GOING FOR GOLD
The Central Region of Vietnam

2017 Investment Guide to the Central Region of Vietnam

In association with

VCCI
Uniting Entrepreneurs

KPMG
Over 40-year development with the continuous efforts, Hachiba brand for towel and apparel products of March 29 Textile-Garment Joint Stock Company has now grown into one of the strong brands in Vietnam. Concerning the scale of production, Hachiba now has the workforce of over 4,000 employees with 8 factories including: 2 suit factories, 4 garment factories, 1 wash factory and 1 towel factory. The major export markets are USA, E.U, Japan, etc.

YEARLY CAPACITY:
- Apparel: over 12 million products including: suits, casual pants, jackets, sport-wears, etc.
- Wash: over 5 million products with wash technologies: bio-wash, ball-wash, stone-wash, etc.
- Towel: over 500 tons of the towel product with various kinds including: dobby, jacquard, printing and embroidery designs.

APPLIED STANDARDS: ISO 9001:2015, WRAP, GSV, etc.
Foreword

The publication “Going for Gold - The Central Region of Vietnam” was developed as a guidebook to introduce the economic potential and investment opportunities of localities and enterprises in the Central Region - Highlands of Vietnam, to businesspeople and investors from the 21 Asia-Pacific economies taking part in the APEC Vietnam 2017 events.

In the publication process, the local authorities in the region have effectively cooperated with VCCI Da Nang. The process has also attracted the response of regional entrepreneurs. We would like to express our sincere thanks to partners and sponsors for your valuable cooperation.

VCCI Da Nang would like to thank KPMG Vietnam for their professional consultancy. They have made great contributions to the publication. In particular, we would like to thank Dr. Vu Tien Loc - Chairman of VCCI - for his encouragement and support in the publication process. Despite our efforts, there are still inevitable shortcomings in this guidebook. We look forward to readers’ understanding and feedback.

Best Regards!

On behalf of Editorial Board

Nguyen Tien Quang
Director of VCCI Da Nang
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INVESTMENT GUIDE TO CENTRAL VIETNAM - HIGHLANDS
- Quang Binh
- Quang Tri
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- Da Nang
- Quang Nam
- Quang Ngai
- Binh Dinh
- Kon Tum
- Gia Lai
- Dak Lak
- Dak Nong
APEC 2017 – An opportunity for international enterprises and investors to explore the Central Vietnam - Highlands Region

This year, Vietnam is the host of APEC 2017, and Da Nang, the economic center of the central coastal and Central Highlands provinces, is the site of the APEC Economic Leaders Meeting. This is a significant opportunity for localities and enterprises throughout the country and in the Central Vietnam-Highlands region, in particular, to promote its economic potential, investment opportunities, and trade with investors and businesses coming from 21 economies of the Asia Pacific.

I applaud and greatly appreciate the efforts of the Vietnam Chamber of Commerce and Industry – Da Nang Branch (VCCI Da Nang) in publishing the investment guide “Going for Gold – The Central Region of Vietnam” which is full of information to help foreign investors and enterprises get to know the region’s potential, strengths, available investment opportunities, and trade networks. Simultaneously, this effort also helps the Central Vietnam-Highlands region approach businesses and investors from 21 APEC economies to attract investment, promote trade, and pursue economic development. Central Vietnam-Highlands has a high demand for investment which could turn its potential into economic benefits for investors, businesses and localities alike. Central Vietnam-Highlands is an area full of potential with more than 1,000 km of coastline, an abundance of untapped natural resources, large spaces of red basalt soil suitable for long-term industrial plants, and a young, hardworking, well-trained, and disciplined labor force. The Central Vietnam-Highlands region also has several bright destinations for business in Vietnam. Many of its cities and provinces enjoy a high position in provincial rankings on business environment. For example, Da Nang, for several consecutive years has been ranked number one in the Provincial Competitiveness Index (PCI), which is compiled, assessed, and published annually by the Vietnam Chamber of Commerce and Industry (VCCI) in collaboration with the United States Agency for International Development (USAID).

Through the effective support and cooperation of localities in the region, and active collaboration with KPMG Vietnam; VCCI Da Nang has completed the “Going for Gold - The Central Region of Vietnam” guide, and now, through the events of APEC Vietnam 2017, that guide has been given to you.

Hopefully, the guide will be useful for business associations, investors, and businesses who are coming to Vietnam to attend the Asia-Pacific Economic Forum, as well as anyone interested in investing and doing business in the Central Region of Vietnam.

Chairman and President of VCCI

Dr. Vu Tien Loc
VCCI Da Nang, a branch of VCCI, was established in 1989, and is responsible for 11 provinces in Central Vietnam - Highlands. For 30 years, more than 1,000 enterprises have joined VCCI Da Nang's membership. We are dedicated to the prosperity of the regional business community, in particular, and Vietnam’s development, in general. VCCI Da Nang has consistently expanded its activities in the fields of constructing and reviewing policies, documents related to the business community; promoting trade, investment among investors, domestic enterprises and foreign ones; organizing training courses, seminars, consultancy, information provision; and several other practical business supporting activities.

Mission:
• Provide advice, recommendation to the State on matters of social, legal and economic issues
• Collect and study views, suggestions and opinions of the business community
• Organise activities to disseminate the legal provisions
• Establish effective linkages among the business associations in Vietnam
• Set up close networks with the chambers, regional and international organizations
• Organise promotional activities and render business development services to SMEs
• Protect the legitimate interests of employers, help create socially responsible ethical business culture and corporate social responsibility (CSR)
• Enhance and enlarge the capacity of Vietnamese business through a wide range of activities
• Issue Certificate of Origin (CO): to authenticate the place of growth, production or manufacturing of goods from Vietnam
• Help businesses in settling their trade disagreements and disputes through negotiation, arbitration, mutual adjustments
Central Vietnam is undergoing an exciting process of transformation through industrialization, modernization, and global integration. With the government’s recent efforts to improve the investment climate, business environment, and policy mechanisms to increase dynamic efficiency, central Vietnam is a region ripe for investment.

We are excited by the economic prospects in Vietnam’s central region, and proud to be the only international advisory firm providing world class Audit, Tax and Legal, and Advisory services to the corporate community in this high-growth area. Central Vietnam is home to a vibrant manufacturing sector, successful property developers and service providers, and large-scale energy and infrastructure projects. KPMG’s presence in the central region allows our professionals to better serve our clients there, and adds to the service infrastructure that is essential to support international-standard business.

In collaboration with VCCI and the provincial Investment Promotion Agencies, KPMG aims to share best practices, expertise, and knowledge in providing support and services to investors as well as in promoting central Vietnam as an investment destination.

We at KPMG invite strategic investors to come to our office in Danang to learn more about the region and its great potential.

Jens Ruebbert
Chairman
European Chamber of Commerce in Vietnam

Many of the almost 1,000 members of EuroCham are longstanding businesses in the country that want to be a part of Vietnam’s future. The EU-28 alone – not counting the remaining European countries EuroCham also represents – is Vietnam’s 3rd trading partner in terms of total volume and its 5th largest foreign investor. A strong connection is already there, but its potential is now even greater with the coming of the EU-Vietnam Free Trade Agreement (EVFTA).

Europe wants a long-term partnership with Vietnam, and EuroCham is fully aligned with the Government in the importance of continuing to make the country a dynamic, transparent, connected, and sustainable investment destination across industries. Vietnam’s high potential builds on many comparative advantages distributed among its provinces, driving its successful growth. Therefore, the transition into a globally connected economy must touch upon every corner of Vietnam, and the Central Region is at the forefront of this process as a trade and investment destination. In November 2016, EuroCham incorporated this vision in its own action by opening its first representation outside Hanoi and Ho Chi Minh City in 18 years: its Central Vietnam Chapter, based in Danang. Since then, the organisation has been cooperating with local authorities and partners, including VCCI Danang, in exchanging ideas to improve the local business environment and market access ahead of the coming of the EVFTA.

The advancement of Vietnam towards the top tier of the world’s economies should produce an environment where future generations from all over the country can maintain and continue its amazing story. Central Vietnam is certainly a great place to invest now, but it is the investment on its future as a whole that will make the difference. European business is ready to be a part of it.
Why invest in Central Vietnam - Highlands?

**International Airport:**
Da Nang International Airport/ Da Nang City

**Domestic Airports:**
- Dong Hoi Airport/ Quang Binh Province
- Phu Bai Airport/ Thua Thien Hue Province
- Chu Lai Airport/ Quang Nam Province
- Phu Cat Airport/ Binh Dinh Province
- Pleiku Airport/ Gia Lai Province
- Buon Me Thuot Airport/ Dak Lak Province

**International Seaports:**
- Chan May seaport/ Thua Thien Hue Province
- Da Nang seaport/ Da Nang City
- Ky Ha – Tam Hiep seaport/ Quang Nam Province
- Quy Nhon-Thi Nai seaport/ Binh Dinh Province

**Land Area:**
- 100,440 km²
- 29% of the natural area of Vietnam

**Population:**
nearly 12 million

**Neighbouring countries:**
Laos, Cambodia

**Climate:**
Tropical monsoon

**Coastal areas north of Hai Van Pass:**
Humid with cool winters

**Coastal areas south of Hai Van Pass and Highlands:**
Two dry seasons and a rainy season

**Average sunshine:**
1,700 to 2,800 hours / year

**Average rainfall:**
1,800 to 3,000mm decreasing from north to south from coast to mountainous areas
**Strategic location**
The Central Vietnam–Highlands region conveniently links northern and southern Vietnam to the world. The region borders Ha Tinh to the north; Khanh Hoa province to the south; Laos and Cambodia to the west; the East Sea and its shipping lanes to the east. Located in the heart of ASEAN, it is situated along the East-West Economic Corridor, convenient for road transport to Laos, Cambodia, Thailand, Myanmar, for sea routes to other ASEAN countries, and is only 4-5 hours by plane to most of the major airports in the Asia-Pacific.

**Economic zones and industrial parks**
Economic Zones (4): Dung Quat (Quang Ngai), Chu Lai (Quang Nam), Nhon Hoi (Binh Dinh), Chan May (Thua Thien Hue)
Industrial Zones (27): Hoa Khanh (Da Nang), Phu Bai (Thua Thien Hue), Tra Da (Gia Lai), Tam Thang (Dak Nong), and Hoa Phu (Dak Lak)

**Human resources**
- Labor more than 50% population
- Two major universities: Da Nang University and Hue University
- Provincial universities and colleges
- Local vocational schools

**Living conditions**
- Biospheres: Chan May and Cu Lao Cham
- Cultural heritage sites: Hue Citadel, Hoi An Ancient Town, Hue Royal Court Music and Highlands Gong Culture Space
- National parks: Phong Nha-Ke Bang, ...
- Health care: large medical centers and general hospital in Da Nang, Thua Thien- Hue
- Shopping centers: Big C, Metro, and Lotte Mart

**Governance and business support**
- Rank middle of Provincial Competitiveness Index (PCI) survey yearly, which reflects governance and business support capacity.
- One-stop shop in each provinces to minimize investment procedures and support investors.

**Growth sectors for investment**
- Tourism
- High-tech agriculture and industrial crops
- Wind, solar power
- Fishing, seafood processing industries
- Mining and deep processing minerals
- High-tech and electronics
- Labor-intensive industries such as shoes, textiles, etc.
BA NA HILLS
The Road to Fairyland

+@(84) 905 766 777
An Son - Hoa Ninh,
Hoa Vang Prefecture, Danang City
A LUXURY LIFESTYLE BY THE BEACH FOR THE VERY FEW

Located on the central coastline overlooking a tropical paradise of long stretches of white sandy beaches, THE OCEAN ESTATES is the epitome of private luxury, and the last batch of residential homes to be developed on the beachfront parcel located within the multi award - winning The Ocean Resort.

- Villas range from 3 to 5 – bedrooms, on large land plots typically averaging 1,600 square meters in area.
- All villas have innovative design and private swimming pool of up to 84 square meters and an ample – sized two car garage.
- Automatic access to the resort’s main facilities including White Caps and its existing amenities such as beach pool, kids’ pool, tennis court, various playgrounds and recreation areas, the beach bar and restaurant, spa, golf course.
- When participating in VinaLiving’s rental pool program, gain 65% of the total rental income and 60 days/year of stay in the property.
- Expected completion: Q4/2017

THE OCEAN ESTATES
Truong Sa Street, Hoa Hai Ward, Ngu Hanh Son District, Danang City
Hotline/Contact: **0931 923 999** | van.hoang@vinadananang.com

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Quang Binh

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Web: skhdt.quangbinh.gov.vn
Quang Binh province is located 500km away from Vietnam’s capital city Ha Noi in the North, 1,200km away from Ho Chi Minh City in the South, and borders Laos to the west, the East Sea to the east, and Quang Tri province to the south. The province has a total natural area of 8,065km², a population of more than 882,500 people; and 532,000 people of working age. The GDP growth rate within the period of 2011-2015 climbed to above 6.5%, which is above the national average (6.0%). GRDP per capita in the year 2016 reached 1250 USD/person.

Quang Binh province is endowed with stunning landscapes including forests, 116km of coastline and beautiful beaches, and popular tourist sites such as Vung Chua – Dao Yen (the resting place of General Vo Nguyen Giap), Da Nhay, Nhat Le beach, and, most famously, the World Natural Heritage Site Phong Nha-Ke Bang National Park. Phong Nha-Ke Bang National Park is best known for its Phong Nha Cave, Paradise Cave and Son Doong Cave, the most beautiful and biggest cave in the world. The New York Times recently ranked Quang Binh the 8th out of 52 most attractive tourism destinations on the planet and the most attractive destination in Asia.\(^1\) In addition, the province has a plentiful supply of natural minerals such as limestone, clay, kaolin, and quartzy sand. The winning combination of natural resources and tourist sites make Quang Binh an incredibly attractive destination for investment.

Quang Binh has well-developed transportation infrastructure including an airport, seaport, roadways, railways and riverways. Dong Hoi Airport currently is serviced by three airlines including Vietnam Airlines, VietJet Air and Jetstar Pacific, with flights to and from the major cities of Vietnam such as Ha Noi, Ho Chi Minh City, and Hai Phong. In August 2017, Jetstar Pacific will launch a Chiang Mai–Dong Hoi international flight. The road and rail systems, border economic zones and ports are likewise interlinked. There are two national highways – National Route 1A and Ho Chi Minh Highway – and the North-South railway running along the length of the province, the Cha Lo Border Gate Economic Zone, which extends into Laos, and Hon La deep water seaport which is capable of vessels of 30,000 - 50,000 tonnes. Going east to west, National Road 12A connects Hon La deep-water seaport\(^2\) to Cha Lo Border Gate Economic Zone (with Laos) via Huu Nghi No.3 Bridge to Thailand, Myanmar and Southeast Asian nations with the length of about 350 km. Located in the East West Economic Corridor (EWEC), Quang Binh is an important point of commercial exchange within the region and the world.

Currently the province has two economic zones\(^3\) and eight industrial parks, of which three have the essential infrastructure\(^4\) to meet all demands of investment and business.

In Quang Binh province, there is a healthy supply of labor with 64.47% of the population of working age. Trained labor makes up above 60%, including 36% of workers equipped with some level of vocational training.

Quang Binh has actively implemented administrative reforms, improved its business and investment environment, strengthened its competitiveness index, and developed an attractive, transparent and friendly investment environment for investors so as to attract resources for the province’s socioeconomic development.

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\(^1\) Voting in 2015
\(^2\) Hon La seaport for 30,000-50,000 ton vessels to shelter
\(^3\) Hon La seaport economic zone with the area of 10,000 ha; Cha Lo bordergate economic zone with 53,800 ha.
\(^4\) North West Dong Hoi industrial zone, North Dong Hoi industrial zone; Hon La seaport industrial zone.
### Objectives of the investment incentive programs/schemes

When investing and trading in Quang Binh province, investors will enjoy the highest level of priority within the preferential framework of Vietnamese Government in terms of tax and land incentives. Besides, investors will also enjoy other investment incentives if investing in key projects which can create motivation for socio-economic development, contribute to the economic structure transfer, increase production, create more jobs for labor and improve living standards of people.

### The list of valid incentive policies

**General incentive policy of Vietnamese Government (policy 1) such as:** apply the preferential treatment pursuant to the Law on Investment 2014\(^5\) and incentive policies in term of agriculture, rural development, socialization.

