

**TRADE OFFICE
VIET NAM EMBASSY
IN NEW ZEALAND
(VTO)**



NEWSLETTER, NUMBER 35-APRIL 2018

**DOING BUSINESS
IN THE YEAR OF
2018**

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FOCUS

**EXPORT OF VIETNAMESE RAMBUTAN TO
NEW ZEALAND ANNOUNCED**

On 10/4/2018, in Hanoi, the Embassy of New Zealand in Vietnam and the Ministry of Agriculture and Rural Development (MARD) co-hosted the "Ceremony of announcing the export of rambutan from Vietnam to New Zealand."

The move comes after a meeting between Deputy Prime Minister Vuong Dinh Hue and senior officials from the government of New Zealand in July of last year during Hue's official working visit to the country.

According to the Ministry of Agriculture and Rural Development's plant protection department, Vietnam currently grows three varieties of rambutan. These are java, Thai and longan-like rambutans. Longan-like rambutans are smaller than other varieties and are considered to have the best taste. The fruit is mainly grown in the southern provinces, with a total area of more than 50,000 hectares, supplying roughly 300,000 tonnes of the fruit per year.

A report from the Vietnam Trade Office in New Zealand showed that the annual exports of rambutans from Vietnam to New Zealand are currently modest. Fresh fruit exports to New Zealand have not been stable and have much untapped potential.

New Zealand only allows imports of goods that pass the country's risk analysis, the health standards are also among the strictest in the world. The number of items considered annually for import by the New Zealand Ministry of Primary Industries (MPI) is relatively limited in comparison to other countries.

Currently, Vietnam exports just two fresh fruit items to New Zealand: mango and dragon fruit. Vietnamese rambutans passed the country's import risk assessment in 2014.

The new "passport" for Vietnamese rambutan to New Zealand will contribute to the increased export turnover of vegetables and fruits from Vietnam in the coming years. In 2017 the country's turnover from exporting fruits and vegetables reached over US\$3.5 billion, up by 40% from previous years. In the first quarter of this year, the country's exports of fruit and vegetables valued US\$950 million, a 35.6% increase from the same period last year.

Vietnamese rambutan has been exported to the US, Canada, and the EU, as well as the Middle East, Africa, China and neighbouring countries in Southeast Asia. Vietnam is currently New Zealand's 15th biggest trade partner, both in terms of exportation and importation.

AGRICULTURE SECTOR TARGETS \$40 BILLION IN EXPORT TURNOVER

The Ministry of Agriculture and Rural Development will strive to achieve agricultural growth of at least 3 per cent and earn roughly \$40 billion from exports this year.

Of the figure, over \$21 billion will be from cultivated products, around \$9 billion from aquatic products, more than \$8.5 billion from forestry products, and \$1.5 billion from others.

In order to achieve the above targets, the ministry will continue refining mechanisms to develop socialist-oriented market economy in agriculture, submit a draft Law on Cultivation, a draft Law on Animal Husbandry, amendments and supplements to several articles of the Law on Natural Disaster Prevention and Control, raising public awareness of Law on Irrigation, Law on Forestry, and revised Law on Fisheries and relevant laws, ordinances and resolutions.

It will also continue improving the business climate by cutting administrative procedures, building e-government with a focus on online public services, one-stop shop mechanism for customs clearance.

At the same time, the sector will encourage the development of high-tech and organic agriculture while restructuring State-owned enterprises, reshuffling agro-forestry

companies and submitting a project on developing 15,000 cooperatives, agricultural cooperative alliances for 2017-2020.

Further attention will also be paid to developing agricultural and rural infrastructure, strengthening capacity of disaster prevention and mitigation in response to climate change, transnational cooperation in effective and sustainable use of water resources, ecological environment protection, and improving management in the quality of agricultural materials and food safety.

JAPANESE AGRIBUSINESSES EYE VIETNAM'S AGRICULTURE

Investments on the rise as Japanese businesses attempt to reduce reliance on domestic market. More and more Japanese agribusinesses are entering Vietnam and other growth markets in Asia amid dim prospects at home, according to Nikkei Asian Review.

