passport or identity card of the person who will be appointed as the Chief Representative.
- A copy of the leasing contract for the place that the Representative Office is situated.

*Then you should follow the next steps:*

1. Send (or bring) the documents to the Consular Office, Embassy of Viet Nam at the address Aleksanterinkatu 15A, 00100 Helsinki with a letter requesting the Office to translate and legalize the documents.

The legalization is very fast, in fact it usually takes time at the translation because not many people can handle this kind of documents.

2. Upon receipt of the legalized documents, you should fill in the form MD-1 as given in the Interpretative Note 11-2006 TT-BTM. It should be signed by the Director, and be stamped.

If you authorize someone (e.g a Vietnamese person) to submit application, you should have a letter authorizing that person to do it on your behalf.

3. Submit your application by sending these all documents to the Department of Industry and Trade of the city or province where your Representative Office is located.

Within 15 working days, you will have response from the Department. If you do not have to make any amendment or addition to the dossier, you will receive the license of your representative office.

## **2. Build-Operate-Transfer (BOT), Build-Transfer (BT) and Build-Transfer-Operate (BTO) Contracts**

Foreign investors may sign a BOT, BT and BTO contract with a competent State body to implement infrastructure construction projects in Viet Nam often in the fields of traffic, electricity production and trade, water supply or drainage, waste treatment. Rights and obligations of foreign investor will be regulated by the signed BOT, BT and BTO contract.

Under the BOT form, the investor is fully in charge of construction and management of a project over a specific duration after which the project is to be transferred to the State without any compensation.

Under the BTO form, title has to be transferred to the State immediately upon completion of construction but the State allows the investor to operate the project over a period of time agreed by both parties in the contract so that the investor can recover capital and reasonable profits.

Under the BT form, the project is transferred to the State on completion of construction and the State pays the investor by way of the right to implement another project or making payment as agreed in the BT contract.

According to the most recent draft of the new BOT Decree (“Draft BOT Decree”), the Government of Viet Nam will encourage investors of both public and private sectors to involve in BOT, BTO and BT projects (i) for construction, operation of brand-new, renovated or expanded infrastructure facilities, and (ii) for modernization, operation and management of existing project works listed below:

- Roads, bridges, tunnels, and other associated utilities;
- Railway and tramp-way;
- Airports, sea-ports, river-ports, and ferries;
- Water supply plants, waste sewerage and treatment systems;
- Power plants, power transmission lines; and
- Other projects as may be decided by the Prime Minister.

Government Guarantee Undertaking: The Government of Viet Nam will, depending on the nature of each of BOT, BTO and BT projects, appoint an authorized body to issue, on behalf of the Government, guarantees for loans, provision of raw materials, consumption of products, and any other contractual obligations in favor of the investors, the BOT, BTO and BT Enterprises, and other enterprise participating in these projects if a Government guarantee undertaking is required under the relevant BOT, BTO or BT contract.

### **3. Industrial Zones, Export Processing Zones, High Tech Zones, Economic Zones**

In 1991 the Vietnamese Government introduced a policy to develop these special administrative zones in an effort to geographically diversify investment locations, to accelerate export, and to create more jobs.

*Industrial Zone (IZ)* is a zone in which enterprises specializing in the production of industrial goods and the provision of services for industrial production are concentrated.

*Export Processing Zone (EPZ)* is an industrial zone specializing in the production of goods for exports and the provision of services for such production and export activities.

Investment in IZs and EPZs is generally regulated by Decree No. 108/2006/ND-CP of the Government dated 22 September 2006 implementing the Law on Investment (Decree 108). Developers of IZs and EPZs and investors operating and doing business in these zones

(collectively referred to herein as “IZs Developers” and “IZ Enterprises” and “EPZ Enterprises”, respectively) are granted with the preferential treatments corporate income tax (CIT), land use.

A *High-Tech Zone* is multi-function economic-technical zone with a defined boundary which is established in accordance with a decision of the Prime Minister to conduct hightec in research, development and application, to nurture high-tech enterprises, to train high-tech human resources and to manufacture and trade high-tech products.

Investment in high-tech zones is subject to the Regulations on High-Tech Zones (HTZ) which are issued in accordance with Decree No. 99/2003/ND/CP of the Government on 28 August 2003 (Decree 99) and Decision 53/2004/QD/TTg of the Government dated 5 April 2004.

The Government of Viet Nam strongly encourages investment in the following high-tech sectors:

- Information technology, communications and computer software technology;
- Bio-technology serving agricultural, aquaculture and medical sectors;
- Microelectronic, fine mechanical, mechanical-electronic, optical-electronic and automatic technologies;
- New material technology and new energy technology; and
- Some other special technologies.

Under the applicable laws of Viet Nam, foreign and domestic investors operating and doing business in HTZs, and foreign and Vietnamese individuals working for investment projects in HTZs are entitled to the preferential treatments on corporate income tax, private income tax, land use, housing, visa, credit assistance.

An *Economic Zone* is a zone which has an economic area separated from the general investment and business environment and with especially favorable conditions for investors.

An Economic Zone (“EZ”) is an identified geographical zone with privileges on investment environment, preferential stable policies, flexible management, giving best condition to business activities of the domestic and foreign investor.

Investment in Zest is currently regulated by Decree 108.

EZ Developers and EZ Enterprises have the same rights as IZ Developers and IZ Enterprises in relation to sale of assets attached to LURs, mortgage, lease, sublease and assignment of LURs as mentioned above.

There are currently nine Zests operating in Viet Nam. The first key Zest should be named is Chu Lai in Quang Nam Province with 116 registered projects with the total investment capital of US\$1.4 billion, of which 33 are foreign-invested projects. Other big Zests include Dung Quat in Quang Ngai Province, Chan May in Hue City and Nhon Hoi in Binh Dinh Province.

## **VII. TAX AND TAX INCENTIVES APPLICABLE TO FOREIGN DIRECT INVESTMENT**

The tax system in Viet Nam consists of the following main taxes:

- Corporate Income Tax
- Capital Assignment Profits Tax
- Value Added Tax
- Special Sales Tax (Excise tax)
- Foreign Contractor Withholding Tax (withholding tax)
- Import-export tariffs
- Natural Resources Tax
- Land Rentals
- Personal Income Tax
- Social insurance and health insurance
- Other Taxes

### **1. Corporate Income Tax (CIT)**

Effective from 1 January 2004, Viet Nam has one CIT regime applicable to both domestic and foreign invested enterprises, with a standard CIT rate of 28%. Preferential rates of 10% for a period of 15 years, 15% for a period of 12 years and 20% for a period of 10 years are available where certain criteria are met (e.g. investment in industries or locations whereby investment is encouraged, high number of employees, business expansion, etc). When the period for preferential rates expires, the rate generally reverts to the standard rate. There are also tax relief whereby an entity is entitled to CIT exemption for up to 4 years after the first profit making year and 50% CIT reduction up to 9 years subsequently.

In particular, tax rates applicable to exploitation of oil and gas and other precious resources companies range from 28% to 50% depending on each project. Taxpayers may carry forward their losses for five years whilst carrying back is not permitted. Tax loss carry forward plan must be registered with the tax authorities in the tax finalization declaration for the year the loss incurred. Loss from transfer of land use rights/land lease rights is only allowed to set-off with income from transfer of land use rights/land lease rights.

Up to the end of 2008, there are 54 Double Tax Avoidance Agreements (DTAs), of which the DTA between Vietnam and Finland is signed on 24/3/1994 in Helsinki and comes to effect since 08/8/1994. DTAs can be used to protect a foreign entity from being subject to CIT in Viet Nam if certain criteria are met.

## **2. Capital Assignment Profits Tax**

CIT of 28% applies on the gains derived from capital transfer. The taxable income is the difference between the transfer value and the original value of the transferred capital less any reasonable transfer expenses. A tax reduction of 50% is available when a foreign investor's capital is transferred to an enterprise that is established under Vietnamese laws.

## **3. Value Added Tax (VAT)**

VAT applies to goods and services consumed in Viet Nam (including goods and services purchased from abroad) and are collected during production, trading, provision of services and import stages. When supplying goods and/or services subject to VAT, the business must charge VAT on the value of goods or services supplied. The importer must pay import VAT to the customs office at the same time they pay import duties.

The Viet Nam VAT system has three rate categories: 0%, 5%, and 10% (the standard rate). The 0% rate applies to exported goods and exported services (with some exceptions).

Exported goods are goods sold to overseas or to export processing zones/export processing enterprises. Exported services are services provided to and being consumed overseas. The 5% rate applies to areas of the economy concerned with the provision of essential goods and services. The standard common 10% rate applies to other activities and

goods not specified as subject to the 5% rate. Additionally, there are 29 categories of goods and services that are VAT exempt.

The Vietnamese VAT system is also characterized by two types of VAT payers: deduction method VAT payers and direct method VAT payers. All companies and business organizations are deduction method VAT payers. They will issue VAT invoices, charge output VAT to customers and claim input VAT through conventional VAT returns.

The direct method generally applies to small business households which do not keep proper accounting records and foreign contractors (foreign companies performing business in Viet Nam or having contracts with Vietnamese customers without establishing a legal entity in Viet Nam) who do not want to maintain Vietnamese accounting records.

For these businesses, VAT is calculated at a deemed rate on gross turnover. VAT refund is eligible. Some of the examples for VAT refund are: input VAT is larger than output VAT in 3 consecutive months; exporters; input VAT on fixed assets acquired, etc.

#### **4. Special Consumption Taxes**

Other taxes include the special consumption taxes on goods such as cigarettes, alcohol, spirits and beer, automobiles with twenty-four seats or less, and other miscellaneous items such as gasoline, air conditioners with capacity of 90,000 BTU or less and playing cards. Special consumption taxes also apply for services such as dancing, massage, karaoke, casino, jackpot machine games, certain betting activities, and golf. The special consumption tax is applicable to the import and production of the previously mentioned goods and services. Importers pay the special sales tax upon importation, ranging from 10 to 80% percent. The tax is calculated on the basis of applying the applicable tax rate to the CIF value of the good.

#### **5. Import Duty**

Generally, all goods crossing Vietnamese borders are subject to import/export duties. Import duty rates are classified into three categories: ordinary rates, preferential rates and special preferential rates. Preferential rates are applicable to imported goods from countries that enjoy most-favoured-nation status ("MFN") with Viet Nam. Currently, 89 countries enjoy MFN with Viet Nam. Special preferential rates are

applicable to imported goods from countries that have special agreement with Viet Nam (such as ASEAN countries).

Viet Nam has committed to gradually reduce and eliminate all import tariffs under some regional arrangements like ASEAN, APEC.

## **6. Export Duty**

The export of goods is encouraged by the Government of Viet Nam. Thus, export duties are only charged on rates range from 10% to 80%. Goods and services subject to SST are also subject to VAT.

## **7. Withholding Tax**

Foreign companies performing business in Viet Nam/having contracts with Vietnamese customers without establishing a legal entity in Viet Nam are subject to “Foreign Contractor Withholding Tax” (FCWT), which includes a VAT and a CIT element.

Withholding tax also applies to payments of interest, royalties, licence fees, and cross border lease charges. Withholding tax applies on the income derived from Viet Nam, regardless of where the services are performed, inside or outside Viet Nam.

FCWT can be calculated in three ways.

Method 1: Deduction Method (“VAT registration”). The FC maintains full Vietnamese Accounting System (“VAS”). The FC registers for VAT, issues Vietnamese VAT invoices to its Vietnamese customers and files conventional VAT returns (i.e. VAT payable equals output VAT less input VAT) with the Vietnamese tax authorities. The FC also pays CIT on the actual net profits derived from the contract, based on their accounting records.

Method 2: Withholding Method (“no VAT registration”). According to this method, VAT and CIT will be withheld by the Vietnamese customer at a deemed percentage of the taxable turnover. Various rates are specified for different business activities. The FC’s responsibility to file for and pay taxes is thus passed to the Vietnamese party.

Method 3: Hybrid method. This is a combination of method 1 and 2, whereby the FC would maintain a simplified VAS for VAT convention filing purpose and pay CIT on a deemed basis like under Method 2.

## **8. Natural Resource Tax**

Under Vietnamese Law, the State manages natural resources and royalties need to be paid to the State for the utilization of natural resources. Royalties range from 0% to 40% and are levied for companies exploiting precious stones and coal, and companies utilizing forest products, marine products or natural water.

## **9. Land lease and Rental rate**

In Vietnam, land is the property of the State and the law does not allow private land ownership. Foreigners can lease land for specific investment projects (for ex.: an investment project of setting up a hotel business). This means that they cannot lease land without an investment project that requires land, or change the purpose of use of the leased land without the approval of the investment State administrative agency for investment. The allocated or leased land shall be recovered and the investment certificate shall be withdrawn if the investor fails to implement the project within the time limit or uses the land for other purpose.

Land can normally be leased directly from the State. The newly amended Land Law also allows Vietnamese organizations or individuals who legally own land-use right (LUR) to lease their land to investors including foreign investors.

The contact point for land lease from the State is the local land management authority. By law, if the land-use rights are leased from the State, the local government authority that leases the land-use right must be responsible at its own expense for the recovery, compensation, relocation, land clearance, and fulfillment of all necessary administrative procedures to grant the land use rights to the investors.

Foreign invested enterprises, which lease land directly from the State, must pay rent at the rate decided by the provincial department of finance based on the list of land rent rates issued by the provincial or municipal people's committee. The rental rates are normally determined on the basis of location (in city or rural areas), availability of infrastructure (transportation, electricity, water supply and sewage) and purpose of use.

The rent will be counted from the date when the land on the field is handed over to the investor. The land rent applicable to a particular project remains stable for 5 years, except when the purpose of use is changed. If the rent has been paid for the entire duration of the land lease, it will be kept stable for the whole lease term.

The rent for land in industrial, high tech, economic zones developed by Vietnamese or foreign invested companies or leased from Vietnamese organizations or individuals is agreed upon between the lessor and the lessee.

Companies including foreign-invested companies may use the assets fixed to the land and value of the land-use rights as collateral at credit organizations legally operating in Vietnam for loans.

#### **10. Personal Income Tax (PIT)**

Currently, the following individuals are liable to pay personal income tax (PIT):

- Vietnamese citizens residing in Viet Nam;
- Vietnamese citizens residing overseas and expatriates working in Viet Nam;
- Other individuals residing in Viet Nam indefinitely; and
- Foreigners working in Viet Nam and in receipt of income including employees of business, cultural or social organizations, representative offices and branches of foreign companies, foreign contractors and individuals working independently.

A foreigner residing in Viet Nam for more than 183 days within a tax year will be considered a tax resident, unless DTAs between Viet Nam and other countries provide otherwise. A tax resident is subject to progressive tax rates with the highest marginal rate of 40%.

A foreigner who stays in Viet Nam less than 183 days in a consecutive 12 months period is considered as nonresident in Viet Nam. Non-residents are subject to a 25% tax rate on Viet Nam-sourced income. However, this will need to be also considered in light of the provisions of any DTAs that may apply.

Vietnamese nationals working in Viet Nam are subject to PIT rate up to 40%. There is 5% on the income from technological transfer of more than

VND15 million for each contract and 10% on the income from lottery winnings of more than VND15 million for each winning.

From the strict reading of the PIT regulations all fringe benefits are taxable. However, there is an exception for staff training fees, airfare for expatriate employees to home country, school fee for expatriates' children paid directly to school in Viet Nam.

Expatriates or foreign individuals working in Viet Nam are allowed to transfer their income abroad after income tax and other payroll withholdings have been paid.

There are certain tax exempt categories, such as attraction allowance for working in remote areas/areas with difficult conditions, hardship allowance for toxic, hard, dangerous jobs, etc.

There is a general requirement to withhold 10% PIT from payments to individuals who are not employees.

#### **11. Social security and health insurance**

The employer must contribute 15% of the salary and certain allowances stated in the labor contracts for Vietnamese employees for social security purposes.

The employee has to contribute 5%. Additionally, health insurance contribution in respect of Vietnamese employees is also required at 1% for the employee's contribution and 2% for the employer's contribution.

## **Chapter IV**

### **TRADE WITH VIET NAM**

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#### **I. RULES AND REGULATIONS**

The main trade management tool is the Commercial Law which is supported by a series of decrees. The other major laws pertaining to trade in Viet Nam include the Law on Competition, the Law on Accounting, the Law on Customs, the Law on Statistics, the Ordinance Against Dumping of Imported Goods into Viet Nam, the Ordinance on Measures Against Subsidized Goods Imported into Viet Nam, the Ordinance on Food Safety and Hygiene.

Trade in services are usually governed by specific laws such as Law on Construction, Law on Insurance, Law on Post, Law on Telecoms (to be promulgated), Law on Transport, Law on Aviation, etc.

The Vietnamese government mainly uses import ban, tariff quota, import quantitative restriction, import licensing, and import and export trading right licensing in the administration of imports, and adopts export ban, export duties, and quantitative restrictions in the administration of exports.

According to the Decision on Management of Import and Export of Goods from May 1, 2006 promulgated by the Vietnamese Ministry of Industry and Trade (formerly Ministry of Trade) for implementation of the Commercial Law, Viet Nam adopts a pigeonhole system in the administration of imports and exports, including banned imports and exports, imports and exports subject to licensing by the Ministry of Industry and Trade, and imports and exports subject to the administration of professional associations.

Specifically, goods prohibited from import include weapons, ammunitions, explosive materials, and military technical equipment; fireworks of all kinds (except flares for maritime safety), all types of devices causing interference for meter speed machine; second-hand consumer goods; cultural products banned from circulation in Vietnam; right-hand-drive automobiles with some exceptions; second-hand materials and means of transport; scraps, wates, refrigeration equipment using C.F.C; products containing asbestos of the group of amphibole; toxic chemicals Table I

under the Convention on Chemical weapons Ban. All relevant Ministries have to release specific list of commodities prohibited from import).

Products prohibited from export include weapons, ammunitions, explosive materials, and military technical equipment; antiques; round timber and sawn timber from domestic natural forest; wild animals, rare natural fauna and flora; rare sea species; specialized coding machines and cipher software programs used in the sector of protection of State secrets; toxic chemicals Table I under the Convention on Chemical weapons Ban. All relevant Ministries have to release specific list of commodities prohibited from export).