**Other provincial incentive policies:**
- General investment supporting and incentives policies within the province (policy 2);
- Investment incentive policy for enterprises investing in accommodation center and restaurant within Quang Binh province (policy 3);
- Investment supporting policy to launch the new flights to Dong Hoi airport (policy 4);
- Supporting policy for startups and creative startups (policy 5);
- The supporting policy for industrial development and commercial promotion of Quang Binh province (policy 6)

### Quang Binh province is currently applying preferential tools and policies to attract investment as follows:

<table>
<thead>
<tr>
<th>Supporting tools</th>
<th>Policy 1</th>
<th>Policy 2</th>
<th>Policy 3</th>
<th>Policy 4</th>
<th>Policy 5</th>
<th>Policy 6</th>
</tr>
</thead>
<tbody>
<tr>
<td>Preferential treatment in term of land use tax, land use fee, land lease fee and water surface lease fee</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<td></td>
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<tr>
<td>Preferential treatment of CIT</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<tr>
<td>Preferential treatment in term of import, export tax for imported and exported commodities</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<tr>
<td>Preferential treatment for projects within the industrial zone and economic zone</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<tr>
<td>Support for ground clearance</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<tr>
<td>Support to construct technical infrastructure out of the fence of projects</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<tr>
<td>Support expenditure for labor training</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
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<tr>
<td>Support construction costs</td>
<td>X</td>
<td></td>
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<td></td>
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<tr>
<td>Support for innovative technological equipments</td>
<td>X</td>
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<tr>
<td>Support for developing brand names</td>
<td>X</td>
<td></td>
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<tr>
<td>Support for market, commercial promotion, advertising</td>
<td></td>
<td>X</td>
<td></td>
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<tr>
<td>Support cost for flights</td>
<td>X</td>
<td></td>
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<tr>
<td>Support working office</td>
<td>X</td>
<td></td>
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<tr>
<td>Support fees for enterprise registration; fees for declaring contents of enterprise registration; 1-year licence tax</td>
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<td>X</td>
</tr>
</tbody>
</table>

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\(^5\) Area of preferential treatments of Quang Binh: areas of particularly difficult socio-economic conditions including districts: Minh Hoa, Tuyen Hoa and Bo Trach, areas of difficult socio-economic conditions including districts: Quang Trach, Quang Ninh, Le Thuy and Ba Don town.
Priority sectors and projects calling for investment

**Infrastructure – Industrial Zones**
1. Hon La II industrial zone, Quang Binh
2. Cam Lien industrial zone, Quang Binh
3. Electronic high – tech zone, Quang Binh

**Industrial Sector**
1. Industrial, communication and electronic products manufacturing and assembling factory, Quang Binh
2. Manufacturing and assembling factory of equipment and machinery for mechanical and agriculture sector, Quang Binh
3. Beverages, beer and wine manufacturing factory, Quang Binh
4. Seafood processing factory, Quang Binh
5. Livestock feeds manufacturing factory, Quang Binh
6. Medium density fibreboard (mdf) processing factory, Quang Binh
7. Rubber and industrial rubber products processing factory, Quang Binh
8. Civil construction glass manufacturing factory, Quang Binh

**Tourism, Service, Commerce**
1. Bao Ninh high-class rehabilitation tourism center, Quang Binh
2. Bao Ninh beach tourism park, Quang Binh
3. Da Nhay- Ba tri rehabilitation tourism complex, Quang Binh
4. Chay river rehabilitation tourism multifunctional complex, Quang Binh
5. High-class eco resort (U Bo area), Quang Binh
6. Bang mineral water eco resort, Quang Binh
7. Quang Dong eco resort, Quang Binh
8. Thac But – Gieng Tien eco tourism center, Quang Binh
9. Dong Hoi city commercial center, Quang Binh
10. Phong Nha- Ke Bang general commercial center, Quang Binh
11. Khe Ve cross-road general commercial center, Quang Binh
12. Commercial service center - Cha Lo international bordergate center, Quang Binh

**Energy**
1. Wind power plant, Quang Binh
2. Solar power plant, Quang Binh
## Typical companies in Quang Binh

<table>
<thead>
<tr>
<th>Enterprise</th>
<th>Sector</th>
<th>Business size*</th>
<th>Represented by</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Truong Thinh Group JSC</strong>&lt;br&gt;50 Nguyen Huy Cang, Hai Dinh Ward, Dong Hoi City, Quang Binh&lt;br&gt;+84 232 3820024&lt;br&gt;<a href="mailto:admin@truongthin.com">admin@truongthin.com</a>; <a href="http://www.truongthinh.com">http://www.truongthinh.com</a></td>
<td>Construction, engineering, hotels, resorts, hospitality</td>
<td>Charter capital: 46 million USD; Employees: 1000</td>
<td>Vo Minh Hoai</td>
</tr>
<tr>
<td><strong>Sai Gon – Quang Binh Tourism JSC</strong>&lt;br&gt;20, Quach Xuan Ky, Dong Hoi City, Quang Binh&lt;br&gt;+84 232 3822276&lt;br&gt;<a href="mailto:sgquangbinh@sgqbtourist.com">sgquangbinh@sgqbtourist.com</a>; <a href="http://www.sgquangbinhtourist.com.vn">http://www.sgquangbinhtourist.com.vn</a></td>
<td>Hotel, resorts, tourism, hospitality</td>
<td>Charter capital: 2.9 million USD; Employees: 100</td>
<td>Nguyen Ngoc Tung</td>
</tr>
<tr>
<td><strong>Oxalis Ltd. Company</strong>&lt;br&gt;(Cong ty TNHH MTV Chua Me Dat)&lt;br&gt;Phong Nha Commune, SonTrach Village, Bo Trach District, Quang Binh&lt;br&gt;+84 232 3677678&lt;br&gt;<a href="mailto:contact@oxalis.com.vn">contact@oxalis.com.vn</a>; <a href="http://www.oxalis.com.vn">http://www.oxalis.com.vn</a></td>
<td>Tourism, entertainment and recreation services, adventure tourism, caving</td>
<td>Charter capital: 534,000 USD; Employees: 50</td>
<td>Nguyen Chau A</td>
</tr>
<tr>
<td><strong>Vinh Ha Commercial Tourism JSC</strong>&lt;br&gt;Vo Nguyen Giap Str., Bao Ninh Commune, Dong Hoi City, Quang Binh&lt;br&gt;+84 232 3854688&lt;br&gt;<a href="mailto:sales@baoninhbeachresort.com.vn">sales@baoninhbeachresort.com.vn</a>; <a href="http://baoninhbeachresort.com.vn">http://baoninhbeachresort.com.vn</a></td>
<td>Tourism, recreation and entertainment services</td>
<td>Charter capital: 670,000 USD; Employees: 50</td>
<td>Doan Bao Ha</td>
</tr>
<tr>
<td><strong>Quang Binh Import-Export JSC</strong>&lt;br&gt;91 Huu Nghit, Nam Ly Ward, Dong Hoi City, Quang Binh&lt;br&gt;+84 232 3829324&lt;br&gt;info@quangbìnhjsc.com.vn; <a href="http://www.quangbinhjsc.com.vn">http://www.quangbinhjsc.com.vn</a></td>
<td>Commodity trading, timber, metal ore mining.</td>
<td>Charter capital: 890,00 USD; Employees: 100</td>
<td>Dang Xuan Hue</td>
</tr>
<tr>
<td><strong>Tuan Viet General Trading Co., Ltd.</strong>&lt;br&gt;Thong Nhat Str., Duc Ninh Dong Ward, Dong Hoi City, Quang Binh&lt;br&gt;+84 232 3822955&lt;br&gt;<a href="mailto:info@tuanviet-trading.com">info@tuanviet-trading.com</a>; <a href="http://www.tuanviet-trading.com">http://www.tuanviet-trading.com</a></td>
<td>Commodity trading, foodstuffs, consumer products (FMCG), supermarkets, recreation and entertainment centers</td>
<td>Charter capital: 440,000 USD; Employees: 100</td>
<td>Le Thi Nu</td>
</tr>
<tr>
<td><strong>Gianh River Corporation JSC</strong>&lt;br&gt;Quang Thuan Ward, Ba Don Town, Quang Binh&lt;br&gt;+84 232 3513796&lt;br&gt;<a href="mailto:sogico@soggianh.com.vn">sogico@soggianh.com.vn</a>; <a href="http://soggianh.com.vn">http://soggianh.com.vn</a></td>
<td>Fertilizers, aquaculture</td>
<td>Employees: 200</td>
<td>Bien Van Nga</td>
</tr>
<tr>
<td><strong>Long Dai Forestry and Industrial Co., Ltd</strong>&lt;br&gt;Block 10, Dong Son Ward, Dong Hoi City, Quang Binh&lt;br&gt;+84 232 3826026</td>
<td>Manufacturing and processing forest rubber and resin products; timber and timber products processing</td>
<td>Charter capital: 6.08 million USD; Employees: 250</td>
<td>Phan Dinh Linh</td>
</tr>
<tr>
<td><strong>Viet Trung Co., Ltd</strong>&lt;br&gt;Viet Trung Town, Bo Trach District, Quang Binh&lt;br&gt;+84 232 3796105</td>
<td>Forestry, rubber, timber and timber products trading</td>
<td>Charter capital: 8 million USD; Employees: 250</td>
<td>Nguyen Van Minh</td>
</tr>
<tr>
<td><strong>Quang Binh Agriculture Corporation JSC</strong>&lt;br&gt;587 Ly Thuong Kiet, Dong Hoi City, Quang Binh&lt;br&gt;+84 232 3822156&lt;br&gt;<a href="mailto:tctnyonngnhiepqb@gmail.com">tctnyonngnhiepqb@gmail.com</a>; <a href="http://saovietquangbinh.vn">http://saovietquangbinh.vn</a></td>
<td>Seedlings and fertilizers</td>
<td>Charter capital: 693,000 USD; Employees: 100</td>
<td>Nguyen Van Binh</td>
</tr>
<tr>
<td><strong>Son Hai group Co., Ltd</strong>&lt;br&gt;17 Huu Nghit, Nam Ly Ward, Dong Hoi City, Quang Binh&lt;br&gt;+84 232 3825755</td>
<td>Engineering construction, concrete</td>
<td>Charter capital: 18.8 million USD; Employees: 150</td>
<td>Nguyen Viet Hai</td>
</tr>
<tr>
<td><strong>Quang Binh S&amp;D Co., Ltd</strong>&lt;br&gt;Occupational Village Industrial Group, Quan Hau Town, Quang Ninh District, Quang Binh&lt;br&gt;+84 232 3911888</td>
<td>Garment manufacturing</td>
<td>Charter capital: 890,000 USD; Employees: 150</td>
<td>Phan Anh Phuong</td>
</tr>
</tbody>
</table>

* Note: Charter Capital/Revenue estimates in USD based on conversion rate of 22.500 VND = 1USD
Prestige and broad experience of our human are the biggest competitive advantages and the solid foundation of us to be able to create a sustainable development and becoming the lead in tourism industry in Vietnam.

Domestic and International visitors who want to travel for Vacation, Leisure, Business or Studying purposes will think of us as a professional Tour Operator who has great abilities of satisfying their demands. We always desire to approach new trends, create special and amazing tourism products and travelling solutions by which we can always meet and fulfill customers’ expectations. Our strong commitment to customers is always operating services precisely and scientifically with the highest level of responsibility.

**CORE BUSINESSES**

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- International and Domestic Airlines Ticketing
- Global Hotel Booking
- Transportation and Visa Services
- Helicopter Tours
- Meetings, Incentives, Event, Teambuilding...
Quang Tri
Department of Planning and Investment

Address:
34 Hung Vuong Street, Dong Ha City, Quang Tri
Tel: +84 233 3552285
Fax: +84 233 3851760
Web: www.dpiquangtri.gov.vn
Email: nguyenthithuonghuyen@quangtri.gov.vn
Overview

Quang Tri is a province located on the north central coast of Vietnam and has its capital city in Dong Ha. The province is part of the Central Key Economic Region and the East–West Economic Corridor (EWEC) via the Lao Bao International Border Gate. Quang Tri has approximately 75 km of coastline and covers a total area of 473,744 hectare (ha). The EWEC, which is 1,450 kilometer in length, runs through 13 provinces of four countries, linking central Vietnam with Laos, Thailand and Myanmar, and will offer Quang Tri multiple opportunities for economic development and international economic integration. Quang Tri is a well known tourist destination with popular places like Cua Viet beach, heroic Con Co Island, and famous historical and revolutionary sites like Quang Tri Ancient Citadel, the Hien Luong – Ben Hai riverbank, Vinh Moc Underground Tunnels, Truong Son National Martyrs Cemetery, and etc. Quang Tri also has many special cultural and spiritual centers and various cultural festivals and activities to remember important moments of the revolution. Among them, Sac Tu, one of the oldest temples in central Vietnam, and La Vang Pilgrimage Center attract nearly one million visitors every year.

The economy of Quang Tri has maintained a reasonable growth rate, and continues to move in the right direction. The provincial average GDP rate reached 6.5% in 2016, and GRDP per capita reached 36 million VND. The growth sectors of the province have also moved in the right direction. The proportion of agriculture, forestry and fishery in 2016 was 21.76%; The proportion of industry - construction reached 37.93% and trade - services accounted for 40.31%. The kinds of enterprises in Quang Tri have developed in terms of scale and quantity and contributed positively to the economic growth of the province, contributing nearly 40% of the GRDP.

Socio-economic conditions have also developed in all regions, sectors and fields. There has been significant attention paid to urban development, and the formation of two urban chains along the north-south and east-west axis with 13 urban areas. The proportion of urban population accounts for 29.4% of the province. In particular, development of the South-East Economic Zone of Quang Tri was approved by the Prime Minister together with the Scheme on Establishment of Economic Zone. Lao Bao Special Economic- Commercial Area, 03 Industrial Zones and 13 industrial clusters in the province have seen continuous flows of investment towards infrastructure.

Regarding international economic integration, Quang Tri has established cooperative relations with 22 bilateral and multilateral donors and received support from over 30 foreign non-governmental organizations. Investors have provided funds to 16 FDI projects and over 190 domestic projects.

Quang Tri has a plentiful labor force. In 2016, the average population was about 626,100 people, of which 332,977 were of working age (above 15 years old), and 46% have some level of training. The average salary of workers in Quang Tri Province is increasing gradually. By 2016, the average salary had reached 5,400,000 VND / person / month.

Quang Tri is actively reforming administrative procedures, improving the investment environment in order to improve its competitiveness, create a transparent and attractive investment environment for investors, and attract resources for local development.
Objectives of the investment incentive programs/ schemes:

To increase the quality of investment promotion, Quang Tri is implementing various incentives and support for investment projects in the province. Those schemes are applied in different methods to improve provincial investment environment, and attract domestic and foreign investors.

The supporting instruments to be provided in Quang Tri within the framework of the investment incentive schemes are shown in the following table:

<table>
<thead>
<tr>
<th></th>
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</thead>
<tbody>
<tr>
<td>Applying science and technology</td>
<td>X</td>
<td></td>
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<tr>
<td>Customs duty exemption</td>
<td>X</td>
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<tr>
<td>CIT reduction</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commercial promotion</td>
<td></td>
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<tr>
<td>Interests rate support</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Land allocation</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
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<tr>
<td>Land clearance</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Infrastructure</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Labor force training</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Technology</td>
<td></td>
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</tr>
</tbody>
</table>

For more information, please see the Quang Tri provincial government website (quangtri.gov.vn) or contact Quang Tri Department of Planning and Investment directly.
Priority sectors and projects calling for investment

Infrastructure – Industrial Zones
1. Infrastructure of Ho Xa Northwest IP, 294 ha, 50 mil USD, Ho Xa Northwest Industrial Park, Quang Tri
2. Infrastructure and operations for Quang Tri Southeast EZ (Phase 1), total land area is 4,534 ha, 1.600 mil USD, East-Southern Economic Zone, Quang Tri
3. My Thuy Seaport, total planned scale: 995 ha, 350 mil USD, East-Southern EZ, Hai Lang, Quang Tri

Industrial Manufacturing – Supporting Services
1. Factory to Produce Industrial Wood and Wood Products, 5,000 m³/year, 50-100 mil USD, Quan Ngang IP, Ho Xa Northwest IP, Lao Bao SECA, Quang Tri
2. Beer, Wine and Soft Drinks Manufacturing Factory, 50 million litres/year, 20 - 40 mil USD, East-Southern EZ, Quan Ngang IP, Ho Xa Northwest IP, Lao Bao SECA, East-Southern EZ, Quang Tri
3. Materials Producing and Breeding Foods Processing Factory, 1,000 tons of product/year, 15 mil USD, Quan Ngang IP, Ho Xa Northwest IP, Lao Bao SECA, East-Southern EZ, Quang Tri
4. Wood Pulp, Paper Materials Factory, 10,000 tons of product/year, 15-20 mil USD, Quan Ngang IP, Ho Xa Northwest IP, Lao Bao SECA, Quang Tri
5. Factory to Manufacture Rubber Products, 50,000 tons/year, 15-20 mil USD, Quan Ngang IP, Ho Xa Northwest IP, Lao Bao SECA, Quang Tri
6. Gypsum Products Factory, 10,000 m² of product/year, 5-15 mil USD, Quan Ngang IP, Ho Xa Northwest IP, Lao Bao SECA, Quang Tri
7. Factory to Manufacture Leather Shoes for Export, Employing 10,000 workers, 15-20 mil USD, East-Southern EZ, Quan Ngang IP, Ho Xa Northwest IP, Lao Bao SECA, Quang Tri

Tourism, Service, Commerce
1. Bonded Warehouse, Logistics, 10 ha, 10 mil USD, East-Southern EZ; Lao Bao SECA, La Lay IBG, Quang Tri
2. Truong Son Service Tourist Area, 100 ha, 50 mil USD, Truong Son service – tourist area, Quang Tri
3. Construction of Shopping Centre, 4-5 ha, 30-40 mil USD, Dong Ha City, Quang Tri
4. Golf Construction, above 100 ha, 10 mil USD, Lao Bao SECA, La Lay IBG, Quang Tri
5. Spiritual Tourism Development At Sac Tu Tinh Quang Pagoda, 15,83 ha, 5 mil USD, Ai Tu Town – Trieu Phong District – Quang Tri
6. Resorts and Accommodations along Cua Tung - Cua Viet beach, 109,2 ha, 110 mil USD, Cua Viet tourism area and along Cua Tung – Cua Viet beach, Quang Tri

