



EMBASSY OF THE S.R. OF VIETNAM
IN THE REPUBLIC OF SINGAPORE



VIET NAM MARKET INSIGHTS SEMINAR BUSINESS OPPORTUNITIES AND PROJECTS IN CENTRAL VIETNAM

Event overview:

VIET NAM with its economic reforms, pro-business policies, integration into the world and region markets, has created huge opportunities for Singapore businesses. As at June 2017, Singapore maintained its status as the third-largest foreign investor in Vietnam—after South Korea and Japan—with registered cumulative investments of US\$41.2 billion in 1,879 projects. Singapore is also the top investor among all the ASEAN member states, accounting for about 65 per cent of ASEAN's total foreign direct investment into Vietnam. Overall, Singapore was Vietnam's 9th largest trading partner in 2016, while Vietnam ranked as Singapore's 12th largest. Last year, bilateral trade stood at S\$19.8 billion.

This seminar is a must attend for anyone considering investing into Vietnam, especially in the North Central Coast, the region is composed of six provinces: Thanh Hoa, Nghe An, Ha Tinh, Quang Binh, Quang Tri and Thua Thien Hue. Given a natural land of 51,555.6km², it is a home for over 10.5 million people. This region plays as a bridging zone for Northern and Southern economic areas in Vietnam. It borders Laos PDR to the West and East Sea to the East.

Thanh Hoa has natural area of 1,111,600 ha, among them agro-forestry and aqua production land covers 846,908 ha. Thanks to the moon soon climate, Thanh Hoa province is divided into several different sub-regions, favorable for development of various kinds of crops and livestock.

Quang Tri has strategic location on the East – West Economic Corridor (EWEC) linking markets among Vietnam, Laos, Thailand, and Myanmar. The infrastructure of transport, electricity, water supply, telecommunications in the industrial parks is growing fast and more completely, creating favourable conditions to attract domestic and foreign investors in manufacturing sector, especially in the recently –established Dong Nam Economic Zone.

Thua Thien Hue has a coastal length of 128km and a lagoon area of 22,000 hectares, which is the largest in South-East Asia. It still retains the old capital city of Hue with many tangible and intangible heritages belonging to the last Vietnam's mornachy (Nguyen Dynasty). It is home to Lang Co, which has been recognised as one of the Most Beautiful Bays of the World (<http://world-bays.com/lang-co-hue-bay/>). The natural beauty and heritage treasure of Thua Thien Hue creates opportunities for toursim and hospitality projects.

Tentative agenda of seminar

- 14.00: Welcome address by Ambassador Nguyen Tien Minh
 - 14.10: Opening Speech by IE Singapore (Mr. Ivan Tan - Group Director of Southeast Asia and Oceania)
 - 14.20: Financial support to foreign investors to Viet Nam (Mr To Hai Anh - Deputy Managing Director - FDI Group-Vietcombank)
 - 14.35: Legal and Tax Considerations for Businesses in Vietnam (Mr Giles T. Cooper, Duane Morris Vietnam LLC)
 - 14.50: Opportunities in the agricultural sector in Thanh Hoa province (Mrs. Tran Thu Hang- Director- Thanh Hoa ITTPA)
 - 15.15: Opportunities in the manufacturing sector in Quang Tri province (Mr. Nguyen Duc Tan- Chief of External Relations and Cooperation - Quang Tri People's Committee Office)
 - 15.40: Opportunities in the real estate, hospitality and tourism sector in Thua Thien - Hue province (Mr. Nguyen Van Phuc- Deputy Director of Thua Thien Hue Department of Tourism)
 - 16.00: Overall opportunities in Vietnam (Mr. Sanjay Singh- Senior Vice President- Frost & Sullivan)
 - 16.15: Q&A
 - 16.45: Business matching
 - 17.30: End of the Seminar
- (The agenda is subjected to change/ further improvements)*

Date: **Wednesday, 16 August 2017**

Time: **2:00 pm – 5:30 pm** (Registration at 1.30pm)

Venue: **Hilton Hotel Singapore**
581 Orchard Road
Singapore 238883

Attire: **Office wear** (shirt & tie for gentlemen).
Participants improperly attired will be denied entry for the event

The admission is free and by invitation only.