### **1. Import Licensing System**

Business entities, including foreign invested enterprises with a legally registered business license, can be engaged in direct import and export activities. However, foreign invested enterprises can import materials, equipment and machinery only for the purpose of establishing production lines and producing goods in accordance with their investment licenses. They are not permitted to import goods for trading purposes and are required to register their import and export codes with the Department of Customs. Foreign invested companies are presently permitted to distribute products made by them and not products of their partners offshore.

### **2. Special Import-Export Requirements and Certifications**

Previously, importers required approval from the relevant ministries to import many goods. Eight ministries and agencies are responsible for overseeing a system of minimum quality/performance standards for animal and plant protection, health safety, social security, local network compatibility (in the case of telecommunications), money security, cultural sensitivity, environmental protection, ... Goods that meet the minimum standards can be imported upon demand and in unlimited quantity and value.

### **3. Temporary Entry**

Goods, which are exported or imported as samples or for the purpose of advertising, are subject to export or import duty. Exemption from duty is granted to goods, which are permitted to be temporary exports or imports for exhibitions. At the end of the exhibition, they must be re-imported into Viet Nam in the case of temporary exports, or re-exported from Viet Nam in the case of temporary imports. Documents required for exemption for

exhibitions include a notification of or invitation to the exhibition and an export or import license from the Ministry of Industry and Trade (formerly Ministry of Trade) for goods under management by the government. Viet Nam does not recognize the International Carnet.

#### **4. Labeling and Marking Requirements**

The Government's Decree No. 89-2006-ND-CP dated August 30, 2006, promulgating Regulations on Labeling of Domestically Circulated Goods and Imported and Exported Goods ("Decree 89 and accompanying regulations"), came into effect after April 2007. Decree 89 and accompanying regulations provide the requirements for the labeling of goods produced in Viet Nam for domestic circulation and for export, and of goods produced in foreign countries that are imported for sale in the Vietnamese market. These regulations do not apply to processed food, fresh food, or unpacked necessities that are sold directly to consumers and pre-packed food and drinks which have a use-by limit of 24 hours; and some other products.

According to these regulations, subject goods must bear a label containing a principal display panel in which the following compulsory contents must be shown so that consumers can easily and clearly see them in a normal goods' display condition:

- name of goods;
- name and address of business entity manufacturing, assembling, or importing goods;
- amount, weight, volume, or size of the goods (in legal measurement units of Viet Nam);
- composition or ingredients of goods (including whether goods or components/ingredients thereof have been x-rayed or genetically modified, where a preservative has been added, where a dosage has been stipulated, or where they are included in lists of stimulants or toxicants);
- usage values, human safety standards, and environmental impact on use;
- date of manufacture and expiry;
- instructions on preservation and use;
- origin of goods.

## Chapter V

### USEFUL INFORMATION

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#### I. EMBASSIES, CONSULATE, COMMERCIAL SECTION

##### 1. Embassy of Viet Nam in Finland

Aleksanterinkatu 15A, 00100 Helsinki

Tel: (+358) 9 622 99 00

(+358) 505 44 88 03/04

Fax: (+358) 9 622 99 022

Email: vietnamfinland@gmail.com

Website: www.vietnambassyy-finland.org

##### *Consular Office*

Tel: (+358) 505 44 88 03/04

##### *Working hours:*

Monday - Friday: 9:00 – 12:00, 14:00 – 17:00

##### 2. Embassy of Finland in Viet Nam

Central Building, 31 Hai Ba Trung, Ha Noi

Tel: (+84 4) 3826 6788; Fax: (+84 4) 3826 6766

Email: sanomat.han@formin.fi

Website: www.finland.org.vn

##### *Working hours:*

Monday – Thursday : 8:00 – 12:00, 13:00 – 17:00

Friday : 8:00 – 13:00

Monday – Thursday (Visa section): 9:00- 12:00

##### 3. Commercial Section attached to Viet Nam Embassy in Finland

Upplandsgatan 38, 113 28 Stockholm, Sweden

Tel: (+46) 8 322 666; Fax: (+46) 8 321 580

Email: se@moit.gov.vn

*Working hours:* Monday - Friday: 9:00 – 17:00

##### 4. Honorary Consulate General of Finnish Embassy in Hochiminh City

Room 501, 5/F Sailing Tower, 111A Pasteur, Ben Nghe ward, District 1, Ho Chi Minh City, Vietnam

Tel: (+84 8) 3827 2029  
Fax: (+84 8) 3823 4436

## **II. VISA PROCEDURES**

Most visitors to Viet Nam need a visa to enter the country. Citizens of Finland holding different kinds of passports are exempt from visa requirements and are allowed to stay for not more than 15 days.

Finns can check the website of Vietnamese Embassy in Finland for guidelines and procedures about visa application, if any stay longer than 15 days: <http://www.vietnamembassy-finland.org/en/nr070521170031/>.

To apply for a business visa, the requirements are as follows:

- Visa application form, which can be downloaded at the above website address, with 01 (one) recent passport-sized photo attached,
- Copy of visa approval provided by the Vietnamese counterparts/sponsors,
- Passport
- Self-addressed return envelop
- Visa fee

The application package should be submitted to the Consular Office, Vietnamese Embassy at Aleksanterinkatu 15A, 00100 Helsinki, Finland. You can also make a call to the Consulate Office at (+358) 505 44 88 03/04 for information about visa procedures.

## **III. TRAVEL TO VIET NAM**

### **1. Airlines**

There are no commercial direct flights between Viet Nam and Finland. You will take at least one stop on the route to Viet Nam. Following are practical itineraries that you can choose (with the reverse itineray for inwards):

- Helsinki – Seoul – Hanoi : Finnair, Vietnam Airlines
- Helsinki – Osaka – Hanoi : Finnair, Japan Airlines
- Helsinki – Moscow – Hanoi : Aeroflot
- Helsinki – Warsaw – Hanoi : Polish Airlines
- Helsinki – Bangkok – Hanoi/Ho Chi Minh (HCM) : Finnair, Vietnam Airlines

- Helsinki – Paris – Hanoi/Ho Chi Minh : Air France, Vietnam Airlines or Finnair
- Helsinki – Hongkong – Hanoi : Finnair, Dragonair (China)
- Helsinki – Hongkong – Hanoi/HCM: Finnair, Cathay Pacific (operated by Dragonair)
- Helsinki – Beijing – Hanoi : Air China operated by Finnair, Vietnam Airlines
- Helsinki – Shanghai – Hanoi : Air China operated by Finnair, Vietnam Airlines

*Viet Nam Airlines (GSA for Scandinavia & Finland)*  
 Kungsgatan 44, 111 35 Stockholm  
 Tel: (+46) 8 678 2350  
 Fax: (+46) 8 22 5588  
 Email: vietnamairlines.se@kales.co

*Viet Nam Airlines Head Office*  
 Marketing and Sales Department Vietnam Airlines  
 200 Nguyen Son, Long Bien District, Ha Noi  
 Tel: (+84 4) 3873 2732 ext. 2142/2143  
 Fax: (+84 4) 3827 3773  
 Email: sales.pmd@vietnamair.com.vn  
 www.vietnamair.com.vn

*Viet Nam Airlines (Ho Chi Minh City)*  
 116 Nguyen Hue, District 1, Ho Chi Minh City  
 Tel: (+84 8) 3832 0320  
 Fax: (+84 8) 3823 0273  
 Email: vna.sro@vietnamair.com.vn

*Finnair (Helsinki)*  
 Tel: (+358) 600 140 140

## **2. Customs**

Customs procedures in Viet Nam are quick and simple. To enter and exit Viet Nam, visitors are required to fulfill the arrival / departure declaration.

Visitors are given duty free allowance for not more than 1.5 liters of liquor with 22 degrees of concentration of alcohol or higher and 2 liters of liquor below 22 degrees of concentration of alcohol; 400 cigarettes; 100 cigars;

50 grams of shredded tobacco. Under -18 visitors shall not be entitled to enjoy these quotas.

Other items which are allowed in accompanying baggage are duty free with value not over VND 5,000,000 (160 Euros).

Visitors whose goods are not subject to customs declaration can go through the Green channel for faster checkout.

More information about customs formalities for travellers can be found at the web page :

<http://www.customs.gov.vn/English/Lists/CustomsFormalities/Traveller.aspx>

#### **IV. STAY IN VIET NAM**

##### **1. Hotels in Ha Noi**

*Sofitel Metropol*

15 Ngo Quyen Street, Hoan Kiem District

Tel: (+844) 3826 6919 - Fax: (+844) 3826 6920

*Hilton Ha Noi Opera*

1 Le Thanh Tong Street, Hoan Kiem District

Tel: (+844) 3933 0500 - Fax: (+844) 3933 0530

*Sofitel Plaza*

1 Thanh Nien Road, Ba Dinh District

Tel: (+844) 3823 8888 - Fax: (+844) 3829 3888

*Ha Noi Daewoo*

360 Kim Ma Street, Ba Dinh District

Tel: (+844) 3831 5000 - Fax: (+844) 3831 5010

*Sheraton*

K5 Nghi Tam, 11 Xuan Dieu Road, Tay Ho District

Tel: (+844) 3719 8646 - Fax: (+844) 3719 8598

*Melia*

44B Ly Thuong Kiet Street, Hoan Kiem District

Tel: (+844) 3934 3343 - Fax: (+844) 3934 3344

*Nikko*

84 Tran Nhan Tong Street, Hai Ba Trung District  
Tel: (+844) 3822 3535 - Fax: (+844) 3822 3555

*Horison*

40 Cat Linh Street, Ba Dinh District  
Tel: (+844) 3733 0808 - Fax: (+844) 3733 0888

**2. Hotels in Ho Chi Minh City**

*Sheraton*

88 Dong Khoi Street, District 1  
Tel: (+848) 3827 2828 - Fax: (+848) 3827 2929

*Caravelle*

19 Lam Son Square, District 1  
Tel: (+848) 3823 4999 - Fax: (+848) 3824 3999

*Sofitel Plaza*

17 Le Duan Boulevard, District 1  
Tel: (+848) 3824 1555 - Fax: (+848) 3824 1666

*Legend*

2a-4a Ton Duc Thang Street, District 1  
Tel: (+848) 3823 3333 - Fax: (+848) 3823 2333

*Renaissance Riverside*

8-15 Ton Duc Thang Street, District 1  
Tel: (+848) 3822 0033 - Fax: (+848) 3823 5666

*Majestic*

1 Dong Khoi Street, District 1  
Tel: (+848) 3829 5514 - Fax: (+848) 3829 5510

*Equatorial*

242 Tran Binh Trong Street, District 5  
Tel: (+848) 3839 7777 - Fax: (+848) 3839 0011

*Omni*

253 Nguyen Van Troi Street, Phu Nhuan District  
Tel: (+848) 3844 9222 - Fax: (+848) 3844 9198

### **3. Hospitals and clinics in Ha Noi**

*Bach Mai Hospital*

Giai Phong Street, Ha Noi

Tel: (+844) 3869 3731

*French Embassy Clinic*

Ba Trieu Street, Ha Noi

Tel: (+844) 3825 2719

*Ha Noi Family Medical Practice*

Van Phuc Diplomatic Compound,

Building A1, Kim Ma Street, Ha Noi

Tel: (+844) 3843 0748, 090 340 1919 (24/24h)

*SOS International Clinic*

31 Hai Ba Trung Street, Ha Noi

Tel: (+844) 3934 0555

*Viet Duc Hospital*

40 Trang Thi Street, Ha Noi

Tel: (+844) 3825 3531

*Viet Nam International Hospital*

Giai Phong Street, Ha Noi

Tel: (+844) 3574 0740

*Viet Nam-Korea Friendship Clinic*

12 Chu Van An Street, Ha Noi

Tel: (+844) 3843 7231

### **4. Hospitals and clinics in Ho Chi Minh City**

*30/4 Hospital*

9 Su Van Hanh Street, Ward 9, District 5

Tel: (+848) 3835 6583

*Cho Ray Hospital*

201B Nguyen Chi Thanh Street, Ward 12, District 5

Tel: (+848) 3855 4138

*Viet Nam - France Hospital*

6 Nguyen Luong Bang Street, Tan Phu Ward, District 7

Tel: (+848) 3411 3333

*Hospital of Dermatology and Venerology*  
69B Ngo Thoi Nhiem Street, Ward 6, District 3  
Tel: (+848) 3930 5995

*Hospital of Pediatrics No. 1*  
2 Su Van Hanh Street, Ward 10, District 10  
Tel: (+848) 3835 3255

*Hung Vuong Hospital*  
128 Hung Vuong, Street, Ward 12, District 5  
Tel: (+848) 3855 8532

*Nguyen Tri Phuong Hospital*  
468 Nguyen Trai Street, Ward 4, District 5  
Tel: (+848) 3923 4349

## **V. OTHER INFORMATION**

### **1. Currency**

Vietnamese dong (VND) is the official currency in Viet Nam.

Paper notes include VND 500,000; 200,000; 100,000; 50,000; 20,000; 10,000; 5,000; 2,000; 1,000; 500; 200 and 100. Coins include VND 5,000; 2,000; 1,000; 500 and 200.

Foreign currencies and tourist cheques can be exchanged into Vietnamese dong at banks or foreign exchange agencies.

Credit cards are used in cities and big tourist centers. You can use the local bank cards to withdraw money from ATMs.

Although not recommended, US dollars remain widely accepted at international hotels. For daily expenses (meal, taxi, souvenir, etc.), you should change to the Vietnamese dong to use. Be not surprised if torn or soiled bills are refused by the buyers.

### **2. Business hours and vacation**

Government offices and companies usually open at 8am and close at 5pm, with an interval of two hours (from 11.30am to 1.30pm) for lunch break. Meetings, seminars or conferences may start a bit later, at 8.30am.

Almost shops, supermarkets are open round a week, some of them may close late, at 8 or 9pm.

National holidays are :

New Year's Day, January 1

Vietnamese Lunar New Year, January 1-3 (Lunar calendar)

Commemoration Day for Hung Kings, 10 March (Lunar calendar)

Liberation Day, April 30

Labor Day, May 1

National Day, September 2

### **3. Telecommunications and documentary**

Since it is easy and cheap to acquire a prepaid SIM card, it is recommended that you buy it to use for communications during your stay in Viet Nam. It can save you a lot from the hotel bills. Domestic calls from mobile phones costs around 1,200 dong (0.4 Euro) per minute. International calls are much more expensive, e.g. a call to Finland may be charged at 30,000 dong (1 Euro) per minute.

To cut down the fee for long-distance calls, you can use the shortcut service by adding 171 or 178 to the beginning of the number you plan to dial. For example, if you want to call the number 04-38645555 in Ha Noi, you should dial 171 04 38645555, or 178 04 38645555. The network operators with wide coverage are Mobifone, Vinaphone, Viettel (GSM) and EVN (CDMA).

There are public phone boxes in some cities, but it is not easy to buy a phone card to use them. You can also come to post offices to make a telephone call or send a fax.

There are many Internet shops and photocopy shops along streets, if you wish to check for emails or reproduce documents, you can come in. In some photocopy shops, you can let them type documents in Vietnamese or English.

### **4. Electricity**

Viet Nam uses the electricity voltage of 220V nationwide. The popular outlets are 2-round pins, while many outlets can fit 2-flat pin plugs. The electricity current is stable, but there may be power cut in some periods of time.

## **5. Wandering around**

Taxis are very popular in cities, it charges around 10,000 dong (0.3 Euro) per kilometer. Many taxi drivers can communicate in a simple English.

Buses are available in big cities like Ha Noi and Ho Chi Minh City, but they are almost always fully packed. The flat rate for each journey is 5,000 dong (0.16 Euro).

Apart from taxis and buses, you can take a motorbike taxi (xe om) at around 3.000 dong per kilometer. You should tell the driver your planned destination and agree with him on the price prior departure.

Pedicab (xich lo) are available only in few cities, mostly for tourists who like to make a city tour at a slow speed.