Energy
Hai Lang 1,350 MW Gas Electricity Plant, 1,350 MW, 1,500 mil USD, East-Southern EZ, Hai Lang, Quang Tri
### Typical companies in Quang Tri

<table>
<thead>
<tr>
<th>Enterprise</th>
<th>Sector</th>
<th>Business size*</th>
<th>Represented by</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quang Tri Trading Joint Stock Company</td>
<td>Import-export materials, consumables; Processing and exporting of cassava starch; Tourism services</td>
<td>Charter capital: 3.7 million USD Employees: 450 Subdivisions: 13</td>
<td>Ho Xuan Hieu</td>
</tr>
<tr>
<td>Viet Ren Joint Stock Company</td>
<td>Wind power factory; Construction; Mining; Construction materials processing</td>
<td>Charter capital: 53.3 million USD Employees: 50 Subdivisions: 05</td>
<td>Nguyen Phi Hung</td>
</tr>
<tr>
<td>Quang Tri Rubber Limited Company</td>
<td>Plant and processing rubber; Processing fertilizer, wood; Services –Tourism</td>
<td>Charter capital: 13.4 million USD Employees: 150</td>
<td>Van Luu</td>
</tr>
<tr>
<td>Viet Hong Chinh Trading and Import-Export J.S Company</td>
<td>Import-export bicycle, motorbike and accessories; Immovable</td>
<td>Charter capital: 267,000 USD Employees: 10 Subdivisions: 3</td>
<td>Nguyen Truong Chinh</td>
</tr>
<tr>
<td>Thien Tan J.S Company</td>
<td>Construction materials processing; Construction; Mining (minerals)</td>
<td>Charter capital: 489,000 USD Employees: 100 Subdivisions: 3</td>
<td>Duong Van Son</td>
</tr>
<tr>
<td>Quang Tri Minerals J.S Company</td>
<td>Minerals; Processing agriculture products</td>
<td>Charter capital: 2.2 million USD Employees: 50 Subdivisions: 6</td>
<td>Le Vinh Thieu</td>
</tr>
<tr>
<td>Sikar Limited Company</td>
<td>Wine processing;</td>
<td>Charter capital: 1.8 million USD Employees: 15 Subdivision: 1</td>
<td>Tran Huu Bang</td>
</tr>
<tr>
<td>Loc Thien Phu Quang Tri JSC</td>
<td>Processing products from wood, power compressed tablets</td>
<td>Charter Capital: 2 million USD Employees: 70</td>
<td>Nguyen Minh Thai</td>
</tr>
<tr>
<td>Dong Tien Steel Limited Company</td>
<td>Manufacturing machinery; Warehouse; Construction</td>
<td>Charter capital: 800,000 USD Employees: 10</td>
<td>Nguyen The Dong</td>
</tr>
<tr>
<td>Thanh Hung Limited Company</td>
<td>Construction; Manufacturing wood products</td>
<td>Charter capital: 800,000 USD Employees: 15 Subdivisions: 3</td>
<td>Tran Thi Tuyet</td>
</tr>
</tbody>
</table>

* Note: Charter Capital/Revenue estimates in USD based on conversion rate of 22.500 VND = 1USD
Customers are our best partners

website: www.vinaphone.com.vn
Thua Thien-Hue

Department of Planning and Investment
“Development & Integration”

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Tel: +84 234 3824680
Fax: +84 234 3821264
Email: ktdn21@thuathienhue.gov.vn
Web: www.skhdtt.thuathienhue.gov.vn
Thua Thien-Hue is one of the six provinces in the Central Vietnam Key Economic Region. The province has an area of more than 5,000 km² and a population of 1.2 million people. The area is known for its vast and beautiful landscapes, and rich cultural and historical significance with over 710 years of history from the times it was known as Thuan Hoa, Phu Xuan to its present-day name of Thua Thien-Hue. The province is strategically located and has a well-developed transportation infrastructure, which includes its Phu Bai airport, the National Highway 1A, Vietnam’s North-South railroad, and Chan May deep sea port which is the gateway to the East Sea. It is part of the East-West Economic Corridor linking Laos, Thailand, Myanmar and Vietnam, which facilitates a connection with international maritime routes via the East Sea.

Thua Thien-Hue has a diverse landscape that includes mountains, plains, 22,000 ha of extensive lagoon system (the largest in Southeast Asia), and 128 km of coastline. The province has beautiful beaches at Thuan An, Canh Duong, and Lang Co, which has been recognized by World Bays as one of the world’s twenty-nine (29) most beautiful bays. Bach Ma National Park, located at 1,450 m above sea level, is home to many species of flora and fauna and a hot springs with medicinal properties.

Thua Thien-Hue is also Vietnam’s largest center of culture and tourism which include the complex of Hue monuments, Hue royal court music, woodblocks of Nguyen dynasty, royal records of Nguyen dynasty and the poetry and architecture of Nguyen dynasty.

The province is also known as a center for medical, educational, and scientific institutions. Hue is one of three centers of excellence in Vietnam for medical treatment and care with its international-standard hospitals, medical equipment and the capacity for advanced medical techniques. Additionally, Hue is a hub for higher education and training with 9 universities; 8 colleges and more than 20 high schools and vocational training centers. It is also a center of science and technology in fields such as health care, biotechnology; information technology and other basic sciences.

In 2016, the growth rate of the province reached 7.11%, in which services grew by 8.02%; Industry-construction 8.48%, and agriculture, and forestry and aquaculture experiences growth of 1.16% respectively. GRDP per capita (USD) was 2,020 USD/person/year. State budget revenues reached 5.896 billion VND, and total investment capital was 17,800 billion VND. In 2016, Hue’s provincial competitiveness index (PCI) ranked 23/63.

Regarding quality of life, Thua Thien-Hue is considered to be one of the most secure, safe, green and clean provinces of Vietnam, ideal for foreign investors and their families. The standard of living is equal to the average of the country, and Hue has an international-standard education system with international schools including Phoenix school and Vico School. Hue also has a number of shopping centers, supermarkets and recreational facilities.

Regarding cost of investment: at present, investment project budgets in Thua Thien-Hue province are among the most competitive in the Central Vietnam Key Economic Region. For example, developed industrial land lease, one-time payment averages are between 22-30 USD/m²/year, land lease price annual payment around 0.6-1 USD/m²/year, office lease price between 6-9 USD/m²/month; factory lease price around 2.2-2.5 USD/m²/month; space rental price in city center around 500 USD/house; factory lease price: 2-2.5 USD/m²/month; house, apartment rental price for foreigners: 500 - 2,000 USD/month. The cost of labor is on average as follows: Manual labor 150-200 USD/person/month, and trained technical labor 200 - 300 USD/person/month.
In addition to the preferential policies regulated by the Government, Thua Thien Hue province issued Decision No. 19/2017/QD-UBND, dated April 21, 2017, promulgating a number of preferential and supportive policies for investment in the province, in which Thua Thien-Hue province will provide infrastructure within and outside the perimeter, be responsible for site clearance and unexploded ordnance clearance; provide training; support businesses working in information technology; support investment promotion support, and support rewards for investment brokerage.

### Investment incentives

The following investment incentive instruments and policies are currently available in Thua Thien-Hue:

<table>
<thead>
<tr>
<th>Supporting instruments</th>
<th>Government of Vietnam Policy</th>
<th>Local Policy</th>
</tr>
</thead>
<tbody>
<tr>
<td>VAT exemption</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Customs duty exemption</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Corporate Income Tax reduction</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Social insurance</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Preferential interest rate</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Preferential land lease</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>VAT refund</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Infrastructure within and outside perimeter</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Land clearance and unexploded ordnance clearance</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Labor training support</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Support for businesses working in information technology</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Investment promotion support</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Rewards for investment brokerage</td>
<td>X</td>
<td></td>
</tr>
</tbody>
</table>
Priority sectors and projects calling for investment

**Infrastructure**
1. Infrastructure development and trade at Chan May non-tariff zone, Thua Thien-Hue
2. Infrastructure development and trade for Industrial Zone No. 1 and Supporting Industries Zone at Chan May, Thua Thien-Hue
3. Phu Bai Industrial Zone, phase 4 cycle 2, Thua Thien-Hue
4. Phu Da Industrial Zone, Thua Thien-Hue
5. Quang Vinh Industrial Zone, Thua Thien-Hue

**Industrial Manufacturing - Supporting Industries**
1. Sewing materials and accessories factory (manufacturing needles, threads, buttons, elastic bands, zippers)
2. Industrial manufacturing projects (including supporting industries): energy, electronics, high technology; car, motorcycle manufacturing and assembly; Pharmaceuticals, cosmetics
3. Medical equipment factory
4. Natural medicinal, aromatic plants extraction factory
5. Glass and quartz sand products factory

**Healthcare**
Medical Tourism Center, Thua Thien-Hue

**Tourism, Service, Commerce**
1. Con Hen tourist attraction, Thua Thien-Hue
2. Bach Ma eco-resort and cable systems, Thua Thien-Hue
3. Hoi Can recreation, sports and resort complex, Thua Thien-Hue
4. Sailor club serving cruise ship, Thua Thien-Hue
5. Housing and commercial areas, Thua Thien-Hue
6. Development of North Hue City Commercial Center, Thua Thien-Hue

**Agriculture**
High-tech agricultural zone
## Typical companies in Thua Thien-Hue

<table>
<thead>
<tr>
<th>Enterprise</th>
<th>Sector</th>
<th>Business size*</th>
<th>Represented by</th>
</tr>
</thead>
<tbody>
<tr>
<td>Carlsberg Vietnam Co. Ltd.</td>
<td>Beer production</td>
<td>Revenue: 152.6 million USD</td>
<td>Stefano Clini</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Employees: 463</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Espace Business Hue JSC</td>
<td>Supermarket</td>
<td>Revenue: 21.3 million USD</td>
<td>Phoom Chirathivat</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Employees: 2,890</td>
<td></td>
</tr>
<tr>
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<td></td>
</tr>
<tr>
<td>Hue Food Co. Ltd.</td>
<td>Liquor production</td>
<td>Revenue: 1.8 million USD</td>
<td>Yoshihiko Saita</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Employees: 55</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Hanes Brands Co. Ltd.</td>
<td>Textiles</td>
<td>Revenue: 222 million USD</td>
<td>Ajay Manohar Godbole</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Employees: 5,630</td>
<td></td>
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</tr>
<tr>
<td>Luks Cement Vietnam Co. Ltd.</td>
<td>Cement production</td>
<td>Revenue: 53.3 million USD</td>
<td>Luk Jack Fung</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Employees: 825</td>
<td></td>
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<td></td>
</tr>
<tr>
<td>CP Vietnam-Hue branch JSC.</td>
<td>Seafood processing plant</td>
<td>Revenue: 41.3 million USD</td>
<td>Chamlong Kolatut</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Employees: 1,343</td>
<td></td>
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</tr>
<tr>
<td>SCAVI Hue Co. Ltd.</td>
<td>Textiles</td>
<td>Revenue: 60 million USD</td>
<td>Tran Van My</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Employees: 4,965</td>
<td></td>
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</tr>
<tr>
<td>Baostell Can Making Hue Vietnam Co. Ltd.</td>
<td>Can production</td>
<td>Revenue: 14.4 million USD</td>
<td>Cao Qing</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Employees: 121</td>
<td></td>
</tr>
<tr>
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<td></td>
</tr>
<tr>
<td>Laguna Co. Ltd. (Vietnam)</td>
<td>Tourist resort</td>
<td>Revenue: 17.5 million USD</td>
<td>Gavin Peter Herholdt</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Employees: 973</td>
<td></td>
</tr>
<tr>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>MSV Co. Ltd.</td>
<td>Textiles</td>
<td>Revenue: 4.7 million USD</td>
<td>Furukawa Masatoshi</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Employees: 1,061</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Thua Thien Hue Telecommunications</td>
<td>Telecommunications</td>
<td>Headquarters and 11 branches</td>
<td>Duong Tuan Anh</td>
</tr>
<tr>
<td></td>
<td></td>
<td>338 employees</td>
<td></td>
</tr>
</tbody>
</table>

*Note: Charter Capital/Revenue estimates in USD based on conversion rate of 22.500 VND = 1USD*
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Da Nang

Da Nang Investment Promotion Agency (IPA DA NANG)

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Email: ipa@danang.gov.vn, Web: www.investdanang.gov.vn
Japan Desk:
Tel: +84 236 3886243
Email: japandesk@danang.gov.vn
Overview

Snapshot of Da Nang’s economy

- **Economic structure**: Service 53%, industry 33%, and agriculture 2%
- **Provincial Competitiveness Index (PCI)**: Ranked No.1 for 7th time
- **FDI**: 486 projects, total investment capital: 3.25 billion USD
- **Export Revenue**: 1.303 million USD
- **Import Turnover**: 1.119 billion USD
- **Tourism arrivals**: Number of tourist arrivals/year: 5.5 million (2016)
- **Accommodation Facilities**: 575 hotels and resorts, 21,648 rooms

Da Nang’s competitive advantage

**Strategic location**: Da Nang is an important location at the intersections of major roads, railways, waterways and airways, acting as the access point to the Pacific Ocean for Vietnam’s central region, the Central Highlands and countries in the Mekong Basin via the East-West Economic Corridor.

**Advanced infrastructure**: 06 industrial parks, 01 Hi-tech Park, 01 Software Park and 01 Centralised IT Park have been effectively exploited and developed, 04 more industrial parks are under planning. Da Nang International Airport is the third largest airport of Vietnam operating more than 390 flights/month connecting Da Nang with 9 big cities in Vietnam and 25 cities in Asia. Da Nang Port is a modern, equipped container port and one of the largest commercial ports of Vietnam. Moreover, Da Nang has a comprehensive system of national and international standard schools, hospitals, commercial centres and amusement parks.

**High-quality workforce**: Representing 70% of population, the young, dynamic and well-trained labor force enables the city to supply employees at many levels including professional secondary graduates, technicians, college-university graduates, and post-graduates, in particular many who majored in technology, ICT, economics and foreign languages. There are 25 Universities and Colleges, 19 Professional secondary schools and 59 Vocational training centres in Da Nang.

**Pro-business environment**: Da Nang Government is committed to treating investors equitably; complying with policies to encourage and enable investors to make investment and to ensure sustainable development of economic sectors.

**Peaceful living environment**: Da Nang is a young and vibrant city, a great place to live and work. Excellent schools, a decent healthcare system, a fascinating culture, and breath-taking scenery all combine to offer investors one of the best living experiences in Vietnam.
**Investment incentives**

**Objectives of the investment incentive programs/schemes**
Da Nang has focused on attracting and facilitating the investment and business of enterprises, especially into encouraged business lines such as hi-tech industries, supporting industries, environmentally friendly industries, ICT, logistics, as well as formulating a transparent, open and competitive investment environment to meet investors’ demands and increase employment and income for locals.