Confirmation will be on the first come first serve basis!

Partner:



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REGISTRATION SLIP

Company:

Company RGB No.:

Address: Postal code:

Website:

Name: Dr / Mr / Ms / Mdm:

Designation:

Tel/HP: Email:

Invited by:

Nature of business/ Company profile:

Area of interest in Viet Nam:

Expectations from attending this seminar:

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To register for the event, please RSVP by 05th August 2017 by email to:

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THANH HOA PROVINCE

Thanh Hoa province is located in the North Central part of Vietnam, about 150km South of Hanoi. It borders Son La, Hoa Binh and Ninh Binh province to the North; Nghe An province to the South; Houaphanh province, Laos PDR to the West and Gulf of Tonkin to the East. The capital city is Thanh Hoa city.

It has an area of 11,111.4 km² and a population of over 3.5 million people, ranking the 3rd in Vietnam, after Hanoi Capital and Hochiminh city, of which 2.38 million people are in the labor force. With diversified natural resources of land, forest, sea, minerals, etc, Thanh Hoa province has favorable conditions for development of agriculture, forestry, fishery, industry and services, and is compared as “Vietnam in miniature”.

Thanh Hoa province is used to be one of the ancient capitals of Vietnam, with more than 1,535 historical and cultural relics recognized at national and international levels. In addition, with 102-kilometer coastline, the beautiful beaches, the nature reserves, national parks, etc, Thanh Hoa province is becoming one of the most popular tourism destinations in Vietnam recently.

Thanh Hoa province is easily accessible through Tho Xuan airport, Nghi Son deep-water seaport, national railways and major highways. It is also conveniently connected with key economic regions in the North region like Hanoi capital, Hai Phong city, and in the Central region like Thua Thien Hue province, Da Nang city, as well as other countries in Asia



GRDP	9.05 % (2016) 11.4% (average rate for period 2011-2015)
GDP per capita	1,620 USD (2016)
Hospital	02 central hospitals; 12 provincial hospitals and 25 district hospitals
Educational facilities	04 universities and 06 professional colleges
Air: From/to Hochiminh City From/to Khanh Hoa province	8 flights/day 4 flights/week
Rail: From/to Hochiminh city From/to Hanoi Capital	4 trips/day 5 trips/day
Road North-South Highway: National Road 1A, Hochiminh Highway; Other National roads: No.10; No.45; No.47; No.15A to other provinces in Vietnam; Asian Highway No.217 to Laos PDR by Na Meo international border gate	
Seaports: Nghi Son deep-water seaport	50,000.00 – 100,000 DWT
FDI attraction	73 projects with total registered capital of USD 12.905 billion, ranking the 9 th in Vietnam (2016). In the first 6 months of 2017, Thanh Hoa province ranks the 1 st nationwide with registered capital of USD 3.06 billion.
Sister cities and provinces	Houaphanh province, Laos PDR Seongnam city, South Korea Mittelsachsen district, Germany

For more information of Thanh Hoa province, please visit: investinthanhhoa.gov.vn

QUANG TRI PROVINCE

Quang Tri province is located in the middle part of Vietnam, about 150km North of Da Nang Airport and 70km North of Phu Bai (Hue) Airport. It borders Quang Binh province to the North, Thua Thien Hue province to the South; Savannakhet and Salavan provinces, Laos PDR to the West and East Sea to the East. The capital city is Dong Ha city. It has an area of 4,737 km² – a home for over 623.072 residents.

Quang Tri is the first “gateway” of Vietnam connecting 13 provinces of 4 countries: Vietnam, Laos, Thailand, and Myanmar via 1,450km long East-West Economic Corridor (EWEC). The province has around 75km coastline and a large fishery field of 8,400km². All communes, towns, economic and industrial zones are supplied with water by plant. Over 90% of the population has access to clean water. Electricity is fully provided by national power grid. Well-trained labor force is over 43%. Quang Tri’s vision is to shift economic structure by increasing the proportion of manufacturing industry and services while decreasing that of agriculture.