## APPENDIXES

### Appendix I - LIST OF BUSINESS ASSOCIATIONS

#### **Viet Nam Chamber of Commerce and Industry (VCCI)**

Address: 9 Dao Duy Anh Street, Ha Noi

Tel: (+844) 3574 2022; Fax: (+844) 3574 2020

Email: [webmaster@vcci.com.vn](mailto:webmaster@vcci.com.vn); Website: [www.vcci.com.vn](http://www.vcci.com.vn)

#### **Viet Nam Cooperative Alliance (VCA)**

Address: 77 Nguyen Thai Hoc Street, Ba Dinh District, Ha Noi

Tel: (+844) 3843 1689; Fax: (+844) 3843 1883

Email: [admin@vca.org.vn](mailto:admin@vca.org.vn); Website: [www.vca.org.vn](http://www.vca.org.vn)

#### **Viet Nam Leather and Footwear Association (LEFASO)**

Address: 160 Hoang Hoa Tham Street, Tay Ho District, Ha Noi

Tel: (+844) 3728 1560; Fax: (+844) 3728 1561

Email: [hhdg@hn.vnn.vn](mailto:hhdg@hn.vnn.vn); Website: [www.lefaso.org.vn](http://www.lefaso.org.vn)

#### **Viet Nam Coffee and Cocoa Association (VICOFA)**

Address: 5 Ong Ich Khiem, Ha Noi

Tel: (+844) 3733 6520, 3845 2818; Fax: (+844) 3733 7498

Email: [vicofa@hn.vnn.vn](mailto:vicofa@hn.vnn.vn); [vicofa@hcm.vnn.vn](mailto:vicofa@hcm.vnn.vn);

Website: [www.vicofa.org.vn](http://www.vicofa.org.vn)

#### **Viet Nam Association of Seafood Exporters and Producers (VASEP)**

Address: An Phu, District 2, Ho Chi Minh City

Tel: (+848) 6281 0430; Fax: (+848) 6281 0438

E-mail: [vasep-org@hcm.vnn.vn](mailto:vasep-org@hcm.vnn.vn); [vasep@fpt.vn](mailto:vasep@fpt.vn)

Website: [www.vasep.com.vn](http://www.vasep.com.vn)

#### **Viet Nam Textile and Clothing Association (VITAS)**

Address: 25 Ba Trieu Street, Hoan Kiem, Ha Noi

ĐT: (+844) 3934 9608; Fax: (+844) 3826 2269

Email: [vitashn@hn.vnn.vn](mailto:vitashn@hn.vnn.vn)

#### **Viet Nam Timber and Forest Product Association (VIETFOREST)**

Address: 10/14A, Trung Hoa, Cau Giay District, Ha Noi

Tel: (+844) 3783 3017; Fax: (+844) 3783 3016

Email: [vifores@fpt.vn](mailto:vifores@fpt.vn), [infor@vietfores.org](mailto:infor@vietfores.org), Website: [www.vietfores.org](http://www.vietfores.org)

**Viet Nam Rubber Association (VRA)**

Address: 236 Nam Ky Khoi Nghia Street, District 3, Ho Chi Minh City

Tel: (+848) 3932 2605; Fax: (+848) 3932 0372

Email: [vra@vnn.vn](mailto:vra@vnn.vn); Website: [www.vra.com.vn](http://www.vra.com.vn)

**Viet Nam Plastics Association (VPAS)**

Address: 180-182 Ly Chinh Thang Street, District 3, Ho Chi Minh City

Tel: (+848) 6290 5017; Fax: (+848) 6290 5021

Email: [info@vpas.vn](mailto:info@vpas.vn); Website: [www.vpas.vn](http://www.vpas.vn)

**Viet Nam Electronic Industries Association (VEIA)**

Address: 11B Phan Huy Chu Street, Ha Noi

Tel: (+844) 3933 2845; Fax: (+844) 3933 2846

Email: [veia-vn@hn.vnn.vn](mailto:veia-vn@hn.vnn.vn); Website: [www.veia.org.vn](http://www.veia.org.vn)

**Viet Nam Association of Mechanical Industry (VAMI)**

Address: 4 Trieu Quoc Dat Street, Ha Noi

Tel: (+844) 3936 8503; Fax: (+844) 3936 8504

Email: [yphh@vami.com.vn](mailto:yphh@vami.com.vn); Website: [www.vami.com.vn](http://www.vami.com.vn)

**Viet Nam Association for Anti-counterfeiting and Trademark Protection (VATAP)**

Address: 91 Dinh Tien Hoang Street, Ha Noi

Tel: (+844) 3936 3289; Fax: (+844) 3936 3290

E-mail: [support@hanghoavathuonghieu.com.vn](mailto:support@hanghoavathuonghieu.com.vn)

Website: [www.hanghoavathuonghieu.com.vn](http://www.hanghoavathuonghieu.com.vn)

**Viet Nam Standard and Consumer Association (VINASTAS)**

Address: 214/22 Ton That Tung, Ha Noi

Tel: (+844) 3852 7769; Fax: (+844) 3852 7769

E-mail: [info@nguoitieudung.com.vn](mailto:info@nguoitieudung.com.vn); Website: [www.nguoitieudung.com.vn](http://www.nguoitieudung.com.vn)

**Viet Nam Association of Rural Industrial Small and Medium Enterprises (VARISME)**

Address: 109 Truong Chinh Street, Ha Noi

Tel: (+844) 3868 8908; Fax: (+844) 3868 8908

Email: [vn\\_varisme@vnn.vn](mailto:vn_varisme@vnn.vn); Website: [www.varisme.org.vn](http://www.varisme.org.vn)

**Viet Nam Tea Association (VITAS)**

Address: 92 Vo Thi Sau, Ha Noi

Tel: (+844) 3625 0908; Fax: (+844) 3625 1801

Email: [vtas@fpt.vn](mailto:vtas@fpt.vn); Website: [www.vitas.org.vn](http://www.vitas.org.vn)

**Handicraft And Wood Industry Association (HAWA)**

Address: 81-83 Nguyen Cong Tru Street, District 1, Ho Chi Minh City

Tel: (+848) 3914 3770; Fax: (+848) 3404 2465

Email: [hawa@hcm.fpt.vn](mailto:hawa@hcm.fpt.vn); Website: [www.hawa.com.vn](http://www.hawa.com.vn)

**Viet Nam Silk Association**

Address: 18B Quang Trung, Bao Loc Town, Lam Dong Province

Tel: (+8463) 386 3310; Fax: (+8463) 371 7145

**Viet Nam Fruit Association (VINAFRUIT)**

Address: 58 Nguyen Binh Khiem Street, District 1, Ho Chi Minh City

Tel: (+848) 3829 6098; Fax: (+848) 382 96098

Email: [vinafruit@hcm.vnn.vn](mailto:vinafruit@hcm.vnn.vn); Website: [www.vinafruit.com](http://www.vinafruit.com)

**Viet Nam Steel Association (VSA)**

Address: 7th Floor, 91 Lang Ha Street, Ha Noi

Điện thoại: (+844) 3514 6230; Fax: (+844) 3514 5113

Email: [hiephoithepv@hn.vnn.vn](mailto:hiephoithepv@hn.vnn.vn); Website: [www.vsa.com.vn](http://www.vsa.com.vn)

**Viet Nam Pulp and Paper Association (VPPA)**

Address: 18C Pham Dinh Ho Street, Ha Noi

Tel: (+844) 3821 0455; Fax: (+844) 3971 8684

Email: [vietnampaper@hn.vnn.vn](mailto:vietnampaper@hn.vnn.vn); Website: [www.vppa.vn](http://www.vppa.vn)

**Viet Nam National Cement Association (VNCA)**

Address: 37 Le Dai Hanh, Hai Ba Trung, Ha Noi

Tel: (+844) 3974 0917; Fax: (+844) 3974 0918

E-mail: [cemass@fpt.vn](mailto:cemass@fpt.vn); Website: [www.vnca.org.vn](http://www.vnca.org.vn)

**Vietnam Food Association (VFA)**

Address: 210 Nguyen Thi Minh Khai Street, District 3, Ho Chi Minh City

Tel: (+848) 3930 2614; Fax: (+848) 3930 2704

Email: [vietfood@hcm.vnn.vn](mailto:vietfood@hcm.vnn.vn); Website: [www.vietfood.org.vn](http://www.vietfood.org.vn)

**Viet Nam Rubber Association (VRA)**

Address: 236 Nam Ky Khoi Nghia, District 3, Ho Chi Minh City

Tel: (+848) 3932 2605; Fax: (+848) 3932 7341

E-mail: [vra@vnn.vn](mailto:vra@vnn.vn); Website: [www.vra.com.vn](http://www.vra.com.vn)

**Vietnam Cashew Association (VINACAS)**

Address: 135 Pasteur Street, District 3, Ho Chi Minh City  
Tel: (+848) 3824 2136; Fax: (+848) 3824 2138  
Email: [info@vinacas.com.vn](mailto:info@vinacas.com.vn); Website: [www.vinacas.com.vn](http://www.vinacas.com.vn)

**Viet Nam Sugar Association**

Address: 1B Ngoc Ha Street, Ha Noi  
Tel: (+844) 3733 9896; Fax: (+844) 3733 9896

**Viet Nam Pepper Association (VPA)**

Address: 4th Floor, 135A Pasteur, District 3, Ho Chi Minh City  
Tel: (+848) 3823 7288; Fax: (+848) 3822 3901  
Email: [hotieuvietnam@vnn.vn](mailto:hotieuvietnam@vnn.vn)

**Viet Nam Fertilizer Association**

Address: 37 Nguyen Khang, Cau Giay District, Ha Noi  
Tel: (+844) 3784 7174; Fax: (+844) 37847164  
Email: [tht1@fpt.vn](mailto:tht1@fpt.vn); Website: [www.hth.com.vn](http://www.hth.com.vn)

**Viet Nam Mechatronics Association**

Address: 184 Thai Thinh Street, Dong Da District, Ha Noi  
Tel: (+844) 3853 1681; Fax: (+844) 3853 0683  
Email: [tudonghoa@hn.vnn.vn](mailto:tudonghoa@hn.vnn.vn)

**Vietnam Bicycle and Motorcycle Association (VBMA)**

Address: 231 Ton Duc Thang Street, Ha Noi  
Tel: (+844) 3851 2522; Fax: (+844) 3851 7617  
Email: [vbma@hn.vnn.vn](mailto:vbma@hn.vnn.vn)

**Viet Nam Building Ceramic Association (VIBCA)**

Address: Lane 235 Nguyen Trai Street, Thanh Xuan District, Ha Noi  
Tel: (+844) 3858 4949; Fax: (+844) 3558 0824  
E-mail: [vibca@viettel.com.vn](mailto:vibca@viettel.com.vn); Website: [www.vnceramic.org.vn](http://www.vnceramic.org.vn)

**Viet Nam Association of Liquor, Beer and Beverage**

Address: 94 Lo Duc Street, Ha Noi  
Tel: (+844) 3821 8433; Fax: (+844) 3821 8433  
Email: [hbrvn@fpt.vn](mailto:hbrvn@fpt.vn); Website: [www.vba.com.vn](http://www.vba.com.vn)

**Viet Nam Pharmaceutical Companies Association (VNPCA)**

Address: 4th fl., Block B, 138B Giang Vo Street, Ba Dinh District, Ha Noi

Tel: (+844) 3846 5223; Fax: (+844) 3846 5224  
Email: [vn pca@fpt.vn](mailto:vn pca@fpt.vn); Website: [www.vn pca.gov.vn](http://www.vn pca.gov.vn)

**Viet Nam Banks Association (VNBA)**

Address: 193 Ba Trieu Street, Ha Noi  
Tel: (+844) 3821 8733; Fax: (+844) 3974 2309  
Email: [info@vnba.org.vn](mailto:info@vnba.org.vn); Website: [www.vnba.org.vn](http://www.vnba.org.vn)

**Association of Vietnamese Insurers (AVI)**

Address: 8th Floor, 141 Le Duan Street, Ha Noi  
Tel: (+844) 3942 8106; Fax: (+844) 3942 2601  
Email: [hbbaohiem@hn.vnn.vn](mailto:hbbaohiem@hn.vnn.vn); Website: [www.avi.org.vn](http://www.avi.org.vn)

**Viet Nam Association of Financial Investors (VAFI)**

Address: Suite 1404, 17T4, Trung Hoa Nhan Chinh, Thanh Xuan District, Ha Noi  
Tel: (+844) 3251 0985; Fax: (+844) 3251 0985  
Email: [office@vafi.org.vn](mailto:office@vafi.org.vn); Website: [www.vafi.org.vn](http://www.vafi.org.vn)

**Viet Nam Association of Small and Medium Enterprises (VINASME)**

Address: 12, Lot A, Tran Duy Hung Street, Ha Noi  
Tel: (+844) 3556 4499  
E-mail: [admin@vinasme.com.vn](mailto:admin@vinasme.com.vn); Website: [www.vinasme.vn](http://www.vinasme.vn)

**Viet Nam Association of Craft Villages (VICRAFTS)**

Address: 14, Lane 2, Hoa Lu Street, Ha Noi  
Tel: (+844) 3974 5347; Fax: (+844) 3974 5347  
E-mail: [nganhnghe@yahoo.com](mailto:nganhnghe@yahoo.com)  
Website: [www.vicrafts.com](http://www.vicrafts.com), [www.vietcraftb2b.com](http://www.vietcraftb2b.com)

**Viet Nam Handicraft Exporters Association (VIETCRAFT)**

Address: 20 Ly Thuong Kiet Street, Ha Noi  
Tel: (+844) 3936 9284; Fax: (+844) 3936 6759  
E-mail: [vietcraft@fpt.vn](mailto:vietcraft@fpt.vn); Website: [www.vietcraft.org.vn](http://www.vietcraft.org.vn)

**Viet Nam Tourism Association (VITA)**

Address: 38 Yet Kieu Street, Ha Noi  
Tel: (+844) 3942 7620; Fax: (+844) 3942 7621  
Email: [vtoa@hn.vnn.vn](mailto:vtoa@hn.vnn.vn); Website: [www.vita.vn](http://www.vita.vn)

**Viet Nam Association of Construction Contractors (VACC)**

Address: Suite 706, A Building, Hacinco Village, Hong Lien Street,  
Thanh Xuân District, Ha Noi

Tel: (+844) 3558 9925; Fax: (+844) 3558 9924

Email: [vacc@hn.vnn.vn](mailto:vacc@hn.vnn.vn)

**Viet Nam Association for Oil Essentials and Cosmetic Material**

Address: 64 Truong Dinh Street, District 3, Ho Chi Minh City

Tel: (+848) 3932 2247

**Viet Nam Freight Forwarders Association (VIFFAS)**

Address: 8th Floor, 171 Vo Thi Sau Street, District 3, Ho Chi Minh City

Tel: (+848) 3932 2791; Fax: (+848) 3932 2791

Email: [viffas-hcm@vnn.vn](mailto:viffas-hcm@vnn.vn); Website: [www.viffas.org.vn](http://www.viffas.org.vn)

**Viet Nam Packaging Association (VINPAS)**

Address: 159 Kinh Duong Vuong Street, District 6, Ho Chi Minh City

Tel: (+848) 3751 2561 (Ext 106); Fax: (+848) 3751 2562

Email: [hbbvn@hcm.vnn.vn](mailto:hbbvn@hcm.vnn.vn); Website: [www.vinpas.vn](http://www.vinpas.vn)

**Viet Nam Seaports Association (VPA)**

Address: 3 Nguyen Tat Thanh, District 4, Ho Chi Minh City

Tel: (+848) 3940 1030; Fax: (+848) 3940 0168

Email: [vpa@hcm.vnn.vn](mailto:vpa@hcm.vnn.vn); Website: [www.vpa.org.vn](http://www.vpa.org.vn)

**Viet Nam Real Estate Association (VNREA)**

Address: Area D, Thang Long International Village, Cau Giay, Ha Noi

Email: [batdongsanvietnam@batdongsanvietnam.net.vn](mailto:batdongsanvietnam@batdongsanvietnam.net.vn)

Website: [www.batdongsanvietnam.net.vn](http://www.batdongsanvietnam.net.vn)

**Viet Nam Software Association (VINASA)**

Address: 5th Floor, Center of Science Technology&Vietnam Youth Talent,  
7 Xa Dan Street, Dong Da District, Ha Noi

Tel: (04) 3577 2336; Fax: (04) 3577 2337

Email: [vinasa01@hn.vnn.vn](mailto:vinasa01@hn.vnn.vn); Website: [www.vinasa.org.vn](http://www.vinasa.org.vn)

**Viet Nam E-Commerce Association (VECOM)**

Address: Room 410, 25 Ngo Quyen Street, Ha Noi

Tel: (+844) 2220 5188; Fax: (+844) 2220 5188

E-mail: [office@vecom.vn](mailto:office@vecom.vn); Website: [www.vecom.vn](http://www.vecom.vn)

**Viet Nam Ship Agents and Brokers Association (VISABA)**

Address: 62/5 Thach Thi Thanh, Tan Dinh Ward, District 1, HCM City

Tel: (+848) 3820 1392; Fax: (+848) 3820 6540

Email: [visaba@vnn.vn](mailto:visaba@vnn.vn); Website: [www.visaba.org.vn](http://www.visaba.org.vn)

**Viet Nam Shipowners' Association**

Address: 16th Floor 16, Ocean Park building, 1 Dao Duy Anh Str., Ha Noi

Tel: (+844) 3577 0825; Fax: (+844) 3577 0850

**Viet Nam Association of Manpower Supply (VAMAS)**

Address: 73 Nguyen Hong Street, Dong Da District, Ha Noi

Tel: (+844) 3776 3315; Fax: (+844) 3776 3312

Email: [vamas@vnn.vn](mailto:vamas@vnn.vn); Website: [www.vamas.com.vn](http://www.vamas.com.vn)

**Viet Nam Advertising Association (VAA)**

Address: 6th floor, Savina Building, 1 Dinh Le Street, Ha Noi

Email: [info@vaa.org.vn](mailto:info@vaa.org.vn); Website: [www.vaa.org.vn](http://www.vaa.org.vn)

**Viet Nam Marketing Association (VMA)**

Address: 6/1/7 Kim Dong Street, Hoang Mai District, Ha Noi

Tel: (+844) 3664 9668; Fax: (+844) 3664 9667

Email: [info@marketingvietnam.org](mailto:info@marketingvietnam.org); Website: [www.marketingvietnam.org](http://www.marketingvietnam.org)

**Appendix II - Recommended companies in textiles and garments**

*Vinatex*

Address: 25 Ba Trieu Street, Hoan Kiem District, Ha Noi

Tel: (+844) 3825 7700; Fax: (+844) 3826 2269

Email: [vinatexhn@vinatex.com.vn](mailto:vinatexhn@vinatex.com.vn); Website: [www.vinatex.com.vn](http://www.vinatex.com.vn)

*Thanh Cong*

Address: 36 Tay Thanh, Tan Phu District, Ho Chi Minh City

Tel: (+848) 3815 3962; Fax: (+848) 3815 4008

Email: [tcm@thanhcong.net](mailto:tcm@thanhcong.net); Website: [www.thanhcong.com.vn](http://www.thanhcong.com.vn)

*Nha Be*

Address: Ben Nghe Street, Tan Thuan Dong Ward, District 7, HCM City

Tel: (+848) 3872 0077; Fax: (+848) 3872 5107

Email: [info@nhabe.com.vn](mailto:info@nhabe.com.vn); Website: [www.nhabe.com.vn](http://www.nhabe.com.vn)

*Viet Tien*

Address: 7 Le Minh Xuan, Tan Binh District, Ho Chi Minh City

Tel: (+848) 3864 0800; Fax: (+848) 3864 5085  
Email: [vtec@hcm.vnn.vn](mailto:vtec@hcm.vnn.vn); Website: [www.viettien.com.vn](http://www.viettien.com.vn)

*Agtex 28*

Address: 3 Nguyen Oanh Street, Go Vap District, Ho Chi Minh City  
Tel: (+848) 3894 2238; Fax: (+848) 3894 3053  
Email: [hung@agtex.com.vn](mailto:hung@agtex.com.vn); Website: [www.agtexas.com.vn](http://www.agtexas.com.vn)

*Song Hong*

Address: 105 Nguyen Duc Thuan Str., Nam Dinh City, Nam Dinh Province  
Tel: (+84350) 364 9365; Fax: (+84350) 364 6737  
Email: [pvduongsh@songhongnd.com.vn](mailto:pvduongsh@songhongnd.com.vn);  
Website: [www.songhongnd.com.vn](http://www.songhongnd.com.vn)

*Garco10*

Address: Sai Dong, Long Bien District, Ha Noi  
Tel: (+844) 3827 6923; Fax: (+84)  
Email: [ctmay10@garco10.com.vn](mailto:ctmay10@garco10.com.vn); Website: [www.garco10.vn](http://www.garco10.vn)