Japan's agriculture sector saw output fall 16 per cent in value terms from 1995 to 2015, according to the country's Ministry of Agriculture, Forestry and Fisheries.

The Miyazaki Prefecture-based Kushima AoiFarm has begun production in Vietnam of Japanese sweet potatoes, known for their high sugar content and which are popular in Hong Kong and Taiwan.

With production technology transferred from Japan, it saw first-year output of 1,250 tons and exported to Singapore and Hong Kong.

Major rice wholesaler Kitoku Shinryo will begin growing primarily koshihikari, a popular variety cultivated in Japan, in northern Vietnam this month. It targets initial output of around 500 tons.

The crop will be supplied to local Japanese restaurants, which are increasing in number. The company is also looking to export to foreign markets, according to an official.

Dr. Mayu Aizawa, an agriculture engineer with the Tsuno Food Industrial Co., said that the company plans to build a rice bran oil plant in Vietnam.

"While Japan's rice production is falling, Vietnam's has developed strongly," she said. "Knowing that the Vietnamese Government is making efforts to support enterprises that contribute to the development of the agricultural processing industry as part of the country's industrialization strategy, our company wants to contribute to the development of Vietnam's agriculture, to help improve the incomes of farmers by effectively utilizing rice bran."

In 2016, Japanese investors secured licenses for 341 new agriculture projects in Vietnam with investment capital totaling \$868 million, while 219 existing project added capital of nearly \$1.3 billion.

FOREIGN INVESTORS BENEFITTED FROM VIETNAM'S INVESTMENT ENVIRONMENT

Long-term Japanese investor Panasonic has recently announced it would be keen on investing and expanding its manufacturing activities in Vietnam. Panasonic Vietnam CEO Mr. Kazuhiro Matsushita said that over the past few years the company has recorded handsome growth in almost all categories, at times reaching into the double digits.

Arriving in Vietnam nearly 50 years ago, Panasonic has now invested in five factories and a research and development (R&D) center, with capital reaching \$243 million and employee numbers nearly 8,000. Most recently, its eco-solution factory in southern Binh Duong province doubled in size to meet growing demand domestically and for export.

Panasonic and a host of other major investors from many countries and territories worldwide have been present in Vietnam for decades. Considered a promising manufacturing hub in Southeast Asia, Vietnam's manufacturing and processing sector continues to attract the most foreign investors. Projects from 126 countries and territories in 19 sectors have come to the country, worth \$318.72 billion in total.

Like Japanese enterprises, South Korean investors have long been interested in investing in Vietnam because of the country's large and young population along with rapid economic growth. Doosan Vina, for instance, has been expanding its investments into a variety of key sectors, including power plants, water supply, cargo container crane manufacturing, and high-tech structural steel production. The company and its partners have completed four power plants in Vietnam, adding close to 5,000 MW in total to the national grid.

It's also created 2,000 stable jobs in central Quang Ngai province. Major infrastructure the company has been involved in Vietnam now exceeds \$2.4 billion in investment, and 2017 exports reached \$170 million. "Since opening in 2009, our 'Made in Vietnam' products are now at work in 30 countries around the world," Mr. Park Hong Ook, CEO of Doosan Vina, said.

As in previous years, of the 19 industries and sectors foreign enterprises invested in in Vietnam in 2017, most FDI went to manufacturing and processing, with around \$15.87 billion, accounting for 44.2 per cent of the total. There was spectacular movement seen in the electricity, gas, and water production and distribution industry, which surpassed the real estate sector to be in second position, with \$8.37 billion in investment, representing 23.3 per cent of total FDI. This increased investment was fueled by several mega projects in the country last year.

The electricity industry has stood out in attracting large amounts of FDI as Vietnam looks to find solutions to increasing supply to meet demand. Among some of the mega projects were three build-operate-transfer (BOT) thermal power projects: Japan's \$2.8-billion Nghi Son 2 plant in north-central Thanh Hoa province, Japan's \$2.58 billion Van Phong 1 plant in south-central Khanh Hoa province, and Singapore's \$2.07 billion Nam Dinh 1 in northern Thai Binh province.