**List of current effective investment incentive programs/schemes**
1. Incentive and supporting policy for investment in Da Nang Hi-tech Park
2. Supporting policy for investment in supporting industries
3. Supporting policy for software export enterprises
4. Encouraging policies for socialisation of activities in the sectors of education, training, healthcare, culture, sports, environment and judicial expertise
5. Supporting policy for technological renovation enterprises
6. Encouraging and supporting policies for investment and development of wharfs and cruises in inland waterway routes in Da Nang
7. Other policies on supporting enterprises investing in the Centralised IT Park, start-ups, trade promotion

**The support instruments to be provided within the framework of the investment incentives schemes are shown in the following table:**

<table>
<thead>
<tr>
<th>Supporting instruments</th>
<th>Scheme 1</th>
<th>Scheme 2</th>
<th>Scheme 3</th>
<th>Scheme 4</th>
<th>Scheme 5</th>
<th>Scheme 6</th>
</tr>
</thead>
<tbody>
<tr>
<td>VAT exemption</td>
<td>X</td>
<td></td>
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<tr>
<td>Customs duty exemption</td>
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<td>X</td>
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<tr>
<td>CIT reduction</td>
<td>X</td>
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<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Social security premium support</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Interests rate support</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Land allocation</td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>VAT refund</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Infrastructure</td>
<td>X</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Labour resource</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td>X</td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Trade/ Brand promotion</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
<tr>
<td>Technological research, development, transfer, advisory</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
</tbody>
</table>
Priority sectors and projects calling for investment

**Infrastructure**
1. Hoa Ninh Industrial Park, Hoa Ninh Commune, Hoa Vang District, Da Nang
2. Hoa Nhon Industrial Park, Hoa Nhon Commune, Hoa Vang District, Da Nang
3. Lien Chieu Port, Lien Chieu District, Da Nang
4. Da Nang Logistics Center

**Education & training**
1. University complex, Hoa Quy ward, Ngu Hanh Son District, Da Nang
2. Training centre of Da Nang Hi-tech park
3. Technology Research and Development Centre of Da Nang Hi-tech Park

**Healthcare**
1. International Specialised Hospital, Hoa Xuan ward, Cam Le district, Da Nang
2. Medical Health Screening Centre

**Tourism, Service, Commerce**
1. Botanic garden in Hoa Phu commune, Hoa Vang District, Da Nang
2. Pier and Marina at Han River, Son Tra and Hai Chau Districts, Da Nang
3. Underground commercial and recreational centre in Hoa Hai ward, Ngu Hanh Son District, Da Nang

**Hi-tech industries**
1. Producing super durable, ultralight, environmentally friendly materials for construction (fiberglass reinforced polymer) in Da Nang Hi-Tech Park.
2. Production of materials for the collection, storage and transformation of new energy in Da Nang Hi-Tech Park
3. Production of digital medical equipment: X-ray machine, color ultrasound machine, brain power machine, medical laser, Engines & drills for dentistry in Da Nang Hi-tech Park

**Environment**
1. Solid waste treatment complex in Hoa Nhon commune, Hoa Vang District, Da Nang
2. Wastewater treatment plant in Hoa Khanh Industrial Zone
3. Water environment improvement solutions for Da Nang city
## Typical companies in Da Nang

<table>
<thead>
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<th>Business size*</th>
<th>Represented by</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Da Nang Rubber JSC.</strong></td>
<td>Manufacturing, trading rubber equipments, products, general service trading</td>
<td>Revenue 14.94 million USD (2016), up 1.31%. Number of employees: 1,716</td>
<td>Mr. Nguyen Thanh Binh – Director</td>
</tr>
<tr>
<td>Lot G, Ta Quang Buu, Lien Chieu Industrial Park +84 236 3771404 <a href="mailto:hanhchinh@drc.com.vn">hanhchinh@drc.com.vn</a> <a href="http://www.drc.com.vn">www.drc.com.vn</a></td>
<td></td>
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</tr>
<tr>
<td><strong>Danapha Pharmaceuticals JSC.</strong></td>
<td>Manufacturing and trading pharmaceuticals</td>
<td>Revenue (2016): 22 million USD, Annual revenue growth rate 15%</td>
<td>Mr. Nguyen Quang Tri- BOD Chairman, General Director</td>
</tr>
<tr>
<td>253 Dung Si Thanh Khe Str., Thanh Khe Tay ward, Thanh Khe Dist., Da Nang +84 236 3757676 <a href="mailto:info@danapha.com">info@danapha.com</a> <a href="http://www.danapha.com">www.danapha.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Heineken Vietnam Brewery</strong></td>
<td>Manufacturing brewery</td>
<td>Profit (2016) 18.22 million USD, top 3 most sustainable businesses in Vietnam</td>
<td>Mr. Alexander William Lowther – General Director</td>
</tr>
<tr>
<td>Road no. 6 &amp; no. 2, Hoa Khanh Industrial Park +84 236 3842353 <a href="http://www.heineken-vietnam.com.vn">www.heineken-vietnam.com.vn</a></td>
<td></td>
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</tr>
<tr>
<td><strong>Da Nang Port JSC.</strong></td>
<td>Cargo loading, port services</td>
<td>Cargo output (2015): 6 million tons, container output 260,000Teus, up 23% /year</td>
<td>Mr. Nguyen Huu Sia- General Director</td>
</tr>
<tr>
<td>26 Bach Dang, Hai Chau Dist., Da Nang +84 236 3822513 <a href="mailto:cangdn@danangport.com">cangdn@danangport.com</a> <a href="http://www.danangport.com">www.danangport.com</a></td>
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</tr>
<tr>
<td><strong>Hoa Tho Textile and Garment JSC.</strong></td>
<td>Manufacturing and trading textile products and fabrics</td>
<td>Revenue (2015): 133.4 million USD, export 146 mil. USD</td>
<td>Mr. Nguyen Duc Tri - General Director</td>
</tr>
<tr>
<td>36 Ong Ich Duong, Cam Le Dist., Da Nang +84 236 3846290 <a href="mailto:office@hoatho.com.vn">office@hoatho.com.vn</a> <a href="http://www.hoatho.com.vn">www.hoatho.com.vn</a></td>
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</tr>
<tr>
<td><strong>Da Nang- MienTrung Investment JSC.</strong></td>
<td>Investing, constructing and conducting business in industrial parks, industrial clusters, residential areas, urban areas, tourism and recreation. Land leasing with completing infrastructure. Real estates trading.</td>
<td>Chartered capital: 8.8 million USD</td>
<td>Mr. Dang Thanh Binh- BOD Chairman</td>
</tr>
<tr>
<td>99 Nui Thanh, Hai Chau Dist., Da Nang +84 236 3631885 <a href="mailto:info@dmt.vn">info@dmt.vn</a> <a href="http://www.dmt.vn">www.dmt.vn</a></td>
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</tr>
<tr>
<td><strong>March 29Textile Garment JSC.</strong></td>
<td>Manufacturing garment and textile products, package and materials for textile and garment industry</td>
<td>Export (2015) 50 mil. USD 4,000 employees, 8 factories</td>
<td>Ms. Pham Thi Xuan Nguyen - General Director</td>
</tr>
<tr>
<td>60 Me Nhu, Thanh Khe Dist., Da Nang +84 236 3759002 <a href="mailto:hachiba@dng.vn.vn">hachiba@dng.vn.vn</a> <a href="http://www.hachiba.vn">www.hachiba.vn</a></td>
<td></td>
<td></td>
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</tr>
<tr>
<td><strong>Petrolimex Da Nang</strong></td>
<td>Trading petroleum products, liquefied gas</td>
<td>Petrol output (2016): 11.44 mil. tons, revenue 54.7 million USD, profit before tax 2.8 million USD</td>
<td>Mr. Duong Thai Son- Director</td>
</tr>
<tr>
<td>122 Sept 2nd Str., Hai Chau Dist., Da Nang +84 236 3797666 <a href="mailto:bgd.kv5@petrolimexdn.com.vn">bgd.kv5@petrolimexdn.com.vn</a> kv5.petrolimex.com.vn</td>
<td></td>
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</tr>
<tr>
<td><strong>Sovico Holdings- Furama Resort</strong></td>
<td>Hotel- Restaurant-Transportation</td>
<td>198 rooms and 50 villas</td>
<td>Mr. Huynh Tan Vinh- General Director</td>
</tr>
<tr>
<td>105 Vo Nguyen Giap Str., Ngu Hanh Son Dist., Da Nang +84 236 3847122 <a href="http://www.furamavietnam.com">www.furamavietnam.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Da Nang Telecommunications</strong></td>
<td>Construction, management, operation, installation exploitation, maintenance, repair of telecommunications networks, Information Technology</td>
<td>Revenue (2016) 32.66 million USD Employees: 1.020</td>
<td>Mr. Luong Hong Khanh- Director</td>
</tr>
<tr>
<td>No. 346 September 2nd Str., Hai Chau Dist., Da Nang +84 236 3821134 vieththongdanang.com.vn</td>
<td></td>
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</tr>
</tbody>
</table>

* Note: Charter Capital/Revenue estimates in USD based on conversion rate of 22.500 VND = 1USD
## Typical companies in Da Nang

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<th>Business size*</th>
<th>Represented by</th>
</tr>
</thead>
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<tr>
<td><strong>NaHy Trading Services Production Ltd</strong> *</td>
<td>Design and Produce Fashion Garments</td>
<td>Revenue 2016: 5.3 million USD, Number of employees: 500</td>
<td>Ms. Pham Thi Thuy Dung - General Director</td>
</tr>
<tr>
<td>302 2 Thang 9 Str, Hoa Cuong Bac ward, Hai Chau Dist., Da Nang</td>
<td>+84 918 483999 / +84 238 3916398 <a href="mailto:nahyfashion@gmail.com">nahyfashion@gmail.com</a> <a href="http://www.nahyfashion.com">www.nahyfashion.com</a> / <a href="http://www.parityfashion.com">www.parityfashion.com</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Song Thu Corporation</strong> *</td>
<td>Ship building industry</td>
<td>Revenue (2016): 89 million USD Charter capital: 46 million USD</td>
<td>Mr. Ha Son Hai - General Director</td>
</tr>
<tr>
<td>96 Yet Kieu Str, Tho Quang ward, Son Tra Dist., Da Nang</td>
<td>+84 236 3929567 <a href="mailto:sales@songthu.com.vn">sales@songthu.com.vn</a> <a href="http://www.songthu.com.vn">www.songthu.com.vn</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>VinaCapital Danang Resort Ltd</strong> *</td>
<td>Resort, accommodation services</td>
<td>Revenue (2016): 21 million USD Charter capital: 8.3 million USD</td>
<td>Mr. Le Minh Phuc – General Director</td>
</tr>
<tr>
<td>10th Floor PVComBank Building, Lot A2.1, 30/4 Str, Hai Chau Dist., Da Nang.</td>
<td>+84 236 3961800 <a href="mailto:salesdanang@vinacapital.com">salesdanang@vinacapital.com</a> <a href="http://www.theoceanresort.com.vn">www.theoceanresort.com.vn</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>VietNam TravelMart JSC</strong> *</td>
<td>Inbound Outbound</td>
<td>Revenue(2016): 7.3 million USD</td>
<td>Mr. Nguyen Nhu Nam - General Director</td>
</tr>
<tr>
<td>68 Nguyen Thi Minh Khai Str., Hai Chau Dist., Da Nang</td>
<td>+84 236 3886555 <a href="mailto:info@vietnamtravelmart.com.vn">info@vietnamtravelmart.com.vn</a> vietnamtravelmart.com.vn</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Kien Long Bank – Da Nang branch</strong> *</td>
<td>Financial services</td>
<td>Charter capital: 133 million USD 3,808 employees; 117 branches and transaction offices</td>
<td>Ms. Le Thi Kim Lien - Director</td>
</tr>
<tr>
<td>158,160 Nguyen Van Linh Str., Thanh Khe Dist., Da Nang</td>
<td>+84 236 3625898 <a href="mailto:danang@kienlongbank.com">danang@kienlongbank.com</a> <a href="http://www.kienlongbank.com">www.kienlongbank.com</a></td>
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</tr>
<tr>
<td><strong>Coca-Cola Beverages Viet Nam LLC - Da Nang branch</strong> *</td>
<td>FMCG</td>
<td>Charter capital: 100,989,365 USD 300 employees</td>
<td>Mr. Sanket Ray - CEO</td>
</tr>
<tr>
<td>1A Highway, Hoa Minh ward, Lien Chieu Dist. Da Nang</td>
<td>+84 236 3730000 / Fax: +84 236 3730076 <a href="http://www.coca-cola.com">www.coca-cola.com</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Danang Hi-tech Park Management Board</strong> *</td>
<td>Promote and attract investors in the field of high technology to invest in Danang Hi-tech Park</td>
<td>Area: 1,128.40 ha</td>
<td>Ph. D. Phung Tan Viet - President</td>
</tr>
<tr>
<td>31st floor, Danang Administrative Building, 24 Tran Phu Str., Hai Chau Dist., Da Nang</td>
<td>+84 236 3566704 / Fax: +84 236 3566705 <a href="mailto:dhtp@danang.gov.vn">dhtp@danang.gov.vn</a> <a href="http://www.dhtp.gov.vn">www.dhtp.gov.vn</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Ba Na Service Cable Car JSC</strong> *</td>
<td>Business of passenger transport by cable car and slide system Business travel domestic and international travel Business accommodation tourist</td>
<td>Revenue 2016: 662 million USD Charter capital: 962 million USD</td>
<td>Ms. Do Thi Tuyet Hanh - Director</td>
</tr>
<tr>
<td>An Son Village, Hoa Ninh Commune, Hoa Vang Dist., Da Nang</td>
<td>+84 236 3919199 <a href="mailto:bannahills@sunworld.vn">bannahills@sunworld.vn</a> <a href="http://www.bannahills.com.vn">www.bannahills.com.vn</a></td>
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</tr>
</tbody>
</table>

* Note: Charter Capital/Revenue estimates in USD based on conversion rate of 22.500 VND = 1USD
MAIN SERVICES

- Container and General Cargo handling services
- Cruises services
- Logistics services
- Wharves services
- Storage and warehouses services
- Towage services
- Road and waterway transport
- Fuel supply
- Repairing services
- Other marines services
Establishment: October 28th 2010
Objective: Become one of the national centres of high technology, leverage the socio-economic development of Central Highlands of Vietnam
Location: Hoa Lien and Hoa Ninh commune, Hoa Vang district, Danang city, Vietnam
Total area: 1,128.4 hectares
When investing in DHTP, investors will enjoy the best incentives in accordance with the law.

Address:
31st Floor, Danang Administrative Building, 24 Tran Phu Street, Hai Chau District, Danang city, Vietnam
Tel: +84 236 3566704 / +84 236 3566703 - Fax: +84 236 3566705
Email: dhtp@danang.gov.vn
Website: www.dhtp.gov.vn

6 prioritised industries:
- Microelectronics, mechatronics and opto-electronics
- Biotech
- ICT
- Automation, precision mechanics
- New energies, nano tech, new materials
- Tech applied for petrochemistry and other special industries
6 projects that granted certificates of registration of investment:
- 02 Japanese FDI projects (70 million US dollars)
- 04 domestics projects (75 million US dollars)
Main Road Niwa Foundry Factory Tokyo Keiki Factory

INFORMATION

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Fax: +84 236 3566705
Email: dhtp@danang.gov.vn
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PRIORITY INVESTMENT

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  - ICT
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  - 04 domestics projects (75 million US dollars)

Quang Nam

People’s Committee of Quang Nam
The Public Administration and Investment Promotion Center

Address: 159B Tran Quy Cap, Tam Ky City, Quang Nam
Tel: +84 235 3815123
Fax: +84 235 3815111
Email: info@ipaquangnam.gov.vn
Web: www.ipaquangnam.gov.vn; dichvucong.quangnam.gov.vn
Quang Nam is a province of the south central coast of Vietnam with an area of 10,438 km², substantial natural resources, a rapidly growing economy (GRDP of over 14.83% in 2016), and a synchronous transportation infrastructure. It is one of five provinces and cities in the Central Key Economic Region. Quang Nam has a favorable geographical position to connect to other provinces and cities of Vietnam and regions of the world.

Quang Nam has a synchronous infrastructure to support a comprehensive transportation network that includes National Highway 1A, Ho Chi Minh Highway, Da Nang - Quang Nam - Quang Ngai Highway; Da Nang - Hoi An - Chu Lai - Dung Quat Coastal Road; the highways of the East-West Economic Corridor and the network of roads linking the delta to the Central Highlands. Inside Quang Nam, the deep-water seaport Ky Ha-Tam Hiep Port is located in the Chu Lai Open Economic Zone and eligible to shelter vessels up to 20,000 tons and is receiving investment to accommodate vessels up to 30,000 tons.

Chu Lai Airport, which has the advantages of favorable clearance conditions, a large land area, 4F-standard planning, a strategic location between Chu Lai Open Economic Zone and Dung Quat Economic Zone, is now well-funded and able to serve heavy aircraft such as Boeing or Airbus. There are daily flights from Chu Lai Airport to the important hubs of Ho Chi Minh City and Hanoi. In the future, it will serve international passenger flights and cargo transport flights to and from East Asia and Southeast Asia.

Quang Nam is home to two world cultural heritage sites, Hoi An Ancient Town and My Son Holy Tower Site. In addition, Quang Nam also has the Cu Lao Cham World Biosphere Reserve, which is endowed with a charming river system and rich native vegetation of the Truong Son Mountains, and diverse cultural homeland to ethnic minority groups. Thanks to these advantages, the number of tourists to Quang Nam increases year by year. In 2016, Quang Nam received nearly 4.4 million visitors.

Quang Nam has a population of about 1.5 million people and over 50% of the people are of working age. This ensures a steady supply of human resources for investment projects. Workers in Quang Nam are hardworking, eager to learn, disciplined, and demonstrate especially good workmanship in the mechanical industry, garment industry, and tourism. In recent years, many domestic and foreign enterprises have come to invest and committed long-term to doing business in Quang Nam. Most investment projects in Quang Nam are successful, contributing positively to the socioeconomic development of the province. A number of well-known large national and international brands have established and affirmed operations in the province, including Truong Hai, Kia, Hyundai, Mazda, Peugeot, Rieker, Inax, Groz Becker, Indochina Capital, VinaCapital, Four Seasons The Nam Hai, Victoria Hotels, just to name a few.

Twenty years ago, Quang Nam – Da Nang province separated into two distinct province/cities, making Quang Nam one of the most difficult provinces in the country. Since then, Quang Nam has experienced impressive economic development, ranking 20th out of 63 provinces and cities in 2016. Quang Nam balances its own budget and contributes to the central national budget. In 2016, Quang Nam’s gross regional domestic product (GRDP) was the highest in 10 years, up to 14.83% (according to the most updated calculation methods). The structure of the economy has experienced a positive transformation, where the non-agricultural sector accounted for 88.1%; and agriculture, forestry and fishery accounted for 11.9%. GRDP per capita in 2016 was over 53 million VND per capita, an increase of 6.7 million VND per capita compared to the year 2015.

In the process of deep and wide economic integration with the regional and world economy, Quang Nam is constantly developing and changing by seeking and implementing various innovative solutions; extending strong commitment – determined to improve its investment environment – to support enterprises and the business community, so that Quang Nam can truly become a potential land of investment opportunities.

