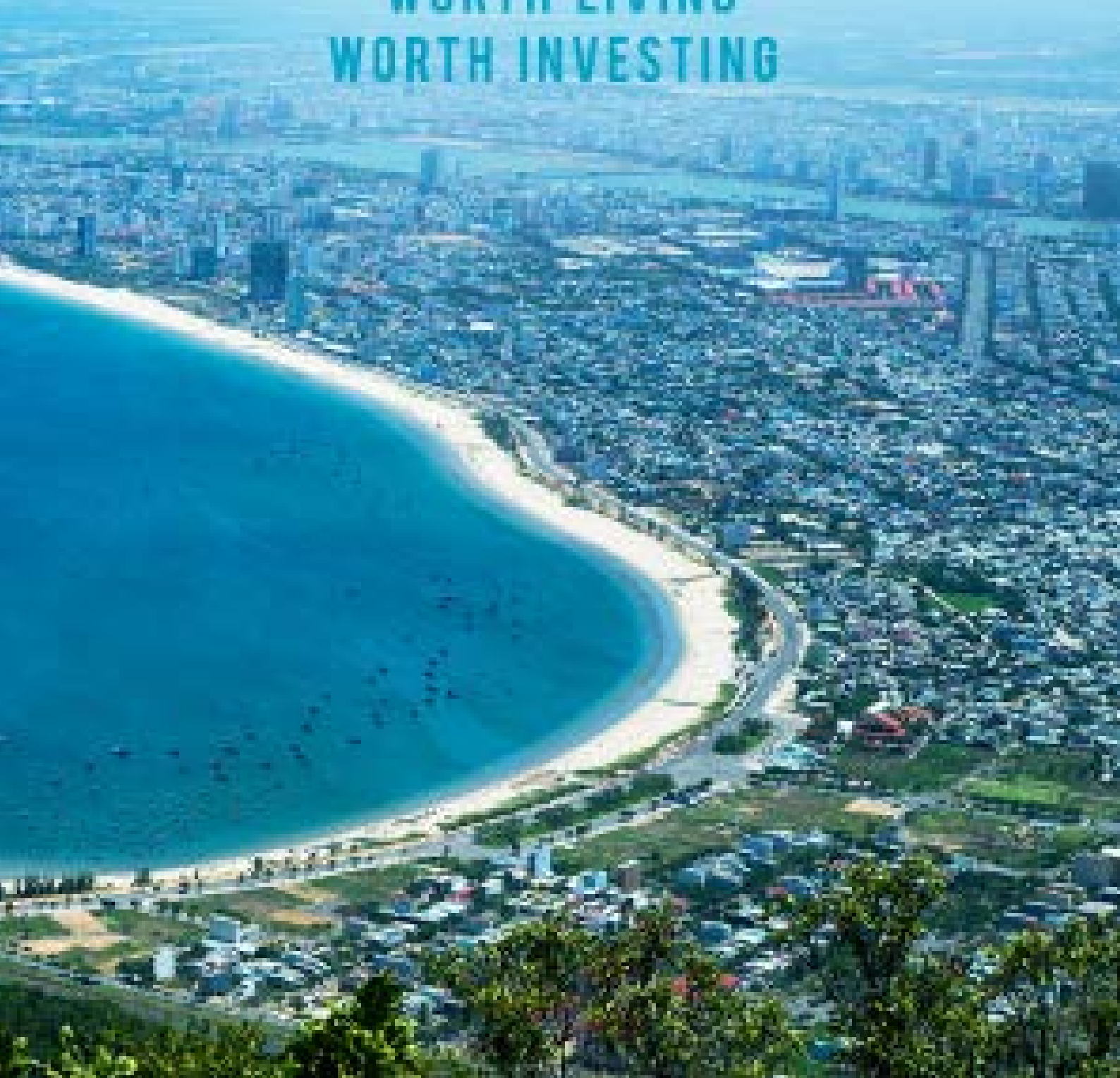


INVEST IN DA NANG

WORTH LIVING
WORTH INVESTING





APEC VIET NAM 2017

CREATING NEW DYNAMISM, FOSTERING A SHARED FUTURE

Hosting APEC 2017 is a top priority in Viet Nam's foreign policy agenda, as the country aspires to make greater contribution to an ever thriving Asia-Pacific region. After more than 30 years of reform and extensive regional and international integration, Viet Nam today is a highly open and dynamic economy, projected to become one of the ten fastest growing economies in the world.

Da Nang city is honourably chosen to be the host of APEC Summit Week 2017 thanks to its economic dynamism and government innovation together with magnificent landscape and developed facilities. This event marked a milestone in Da Nang's socio-economic development since the coastal city will be endowed with a golden opportunity to showcase its commitment to promote inclusive growth which contributes to shaping the city's future trajectory.

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Please come and visit Da Nang, whether as a tourist, a friend or an investor, to enjoy the charms of our city as it has lots to offer



DA NANG'S TODAY 06

Da Nang is the largest city of Central Viet Nam and one of the five largest cities in Viet Nam



WHY DA NANG 12

- Strategic location
- Developed infrastructure
- Qualified human resources
- Pro-business environment
- Peaceful living environment



VISION 26

To develop Da Nang City into a large national urban area and a major socio-economic center of Central Viet Nam



INTEGRATION TO GLOBAL ECONOMY 28

Viet Nam officially became the WTO's 150th member on January 11th 2007



IPA DA NANG 33

IPA Da Nang, established and directly managed by the Da Nang People's Committee, is a government agency with advisory function to the People's Committee



CHAIRMAN'S MESSAGE

It is with great delight and pleasure to welcome you to Da Nang.

Da Nang has undergone an innovative revolution with more sustainable approaches of urban development. Serving as a key socio-economic and dynamic city, a center of services, commercial activities, seaport and an important traffic hub in Central Viet Nam and Western Highlands, Da Nang features continuously strong and stable economic growth, ever-increasing living standards of its citizens.

Being one of the five biggest cities under direct administration of Vietnamese central government, Da Nang is better known as a beautiful city situated alongside Han River, on the East coast with unparalleled charm that could not be found in other coastal cities, not to mention numerous tourist attractions, spectacular sights and famous cultural and historical monuments.

Taking the advantages of strategic geographical location, well-developed infrastructure, encouragingly open investment policies, customer-oriented administrative services and highly skilled human resources, we commit to sustainable socio-economic development, continuing upgrading infrastructure facilities, creating a favorable investment climate and optimal living conditions for its occupants.

Please come and visit Da Nang, whether as a tourist, a friend or an investor, to enjoy the charms of our city as it has lots to offer.

Best regards,

HUYNH DUC THO
CHAIRMAN
DA NANG PEOPLE'S COMMITTEE



“ LEO EVERS | Managing Director
HEINEKEN Viet Nam Brewery

HEINEKEN Viet Nam Brewery-Da Nang Company Ltd. is proud to be one of the 20 leading businesses in Da Nang for its considerable contribution to the social & economic development of the city. As a foreign investor operating in Da Nang, we highly appreciate the efficient and professional support from local government and strong fundamentals for investment in the city. With many potential advantages, Da Nang would be a great place for FDI & business development. We believe the forthcoming APEC meeting will also bring further opportunities to lure foreign investment and trade into Da Nang.



“ WARRICK CLEINE | Viet Nam - Chairman and CEO,
KPMG in Viet Nam and Cambodia

Da Nang is becoming a spearhead city in the industrialization, modernization movement and global integration. It has been highly ranked in the Provincial Competitiveness Index of Viet Nam since 2007 thanks to its transparency and business friendliness. The central city's economic growth and potential enables professional service providers like KPMG to widen its client base with its new office, while businesses operating in the area will have easier access to the international-standard audit, tax, and consulting services it provides.

“ SANKET RAY | CEO,
Coca-Cola Viet Nam

Since our establishment in 1998, Coca-Cola has seen tremendous investment and business opportunities that Da Nang City and its government offered. Strategic reforms and policy in creating a more favorable business environment enhance the competitive capability of the operating businesses in Da Nang. Looking forward, Coca-Cola Viet Nam highly appreciates the efforts and commits to grow sustainably with the community, as a corporate citizen.



“ PETER RYDER | CEO,
Indochina Capital

With its strategic central location, well-advanced infrastructure, and stunning natural setting, Da Nang is a magnet for attracting business and tourism of domestic, regional and global origin. With its forward thinking government, proactive investment policies and transparent regulatory environment - Da Nang stands out in combining economic opportunity and quality of life appeal and is one of the best places to invest, live and work in Viet Nam. Since the early 1990's, Indochina Capital has contributed singularly to the transformational development of the city and region with a series of award-winning projects, including the Furama Resort, The Nam Hai, Indochina Riverside Towers, Montgomerie Links and Hyatt Da Nang Resort, Residences and Spa.

“ ABE TAIYO | Chairman of The Japan Business Association in Da Nang,
General Director of Nitto Jokaso Co., Ltd

Da Nang is located within a radius of 10km from an international airport, a seaport, and industrial zones. It also acts as the end point of the East-West Economic Corridor, connecting the city with Laos, Northeast Thailand, Myanmar and Central Viet Nam. The city's strategic location enables us to have better access to the booming markets of China as well as other ASEAN countries. In addition, since our company supplies products to our customers in Ha Noi and Ho Chi Minh, Da Nang's location is of great convenience to us.



