

Doing business & investing in Vietnam

Inbound services

Your expectations

As a foreign company investing in Vietnam you want to focus on your core business. So you need a legal and tax advisor who takes care of all Vietnam regulatory and compliance issues. For investing in Vietnam you need advice on what market entry options are the most suitable for winning in the Vietnamese market and how to best structure your market entry from a legal and tax perspective.

Your advisor should fully understand your needs and requirements and help you in working towards your goals. You expect an advisor that can help you in setting up your business smoothly and provide a cost-effective solution to deal with compliance matters once the business is running. Staying abreast of changes is also important to you and as such, you want your advisor to inform you about key tax risks and provide recommendations and solutions on how to address such tax risks.



How PwC can help

Working with clients from across the world to help them setting up their operations in Vietnam forms a major part of our business. Our multi national team has significant experience in working with clients across many industries and we can help foreign investors in Vietnam with the following:

Market entry strategy

- Market entry options
- Growth opportunities
- Identifying suitable locations

Structuring the investment

- Options to structure the investment
- Due Diligence / Valuation
- Negotiations with local partners
- Setting up a new company

Accounting and tax compliance

- Bookkeeping and preparation of annual statutory financial statements
- Ongoing tax compliance, such as corporate income tax and VAT
- Trade (customs) planning and compliance
- Transfer pricing compliance

Tax consulting

- Tax advice
- Tax audit assistance

Employment related matters

- Labour contracts
- Payroll services

Typical situation for inbound investors

You want to do business in Vietnam but you are not familiar with the market situation and the regulations and how best to invest in Vietnam.

You look for an optimal structure that considers your particular requirements and is tax efficient.

You may consider a wholly foreign owned company or joint venture with a local partner in doing business in Vietnam or acquire an existing company in order to facilitate market entry.

You are unfamiliar with local regulatory and tax compliance requirements and as such, you want to outsource your tax compliance, payroll and statutory accounting.

PwC can help you in all of the above aspects.

Market entry strategy

- We can advise you on what market entry options are the most suitable for winning in the Vietnamese market.
- We can help you to understand how attractive are the different growth opportunities and what are the requirements.

Structuring the investment

- We can help you to understand the legal and regulatory requirements for operating in Vietnam and potential restrictions so that you can choose the optimal structure for your business (company, branch, joint venture, etc).
- We can advise you on the most efficient structure for your inbound investment taking into account regulatory and tax considerations.
- We can assist you in validating the investment and negotiations with a local joint venture partner.
- We can help you with the necessary contractual work, company formation, etc.

Accounting and tax compliance

- We can help you in keeping statutory books compliant with Vietnamese accounting standards and prepare the annual financial statements.
- We can assist you in ongoing tax compliance for the company, including VAT, corporate income tax and foreign contractor tax.
- We can advise you on transfer pricing related matters, such as developing pricing models or drafting core transfer pricing documentation.

Tax consulting

- We can keep you up to date on tax developments and can address day to day tax questions, or advise on particular tax issues you may face during the operation.
- When the local company is subject to a tax audit, we can help you in handling the tax audit in an effective way.

Employment related matters

- We can advise you on labour matters and help drafting employment related documents, such as labour contracts, handbooks, etc.
- We can assist you in payroll processing and personal income tax and social security compliance.

Contact us

Let's talk!



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