In order to maximize the strategic position of Quang Tri Province, Vietnamese Prime Minister set up the Dong Nam Economic Zone located in the coastal South-eastern part of the province. The zone covers an area of 237,92 km² with a population of around 77,000 people. Dong Nam Economic Zone is entitled to the highest preferential investment policies in accordance with the law applicable to areas with particularly difficult socio-economic conditions. The zone is easily accessed by air, road, railway and sea routes. More importantly, the zone has a large scale and amount of land available to many multi-functional industries, especially manufacturing industry which is difficult to find out in other provinces of Vietnam.

Quang Tri provincial authority is strongly committed to do their best to assist investors doing their business in Quang Tri Province and Dong Nam Economic Zone.



GRDP	6.5 % (2016)
GDP per capita	1,590 USD (2016)
Hospital	1 provincial hospital and 10 district hospitals
Educational facilities	01 university, 2 professional colleges and 4 vocational training schools
Air: From/to Ho Chi Minh City (using nearest Hue Airport) From/to Hanoi Capital (using nearest Hue Airport)	3 flights/day 3 flights/day
Rail: From/to Ho Chi Minh city From/to Hanoi Capital	4 trips/day 5 trips/day
Road North-South Highway: National Road 1A, Ho Chi Minh Highway; East-West Economic Corridor (EWEC)	Many
Seaports: Cua Viet seaport My Thuy deep sea-port	5,000– 7,000 DWT 100,000 DWT (undergoing)
FDI attraction	14 projects with total registered capital of 46.65 million USD. Recently, many foreign investors have been seeking opportunities for their business investment in the fields of energy (thermal, gas, and renewable), MDF, timber processing, high-tech farming, garments, food processing.
Sister cities and provinces	Savanankhet province, Laos PDR Salavan province, Laos PDR Mukdahan province, Thailand

For more information of Quang Tri province, please visit www.quangtri.gov.vn

THUA THIEN HUE PROVINCE

Thua Thien Hue is a province in the key economic zone in central Viet Nam: the Eastern borders the Eastern Sea, the Western borders Laos PDR, the Northern borders Quang Tri province, the Southern borders Quang Nam province and Da Nang city.

It has an area of 5,062 km² and a population of 1.3 million people, of which 630,000 people are in the labour force. Situated along the Truong Son mountain range and the East Sea, it has a coastal length of 128km and a lagoon area of 22,000 hectares, which is the largest in South-East Asia. It is home to Lang Co, which has been recognised as one of the Most Beautiful Bays of the World (<http://world-bays.com/lang-co-hue-bay/>). It still retains the old capital city of Hue with many tangible and intangible heritages belonging to the last Vietnam's monarchy.

Thua Thien-Hue province lies strategically on the East-West economic corridor, connecting the province with Lao, Thailand and Myanmar.

Conveniently located on the central coast of Vietnam, it is easily accessible through Phu Bai International Airport, Chan May deep seaport, Thuan An port, national railways and major highways.

With the variety of natural, historical and humanities resources, Thua Thien Hue becomes one of the major culture – tourism centres of Vietnam



GRDP	7.11 % (2016)
GDP per capital	2,020 USD (2016)
International kindergartens and primary schools	3
Intensive health care centers Hue Central Hospital The hospital of Hue Medical and Pharmaceutical school Hue International Hospital Hue Central Hospital - second base (30 km north of Hue city)	2,000 beds 500 beds 300 beds 300 beds
Air: From/to Hochiminh City From/to Hanoi Capital From/to Dalat From/to Bangkok Rail: From/to Hochiminh city From/to Hanoi Capital Highway: National Road 1A, No14 (Hochiminh road) Other National roads: No. 49 (to other provinces in North Central Highland and the border with Laos PDR); 49B (connected to No.49, along the lagoon and coastal line of the province)	10 flights/day 4 flights/day 3 flights/week 1 charter flight/month 5 trips/day 5 trips/day
Seaports: Chan May deep seaport (50 km south of Hue city) Thuan An seaport (12 km east of Hue city)	30,000.00 – 50,000.00 DWT 2.000 DWT

For more information on investment opportunities in Thua Thien Hue Province, please visit <http://ioptth.thuathienhue.gov.vn/?gd=1&cn=116&tc=28>