**Overview**

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Quang Nam is home to two world cultural heritage sites, Hoi An Ancient Town and My Son Holy Tower Site. In addition, Quang Nam also has the Cu Lao Cham World Biosphere Reserve, which is endowed with a charming river system and rich native vegetation of the Truong Son Mountains, and diverse cultural homeland to ethnic minority groups. Thanks to these advantages, the number of tourists to Quang Nam increases year by year. In 2016, Quang Nam received nearly 4.4 million visitors.

Quang Nam has a population of about 1.5 million people and over 50% of the people are of working age. This ensures a steady supply of human resources for investment projects. Workers in Quang Nam are hardworking, eager to learn, disciplined, and demonstrate especially good workmanship in the mechanical industry, garment industry, and tourism. In recent years, many domestic and foreign enterprises have come to invest and committed long-term to doing business in Quang Nam. Most investment projects in Quang Nam are successful, contributing positively to the socioeconomic development of the province. A number of well-known large national and international brands have established and affirmed operations in the province, including Truong Hai, Kia, Hyundai, Mazda, Peugeot, Rieker, Inax, Groz Becker, Indochina Capital, VinaCapital, Four Seasons The Nam Hai, Victoria Hotels, just to name a few.

Twenty years ago, Quang Nam – Da Nang province separated into two distinct province/cities, making Quang Nam one of the most difficult provinces in the country. Since then, Quang Nam has experienced impressive economic development, ranking 20th out of 63 provinces and cities in 2016. Quang Nam balances its own budget and contributes to the central national budget. In 2016, Quang Nam’s gross regional domestic product (GRDP) was the highest in 10 years, up to 14.83% (according to the most updated calculation methods). The structure of the economy has experienced a positive transformation, where the non-agricultural sector accounted for 88.1%; and agriculture, forestry and fishery accounted for 11.9%. GRDP per capita in 2016 was over 53 million VND per capita, an increase of 6.7 million VND per capita compared to the year 2015.

In the process of deep and wide economic integration with the regional and world economy, Quang Nam is constantly developing and changing by seeking and implementing various innovative solutions; extending strong commitment – determined to improve its investment environment – to support enterprises and the business community, so that Quang Nam can truly become a potential land of investment opportunities.
Investment incentives

In Quang Nam, investors are entitled to investment incentives according to the regulations of the Government of Vietnam. In addition, Quang Nam has issued policies on investment in some specific areas such as:

- Decision No. 12/2016/QD-UBND dated 23/5/2016 promulgating policies to encourage enterprises to invest in agriculture and rural areas in Quang Nam in the period of 2016-2020.
- Decision No. 24/2014/QD-UBND dated 06/10/2014 promulgating the policy on supporting tourism development in mountainous area and island area of Quang Nam province until 2020.
- Decision No. 1222/QD-UBND dated July 7th, 2015 approving the project of traditional craft village development associated with tourism development in Quang Nam province, period 2015 – 2020.

<table>
<thead>
<tr>
<th>Supporting instruments</th>
<th>Quang Nam province policy</th>
<th>Government of Vietnam policy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land rent exemption</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Income Tax incentive</td>
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<tr>
<td>Import Tax incentive</td>
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<tr>
<td>Personal income tax</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Supporting funds for compensation and site clearance</td>
<td>X</td>
<td></td>
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<tr>
<td>Support for factory construction investment</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Support for infrastructure investment inside the project fence</td>
<td>X</td>
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</tr>
<tr>
<td>Support for infrastructure investment outside the project fence</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Support for planning development area</td>
<td>X</td>
<td></td>
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<tr>
<td>Support for infrastructure investment</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Support for developing (newly planting)</td>
<td>X</td>
<td></td>
</tr>
</tbody>
</table>

The above documents are applied depending on investment areas, investment fields and investors themselves. Businesses and investors can visit website www.ipaquangnam.gov.vn for more details.
Priority sectors and projects calling for investment

**Industrial Manufacturing - Supporting Services**
1. Vung Dong Industrial Cluster (Safe industry), area: 100 ha, Duy Nghia Commune, Duy Xuyen District, Quang Nam
2. Dong Phu 1 Industrial Cluster (Safe multi-sector industry), area: 46 ha, Dong Phu Town, Que Son District, Quang Nam
3. Waste water treatment infrastructure system of Ha Lam – Cho Duc Industrial Cluster, area: 300 ha, Binh Phuc Commune, Thang Binh District, Quang Nam

**Real estate / urban development**
1. Phu Binh urban area (81 ha), Tam Phu Commune, Tam Ky city, Quang Nam
2. Tay Bac model urban area (75.73 ha), Tan Thanh Ward, Tam Ky City, Quang Nam
3. Residential and commercial service area along Ban Thach River (60 ha), Tam An Commune and Tam Dan Commune, Phu Ninh District
4. La Dee concentrated residential area (25 ha), Subzone III, Nam Giang Border Gate Economic Zone, Nam Giang District, Quang Nam
5. Residential area in the west of Ai Nghia Town (49.5 ha), Ai Nghia Town, Dai Loc District, Quang Nam

**Agriculture**
1. Safe vegetable production with hi-tech application, area: 500 ha, Communes: Binh Sa, Binh Trieu, Binh Phuc, Binh Giang of Thang Binh District, Quang Nam
2. Hi-tech agricultural zone in Tam Ngoc Commune, area: 300 ha, Tam Ngoc Commune, Tam Ky City, Quang Nam
3. Safe agricultural production by hi-tech organic methods, area: 50 ha, Na Son-Dong Binh, An My Hamlet, Thang Phuc Commune, Hiep Duc District, Quang Nam
4. Plantation and processing of medicinal plants, area: 300 ha, Communes: Que Phong, Que Long, Que Hiep, Que An, Que Minh, Que Chau, Que Thuan, Phu Tho of Que Son District, Quang Nam

**Tourism / Services**
1. Phu Ninh Lake tourism area (615 ha), Tam Dan, Tam Dai, Tam Lanh Communes, Phu Ninh District, Quang Nam
2. Eco-tourism area in the west of Truong Giang River (200 ha), In the west of Truong Giang River, Thang Binh District, Quang Nam
3. Tam Hai Island tourism complex (500 ha), Tam Hai Commune, Nui Thanh District, Quang Nam
4. Thach Ban Lake Eco tourism resort, 200ha linked to My Son Holy Sanctuary, World Culture Heritage, Duy Phu Commune, Duy Xuyen District

**Education & training**
1. International standard foreign language Center, 3 Block, Vinh Dien Ward, Dien Ban District, Quang Nam
2. Investment in vocational training, area: 4 ha, Binh Nguyen, Thang Binh District, Quang Nam

**Environment**
1. Ha Song Cave water supply plant (50.000 m³), Ha Thanh hamlet, Dai Dong Commune, Dai Loc District, Quang Nam
2. Waste water treatment plant in western of Duy Xuyen-Thang Binh (20.000 m³), Duy Xuyen District-Thang Binh District, Quang Nam

**Southeastern motive projects**
1. Group of South Hoi An urban and tourism projects
2. Group of automotive industry and automotive supporting industry projects
3. Group of garment industry and garment supporting industry projects associated with Tam Ky urban development
4. Group of industry and service development projects associated with Chu Lai Airport development
5. Group of gas to energy projects and gas and energy downstream projects
6. Group of hi-tech agriculture projects

**Western motive projects**
1. Group of projects of forest material development associated with the wood processing industry
2. Group of projects of planting medicinal plants associated with pharmaceutical processing industry
3. Group of livestock development projects
4. Group of projects of tourism development on eco-craft villages; culture, history
## Typical companies in Quang Nam

<table>
<thead>
<tr>
<th>Enterprise</th>
<th>Sector</th>
<th>Business size*</th>
<th>Represented by</th>
</tr>
</thead>
<tbody>
<tr>
<td>Chu Lai - Truong Hai Automobile Manufacturing and Assembling Co., Ltd</td>
<td>Automobile Industry</td>
<td>Investment capital: 22.2 million USD</td>
<td>Pham Van Tai</td>
</tr>
<tr>
<td>Tam Hiep Industrial Zone, Nui Thanh District, Quang Nam</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>+84 235 3565325 / 356766</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td><a href="mailto:chulai-truonghai@dng.vnn.vn">chulai-truonghai@dng.vnn.vn</a></td>
<td></td>
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</tr>
<tr>
<td><a href="http://www.thacogroup.vn">www.thacogroup.vn</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chu Lai Floating Glass JSC - CFG</td>
<td>Building materials</td>
<td>Investment capital: USD 4.4 mil.</td>
<td>Do Thanh Trung</td>
</tr>
<tr>
<td>North Chu Lai IZ, Tam Hiep, Nui Thanh, Quang Nam</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>+84 235 2240288</td>
<td></td>
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<tr>
<td><a href="mailto:cfg@cfg.com.vn">cfg@cfg.com.vn</a></td>
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<tr>
<td><a href="http://www.cfg.com.vn">www.cfg.com.vn</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Groz-Beckert Vietnam Co., Ltd</td>
<td>Supporting Industry</td>
<td>Investment capital: 44 million USD</td>
<td>Gerd Josef Teufel</td>
</tr>
<tr>
<td>Dai An Industrial and handicraft cluster, Ai Nghia Town, Dai Loc, Quang Nam</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>+84 235 6261201 / 6261298</td>
<td></td>
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<td></td>
</tr>
<tr>
<td><a href="http://www.groz-beckert.com">www.groz-beckert.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Panko Tam Thang Co., Ltd</td>
<td>Textile</td>
<td>Investment capital: 68.4 million USD</td>
<td>Choi Young Joo</td>
</tr>
<tr>
<td>Plot 1, Tam Thang Industrial Zone, Tam Thang, Tam Ky, Quang Nam</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>+84 235 6256050</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>CCI Viet Nam Co., Ltd</td>
<td>Electronic</td>
<td>Investment capital: 12.7 million USD</td>
<td>Benny NG Seng Teck</td>
</tr>
<tr>
<td>North Chu Lai Industrial Zone, Nui Thanh, Quang Nam</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>+84 914 136950</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Chu Lai IZ Infrastructure Development Ltd.</td>
<td>Infrastructure</td>
<td>Investment capital: USD 4.4 mil.</td>
<td>Nguyen Van Chung</td>
</tr>
<tr>
<td>Plot 5, Street No.1, North Chu Lai IZ, Tam Hiep, Nui Thanh, Quang Nam</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>+84 235 356788</td>
<td></td>
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<tr>
<td><a href="mailto:bacchulai.kcn@gmail.com">bacchulai.kcn@gmail.com</a></td>
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<td><a href="http://www.khucongnghiepchulai.vn">www.khucongnghiepchulai.vn</a></td>
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<td></td>
</tr>
<tr>
<td>Tuan Dat JSC</td>
<td>Textile</td>
<td>Investment capital: 6 mil. USD</td>
<td>Tran Huu Doan</td>
</tr>
<tr>
<td>Truong Xuan IZ, Tam Ky, Quang Nam</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>+84 235 6294238</td>
<td></td>
<td></td>
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<tr>
<td><a href="mailto:trung.nd@tuandat.com.vn">trung.nd@tuandat.com.vn</a></td>
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<tr>
<td>tuandat.com.vn</td>
<td></td>
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</tr>
<tr>
<td>JS Commercial Bank for Foreign Trade of Vietnam - Quang Nam Branch</td>
<td>Finance</td>
<td>Investment capital: USD 15.9 mil.</td>
<td>Nguyen Quang Viet</td>
</tr>
<tr>
<td>35 Tran Hung Dao Str., Tam Ky City, Quang Nam</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>+84 235 3813062</td>
<td></td>
<td></td>
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<td>vietcombank.com.vn</td>
<td></td>
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</tr>
<tr>
<td>Montgomerie Links</td>
<td>Tourism</td>
<td>Investment capital: 372 million USD</td>
<td>Huynh Van Nhiem</td>
</tr>
<tr>
<td>Dien Ngoc, Dien Ban Town, Quang Nam</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>+84 235 3941942</td>
<td></td>
<td></td>
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</tr>
<tr>
<td><a href="http://www.montgomerielinks.com">www.montgomerielinks.com</a></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Hoi An Tourist - Service JSC</td>
<td>Tourism</td>
<td>Investment capital: USD 6.6 mil.</td>
<td>Nguyen Van Ban</td>
</tr>
<tr>
<td>10 Tran Hung Dao Str., Hoi An, Quang Nam</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>+84 235 3884733</td>
<td></td>
<td></td>
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<tr>
<td><a href="mailto:info@hoiantourist.com">info@hoiantourist.com</a></td>
<td></td>
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<td><a href="http://www.hoiantourist.com">www.hoiantourist.com</a></td>
<td></td>
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</tr>
<tr>
<td>QuangNam – Da Nang Urban and Industrial Zone Development JSC</td>
<td>Infrastructure</td>
<td>Investment capital: 960,000 USD</td>
<td>Nguyen Duc Lanh</td>
</tr>
<tr>
<td>21 Le Hong Phong, Hai Chau, Da Nang</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>+84 236 3821844</td>
<td></td>
<td></td>
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<tr>
<td><a href="mailto:uiddn@dng.vnn.vn">uiddn@dng.vnn.vn</a></td>
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</tr>
</tbody>
</table>

*Note: Charter Capital/Revenue estimates in USD based on conversion rate of 22.500 VND = 1USD*
- Investing, constructing and leasing industrial zone infrastructure
- Civil and industrial construction, water supply, drainage, traffic, irrigation, power projects of capacity up to 35KW
- Doing business in real estate, transport services, clean water, building materials

- Located at the 2 wards of Dien Nam and Dien Ngoc, Dien Ban Town, Quang Nam Province
- Total area: 390 hectares, completed technical infrastructure, ready to serve domestic and foreign investors.
- Major industries: Motorcycle, Electronics, Refrigeration, Garment, agro-forestry-fishery products, building materials; Machine building industry, packaging production, plastic goods, food industry and premium beverages
Quang Ngai

Quang Ngai Investment Promotion Center

Address: 37 Pham Van Dong Street, Quang Ngai City, Quang Ngai
Tel: +84 2553 819129 / 3819715 / 3816322
Fax: +84 2553 818382
Email: ttxtdt@quangngai.gov.vn
Web: ipc.quangngai.gov.vn
Quang Ngai is a province located on the south central coast of central Vietnam, and has a strategic position in the Key Economic Region of Central Vietnam as well as in the East–West Economic Corridor where transportation by road, rail, water and air is very convenient. Quang Ngai has a land area of 5,135 km² and a population of over 1,254 million people. The province is made up of 13 districts and one city, Quang Ngai City.

In 2016, the total GRDP of the province reached over 44 billion VND. The average per capita income reached 2,293 USD/person, and the total provincial State budget revenue increased to more than 17 billion VND.

Regarding infrastructure, multiple highways such as National Highway 1A and National Highway 24A link Quang Ngai to the Central Highlands, southern Laos, Myanmar and northern Thailand. The North – South Railways runs through the province with eight small and big stations, of which Quang Ngai station is the biggest one. With a depth of between 19 – 21m, the province’s major deep-sea port Dung Quat Port, is 90 km away from international sea routes and 30 km from the domestic sea route. The port is now operational and can accommodate vessels of up to 100,000 DWT. In addition, Quang Ngai also has Sa Ky port and Ly Son district island port which is 30 km from the mainland. The nearest airport to Quang Ngai is Chu Lai Airport (in Quang Nam), just 35 km to the north with flights to Ho Chi Minh City and the nation’s capital Hanoi.

Quang Ngai’s Dung Quat Economic Zone is one of the five coastal economic zones of the country prioritized for investment in infrastructure by the Government of Vietnam. It is also one of the economic zones with the most incentives in Vietnam at present. Besides Dung Quat Economic Zone, Quang Ngai also has four congregated industrial parks, and 15 industrial complexes and trade villages, whose infrastructure is ready to satisfy investor requirements on investment and trade. In particular, the Vietnam Singapore Industrial Park (VSIP) Urban–Industrial–Service Complex is one of the premiere model industrial development projects in the region, meeting the demands of domestic and foreign investors.

With a large fishing area of more than 11,000 km² and a coastline of 130 km, Quang Ngai has been chosen as one of the key regions for implementing Vietnam’s Marine Strategy towards 2020, especially in the area of tourism development. Ly Son Island of Quang Ngai province has famously unique natural landscapes, which are untouched, wild and grandiose, and are currently attracting an increasing number of domestic and foreign visitors. Many investors and large groups have visited and surveyed these areas for investment. In 2016 alone, Quang Ngai attracted more than 725,000 visitors, including 61,000 foreign tourists. Ly Son Island, in particular, welcomed 164,900, an increase of 73%, compared with 2015.

Quang Ngai has a well-developed network of utilities and services including post & telecommunications, electricity supply, water supply and drainage system, banking, insurance, customs, port services, tax services, supermarkets, markets, hospitals, schools, and tourist resorts, meeting the demands of investors and people living in and out of the province.

Quang Ngai has a population of 1.3 million people, of which more than 63.6% is of working age and 45% are trained labor. Regarding post-secondary education, the province currently has three universities, six colleges, and three vocational schools. Additionally, there are district-level vocational schools which are capable of training a qualified labor supply to meet the demand of enterprises.
Investment incentives

Decision No 36 /2016/ QD-UBND dated 29/7/ 2016 of the Provincial People’s Committee on investment support and preferential policies of Quang Ngai province provides the following incentive framework:

1. General preferential investment support
   - Incentives for land lease prices
   - Support for construction of essential infrastructure and resettlement areas (if any) of the project
   - Support for compensation, site clearance
   - Support 30% for construction of central wastewater treatment facilities of industrial parks, industrial clusters, and functional areas in economic zones
   - Support for training workers

2. Support for investment projects encouraged for socialization
   - Land lease incentives
   - Incentives for renting infrastructure
   - Support for infrastructure investment cost

3. Support for investment projects in agriculture and rural areas
   - In addition to general preferential investment support of province, projects invested in Dung Quat Economic Zone, industrial zones also enjoy incentives stipulated by the Government of Vietnam.