“ LAWRENCE LEE JIUNN SHYAN | General Director,
TCIE Viet Nam

Our company has operations in Malaysia, Singapore, Viet Nam, Myanmar, Laos and Cambodia. As far as I am concerned, in Da Nang, Vietnamese labours are well educated, intelligent and have strong perseverance to create success. Government policies are transparent and streamlined to support product import and export and increase industrialization of the city.

DA NANG'S TODAY

Da Nang is the largest city of Central Viet Nam and one of the five largest cities in Viet Nam, acting as a driving force of economic growth in Central Region and Western Highlands.

POPULATION
1,018,900
PEOPLE

AREA
1,285
KM²

INDUSTRIAL
OUTPUTS IN
2016
113,660
BILLION VND

TOTAL
GOVERNMENT
REVENUES
IN 2016
18,227
BILLION VND

DISTRICTS
AND COUNTIES
02 OUTER-SUBURBAN
DISTRICTS
06 INNER-CITY
DISTRICTS

AWARDS

FROM **2008 TO 2010**
FROM **2013 TO 2016**

Ranked number one in the **Provincial Competitiveness Index** in Viet Nam (PCI)

FROM **2009 TO 2016**

Ranked number one in the availability for **ICT application (Viet Nam ICT Index)** for eight years in a row

2011

A unique city of Viet Nam and one of the 20 cities of ASEAN awarded **“the ASEAN City of Sustainable Environment”** prize

FROM **2012 TO 2014**

Ranked number one in the **Public Administration Reform Index (PAR index)** among the provinces of Viet Nam

IN **2012 AND 2013**

Ranked second in the **Viet Nam Provincial Governance and Public Administration Performance Index (PAPI)**

IN **2012 AND 2013**

One of Asia’s top ten holiday destinations voted by the readers of the Hong Kong - based Smart Travel Asia Magazine

2013

One of two cities in Viet Nam awarded **“2013 Asian Townscape Award (ATA)”** by UN-HABITAT

2014

Awarded **Outstanding e-Government Prize** in the **Category of Digital Divide** by WeGo

2015

Ranked first in the list of **“Top 10 destinations on the rise for 2015”** by TripAdvisor

2015

Listed among **“52 Places to go in 2015”** by the New York Times

2015

Awarded **Excellent in City Transformation** by the Financial Times and the International Finance Corporation (IFC)

2016

Awarded **‘Asia’s Leading Festival & Event Destination’** by the World Travel Awards (WTA)



DA NANG IS THE SOCIO-ECONOMIC HUB OF CENTRAL VIET NAM

• **743,820**

PEOPLE
WORKFORCE

1.2%

NATURAL
POPULATION
GROWTH RATE

• **US\$ 3,504 MIL**
GRDP (CURRENT PRICE)

US\$ 3,059
GRDP PER CAPITA

US\$ 1.3 BIL
IMPORT TURNOVER

US\$ 1.115 BIL
EXPORT TURNOVER

• **US\$3.36 BIL**

TOTAL RETAIL SALES OF GOODS
AND SERVICES

US\$1.7 BIL

TOTAL INVESTMENT CAPITAL FOR
DEVELOPMENT

18,680

NO. OF NON-STATE ENTERPRISES

98%

PERCENTAGE OF SMEs

• **461 PROJECTS / US\$3.758 BIL**

INWARD FDI IN DA NANG

372

NO. OF BRANCHES,
REP. OFFICES OF FDI ENTERPRISES

59

NO. OF SHOPPING CENTERS,
SUPERMARKETS

99

NO. OF HOSPITALS AND HEALTH CLINICS

• **US\$710 MIL**

TOURISM REVENUE

5.5 MIL

NO. OF VISITORS

575 (21,648 ROOMS)