*Thaloga*

Address: 250 Minh Khai Street, Hai Ba Trung District, Ha Noi  
Tel: (+844) 3862 3372; Fax: (+844) 3862 3374  
Email: [info@thaloga.vn](mailto:info@thaloga.vn); Website: [www.thaloga.vn](http://www.thaloga.vn)

*Hanoi Textile Garment Company (Hanosimex)*

Address: 1 Mai Dong Street, Hoang Mai District, Ha Noi  
Tel.: (+84.4) 3862 1024; Fax: (+84.4) 3862 2334  
Email: [support@hanosimex.com.vn](mailto:support@hanosimex.com.vn);  
Website: <http://www.hanosimex.com.vn>

*Dong Xuan Knitting Company (Doximex)*

Address: 524 Minh Khai Street, Hai Ba Trung District, Ha Noi  
Tel.: (+84.4) 3633 6721; Fax: (+84.4) 3633 6717  
Email: [doximex@hn.vnn.vn](mailto:doximex@hn.vnn.vn); Website: <http://www.doximex.com.vn>

*Mayhai Joint Stock Company*

Address: 216 Tran Thanh Ngo Street, Kien An District, Hai Phong City  
Tel.: (+84.31) 3876 069 / 3846 079; Fax:(+84.31) 387 6112  
Email: [info@mayhai.com](mailto:info@mayhai.com); Website: <http://www.mayhai.com/index.htm>

*Hue Textile Garment Joint Stock Company*

Address: Thuy Duong, Huong Thuy, Thua Thien Hue Province  
Tel: (+84.54) 3864 337; Fax: (+84.54) 3864 338  
Email: [contact@huegatex.com.vn](mailto:contact@huegatex.com.vn); Website: <http://huegatex.com.vn>

*An Phuoc Garment, Embroidery & Shoes Company Limited*  
Address: 100/11-12 An Duong Vuong Street, District 5, Ho Chi Minh City  
Tel.: (+84.8) 3835 0059; Fax: (+84.8) 3835 0058  
E-mail: [info@anphuoc.com](mailto:info@anphuoc.com); Website: <http://www.anphuoc.com>

*Huu Nghi Garment Joint Stock Company (Hugamex)*  
Address: 636-638 Nguyen Duy Street, District 8, Ho Chi Minh City  
Tel.: (+84.8) 3855 4176 / 3855 3415; Fax: (+84.8) 3855 34  
E-mail : [hugamex@hcm.fpt.vn](mailto:hugamex@hcm.fpt.vn); Web : <http://www.hugamex.com.vn>

*Phong Phu Corporation*  
Address : 48 Tang Nhon Phu B Ward, District 9, Ho Chi Minh City  
Tel : (+84.8) 3896 3533 / 3896 0731; Fax: (+84.8) 3896 6088  
E-mail : [info@phongphucorp.com](mailto:info@phongphucorp.com); Website: <http://phongphucorp.com/>

*Phuoc Long Investment Joint Stock Company*  
Address: 18 Tang Nhon Phu street, Phuoc Long B Ward, District 9, Ho Chi Minh City  
Tel.: (+84.8) 3731 3457; Fax: (+84.8) 3731 3565  
Email: [phuoclong@phuoclong.com.vn](mailto:phuoclong@phuoclong.com.vn);  
Website: <http://www.phuoclong.com.vn>

*Legamex Corporation*  
Address: 15 Truong Son Street, District 10, Ho Chi Minh City  
Tel.: (+84.8) 2214 6213 / 2214 6215 ;Fax: (+84.8) 3864 1265 / 3866 0565  
Email: [legamex@legamex.com.vn](mailto:legamex@legamex.com.vn); Website: <http://www.legamex.vn>

*ThaiTuan Group Corporation*  
Address: 1/148 Nguyen Van Qua Street, Dong Hung Thuan Ward, District 12, Ho Chi Minh City  
Tel.: (+84.8) 3719 4612 / 3719 4613 ; Fax: (+84.8) 37194609  
Email: [thaituaninfo@thaituan.com.vn](mailto:thaituaninfo@thaituan.com.vn);  
Website: <http://www.thaituanfashion.com>

*Phuong Dong Garment Company (Fugamex)*  
Address: 1B Quang Trung Street, Go Vap District, Ho Chi Minh City  
Tel: (+84.8) 3894 5729 ; Fax: (+84.8) 3894 0328  
Email: [fugamex@hcm.vnn.vn](mailto:fugamex@hcm.vnn.vn); Website: <http://www.pdg.com.vn>

*Phuong Nam Garment Joint Stock Company*

Address: 18 Phan Huy Ich Street, Ward 12, Go Vap District, HCM City

Tel: (+84.8) 3987 0191; Fax: (+84.8) 3895 9344

Email: [funagamex@hcm.vnn.vn](mailto:funagamex@hcm.vnn.vn)

*Saigon Garment Manufacturing Trading Joint Stock Company*

Address: 236/7 Nguyen Van Luong street, Ward 17, Go Vap District, Ho Chi Minh City

Tel.: (+84.8) 3984 4822; Fax : (+84.8) 3984 4746

E-mail: [gmsg@hcm.fpt.vn](mailto:gmsg@hcm.fpt.vn); Website: <http://www.garmexsaigon-gmc.com>

*Saigon 2 Garment Joint - Stock Company*

Address: 37 Tran Trieu Luat Street, Tan Binh District, Ho Chi Minh City

Tel: (+84.8) 3864 5331/ 3864 0086 ; Fax: (+84.8) 3864 0031

Email: [saigon2@hcm.fpt.vn](mailto:saigon2@hcm.fpt.vn); Website: <http://www.saigon2.vn>

*Saigon 3 Garment Joint - Stock Company*

Address: 40/32 National Road no. 13, Hiep Binh Phuoc Ward, Thu Duc Dist., Ho Chi Minh City

Tel: (+84.8) 3727 1140; Fax: (+84.8) 3726 9873

Email: [trading@saigon3.com.vn](mailto:trading@saigon3.com.vn); Website: <http://www.saigon3.com.vn>

*Thang Loi Textile - Garment Joint Venture Company (Vigatexco)*

Address: 2 Truong Chinh Str., Ward 15, Tan Binh District, HCM City

Tel.: (+84.8) 3815 3044 ; Fax: (+84.8) 3815 3076

Email: [detthangloi@hcm.vnn.vn](mailto:detthangloi@hcm.vnn.vn); Website: <http://www.thangloi.com>

*Gia Dinh Textile & Garment Corporation (Giditex)*

Address: 189 Phan Van Tri Street, Binh Thanh District, Ho Chi Minh City

Tel: (+84.8) 3821 4302 ; Fax: (+84.8) 3821 6794

E-mail: [giditexco@hcm.vnn.vn](mailto:giditexco@hcm.vnn.vn); Website: <http://www.giditexco.com.vn>

*Dong Phuong Knitting Company (Dopimex)*

Address: 10 Au Co Street, Tan Thanh Ward, Tan Phu District, HCM City

Tel.: (+84.8) 3810 1802 / 3849 6062 ; Fax: (+84.8) 3849 5940

Email: [dopimex@hcm.fpt.vn](mailto:dopimex@hcm.fpt.vn); Website: <http://www.dongphuong.com.vn>

*Sericultural Production, Trading & Import-Export Company (Simexco)*

Address: 16 Dinh Cong Trang Street, District 1, Ho Chi Minh City

Tel: (+84.8) 3820 2448 ; Fax: (+84.8) 3820 2449

Email: [info@simexcossilk.com.vn](mailto:info@simexcossilk.com.vn); Website: <http://www.simexcossilk.com.vn>

*Dong Nai Garment Corporation*

Add : Road no. 2, Bien Hoa Industrial Zone 1, Bien Hoa City, Dong Nai Province

Tel : (+84.61) 3836 151; Fax: (+84.61) 3836 141

Email: [donagamex@hcm.vnn.vn](mailto:donagamex@hcm.vnn.vn); Web: <http://www.donagamex.com.vn>

*Khaisilk Corporation*

Address : 107 Dong Khoi Street, District 1, Ho Chi Minh City

Tel.: (+84.8) 3829 1146; Fax : (+84.8) 3823 3773

Email : [khaisilk@khaisilkcorp.com](mailto:khaisilk@khaisilkcorp.com); Website : <http://www.khaisilkcorp.com>

*Sericultural Production Trading & Import-Export Company (Simexco)*

Address : 16 Dinh Cong Trang Street, District 1, Ho Chi Minh City

Tel.: (+84.8) 3820 2448; Fax: (+84.8) 3820 2449

Email: [info@simexcosilk.com.vn](mailto:info@simexcosilk.com.vn); Website : <http://www.simexcosilk.com.vn>

*Kenlysilk Company*

Address : 108 Hang Gai Street, Ha Noi

Tel.: (+84.4) 3826 7236 ; Fax : (+84.4) 3828 9785

Email: [kenlysilk90@gmail.com](mailto:kenlysilk90@gmail.com); Website: <http://www.kenlysilk.com>

**Appendix III - Recommended companies in footwear**

*Thai Binh Shoes (TBS)*

Address: 5A, Trans-Asia Highway, Di An District, Binh Duong

Tel: (+848) 3724 1241; Fax: (+848) 3896 0223

Email: [info@thaibinhshoes.com.vn](mailto:info@thaibinhshoes.com.vn); Website: [www.thaibinhshoes.com.vn](http://www.thaibinhshoes.com.vn)

*Biti's*

Address: 129bis Ly Chieu Hoang Street, District 10, Ho Chi Minh City

Tel: (+848) 3875 4513 ; Fax: (+848) 3875 3443

Email: [bitis.vt@hcm.fpt.vn](mailto:bitis.vt@hcm.fpt.vn); Website: [www.bitis.com.vn](http://www.bitis.com.vn)

*Vina Giay*

Address: 180-182 Ly Chinh Thang Street, District 3, Ho Chi Minh City

Tel: (+848) 3812 7989; Fax: (+848) 3810 3301

Website: [www.vinagiay.vn](http://www.vinagiay.vn)

*Hanshoes*

Address: 409 Nguyen Tam Trinh Road, Hai Ba Trung District, Ha Noi

Tel: (+844) 3862 6889; Fax: (+844) 3862 4811

Email: [hanshoes@hn.vnn.vn](mailto:hanshoes@hn.vnn.vn); Website: [www.hanshoes.com.vn](http://www.hanshoes.com.vn)

*Legamex*

Address: 15 Truong Son Street, Tan Binh District, Ho Chi Minh City

Tel: (+848) 3866 0564; Fax: (+848) 3866 0565

Email: [legamex@hcmc.netnam.vn](mailto:legamex@hcmc.netnam.vn); Website: [www.legamex.com.vn](http://www.legamex.com.vn)

*Thuy Khue Shoes*

Address: 152 Thuy Khue, Tay Ho District, Ha Noi

Tel: (+844) 3845 6417; Fax: (+844) 3823 2727

E-mail: [thuykhueshoesco@fpt.vn](mailto:thuykhueshoesco@fpt.vn)

*Hai Phong Leather Products and Footwear Company*

Address: 276 Hang Kenh Street, Le Chan District, Hai Phong

Tel: (+8431) 394 0914; Fax: (+8431) 394 0716

E-mail: [ctdagiayhp@hn.vnn.vn](mailto:ctdagiayhp@hn.vnn.vn); Website: [www.ctdagiayhp.com](http://www.ctdagiayhp.com)

*Golden Top*

Address: Binh Kieu 1, Dong Hai, Hai An District, Hai Phong

Tel: (+8431) 769 981; Fax: (+8431) 769 987

Email: [goldentop-hp@hn.vnn.vn](mailto:goldentop-hp@hn.vnn.vn); Website: [www.goldentopvn.com](http://www.goldentopvn.com)

*Ladoda*

Address: 39bis Phu Doan Street, Hoan Kiem District, Ha Noi

Tel: (+844) 3826 5285; Fax: (+844) 3824 7056

Email: [ladoda@fpt.vn](mailto:ladoda@fpt.vn); Website: [www.ladoda.com.vn](http://www.ladoda.com.vn)

*Thuong Dinh Footwear*

Address: 277 Nguyen Trai Street, Thanh Xuan District, Hanoi

Tel : (+84.4) 3858 66 28; Fax: (+84.4) 3858 20 63

Email: [thuongdinhfootwear@gmail.com](mailto:thuongdinhfootwear@gmail.com);

Website: <http://www.thuongdinhfootwear.com.vn>

*Legamex Corporation*

Address: 15 Truong Son Street, District 10, Ho Chi Minh City

Tel: (+84.8) 2214 6213 / 2214 6215 ; Fax: (+84.8) 3864 1265 / 3866 0565

Email: [legamex@legamex.com.vn](mailto:legamex@legamex.com.vn); Website: <http://www.legamex.vn>

*An Lac Footwear Joint Stock Company*

Address: 3-5 Ten Lua Street, An lac A Ward, Binh Tan District, HCM City

Tel.: (+84.8) 3875 9299 / 3875 0156

Email : [alsimex@hcm.vnn.vn](mailto:alsimex@hcm.vnn.vn); Website: <http://alsimex.com.vn>

*Duc Trieu Trade & Service PTE. (T&T Fashion Shoes)*  
Address: 23A Dang Tat Street, District 1, Ho Chi Minh City  
Tel.: (+84.8) 3843 9193; Fax: (+84.8) 3848 4442  
Email: [info@tt-shoes.com](mailto:info@tt-shoes.com); Website: <http://www.tt-shoes.com>

#### **Appendix IV - Recommended companies in Fishery products**

##### *Agifish*

Address: 1234 Tran Hung Dao St., Long Xuyen City, An Giang Province  
Tel: (+8476) 385 2368; Fax: (+8476) 385 2202  
Email: [agifishagg@hcm.vnn.vn](mailto:agifishagg@hcm.vnn.vn); Website: [www.agifish.com.vn](http://www.agifish.com.vn)

##### *Baseafood*

Address: 460 Truong Cong Dinh Street, Vung Tau City, Ba Ria - Vung Tau Province  
Tel: (+8464) 358 0085; Fax: (+8464) 383 7312  
Email: [bsf@hcm.vnn.vn](mailto:bsf@hcm.vnn.vn); Website: [www.baseafood.com](http://www.baseafood.com)

##### *Ha Long Canfoco*

Address: 43 Le Lai, Ngo Quyen District, Hai Phong City  
Tel: (+8431) 383 6692; Fax: (+8431) 383 6155  
E-mail: [dohophalong@hn.vnn.vn](mailto:dohophalong@hn.vnn.vn); Website: [www.halong-canfood.com.vn](http://www.halong-canfood.com.vn)

##### *Hungca*

Address: National Road 30, Binh Thanh Industrial Zone, Thanh Binh Dist., Dong Thap province  
Tel: (+84 67) 354 1359; Fax: (+84 67) 354 1345  
E-mail: [info@hungca.com](mailto:info@hungca.com); Website: [www.hungca.com](http://www.hungca.com)

##### *Nha Trang Fisco*

Address: 194 Le Hong Phong Street, Nha Trang City, Khanh Hoa Province  
Tel: (+8458) 388 4713; Fax: (+8458) 388 4158  
Email: [fisco@hcm.vnn.vn](mailto:fisco@hcm.vnn.vn); Website: [www.nhatrang-fisco.com](http://www.nhatrang-fisco.com)

##### *Seaprodex Da Nang*

Address: 263 Phan Chu Trinh Street, Hai Chau District, Da Nang City  
Tel: (+84511) 382 4515; Fax: (+84511) 382 4778  
E-mail: [seadana@hn.vnn.vn](mailto:seadana@hn.vnn.vn); Website: [www.seadana.com.vn](http://www.seadana.com.vn)

##### *Seaprimexco Viet Nam*

Address: 8 Cao Thang Street, Ca Mau City, Ca Mau Province  
Tel: (+84780) 383 1230; Fax: (+84780) 383 1861

Email: [xnktsmh@hcm.vnn.vn](mailto:xnktsmh@hcm.vnn.vn); Website: [www.seaprimexco.com.vn](http://www.seaprimexco.com.vn)

*Camimex*

Address: 333 Cao Thang Street, Ca Mau City, Ca Mau Province

Tel: (+84780) 383 8874; Fax: (+84780) 383 2297

Email: [camimex@hcm.vnn.vn](mailto:camimex@hcm.vnn.vn); Website: [www.camimex-vn.com](http://www.camimex-vn.com)

*Cadovimex*

Address: Cai Doi Vam Town, Phu Tan District, Ca Mau Province

Tel: (+84780) 388 9052; Fax: (+84780) 288 9067

Email: [cadovimex@hcm.vnn.vn](mailto:cadovimex@hcm.vnn.vn); Website: [www.cadovimex.com](http://www.cadovimex.com)

*Minh Phu Seafood*

Address: Ward 8 Industrial Zone, Ca Mau City, Ca Mau Province

Tel: (+84780) 383 8262; Fax: (+84780) 383 3119

Email: [minhphu@minhphu.com](mailto:minhphu@minhphu.com); Website: [www.minhphu.com](http://www.minhphu.com)

*Ben Tre Aquaproduct Import And Export Joint Stock Company  
(AQUATEX BENTRE)*

Address: Tan Thach Village, Chau Thanh District, Ben Tre Province

Tel.: (+84.75) 3860 265; Fax: (+84.75) 3860 346

Email: [abt@aquatexbentre.com](mailto:abt@aquatexbentre.com); Website: <http://www.aquatexbentre.com>

*Mekong Fisheries Joint Stock Company (MEKONGFISH)*

Address: Tra Noc Industrial zone, Can Tho City

Tel.: (+84.71) 3841 294; Fax: (+84.71) 3841 192

Email: [mkf@hcm.vnn.vn](mailto:mkf@hcm.vnn.vn); Website: <http://www.mekongfish.vn>

*Binh An Seafood Joint Stock Company*

Address: 2.17 Tra Noc Industrial zone, O Mon District, Can Tho City

Tel.: (+84.710) 6251 403; Fax: (+84.710) 6251 402

Email: [bianfishco@vnn.vn](mailto:bianfishco@vnn.vn); Website: <http://www.bianfishco.com>

*Can Tho Import Export Seafood Joint Stock Company (Caseamex)*

Address: Lot 2.12 Tra Noc II Industrial zone, O Mon District, Can Tho City

Tel.: (+84.710) 3744 619; Fax: (+84.710) 3841 116

Email: [sales@caseamex.com](mailto:sales@caseamex.com); Website: <http://caseamex.com.vn>

