

VIETNAM – BUSINESS & INVESTMENT OPPORTUNITIES



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> ASEAN & VIETNAM 2020

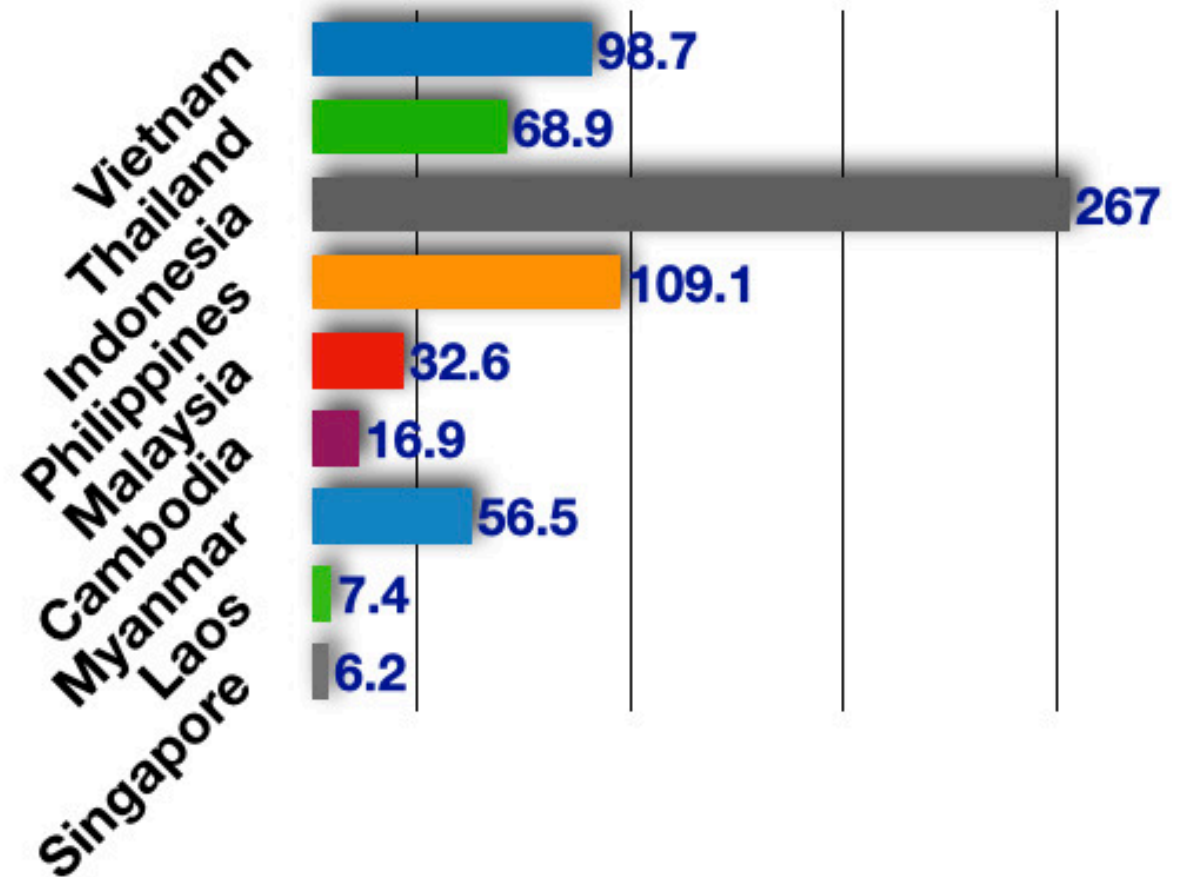
ASEAN Population: 650 million

❑ The 3rd Largest Population in the World, after China and India.

❑ GDP of \$2.8 Trillion

❑ Vietnam has nearly 99 million people with over 50% of the population in the working age.

Population *(in millions, 2020 estimation)*



Source: CIA Factbook; graph: Business-in-Asia.com

WHY

VIETNAM

98.7 million people

145% mobile phone / people

16 FTA signed / concluded
(VEFTA / CPTPP / RCEP)

3rd of ASEAN
of startups ecosystem

National support for
HIGH-TECH



Launching an
enabling government



Movement of
Industry 4.0, Smart City



Huge growing markets

- ✓ ASEAN: 650 million people, 3rd largest economy
- ✓ China +1 Strategy
- ✓ APEC : 5h of flight: 1/2 world

VIETNAM TAX & INCENTIVE

2020 Corporate Income Tax: 20%

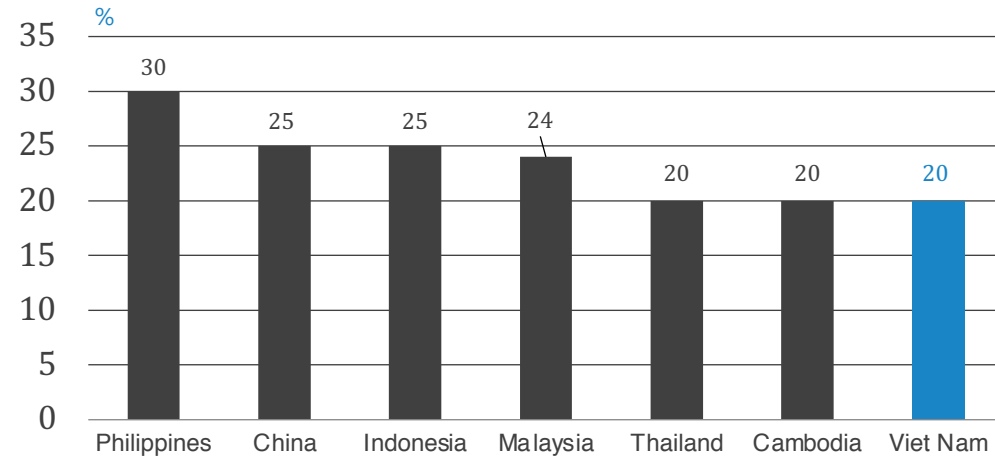
CIT Incentive Levels

- **Standard:** 2 years of tax exemption & 4 years of 50% reduction (tax rate 20%)
- **Preferential:** 4 years of tax exemption & 9 years of 50% reduction (tax rate 10% for first 15 years)

Tax Exemptions for:

- Import duties for exported goods materials;
- VAT on exported goods
- Profit Repatriation Tax

Vietnam CIT 2021 compared to regional countries



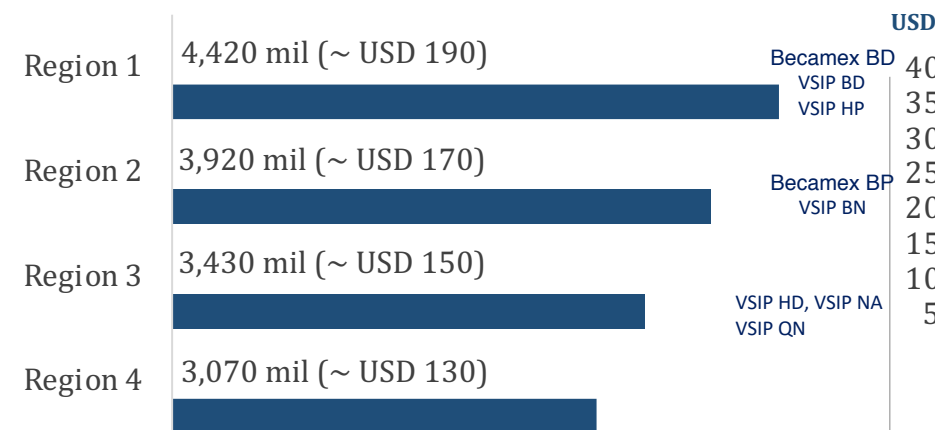
Note: Philippines to reduce 1% each year from 2020 to get it down to 20% in 2030

Preferential CIT Incentives based on:

Sector	High-technology, supporting hi-tech, clean energy...
Location	High-tech zones, special economic areas
Scale	Manufacturing projects that meet capital investment, revenue and headcount requirements

VIETNAM LABOUR COST

Vietnam Minimum Wage 2021



Working hour

Max 48 hours per week (8 hours per day)



Overtime

Max 200 - 300 hours per year



Annual leave

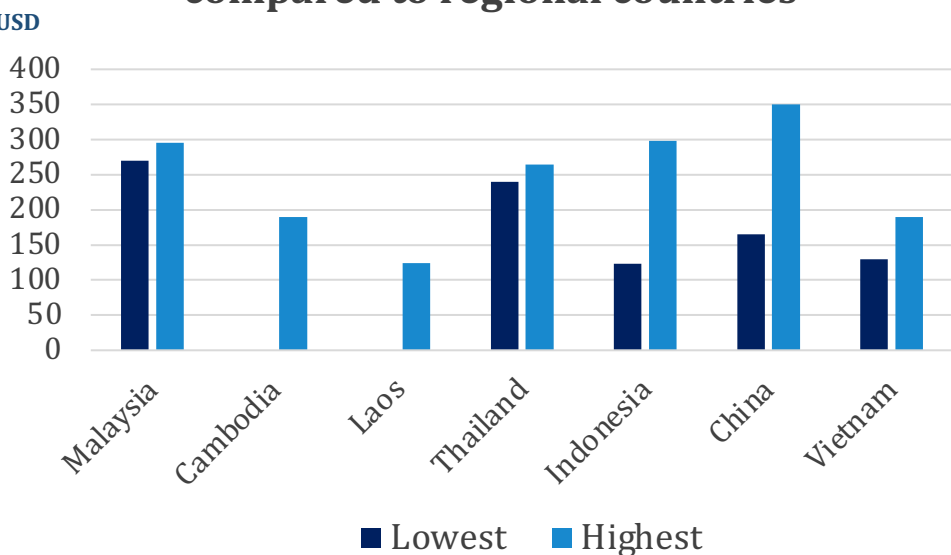
12 days per year; +1 day after every 05 years