NO. OF HOTELS AND RESORTS

• **5,000**

NO. OF EXPATRIATES
IN DA NANG

100%

FRESH WATER
ACCESSIBILITY RATE

96%

URBAN SOLID
WASTE COLLECTION RATE

83%

RATE OF IZS AND EPZS
WITH CENTRALIZED SEWAGE
TREATMENT SYSTEM SATISFYING
ENVIRONMENTAL STANDARDS

• **25**

NO. OF UNIVERSITIES AND COLLEGES

47%

PERCENTAGE OF TRAINED LABOR

32,000

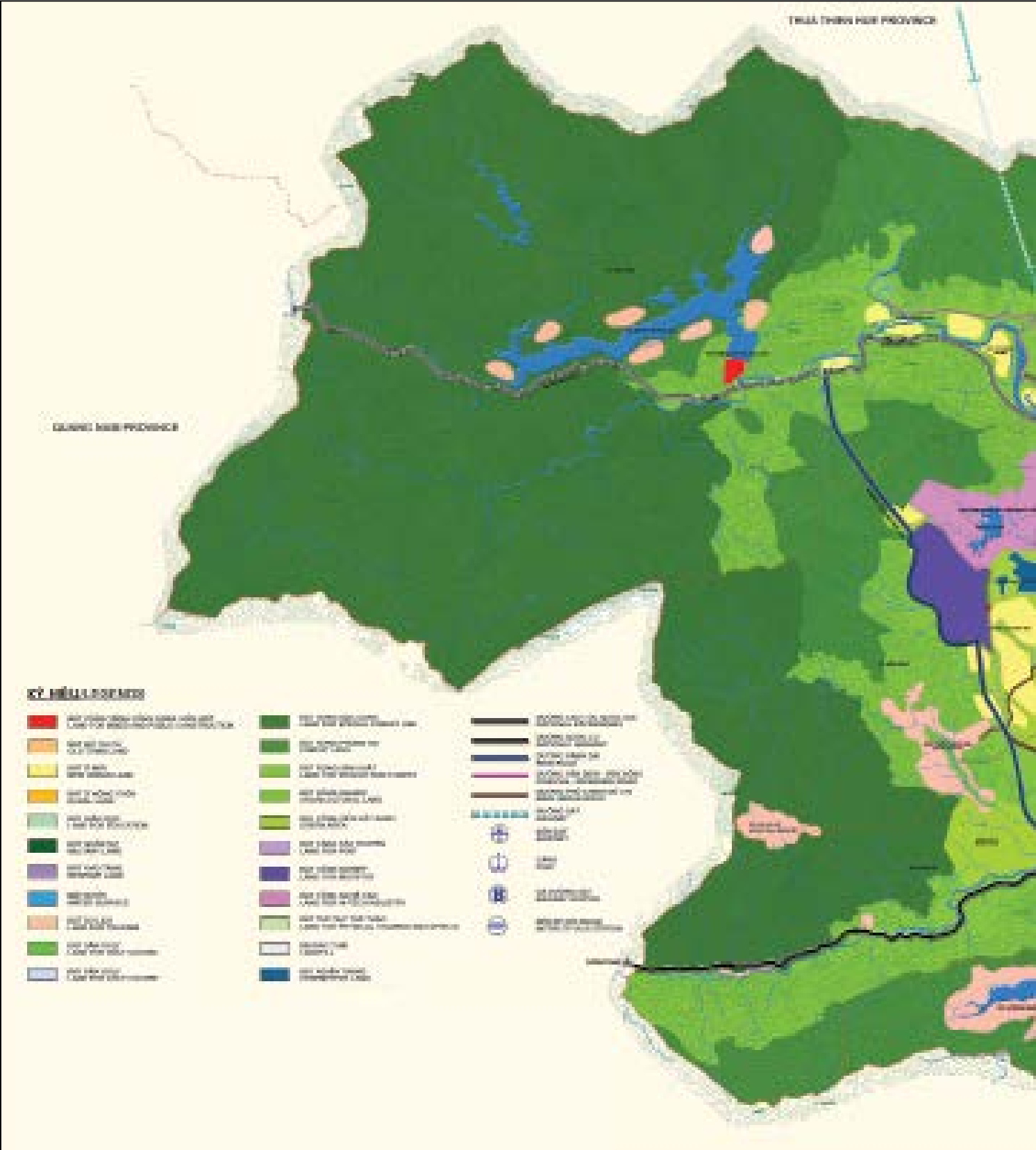
NEW EMPLOYEES

3.8%

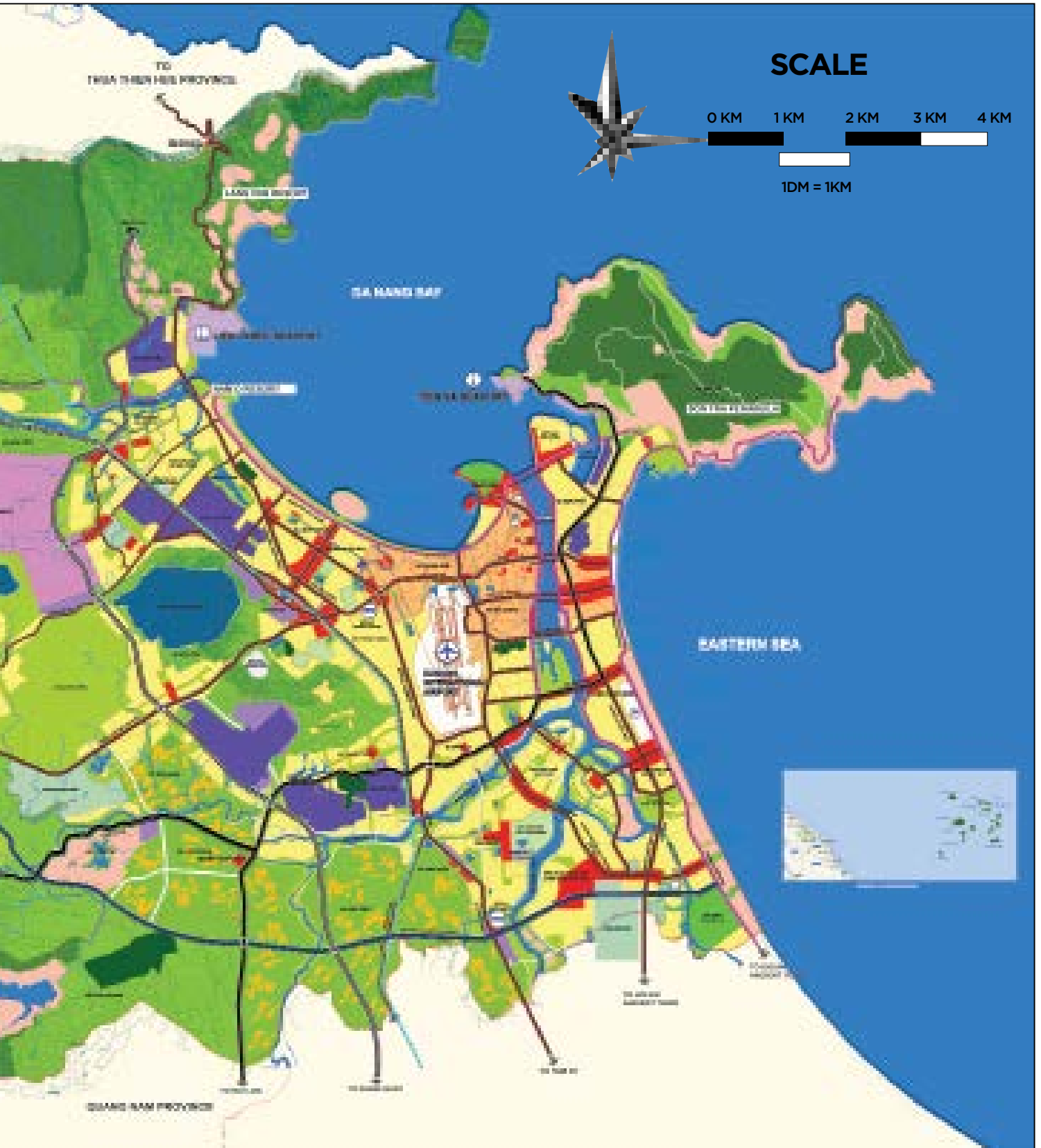
URBAN UNEMPLOYMENT RATE

Source: Da Nang People's Committee and Da Nang Statistic Office Reports 2016

SPATIAL MASTER PLAN OF DA NANG CITY



BY 2050



WHY DA NANG

- STRATEGIC LOCATION
- DEVELOPED INFRASTRUCTURE
- QUALIFIED HUMAN RESOURCES
- PRO-BUSINESS ENVIRONMENT
- PEACEFUL LIVING ENVIRONMENT
- RICH TOURISM POTENTIAL





STRATEGIC LOCATION

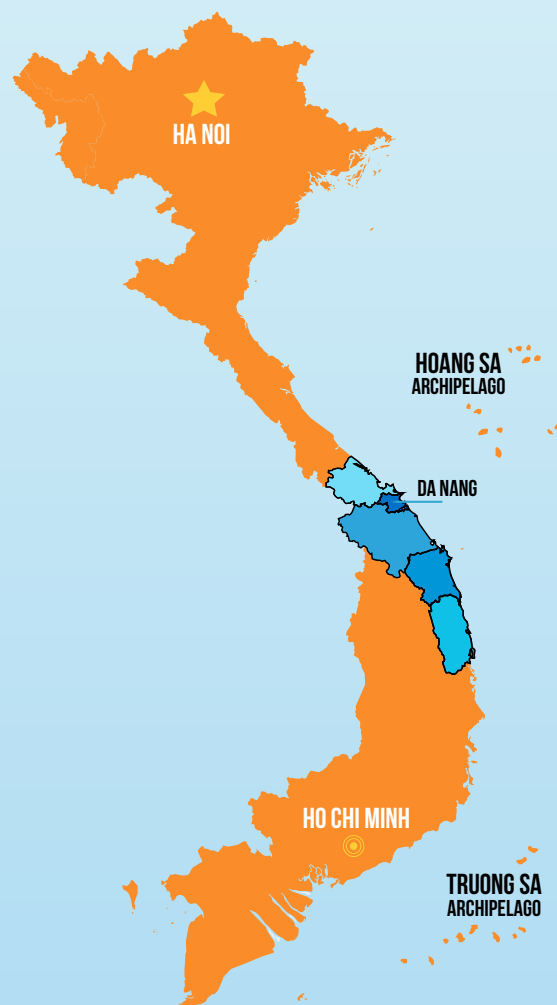
DA NANG THE POWERHOUSE OF GROWTH AND DEVELOPMENT FOR CENTRAL VIET NAM

Brimming with economic potentials, Da Nang plays a crucial role as the growth engine of the Central Vietnam Key Economic Region (CVKER), giving a great impetus to the socio-economic development of the Central Region and Western Highlands.

DA NANG - EASTERN GATEWAY OF THE EAST - WEST ECONOMIC CORRIDOR

Da Nang Port is the eastern end of the **East-West Economic Corridor (EWEC)**, acting as an important gateway to the Pacific Ocean, a key import and export platform of the whole virtually untapped hinterland of Laos, Northeast Thailand, Myanmar and Central Viet Nam. It also generates a huge opportunity for Da Nang to promote economic exchange with other countries in the **Greater Mekong Subregion (GMS)** and the **Indian Ganges River** economic areas.

East-West Economic Corridor (EWEC) is the **1,450km** route linking the Indian Ocean and the Pacific Ocean. From Mawlamyine (Myanmar), it runs across **13 provinces** of four countries of the GMS (Myanmar, Thailand, Laos and Viet Nam) to Da Nang port (Viet Nam) as its end point.



BENEFITS OF EWEC

Facilitating the transportation of goods and passengers.
Facilitating tourism, investment and cross-border trade.
Improving regional socio-economic conditions.
Boosting regional cooperation.



DA NANG

THE ENTRANCE FOR EXPLORING THE WORLD NATURAL AND CULTURAL HERITAGES IN CENTRAL VIET NAM

Da Nang is situated in the middle of the **1,500km** World Heritage Road stretching along the coastline of Central Viet Nam.

Four out of seven UNESCO - designated World Heritage Sites, consisting of Hoi An Ancient Town, My Son Sanctuary, Hue Imperial City and Phong Nha - Ke Bang National Park, are only a short drive away from Da Nang, via National Road 1A.



📍 **DA NANG - HOI AN ANCIENT TOWN**
30 KM TO THE SOUTH EAST
(30 MINUTE DRIVE)



📍 **DA NANG - MY SON SANCTUARY**
70 KM TO THE SOUTH WEST
(1 HOUR DRIVE)



📍 **DA NANG - HUE IMPERIAL CITY**
100 KM TO THE NORTH
(90 MINUTE DRIVE)



📍 **DA NANG - PHONG NHA KE BANG**
300 KM TO THE NORTH
(6 HOUR DRIVE)

DEVELOPED INFRASTRUCTURE



Da Nang is one of the country's top communication hubs. The city's synchronized transport system including international airports, deep-water seaports, North-South railways and road networks offers easy connectivity and continuous flows of cargo and passengers, facilitating economic activities, investment and tourism on national and regional-scale.



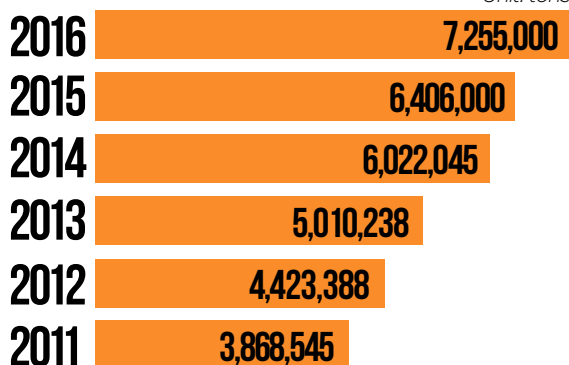
Da Nang Port is a modern and well-equipped container port in the Central region, one of the biggest commercial ports in Viet Nam. In the past 5 years, the average growth rate of cargo throughput was **14.3%** per annum, of which the container throughput grew at **23%** per annum on average.

At Da Nang Port, there are many existing direct international shipping lines to Hong Kong, Singapore, Japan, Taiwan, and South Korea. Also, Da Nang Port is an ideal destination for cruise ships.

-**Seven million tons of cargo** handling throughput
 -Accommodate **50,000 DWT** bulk ships, **2,500 TEU** container ships, **75,000 GRT** liners

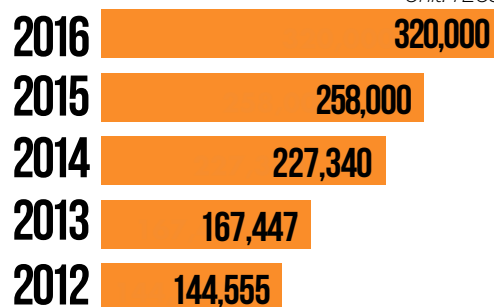
CARGO THROUGHPUT HANDLED

Unit: tons



CONTAINER THROUGHPUT HANDLED

Unit: TEUs



Source: Da Nang Port Co., Ltd

DA NANG INTERNATIONAL AIRPORT



Less than **10-minute drive** from the city centre. **One of the three biggest and busiest** airports in Viet Nam.