Major projects in other industries included South Korea's \$2.5 billion Samsung expansion project in northern Bac Ninh province, the \$1.27-billion Block B-O Mon gas pipeline project in the Mekong Delta province of Kien Giang, and South Korea's \$886 million smart city complex project in Ho Chi Minh City's Thu Thiem New Urban Area, from the Lotte Group.

LEGAL UPDATE

NEW REGULATIONS ON COPYRIGHT PROTECTION

Decree No. 22/2018/ND-CP dated February 23rd, 2018 of the Government on guidelines for certain number of articles of the intellectual property law and Law on amendments to the intellectual property law 2009 in terms of the copyright and related rights

This Decree regulates works covered by copyright protection, related rights such as: press works, musical works, dramatic works, cinematographic works, photographic works, works of applied arts, architectural works, computer programs, etc. In addition, this Decree also regulate scope of economic rights, moral rights to each corresponding form of works.

According to Article 19 of this Decree, “news of the day as mere items of press information” and “administrative documents of state agencies” are not covered by copyright protection. “News of the day as mere items of press information” means daily news briefs which are merely of informatory nature and contain no creative elements.

This Decree takes from April 10th, 2018 and replaces Decree No. 100/2006/ND-CP dated September 21st, 2006 and Decree No. 85/2011/ND-CP dated September 20th, 2011.

OBLIGATIONS TO ENVIRONMENTAL PROTECTION OF INVESTORS AND CONTRACTORS

Circular No. 02/2018/TT-BXD dated February 6th, 2018 of Ministry of Construction on providing for environmental protection in construction and reporting thereof

This Circular provides for responsibility for environmental protection of project owners and building contractors and responsibility for reporting on environmental protection of manufacturers of products, materials in construction field. Accordingly, both project owner and building contractor must arrange environmental staff.

Particularly, the building contractor must establish and request the project owner to approve environmental protection measures and solutions in construction field. For manufacturers in construction field, they must prepare annual reports on environmental protection by using the form stated in the Appendix 1 enclosed with this Circular.

This Circular takes effect from April 1st, 2018 and replaces Decision No. 29/1999/QĐ-BXD dated October 22nd, 1999.

ORDERS OF GRANTING GUEST WORKER LICENSES ONLINE

Circular No. 35/2017/TT-BLĐTBXH dated December 29th, 2017 of the Ministry of Labor, War Invalids and Social Affairs on management, operation and utilization of the database of guest worker program

This Circular provides guidelines on online implementation of these procedures:

1. Issuance, replacement, re-issuance of guest worker program licenses;
2. Registration of manpower supply contract;
3. Updating information about guest workers;
4. Updating information about branch, representative office of enterprises engaging in guest worker program.

Accordingly, any enterprise that wishes to carry out online the aforesaid procedures shall access to the website address: csdl.dolab.gov.vn for applying for an account. After the success login, the enterprise shall continue access to items corresponding to procedures to be carried out in order to fulfill information and attach dossier.

Within 5 working days from the date on which the reply certifying the satisfactory application is received, the enterprise shall submit an original of application to the licensing agency for inspection and collation.

Application for licenses, dossier of registration of manpower supply contract shall be still carried out according to the general regulations at the Law on Vietnam guest workers No. 72/2006/QH11. This Circular comes into force on 12 February 2018.

SAMPLE CHARTER AND SAMPLE INTERNAL REGULATIONS ON CORPORATE GOVERNANCE OF PUBLIC COMPANIES

Circular No. 95/2017/TT-BTC dated September 22nd, 2017 of Ministry of Finance on guiding several articles of the Government's Decree

No. 71/2017/ND-CP dated June 6th, 2017 guiding the corporate governance of public companies

This Circular is to promulgate sample charter and sample internal regulations on corporate governance for public companies to refer to and draw up their own charters and ensure the compliance with the Law on enterprises, the Law on securities, the Government's Decree No. 71/2017/ND-CP.