*Cafatex*

Address: Chau Thanh District, Can Tho City

Tel: (+8471) 384 6134; Fax: (+8471) 384 7775

Email: [mkcafatex@hcm.vnn.vn](mailto:mkcafatex@hcm.vnn.vn); Website: [www.cafatex-vietnam.com](http://www.cafatex-vietnam.com)

*Kien Giang Sea Product Corporation (KISIMEX)*

Address: 39 Dinh Tien Hoang St., Vinh Thanh Van Ward, Rach Gia City, Kien Giang Province

Tel.: (+84.77) 3862 104; Fax: (+84.77) 3862 677

Email: [kisimex@hcm.vnn.vn](mailto:kisimex@hcm.vnn.vn); Website: <http://www.kisimex.com.vn>

*Sai Gon Aquatic Products Trading joint stock Company (A.P.T)*

Address: Lot 4-6-8, 1A Street, Tan Tao Industrial Zone, Tan Tao, Binh Tan, Ho Chi Minh City

Tel.: (+84.8) 3754 2089; Fax: (+84.8) 3754 1808

Email: [sale@apt.com.vn](mailto:sale@apt.com.vn); Website: <http://www.apt.com.vn>

*Cau Tre Export Goods Processing Joint Stock Company*

Address: 125/208 Luong The Vinh Street, Ward Tan Thoi Hoa, Tan Phu Dist., Ho Chi Minh City

Tel: (+84.8) 3961 2544 / 3961 2543; Fax : (+84.8) 3961 2057

Email: [cautrejsco@cautre.vn](mailto:cautrejsco@cautre.vn); Website: <http://cautre.com.vn>

## **Appendix V - Recommended companies in Coffee and Tea Coffee**

*Vinacafé Bien Hoa Joint Stock Company*

Address: Bien Hoa Industrial zone 1, Dong Nai Province

Tel.: (+84.61) 3836 554 / 3834 740; Fax: (+84.61) 3836 108

Email: [vinacafe@vinacafebienhoa.com](mailto:vinacafe@vinacafebienhoa.com);

Website: <http://www.vinacafebienhoa.com.vn>

*Trung Nguyen Corporation*

Address: 82-84 Bui Thi Xuan Street, Ben Thanh Ward, District 1, Ho Chi Minh City

Tel.: (+84.8) 3925 1845; Fax: (+84.8) 3925 1847

Email: [office@trungnguyen.com.vn](mailto:office@trungnguyen.com.vn);

Website: <http://www.trungnguyen.com.vn>

*Simexco Daklak Company Limited*

Address: 23 Ngo Quyen Street, Buon Ma Thuot City, Daklak Province

Tel.: (+84.500) 3950 787; Fax: (+84.500) 3950 015

Email: [info@simexcodl.com.vn](mailto:info@simexcodl.com.vn); Website: <http://www.simexcodl.com.vn>

*Tay Nguyen Coffee Investment Import Export Joint Stock Company  
(Vinacafe Buon Ma Thuot)*

Address: Km 7, National road 27, Hoa Thang, Buon Ma Thuot, Dak Lak

Tel: (+84.500) 3832 550; Fax: (+84.500) 3863 031

Email: [vinacfbmt@gmail.com](mailto:vinacfbmt@gmail.com); Website: <http://vinacafebuonmathuot.com>

*Daklak Investment Export Import Joint Stock Corporation (Inexim Daklak)*

Address: 228 Hoang Dieu Street, Buon Ma Thuot City, Dak lak Province

Tel: (+84.500) 3852 233; Fax: (+84.500) 3852 864

Email: [neximdl.hcm@hcm.vnn.vn](mailto:neximdl.hcm@hcm.vnn.vn);

Website: <http://www.ineximdaklak.com.vn>

*Phuoc An Coffee Company*

Address: Km 26, Route 26, Krong Pac District, Dak Lak Province

Phone: (+84.500) 3521 665; Fax: (+84.500) 3521 246

Email: [pacoffeeco@dng.vnn.vn](mailto:pacoffeeco@dng.vnn.vn); Website: <http://phuocancoffee.com.vn>

*Sai Gon An Thai IM-EX JSC*

Address : 28 Le Thuc Hoach Street, Phu Tho Hoa Ward, Tan Phu District,  
Ho Chi Minh City

Tel : (+84.8) 5434 2053; Fax : (+84.8) 5434 2051

Email : [saigon@anthaigroup.vn](mailto:saigon@anthaigroup.vn); Website: <http://www.anthaigroup.vn>

*Coffee Company Thu Ha*

Address: 9 Nguyen Thai Hoc Street, Pleiku City, Gia Lai Province

Tel: (+84.59) 3824 877 / 3912 240; Fax: (+84.59) 3826 391

Email: [pleiku@thuhacoffee.com.vn](mailto:pleiku@thuhacoffee.com.vn); Website: [www.thuhacoffee.vn](http://www.thuhacoffee.vn)

## **Tea**

*Vietnam National Tea Corporation (Vinatea)*

Address: 92 Vo Thi Sau Street, Hai Ba Trung District, Ha Noi

Tel.: (+84.4) 3622 6990; Fax: (+84.4) 3622 6991

Email: [info@vinatea.com.vn](mailto:info@vinatea.com.vn); Website: <http://www.vinatea.com.vn>

*Ecological Product Joint Stock Company (ECO)*

Address: 87B Linh Nam Str., Mai Dong Ward, Hoang Mai District, Ha Noi

Tel.: (+84.4) 3633 5633; Fax: (+84.4) 3633 5636

Email: [info@cozy.vn](mailto:info@cozy.vn); Website: <http://www.cozy-tea.com.vn>

*Hung Phat Co., Ltd*

Address: Group 4, Ward 8, Binh My, Củ Chi District, Ho Chi Minh City  
Tel.: (+84.8) 3797 8230 / 3797 8231 / 3797 8232; Fax: (+84.8) 3797 8229  
Email: [sale@hungphatea.com](mailto:sale@hungphatea.com); Website: <http://hungphatea.com>

*Vang Den Art Company Limited*

Address: 67/41 Street 38, Hiep Binh Chanh Ward, Thu Duc District, Ho Chi Minh City  
Tel : (+84.8) 6271 7339; Fax : (+84.8) 6283 6411  
Email : [dongsontea@yahoo.com](mailto:dongsontea@yahoo.com); Website: <http://oolongteavietnam.com>  
Products: olong tea, coffee

*Dai Thien Long Company Limited*

Address: 149/33A2 Banh Van Tran, Ward 7, Tan Binh District, HCM City  
Tel : (+84.8) 3970 1412  
Email : [minhvngo0506@yahoo.com](mailto:minhvngo0506@yahoo.com)  
Products: pure noni juice

*Lam Dong Tea Joint Stock Company*

Address : 1 Quang Trung Street, Bao loc Town, Lam Dong Province  
Tel : (+84.63) 386 4097 / 386 2183 / 386 4095 ; Fax : (+84.63) 386 3780  
Email: [sales@ladotea.com.vn](mailto:sales@ladotea.com.vn); Website: <http://www.ladotea.com.vn>

**Appendix VI - Recommended companies in Food and beverage  
Foodstuffs**

*Thien Huong Food Joint Stock Company*

Address: No.1 Le Duc Tho Street, Tan Thoi Hiep Ward, District 12, Ho Chi Minh City  
Tel.: (+84.8) 3717 1137; Fax: (+84.8) 37170270  
Email: [export@thienhuongfood.com](mailto:export@thienhuongfood.com);  
Website: <http://www.thienhuongfood.com>

*Long An Food Processing Export Joint Stock Company*

Address : 81B National Road 62, Ward 2, Tan An City, Long An Province  
Tel.: (+84.72) 3823 900; Fax: (+84.72) 3826 735  
Email: [lafooco@hcm.vnn.vn](mailto:lafooco@hcm.vnn.vn); Website: <http://www.lafooco.vn>

*Song Hau Farm Import-Export (SOHAFARM)*

Address: Thoi Hung Commune, Co Do District, Can Tho City  
Tel.: (+84.71) 3690 201; Fax: (+84.71) 3690 200  
Email: [sohafarm@hcm.vnn.vn](mailto:sohafarm@hcm.vnn.vn); Website: <http://www.sohafarm.com.vn>

*Saigon Export Foodstuff and Agricultural Products Joint Stock Company  
(AGREX SAI GON)*

Address: 58 Vo Van Tan Street, Ward 6, District 3, Ho Chi Minh City

Tel.: (+84.8) 3872 2363; Fax: (+84.8) 3872 5194

Email: [tt-agr@hcm.fpt.vn](mailto:tt-agr@hcm.fpt.vn); Website: <http://www.agreксаigon.com.vn>

*Cholimex Food Joint Stock Company*

Address: No 7th road, Vinh Loc Industrial Park, Binh Chanh District, Chi Minh City

Tel.: (+84.8) 3765 3315; Fax: (+84.8) 3765 3025

Email: [cholimexfood@cholimexfood.com.vn](mailto:cholimexfood@cholimexfood.com.vn);

Website: <http://www.cholimexfood.com.vn>

*The Southern Central Food Joint Stock Company (SCFC)*

Address: 76 Tran Hung Dao Street, Phan Thiet City, Binh Thuan Province

Tel.: (+84.62) 3750 133 / 3821 610; Fax: (+84.62) 3825 238

Email: [info@ntbfood.vn](mailto:info@ntbfood.vn); Website: <http://www.ntbfood.vn>

*Sagiang Import Export Corporation*

Address: Lot CII- 3 Block, Sa Dec Industrial zone C, Sa Dec Town, Dong Thap Province

Tel.: (+84.67) 3763 155; Fax: (+84.67) 3763 152

Email: [sagiang@hcm.vnn.vn](mailto:sagiang@hcm.vnn.vn); Website: <http://www.sagiang.com.vn>

**Cookies and candies:**

*Kinh Do Group*

Address: 141 Nguyen Du Street, Ben Thanh Ward, District 1, HCM City

Tel.: (+84.8) 3827 0838; Fax: (+84.8) 3827 0839

Email: [info@kinhdo.vn](mailto:info@kinhdo.vn); Website: <http://kinhdo.vn>

*Vinabico Confectionery Joint Stock Company*

Address: 436 No Trang Long Street, Binh Thanh District, Ho Chi Minh City

Tel.: (+84.8) 3553 3347; Fax: (+81.8) 3553 3440

Email: [info@vinabico.com.vn](mailto:info@vinabico.com.vn); Website: <http://www.vinabico.com.vn>

*Hai Ha Confectionery Joint Stock Company*

Address: 25 Truong Dinh Street, Hai Ba Trung District, Ha Noi

Tel.: (+84.4) 3863 2956; Fax: (+84.4) 3863 1683

Email: [haihaco@hn.vnn.vn](mailto:haihaco@hn.vnn.vn); Website: <http://www.haihaco.com.vn>

**Beer, wine:**

**SABECO**

Address: 6 Hai Ba Trung Street, District 1, Ho Chi Minh City

Tel.: (+84.8) 3829 4083; Fax: 8(+84.8) 3829 6856

Website: <http://www.sabeco.com.vn>

*Lam Dong Foodstuffs Joint Stock Company*

Address: 4B Bui Thi Xuan Street, Ward 2, Dalat City, Lam Dong Province

Tel: (+84.63) 3827 003 / 3822 437 / 3822 491; Fax: (+84.63) 3825 291

Email: [kinhdoanh@ladofoods.vn](mailto:kinhdoanh@ladofoods.vn); Website: <http://www.dalatwine.com>

**Milk:**

*Vinamilk Corporation*

Address: 184 - 186 - 188 Nguyen Dinh Chieu Street, Ward 6, District 3, Ho Chi Minh City

Tel.: (+84.8) 3930 4860 / 3930 5197; Fax: (+84.8) 3930 4880

Email: [vinamilk@vinamilk.com.vn](mailto:vinamilk@vinamilk.com.vn); Website: <http://vinamilk.com.vn>

**Appendix VII - Recommended companies in Furniture**

*General Production Investment Service Import Export Company (Pisico)*

Address: 198 Tran Hung Dao Street, Quy Nhon City, Binh Dinh Province

Tel.: (+84.56) 3821 874; Fax: (+84.56) 3821 862

Email: [pisico@pisico.com.vn](mailto:pisico@pisico.com.vn); Website: <http://pisico.vn>

*Anh Viet Import-Export Trading Company Limited. (ANVIMEX)*

Address: 199 Tay Son Street, Quy Nhon City, Binh Dinh Province

Tel.: (+84) (56) 3846845; Fax: (+84) (56) 3646135

Email: [anvimex@anvimexfurniture.com](mailto:anvimex@anvimexfurniture.com);

Website: <http://anvimexfurniture.com>

*Hoangtrang - Hoangha Company Limited*

Address: Phu Tai Industrial Zone, Qui Nhon City, Binh Dinh Province

Tel.: (+84.56) 221 0792 / 3641 251; Fax: (+84.56) 3841 440 / 3641 473

Email: [sales@hoangtrang-hoangha.com.vn](mailto:sales@hoangtrang-hoangha.com.vn);

Website: <http://www.hoangtrang-hoangha.com.vn>

*Phuoc Hung Manufacturing*

Address: National Highway 1A, Phu Tai Industrial Zone Quy Nhon, Binh Dinh Province

Tel.: (+84.56) 3841 010; Fax: (+84.56) 3841 096

Email: [ph@phuochung.com](mailto:ph@phuochung.com); Website: <http://www.phuochung.com>

*19 Forestry Company*

Address: 71 Tay Son Street, Qui Nhon City, Binh Dinh Province  
Tel.: (+84.56) 3846 522; Fax: (+84.56) 3846 024  
Email: [forest19@dng.vnn.vn](mailto:forest19@dng.vnn.vn); Website: <http://www.forestry19.vn>

*Dai Thanh Furniture Joint Stock Company*

Address: 90 Tay Son Street, Qui Nhon City, Binh Dinh Province  
Tel.: (+84.56) 3846 839; Fax: (+84.56) 3847 267  
Email: [dathacoltd@daithanhfurniture.com.vn](mailto:dathacoltd@daithanhfurniture.com.vn);  
Website: <http://www.daithanhfurniture.com>

*Quoc Thang Company Limited*

Address: Highway 1A, Phu Tai Industrial Park, Qui Nhon City, Binh Dinh Province  
Tel: (+84.56) 374 1249; Fax: (+84.56) 3741 989  
Email: [quochthang@dng.vnn.vn](mailto:quochthang@dng.vnn.vn); Website: <http://www.quochthanggroup.com>

*Phu Tai Joint Stock Company*

Address: Phu Tai Building, 278 Nguyen Thi Dinh Street, Quy Nhon City, Binh Dinh Province  
Tel: (+84.56) 3847 668; Fax: (+84.56) 3847 556  
Email: [phutaico@dng.vnn.vn](mailto:phutaico@dng.vnn.vn); Website: <http://www.phutai.com.vn>

*Forest Products Export Joint-Stock Company Of Quangnam (FOREXCO QUANGNAM)*

Address: Dien Ngoc village, Dien Ban District, Quang Nam Province  
Tel: (+84.510) 3843 671; Fax: (+84.510) 3843 619  
Email: [forexcognam@dng.vnn.vn](mailto:forexcognam@dng.vnn.vn); Website: <http://forexco.com.vn>

*Vinafor Danang Joint Stock Company*

Address: 815 Ngo Quyen Street, Son Tra District, Da Nang City  
Tel.: (+84.511) 3844 126 / 3831 259; Fax: (+84.511) 3831 312  
Email: [vinafordanang@vnn.vn](mailto:vinafordanang@vnn.vn); Website: <http://www.vinafordn.com.vn>

*Hoang Nguyen Company Limited*

Address: Buon Me Thuot IP, Buon Me Thuot City, Dak Lak Province  
Contact information of Representative office in Hochiminh City:  
Tel: (+84.8) 5404 5127 (3 lines); Fax: (+84.8) 5404 5128  
E-mail: [info@hoangnguyenfurniture.com.vn](mailto:info@hoangnguyenfurniture.com.vn);  
Website: <http://www.hoangnguyenfurniture.com.vn>

*Hoang Anh Gia Lai Furniture Joint Stock Company*

Address: 15 Truong Chinh Street, Phu Dong Ward, Pleiku City, Gia Lai Province

Tel: (+84.59) 222 2232; Fax: (+84.59) 222 2486

Email: [contact@hagl.com.vn](mailto:contact@hagl.com.vn); Website: <http://www.hagl.com.vn>

*Savimex Joint Stock Corporation (Savimex)*

Address: 194 Nguyen Cong Tru Street, District 1, Ho Chi Minh City

Tel.: (+84.8) 3829 2806; Fax: (+84.8) 3829 9642

E-mail: [info@savimex.com](mailto:info@savimex.com); Website: <http://en.savimex.com>

*AA Corporation*

Address: 15 Nguyen Duy Hieu Street, Thao Dien Ward, District 2, Ho Chi Minh City

Tel.: (+84.8) 3744 2728; Fax: (+84.8) 3744 2729

E-mail: [info@aacorporation.com](mailto:info@aacorporation.com); Website: <http://www.aacorporation.com>

*Saigon Forest Product Export – Import & Production Joint Stock Company (Vinafor Saigon JCO)*

Address: 64 Truong Dinh Street, Ward 7, District 3, Ho Chi Minh City

Tel.: (+84.8) 3932 6375 / 3932 7298; Fax: (+84.8) 3932 5982

Email: [vinaforsgn@hcm.vnn.vn](mailto:vinaforsgn@hcm.vnn.vn);

Website: <http://www.vinaforsaigon.com.vn>

*Sadaco Trade and Production Development Corporation (SADACO)*

Address: 200 bis Ly Chinh Thang Street, District 3, Ho Chi Minh City

Tel.: (+84.8) 3931 7341; Fax: (+84.8) 3931 8144

Email: [hd.office@sadaco.com](mailto:hd.office@sadaco.com); Website: <http://www.sadaco.com>

*Khai Vy Corporation*

Address: 4 Dao Tri Street, Phu Thuan Ward, District 7, Ho Chi Minh City

Tel. : (+84.8) 3785 0116; Fax: (+84.8) 3785 0113

Email: [sales@khaivy.vn](mailto:sales@khaivy.vn); Website: <http://www.khaivy.com>