The **three-storey terminal** on a total area of **36,600 M²** sufficiently meets the standards of the International Aviation Transport Association and accommodates up to **12 million** passengers per year.

Da Nang International Airport offers domestic flights to major cities in Viet Nam and more than **390 monthly direct outward international flights** to other Asian countries such as Singapore, Japan, South Korea, Hong Kong, Cambodia, Thailand, Malaysia and to various cities in China, and vice versa.

TRANSPORT SYSTEM



Inner-city and outer-suburban road networks are continuously expanded, newly built or upgraded, tying the city center with neighbouring suburbs and surrounding areas.

Da Nang Railway Station is the largest station in Central Viet Nam, playing the important role in the national railway system. The city is calling for investment in a new passenger and cargo railway station to meet the increasing demand of transportation in the region.

DA NANG – QUANG NGAI HIGHWAY (130km long, 26m wide) will be completed in 2017, facilitating freight, cargo circulation and economic development in the region, and connecting Da Nang with Chu Lai Open Economic Zone and Dung Quat Economic Zone.

LA SON – TUY LOAN HIGHWAY (80km long) from La Son T-junction (Thua Thien Hue) to Tuy Loan T-junction (Da Nang) aims to enhance the bond between provinces in the Central Viet Nam Key Economic Region.



Da Nang is one of the most advanced telecommunications hubs nationwide with a synchronized and well-established infrastructure for international connectivity. It is also the first in the country to implement a citywide wireless broadband network, Da Nang Wifi, with about 350 access points across the city, providing companies and individuals with accessible and secure communications.

Da Nang is one of the three most important end points of the national trunk network and the international direct connecting point.

Direct connection with Asia Pacific Gateway submarine cable and the International Marine Optical Fiber Cable Station (SEMEWE 3) creating a Da Nang - based international transmission line of 10 Gbps linking Viet Nam with nearly 40 countries in Europe and Asia.

The world standard IT and Communication Infrastructure System is in use, comprising a Metropolitan Area Network (MAN), a Data Centre, Da Nang Wifi, an IT R&D and a Training Center.

“E-Government, E-Citizens, E-Enterprises” system has been building in order to make Da Nang an “E-city” by 2020.

INVESTMENT SUPPORT SERVICES



Da Nang is one of Viet Nam's leading service hubs in which banking, financing, insurance and logistics services, etc. are increasingly developed so as to meet the demand of a wide range of business ventures and enterprises.



30

INSURANCE COMPANIES



57

FINANCIAL INSTITUTIONS



762

WAREHOUSING/
FREIGHT FORWARDING

POWER AND WATER SUPPLY



The power in Da Nang is supplied from the national North-South 500KV high voltage grid. The water supply capably meets production and service activities as well as domestic use of the city.

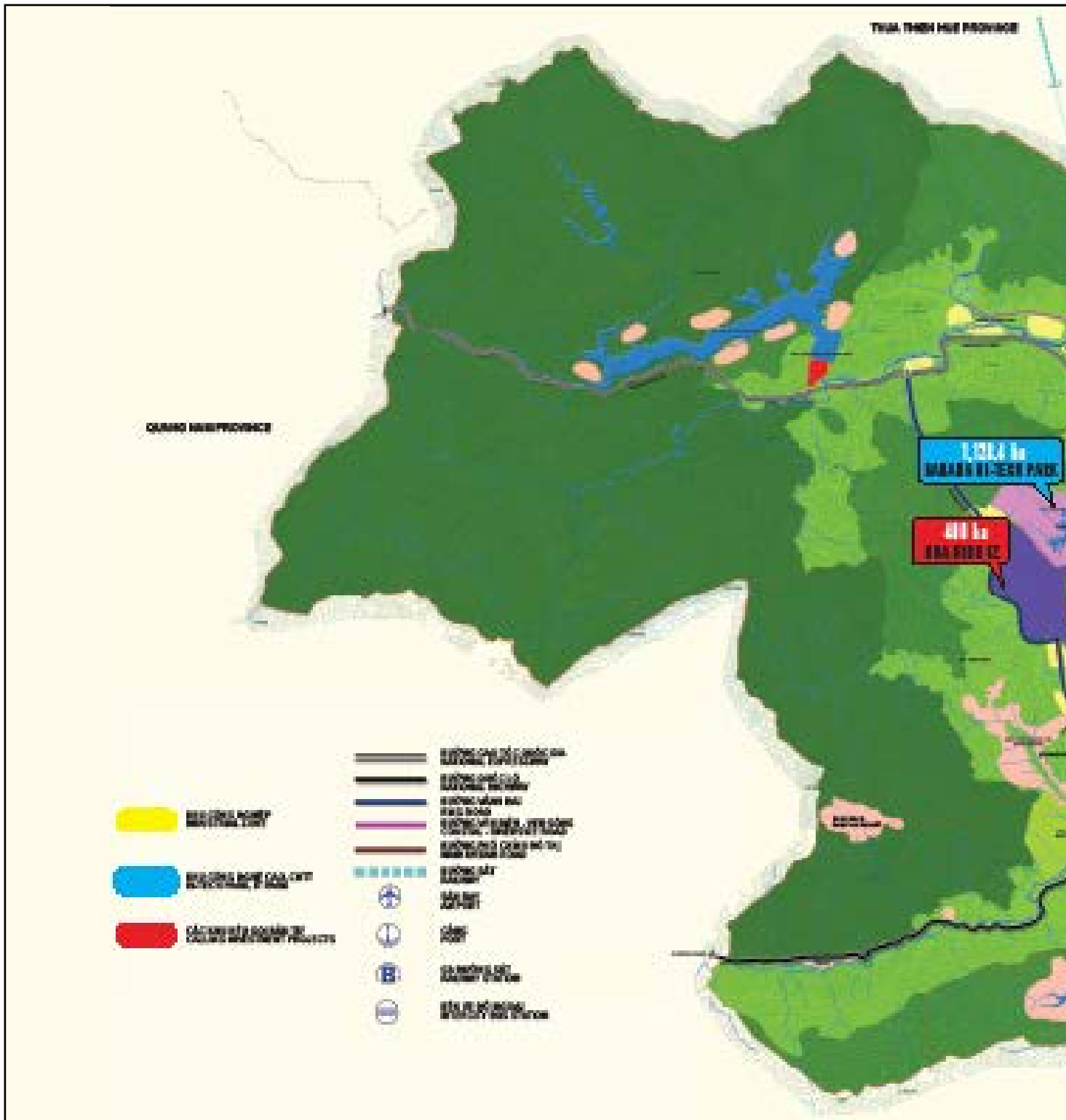
**WATER
SUPPLY
CAPACITY**

Source: Da Nang
Water Supply Company

250,000
(M³/DAY)
2016

396,300
(M³/DAY)
2020

INDUSTRIAL PARKS, HI-TECH PARK





all of which have been in operation. To meet the development needs of the city, an **IT Park** (more than 341 ha) and a **Hi-tech Park** (1,128.4 ha) are being built. In addition, **Software Park No.2** (15 ha), **IT Park No.2** (56 ha), industrial parks of **Hoa Cam Phase 2** (119 ha), **Hoa Ninh** (400 ha) and **Hoa Nhon** (353.57 ha) are being planned.



QUALIFIED HUMAN RESOURCES



Da Nang's workforce, accounting for more than **70%** of the population, is young, dynamic, diligent and well-trained.



25 UNIVERSITIES AND COLLEGES



19 PROFESSIONAL SECONDARY SCHOOLS



59 VOCATIONAL CENTERS

03 INTERNATIONAL SCHOOLS:



PEGASUS INTERNATIONAL SCHOOL

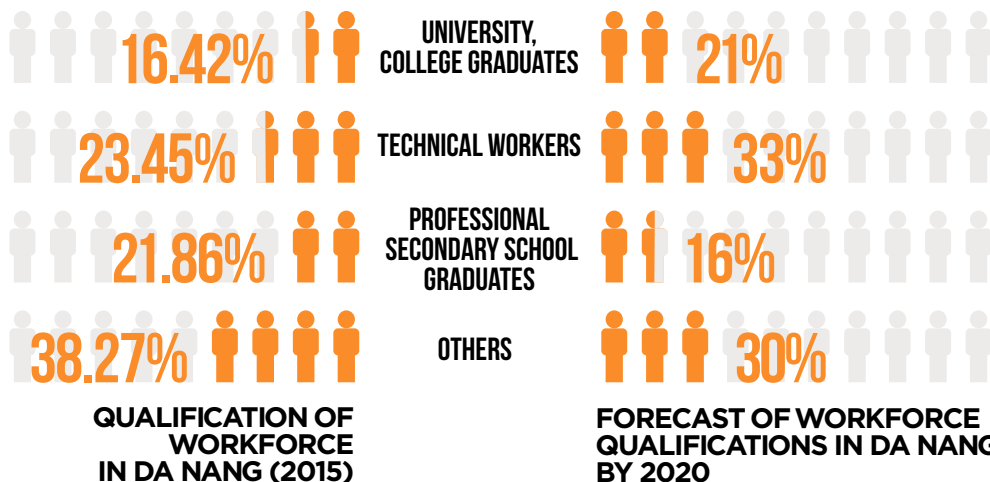


APC International School



- Da Nang is the Central Region's education hub that offers diverse and comprehensive training services
- Labour force is well-trained and qualified in terms of technical expertise and skills
- The University of Da Nang delivers training programs in cooperation with foreign universities

Annual new graduates from training and education organizations: **44,277 STUDENTS**



PRO-BUSINESS ENVIRONMENT



The city has always placed a great deal of commitment into improving investment climate, business environment and policy mechanism to increase dynamic efficiency. Various programmes and supports are offered by the municipal authorities to assist companies and investors in setting up and expanding their business in Da Nang.