<table>
<thead>
<tr>
<th>Supporting instruments</th>
<th>Investment Incentives by Government</th>
<th>Investment Incentives by Province</th>
</tr>
</thead>
<tbody>
<tr>
<td>Incentives for land lease</td>
<td>X</td>
<td>X</td>
</tr>
<tr>
<td>Exemption of import duties</td>
<td>X</td>
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<tr>
<td>Incentives for renting infrastructure</td>
<td>X</td>
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<td>Support for infrastructure investment cost</td>
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<td></td>
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<tr>
<td>Corporate Income Tax reduction</td>
<td>X</td>
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<tr>
<td>Personal high-income tax</td>
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<tr>
<td>Support for compensation, site clearance</td>
<td>X</td>
<td></td>
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<tr>
<td>Support for training workers</td>
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<td></td>
</tr>
<tr>
<td>Support for promotion of investment attraction</td>
<td>X</td>
<td></td>
</tr>
</tbody>
</table>
Priority sectors and projects calling for investment

**Industrial Manufacturing - Supporting Services**
1. Gas-fired power plant, Quang Ngai
2. Production of petro-chemicals, Quang Ngai
3. Auxiliary Industries Projects, Quang Ngai
4. Invest to trade in infrastructure in Industrial Zones, Quang Ngai
5. Logistic, infrastructure in sea ports, Quang Ngai
6. Infrastructure in urban complexes, Quang Ngai

**Light industry - Processing industry**
1. Production and assembly of electronic components, Quang Ngai
2. Production of civil electrical equipment, multi-purpose electrical equipments, materials, Quang Ngai
3. Shoes, garment, textile, Quang Ngai
4. Industries to produce foodstuff, beverages, agro-forestry & aquaculture products, Quang Ngai

**Agriculture**
1. High-tech Agriculture, Quang Ngai
2. Frozen seafood processing plant, Quang Ngai
3. Logistic Services for Offshore Fishing, Quang Ngai

**Tourism / Services**
1. Ly Son-Tourist area, Quang Ngai
2. My Khe-Tourist area, Quang Ngai
3. Invest and trade in Golf course, Quang Ngai
4. Invest in 4-5 star Hotel, Quang Ngai
5. Invest in Resort Development, Quang Ngai
6. Invest in Global Geopark, Quang Ngai
## Typical companies in Quang Ngai

<table>
<thead>
<tr>
<th>Enterprise</th>
<th>Sector</th>
<th>Business size*</th>
<th>Represented by</th>
</tr>
</thead>
<tbody>
<tr>
<td>Quang Ngai Sugar JSC</td>
<td>Industries of processing sugar, honey, foods, beverages, packages;</td>
<td>4,300 employees</td>
<td>Mr. Vo Thanh Dang</td>
</tr>
<tr>
<td>VSIP Quang Ngai Ltd., Co.</td>
<td>Building urban infrastructures and services</td>
<td>300 employees</td>
<td>Mr. Anthony Tan</td>
</tr>
<tr>
<td>Doosan Heavy Industries Vietnam Ltd., Co.</td>
<td>Manufacturing and trading in construction and mining machines &amp; equipment</td>
<td>2,000 employees</td>
<td>Mr. Yeon In Jung</td>
</tr>
<tr>
<td>Thien Tan Construction Investment JSC</td>
<td>Investing in – building transport, irrigation, civil and industrial works;</td>
<td>120 employees</td>
<td>Mr. Huynh Kim Lap</td>
</tr>
<tr>
<td>Binh Son Refining &amp; Petrochemical Co., Ltd.</td>
<td>Trading, exporting, importing, storing and distributing petroleum;</td>
<td>1,500 employees</td>
<td>Mr. Nguyen Hoai Giang</td>
</tr>
<tr>
<td>Saigon Quang Ngai Beer JSC</td>
<td>Manufacturing bottled beer</td>
<td>Manufacturing from 90 – 100 million litres of bottled beer/year</td>
<td>Ms. Bui Thi Nhu</td>
</tr>
<tr>
<td>An Ngai Mechanics &amp; Construction JSC</td>
<td>Manufacturing mechanical products in the industries of: Electrical, construction, transport, irrigation engineering...;</td>
<td>390 employees</td>
<td>Mr. Pham Van Hoang</td>
</tr>
<tr>
<td>GMP Corporation</td>
<td>Developing ports and logistics</td>
<td>74 employees</td>
<td>Mr. Nguyen Duy Ngoc</td>
</tr>
<tr>
<td>Quang Ngai Investment, Construction and Services Trading One Member Ltd., Co.</td>
<td>Investing in infrastructure development of industrial and urban zones.</td>
<td>108 employees</td>
<td>Mr. Nguyen Trung Quan</td>
</tr>
<tr>
<td>Hoang Thinh Dat Corporation - Quang Ngai Branch</td>
<td>Investments in tourism, hotel, real estate, high-tech industrial</td>
<td>5 projects in Thai Nguyen, Quang Ngai and Nghe An provinces.</td>
<td>Mr. Ta Ngoc Lam</td>
</tr>
</tbody>
</table>
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.

Women's economic empowerment

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.

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 APEC CEO Summit 2017 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.
Binh Dinh

Department of Planning and Investment

Address: 35 Le Loi St., Quy Nhon City, Binh Dinh
Tel: +84 2563 818888 / 818889 / 818883
Fax: +84 2563 818887
Email: ipcbinhdinh@gmail.com
Web: www.binhdinhinvest.gov.vn
Binh Dinh is a coastal province in south central Vietnam with a natural area of 6,025 km². Via Quy Nhon sea port, Binh Dinh is the shortest and most convenient gateway to the East Sea for the Central Highlands, southern Laos, northeast Cambodia and Thailand. It has a population of 1.5 million people, of which 55% are of working age. Approximately 423,854 people are between 15-39 years of age, or 47.9% of the population. In the 5-year period 2011-2016, GRDP of Binh Dinh was 9.2%/year; in which, the agriculture-forestry-fisheries sector increased by 4.8%/year, industries and construction increased 10.6%/year, and services grew 11.8%/year.

Binh Dinh is gradually becoming an important locality and a center of urban-industry-services for the Central Key Economic Region. In addition, Binh Dinh is boosting tourism and high-tech agricultural development in order to gain good growth in the region.

Binh Dinh is considered an attractive destination for domestic and foreign tourists. In 2010, Binh Dinh was ranked #3 in the “Top 9 Amazing Destinations in Southeast Asia” by Rough Guides, a leading travel publisher based in the UK. This recognition has created a significant enhancement for Binh Dinh tourism. In 2016, approximately 3.2 million tourists came to Binh Dinh, an increase of 23%, of which 265,000 were foreign tourists.

At present, Binh Dinh is working on construction of eight industrial parks with a total area of 1,761 ha, 37 industrial clusters with total area of 1,519.37 ha, and notably Nhon Hoi Economic Zone (12,000 ha with 1,300 ha of industrial park use).

The young labor force is a competitive advantage of the province. In 2016, according to official figures from Vietnam’s General Statistics Office, the number of the people of working age in Binh Dinh was 912,900. Binh Dinh has developed policies of constructing large-scale infrastructure to link adjacent areas in the North-South and East-West axis. For example, Quy Nhon Airport is being upgraded in order to serve 2.4 million passengers/year. With the National Highway 1A, 19 and 1D, Binh Dinh is an ideal link for adjacent areas in the North-South and East-West axis. Also, Binh Dinh has invested in further development of the well-known Quy Nhon-Thi Nai General Sea Port, which is able to handle ships of 10,000 to 50,000DWT and provide specialized berth for ships of 5,000 to 10,000DWT.

Regarding standard of living in Binh Dinh, the province’s major city Quy Nhon is a first-rate and vibrant city equipped with good schools, hospitals, health care units and other conveniences.
**Investment incentives**

Binh Dinh provides many supportive and incentive policies in order to create favorable conditions for investors.

**List of valid supportive and incentive policies**

Binh Dinh has applied the following policies to enhance domestic and foreign investment:

1. Support for cost of preparing investment
2. Support for cost of expenses for labor training
3. Support for tourism and trade promotion
4. Support for technical infrastructure
5. Support for information provision

Binh Dinh offers additional incentive policies in order to attract investment, as follows:

<table>
<thead>
<tr>
<th>Supporting tools</th>
<th>Policy 1</th>
<th>Policy 2</th>
<th>Policy 3</th>
<th>Policy 4</th>
<th>Policy 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Free-of-charge information for investigation and formulation of investment project</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Support 100% expenses of preparing cadastral map</td>
<td>X</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Support at least 100% expenses to train technical workers</td>
<td></td>
<td>X</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Support up to 50% of the total real expenses</td>
<td></td>
<td></td>
<td>X</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Support with electricity, water supply and telecommunication services to the boundary of industrial parks and industrial clusters as regulated</td>
<td></td>
<td></td>
<td></td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Free guidelines and information for investors during project implementation</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>X</td>
</tr>
</tbody>
</table>
Priority sectors and projects calling for investment

**Infrastructure**
1. Nhon Hoi Economic Zone, Binh Dinh, 110 ha, 300-400 million USD
2. Coastal road in Binh Dinh province, 123.85 km, 465 million USD

**Industrial Manufacturing - Supporting Industries**
1. Manufacturing materials and auxiliary substances for export wood processing, 5 million USD
2. Manufacturing plywood and plywood-based interior products, 2 million USD
3. Manufacturing molds, cutters for leather and footwear, 25 million USD
4. Manufacturing accessories for garment and footwear industry, 5 million USD
5. Synthetic fibres, industrial fabric weaving factory, 20 million USD
6. Factory of PU artificial leather, 10 million USD
7. Granite tile surface covering and dying factory, 5 million USD
8. Roofing sheet factory, 3 million USD
9. Factory of high-quality paint, 28 million USD
10. Specialized motor factory, 40 million USD
11. Electric wire and cable, equipment, and accessories factory, 17 million USD
12. Shipping equipment factory, 10 million USD
13. Solar battery manufacturing and assembling plant, 5 million USD
14. Manufacture of components and spare parts for cars, 30 million USD

**Agriculture**
Canned tuna plant Binh, Dinh, area 3 ha, 5 million USD

**Real estate, service, trade and tourism**
1. Eco-tourism area at Thi Nai lagoon, Binh Dinh, 715 ha, 400 million USD
2. Vung Chua ecological tourism area, Binh Dinh, 500 ha, 250 million USD
3. Tra O lagoon eco-tourism area, Binh Dinh, 1,200 ha, 40 million USD
4. Tourist venues at Dinh Binh reservoir, Binh Dinh, 10 ha, 1 million USD
5. Ha Ra – Phu Thu tourist area, Binh Dinh, 50 ha, 5 million USD
6. Mui Rong-Tan Phung tourist area, Binh Dinh, 165 ha, 100 million USD
7. Vinh Son ecotourism area, Binh Dinh, 50 ha, 5 million USD
8. An Toan ecotourism area, Binh Dinh, 300 ha, 2.5 million USD
9. Vinh Thanh hot spring tourist area, Binh Dinh, 100.06 ha, 2.5 million USD
10. No.2 Venue, Quy Nhon-Song Cau route (Bai Dai), Binh Dinh, about 0.6 ha, 1.5 million USD
11. Tourism spots along Hoai Hai-Tam Quan Bac coast, Binh Dinh, 5-10 ha/tourism venue, 0.1/ha
12. Con Chim Sanctuary ecotourism area, Binh Dinh, 50 ha, 30 million USD
## Typical companies in Binh Dinh

<table>
<thead>
<tr>
<th>Enterprise</th>
<th>Sector</th>
<th>Business size*</th>
<th>Represented by</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Binh Dinh Pharmaceutical and Medical Equipment Joint Stock Company</strong></td>
<td>Health care</td>
<td>18.6 million USD</td>
<td>Mr. Nguyen Van Qua, President of the Steering Committee, General Director</td>
</tr>
<tr>
<td>496 NguyenThai Hoc, Nguyen Van Cu Ward, Quy Nhon City, Binh Dinh</td>
<td>+84 2563 846040</td>
<td><a href="http://www.bidiphar.com">www.bidiphar.com</a></td>
<td></td>
</tr>
<tr>
<td><strong>Binh Dinh Fisheries Joint Stock Company</strong></td>
<td>Seafood product processing</td>
<td>636,000 USD</td>
<td>Ms. Cao Thi Kim Lan, Director</td>
</tr>
<tr>
<td>02D Tran Hung Dao, Hai Cang Ward, Quy Nhon City, Binh Dinh</td>
<td>+84 2563 892039</td>
<td><a href="http://www.bidifisco.com">www.bidifisco.com</a></td>
<td></td>
</tr>
<tr>
<td><strong>Sai Gon Co.op Binh Dinh Company Limited</strong></td>
<td>Consumer commodity sector</td>
<td>178,000 USD</td>
<td>Mr. Thai Luong Hung, Director</td>
</tr>
<tr>
<td>7 Le Duan, Quy Nhon City, Binh Dinh</td>
<td>+84 2563 521198</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Binh Dinh Footwear Joint Stock Company</strong></td>
<td>Footwear</td>
<td>689,000 USD</td>
<td>Mr. Tran Van Khiem, Director</td>
</tr>
<tr>
<td>40 Thap Doi, Dong Da Ward, Le Duan, Quy Nhon City, Binh Dinh</td>
<td><a href="mailto:bdr@dng.vnn.vn">bdr@dng.vnn.vn</a></td>
<td>+84 2563 941065</td>
<td></td>
</tr>
<tr>
<td></td>
<td>Fax: +84 2563 792654</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Binh Dinh Petrolimex Company</strong></td>
<td>Oil and gas</td>
<td>3.1 million USD</td>
<td>Mr. Le Van Nhuan, President of the Management Board and Director</td>
</tr>
<tr>
<td>85 Tran Hung Dao, Hai Cang Ward, Quy Nhon City, Binh Dinh</td>
<td>+84 2563 826263</td>
<td><a href="http://www.binhdinh.petrolimex.com.vn">www.binhdinh.petrolimex.com.vn</a></td>
<td></td>
</tr>
<tr>
<td><strong>Forestry Joint Stock Company</strong></td>
<td>Wood processing</td>
<td>933,000 USD</td>
<td>Ms. Bui Ngoc Chi, President of the Management Board and Director and CEO</td>
</tr>
<tr>
<td>71 Tay Son, Ghenh Rang Ward, Quy Nhon City, Binh Dinh</td>
<td>+84 2563 647498</td>
<td><a href="http://www.forestry19.vn">www.forestry19.vn</a></td>
<td></td>
</tr>
<tr>
<td><strong>Gia Han Private Enterprise</strong></td>
<td>Wood processing</td>
<td>889,000 USD</td>
<td>Mr. Nguyen Thanh Cong, Director</td>
</tr>
<tr>
<td>126 Ham Nghi, Ngo May Ward, Quy Nhon City, Binh Dinh</td>
<td>+84 2563 523909</td>
<td><a href="mailto:congmn@dng.vnn.vn">congmn@dng.vnn.vn</a></td>
<td></td>
</tr>
<tr>
<td><strong>Vien Thong Binh Dinh Wood Products Company Limited</strong></td>
<td>Wood processing</td>
<td>400,000 USD</td>
<td>Mr. Tran Quoc Dao, Director</td>
</tr>
<tr>
<td>08, Le Hong Phong, Dieu Tri, Tuy Phuoc District, Binh Dinh</td>
<td>+84 2563 833124</td>
<td><a href="http://www.dogovienthong.vn">www.dogovienthong.vn</a></td>
<td></td>
</tr>
<tr>
<td><strong>Quy Nhon Forestry Company Limited</strong></td>
<td>Forest plantation</td>
<td>858,000 USD</td>
<td>Mr. Tran Nguyen Tu, President of the Management Board and Director</td>
</tr>
<tr>
<td>1134 Hung Vuong, Quy Nhon City, Binh Dinh</td>
<td>+84 2563 848911</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>Thi Nai Sea Port Joint Stock Company</strong></td>
<td>Sea port services and logistics</td>
<td>3.16 million USD</td>
<td>Ms. Dong Thi Anh, President of the Management Board and Director</td>
</tr>
<tr>
<td>02 Tran Hung Dao, Quy Nhon City, Binh Dinh</td>
<td>+84 2563 892991</td>
<td><a href="http://www.thinaiport.com.vn">www.thinaiport.com.vn</a></td>
<td></td>
</tr>
</tbody>
</table>

* Note: Charter Capital/Revenue estimates in USD based on conversion rate of 22.500 VND = 1USD
For many years, the collective and Director of Thi Nai Port Joint Stock Company have been awarded the Certificate of Merit by the Chairman of Binh Dinh People’s Committee for outstanding achievements in business activities.

For over 30 years, Thi Nai Port Joint Stock Company has always invested in infrastructure, equipment and human resources to ensure the best services to our clients, in order to maintain our reputation and achieve sustainable development.