Accordingly, the sample charter is provided in Annex 01 and the sample internal regulations on corporate governance is provided in Annex 02 of this Circular.

This Circular takes effect from November 6th, 2017.

ENTERPRISES MAY EITHER SUBMIT PAPER OR ELECTRONIC C/O

Official letter No. 676/GSQL-GQ4 dated March 9th, 2018 of the General Department of Vietnam Customs regarding issue relating to certificate of origin (C/O)

According to Article 25 of Circular No. 22/2016/TT-BCT, paper C/O and electronic C/O have equivalent validity. As the result, enterprises may either submit paper C/O or electronic C/O.

AUTHORITY TO ISSUE BUSINESS LICENSES TO FDI ENTERPRISES CHANGED

Official letter No. 1040/BCT-KH dated February 2nd, 2018 of the Ministry of Industry and Trade regarding implementation of Decree No. 09/2018/ND-CP dated January 15th, 2018

The Ministry of Industry and Trade announces that according to Decree No. 09/2018/ND-CP, the authority to issue business license, license for establishment of retail outlet to FDI enterprises is transferred to Departments of Industry and Trade instead of Departments of Planning and Investment or Economic, export processing and industrial zones Authorities.

As the result, when FDI enterprises apply for issuance, re-issuance, modification, renewal of business license, license for establishment of retail outlet from January 15th, 2018 onwards (the effective date of Decree No. 09/2018/ND-CP), including the applications submitted before January 15th, 2018 but they are not adequate and valid and the supplements are submitted from January 15th, 2018, FDI enterprises shall submit to Departments of Industry and Trade.

With regard to the applications submitted before January 15th, 2018 at Departments of Planning and Investment or Economic, export processing and industrial zones Authorities, if they are adequate and valid under Decree No. 23/2007/ND-CP and Circular

No. 08/2013/TT-BCT , they shall be further considered and settled in accordance with the regulations of Decree No. 23/2007/ND-CP and Circular No. 08/2013/TT-BCT.

REGARDING PIT POLICY APPLICABLE TO FOREIGN WORKERS

**Regarding PIT policy applicable to foreign workers
Official letter No. 570/TCT-TNCN dated February 12th, 2018 of the General Department of Taxation regarding personal income tax (PIT) policy applicable to foreign workers**

The document is to reply to Hung Nghiep Formosa Ha Tinh Steel Company regarding PIT policy applicable to foreign workers, the General Department of Taxation requests to implement according to the guidelines of the Department of Taxation of Ha Tinh province in Official Letter No. 2076/CT-TTHT dated November 7th, 2017.

IT IS NOT ELIGIBLE TO APPLY 0% VAT UPON EXPORT ON THE SPOT OF IMPORTED GOODS

Official letter No. 282/TCT-CS dated January 17th, 2018 of the General Department of Taxation regarding value added tax (VAT)

According to this Official letter, in case a company re-sells imported goods to a customer outside Vietnam, but the goods are designated to be delivered to a third party in Vietnam, this case is not eligible to apply 0% VAT according to Article 9 of Circular No. 219/2013/TT-BTC.

COSTS OF CAPITAL TRANSFER PAID VIA A THIRD PARTY

Official letter No. 167/TCT-DNL dated January 10th, 2018 of the General Department of Vietnam Customs regarding costs of capital transfer

Based on Clause 2 Article 14 of Circular No. 78/2014/TT-BTC, the General Department of Taxation assumes that in case an enterprise incurs charges for consulting service for capital transfer paid via a third party, if the enterprise can provide legitimate documents (their details are in line with contracts signed with, invoices issued by the third party) proving that such charges are directly related to the activity of capital transfer, they shall be included in deductible expenses upon calculation of enterprise income tax.

TAX INCENTIVES FOR PROJECTS ON EXPANSION INVESTMENT DURING 2009 – 2013 PERIOD

Official letter No. 63/TCT-CS dated January 4th, 2018 of the General Department of Taxation regarding enterprise income tax (EIT) policy

According to Clause 1 Article 13 of Circular No. 96/2015/TT-BTC , for projects on expansion investment during 2009 – 2013 period, if by the tax period 2014 they meet the criteria on expansion investment as prescribed in Clause 4 Article 10 of this Circular, enterprises may choose to enjoy incentives for the operating projects OR enjoy tax exemption or tax reduction duration similar to that given to projects on new investment.