Public holiday

10 days per year

Vietnam Minimum Wage 2022 compared to regional countries

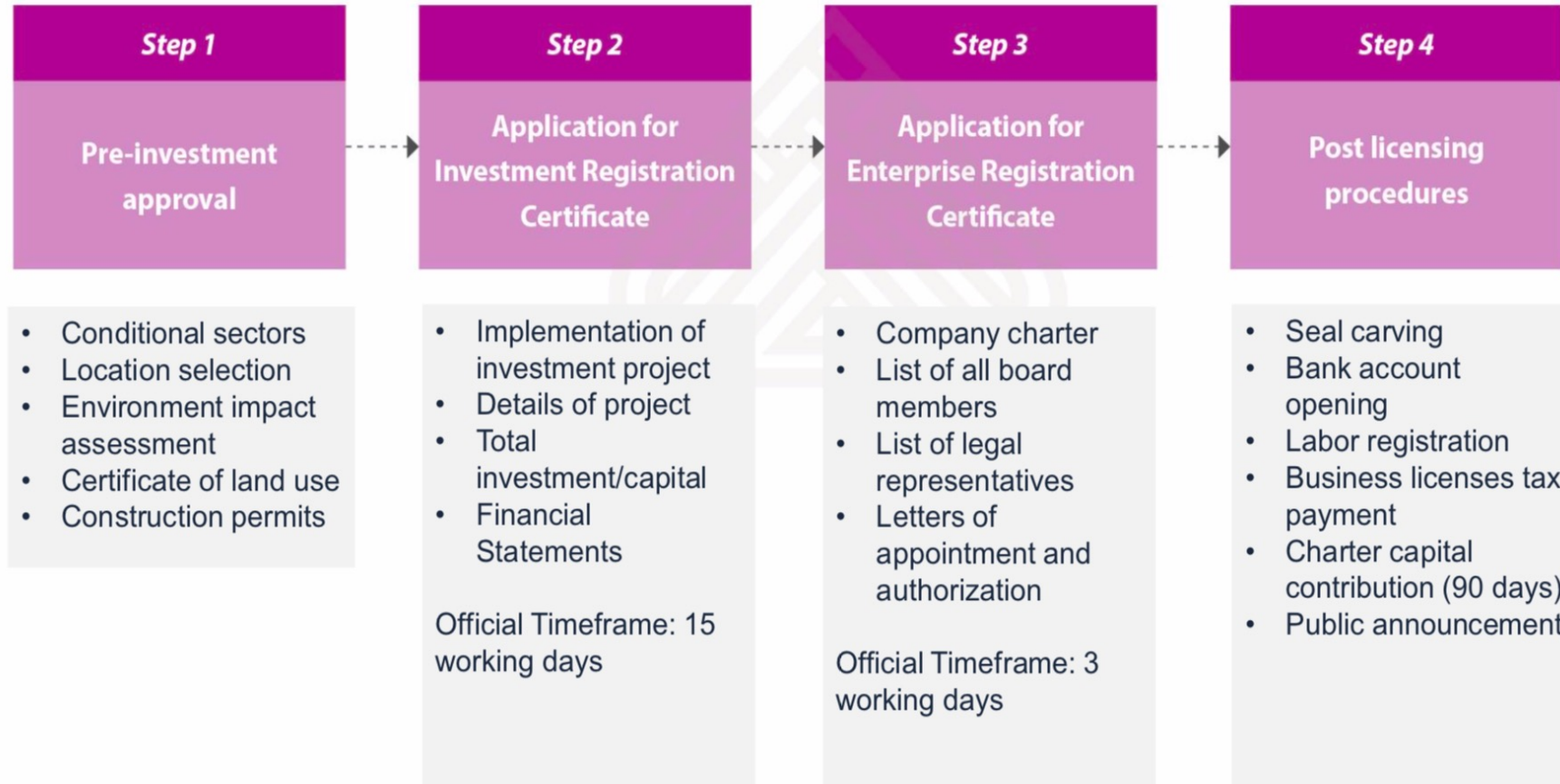


Statutory Insurance (% of Salary)

Payee	Health	Social	Unemploym ent	Total
Employee	1.5%	8%	1%	10.5%
Employer	3%	17%	1%	21%

Trade Union fee: 2% (by employer)

Four Step Set Up Guide for WFOEs (Wholly Foreign Owned Enterprises)



Note: In practice the timing for Steps 2 and 3 often exceed the Official Timeframe

HOW TO SET UP A REPRESENTATIVE OFFICE IN VIETNAM

Application dossier includes:

- ❖ Business license & charter of mother company legalized by Vietnam Embassy/Consulate in USA
- ❖ Documents of mother company authorizing head of representative office in Vietnam
- ❖ Audited financial report/document in the latest fiscal year
- ❖ Passport/identity card/citizen card for chief representative
- ❖ Rental office contract for Vietnam office



WORK PERMIT (WP) & TEMPORARY RESIDENT CARD (TRC)

❖ For Foreigner Investor:

- ❖ 5-year TRC issued by Vietnam Department of Immigration

❖ For Foreigner Worker:

- ❖ 2-year work permit issued by Industrial Zones Authority or Department of Labor
- ❖ 2-year TRC issued by Vietnam Department of Immigration

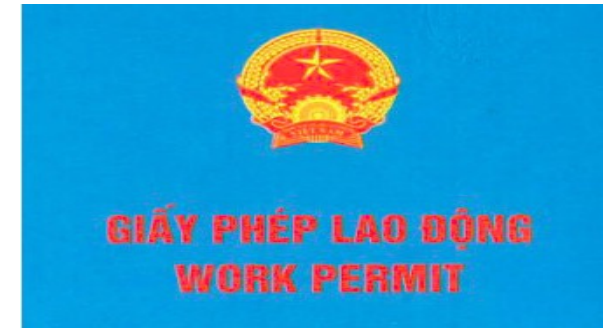


WORK PERMIT (WP) & TEMPORARY RESIDENT CARD (TRC)

(Continued)

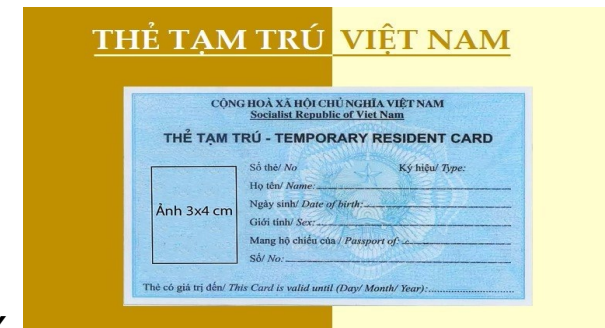
❖ Application for Work Permit (WP):

- Bachelor Degree
- 5-year Work Experience
- Certificate of Police Record (Criminal record)



❖ Application for Temporary Resident Card (TRC)

- ✓ Business License and Seal & Tax Registrations in Vietnam
- ✓ Request for TRC (Form NA6) & Application for TRC (Form NA8)
- ✓ Work Permit (valid more than one year) & 2 Photos (3cm x 4cm)