*Davi Company Limited*

Address: R4-16 Phan Khiem Ich Street, Hung Gia 3, Tan Phong Ward, Dist. 7, HoChiMinh City

Tel.: (+84.8) 5411 8789; Fax: (+84.8) 5410 4046

Email: [sales@davi.com.vn](mailto:sales@davi.com.vn); Website: <http://davi.com.vn>

*Nam Viet Joint Stock Company (NAVIFICO)*

Address: 18F Tang Nhon Phu Street, Phuoc Long B Ward, District 9, Ho Chi Minh City

Tel.: (+84.8) 3728 1813; Fax: (+84.8) 3731 3641

Email: [navifico@navifico-corp.com](mailto:navifico@navifico-corp.com); Website: <http://navifico.com.vn>

*Hiep Tien Company Limited*

Address: Tan Tien Hamlet, Tan Thong Hoi Village, Cu Chi District, Ho Chi Minh City

Tel.: (+84.8) 3790 0574 / 3790 0649; Fax: (+84.8) 3790 0648

Email: [hieptien@hieptien.vn](mailto:hieptien@hieptien.vn); Website: <http://www.hieptien.vn>

*Nguyen Thanh Furniture Company*

Address: No.41, Road 8, Quarter 4, Hiep Binh Chanh Ward, Thu Duc District, Ho Chi Minh City

Tel.: (+84.8) 5403 9400 ; Fax: (+84.8) 5403 8715

Email: [ntcfurniture@vnn.vn](mailto:ntcfurniture@vnn.vn) ; Website: [www.ntcfurniture.vn](http://www.ntcfurniture.vn)

*Duc Thanh Wood Processing Joint Stock Company (Dtwoodvn)*

Address : 21/6D Phan Huy Ich Street, Ward 14, Go Vap District, Ho Chi Minh City

Tel.: (+848) 3589 4287; Fax: (+84.8) 3589 4288

Email : [ducthanh@dtwoodvn.com](mailto:ducthanh@dtwoodvn.com); Website : <http://www.dtwoodvn.com>

*Tan Phu Furniture Company Limited*

Address: 746 Hoa Nhut Hamlet, Tan Vinh Hiep Village, Tan Uyen District, Binh Duong Province

Tel.: (+84.650) 3631 419 / 3631 430; Fax: (+84.650) 3631 998/ 3631 420

Email: [tanphu@tanphufurniture.com](mailto:tanphu@tanphufurniture.com);

Website: <http://tanphufurniture.com>

*Truong Thanh Furniture Corporation*

Address: DT 743 Binh Chuan, Thuan An District, Binh Duong Province

Tel.: (+84.650) 3642 004; Fax: (+84.650) 3642 006

E-mail: [contact@truongthanh.com](mailto:contact@truongthanh.com); Website: <http://truongthanh.com>

*Dai Huy Hoang Enterprise*

Address: Thuan Giao Village, Thuan An District, Binh Duong Province

Tel.: (+84.650) 3746 824; Fax: (+84.650) 3718 897

Email: [lhuyhoang@hcm.vnn.vn](mailto:lhuyhoang@hcm.vnn.vn);

Website: <http://www.daihuyhoang.com.vn>

*Minh Duong Furniture Corporation*

Address: 1b Hamlet, An Phu Commune, Thuan An District, Binh Duong Province

Tel.: (+84.650) 3711 097 / 3711 783; Fax: (+84.650) 3711 098

Email : [minhduong@minhduongf.com](mailto:minhduong@minhduongf.com);

Website : <http://www.minhduongf.com>

*Tran Duc Joint Stock Company*

Address: Binh Phuoc A, Binh Chuan, Thuan An District, Binh Duong Province

Tel.: (+84.650) 3718 111; Fax: (+84.650) 3788 977

Email: [sales@tranducgroup.com](mailto:sales@tranducgroup.com); Website: <http://www.tranducgroup.com>

*Kien Lam Handicraft Company Limited (KLC)*

Address: 137 Xuan Hong Street, Ward 12, Tan Binh District, HCM City

Tel.: (+84.8) 3811 1660; Fax: (+84.8) 3811 1659

Email: [klcraft@hcm.vnn.vn](mailto:klcraft@hcm.vnn.vn); Website: <http://www.kienlam.com.vn>

Business line: bamboo furniture

**Appendix VIII - Recommended companies in Plastics**

*Vinaplast*

Address: 92-94 Ly Tu Trong Street, District 1, Ho Chi Minh City

Tel: (+848) 3823 8011; Fax: (+848) 3823 7956

Email: [vnplast@hcm.vnn.vn](mailto:vnplast@hcm.vnn.vn); Website: [www.vinaplast.com.vn](http://www.vinaplast.com.vn)

*Rang Dong*

Address: 190 Lac Long Quan Street, District 11, Ho Chi Minh City

Tel: (+84. 8) 969 2272; Fax: (+84. 8) 969 2843

Email: [rangdong1@hcm.vnn.vn](mailto:rangdong1@hcm.vnn.vn); Website: [www.rdplastic.com.vn](http://www.rdplastic.com.vn)

*Hung Yen Plastics*

Address: 115 Nguyen Thien Thuat Street, Hung Yen City, Hung Yen Province

Tel: (+84. 321) 386 3107; Fax: (+84. 321) 386 2467

Email: [hungyenplastic@hn.vnn.vn](mailto:hungyenplastic@hn.vnn.vn); Website: [www.hungyenplastic.com](http://www.hungyenplastic.com)

*Binh Minh*

Address: 240 Hau Giang Street, District 6, Ho Chi Minh City

Tel: (+84. 8) 969 0973; Fax: (+84. 8) 960 6814

Email: [binhminhplac@hcm.fpt.vn](mailto:binhminhplac@hcm.fpt.vn); Website: [www.binhminhplastic.com](http://www.binhminhplastic.com)

*Tan Phu*

Address: 314 Luy Ban Bich, Tan Phu District, Ho Chi Minh City

Tel: (+84. 8) 3860 9003; Fax: (+84. 8) 3860 7622

Email: [nhuatanphu@vnn.vn](mailto:nhuatanphu@vnn.vn); Website: [www.tanphuplastic.com](http://www.tanphuplastic.com)

**Appendix IX - Recommended companies in Rubber**

*Lien Anh Production Rubber Co., Ltd*

Address: 466 Tran Van Tra Street, Kinh Te Hamlet, Binh Minh Village,  
Tay Ninh Province

Tel: (+84.66) 381 6325 / 382 0009; Fax: (+84.66) 381 6024

Email: [lienanhcom@hcm.vnn.vn](mailto:lienanhcom@hcm.vnn.vn);

Website: <http://www.lienanhrrubber.com.vn>

*Dak Lak Rubber Limited Company (Dakruco)*

Address: 30 Nguyen Chi Thanh Street, Buon Ma Thuot City, Dak Lak  
Province

Tel: (+84.500) 386 5015; Fax: (+84.500) 386 5041

Email: [caosu@dakruco.com](mailto:caosu@dakruco.com); Website: <http://www.dakruco.com>

*Viet Phu Thinh Rubber Joint Stock Company*

Address: Hoa Vinh, Thanh Tam, Chon Thanh, Binh Phuoc Province

Tel: (+84.651) 3668 757; Fax: (+84.651) 3668 758

Email: [director@viruco.com](mailto:director@viruco.com); Website: <http://viruco.com>

*Dong Nai Rubber Join Stock Company*

Address: Xuan Lap Ward, Long Khanh Town, Dong Nai Province

Tel: (+84.61) 372 4444 / 372 4333; Fax: (+84.61) 3724 123

Email : [donaruco@hcm.vnn.vn](mailto:donaruco@hcm.vnn.vn); Website: <http://www.donaruco.com>

*Thong Nhat Rubber Company*

Address : 64/6 Luy Ban Bich Street, Tan Thoi Hoa Ward, Tan Phu District,  
Ho Chi Minh City

Tel: (+84.8) 3961 2568; Fax: (+84.8) 3961 2234

Email: [ruthimex@hcm.fpt.vn](mailto:ruthimex@hcm.fpt.vn); Website: <http://www.ruthimex.com.vn>

*Chu Se Rubber Company*

Address: 420 Hung Vuong Street, Chuse District, Gia Lai Province

Tel: (+84.59) 384 1159 / 376 7769; Fax: (+84.59) 385 1244

Email: [ctycaosucs@dng.vnn.vn](mailto:ctycaosucs@dng.vnn.vn)

*Dong Phu Rubber Joint Stock Company*

Address: Thuan Phu Ward, Dong Phu, Binh Phuoc Province  
Tel: (+84.651) 381 9786; Fax: (+84.651) 381 9620  
Email: [doruco\\_bpc@hcm.vnn.vn](mailto:doruco_bpc@hcm.vnn.vn); Website: <http://www.doruco.com.vn>

**Appendix X - Recommended companies in embroidery, lacquerware, pottery, art articles in ceramic and glass, bamboo, rattan and water hyacinth, stone, wood, metal**

*Minh Long I Company Limited*

Address: no.333, Binh Duong Highway, Hung Loc, Hung Dinh, Thuan An, Binh Duong Province  
Tel.: (+84.650) 3722 929; Fax: (+84.650) 3724 173  
Email: [sales@minhlong.com](mailto:sales@minhlong.com); Website: <http://www.minhlong.com>  
Business line: ceramic wares

*Hiep Hung Group*

Address: 130 D Thuy Khue Street, Ha Noi  
Tel.: (+84.4) 3728 1635; Fax: (+84.4) 3728 1634  
Email: [nghi@hiephunggroup.com](mailto:nghi@hiephunggroup.com); Website: <http://bellizeno.com>  
Business line: embroidery bed sheet, bed cover, table cloths...

*Vietnam Caspy Co., Ltd*

Address: Room 101 – B13, Thanh Xuan apt., Thanh Xuan District, Ha Noi  
Room, 512 – N1B, Trung Hoa Nhan Chinh apt., Thanh Xuan Dist., Ha Noi  
Tel.: (+84.4) 3555 8437; Fax: (+84.4) 3555 8462  
Email: [saleas@caspytrading.com](mailto:saleas@caspytrading.com); Website: <http://caspytrading.com>  
Business line: home textile, leaf painting, gift, ceramic.

*Bao Quang Bat Trang Co., Ltd*

Address: Bat Trang, Gia Lam, Ha Noi  
Tel.: (+84.4) 3874 2705; Fax: (+84.4) 3874 1601  
Email: [info@baoquangbattrang.vn](mailto:info@baoquangbattrang.vn); Website: <http://baoquangbattrang.vn>  
Business line: ceramic wares

*Mosaique Decoration*

Address: 427 Kim Nguu Street, Ha Noi  
Tel.: (+84.4) 3971 3797; Fax: (+84.4) 3821 7233  
Email: [alanduong@mosaiquedecoration.com](mailto:alanduong@mosaiquedecoration.com)  
Website: <http://mosaiquedecoration.com>  
Business line: lighting, furniture, table & bed linen, gift, embroidery cushion covers, curtain, silk quilts.

*Genexim Corporation*

Address: No. 5 Kim Dong Street, Hoang Mai District, Ha Noi

Tel.: (+84.4) 3664 5837; Fax: (+84.4) 3664 5838

Email: [geneximcorp@hn.vnn.vn](mailto:geneximcorp@hn.vnn.vn)

Website: <http://genexim.vn>

Business line: table ware, gift ware, lacquer, rattan, bamboo, ceramic, furniture, home decoration ware.

*ANN Handicraft*

Address: No. 3, Lot 41, Block 12 Tran Quoc Hoan Street, Cau Giay District, Ha Noi

Tel.: (+84.4) 3792 0788

Email: [contact@anngreetings.com](mailto:contact@anngreetings.com); Website: <http://anngreetings.com>

Business line: greeting cards.

*Ando Ceramics Company*

Address: 52 Giang Cao Street, BatTrang Village, Gia Lam District., Ha Noi

Tel.: (+84.4) 3874 4528 / 2240 2465 ; Fax: (+84.4) 3874 4529

Email: [info@ando-ceramics.com](mailto:info@ando-ceramics.com); Website : <http://www.ando-ceramics.com>

Business line: ceramic wares

*Bacninh Manufacture & Trading Company Limited*

Address: 102 Hoang Cau Street, Dong Da District, Ha Noi

Tel.: (+84.4) 3511 7663; Fax : (+84.4) 3511 7662

Email: [bmtc@hn.vnn.vn](mailto:bmtc@hn.vnn.vn); Website: <http://www.bacninhcraft.com.vn>

Business line: ceramic wares

*Gom Viet Fine Art Joint Stock Company*

Address: 451/15 Bach Dang Street, Ward 2, Binh Thanh District, Ho Chi Minh City

Tel.: (+84.8) 3510 8990; Fax: (+84.8) 3510 8990

Emai: [info@gomviet.net](mailto:info@gomviet.net); Website: <http://www.gomviet.net>

Business line: ceramic wares

*Bat Trang Ceramic Porcelain Export Company Limited (HAMICO VIETNAM)*

Address: Bat Trang, Gia Lam District, Ha Noi

Tel.: (+84.4) 3874 0791 / 3874 0671; Fax: (+84.4) 3874 0791

Email: [sales@hamico.com.vn](mailto:sales@hamico.com.vn); Website: <http://www.hamico.com.vn>

Business line: ceramic wares

*Bat Trang Porcelain Corporation*

Address: Hamlet 2, Bat Trang Village, Gia Lam District, Ha Noi

Tel.: (+84.4) 3874 3448 / 3874 3153/ 3874 0887;

Fax: (+84.4) 3874 0014

Email: [hapro\\_battrang@vnn.vn](mailto:hapro_battrang@vnn.vn); Web: <http://www.haprobattrang.com.vn>

Business line: ceramic wares

*Quang Vinh Company Limited*

Address: Giang Cao, Bat Trang, Gia Lam District, Ha Noi

Tel.: (+84.4) 3874 2463; Fax: (+84.4) 3874 2818

Email: [phuvinhco@vnn.vn](mailto:phuvinhco@vnn.vn); Website: <http://www.ceramic.com.vn>

Business line: ceramic wares

*Dong Gia Enterprise*

Address. 342B, Thien Chi Street, Vinh Binh Town, Go Cong Tay, Tien Giang Province

Tel: (+84.73) 360 8274

Email: [thuymai@dong-gia.com](mailto:thuymai@dong-gia.com); Website: <http://www.dong-gia.com>

Business line: ceramic wares

*ChanThanh Pottery Company Limited*

Address : Hamlet 4th, An Dien Village, Ben Cat Dictrist, Binh Duong Province

Tel.: (+84.650) 3762 899; Fax : (+84.650) 3754 918

Email: [info@chanthanhpottery.com](mailto:info@chanthanhpottery.com); Website: <http://chanthanhpottery.com>

Business line: pottery

*United Potteries SaiGon*

Address: no. 2 - 8th Street, Song Than 1 Industrial park, Di An District, Binh Duong Province

Tel.: (+84.650) 3742 243 / 3742 244; Fax: (+84.650) 3742 246

E-mail: [info@unitedpotteries.com](mailto:info@unitedpotteries.com);

Website: <http://www.unitedpotteries.com>

Business line: pottery

*Phong Thanh Pottery Depot*

Address: 39/6 National road 13th, Binh Giao Hamlet, Thuan Giao, Thuan An, Binh Duong Province

Tel.: (+84.650) 3757 397; Fax: (+84650) 3718 093

Email: [pottery@phongthanhvn.com](mailto:pottery@phongthanhvn.com); Web: <http://www.phongthanhvn.com>

Business line: pottery

*PDL Pottery*

Address: DT 747B Phuoc Thai Hamlet, Thai Hoa Village, Tan Uyen Dist.,  
Binh Duong Province

Tel.: (+84.650) 3658 409; Fax: (+84.650) 3658 343

Email: [pdl@pdlpottery.com](mailto:pdl@pdlpottery.com); Website: <http://www.pdlpottery.com>

Business line: pottery

*Kien An Pottery Pte*

Address: C25 Binh Duc, Lai Thieu Townlet, Thuan An District, Binh Duong  
Province

Tel.: (+84.650) 3755 325; Fax: (+84.650) 3759 140

Email: [sales@kapottery.com](mailto:sales@kapottery.com); Website: <http://www.kapottery.com>

Business line: pottery

*Handicraft and Art Articles Export - Import Corporation (Artexport  
Vietnam)*

Address: 2A Pham Su Manh Street, Ha Noi

Tel.: (+84.4) 3826 6576; Fax: (+84.4) 38259275

Email: [Trade@artexport.com.vn](mailto:Trade@artexport.com.vn); Website: <http://artexport.com.vn>

Business line: art ceramic, porcelains, terracotta, handmade  
embroideries, venice, brocade, rug, carpet made from woolen, cotton,  
jute, seagrass, bamboo, fern and rattan articles, woodcarving

*Artex Saigon Import Export Joint Stock Company*

Address: 3-5/1 Phan Van Truong Street, District 1, Ho Chi Minh City

Tel.: (+84.8) 3829 6945; Fax: (+84.8) 3829 2584

Email: [imex@artexsaigon.com.vn](mailto:imex@artexsaigon.com.vn); Website: <http://www.artexsaigon.com>

Business line: hand-made bamboo, palmleaf, rattan products,  
lacquerwares, ceramicwares, embroideries

*ATC Corporation*

Address: 147 Street no.22, District 6, Ho Chi Minh City

Tel.: (+84.8) 3755 1541; Fax: (+84.8) 3755 3332

Email: [atc@atc-craft.com](mailto:atc@atc-craft.com); Website: <http://www.atc-craft.com>

Business line: hand-made products from water hyacinth, seagrass,  
rattan...