Concurrently, according to Clause 12 Article 1 of Law No. 32/2013/QH13, if an enterprise is eligible to enjoy various incentives for the same income at the same time, it is optional to enjoy the best incentive.

As the result, enterprises are optional to choose tax incentives forms with regard to projects on expansion investment during 2009 – 2013 period. However, they are only allowed to choose 1 form of tax incentive and have to apply it consistently.

In addition, it should note that, with regard to projects on expansion investment during 2009 – 2013 period, incentives are only provided for incomes generated from 2015. Incomes generated before 2015 shall not be given incentives.

TRADE FAIRS & EXHIBITIONS

VINH PHUC PROVINCE'S INVESTMENT PROMOTION SEMINAR

Vinh Phuc Province's investment promotion mission led by Mr. Tran Van Vinh, Standing Deputy Secretary of Provincial Party Committee, Chairman of Provincial People's Council, will be visiting New Zealand from 3-6 May 2018 to promote investment into the province.

The team plans to organize an investment promotion seminar on 3 May in Auckland to introduce to New Zealand businesses about the province's conducive business environment as well as policies to attract investment into the province. They also plan to meet with Auckland Chamber of Commerce to discuss cooperation activities. The team will then visit Wellington for other promotion and cooperation activities.

VIETNAM EXPO 2018 OFFERS TRADE OPPORTUNITIES FOR BUSINESSES

The nation's largest annual international trade fair, held on 11-14 April 2018, was a joint event co-organised by the Vietnam Trade Promotion Agency (VIETRADE) under the Ministry of Industry and Trade and the Vietnam National Trade Fair & Advertising Company, in cooperation with relevant ministries, sectors, and localities across the country.

In his opening speech, Deputy Minister of Industry and Trade Tran Quoc Khanh said that since its first launch in 1991, the Vietnam Expo had become one of the largest trade promotion events in Vietnam, bringing about valuable economic opportunities for Vietnamese enterprises and contributing to the Government's commitment to international economic integration.

Following a theme of strengthening regional and international economic connectivity, this year's event attracted the participation of more than 500 businesses from 21 localities across Vietnam, as well as from 23 foreign nations and territories, including Russia, the Republic of Korea (ROK), China, Nepal, Thailand, Japan, Singapore, Cuba, Laos, Cambodia, Mongolia, Chinese Taipei, and Hong Kong (China).

According to Deputy Minister Khanh, a highlight of this year's fair was the presence of Russian enterprises for the first time. The participation of Russia in the role of the guest of honour is a meaningful activity that will bring about opportunities for effective trade promotion between the two sides, he affirmed.

On an area covering more than 520m², Russian enterprises showcased their key products in prominent industries, such as mechanical processing, precision mechanics, automation equipment, industrial biotechnology, and hi-tech electronics.

The 28th edition of Vietnam Expo also marked the two decades that the ROK had run a national pavilion at the event. This year's Vietnam Expo featured 150 booths from 132 Korean businesses in cosmetics, IT software, electronics, home appliances, and processed foods. A special pavilion named Vietnam - Korea Design Sharing was also a highlight. It was a joint effort of VIETRADE and the Korea Institute of Design Promotion who have provided active support in enhancing design capacity and market research for Vietnamese enterprises.

On the sidelines of the fair, there were a series of Vietnam's investment promotion and industrial development pavilions organised by the VIETRADE to provide updated information on the investment environment in Vietnam to foreign investors. At the same time, it also introduced the strengths and policies to attract investment and commitments of local authorities as well as the investment opportunities of six provinces and cities of Hanoi, Hai Phong, Yen Bai, Ninh Binh, Thanh Hoa, and Dong Thap. In addition, there were promotion activities, including export promotion forums, specialised seminars, contract signings, and field trips to industrial parks.