BINH DUONG

AT A GLANCE



NATURAL AREA
2,695 km²



TOTAL POPULATION
2.4 million

08

UNIVERSITIES



08

COLLEGES

13

VOCATIONAL
SCHOOLS

NATIONAL RANKING



INFRASTRUCTURE



FDI ATTRACTION



WORLD TRADE CENTERS
ASSOCIATION



BINH DUONG
SMART21
COMMUNITY 2019

GROSS DOMESTIC PRODUCT

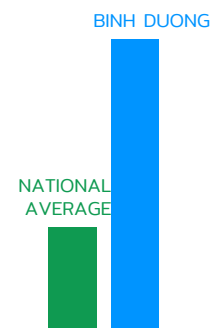
GRDP GROWTH RATE

8.95%

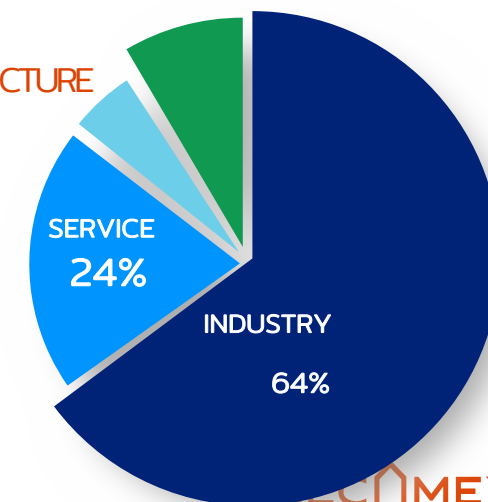
GDP PER CAPITA

2.4

NATIONAL
AVERAGE

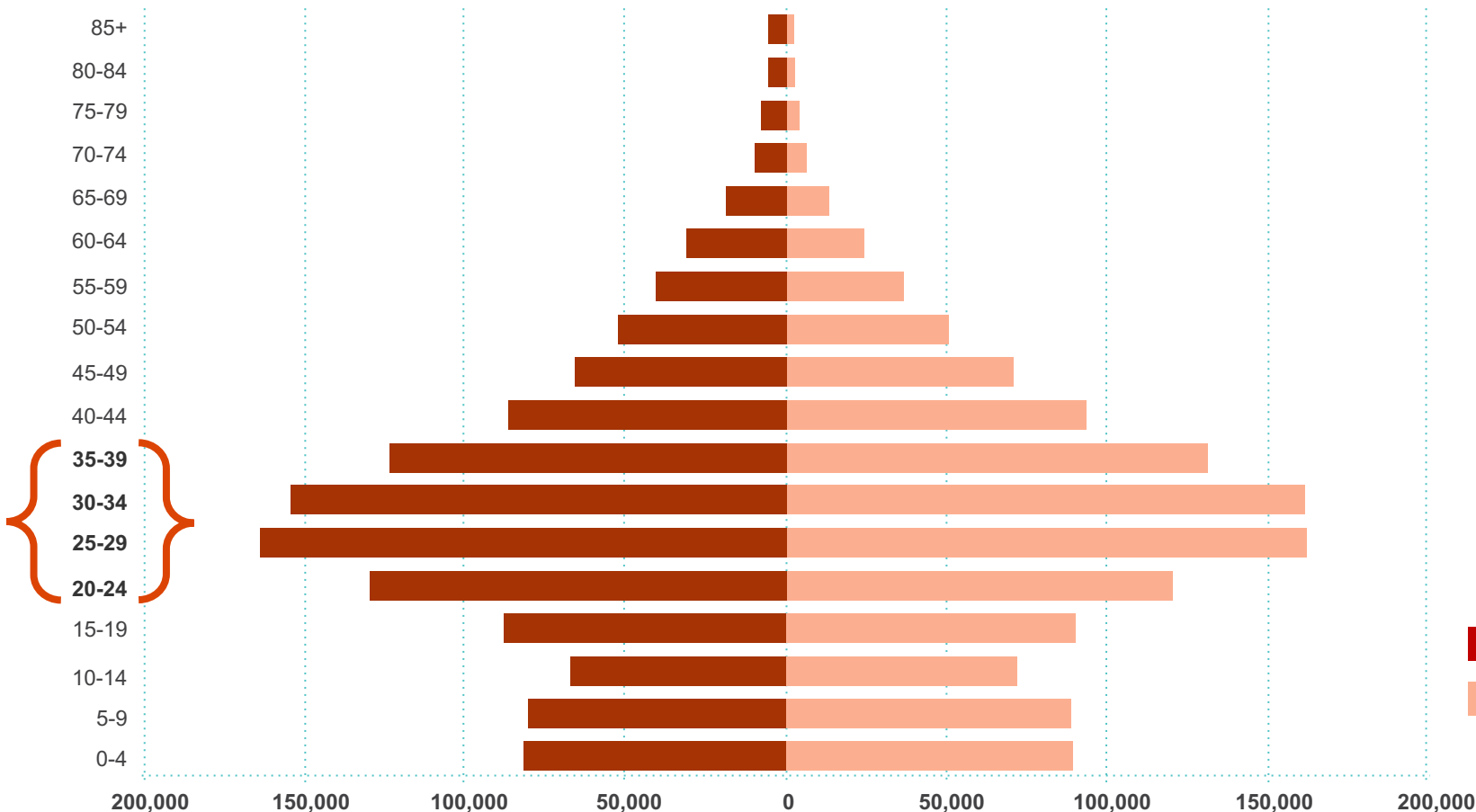


GDP STRUCTURE



> POPULATION

POPULATION PYRAMID IN BINH DUONG BY AGE (UPDATED 12/2020)



- Binh Duong's young population with more than 60% between the age of 15 and 60 is abundant workforce, including local labor from Binh Duong, from other provinces, and also international workforce.
- More and more high-quality workforce is in place.
- The increasing demand of housing, consuming goods, services, schools and healthcare... are from common living standards to high quality and sophisticated level.

Female (people)
Male (people)

BINH DUONG

CẦU THỦ BIÊN

TP. HCMC – Trung Luong Highway

HCMC – Dau Giay Highway

Bien Hoa – Vung Tau Highway

HCMC – TDM Highway

SÂN BAY LONG THÀNH

CẢNG CÁI MÉP






Phước Hòa Dữ liệu bản đồ ©2021 Toàn cầu Điều khoản Gửi phản hồi 5 ki lô mét

-
- Ring Road 2 **1**
- Ring Road 3 **2**
- Ring Road 4 **3**
- Long Highway **4**
- Giay Highway **5**
- Tau Highway **6**
- TDM Highway **7**



TP.HCMC – Trung Luong Highway
 HCMC – Dau Giay Highway
 Bien Hoa – Vung Tau Highway
 HCMC – TDM Highway

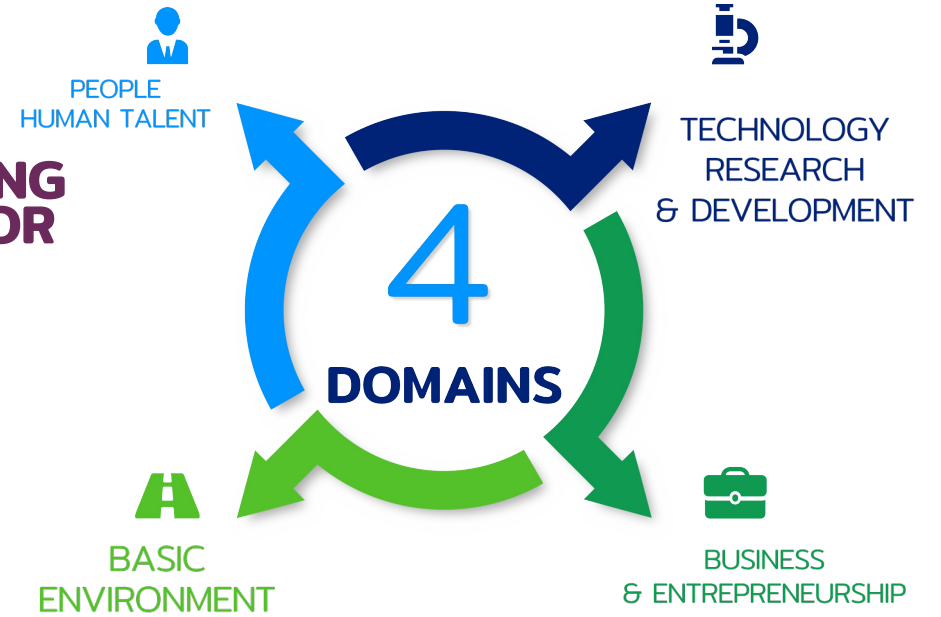
BINH DUONG MANUFACTURING HUB

INDUSTRIAL PARK 	 3  FDI ATTRACTION	EXPORT 	INDUSTRIAL PRODUCTION 
<p>29 INDUSTRIAL ZONES with total area 12,798 ha</p> <p>12 PRODUCTION AREA/ CLUSTER with total area 814.8 ha</p>	<p>RANK</p> <p>TOTAL REGISTER FDI 37 Bil USD</p> <p>4,011 PROJECTS</p> <p>65 COUNTRIES AND TERRITORIES</p>	<p>28.8 Bil USD</p> <p>17.6% GROWTH RATE</p> <p>10% NATIONAL EXPORT VALUE</p>	<p>10.98% INDEX OF INDUSTRIAL PRODUCTION</p> <p>13% NATIONAL INDUSTRIAL PRODUCTION</p>

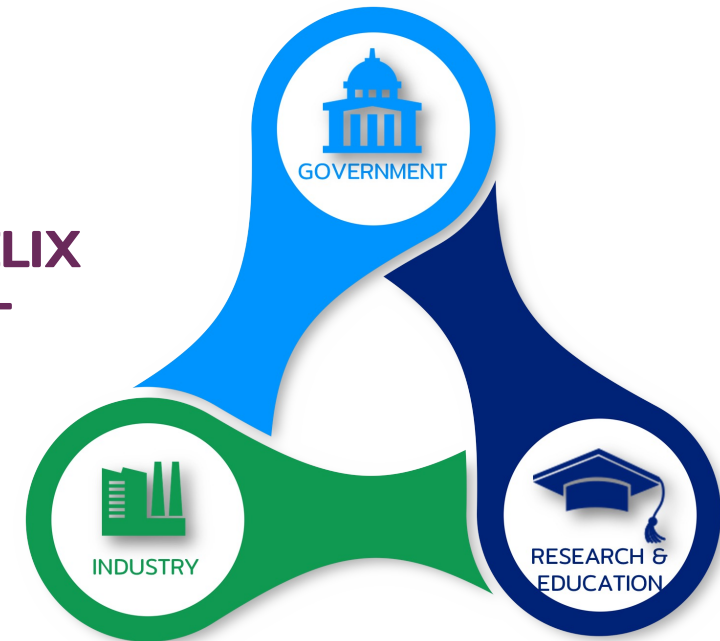
WHY BINH DUONG



BINH DUONG NAVIGATOR



TRIPLE HELIX MODEL



STRATEGIC LOCATION

CENTER OF SOUTHERN KEY ECONOMIC ZONE

THE LARGEST CONSUMER MARKET & SUPPLY CHAIN NETWORK IN THE COUNTRY

EXCELLENT CONNECTIVITY



30KM



40KM



30KM

BINH DUONG DESTINATION

GDP
PER CAPITA

1.5 country average



SKEZ'S NATIONAL
CONTRIBUTION (2019)