E-GOVERNMENT

(www.egovdanang.gov.vn)

Online business registration, e-customs services, electronic tax declaration
Simple and transparent investment procedures



ADMINISTRATIVE REFORM

Providing of legal assistance to enterprises via regular seminars
Receiving and returning forms gather at Da Nang Administration Center
“One-stop shop service” in granting investment and business certificates (Da Nang Hi-tech Park Authority, DIEPZA, Department of Planning and Investment)
Implementing cooperative mechanism on administrative procedures of enterprise's conditional projects registration (09 city's departments)
Simplifying administrative procedures, reducing processing time by 25%; enhance IT application in public services to interaction level 3 and 4



**ESTABLISHMENT A HOTLINE,
ONLINE Q&A ON DA NANG
ELECTRONIC WEB PORTAL**



**LOCAL AUTHORITIES RESPONSIBLE
FOR SITE INVESTIGATION,
CLEARANCE, COMPENSATION AND
RELOCATION OF RESIDENTS**



**SUPPLY OF WATER, ELECTRICITY
AND OTHER UTILITIES AVAILABLE
AT PROJECT SITES**



**PROMOTION OF BUSINESS MATCHING
AND MARKET DEVELOPMENT**



**REGULAR DIALOGUES BETWEEN
LOCAL LEADERS AND BUSINESSES**



SPECTACULAR DESTINATION TO WORK-LIVE-PLAY IN VIET NAM

The city is safe and infrastructurally well-planned and built. Convenient transport network with little traffic jam, lots of schools and healthcare facilities, international-level golf courses and shopping malls increase level of comfort and quality of life in Da Nang. Housing market in Da Nang is considerably diverse and offers a variety of lifestyle options such as condominiums, world-class villas, private detached houses, etc. catering to different customer preferences.

PEACEFUL LIVING ENVIRONMENT

Various ethical social policies and initiatives such as the “Five Nos”, “Three Must-Haves” and “Four safes” have been successfully implemented with the participation of the community.

The city is well-recognized as one of the cleanest cities in Viet Nam. Life in Da Nang is usually described as letting your mind at peace, at ease and close to nature. The city is embracing the vision of an environmentally friendly city by 2020 by increasing its green area and public space, ensuring water and air quality standards and addressing issues related to climate change.

Da Nang people are simple in speech but daring in thought, eager to learn, hardworking and very hospitable, which often remarkably impresses those who have ever visited or worked in the city.

Cost of living in Da Nang is fairly reasonable compared with other big cities in Viet Nam.



RICH TOURISM POTENTIAL

DA NANG IS WELL KNOWN IN VIET NAM AND THE CENTRAL REGION AS A FOCAL TOURIST DESTINATION

Da Nang has many famous tourist sites showcasing local beauty, history, culture and heritage such as the beautiful and spiritual Ngu Hanh Son or Marble Mountains, the gorgeous Ba Na Mountain and Ba Na Hills Resort, the spectacular Son Tra Peninsular and the Museum of Cham Sculpture.

Tourist facilities and services available in Da Nang are improved to meet international standards and cater to diverse tastes of visitors. Numerous world-class resorts managed by many highly-branded management groups such as Hyatt, InterContinental, Novotel, Mercure, etc. have been established in Da Nang.

Da Nang has **70KM** of beautiful coastline bathed in sunshine nearly throughout the whole year.

Da Nang Beach was recognized as one of the most attractive beaches in the world by Forbes magazine (USA) in 2005.

My Khe Beach in Da Nang was listed in the **top 10 beaches in Asia** reported by the Sunday Herald Sun (Australia) in 2009.

VISION

2020

To develop Da Nang City into a large national urban area and a major socio-economic center of Central Viet nam, functioning as:

- A service hub
- A seaport city and an important transportation hub
- A post telecommunication - IT and finance - banking center
- One of the centers of medical, culture - sports, education and training, science and technology in Central Viet Nam

ECONOMIC STRUCTURE OF DA NANG



62 - 65%
SERVICES



35 - 37%
INDUSTRY



1 - 3%
AGRICULTURE

(Decision No. 2156/QĐ-UBND
dated 15th April, 2015 – Economic
Restructuring Project by 2020)

ITEMS	TARGET
GRDP	Grow 8 - 9% per annum (avg.)
GRDP per capita	4,000 - 4,500 USD
Service sector's output value	Grow 9.5 - 10.5% per annum (avg.)
Industrial and construction output value	Grow 10 - 11% per annum (avg.) 10.5 - 11.5% for industrial output
Agricultural output value	Grow 2 - 3% per annum (avg.)
Export Turnover	Grow 15 - 16% per annum (avg.)
Government Revenues	Grow 5 - 8% per annum (avg.)
Government Expenditures	Grow 2 - 3% per annum (avg.)
Total investment capital for development	Grow 9 - 10% per annum (avg.)
Percentage of trained labor	50 - 55%
New job creation rate	4 - 5% per year
Urban solid waste collection and treatment rate	95 - 98%

(Resolution of the 2nd Congress of the Da Nang Party Committee, 2015 - 2020 tenure)

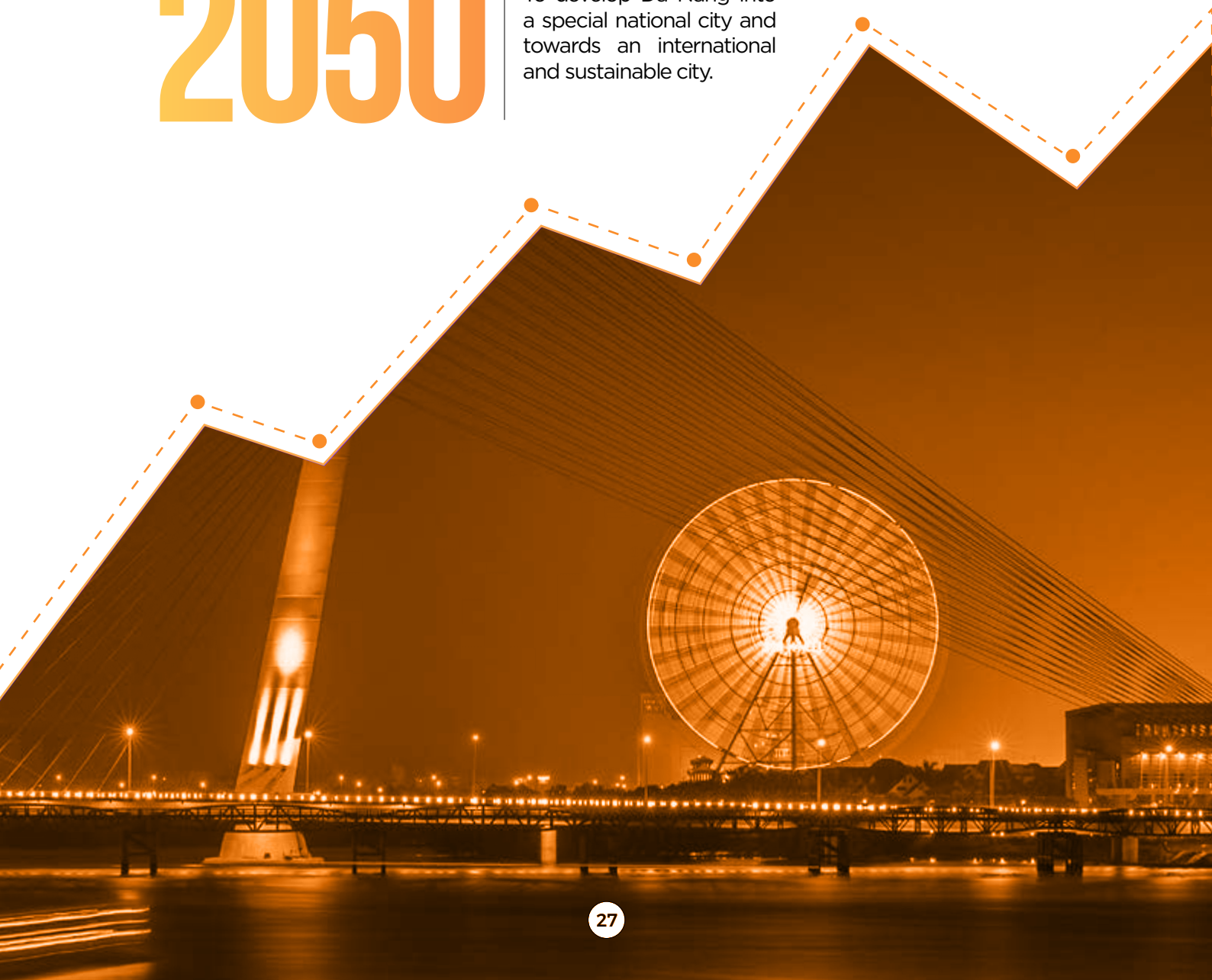
VISION

2030

To develop Da Nang into a modern national-level city and an urban center, contributing to the socio-economic development of Central Viet Nam and the Western Highlands.