With a professional and committed workforce, up-to-date equipment and facilities, we aim to maintain maximum berth capacity, sensible arrangement for incoming and outgoing ships, strict working hours as well as loading and unloading standards. As a result, throughout the years, we have been able to build up a stable customer base and keep our market share.
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Kon Tum is located in the northern part of the Central Highlands, in the Indochina Fork, which now makes up the core zone of the Vietnam - Laos - Cambodia Development Triangle. It has Bo Y International Border Gate Economic Zone (main border gate) and Highways 40, 40B, 24, 14C, and the Ho Chi Minh Road connecting this Border Gate Economic Zone with dynamic economic centers in central Vietnam, Central Highlands and southeastern Vietnam. Kon Tum has a natural area of over 9,689 km² with a total population of more than 495,000 in 2015, and an average annual growth rate of 14.32% in the period 2006-2015.

The average growth rate of the province in the period of 2006-2015 was relatively high, reaching 14.32% per year (according to the old methods of calculation using the comparative price from 1994). Sector-wise, agriculture-forest-fisheries sector increased by 7.26%, whereas the industrial-construction sector rose by 21.14% and service sector grew by 16.88%. GRDP increased from 1,446.5 billion VND in 2006 to 4,848.5 billion VND in 2016 (at comparative price in 1994). Based on the current price (production price), GRDP increased from 2,295 billion VND in 2006 to 16,824 billion VND in 2015. Per capita income increased from 5.8 million VND in 2006 to 32.16 million VND in 2016.

The infrastructure of the province is gradually developing synchronously. Transportation, electricity, irrigation systems, and etc. have received wide financial support. Local authorities also concentrated investment into developing socio-economic infrastructure, urban centers, important satellite towns and key economic areas of the province.

The province has an abundant labor force with 293,238 people, accounting for 58.5% of the total population of the province (2015). The labor force of the agriculture-forest-fisheries sector accounts for the largest proportion of the province’s labor structure with 59.5%, followed by the service sector with 28.75%, and the rest serving the public sector and industrial-construction sector.

Kon Tum is endowed with natural resources varying from minerals to alluvial soil and mineral water. Regarding minerals, Kon Tum has mineral reserves that can be used for building materials (clay for bricks, construction sand, gravel, marble, limestone, granite, pozzolanic); sound insulation, thermal insulation and environmental treatment (diatomite, bentonite); refractory materials (sillimanite, dolomite, quartz); peat fire; ferrous, nonferrous, and rare metals (manganese, tin, molybdenum, tungsten, uranium, thorium, and bauxite); and, precious stones (rubies, sapphires, and opalcalcedon). Kon Tum has rich soil, which can be categorized into five main groups: 1. Alluvial soil (alluvial soils, patchy alluvial soil and alluvium outside the stream); 2. Gray soil (gray soil on acid magma and gray soil on ancient alluvial soil); 3. Golden soil (gold brown land on ancient alluvial, yellow red soil on acid magma, barren soil on clay and metamorphic rock, reddish brown soil on weathered basalt, yellow soil on sandstone, and purple brown land on basalt rock); 4. Yellow humus soil (pale yellow humus land where Potzon, light yellow humus land on clay and metamorphic rock, red-brown loam on magma bazo and neutral, yellow red loam on acid magma); and, 5. Valley soil with sloping products.

Regarding water supply, the streams and rivers originating from the north and northeast of Kon Tum province, including the Se San River, its two main branches of Po Ko and Dak Bla, and the Sa Thay River provide a source of surface water, at times fast moving, with the potential to facilitate hydropower and irrigation systems. There are also potential groundwater sources and industrial reserves of C2 grade water: 100 thousand m³/day, especially at a depth of 60-300 m with relatively large reserves. Moreover Dak To and Konplong districts have nine sites for hot mineral springs, which can be utilized for bottled water and therapeutic uses.

Kon Tum has forests with a land area of 546,913 ha, accounting for 58.5% of the natural area. Tropical mixed broadleaf forests are typical, and feature rare and medicinal plants such as Ngoc Linh ginseng, red ginseng class, knotweed, and cinnamon. Living within these forests, are many rare species of animals and birds, accounting for 88% of species in the Central Highlands.

In Kon Tum, there is great potential to develop the tourism sector. There are national parks/reserves such as Chu Mom Ray National Park, Ngoc Linh Nature Reserve, Dak Uy SUF and Mang Den National eco-tourism zone that are being developed as destinations for tourists to the central coastal provinces and the development triangle of Vietnam, Laos and Cambodia via Bo Y International Border Gate, and Ngoc Hoi district in Kon Tum. There are historic, cultural, and revolutionary sites including Kon Tum Jail, Dakuie Jail, High Point 601, Kon H’ring Zone, Dak U resistance base, Trung Luong Church, Kon Tum Provincial Committee Base, Bac A’ Ancestral Temple, H16 District Party Committee Base, and memorial victory sites at Dak To-Tan Canh, Plei Kan, Mang But, Dak Pet, Kon Praih, and Dak Xien. Other scenic places in Kon Tum include Lung Leng archaeological site, Indochina Fork border junction of Vietnam, Laos, and Cambodia; Chanh Toa Cathedral, Bishops Court, and Kon Klo Suspension Bridge in Kon Tum City.
Investment incentives

In Kon Tum, businesses enjoy the general incentive policies set by the Vietnamese Government, including:

Corporate income tax reduction: Enterprises with new investment projects are eligible for 10% tax rate in 15 years (from the starting date that the project coming in to production), which is 100% exempt for the first 4 years and reduced by 50% from the tax rate 10%; large-scale and especially important projects approved by the Prime Minister eligible for 10% tax rate in 30 years; the projects in field of socialization eligible for 10% tax rate during the time of project operation.

Import duties exemption: Import tax is exempt for goods imported to form fixed assets.

Incentive to land and water surface lease:
- Projects in the field of special investment incentives are exempt from land rent or water surface rent for the whole lease term.
- Projects on the list of investment incentive domains are exempt from land and water surface rent for a period of 15 years.
- The remaining projects are exempt from land rent or water surface rent for 11 years.

Economic Zones Incentives and investment support: In addition to the mentioned incentive policies of tax rate, land lease, water surface lease, there are also other incentives for investors as follows:
- 50% reduction of income tax on people who is subject to income tax, including Vietnamese and foreigners working in economic zones.

Value added tax and excise tax support on: goods and services from non-tariff zones exported abroad; goods and services produced and consumed in the non-tariff zones; goods and services imported from abroad and sold in non-tariff zones; goods traded among the non-tariff zones; goods and services from other functional areas, and goods and services from inland Vietnam exported to the non-tariff areas (non-tariff area of Bo Y International Border Gate Economic Zone).

Additionally, Kon Tum has province-specific investment support as follows:

1. Encourage the development of housing for workers: prioritize the land allocation for enterprises with high-tech applied agricultural projects to build focus residential areas to arrange housing for families and individuals with legal labor contracts and the highest incentives of land and tax according to the law regulations in force.

2. Support the starting of high-tech applied agricultural business:
- Projects adding to high-tech agricultural zones: receive investment support for the development of greenhouses and net-houses with a support level of VND 50,000/ square meter for areas not exceeding 300 square meter/ investor.
- Projects in high-tech agricultural zones: Exempted from the rent of greenhouses, net-houses, sprinkler systems and drip irrigation systems within 03 years and reduced by 50% from the rent for the 02 years thereafter.
- Projects in the plant variety experimental farm in DakLa, Dak Ha district: Exempted from the rent of infrastructure in 3 years and reduced by 50% from the rent for the 02 years thereafter.
Priority sectors and projects calling for investment

**Manufacturing – Support Services**
Tire and tube production plant in the BoY International Border Gate Economic Zone, investment cost 1,000 billion VND, capacity 100,000 products/year

**High-tech Agriculture**
1. Modern processing plants for Ngoc Linh ginseng products in 24/4 Industrial Complex (8ha), Dak To town, investment cost 100 billion VND, capacity 100 million products/year
2. High-tech agriculture area (100ha) in Kon Plong District, estimated investment cost 100 million USD

**Tourism and Services**
1. Ecological area on the DakBla River (50 ha), estimated investment cost: 100 billion VND
2. Resort tourism area south of the DakBla River (172.735 ha), estimated investment cost 100 billion VND
3. Developing/restoring Kon Tum Prison for tourism and historical research (42 ha): build new outdoor museum exhibition spaces, green park areas, conservation research areas, public spaces
4. Mang Den Taxi Airport project and Mang Den Ecotourism Centre (100 ha), Kon Plong District, estimated investment cost: 1,000 billion VND
5. Golf course project (150 ha), Kon Tum City, estimated investment cost: 1,000 billion VND
6. Eco-tourism, culture and community zone in the NW regional urban area of Kon Plong district (100 ha) to meet the needs of event organizers in the province/region: assist district in reaching the criteria of national tourism urban area in 2020
7. Eco-tourism, culture and community zone in the NW regional urban area of Kon Plong district (80 ha), balancing landscape (hot springs, spa, & dining areas) and villages (traditional local crafts such as textiles, handicrafts, combined with agro-forestry, cultural tourism)
# Typical companies in Kon Tum

<table>
<thead>
<tr>
<th>Enterprise</th>
<th>Sector</th>
<th>Business size*</th>
<th>Represented by</th>
</tr>
</thead>
<tbody>
<tr>
<td>Truong Long Co., JSC</td>
<td>Construction of houses of all kinds</td>
<td>Charter capital: 8.8 million USD Employees: 20</td>
<td>Mr. Bui Van Hung</td>
</tr>
<tr>
<td>209 Phan Dinh Phung, Quang Trung Ward, Kon Tum City, Kon Tum</td>
<td>+84 2603 864681</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Duy Tan Investment Development Co., JSC</td>
<td>Afforestation and caring for the forest</td>
<td>Charter capital: 66.7 million USD Employees: 10</td>
<td>Mr. Le Duc Thao</td>
</tr>
<tr>
<td>129 Ba Trieu, Quyet Thang Ward, Kon Tum City, Kon Tum</td>
<td>+84 2608 62996</td>
<td></td>
<td></td>
</tr>
<tr>
<td>ChuMomRay Rubber One Member Co., Ltd.</td>
<td>Planting rubber trees</td>
<td>Charter capital: 23.6 million USD Employees: 10</td>
<td>Ms. Truong Ly</td>
</tr>
<tr>
<td>Village 7, La Toi Ward, La H’Drai District, Kon Tum</td>
<td>+84 935 770505</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sa Thay Rubber Co., JSC</td>
<td>Planting rubber trees</td>
<td>Charter capital: 32.9 million USD Employees: 200</td>
<td>Mr. Do Thanh Nam</td>
</tr>
<tr>
<td>380E, Phan Dinh Phung, Ngo May Ward, Kon Tum City, Kon Tum</td>
<td>+84 976 875759</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sam Ngoc Linh Kon Tum Co., JSC</td>
<td>Growing spices, medicinal plants. Details: Growing medicinal plants: Ginseng Ngoc linh</td>
<td>Charter capital: 22.2 million USD Employees: 05</td>
<td>Mr. Tran Hoan</td>
</tr>
<tr>
<td>245, Le Hong Phong, Quyet Thang Ward, Kon Tum City, Kon Tum</td>
<td>+84 2608 62996</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sim Thien Son, Company Ltd.</td>
<td>Distilling, rectifying and blending spirits</td>
<td>Charter capital: 623,000 USD Employees: 05</td>
<td>Ms. Nguyen Thi Nhiem</td>
</tr>
<tr>
<td>Mang Den, Dak Long Commune, Kon Plong District, Kon Tum</td>
<td>+84 915 011213 <a href="mailto:vangsimthienson@gmail.com">vangsimthienson@gmail.com</a></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>M. Nguyen Tien Hai</td>
<td></td>
<td></td>
</tr>
<tr>
<td>245, Le Hong Phong, Quyet Thang Ward, Kon Tum City, Kon Tum</td>
<td>+84 2603 913043</td>
<td></td>
<td></td>
</tr>
<tr>
<td>BIOPHAP Co., Ltd</td>
<td>Growing vegetables and beans; flowers and ornamental plants; organic methods</td>
<td>Charter capital: 222,000 USD Employees: 100</td>
<td>Ms. Huynh Dinh Ha Giang</td>
</tr>
<tr>
<td>140 Thi Sach, Thang Loi Ward, Kon Tum City, Kon Tum</td>
<td><a href="mailto:info@biophap.com">info@biophap.com</a> +84 2603 919696</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

* Note: Charter Capital/Revenue estimates in USD based on conversion rate of 22.500 VND = 1USD
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

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.

WIDE RANGE OF PRODUCTS

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

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OPERATING IN PRODUCING AND TRADING PHARMACEUTICAL
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Fax: (+84) 236 3760127
www.danapha.com

Trusted Vietnam Pharmaceutical Companies TOP 10

Outstanding Revenue growth rate of in 2016 32%

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INFRASTRUCTURE
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• 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.

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Herbal Medicines

• Analgesic, Anti-inflammatory Medicines

• Vitamins

• Ophthalmic and Nasal Medicines

• Psychiatric Medicines

• Others

Gia Lai
Planning and Investment Department

Address:
02 Hoang Hoa Tham, Pleiku City, Gia Lai
Tel: +84 269 3824414
Email: skhdt@gialai.gov.vn
Web: www.skhdt.gialai.gov.vn
Gia Lai is located in the northern part of the Central Highlands (Tay Nguyen in Vietnamese), and has a strategic position in the Vietnam-Laos-Cambodia Development Triangle. It has a vast natural area of more than 15,000 square kilometers and is connected to key cities and economic hubs in the country and neighboring countries via national roads and highways. National Highway 14 goes from Da Nang–Quang Nam to Kon Tum–Gia Lai–Dak Lak–Ho Chi Minh City. National Highway 19, which is 160km long, connects Qui Nhon port in Binh Dinh province to Gia Lai’s capital city Pleiku and Le Thanh International Border Gate in Gia Lai. National Highway 78 connects the Cambodian city of Ratanakiri and northeastern provinces of Cambodia with southern provinces of Laos and Thailand. National Highway 25 connects Gia Lai to Tuy Hoa, Phu Yen province’s capital. Truong Son Dong Road runs from Quang Nam to Gia Lai Province and onto Da Lat.

In the five-year period 2011-2015, Gia Lai’s economic growth reached impressive heights at an average annual rate of 7.05% per year. In 2016, average GDP growth was 7.48%, and the average income per capita reached 38.2 million VND/year.

With advantages in geographical location, local climate, and the availability of land, Gia Lai province is perfectly suited for development of short and long-term industrial crops, and livestock. Currently, Gia Lai has 93,449 hectares of coffee, 100,429.3 hectares of rubber, 17,274.3 hectares of cashew, 15,697 hectares of black pepper, 38,451.6 hectares of sugar cane, 52,012.9 hectares of maize, 64,842.5 hectares of cassava, 3,543.8 hectares of tobacco, and 844 hectares of tea. There are 15,127 water buffaloes, 445,695 cows, and 457,489 pigs in the province. Out of a total of 623,281 hectares of forest, there are 555,807 hectares of natural forest and 67,474 hectares of planted forest in the province. Furthermore, Gia Lai possesses the major raw materials to promote processing industries for agricultural, forestry and livestock products for domestic consumption and export.

Gia Lai province has many large rivers that flow through it, which means great potential in hydropower. There are currently 43 hydropower plants with a capacity of 2,194MW, including six large plants with a capacity of 1,907MW; and 37 small- and medium-sized plants with a capacity of 286.95MW. In addition, there are many other small hydropower plants with total installed capacity of nearly 300MW under operation. Some enterprises in the province are also drawing up surveys to develop wind power and solar power projects with a capacity of 300-500 MW/project.

Due to attention from the Party and the State, transport infrastructure in the Central Highlands has received continuous investment towards construction and upgrades, planned in perfect synchronicity, for roads such as Highways 14, 19, and 25, and the Truong Son Dong. The airport at Pleiku has also seen upgrades and expansion in order to welcome modern aircraft of all kinds, which has shortened the distance between Gia Lai and neighboring areas like Da Nang, Quang Nam, and the provinces of the South Central Coast and southern Central Highlands.

Tourism has been identified as a target sector to spearhead development for Gia Lai. Through linkages with other provinces in Vietnam such as Ho Chi Minh City, and most recently Binh Dinh, Phu Yen, and Dak Lak provinces, and by participating with other provinces in national events such as “4th International Tourism Fair Vietnam-VITM Hanoi,” “International Travel Expo HCMC,” and “HCM 12th (ITE HCMC 2016)”; representatives of Gia Lai can exchange and share experiences with other provinces to learn how to better promote tourism and attract visitors to the area.

Regarding the investment environment, Gia Lai has made considerable progress in administrative reforms and in facilitating an open environment for investors interested in the province.
Investment incentives

Gia Lai has increasingly adopted policies to attract investment in order to ensure rapid economic growth, sustainability, economic restructuring towards industrialization, modernization, and diminishing the gaps in economic development compared with the country’s average level.