*3H Company*

Address: 1A Hamlet, An Phu, Thuan An District, Binh Duong Province

Tel: (+84.650) 2476 787; Fax: (+84.650) 3713 185

Email: [sales@hhh.vn](mailto:sales@hhh.vn); Website: <http://www.hhh.vn>

Business line: basket, tray, place mat, coaster, bowl, planter pot, laundry, flower basket, hat made from water hyacinth, rattan, bamboo and sea grass

*Hanoi Forestry Joint Stock Company*

Address: 607 Building Resco 3D, Pham Van Dong Street, Ha Noi

Tel.: (+84.4) 6657 5932 / 3752 3976 / 3752 3976; Fax: (+84.4) 6266 2720

Email: [info@artexvh.com](mailto:info@artexvh.com); Website : <http://artexvh.com>

Business line: bamboo, rattan, ceramic, glass, crystal, lacquerware

*Viet Lacquer and Interior Company Limited*

Address: Boi Khe, Chuyen My, Phu Xuyen, Ha Noi

Tel.: (+84.4) 3379 6061; Fax: (+84.4) 3379 6061

Email: [contact@vinalacquer.com.vn](mailto:contact@vinalacquer.com.vn); Website: <http://vinalacquer.com>

Business line: pottery, porcelain, rattan, bamboo, neohouzeaua (a kind of bamboo), plastic, wood, water-fern, oyster, egg shell

*Daiviet Handicraft Company Limited*

Address: 6/67 lane 61, Tran Duy Hung Street, Cau Giay District, Ha Noi

Tel.: (+84.4) 3556 5334; Fax: (+84.4) 3556 5332

Email: [viet-hand-art@hn.vnn.vn](mailto:viet-hand-art@hn.vnn.vn); [viet-embroidery@hn.vnn.vn](mailto:viet-embroidery@hn.vnn.vn)

Website: <http://www.vietnam-handicraft.com>

Business line: grass blinds, cutains, sea grass, fern, reed, basket wares & lacquer wares, tablecloth

*Doan Ket 1 Production and Export-Import Company Limited*

Address: Km 25, 6A Highway, Phu Nghia Industrial zone, Chuong My Dist., Ha Noi

Tel.: (+84.4) 338 66038; Fax: (+84.4) 338 67055

Email: [info@doanket1.com](mailto:info@doanket1.com); Website: <http://www.doanket1.com>

Business line: handmade products for living room, kitchen, bathroom accessories, garden items made of rattan, bamboo, fern, water-hyacinth, seagrass ceramic.

*Genexim Company*

Address: 102 Thai Thinh Street, Dong Da District, Ha Noi

Tel.: (+84.4) 3857 2086; Fax: (+84.4) 3853 4237

Email: [info@genexim-hanoi.com](mailto:info@genexim-hanoi.com); Website: <http://www.genexim-hanoi.com>

Business line: bed sheet, pillow cases and duvet cover, table cloth set, table runner, cushion cover, gift bag, embroidery wares for children (cot sheet and pillows, duvet cover)

*Giao Chau Rattan & Bamboo Manufacture Company Limited*

Address: Km no. 26, Phu Nghia Industrial zone, Chuong My, Ha Noi

Tel.: (+84.4) 3391 0191 ; Fax: (+84.4) 3391 0010

Email: [handicraft@giaochau.com.vn](mailto:handicraft@giaochau.com.vn); Website: <http://www.livingrattan.com>

Business line: bamboo, rattan

*Ha Linh Rattan & Bamboo Company Limited*

Address: Phu Nghia Industrial zone, Chuong My District, Ha Noi

Tel: (+84.4) 3386 8671; Fax: (+84.4) 3386 8670

Email: [halinh@handmadevn.vn](mailto:halinh@handmadevn.vn); Website: <http://www.rattanvina.com.vn>

Business line: bamboo, rattan, sea grass and ceramics

*Linh Nhat Company Limited*

Address: 113 Bui Thi Xuan Street, Hai Ba Trung District, Ha Noi

Tel.: (+84.4) 3974 4198; Fax: (+84.4) 3974 4199

E-mail: [linhnhat@fpt.vn](mailto:linhnhat@fpt.vn); Website: <http://www.handicraftsvietnam.com>

Business line: rattan, bamboo, seagrass, ceramic, silk and high-end embroidery products, Vietnamese traditional textile, lacquewares, stone wares, glasswares, miscelanous products

*Nam Ha - Udomxay Import - Export Company (NAMEXCO)*

Address: 5 Hang Tien Street, Nam Dinh City, Nam Dinh Province

Tel.: (+84.350) 3848 464; Fax: (+84.350) 3847 630

Email: [namha-udomxay@hn.vnn.vn](mailto:namha-udomxay@hn.vnn.vn);

Website: <http://www.namexco.com.vn>

Business line: bamboo, rattan, fern, jute, banana ocrea, maize ocrea, water hyacinth, wood, zinc, iron and steel...

*Hiep Hoa Enterprise*

Address: Vu lac Village, Kien Xuong District, Thai Binh Province

Tel.:(+84.36) 3738 472; Fax:(+84.36) 3730 340

Email: [mtd\\_tb@hn.vnn.vn](mailto:mtd_tb@hn.vnn.vn); Website: <http://hiephoarattan.com>

Business line: rattan, bamboo, jute, sedge

*Van Anh Handicraft & Art Articles Export Enterprise (ARTEX VAN ANH)*

Address: Km 52, Highway 5A, Cam Thuong Ward, Hai Duong Province  
Tel.: (+84.320) 3853 913 / 3845 539; Fax: (+84.320) 3857 584  
Email: [info@artex-vananh.com](mailto:info@artex-vananh.com); Website: <http://www.artex-vananh.com>  
Business line: rattan, bamboo, seagrass, fern, lacquerware, wall decor, photo frames, trays, mirrors, furniture made of wood-fiber (MDF), fiber-glass, mother of pearl...

*Duc Phong Company Limited*

Address: Lot 15, Nghi Phu Industrial Zone, Vinh City, Nghe An Province  
Tel.: (+84.38) 3518 459; Fax: (+84.38) 3518 448  
Email: [ducphongcom@hn.vnn.vn](mailto:ducphongcom@hn.vnn.vn); Website: <http://www.ducphong.com.vn>  
Business line: bamboo, rattan, fiber weaving

*Doi Moi Company Limited*

Address: Dong Hoi, Kim Son, Ninh Binh Province  
Tel.: (+84.30) 386 2037; Fax: (+84.30) 3862 156  
Email: [doimoi@hn.vnn.vn](mailto:doimoi@hn.vnn.vn); Website: <http://www.doimoi.com.vn>  
Business line: seagrass, bamboo, rattan, seagrass with plastic, water hyacinth item

*Au Co Rattan & Bamboo Enterprise*

Address: Nui Thanh District, Quang Nam Province  
Tel: (+84.510) 3871 056; Fax: (+84.510) 3570 981  
Email: [aucorattan@dng.vnn.vn](mailto:aucorattan@dng.vnn.vn); Website: <http://www.aucorattan.com.vn>  
Business line: rattan, bamboo, banana strings combined with wood and fabric of various types

*Minh Phat Furniture Company Limited*

Address: 24 Hoang Van Thu Street, Quy Nhon City, Binh Dinh Province  
Tel.: (+84.56) 3946 912 / 3826 776; Fax: (+84.56) 3946 913  
Email: [minhphat\\_bd@vnn.vn](mailto:minhphat_bd@vnn.vn); Website: <http://www.minhphatfurniture.com>  
Business line: furniture from rattan, water hyacinth, banana leaf, sea grass, lacquer, pottery, and other types of wicker

*Khaitam Production Company Limited*

Address: 34 Nguyen Dinh Chieu Street, Ward 3, Phu Nhuan District, Ho Chi Minh City  
Tel.: (+84.8) 3995 5794; Fax: (+84.8) 3844 9109  
Email: [khaitam@khaitamlacquerware.com](mailto:khaitam@khaitamlacquerware.com);  
Website: <http://www.khaitamlacquerware.com>

Business line: furniture including tables, chairs, shelves and wall panels, fruit bowls, placemats, vases, lamp bases, wine bottle holders, jewelry boxes and even shoe horns.

*Duong Tri PTE (DUTRICO)*

Address: 132/50, Ap Don, Trung Lap Ha, Cu Chi District, Ho Chi Minh City

Tel. : (+84.8) 3892 6830; Fax: (+84.8) 3892 6829

Email: [dntn-duongtri1@vnn.vn](mailto:dntn-duongtri1@vnn.vn);

Website: <http://www.dutricohandicrafts.com>

Business line: pottery & planters from fiber-concrete (light weight concrete), fiberglass (resin), weaving materials.

*Bao Liem Corporation*

Address : 573 Nguyen Thi Thap Street, District 7, Ho Chi Minh City

Tel.: (+84.8) 7751 302 / 7711 395; Fax: (+84.8) 7751303

Email : [info@baoliemcorp.com](mailto:info@baoliemcorp.com); Website: <http://www.baoliemcorp.com>

Business line: lacquer wares, wooden furniture and ornamental items, ceramic wares.

*MT Hiep Luc Company Limited*

Address: 3/422 Nhi Tan Hamlet, Tan Thoi Nhi Village, Hoc Mon District, Ho Chi Minh City

Tel.: (+84.8) 3713 1291 / 3712 2268; Fax: (+84.8) 3713 1292

Email: [sales@mthiepluc.com.vn](mailto:sales@mthiepluc.com.vn); Website: <http://www.mthiepluc.com.vn>

Business line: bamboo based furniture and wares

*Green Field Company Limited*

Address: 53/8 Street 1, Ward 7, Go Vap District, Ho Chi Minh City

Tel.: (+84.8) 3989 5901; Fax: (+84.8) 3894 5156

Email: [sales@greenfield.vn](mailto:sales@greenfield.vn); Website: <http://greenfield.vn>

Business line: bamboo, rattan, banana leaf, water hyacinth and creepers

*Gia Phu Cuong Corporation*

Address: 55/62A Truong Vinh Ky Street, Tan Son Nhi, Tan Phu District, Ho Chi Minh City

Tel.: (+84.8) 6269 2382 ; Fax: (+84.8) 6269 2383

Email: [sales@gpchandicraft.com](mailto:sales@gpchandicraft.com); Website: <http://www.gpchandicraft.com>

Business line: lacquerwares, bamboo, rattan, natural-fiber and palm-leaf products

*Hung Nam Joint Stock Company (Vbestcrafts )*

Address: 285 Luong Yen Street, Hai Ba Trung District, Hanoi  
Tel.: (+84) 913 37 89 56 (mobile); Fax: (+84.4) 3 821 9800  
E-mail: [info@vbestcrafts.com](mailto:info@vbestcrafts.com); Website : <http://www.vbestcrafts.com>  
Business line: lacquerwares

*Hung Huong Private Enterprise Lacquerware*  
Address: 29/46 K5 Ho Van Cong Street, Hamlet 4, Tuong Binh Hiep  
Commune, Thu Dau Mot Town, Binh Duong Province  
Tel.: (+84.650) 3830 830 / 3824 387; Fax: (+84.650) 3824 387  
Email: [sales@hunghuonglacquer.com](mailto:sales@hunghuonglacquer.com);  
Website: <http://www.hunghuonglacquer.com>  
Business line: lacquerwares

*Huong Dang Artistic Handicrafts & Lacquerwares Company Limited*  
Address: No.1112, Building no. 5, Linh Dam Peninsula, Hoang Mai  
District, Ha Noi  
Tel/Fax: (+84.4) 3641 9559  
Email: [info@huongdanglacquer.com](mailto:info@huongdanglacquer.com);  
Website: <http://www.huongdanglacquer.com>  
Business line: lacquerwares

*World of Art Craft Company Limited (WOAC)*  
Address: Phuoc Thai Hamlet - Thai Hoa Village, Tan Uyen Dist., Binh  
Duong Province  
Tel.: (+84.650) 3626 425; Fax: (+84.650) 3626 426  
Email: [woac@woac.com.vn](mailto:woac@woac.com.vn); Website: <http://www.woac.com.vn>  
Business line: lacquerwares

*LV & Oriental Pearl Company Limited*  
Address: no. 7 Trieu Viet Vuong Street Hai Ba Trung District, Ha Noi  
Tel.: (+84.4) 3944 7161; Fax: (+84.4) 3944 7162  
Email: [lv-orientalpearl@fpt.vn](mailto:lv-orientalpearl@fpt.vn); Website: <http://www.lv-orientalpearl.com.vn>  
Business line: bamboo,wood, lacquerwares

*Alinco Ltd*  
Address: 234 Ngo Tat To Street, Ward 22, Binh Thanh District, Ho Chi  
Minh City  
Tel.: (+84.8) 3840 5277; Fax: (+84.8) 3840 0306  
Email : [alincraft@alincraft.com](mailto:alincraft@alincraft.com); Website: <http://www.alincraft.com>  
Business line: products made of seeds

*Mai Hoa Fine Art of Bronze*

Address: 3/242 Lang Road, Dong Da District, Ha Noi  
Tel.: (+84.4) 3562 5026 / 3997 0208; Fax: (+84.4) 3562 5039  
Email: [mailhoa@mailhoa.vn](mailto:mailhoa@mailhoa.vn); Website: <http://maihoa.vn>  
Business line: bronze carving fine-art

*Thanh Hien Company Limited*

Address: 55/9 Nam Lan, Village Ba Diem, Hoc Mon District, HCM City  
Tel: (+84.8) 2244 4998  
Email: [support@gomynghe-thanhvien.com.vn](mailto:support@gomynghe-thanhvien.com.vn)  
Website: <http://www.gomynghe-thanhvien.com.vn>  
Business line: wooden art articles

*Dai Hung ACura Company Limited*

Address: 372/15/11A Cach Mang Thang 8 Street, Ward 10, District 3, Ho Chi Minh City  
Tel.: (+84.8) 3811 5211; Fax: (+84.8) 3811 5211  
Email: [gianguyendn2002@yahoo.com](mailto:gianguyendn2002@yahoo.com);  
Website: <http://www.donghoacura.com>  
Business line: high-class wooden clocks - under the brand name ACURA

*LV Company Limited (Viet Marble)*

Add: 49 Nguyen Phong Sac Street, Khue Trung, Da Nang City  
Tel.: (+84.511) 3670 022; Fax: (+84.511) 3475 899  
E-mail: [info@viet-marble.com](mailto:info@viet-marble.com); Website: <http://www.viet-marble.com>  
Business line: specialize in natural stone with diversified and unique patterns

*Gia Long Fine Art Joint Stock Company*

Address: 1179 Le Duc Tho Street, Go Vap District, Ho Chi Minh City  
Tel.: (+84.8) 3848 3045; Fax: (+84.8) 3848 3046  
Email: [info@lavanto.net](mailto:info@lavanto.net); Website: <http://www.lavanto.net>  
Business line: fine art for home decoration

*Ngoc Thach Thao Company Limited*

Address: 4/12 Village 4, Xuan Thoi Son Commune, Hoc Mon District, Ho Chi Minh City  
Tel.: (+84.8) 3713 8927; Fax: (+84.8) 3713 8928  
Email: [info@ngocthachthao.vn](mailto:info@ngocthachthao.vn); Website: <http://www.ngocthachthao.vn>  
Business line: stone art

*Minh Trang Hand-Made Bedding & Dinning Company*

Address: Ninh Hai Ward, Hoa Lu District, Ninh Binh Province

Tel.: (+84.30) 3618 015; Fax: (+84.30) 3618 877

E-mail: [minhtrang@vtic.vn](mailto:minhtrang@vtic.vn); Website: <http://www.minhtrang.com.vn>

Business line: hand embroidery

*MTV Phu An Loc Company Limited*

Address: G11 Thang long Village, Dich Vong, Cau Giay District, Ha Noi

Tel: (+84.4) 3791 2407; Fax: (+84.4) 3793 1347

Email: [info@phanloc.com](mailto:info@phanloc.com); Website: <http://anloc.ninhbinhcrafter.com.vn>

Business line: hand-embroidery

*Vietnam Embroidery Company Limited*

Address: no. 156 A Lo Duc, Hai Ba Trung District, Ha Noi

Tel.: (+84.4) 6292 3165; Fax: (+84.4) 3858 7891

Email: [sales@vinaem.vn](mailto:sales@vinaem.vn); Website: <http://vinaem.vn>

Business line: embroidery

*Ninh Binh Producing and Import - Export Coporation (PRIMEXCO NINH BINH)*

Address: 237 Tran Hung Dao Street, Ninh Binh City

Tel.: (+84.30) 3871 031 / 3873 794; Fax: (+84.30) 3871 347

Email: [primexconinhbinh@vnn.vn](mailto:primexconinhbinh@vnn.vn);

Website: <http://www.primexconinhbinh.com.vn>

Business line: embroidery, lace, stitching, rush articles, bamboo, sea grass, lacquerwares

**Appendix XI - Recommended companies in agricultural products**

**Rice:**

*Food Company of Ho Chi Minh City (FOOCOSA)*

Address: 57 Nguyen Thi Minh Khai Street, District 1, Ho Chi Minh City

Tel.: (+84.8) 3930 9227 / 3930 9903; Fax: (+84.8) 3930 4552

Email: [foocosa@hcm.vnn.vn](mailto:foocosa@hcm.vnn.vn); Website: <http://www.foodcosa.vn>

*VinhLong Cereal and Food Import-Export Joint Stock Company (VINHLONG FOOD)*

Address: 38 Street 2/9, Ward 1, Vinh Long City, Vinh Long Province

Tel.: (+84.70) 3822 512; Fax: (+84.70) 3823 773

Email: [vinhlongfood@hcm.vnn.vn](mailto:vinhlongfood@hcm.vnn.vn);

Website: <http://www.vinhlongfood.com.vn>

*Gentraco Corporation (GENTRACO)*

Address: 121 Nguyen Thai Hoc Street, Thot Not District, Can Tho City

Tel.: (+84.71) 3851 460; Fax: (+84.71) 3852 118

Email: [info@gentraco.com.vn](mailto:info@gentraco.com.vn); Website: <http://www.gentraco.com.vn>

*Tien Giang Food Company (Tigifood)*

Address: 256, 2nd Quarter, Ward 10, My Tho City, Tien Giang Province

Tel.: (+84.73) 3855 683; Fax: (+84.73) 3855 789

E.mail: [tgfood@hcm.vnn.vn](mailto:tgfood@hcm.vnn.vn); Website: <http://www.tigifood.com>

*Dong Thap Muoi Import - Export Joint Stock Company (GEDOSICO)*

Address: 54 Bis, Nguyen Dinh Chieu Street, Da Kao Ward, District 1, Ho Chi Minh City

Tel.: (+84.8) 3910 1270 / 3910 2552; Fax: (+84.8) 3829 0593

Email: [gedosico@hcm.vnn.vn](mailto:gedosico@hcm.vnn.vn); Website: <http://gedosico.com.vn>

**Vegetable, Fruits:**

*Vietnam National Vegetable, Fruit And Agricultural Product Corporation (Vegetexco)*