2050

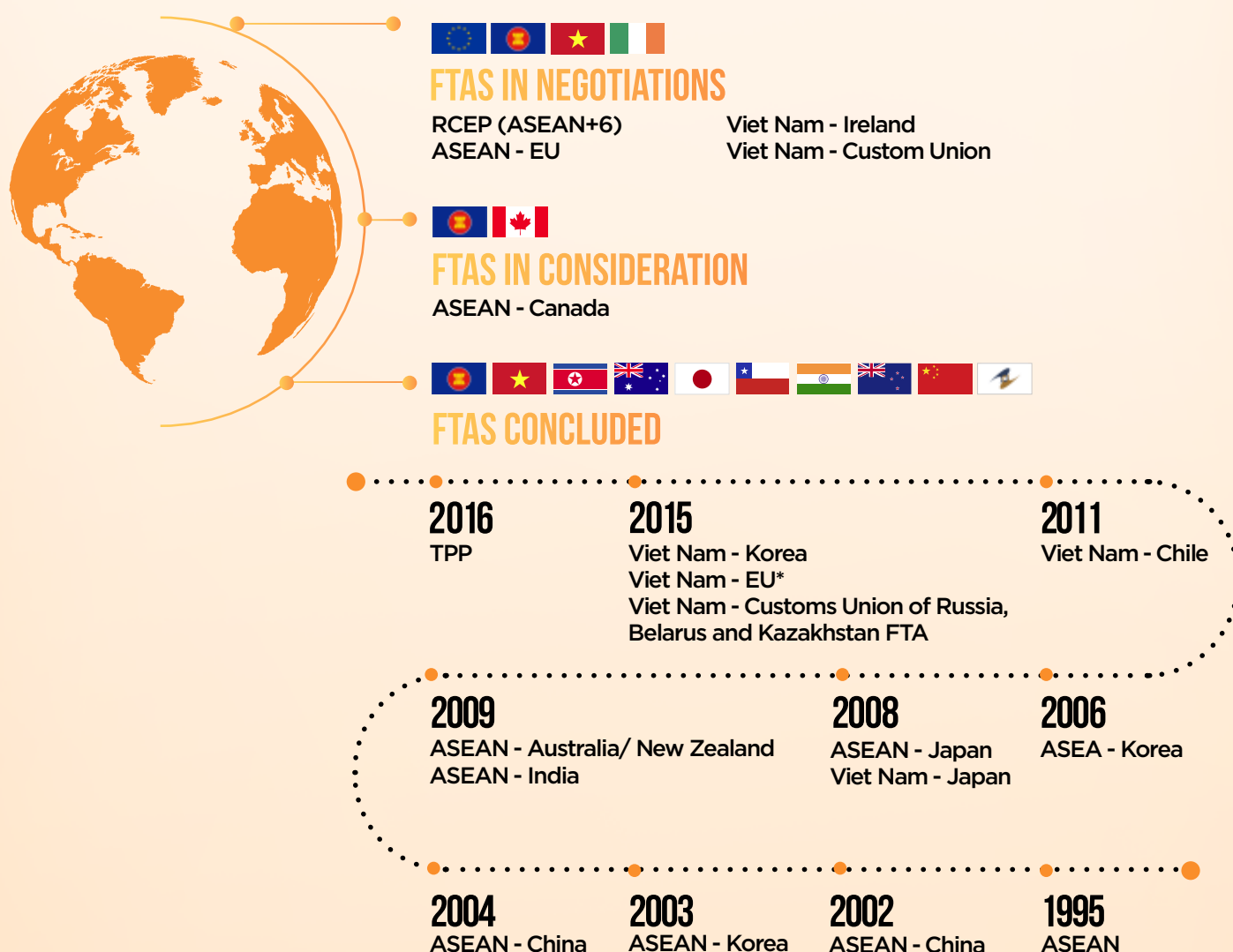
To develop Da Nang into a special national city and towards an international and sustainable city.



INTEGRATION TO GLOBAL ECONOMY

Viet Nam officially became the **WTO's 150th member on January 11th, 2007**. WTO accession has created both opportunities and challenges for Viet Nam to become an attractive investment destination.

In addition, Viet Nam's participation in the **ASEAN Economic Community (AEC)**, as well as the **Trans-Pacific Partnerships Agreement (TPP)** and the conclusion of several **Free Trade Agreements (FTAs)** such as **EU-Viet Nam FTA (EVFTA)** and **Viet Nam - Korea FTA** has shown the nation's efforts to further integrate into the world economy.



**Note: The Brexit in June 2016 might impact the ratification process of the Viet Nam-EU FTA.*

GOODS SCHEDULE, SERVICES SCHEDULE AND VIET NAM'S FURTHER LIBERALISED MARKET

Under TPPs commitments, Viet Nam will further enforce mutual market access to member countries by lowering tariffs and easing the restrictiveness of non-tariff measures, such as import licensing requirements, customs valuations, pre-shipment inspections, rules of origin to qualify for preferential tariffs, local content requirements for investment incentives, and local sourcing for government procurement.

Under the EU-Viet Nam Free Trade Agreement (EVFTA) concluded in February 2015, both the EU and Viet Nam have pledged to abolish over 99 per cent of import duties of a wide range of goods. Depending on the goods, Viet Nam will have 10 years to liberalise its tariff regime, while the EU will liberalise over a seven-year period.

REGULATORY REFORM

Policy development will be focused on further economic liberalisation. During preparation for WTO and other FTAs accession, Viet Nam revamped much of its legal system, making revisions of major legal frameworks, specifically Labour Code, Land Law, Competition Law, Enterprise Law, Investment Law and Tax Laws in order to make the investment environment more transparent. Indeed, further integration into the global economy with associated challenges relating to MNC's market entries has helped revise the Vietnamese legal framework toward more transparency to conform with international standards.

Recently, the residential property market and the stock market went through major reform to open up for foreign investment. Under the new regulations, foreigners are now allowed to purchase, apartments and houses and hold 100% stake of public companies in most industries. The new laws on investment and enterprises provide a more business friendly regulatory framework for both domestic and foreign players. Although some restrictions remain, the regulatory changes illustrate progressive approach which is typical for developing. Policy is also built around strengthening the banking sector, with focus on restructuring non-performing loans (NPLs), transparency in reporting, and consolidation of the lenders towards international standards.



MOVING UP THE VALUE CHAIN

FTAs also play an important role in helping Viet Nam move up the value chain in a number of sectors and supporting high-skilled jobs and knowledge transfer. Viet Nam is expected to have a more significant contribution to the global and regional manufacturing landscape with regards to textile, garment and apparel, as well as hi-tech sectors like electronics. Yet, moving up the value chain will further increase the sophistication of production processes, require additional capital investment, cause a growing demand of high-skilled labour, and an array of other considerations to take into account such as sourcing.



FORMS OF INVESTMENT

Foreign investors may carry out the following forms of investment in Viet

DIRECT INVESTMENT

- Establishment of a new legal entity
- Investment by way of contractual arrangement
- Business Cooperation Contracts (BCC) signed with other local or foreign investors
- Public Private Partnership (PPP) contracts with Vietnamese state bodies (e.g. Build Operate Transfer (BOT), Build Transfer Operate (BTO) and Build Transfer (BT), Build Own Operate (BOO), Build Transfer Lease (BTL), Build Lease Transfer (BLT), Operation and Management (O&M))
- Investment by way of share/capital acquisition of an existing entity

INDIRECT INVESTMENT

- Purchase of shares, share certificates, bonds and other valuable papers traded on the stock exchanges;
- By way of securities investment funds;
- Investment through other intermediary financial institutions.

INVESTMENT PROCEDURES

Foreign investors who invest in Viet Nam for the first time must have investment projects. The investment procedures vary, depending on each investment form:

NO.	INVESTMENT FORM	INVESTMENT PROCEDURE	LICENSING AUTHORITY	STATUTORY TIMEFRAME ^(*)	NOTE
1	Establishment of a legal entity	(i) Application for an Investment Registration Certificate (IRC)	- Investment Registration Division of provincial Department of Planning and Investment (DPI); or - Management Board of special purpose zones	15 DAYS	<i>The In-principle approval of the National Assembly, Prime Minister, or provincial People's Committee before the issuance of IRC shall be required in case of investment projects which make significant economic-social impacts as stipulated at law.</i>
		(ii) Application for an Enterprise Registration Certificate ("ERC")	Business Registration Division of provincial DPI	03 WORKING DAYS	
2	Investment by way of contractual arrangement				
	Business Corporation Contract - BCC	(i) Application for an IRC	- Investment Registration Division of provincial DPI; or - Management Board of special purpose zones	15 DAYS	<i>The In-principle approval of the National Assembly, Prime Minister, or provincial People's Committee before the issuance of IRC shall be required in case of investment projects which make significant economic-social impacts as stipulated at law.</i>
		(ii) Application for a Certificate of Operation Registration ("COR") for the foreign investors' project offices	Business Registration Division of provincial DPI	15 DAYS	
	Public Private Partnership - PPP	(i) Application for an IRC	- Ministry of Planning and Investment; or - Local People's Committee	25 DAYS	
		(ii) Application for an ERC	Business Registration Division of provincial DPI	03 WORKING DAYS	
3	Investment by way of share/capital acquisition	(i) Application for approval for share/capital acquisition	Investment Registration Division of provincial DPI	08 WORKING DAYS	<i>This step is required in the following cases: (i) The Target operating in conditional business industries applicable to foreign investors; or (ii) As a result of the acquisition, the share held by foreign investors increases and account for 51% or more.</i>
		(ii) Application for updating the new shareholding members	Business Registration Division of provincial DPI	03 WORKING DAYS	

