

# PricewaterhouseCoopers

## Vietnam-Japan Trade – FTA Opportunities

### Lower import duties for your products in Vietnam or Japan?

In December 2008, Vietnam and Japan signed their bilateral **Economic Partnership Agreement**. Based on this Agreement, originating products from Vietnam can benefit from lower import duty rates when exported to Japan when they meet certain conditions. Also Japanese originating products can be imported into Vietnam based on lower or nil import duty rates. The Agreement is scheduled to enter into force on **1 October 2009**.

Once the Agreement enters into force, it would be worthwhile for your company to determine as soon as possible whether your products are covered under the Agreement and to see how your products from Japan or Vietnam can benefit from this Agreement.

The Agreement will provide for reduced import duty rates in Japan for certain products originating from Vietnam such as certain textile products, seafood and seafood products, coffee, footwear, electronic products etc.

For Japanese originating exports to Vietnam, the Agreement provides lower or nil import duty rates in Vietnam for products such as automotive spare parts and certain electronic products.

### What does this mean to me?

Leveraging on the Agreement between Japan and Vietnam can result in lower or nil import duties in the destination country for your products. This will result in lower landed costs in Japan or Vietnam and will allow you to increase your profit in those markets or sell your products for lower prices to Japanese or Vietnamese buyers.

### How can PwC help?

- We can assist you in determining whether your products are covered under the Agreement and calculate likely duty savings potential
- We can assist you in identifying and implementing strategies for those products that are eligible for duty concessions from the Agreement
- We can assist you in applying for the relevant Certificates of Origin in Vietnam or Japan that demonstrate that your products meet the conditions in order to benefit from the duty concessions as provided for under the Agreement.

#### Vietnam Offices

4th Floor, Saigon Tower  
29 Le Duan, District 1  
Ho Chi Minh City

#701, 7th Floor, Pacific Place  
83B Ly Thuong Kiet Street  
Hoan Kiem District  
Hanoi

#### For more information, please contact:

**Nu To Van**  
Worldtrade Management Services  
Tel. [+84 8] 3823 0796, ext. 1505  
nu.to.van@vn.pwc.com  
Website: www.pwccustoms.com

Contact for Japanese Desk  
**Kenji M Murayama**  
Manager  
Tel. [+84 8] 3823 0796, ext. 4300  
kenji.m.murayama@vn.pwc.com