Address: 2 Pham Ngoc Thach Street, Dong Da District, Ha Noi

Tel.: (+84.4) 3574 4592; Fax: (+84.4) 3852 3926

Email: [vegetexcovn@fpt.vn](mailto:vegetexcovn@fpt.vn); Website: <http://www.vegetexcovn.com.vn>

*Hoang Hau Dragon Fruit Farm Company Limited*

Address: Ham My Commune, Ham Thuan Nam District, Binh Thuan Province

Tel.: (+84.62) 3898 616; Fax: (+84.62) 3898 558

E-mail: [dragonfruithoanghau@hcm.vnn.vn](mailto:dragonfruithoanghau@hcm.vnn.vn);

Website: <http://www.hoanghau.com.vn>

*Haprosimex*

Address: 22 Hang Luoc Street, Hoan Kiem District, Ha Noi

Tel: (+844) 3826 7708; Fax: (+844) 3826 4014

Email: [haprosimex@hn.vnn.vn](mailto:haprosimex@hn.vnn.vn); Website: [www.haprosimex.com.vn](http://www.haprosimex.com.vn)

*Agrex Saigon*

Address: 58 Vo Van Tan, District 3, Ho Chi Minh City

Tel: (+848) 3930 3186; Fax: (+848) 3930 3451

Email: [agrexsaigon@hcm.vnn.vn](mailto:agrexsaigon@hcm.vnn.vn); Website: [www.agrexsaigon.com.vn](http://www.agrexsaigon.com.vn)

*Long Uyen Co., Ltd*

Address: My Tho Industrial Park, My Tho City, Tien Giang Province  
Tel: (+84.73) 358 1953; Fax: (+84.73) 395 6789  
Email: [louyco@vnn.vn](mailto:louyco@vnn.vn); Website: <http://www.louyco.com>

**Cashew nuts and Peanut:**

*Tan Tan Corporation*

Address: 32C Noi Hoa Hamlet, Binh An Commune, Di An District, Binh Duong Province  
Tel.: (+84.650) 3781 968; Fax: (+84.650) 3781 928  
Email: [tantan.co@tantan.vn](mailto:tantan.co@tantan.vn); Website: <http://tantan.com.vn>

*Tai Tai Company Limited (TATACO)*

Address: : 109 - 111 Cao Xuan Duc Street, Ward 12, District 8, HCM City  
Tel: (+84.8) 3951 5381; Fax: (+84.8) 3713 5737  
Email: [taitai@tatacopeanuts.com](mailto:taitai@tatacopeanuts.com)  
Website: <http://www.tatacopeanuts.com.vn/index.php?lang=en>

*Thao Nguyen Company Limited*

Address: Thi Vai Hamlet, My Xuan Ward, Tan Thanh District, Ba Ria Vung Tau Province  
Tel: (+84.64) 389 4809; Fax: (+84.64) 389 4809  
Email: [thaonguyen.co.ltd@hcm.fpt.vn](mailto:thaonguyen.co.ltd@hcm.fpt.vn); Website: <http://thaonguyen.com.vn>

*Long An Food Processing Export Joint Stock Company*

Address: 81B National Road 62, Ward 2, Tan An City, Long An Province  
Tel.: (+84.72) 3823 900; Fax: (+84.72) 3826 735  
Email: [lafooco@hcm.vnn.vn](mailto:lafooco@hcm.vnn.vn); Website: <http://www.lafooco.vn>

*Nhat Huy Joint Stock Company*

Address: Hoa Loi, Ben Cat District, Binh Duong Province  
Tel: (+84.650) 356 0928 / 3511250; Fax: (+84.650) 358 8035  
Email: [cashew@nhathuy.com.vn](mailto:cashew@nhathuy.com.vn); Website: <http://www.nhathuy.com.vn>

*Lam Dong Foodstuffs Joint Stock Company*

Address: 4B Bui Thi Xuan Street, Ward 2, Dalat City, Lam Dong Province  
Tel: (+84.63) 3827 003 / 3822 437 / 3822 491; Fax: (+84.63) 3825 291  
Email: [kinhdoanh@ladofoods.vn](mailto:kinhdoanh@ladofoods.vn); Website: <http://www.dalatwine.com>

*Intimex Import Export Joint Stock Company*

Address : 61 Nguyen Van Giai Street, Da Kao Ward, District 1, HCM City

Tel : (+84.8) 3820 1754 / 3820 1998 / 3820 3033; Fax: (+84.8) 3820 1997  
Email : [intimexhcm@intimexhcm.com](mailto:intimexhcm@intimexhcm.com);  
Website: <http://www.intimexhcm.com>

*Ninh Thuan Agricultural Products Export Company (NITAGREX)*  
Address: 158 Bac Ai Street, Phan Rang Thap Cham Town, Ninh Thuan Province  
Tel: (+84.68) 388 8714 / 388 8779 / 388 9518; Fax: (+84.68) 388 8842  
Email: [nitagrex@hcm.vnn.vn](mailto:nitagrex@hcm.vnn.vn); Website: <http://www.nitagrex.com.vn>

*Nam Long Company Limited*  
Address: National Road 51, Song Vinh Hamlet, Tan Thanh District, Ba Ria-Vung Tau Province  
Tel: (+84.64) 389 3633; Fax: (+84.64) 389 5324  
Email: [naloco@namlongcashew.com](mailto:naloco@namlongcashew.com); Website: <http://namlongcashew.com>

*Tan An Foods Processing Export Company Limited (Tanimex-LA)*  
Address: Loi Binh Nhon Industrial Complex, Loi Binh Nhon Ward, Tan An City, Long An Province  
Tel: (+84.72) 382 4937; Fax: (+84.72) 382 4745  
Email: [info@tanimex-la.com.vn](mailto:info@tanimex-la.com.vn); Website: <http://tanimex-la.com.vn>

*Haiviet Limited Company*  
Address: An Binh, Phu Giao District, Binh Duong Province  
Tel (+84.650) 367 3465; Fax (+84.650) 368 8209  
Email: [haiviet@haivietco.com](mailto:haiviet@haivietco.com); Website: <http://www.haivietco.com>

## **Appendix XII - Recommended companies in Cables and Wires**

*SACOM Investment and Development Corporation*  
Address: Bien Hoa I Industrial zone, Dong Nai Province  
Rep. office: 152/11B Dien Bien Phu St., Ward.25, Binh Thanh Dist., Ho Chi Minh City  
Tel: (+84.8) 3512 2930; Fax: (+848) 3512 2919  
Email: [sacom@sacom.com.vn](mailto:sacom@sacom.com.vn); Website: <http://www.sacom.com.vn>

*Vietnam Electric Cable Corporation (Cadivi)*  
Address: 70-72 Nam Ky Khoi Nghia Street, District 1, Ho Chi Minh City  
Tel: (+848) 3829 9443 / 3829 2971; Fax: (+848) 3829 9437  
E-mail: [cadivi@cadivi.com.vn](mailto:cadivi@cadivi.com.vn); Website: <http://www.cadivi-vn.com>

*Thuong Dinh electric wire and cable JSC (CADI-SUN)*

Address: no. 320 Khuong Dinh Road, Ha Dinh Ward, Thanh Xuan, Ha Noi

Tel: (+84.4) 3858 8565; Fax: (+84.4) 3858 8566

Email: [thuongdinh@cadisun.com.vn](mailto:thuongdinh@cadisun.com.vn); Website: <http://www.cadisun.com.vn>

*Dai Long Trading Manufacturing Electric Wire and Cable Company Ltd*

Address: D17/26 Dinh Duc Thien Street, Binh Chanh District, HCM City

Tel: (+84.8) 3760 5134; Fax: (+84.8) 3760 5622

Email: [dailong@saigonnet.vn](mailto:dailong@saigonnet.vn); Website: <http://www.dailongcables.com>

*Nhat Linh Company, Limited (LiOA)*

Address: Vinh Hung, Hoang Mai, Ha Noi

Tel: (+84.4) 3644 0701; Fax: (+84.4) 3644 0700

Email: [liao.co@hn.vnn.vn](mailto:liao.co@hn.vnn.vn); Website: <http://www.liao.com>

*Viet-Han Corporation*

Address: Lot 04, Dien Nam – Dien Ngoc Industrial Zone, Quang Nam Province

Tel: (+84.510) 394 6345; Fax: (+84.510) 394 6333

Email: [trade@vhg.com.vn](mailto:trade@vhg.com.vn); Website: <http://vhg.com.vn>

*Post And Telecommunication Technology Of Optical Fiber And Equipment Jsc (TFP)*

Address: 401B, Building LICOGI 13, 16 Khuat Duy Tien, Thanh Xuan District, Ha Noi

Tel: (+84.4) 3553 6969; Fax: (+84.4) 3553 7989

Email: [info@tfp.com.vn](mailto:info@tfp.com.vn); Website: <http://www.tfp.com.vn>

**Appendix XIII - Recommended companies in Pulp and paper**

*Vietnam Paper Corporation*

Address: 25 Ly Thuong Kiet Street, Hoan Kiem District, Ha Noi

Tel.: (+84.4) 3824 7773; Fax: (+84.4) 3826 0381

Email: [vp.hn@vinapaco.com.vn](mailto:vp.hn@vinapaco.com.vn); Website: <http://www.vinapaco.com.vn>

*Bai Bang Paper Company*

Address: Phong Chau, Phu Ninh District, Phu Tho Province

Tel.: (+84.210) 3827 421; Fax: +84.210) 3829 385

Email: [bapaco@vinapaco.com.vn](mailto:bapaco@vinapaco.com.vn); Website: <http://gbb.vn>

*Song Duong Tissue Paper Company*

Address: 672 Ngo Gia Tu Street, Long Bien District, Ha Noi

Tel: (+84.4) 3827 1440; Fax: (+84.4) 3827 1607  
Email: [sales@tissuesd.com.vn](mailto:sales@tissuesd.com.vn); Website: <http://www.tissuesd.com.vn>

*Hai Tien Paper Joint stock Company*

Address: Sai Dong B Industrial zone, Long Bien District, Ha Noi  
Tel.: (+84.4) 3675 4675; Fax: (+84.4) 3675 4777  
Email: [haitienpaper@gmail.com](mailto:haitienpaper@gmail.com); Website: <http://www.haitien.com.vn>

*Tan Mai Group Joint Stock Company*

Address: Thong Nhat Ward, Bien Hoa City, Dong Nai Province  
Tel.: (+84.61) 3822 257; Fax: (+84.61) 3824 915  
Email: [info@tanmaipaper.com](mailto:info@tanmaipaper.com); Website: <http://www.tanmai.com.vn>

*Saigon Paper Corporation (SGP)*

Address: Tuoi Tre Building (2nd floor), 60A Hoang Van Thu, Ward 9, Phu Nhuan, HCM City  
Tel.: (+84.8) 3847 9977; Fax: (+84.8) 3844 4699  
Email: [contact@saigonpaper.com](mailto:contact@saigonpaper.com); Website: <http://www.saigonpaper.com>

*Vinh Hue Paper Joint Stock Company (Vhimex)*

Address: 66/5 Highway 1K, Linh Xuan Ward, Thu Duc District, HCM City  
Tel.: (+84.8) 3897 4149; Fax: (+84.8) 3724 0530  
Email: [vihimexpaper@vnn.vn](mailto:vihimexpaper@vnn.vn)

**Appendix XIV - Recommended companies in Information & Communication Technology**

*VDC*

Address: The Internet Building, Block IIA, Thang Long International Village, Cau Giay District, Ha Noi  
Tel: (+844) 3793 0530; Fax: (+844) 3793 0501  
Email: [hanoinet@vnn.vn](mailto:hanoinet@vnn.vn); Website: [www.vdc.com.vn](http://www.vdc.com.vn)  
Business: Internet access services, online contents, software

*FPT*

Address: FPT Building, Lot B2, Cau Giay Small Industry and Handicraft Consortium, Cau Giay District, Ha Noi  
Tel: (+844) 3730 1515; Fax: (+844) 3768 9067  
Email: [webmaster@fpt.com.vn](mailto:webmaster@fpt.com.vn); Website: [www.fpt.com.vn](http://www.fpt.com.vn)  
Business: Internet access services, software, online contents, ICT product distribution

*Vietnam Television Technology Investment and Development Company  
(VTC)*

Address: 67B Ham Long, Ha Noi

Tel: (+84.4) 3450 1101; Fax: (+84.4) 3943 9867

Email: [vtcvod@vtc.vn](mailto:vtcvod@vtc.vn); Website: [www.vtc.com.vn](http://www.vtc.com.vn)

Business: TV contents and broadcasting, multimedia services

*CMC*

Address: 29 Han Thuyen Street, Hai Ba Trung District, Ha Noi

Tel: (+844) 3972 1135; Fax: (+844) 3972 1134

Email: [info@cmc.com.vn](mailto:info@cmc.com.vn); Website: [www.cmc.com.vn](http://www.cmc.com.vn)

Business: Manufacture computers, including laptops

*Tinh Van*

Address: 8th Floor, Sports Hotel, Hacinco Village, Thanh Xuan, Ha Noi

Tel: (+844) 3558 9970; Fax: (+844) 3558 9971

Email: [info@tinivan.com](mailto:info@tinivan.com); Website: [www.tinivan.com](http://www.tinivan.com)

*Mitec*

Address: 2nd Floor, 381 Doi Can Building, Ba Dinh District, Ha Noi

Tel: (+844) 2273 4616; Fax: (+844) 2273 4617

Email: [headoffice@mitec.com.vn](mailto:headoffice@mitec.com.vn); Website: [www.mitec.com.vn](http://www.mitec.com.vn)

*HPT*

Address: 60 Nguyen Van Troi Street, Phu Nhuan District, HCM City

Tel: (+848) 3845 8518; Fax: (+848) 3845 8516

Email: [info@hpt.vn](mailto:info@hpt.vn); Website: [www.hptvietnam.com.vn](http://www.hptvietnam.com.vn)

**Appendix XV - Recommended companies in Tourism**

*Vietravel*

Address: 190 Pasteur Street, District 3, Ho Chi Minh City

Tel: (+848) 3822 8898; Fax: (+848) 3829 9142

Email: [info@vietravel-vn.com](mailto:info@vietravel-vn.com); Website: [www.vietravel.com.vn](http://www.vietravel.com.vn)

*Fiditour*

Address: 127-129 Nguyen Hue Street, District 1, Ho Chi Minh City

Tel: (+848) 914 1414; Fax: (+848) 914 1363

Email: [fidi@fiditour.com](mailto:fidi@fiditour.com); Website: [www.fiditour.com](http://www.fiditour.com)

*Ben Thanh Tourist*

Address: 4–6 Ho Huan Nghiep, District 1, Ho Chi Minh City

Tel: (+848) 3823 8962; Fax: (+848) 3829 5060  
Email: [benthanh@benthanhtourist.com](mailto:benthanh@benthanhtourist.com);  
Website: [www.benthanhtourist.com](http://www.benthanhtourist.com)

*Indochina Travel Services*

Hochiminh City office: 28/1/45A Phan đình Giót, Ward 2, Tan Binh District.  
Email : [saigon@itsvietnam.com](mailto:saigon@itsvietnam.com)  
Danang office : 76 Le Loi.  
Tel: (+84 511) 382 8652; Fax: (+84 511) 382 8651  
Email: [danang@itsvietnam.com](mailto:danang@itsvietnam.com)

*Eviva Tour Vietnam*

Address: 83A Tran quoc Toan, Hanoi  
Tel: (+84 4) 3942 6585; Fax: (+84 4) 3822 8008  
Email: [bichvan@evivatour.com.vn](mailto:bichvan@evivatour.com.vn); Website: [www.evivatour.com.vn](http://www.evivatour.com.vn)

**Appendix XVI - Recommended Banks**

*Vietcombank*

Address: 198 Tran Quang Khai Street, Hoan Kiem District, Ha Noi  
Tel: (+844) 3824 9748; Fax: (+844) 3824 1395  
Email: [webmaster@vietcombank.com.vn](mailto:webmaster@vietcombank.com.vn);  
Website: [www.vietcombank.com.vn](http://www.vietcombank.com.vn)

*Vietinbank*

Address: 108 Tran Hung Dao Street, Hoan Kiem District, Ha Noi  
Tel: (+844) 3942 1158; Fax: (+844) 3942 1032  
Website: [www.icb.com.vn](http://www.icb.com.vn)

*BIDV*

Address: Tower A, Vincom Towers, 191 Ba Trieu, Hai Ba Trung, Ha Noi  
Tel: (+844) 2220 0422; Fax: (+844) 2220 0399  
Email: [bidv@hn.vnn.vn](mailto:bidv@hn.vnn.vn); Website: [www.bidv.com.vn](http://www.bidv.com.vn)

*Techcombank*

Address: 70-72 Ba Trieu, Hoan Kiem District, Ha Noi  
Tel: (+844) 3944 6368; Fax: (+844) 3944 6362  
Website: [www.techcombank.com.vn](http://www.techcombank.com.vn)

*ACB*

Address: 442 Nguyen Thi Minh Khai Street, District 3, Ho Chi Minh City  
Tel: (+848) 3929 0999; Fax: (+848) 3839 9885

Email: [acb@acb.com.vn](mailto:acb@acb.com.vn); Website: [www.acb.com.vn](http://www.acb.com.vn)

*EAB*

Address: 130 Phan Dang Luu, Phu Nhuan District, Ho Chi Minh City

Tel: (+848) 3995 1483; Fax: (+848) 3995 1614

Email: [1900545464@dongabank.com.vn](mailto:1900545464@dongabank.com.vn); Website: [www.eab.com.vn](http://www.eab.com.vn)

*VP Bank*

Address: 8 Le Thai To Street, Hoan Kiem District, Ha Noi

Tel: (+844) 3928 8869

Website: [www.vpbank.com.vn](http://www.vpbank.com.vn)

**Appendix XVII – Other sectors**

*SOTRANS Logistics*

Address: 1B Hoang Dieu, Dist. 4, Ho Chi Minh City, Vietnam

Tel: (+848) 3826 7257 Ext.: 116

Fax : (+848) 3826 7260

E-mail : [hung.nv@sotrans.com.vn](mailto:hung.nv@sotrans.com.vn)

Website : [www.sotranslogistics.com](http://www.sotranslogistics.com)

This edition is updated by Le Thi Thu Nguyet, Pham Thanh Hai.

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This book is not a legal text, just for reference of essential information for doing business.