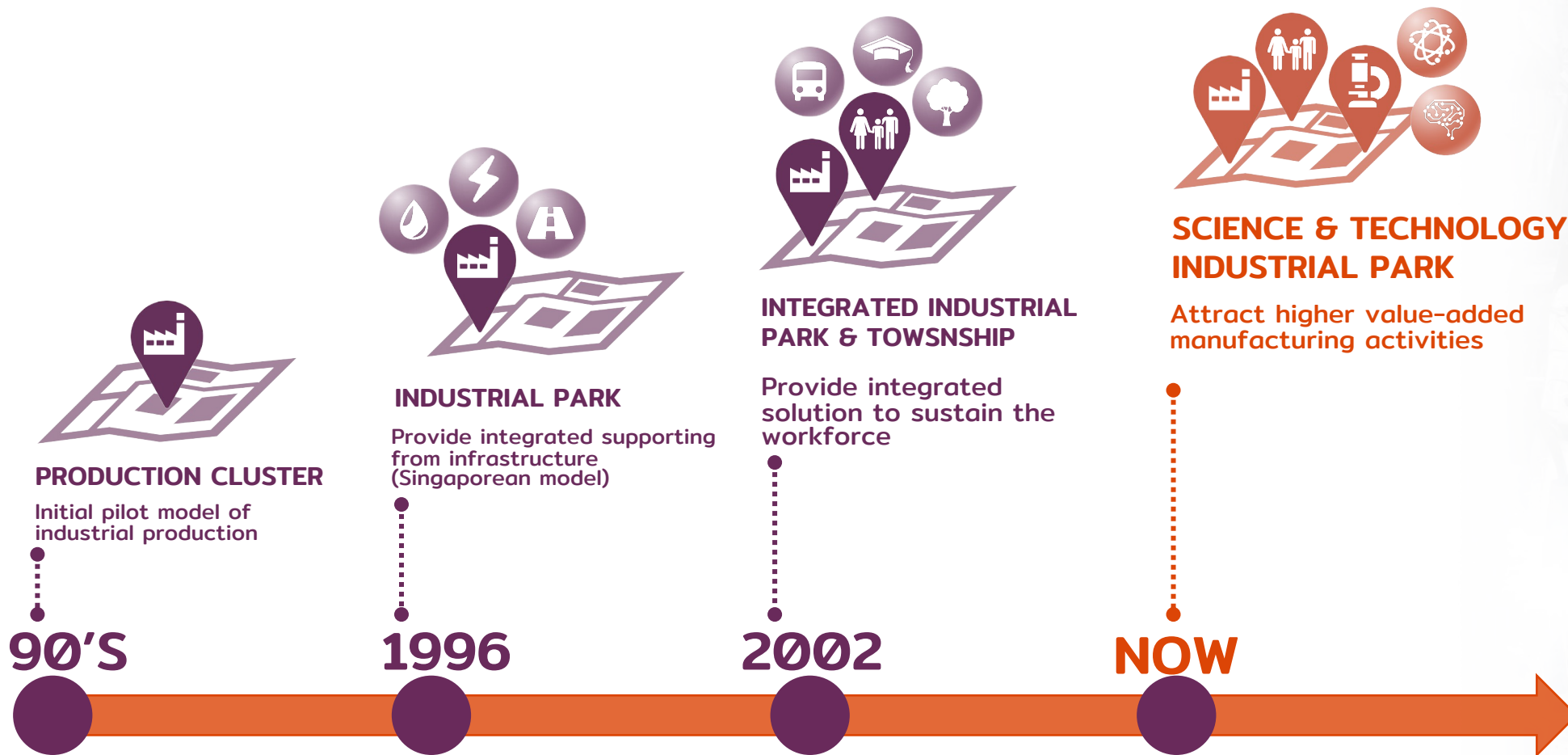
AREA	POPULATION
9.2%	22%

NATIONAL
CONTRIBUTION

50% GDP	60% BUDGET STATE'S
60% INVESTMENT PROJECT	50% FDI INFLOW
40% EXPORT VOLUME	



BINH DUONG'S EVOLVING INDUSTRIALIZATION MODELS



BECA MEX IDC CORP.

> No 1 Industrial Real Estate Company



TOP 10 CÔNG TY BẤT ĐỘNG SẢN CÔNG NGHIỆP UY TÍN NĂM 2021
TOP 10 MOST REPUTABLE INDUSTRIAL REAL ESTATE COMPANIES 2021

BECA MEX TỔNG CÔNG TY ĐẦU TƯ VÀ PHÁT TRIỂN CÔNG NGHIỆP - CTCP



SIP CÔNG TY LD TNHH KCN VIỆT NAM - SINGAPORE



TỔNG CÔNG TY CP PHÁT TRIỂN KHU CÔNG NGHIỆP



TỔNG CÔNG TY VIGLACERA — CTCP



CÔNG TY CỔ PHẦN ĐẦU TƯ SÀI GÒN VRG



TỔNG CÔNG TY PHÁT TRIỂN ĐÔ THỊ KINH BẮC - CTCP



TỔNG CÔNG TY IDICO — CTCP



CÔNG TY CỔ PHẦN PHÁT TRIỂN ĐÔ THỊ CÔNG NGHIỆP SỐ 2



CÔNG TY CP KHU CÔNG NGHIỆP TÂN BÌNH



CÔNG TY CỔ PHẦN KHU CÔNG NGHIỆP NAM TÂN UYÊN



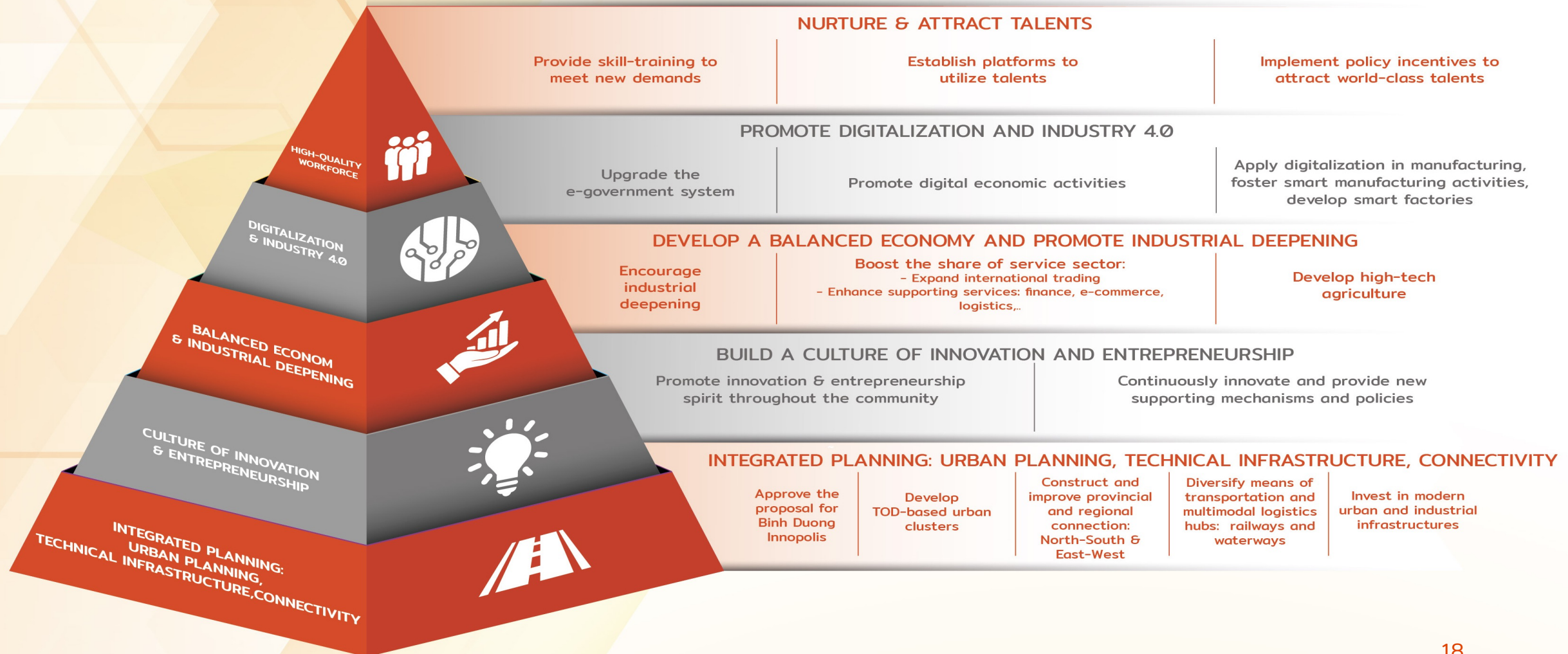
● Đánh giá tài chính ● Đánh giá cộng đồng ● Đánh giá qua khảo sát

BECA MEX








17

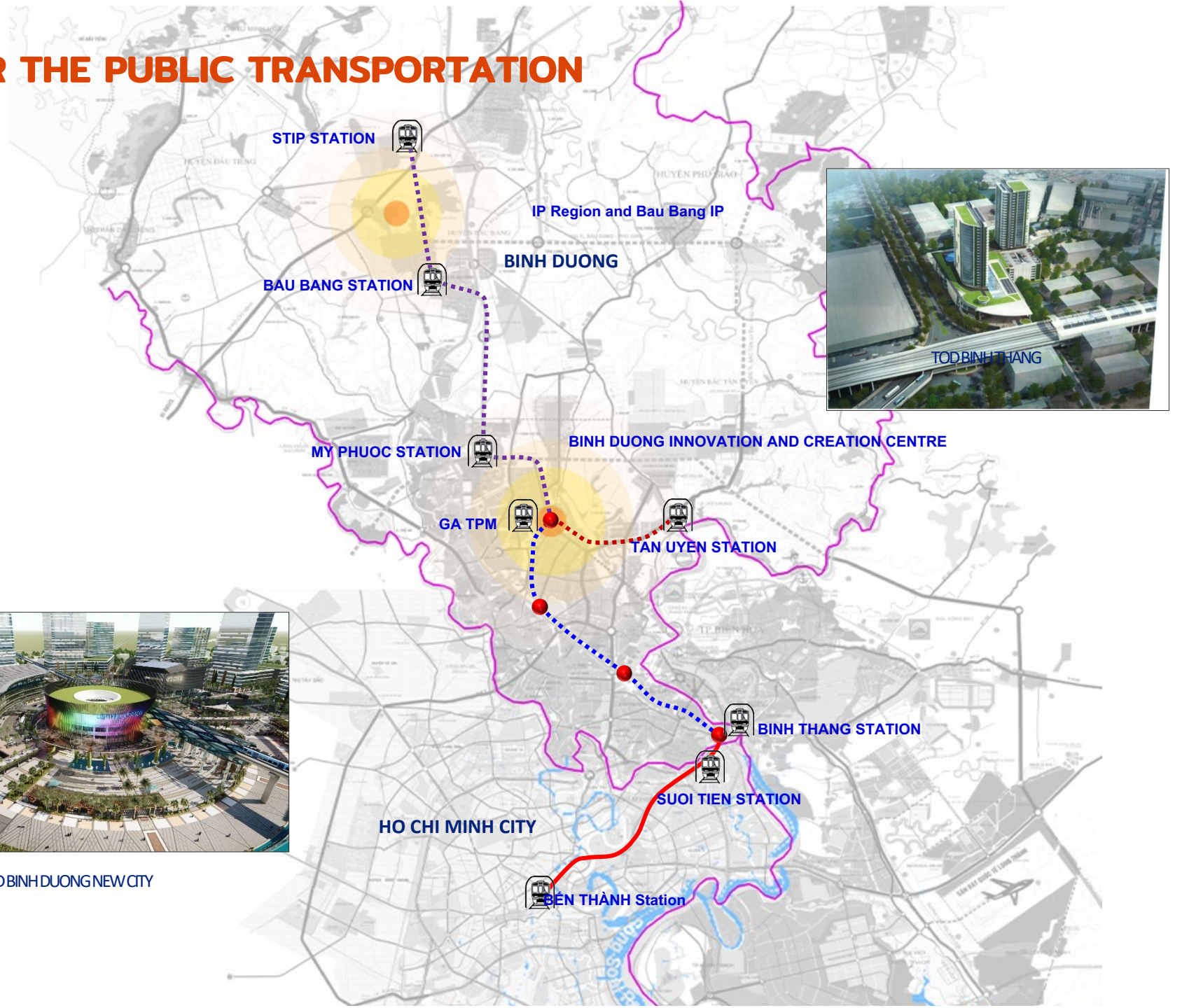
OVERALL DEVELOPMENT BASED ON A 5-LAYER MODEL