VIETNAM INTERNATIONAL EXHIBITION ON FILM AND TELEVISION TECHNOLOGY - TELEFILM 2018

TELEFILM, ADPEX JSC introduces the Vietnam International Exhibition on Film and Television Technology - TELEFILM 2018 which will be held from **7th – 9th June 2018**, at Saigon Exhibition & Convention Center, Ho Chi Minh City, Vietnam.

TELEFILM - The NO.1 international trade show for FILM and TELEVISION TECHNOLOGY in Vietnam. The BIGGEST national and regional for film business opportunities.

TELEFILM includes all TV and cinema sector from pre-production, production and post-production, distribution, format, copy right, editing, dubbing, translation, etc. and related technologies and equipment such as transmission & support system, broadcasting equipment, sound systems, studio lightings, storage systems, surveillance, security.

With a great desire to develop the film and television industry, ADPEX JSC would like to invite your participation to TELEFILM 2018. Your attendance will be part of the exhibition success and your business will get effective expansion in Vietnam and South East Asia through professional meetings with potential buyers or partner.

Venue: Saigon Exhibition & Convention Center - SECC 799 Nguyễn Văn Linh Str., Dist.7, Ho Chi Minh City

Date: 7 – 9 June ,2018

Opening hours: 09:00AM – 17:00PM

Entrance Tickets: Free

Host: Vietnam Television (VTV)

Organizer: Television Advertising and Services Center (TVAd) & Adpex Joint Stock Company (ADPEX JSC)

CONTACT: ADPEX JOINT STOCK COMPANY

Mrs Minh Trang, Vice General Director

Ho Chi Minh: Room. G3, No 6, Phung Khắc Khoan, Dist 1, Ho Chi Minh, Vietnam

Tel: +84 - 8 3823 9052 **Fax:** +84 - 8 3823 9053.

Ha Noi: Room. 405, No 20, Ly Thuong Kiet, Dist Hoan Kiem, Ha Noi, Vietnam

Tel: +84 - 4 35162063 **Fax:** +84 - 4 35162065 **Skype:** pmt2009

Website: <https://teleafilm.vn> or www.adpex.vn

VIETNAM ICTCOMM 2018

Exhibition: The international Exhibition on products and services of information technology, telecommunication – Vietnam ICTCOMM 2018 – Broadcastex Vietnam 2018 – Vietnam Electronics 2018

Venue: Saigon Exhibition & Convention Center - 799 Nguyen Van Linh Str., Dist.7, Ho Chi Minh City, Vietnam

Dates: 07th - 09th June 2018 **Opening hours:** 9:00AM – 17:00PM

Ticket: Free admission

Host and Support: Ministry of Science and Technology Ministry of Industry and Trade Ministry of Information and Communications

Organizer: Adpex Joint Stock Company - ADPEX JSC and others

ICTCOMM is an annual exhibition held in June yearly in Ho Chi Minh City, with the participation of nearly 300 units belonging to more than 20 countries and regions in the world. It opens many opportunities to cooperate and develop between domestic and international enterprises in the field of information technology and telecommunications.

CONTACT: ADPEX JOINT STOCK COMPANY

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Email: adpex@adpex.vn; minhtrang@adpex.vn

Website: www.adpex.vn; www.ictcomm.vn

BUSSINESS OPPORTUNITIES



THACO AUTOMOTIVE PARTS AND COMPONENTS

Truong Hai Auto Corporation (THACO) is not only a leading automotive enterprise in Vietnam but also a pioneer in development of supporting industries. In 2007, THACO was restructured under the corporate model with four manufacturing and assembling factories: Thaco Truck, Thaco Bus, Thaco Kia and Vina Mazda, other subsidiary and affiliated companies.

THACO has expanded the operations and invested in supporting industries for manufacturing many kinds of parts and components at Chu Lai Truong Hai Automotive Mechanical Industrial Zone (located in Chu Lai Open Economic Zone, Vietnam).