^(*)Where the investment projects are subject to the In-principle approval of the National Assembly, Prime Minister or provincial People's Committee; and/or subject to evaluation by various competent authorities, the above timeline will be longer

ENCOURAGED INVESTMENT SECTORS IN DA NANG



SERVICES

- › Tourism
- › Real estate
- › Trade
- › Health care
- › Education and training
- › Airport and seaport logistics
- › Banking and finance
- › Insurance
- › Postal services
- › Information and media
- › Freight forwarding & transportation
- › Technological transfer & Investment consultancy
- › Business support
- › Other services

INDUSTRY

- › High-tech industries
 - Software production
 - Telecommunication equipment production
 - Optoelectronics
 - Biotech
 - Combinational circuit, semi conductors
 - Precision mechanics
 - New materials production
 - Environment protection equipment
- › Supporting industries
- › Hi-tech Agriculture

DA NANG INVESTMENT PROMOTION AGENCY

IPA Da Nang, established and directly managed by the Da Nang People's Committee, is a government agency with advisory function to the People's Committee with respect to organizing and managing promotion activities to call for investments from both domestic and foreign investors into Da Nang. IPA Da Nang is in charge of supporting investors and facilitating the establishment and operation of investment projects in the city.

IPA Da Nang is a reliable partner for investors, serving as a bridge between the investors and the municipal authorities.

MISSIONS

- Provide organizations, enterprises and investors with information regarding to market, legal regulations, policies, investment procedures, partners and potential for socio-economical development and investment opportunities in Da Nang
- Advise investors on legal, financial and other issues associated with investments
- Contact and refer to other local government departments and agencies specialized on land and infrastructural facilities required to implement investment projects
- Assist investors with investment procedures during the project preparation, applying for registration of investment and business certificates as well as post-certificate in accordance with the law
- Receive, review and submit investors' proposals and recommendations to relevant authorities for settlement
- Organize promotion activities on investment climate and opportunities in Da Nang (conferences, workshops, forums, fairs and exhibitions, etc.) and business networking
- Organize training programs related to legal updates and skills relevant to business and investment
- Provide support and customized services in terms of establishing and implementing investment projects
- IPA Da Nang always goes hand in hand with investors and offer qualified services to meet their various needs



CONTACT

Address:	Floor 18, Da Nang Administrative Center, 24 Tran Phu St., Da Nang City, Viet Nam
Tel:	84-236-3886243
Fax:	84-236-3810056
Email:	ipa@danang.gov.vn
Website:	www.investdanang.gov.vn

JAPAN DESK

(managed by IPA Da Nang to support Japanese investors)

Tel:	84-236-3886244
Email:	japandesk@danang.gov.vn



Origin	Destination	Flight	Departure	Arrival	Day
Danang	Seoul	KE464	2250	0520 ⁺¹	Daily
Seoul	Danang	KE463	1840	2120	Daily



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International Terminal, Danang International Airport, Hai Chau District, Danang City, Vietnam



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Add: 50 Nguyen Du Street, Da Nang City

Tell: (84) 0236. 3871888/ Fax: (84) 0236.3829864

Website: danang.vnpt.vn



HA GIANG PHUOC TUONG MECHANICAL JOINT STOCK COMPANY

ALWAYS TRUSTED, ALWAYS QUALITY



Name: Ha Giang Phuoc Tuong Mechanical JSC

Transaction name: Ha Giang Phuoc Tuong Mechanical

Address: Road No.08 Hoa Cam Industrial Zone,
Cam Le District, Danang City.

Hotline: 0914.113.116 - **Email:** thanhtram@phuocuongmc.com

Website: www.hgpt.com.vn

Tax number: 0400395666

Representative Office: Road No.08 Hoa Cam Industrial
Zone, Cam Le District, Danang City

Business lines: Fabricating and assembling Mechanical
component

Main products: pressurized piping system; steel structure;
tank, silo; centrifugal mold, formwork

Operation Capacity: 2.350 tons/year

Labour force: 93

Turnover in 2016: 101.283.293.457 VND

Awards:

bsi.

Certificate of Registration

QUALITY MANAGEMENT SYSTEM - ISO 9001:2008



Contact person: Ha Duc Hung - Director





SINCE 1901

DANANG PORT

Connecting for mutual prosperity



14 Shipping Lines
14 hãng tàu



Regional Container proportion
Tỉ trọng Container
so với toàn khu vực

135,000

Passenger Through Port
Khách du lịch qua Cảng
(2016)



Cargo Annual Growth rate
Tốc độ tăng trưởng
hàng hóa bình quân



Container Annual Growth rate
Tốc độ tăng trưởng
Container bình quân



Representative Goods
Các mặt hàng chủ lực



Container and General Cargo
handling services

Khai thác tàu, hàng container và tổng hợp



Cruises services
Tàu khách du lịch



Logistics services
Dịch vụ Logistic



Wharves services
Dịch vụ cầu bến



Storage and warehouses services
Dịch vụ kho bãi



Towage services
Dịch vụ tàu lái



Road and waterway transport
Vận tải thủy bộ



Fuel supply
Cung cấp nhiên liệu



Repairing services
Dịch vụ sửa chữa



Other marines services
Các dịch vụ hàng hải khác

MAIN SERVICES

NGÀNH NGHỀ KINH DOANH



LILAMA 7 JOINT STOCK COMPANY



BUILD UNSHAKEABLE VALUE

ABBREVIATION: LILAMA 7 JSC

ADDRESS: No. 332, 2/9 Street, Hoa Cuong Bac Ward, Hai Chau District, Da Nang City.

TEL: (+084) 236 3642666 - **FAX:** (+084) 236 3621722

TAX CODE: 0400100986

CORE BUSINESS & KEY PRODUCTS

Major activities:

Fabrication of steel structures, pipe lines, pressure tanks, standard and non-standard equipment.

Technological equipment and steel structure installation

Construction and installation of Transmission Line & Substation.

Civil and Industry construction.

Supply manpower for domestic and overseas Projects.

Insulating, blasting and painting for equipment, steel structure...

Engineering and supervision consultancy for industrial projects

Other activities:

Testing and adjusting electrical equipment, heat system, automatic control of technological lines.

Metal surface corrosion protection.

Dismantling, maintaining, overhauling, repairing and commissioning for Thermal power plants, Refinery, Cement plants...



FACTORIES & PRODUCING CAPACITY

Name: Lilama 7 Mechanical Fabrication Factory

Address: D plot, No.3 street, Lien Chieu Industrial Zone, Lien Chieu district, Da Nang city.

Areas: 50.000 m².

Capacities: 10.000 (Ton/year).

Certificate of quality management
ISO 9001-2008.

TOTAL REVENUE IN 2016: 243 billions VND

LABOR: 1055 people

AWARDS/CERTIFICATE: High quality Gold Medal of the Ministry of Construction

DEMAND: Cooperate in expanding domestic and overseas markets in the fields of: Fabrication of steel structures, pipelines, pressure tanks, standard and non-standard equipment; Installation of equipment and steel structure; Supplying manpower; Engineering and supervision consultancy for industrial projects. Cooperate in applying high technology into production.



EVN CPC
EMEC

CENTRAL POWER ELECTRONIC MEASUREMENT EQUIPMENT MANUFACTURING CENTER



Transaction name : CPC EMEC

Address: 552 Trung Nu Vuong Street, Hai Chau District, Da Nang city, Vietnam.

Tel: +84 236 2 246 555 - **Fax:** +84 236 2 220 899 - **Email:** emec@cpc.vn

Website: emec.cpc.vn - **Tax number:** 0400101394-026

Representative Office: 552 Trung Nu Vuong Street, Hai Chau District, Da Nang city, Vietnam.

Main products: Electronic meter and Automatic remote meter reading solutions.

Workshop: Road #5, Hoa Cam Industrial Zone, Cam Le District, Da Nang, Vietnam.

Operation Capacity: 1.000.000-1.200.000 pcs/year.

Capacity:

CPC EMEC is the pioneer manufacturer in Vietnam in the field of manufacturing electronic meters and Automatic remote meter reading solutions with more than 20 years of experience. The products are produced on a modern line by skillful workers and engineers. Until January 2017, CPC EMEC has 19 types of Electronic meter including Single phase and Three phase, provided more than 2 millions meters to the market, which meets all demand of AMI and Smart Grid. The average growth rate of over 45%/year in the period 2012-2016 and many achievements such as the National Quality Award 2014, Vietnam Golden Industrial Trademark 2015, ISO 9001: 2015 prove the capacity and development potential of CPC EMEC in the future.

Labour force: 137 people.

Turnover in 2016: 14,87 Million US Dollar

Main export products: Electronic meter and Automatic remote meter reading solutions.

Awards:

- Gold medal and Certificate of Vietnam High Quality & Conformity Product Award in 2013
- National Quality Golden Prize in 2014
- Certificate of Vietnam Gold Brand- Gold Trademark in 2014
- Second Prize of Vietnam Metrology Technology Science Award in 2015.
- Third prize of Vietnam Technology Science Creativity Award in 2015.
- Certificate of Vietnam Golden Industrial Trademark Award in 2015.
- Certificate of Vietnam Intellectual Product Award in 2016.