A 5-LAYER MODEL OF BINH DUONG INNOPOLIS



URBAN PLANNING FOR THE PUBLIC TRANSPORTATION

-  METRO LINE BEN THANH—SUOI TIEN
-  MOTRO LINE BINH DUONG NEW CITY—SUOI TIEN
-  METRO LINE SUOI TIEN—BIEN HOA
-  METRO LINE BINH DUONG NEW CITY—BAU BANG-STIP
-  METRO LINE BINH DUONG—TAN UYEN
-  METRO STATION
-  TOD POINT



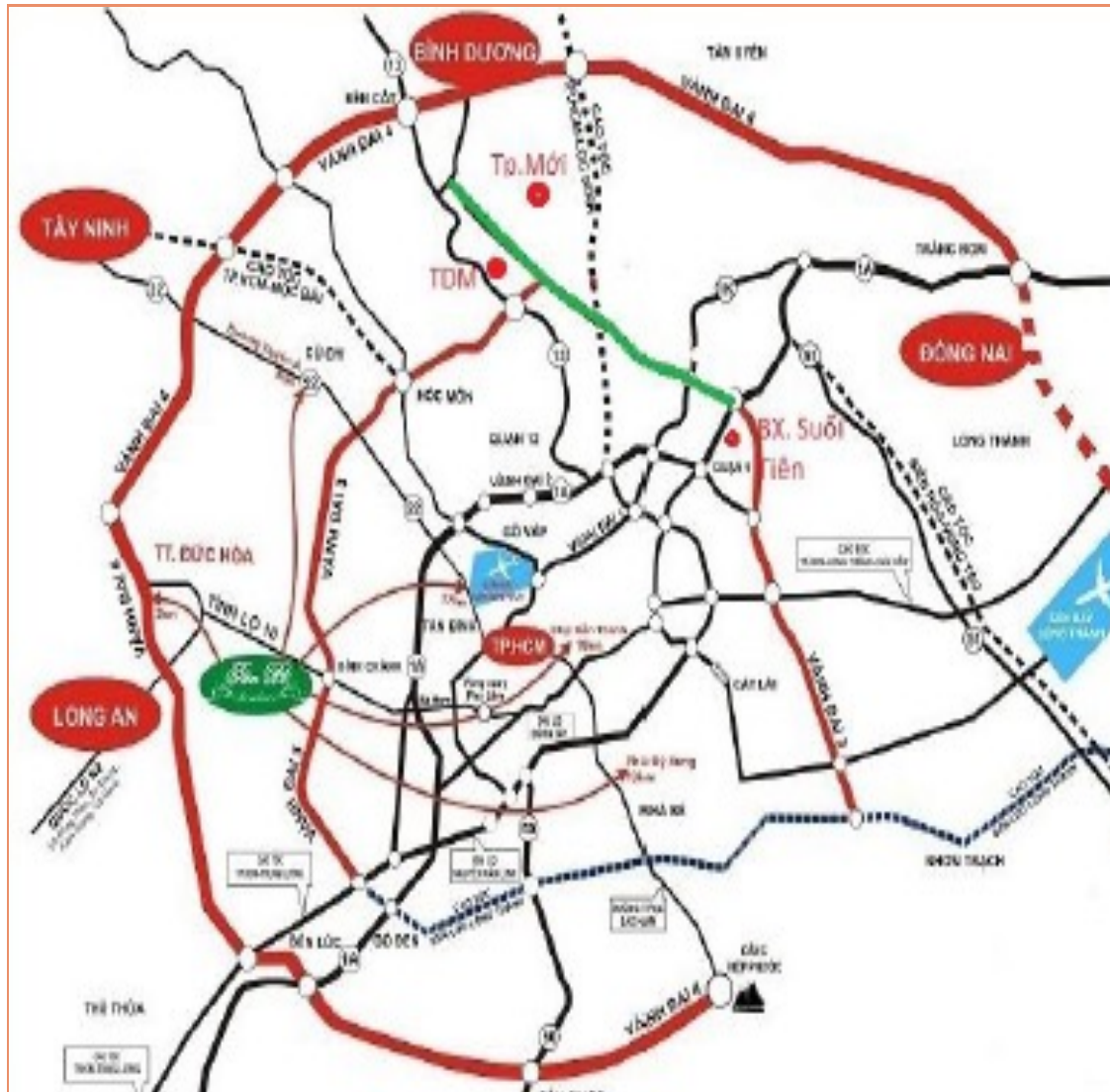
TOD TAN DONG HIEP



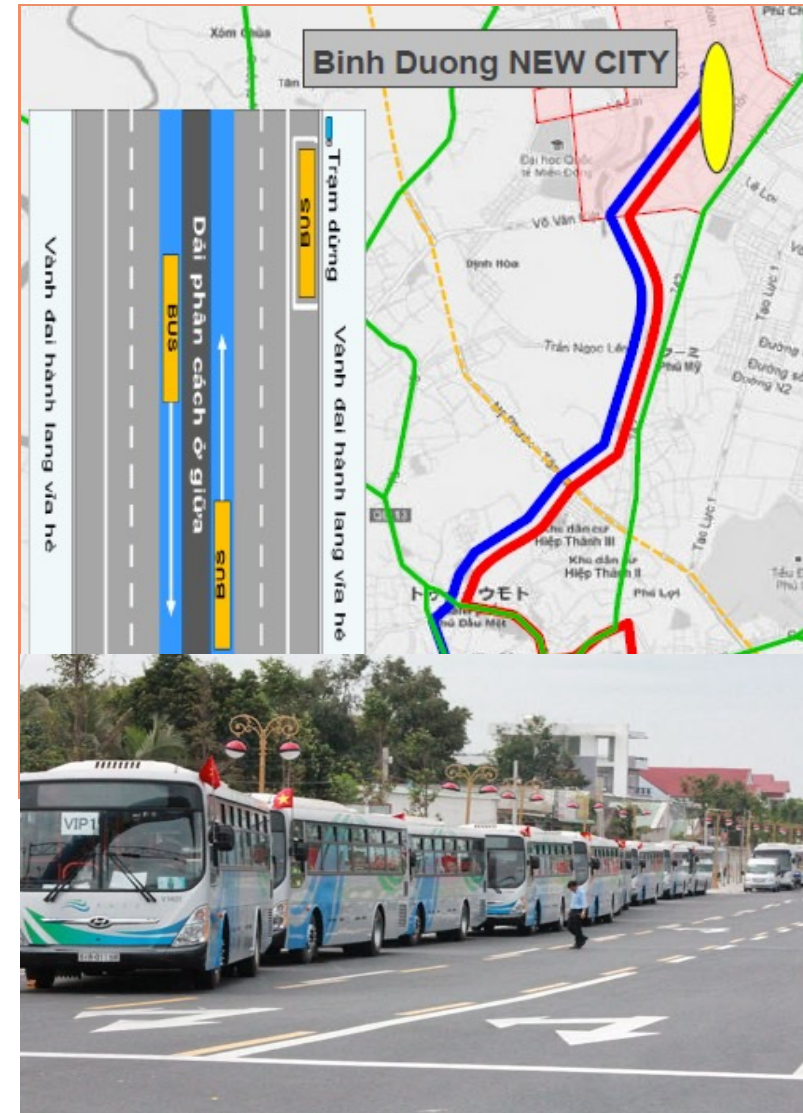
TOD BINH DUONG NEW CITY

> URBAN PLANNING FOR THE PUBLIC TRANSPORTATION

NEW CITY BUS- BRT



<Hệ thống giao thông nội thị>



<Tuyến xe buýt>

URBAN PLANNING FOR THE PUBLIC TRANSPORTATION

TRANSPORTATION CONNECTS REGIONS AND NEW TRANSPORTATION MODEL



ĐƯỜNG SẮT

(CHỢN THÀNH – BÀU BÀNG – DĨ AN – BIÊN HÒA – VŨNG TÀU)



ĐƯỜNG MỸ PHƯỚC – TÂN VẠN – BÀU BÀNG



ĐƯỜNG SẮT BẮC NAM



QUỐC LỘ 13



ĐƯỜNG HỒ CHÍ MINH



ĐƯỜNG BẮC TÂN UYÊN – PHÚ GIÁO – BÀU BÀNG – ĐỒNG PHÚ



ĐƯỜNG VÀNH ĐAI 4



SÂN BAY TÂN SƠN NHẤT
(CÁCH TRUNG TÂM BÌNH DƯƠNG 30 KM)