Until January 2017, Chu Lai - Truong Hai Automotive Mechanical Industrial Zone has 12 component factories including steel factory, mechanical engineering factory, molds manufacturing factory, automotive leaf springs manufacturing factory, automotive glass manufacturing factory, automotive components (automotive seats & wire harness)

manufacturing factory, plastic components manufacturing factory, composite components manufacturing factory, air conditioner manufacturing company and chemical factory.

In recent years, THACO has strongly invested in production technology to increase the technology content and product quality to meet domestic and foreign customers' demand. The IATF 16949 quality management system has been applied for parts and components production.

THACO exports a range of automotive parts and components including semi-trailer, cargo box, automotive seats, wire harness air-conditioner kits, automotive glass, composite & plastic parts, leaf springs, molds & dies, mechanical parts & components. THACO's main customers include Hyundai, NAZA, CAN, JKI, Youngsan, SMT, JIWOOTECH, Daewon, Fori Automation, Truckmate.

CONTACT: THACO AUTOMOTIVE PARTS & COMPONENTS

Add: Tam Hiep Industrial Zone, Nui Thanh District, Quang Nam Province, Vietnam

Tel: (+84)235 3.567.161 - **Fax:** (+84)235 3.565.777 - **Hotline:** (+84)933.805.707

Email: partsales@thaco.com.vn **Website:** www.thacoparts.com.vn

VIET LONG NATURAL STONE EXPLOITING AND PROCESSING

Viet Long Natural Stone Exploiting and Processing Co., Ltd owns a quarry which is one of the top 5 finest quality of Flawless White Marble quarries in Vietnam. The quarry has been licensed to exploit up to 176,461 m³ of Marble Block per year.

Viet Long's white marble quarry is located in Luc Yen District, Yen Bai Province. Luc Yen District is one of the two locations with the huge reserve and the best quality of white marble in Vietnam. It's about 100 km from Yen Bai City and 250 km from Hanoi to the Northwest.

Viet Long is seeking business partners who have modern technology and capability of quarrying as well as ability to consume white marble blocks at their own markets. Investors can invest to set up their production site to quarry with their own technicians and management. After paying official tax and fees of not over USD 150/ m³ to the government, an amount of not over USD 200/m³ to Viet Long – the quarry owner - investors may sell blocks at prices decided by you. In Vietnam the price of white marble blocks ranges from USD 600 to USD 1,500 / m³, average price is USD 1,000/ m³.

CONTACT: VIET LONG NATURAL STONE EXPLOITING AND PROCESSING

Address: No.4 Thi Sach str. Ngo Thi Nham ward, Hai Ba Trung dist, Hanoi, Vietnam

Tel: +84 4 3573 8937 **Fax:** +84 4 3943 0517 **Mob:** +84 913 284 115

Email: huonglelan57@gmail.com, adcamnq95@gmail.com

Contact person: Mr. Nguyen Quoc Cam, Assistant to Director

AMD STONE

AMD STONE is the leading natural stone brand in Vietnam, providing high quality natural stone products for both interior and exterior decorations of buildings and structures. Having in its possession three quarries in Thanh Hoa province with most advanced exploitation and processing technologies, FLC AMD is proud of its AMD STONE brand products which have outstanding quality, hardness of 6 on Mohs scale and waterproof level up to 99.97 %. These distinguished features are suitable for a variety of construction items, design styles. Therefore, their products are favoured by architects and widely used for numerous national and international high-end construction works.

AMD STONE strengths are demonstrated by its diverse products materials and colours, supported by a wide range of customers-oriented promotional strategies such as design and construction consultancy, and well-trained construction teams. Through all supportive services, AMD STONE commits to reassuring customers when choosing AMD STONE as your partner.

Aware of the value of natural stone products, AMD STONE understands its responsibility to exploit, preserve and use the natural products in the most reasonable way. AMD STONE prioritize its resources investing in manpower, modern equipment, advanced techniques and technologies to optimize the natural resources with a desire to apply the beauty and permanence of natural stone to construction works. AMD STONE is ambitious to turn the artificial works into a part of nature by clever technical skills from the processing stage to the installation one, ensuring the highest satisfaction of customers in both aesthetics and quality.

