



STRATEGIC ANALYSIS INC.

**INDUSTRIAL, EXPORT PROCESSING AND
ECONOMIC ZONES IN VIETNAM**

FIRST COMPREHENSIVE ANALYSIS AND COMPARISON

NOW AVAILABLE

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INTRODUCTION

SAI's study, **Industrial, Export Processing and Economic Zones in Vietnam**, is now available. If you are interested, please subscribe now. The study is available at a very attractive launch price of US\$4,500. After three months, the price of the study will increase to US\$6,500.

BACKGROUND

Vietnam's economy has grown at 7% to 8% annually over the past decade and is expected to increase at near double digit rates over the next five years, outpacing its ASEAN rivals.

As companies diversify their investments from China and elsewhere in Asia, Vietnam has emerged as a key location for export-driven manufacturing, and many industry sectors are growing at exponential rates. As a result, global companies are now rushing to:

1. Serve Vietnam's rapidly growing domestic market for goods and services
2. Take advantage of the low cost of production in Vietnam to export not only to Asian countries, but to global markets

To develop an effective strategy for growth in Vietnam, corporations need a complete understanding of business, financial, economic, legal, and regulatory trends impacting on their decision to select local sites for production, warehousing, administration and so forth.

As a result, SAI is developing the first comprehensive analysis and comparison of 40 industrial and economic zones throughout Vietnam.

BENEFITS TO SUBSCRIBERS

This comprehensive analysis will allow subscribers to:

1. Be informed on the overall demographics, political system, economy, trade, industry make-up and foreign investment environment in Vietnam
2. Understand key aspects of procedures and requirements involved in investment in Vietnam
3. Acquire important reference information, including industries/sectors and geographic regions qualifying for national investment incentives

4. Cost effectively compare major industrial and economic zones in Vietnam of primary interest to multinational investors and quickly identify the most attractive sites for development.
5. Quickly review and advise business units within the corporation about the general benefits of different economic zones throughout Vietnam

ABOUT STRATEGIC ANALYSIS INC.

SAI, a leading international consulting firm, has been in business for 30 years and has over 225 employees in 12 offices around the world. With its headquarters in the Philadelphia area, SAI has international centers of operations in Brussels, Mexico City, Beijing, Tokyo, Sao Paulo, Singapore, Melbourne, and New Delhi.

Headquartered in Beijing, SAI's Asia Pacific operation has operated for ten years with professional consultants covering North and Southeast Asia. SAI's staff, which includes a team of Vietnamese nationals, has:

- Technical degrees in chemical and mechanical engineering, chemistry, and material and polymer sciences
- Graduate business degrees
- A strong understanding of local culture and business practices
- Asian language skills.

As a result, SAI can effectively develop the information and analysis required for this unique subscription service.

SAI's staff also works with multinational corporations around the world to:

- Develop strategies for Vietnam
- Identify and evaluate sites for production facilities
- Assess market opportunities for products and services
- Identify and evaluate acquisition and joint venture partners
- Develop complete understandings of the distribution systems and the most effective approach to the market
- Analyze customer segments throughout Vietnam to understand the best approach and value proposition
- Identify and analyze raw material sources

IF YOU WOULD LIKE TO SUBSCRIBE

If you would like to subscribe, fill in the attached subscription agreement and return by fax or email. One CD and one printed copy of the report are provided to subscribers. SAI will invoice immediately for the total cost of the study. Subscribers will pay the invoice within 30 days of receipt.

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OUTLINE

INDUSTRIAL, EXPORT PROCESSING AND ECONOMIC ZONES IN VIETNAM

INTRODUCTION

- Background
- Objectives and coverage
- Structure of the report
- Research methodology and sources of information
- Report qualifications
- Abbreviations used

OVERVIEW OF VIETNAM

- Geographic profile
- Administrative divisions
- Climate
- Population
- Population trends
- Political system
- Political trends
- Gross Domestic Product
- Structure of trade
- Main categories of imports and exports in 2006
- Leading manufacturing industries in Vietnam
- Foreign direct investment
- Trade and investment climate

BRIEFING FOR INVESTORS

- Sectors in which foreign companies may buy shares
- Sectors banned from investment
- Investment approval authority
- Conditional sectors for investment
- Key steps in investment procedure
- Investment license
- Business registration and other procedures
- Investment incentives for industry
- Preferential rates for corporate income tax (CIT)
- Exemption or reduction of corporate income tax (CIT)
- Value added tax
- Other business taxes
- Currency and repatriation of revenues
- Trade tariffs, taxes and incentives
- Industrial insurance
- Protection of intellectual property (IP)
- Transportation

- Major seaports in Vietnam
- Indicative shipping costs
- Selected national highway routes
- Railway network
- Power supply and constraints
- Other utilities
- The environment
- Environmental laws
- Environmental standards and waste treatment
- Overview of the labor market
- Minimum wages
- Personal income tax
- Terms of employment
- Standard of living
- International education for expatriates

OVERVIEW AND SUMMARY

- Definitions
- Historical development
- Selected statistics on IZs and EPZs 2005-2006
- Role of IZs and EPZs in the national economy
- Challenges posed by the development of IZs
- Overview of zones to 2015
- IZs and EPZs by region
- Long term development objectives for IZs to 2020
- Criteria and conditions for establishment of IZs to 2020
- Specific objectives for planning of IZs to 2010, 2015 and 2020
- Export processing zones
- Economic zones
- Specific rights of investors in IZs, EPZs and EZs
- Establishment of bonded warehouses in IZs, EPZs and EZs
- National investment incentives for IZs, EPZs and EZs
- Other investment incentives for IZs, EPZs and EZs
- Methodology and criteria for selection of profiled zones
- Screening process for IZs profiled in the report
- Criteria for establishing shortlist of IZs
- Summary of IZ screening process

PROFILES OF SELECTED ZONES

- Northern provinces
 - Bac Ninh Province
 - Ha Nam Province
 - Ha Tay Province
 - Hai Duong Province
 - Hai Phong City

- Nam Dinh Province
- Quang Ninh Province

- Central provinces
 - Binh Dinh Province
 - Da Nang City
 - Quang Nam Province
 - Quang Ngai Province
 - Thua Thien-Hue Province

- Southern provinces
 - Ba Ria-Vung Tau Province
 - Binh Duong Province
 - Dong Nai Province
 - Ho Chi Minh City
 - Long An Province

APPENDICES



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