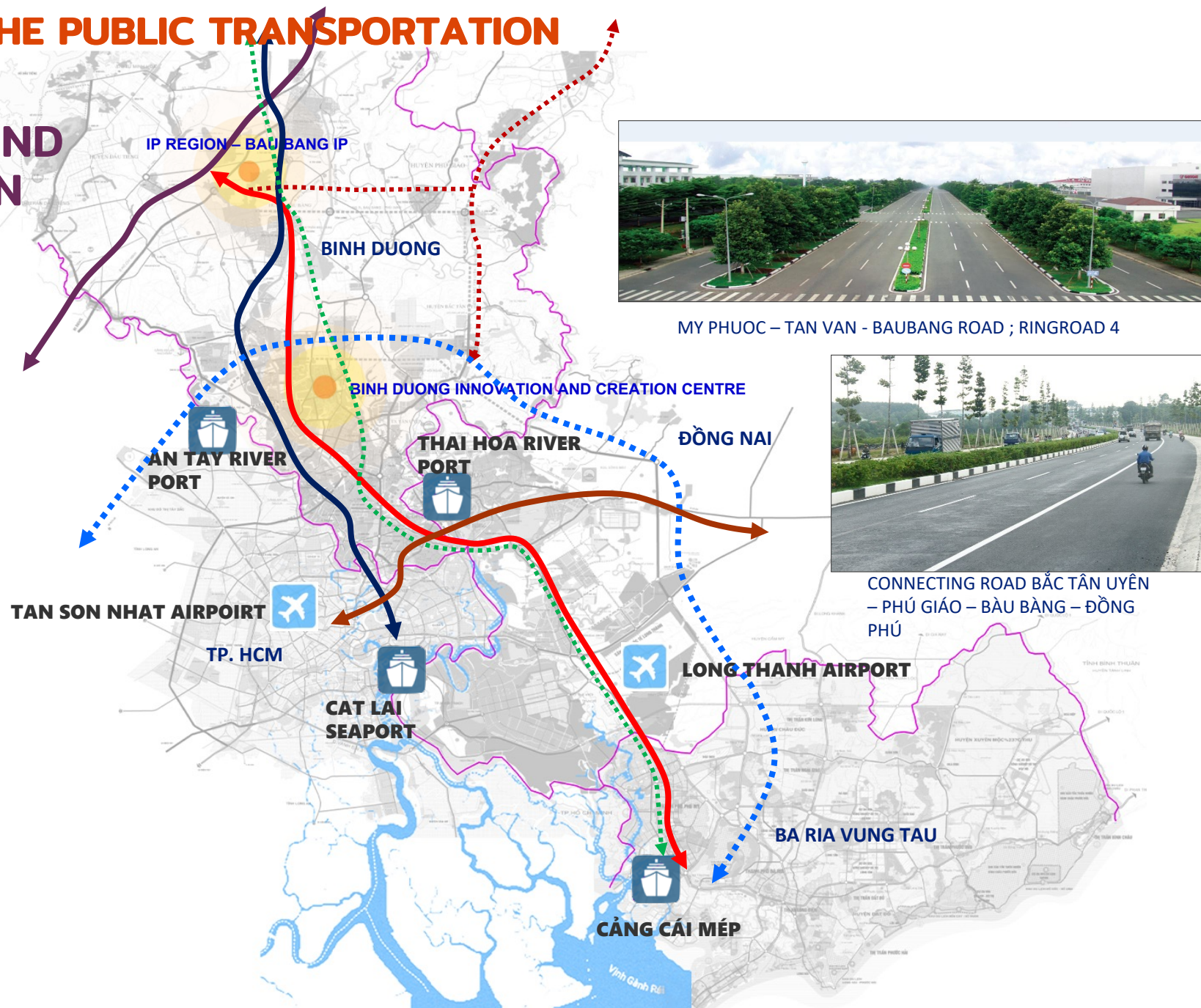
SÂN BAY LONG THÀNH
(CÁCH TRUNG TÂM BÌNH DƯƠNG 40 KM)



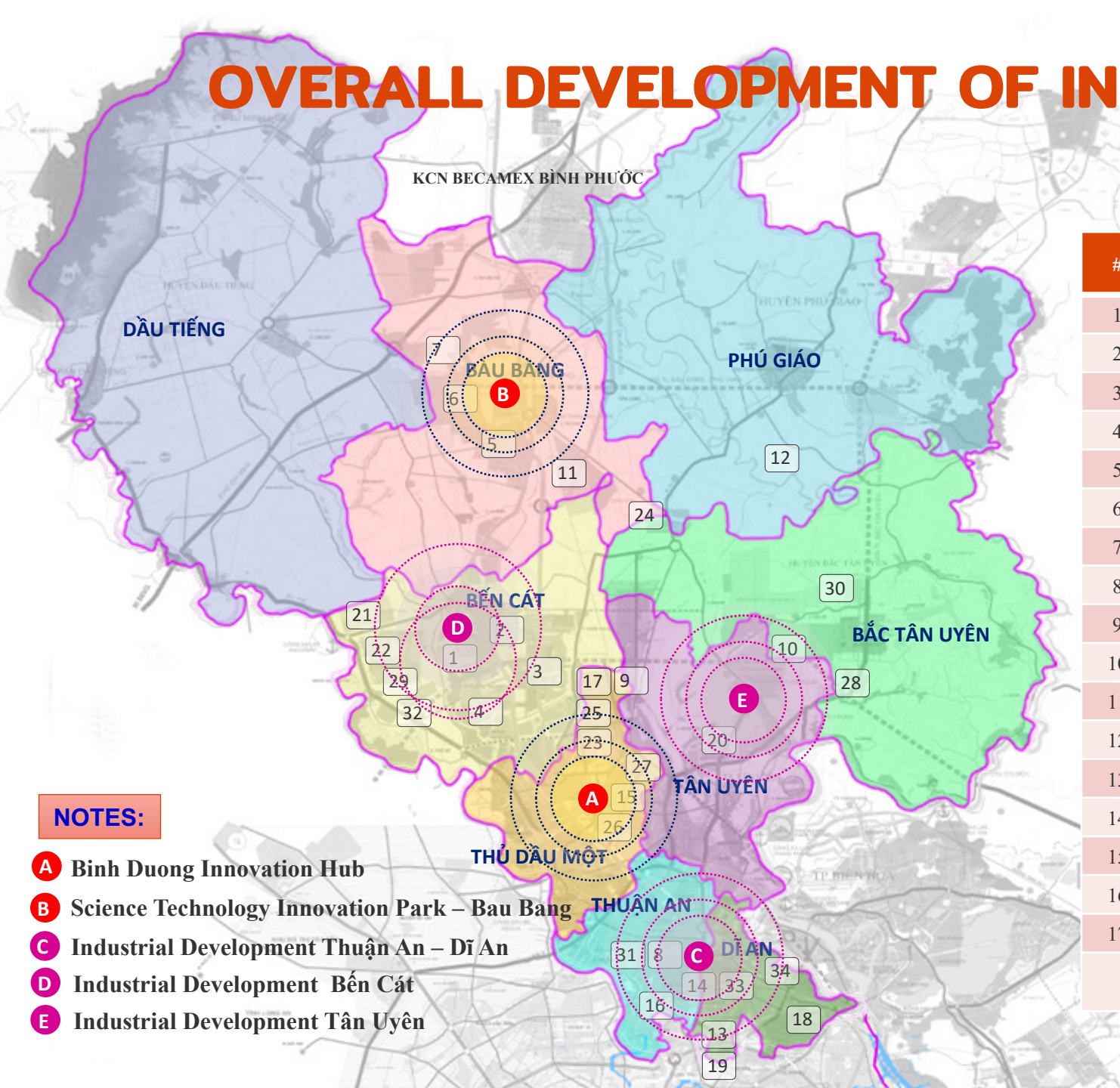
CẢNG CÁT LÁI
(CÁCH TRUNG TÂM BÌNH DƯƠNG 35 KM)



CẢNG CÁI MÉP – THỊ VÀI
(CÁCH TRUNG TÂM BÌNH DƯƠNG 90 KM)



OVERALL DEVELOPMENT OF INNOVATION REGION



LIST OF INDUSTRIAL PARKS IN BINH DUONG PROVINCE

#	INDUSTRIAL PARK	AREAS (ha)	#	INDUSTRIAL PARK	AREAS (ha)
1	MỸ PHƯỚC 1	377	18	BÌNH AN	26
2	MỸ PHƯỚC 2	477	19	BÌNH ĐƯỜNG	17
3	MỸ PHƯỚC 3	978	20	NAM TÂN UYÊN	966
4	THỜI HÒA	202	21	RẠCH BẮP	639
5	BÀU BÀNG	998	22	AN TÂY	495
6	BÀU BÀNG MR	1.000	23	MAPLETREE	75
7	CÂY TRƯỜNG	700	24	TÂN BÌNH	353
8	VSIP 1	473	25	PHÚ TÂN	107
9	VSIP 2	1.338	26	ĐẠI ĐĂNG	219
10	VSIP 3	1.000	27	KIM HUY	172
11	LAI HÙNG	600	28	ĐẤT CUỐC	553
12	VĨNH LẬP	500	29	BD RIVERSIDE	600
13	SÓNG THẦN 1	178	30	TÂN LẬP 1	200
14	SÓNG THẦN 2	279	31	VIỆT HƯƠNG	36
15	SÓNG THẦN 3	427	32	VIỆT HƯƠNG 2	262
16	ĐỒNG AN	138	33	TÂN ĐỒNG HIỆP A	50
17	ĐỒNG AN 2	205	34	TÂN ĐỒNG HIỆP B	150
TOTAL			34		14.790