Special need: In the near future, in the period 2017-2025, CPC EMEC will expand the market to the whole country and export to ASEAN countries with the output of about 2-3 million electronic meters/year

Contact person:

(Mr) Phu Nguyen Huu – Title: Deputy Manager of Business Department.

Mobile: 0962 38 58 56 ; **Email:** phunh1@cpc.vn

Electronic Single Phase Meter



Electronic Three Phase Meter



Automatic Meter Reading Solution



www.emec.cpc.vn



FPT CITY DANANG

A Truly Smart & Green City

Project Information

Developer/Owner:	FPT City Da Nang Joint Stock Company
Location:	Hoa Hai Ward, Ngu Hanh Son District, Da Nang City
Project Area:	181.6 ha
Population Capacity:	50,000 people
Master Planning:	Office complexes, commercial complexes, schools, hospital, hotel Residential housing (townhouses, villas, apartments)
Vision:	FPT City Da Nang is aimed to become the first Smart & Green urban in Da Nang, a creative, sustainable and eco-friendly city that attracts young professional residents



Ideal Location, Easy Access

Located in the middle of two big tourism hubs and on the Co Co tourism waterway from Da Nang to Hoi An;

Connect with 4 important main roads and the city's Bus Rapid Transit and Subway systems in the future.

Adjacent to 2 luxury golf courses and numerous 5-star resorts and hi-end tourism project

Next to 3 international schools, Danang University Village

Sustainable Planning, Smart & Green Living

- Master planned and designed by the world's leading companies with High green space ratio: more than 100 hectares of green space and public facilities area in addition to the natural river and lake
- Applying green technologies, reuse energy, solar energy, eco-friendly materials...

Five Star Infrastructure, Complete Facilities

FPT City Da Nang provides connectivity with ease to all ideal daily working and entertaining activities.

FPT Complex

Modern Office Complex for 10,000 people.
The first office building in Viet Nam received Excellence in Design for Greater Efficiencies Certificate by World Bank.

Diverse Products, Smart Design

Diverse housing products (townhouses, villas, apartments)
Synchronized planning, smart, luxurious and modern designs.

Education and Career Opportunities

Locating in the center of hi-tech companies and universities, schools, FPT City Da Nang aims to provide excellent education and career opportunities as well as attract domestic and overseas experts.



Contact information:

FPT City Da Nang

Hoa Hai, Ngu Hanh Son, Da Nang

Tel: (84) (236) 3 913 913

Fax: (84) (236) 3 913 139

Email: fptcity.support@fpt.com.vn

Website: fptcity.vn

Hotline: 0916. 886.023

TOP 10

Trusted Vietnam Pharmaceutical Companies

Outstanding Revenue growth rate of **32%** in 2016

120 products on market

Exporting to more than **20** foreign countries

WIDE RANGE OF PRODUCTS

- Herbal Medicines
- Analgesic, Anti-inflammatory Medicines
- Vitamins
- Ophthalmic and Nasal Medicines
- Psychiatric Medicines
- Others

INFRASTRUCTURE

- **GMP-WHO medicinal product factory:** Producing products with different dosage forms: Tablets, Capsules, Injections, Syrups, Eye Drops, Nasal Drops, Granules, Powders, Oral Liquids, Topical Solutions, Liniments and Ointments.
- **GMP-WHO herbal medicine factory:** Manufacturing uncoated tablets, sugar-coated tablets, film coated tablets, hard capsules, powders, granules, viscous extracts and dry extracts derived from herbal materials.
- **Research & Development Center followed GMP-WHO standard:** Researching and developing new products, approaching with advanced technologies, standardizing manufacturing operations, manufacturing in pilot scale,...
- **Upcoming project** "Pharmaceutical manufacturing factory using nanotechnology, biotechnology and High-technology Research and Development Center" with total invested capital at VND 1,500 billion: Applying Nanotechnology and Biotechnology in medicine research and manufacture.

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Name: CROWN Beverage Cans Da Nang Ltd.,

Address: Lot K, Road No.06 Lien Chieu Industrial Zone, Lien Chieu District, Danang City, Viet Nam.

Tel: 84 2363 740091 - **Fax:** 84 2363 740090 - **Tax number:** 0401487912

Business lines: Production of beverage cans

Main products: 2-piece aluminum cans for beer and soft drinks

Operation capacity: 2 production lines up to 1.6bil cans/year

Total investment up to 70 million US dollars

Labour force: about 150 well trained & high skilled employees

Turnover in 2015: 1200 billions VND

Main export products: Empty aluminum cans

Awards:

Environmental management system - ISO 14001 :2015 ;

Quality management system - ISO9001 :2015 ;

Food safety management system 2200 0:2011

Contact person: Mr. Phan Văn Dũng – General director

Coca-Cola **ASSISTS VIET NAM TO STAND OUT AT APEC 2017**

APEC members have shown their faith in Viet Nam by choosing the country to host APEC 2017. Such honor and success are credited to the relentless efforts of Vietnamese authorities at all levels, social organizations, and especially the business sector. Coca-Cola - among foreign-owned companies having long-term investment in Viet Nam - has been one of the names making substantial supports for that success.

Over twenty-three years of doing business in Viet Nam, fundamental to Coca-Cola's development strategy has been to prioritize the government's priorities and the pressing necessities of local communities, which instigates positive social and economic changes. Programs to booster competition capacity among small and medium enterprises, to stimulate more initiatives in combating climate change, to improve the general well-being of the society, and to enhance women's economic capabilities are the typical examples of Coca-Cola's commitment to its sustainable development goals and Viet Nam government's growth priorities.

Strengthening SMEs' Competitiveness and Innovation in the Digital Age

Since 2016, Coca-Cola has collaborated with US-ASEAN Business Council to hold series of interactive conferences where multi-national companies can offer Viet Nam SMEs the practical experience in innovations and business development in the digital economy. In 2017, the program sees a new level up when Coca-Cola and USABC has signed tripartite partnership with Viet Nam Chamber of Commerce and Industry (VCCI), conducting a new program under the theme of "How to make the best out of the digital economy" to facilitate enterprises in exploiting the potential of digital economy and the fourth industrial revolution. Not only do Vietnamese SMEs benefit from the workshops and hands-on mentorship, U.S. SMEs through the collaboration of AmCham, are also invited to join as distinguished speakers, trainers, and mentors, to broaden the knowledge offered to local SMEs.



Coca-Cola proactively shares its business experiences to help enhance the competitiveness of Viet Nam's SMEs.

Women's economic empowerment



E-learning program at EKOCCENTERS across the country have made substantial contribution to empowering economic abilities for women

To promote women's economic capability is one in the three sustainability priorities of Coca-Cola, apart from water and general well-being of the community initiatives. Hence, Coca-Cola - in partnership with Vietnamese Women's Entrepreneurship Council (VWEC) and Viet Nam Women's Union - have implemented the E-learning program at its EKOCCENTER (centers for community supports) to assist and improve business skills for local women or female entrepreneurs, helping to generate better income for women in many communities across the country. To support for that initiative, Coca-Cola is also collaborating with VWEC, Ministry of Labor, War Invalids and Social Affairs (MOLISA) to conduct workshop on the sideline of the High-level Policy Dialog on Women and the Economy at APEC - set to take place from 26 to 29 September 2017 in **Hue** - under the theme of "Investing in Women for Inclusive Development" to exchange ideas on policies for women economic empowerment and reducing the gender gap in human resource development.

Enhancing food security and sustainable agriculture in response to climate change

Coca-Cola understand that climate change's negative consequences like water shortages, floods, and salinity intrusion are endangering life, communities, economies and national security in Viet Nam. The company is working hard with local communities and partners to contribute to different resilience solutions all around the world. Water retention and livelihood building with science and technology application to support the communities affected by climate change is a program that Coca-Cola has developed in many ASEAN countries and proved track record of success. The company hence is collaborating with credible NGOs, Ministry of Natural Resources and Environment, Ministry of Agriculture and Rural Development, and local authorities to study and apply the proved scientific and technological models in Viet Nam, focusing on provinces of the Mekong Delta to support solve the water and livelihood challenges. Within this framework, Coca-Cola will engage in the workshop from 21 to 25 August 2017 in **Can Tho**, on the sideline of High-level Policy Dialogue on Food Security and Sustainable Agriculture in response to Climate Change at APEC to exchange ideas on policies to address climate change, as well as application of advanced solutions to ensure food security and sustainable agricultural development.

Besides its long-term programs, Coca-Cola also collaborates with Da Nang Investment and Trade Promotion Center to design and create digital content and communication materials for the promotion of trade and investment in Da Nang City, providing support to the preparation for the **CEO Summit** event this November. That said, through every single project, Coca-Cola always commits to its long-term values of the community. "Coca-Cola never ceases to invest and affirm its long-term commitments in Viet Nam, doing its part to create positive changes and fosters sustainable values for the country and the community", said Sanket Ray, Chief Executive Officer of Coca-Cola Viet Nam.



Over 10 years, Coca-Cola has invested more than USD 4 million in water conservation and eco-tourism development.



It's Not Just Another Day

Business today is under more pressure than ever to deliver lasting results. Every decision must be made in lights of your entire business, sector, and the global economy.





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