CONTACT: FLC AMD MINING AND INVESTMENT JSC

Add: 9th Floor, SUCED Building, 108 Nguyen Hoang Streets, Nam Tu Liem District, Hanoi City.

Tel: +8424 32929 222

Fax: +8424 32919 222

Hotline: +8498 109 9922

Website: <http://www.amdstone.vn>

VAN KHOA INVESTMENT JSC

Van Khoa Investment JSC. (Van Khoa) was established in 2010 focusing on mining and processing of Vietnam white marble to meet the demands of construction materials like ornamental and artistic white marble, industrial admixtures like CaCO_3 (calcium carbonate), dolomite $\text{CaMg}(\text{CO}_3)_2$, quartz SiO_2 . Van Khoa provides services domestically as well as internationally. The customers have come from all over the world: America, Europe, India, China, the Middle East.

With the objective to become one of leading manufacturers specialized in processing of white marble within the Vietnam territory, Van Khoa has been developing nine mines in

Luc Yen district, Yen Bai province and two processing factories in Yen Bai province. It is estimated that when putting into the stable operation phase, these mines will produce 18,000m³ of blocks of white marble per annum and both processing plants will produce 700,000m² of natural white marble, 500,000m² of artificial white marble, 1,000,000 tons of calcium carbonate (CaCO₃) powder and 300,000 tons of plastic chips from white marble per annum.

White marble is famous for its diversity in texture and patterns. What Van Khoa offers is value-added products extracted from the best white marble reserves in Vietnam. From the white marble quarries, Van Khoa constantly exploits new batches of white marble with diverse color and patterns depending on the purity level of the rocks. It can range from crystal white to cream or beige background, accented with small gray veins resembles ocean waves or swatches of pale burgundy.

CONTACT: VAN KHOA INVESTMENT JSC

Add: 166 Pham Van Dong, Xuan Dinh, Bac Tu Liem, Ha Noi

Tel: (84-4) 32484198 - (84-4) 32484199

Fax: (84-321) 3974 286

Email: info@blgroup.vn

Website: <https://baolaimarble.com>

WINWAY

Winway helps bring high-quality, custom tours in Vietnam to a premium international market. Winway is comprised of a small family of industry professionals, with years of experience helping travelers appreciate the true beauty and excitement of Vietnam.

Winway's flexible but professional approach means that their partners get the best of what modern travel and hospitality has to offer.

WinWay brings the passionate, innovative approach you can only expect from people who love to explore and discover this amazing country, while also providing the corporate professionalism that ensures partners get exactly what they expect, every time.

The company is one of the few tour providers in Vietnam to be in close partnership with the country's top hotels, restaurants and airlines, providing not only quality tour itineraries, but a complete travel experience, from flight to food to sleep. Winway sees tourism as knowledge, a chance for travelers to become socially aware of a culture and people they might have not known about. Winway strives to establish a foundation of sustainable and responsible travel that shines a positive light on Vietnam's tourism industry.

WinWay is proud to offer high-quality Vietnam tours to a rapidly growing market of travelers, as well as providing professional transport, visa acquisition, accommodations and event services.

CONTACT: WINWAY

Address: 228 Nguyen Cong Tru Street, District 1
Ho Chi Minh City, Vietnam

Tel: +84 2862 910 602; +84 2862 910 602

Email: inbound@winway.vn

Website: <https://winwaytravel.com/>

VIET NAM TRADE OFFICE (VTO) CONTACT

Trade Office, Viet Nam Embassy in New Zealand

Tel/Fax: + 64 4 8033 775

Email: nz@moit.gov.vn

Address: Level 2, 90- 92 Dixon Street, Te Aro

PO Box 11095, Manners Street, Wellington 6142

REFERENCES:

1 - Viet Nam [Exporters Directory](#).

2 - E-Book: “A guide on doing business with Viet Nam” & “Môi trường Kinh doanh Thuận lợi tại New Zealand- *Easy to do business in New Zealand*” (in Vietnamese version) – are available by contacting VTO.