> BECAMEX INNOVATION ECOSYSTEM

Key drivers of Innovation

Universities



Entrepreneurship
Support

**BECAMEX
BUSINESS
INCUBATOR**



Urban Amenities



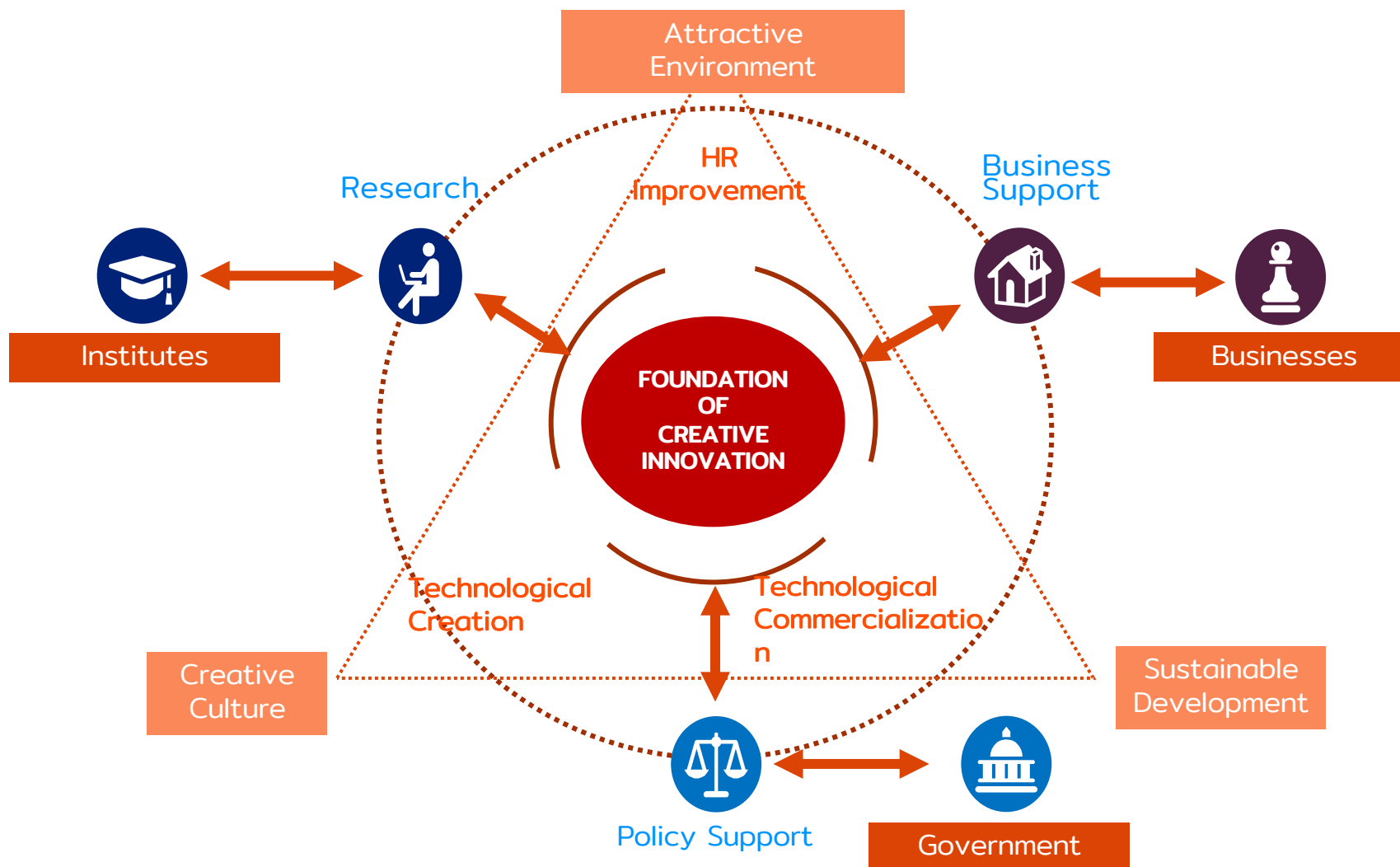
➤ 2. CREATIVE AND INNOVATIVE CULTURE

BUSINESS INCUBATOR AND FAB LAB



2. CREATIVE AND INNOVATIVE CULTURE

BINH DUONG INNOVATION AND SMART REGION



Develop regional innovation ecosystems by promoting relationships between actors in adjacent geospatial space

> 3. BALANCED ECONOMIC DEVELOPMENT

GLOBAL INVESTMENT AND TRADING SERVICES

BUSINESS MATCHING

Business matching programs connect clients in the industrial zones/members of WTCs worldwide

CONSULTING SERVICES

Market Entry Strategies
Offline/Virtual Event Management
WTC Acceleration Program

MEMBERSHIP SYSTEM

Members of WTC BDNC connect with WTCs worldwide & services of WTC BDNC



WTC COMPLEX

Office renting
Venue Management
World Trade Mart Areas
WTC Fast Connect

TRAINING/EDUCATION

Trade trends, global information, market strategy training, exhibition vocational training
World Trade Future Leader Program

TRADE INFORMATION

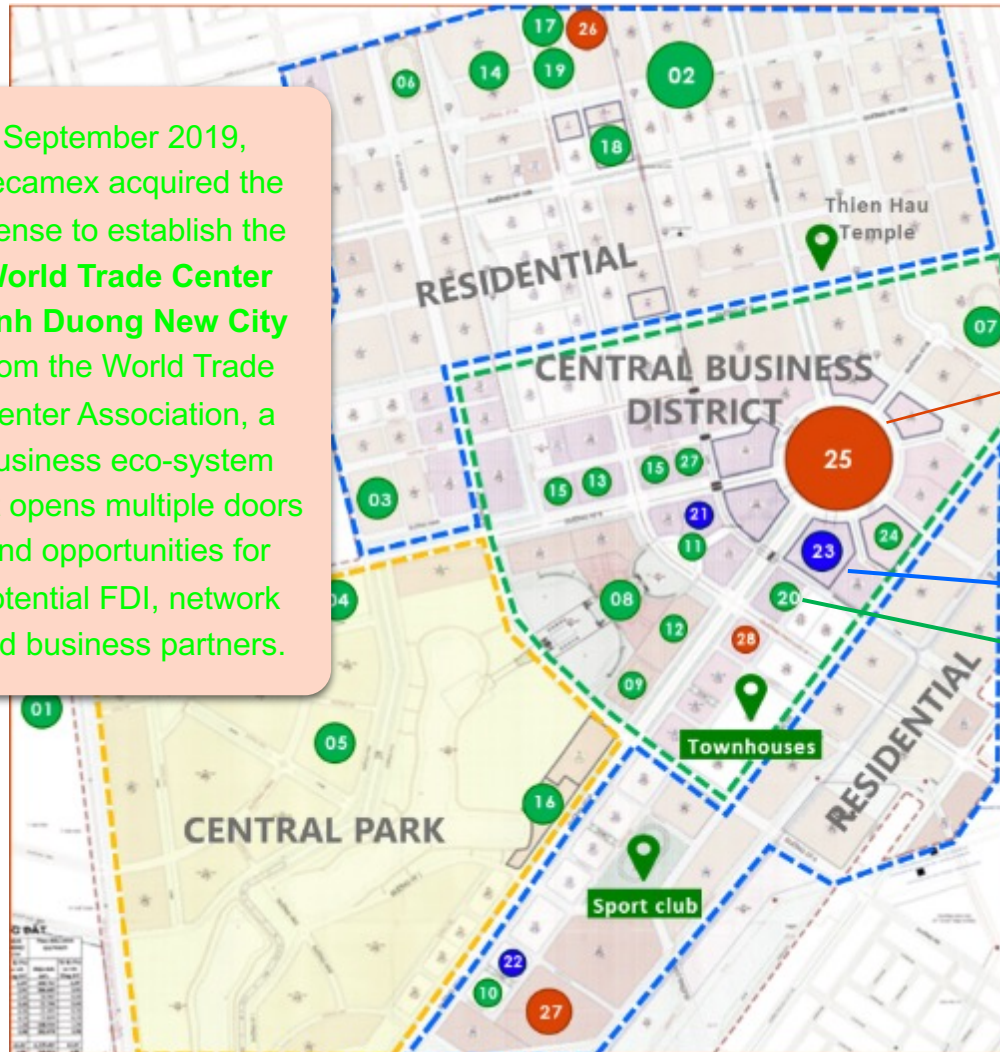
Update information/global trade trends, partners updates

BECAMEX



WORLD TRADE CENTER® BINH DUONG NEW CITY

September 2019, Becamex acquired the license to establish the **World Trade Center Binh Duong New City** from the World Trade Center Association, a business eco-system that opens multiple doors and opportunities for potential FDI, network and business partners.



WTC GATEWAY



WTC EXPO

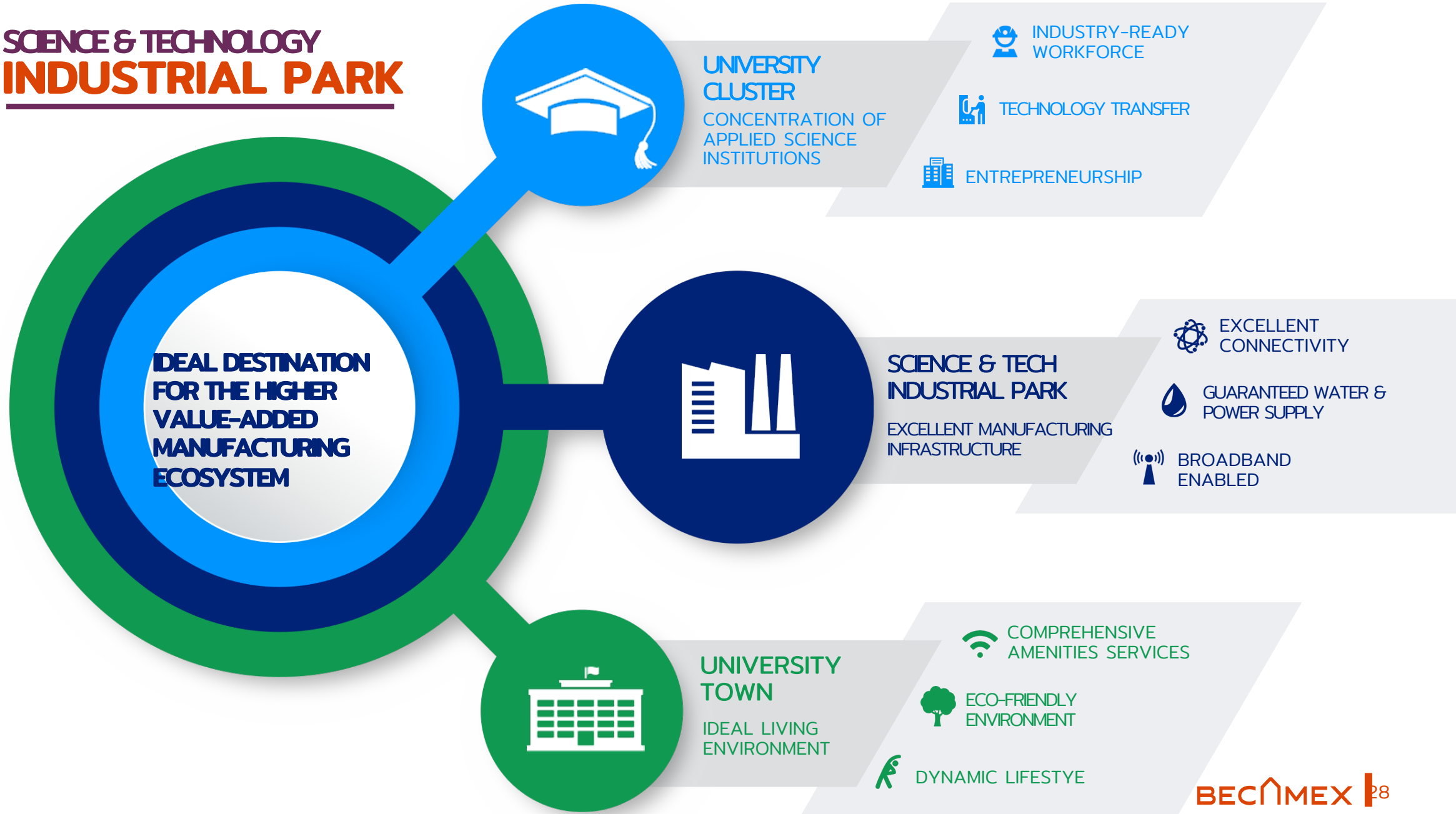


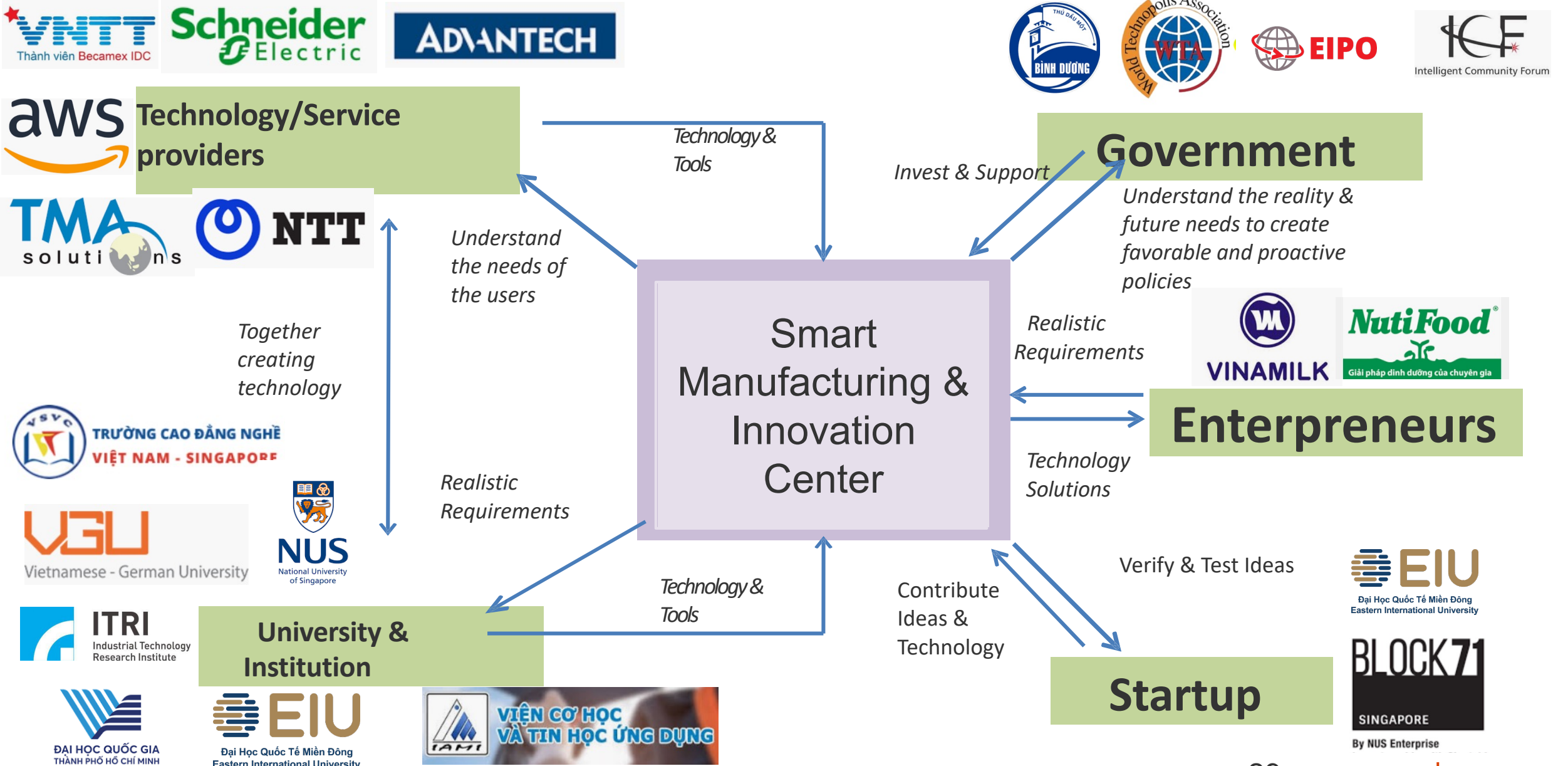
WTC TOWER



3. BALANCED ECONOMIC DEVELOPMENT

> SCIENCE & TECHNOLOGY INDUSTRIAL PARK





5. HUMAN RESOURCES BUILDING FUTURE-READY WORKFORCE UNIVERSITIES & BUSINESS INCUBATOR



2 FOSTER INTERNATIONAL COLLABORATION

- ADOPT INNOVATIVE TEACHING METHOD & INTERNATIONAL ACCREDITATION
- COLLABORATION WITH OVER 50 ENTERPRISES AND CORPORATIONS



BUILDING INNOVATIVE ECO-SYSTEM

- RESEARCH COLLABORATION (R&D AND TECHNOLOGY TRANSFER) •
- HIGH-QUALITY HUMAN RESOURCES FOR THE REGION •



BUILDING STRONG LINKAGES BETWEEN HIGHER EDUCATIONS & INDUSTRIES 3

- 96% OF STUDENTS GET JOBS BEFORE GRADUATING •
- 100% STUDENTS GRADUATE WITH IELTS 6.0 OR ABOVE •

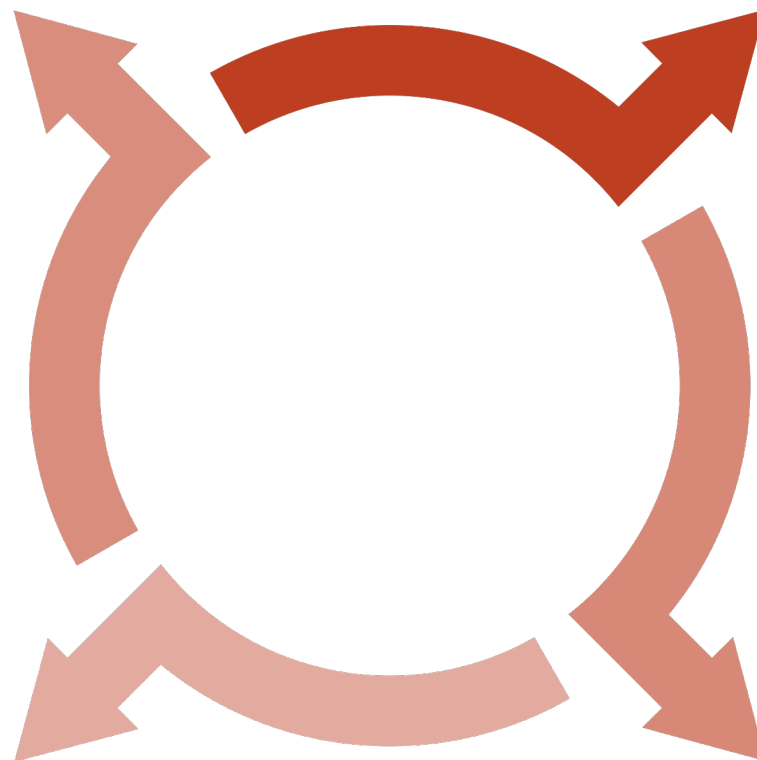
> STRATEGIC PARTNERSHIP



INDUSTRIAL
INFRASTRUCTURE

WARBURG PINCUS

LOGISTICS INFRASTRUCTURE



TOWNSHIP
DEVELOPMENT



TELECOMMUNICATION INFRASTRUCTURE



BECAMEX

THANK YOU



BILL DAO

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