As of March 2017, Gia Lai offers 02 preferential policies to attract domestic and foreign investors:
• Investment priority policies of the Government (Scheme 1)
• Investment priority policies of Gia Lai Province (Scheme 2)

Gia Lai is currently applying the following tools and incentive policies aimed at attracting investment:

<table>
<thead>
<tr>
<th>Supporting instruments</th>
<th>Central Government</th>
<th>Provincial policies</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corporate income tax exemption, reduction</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Import tax exemption</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Land rental and surface rental</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Land use fees exemption, reduction</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Leveling, mine clearance, technical infrastructure</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Support for development of investment projects and preparation of environmental impact assessment reporting</td>
<td>X</td>
<td></td>
</tr>
<tr>
<td>Support for trade promotion (exhibitions, technology fairs)</td>
<td>X</td>
<td></td>
</tr>
</tbody>
</table>
Priority sectors and projects calling for investment

Infrastructure
1. Construction of industrial cluster infrastructure
2. Support for newly constructed water treatment plant
3. An Tan new residential area, Gia Lai
4. Commercial center
5. Shopping center
6. Construction of commune market, district market
7. District-level bus station
8. Supermarket, commercial center
9. A 4/5-star hotel and high-quality shopping center in Pleiku, Gia Lai
10. Extension of 17 March Road from Pham Van Dong: National road 14 bypass, Pleiku section (PPP investment), Gia Lai

Manufacturing – Support Services
1. Biotechnology pesticide - insecticide manufacturing plant
2. Factory for non-baked building materials, autoclaved aerated concrete bricks, foam concrete bricks
3. Waste treatment plants
4. Household plastics factory
5. Products from rubber latex production and deep processing factory
6. Manufacturing plant for sugar-based products (soft drinks, candy, cake, etc.)

Agricultural and Forestry Product Processing
1. Cattle feed processing plant
2. Meat processing plant
3. Instant coffee and coffee powder processing plant (coffee produced according to UTZ, 4C, VietGAP practices)
4. Instant black pepper and pepper powder processing plant (input materials produced according to VietGAP practices)
5. Fruit processing plant
6. Wood processing plants (from rubber trees and plantation timber)

Tourism, Culture, Sports
1. Ayun Ha ecology project, Gia Lai
2. Health recovery and eco-resort area
3. Gia Lai Sports Complex
4. Lam Vien Bien Ho eco-tourism area, Gia Lai
5. Ia Linh Stream embankment and residential zone, Gia Lai
6. Pleasure-boating along the hydropower lake of Ia Ly, Gia Lai

High-tech agriculture
1. Crop varieties and livestock breeds research center
2. Planting safe vegetables and high-quality flowers project
3. High-tech agricultural park
4. Afforestation projects
5. Herbal planting project (lower layer in forest)
6. High-tech pig- and poultry-centered farming project

Energy
1. Solar power plants
2. Wind power plant

Education
1. Sub-institute of Ho Chi Minh City University of Medicine and Pharmacy (PPP investment)
2. Sub-institute of Ton Duc Thang University (PPP investment)
## Typical companies in Gia Lai

<table>
<thead>
<tr>
<th>Enterprise</th>
<th>Sector</th>
<th>Business size*</th>
<th>Represented by</th>
</tr>
</thead>
<tbody>
<tr>
<td>HAGL Group</td>
<td>Agriculture, real estate</td>
<td>Charter capital: 351 million USD Employees: 50</td>
<td>Doan Nguyen Duc</td>
</tr>
<tr>
<td>Duc Long Group</td>
<td>Agriculture, energy, infrastructure, manufacturing – services</td>
<td>Charter capital: 126.7 million USD Employees: 106</td>
<td>Bui Phap</td>
</tr>
<tr>
<td>Quang Duc Export Sales Limited</td>
<td>Manufacturing sector, business services, merchandising</td>
<td>Charter capital: 31.1 million USD Employees: 50</td>
<td>Thai Hong Nhan</td>
</tr>
<tr>
<td>Vinh Hiep Company Limited</td>
<td>Business, agricultural exports, freight</td>
<td>Charter capital: 4 million USD Employees: 100</td>
<td>Thai Nhu Hiep</td>
</tr>
<tr>
<td>An Khe Sugar Plant - Branch of Quang Ngai Sugar Joint Stock Company</td>
<td>Manufacturing and trading of sugar</td>
<td>Charter capital: 83.3 million USD Employees: 577</td>
<td>Nguyen Van Hoe</td>
</tr>
<tr>
<td>Duong Van Phat Agricultural and Forest Products Processing Company Limited</td>
<td>Wholesale of agricultural and forestry products, refined sugar production, sales of beverages</td>
<td>Charter capital: 6.7 million USD Employees: 10</td>
<td>Nguyen Thi Nhu Qui</td>
</tr>
<tr>
<td>Mien Nui Gia Lai Corporation Business Development</td>
<td>Wholesale agricultural products, rubber, sell cattle, poultry and livestock, animal feed</td>
<td>Charter capital: 8.9 million USD</td>
<td>Nguyen Thi Sen</td>
</tr>
<tr>
<td>Gia Lai Electricity Joint Stock Company</td>
<td>Production and trading of electricity, electrical network construction, advisory services, production of centrifugal concrete pillars</td>
<td>Charter capital: 82.2 million USD Employees: 430</td>
<td>Tan Xuan Hien</td>
</tr>
<tr>
<td>Truong Sinh International Scientific Development Co.</td>
<td>Veterinary and aquatic medicine production</td>
<td>Charter capital: 3.1 million USD Employees: 20</td>
<td>Phan Thanh Thien</td>
</tr>
<tr>
<td>Classic Coffee Corporation</td>
<td>Processing and trade of coffee, sugar, tea</td>
<td>Charter capital: 231,000 USD Employees: 07</td>
<td>Nguyen Huynh Phu Lam</td>
</tr>
</tbody>
</table>

* Note: Charter Capital/Revenue estimates in USD based on conversion rate of 22.500 VND = 1USD
Located in the centre of the 5 star Ariyana Danang International Tourism Complex including Furama Resort, Furama Villas and Ariyana Beach Resort & Suites, ADECC - Ariyana Danang Exhibition & Convention Centre was built to the requirements of APEC 2017. Connected with Furama Danang’s International Convention Palace (ICP) to have the largest MICE facilities in Vietnam, ADECC aims to be hosting all kinds of local and international events up to 3,000 people.

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E: sm.hcm@furamavietnam.com - W: www.adecc.com.vn
Dak Lak

Dak Lak Investment Promotion Center

Tel: +84 262 3957691 / 3778788
Fax: +84 262 3778788
Email: ttxtdt@khdt.daklak.gov.vn
Web: http://ipc.daklakdpi.gov.vn
Overview

Dak Lak is located in the central part of the Central Highlands, with a total area of 13,125 km². Its population is approximately 1.9 million, of which the labor force makes up 1.1 million people. Dak Lak is a province with fairly comprehensive infrastructure, and benefits from economic and cultural exchange with other provinces in the region. In 2016, Dak Lak achieved a gross regional domestic product (GRDP) of 68,908 billion VND (approximately 3 billion USD), an increase of 13.2% compared to 2015. Dak Lak also brought in $550 million USD in export revenue.

Dak Lak is the fourth largest province in terms of area in Vietnam, including approximately 5,400 km² of agricultural land. Most of its agricultural land is rich basalt soil, which is well-suited for developing different types of valuable crops yielding high annual production, such as coffee (400,000 tons), rubber (30,000 tons), black pepper (25,000 tons), avocado (20,000 tons), durian (30,000 tons), mango (over 5,000 tons), and etc. Noticeably, Buon Ma Thuot coffee has become a famous brand name in the world market. Additionally, Dak Lak also has several other leading products such as hybrid maize (over 670,000 tons), honey (4.5 million liter), cassava (590,000 tons), and sugarcane (over 1 million tons). Dak Lak is in the midst of developing high-tech agriculture to reduce the negative impacts of climate change and achieve the highest benefits from advanced technology in agriculture.

Dak Lak tourism has many advantages including beautiful landscapes, ecological parks, and the rich cultural heritage of its many ethnic minorities. Some notable tourist sites include Lak Lake, Dray Nur Water Fall, Buon Don Tourist Center, Ko Tam Resort, and Ea Kao ecological site and golf course. Dak Lak is also known as one of the cradles of the Gong Culture in the Central Highlands, which was recognized by UNESCO as an oral and intangible masterpiece of humanity. Buon Ma Thuot, the economic center for the province, holds coffee festivals every two years, which attracts tens of thousands of tourists. Dak Lak also has a well-developed and convenient system of facilities for tourists with one to five-star hotels at the city center, which offer modern, open and spacious rooms and luxury service options.

Dak Lak is an area in Vietnam with high solar energy potential, according to the world solar radiation map, especially in the districts of Ea Sup and Buon Don, with numerous hours of sunshine recorded annually (2,000-2,600 hours per year). Wind power is also a potential area for investment in Dak Lak, with a total planned capacity of 1,452 MW, allocated for Ea H’leo, Krong Nang, Krong Buk and Buon Ho districts.

Regarding land set aside for industrial purposes, Dak Lak has one major industrial zone and seven industrial complexes in operation, and eight industrial complexes that will soon be operational, all committed to ensuring the requirements of investors.
**Investment incentives**

According to the national policy, all areas of Dak Lak are entitled to investment incentives, in which: Buon Ho town and districts are categorized as “extremely difficult socio-economic areas”; Buon Ma Thuot city is a “difficult socio-economic area.”

**Detailed investment incentives offered in Dak Lak according to localities are listed below:**

<table>
<thead>
<tr>
<th>Supporting instruments</th>
<th>Location</th>
<th>Investment field</th>
<th>Incentive period (years)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Buon Ma Thuot</td>
<td>Non-preferential projects</td>
<td>7</td>
</tr>
<tr>
<td></td>
<td>Buon Ho Town and districts</td>
<td>Non-preferential projects</td>
<td>11</td>
</tr>
<tr>
<td></td>
<td>Buon Ho Town and districts</td>
<td>Investment preferences</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td>Buon Ho Town and districts</td>
<td>Special investment preferences</td>
<td>Whole duration of the project</td>
</tr>
<tr>
<td></td>
<td>Buon Ma Thuot</td>
<td>Investment preferences</td>
<td>15</td>
</tr>
<tr>
<td></td>
<td>Buon Ma Thuot</td>
<td>Special investment preferences</td>
<td>Whole duration of the project</td>
</tr>
</tbody>
</table>

**Exemption from land lease for encouraged investment projects in agriculture and rural areas**

<table>
<thead>
<tr>
<th>Projects</th>
<th>Land lease reduction, exemption</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment encouragement</td>
<td>50%</td>
</tr>
<tr>
<td>Investment incentives</td>
<td>70%</td>
</tr>
<tr>
<td>Special investment incentives</td>
<td>100%</td>
</tr>
</tbody>
</table>

**Exemption, reduction from land lease for socialization projects in education, vocational training, healthcare, sports, environment and judicial examination**

<table>
<thead>
<tr>
<th>Area</th>
<th>Land lease reduction/exemption</th>
</tr>
</thead>
<tbody>
<tr>
<td>All wards in Buon MaThuot</td>
<td>• 100% exemption for the first 25 years</td>
</tr>
<tr>
<td></td>
<td>• 70% reduction for the remaining years</td>
</tr>
<tr>
<td>All rural communes in Buon MaThuot</td>
<td>• 100% exemption for the first 25 years</td>
</tr>
<tr>
<td></td>
<td>• 85% reduction for the remaining years</td>
</tr>
<tr>
<td>Buon Ho town and districts</td>
<td>• 100% exemption</td>
</tr>
</tbody>
</table>

**Corporate income tax (CIT)**

<table>
<thead>
<tr>
<th>Area</th>
<th>Exemption, reduction</th>
<th>Tax rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Buon Ho town and districts</td>
<td>• 100% exemption for the first 4 years applied CIT</td>
<td>10% for 15 years</td>
</tr>
<tr>
<td></td>
<td>• 50% reduction for the next 9 years</td>
<td></td>
</tr>
<tr>
<td>Buon Ma Thuot city</td>
<td>• 100% exemption for the first 2 years applied CIT</td>
<td>17% for 15 years</td>
</tr>
<tr>
<td></td>
<td>• 50% reduction for the next 4 years</td>
<td></td>
</tr>
</tbody>
</table>

**Import duties**

Exemption from import taxes to equipment, materials, transport vehicles and other goods which are used to implement investment projects in Dak Lak.
Priority sectors and projects calling for investment

**Industrial Manufacturing**
Agro-products Processing Plants, Hoa Phu Industrial Park, Buon Ma Thuot City and Phu Xuan Industrial Park, Cu M’gar district, Dak Lak province; 2-5 ha/plant; estimated investment 2.5 million USD

**Infrastructure - Construction**
1. Development and operation of Cu Bao Industrial Complex, Cu Bao commune, Buon Ho town, Dak Lak; 75 ha; estimated investment 11 million USD
2. Ea Tam Lake Municipality, Tu An Ward, Buon Ma Thuot city, Dak Lak; 41.12 ha; estimated investment cost 190 million USD
3. Central Highlands Sport Complex - Items of Athletics Village, Swimming Pools, Tennis yards, Tan Lap Ward, Buon Ma Thuot, Dak Lak; 13.16 ha; estimated investment cost 20 million USD
4. Service Urban Area of Tan An Industrial Complex, Tan Loi Ward and Tan An Ward, Buon Ma Thuot, Dak Lak; 90.07 ha; estimated investment cost; 60 million USD
5. Km6 Eco-Municipality, Km6, Nguyen Chi Thanh Str., Tan An Ward, Buon Ma Thuot, Dak Lak; 34.21 ha; estimated investment cost 18 million USD

**Agriculture**
Hi-tech Agricultural Zone, Ea Pok townlet, Cu M’gar district, Dak Lak; 90 ha; estimated investment 20 million USD

**Tourism / Services**
1. Eco-tourism area in Chu Yang Sin National Park (special-use forest); Compartment 1209, Compartment 1210, Khue Ngoc Dien commune, Krong Bong District, Dak Lak; 838 ha; estimated investment cost 22 million USD
2. Lak lake National Tourist Site, Lak District, Dak Lak; 200-400 ha; estimated investment cost 150 million USD
3. Yok Don National Park Tourist site, Buon Don District, Dak Lak; 1,500 ha; estimated investment cost 300 million USD
4. Golf course in Tan Hoa commune, Buon Don District; 150 ha; estimated investment cost 70 million USD
Typical companies in Dak Lak

<table>
<thead>
<tr>
<th>Enterprise</th>
<th>Sector</th>
<th>Business size*</th>
<th>Represented by</th>
</tr>
</thead>
<tbody>
<tr>
<td>An Thai Investment and Development Joint Stock Company</td>
<td>Production and processing of coffee, other agricultural products, micro-fertilizer</td>
<td>Revenue: 10 million USD Employees: 100</td>
<td>Nguyen Xuan Loi</td>
</tr>
<tr>
<td>2-9 Daklak Import-Export Limited Company</td>
<td>Producing, processing, importing, and exporting coffee; hotel and restaurants.</td>
<td>Revenue: 222 million USD Employees: 300</td>
<td>Le Tien Hung</td>
</tr>
<tr>
<td>Dang Phong Manufacturing Trading Service Import-Export Co., Ltd.</td>
<td>Mechanical industries and solar power</td>
<td>Revenue: 889,000 USD Employees: 250</td>
<td>Nguyen Dang Phong</td>
</tr>
<tr>
<td>Viet Hien Co., Ltd.</td>
<td>Coffee industry machinery</td>
<td>Revenue: 1.3 million USD Employees: 70</td>
<td>Nguyen Thi Hue</td>
</tr>
<tr>
<td>Phuoc An Coffee Limited Liability Company</td>
<td>Growing, processing and exporting coffee</td>
<td>Revenue: 13.3 million USD Employees: 64 full-time; 928 supporting</td>
<td>Ho Sy Trung</td>
</tr>
<tr>
<td>Ky Nam Viet JSC</td>
<td>Medicine and Farming Ngoc Linh ginseng</td>
<td>Authorized capital: USD 978,000 Labor workers: 30</td>
<td>Tran Anh Tuan</td>
</tr>
<tr>
<td>Dak Lak Rubber Co., Ltd</td>
<td>Manufacturing, trading rubber equipments, products</td>
<td>Turnover: USD 21 million; Labor workers: 2,800 direct people of and 320 indirect people</td>
<td>Huynh Van Toan</td>
</tr>
<tr>
<td>Thang Loi Co., Ltd</td>
<td>Farming, processing, exporting coffee</td>
<td>Turnover: USD 10 million; Labor workers: 54</td>
<td>Vu Dinh Noi</td>
</tr>
<tr>
<td>Dak Honey JSC</td>
<td>Export honey</td>
<td>Exporting turnover: over USD 10 million</td>
<td>Le Thanh Van</td>
</tr>
<tr>
<td>KOTAM JSC</td>
<td>Tourism</td>
<td>Turnover: USD 578,000; Labor workers: 200</td>
<td>Nguyen Thi Ngoc Anh</td>
</tr>
</tbody>
</table>

* Note: Charter Capital/Revenue estimates in USD based on conversion rate of 22.500 VND = 1USD
Reaching to the open sea!

Shipbuilding and Repairing
Oil spill response
Clean oil tankers
Songthu mechanics JSC

SONG THU CORPORATION

Hydrographic Survey Vessel - HSV6613
Azimuth Stern Drive Tug 2411 Vessel
Fast Crew Supply Vessel - FCS5009
Multipurpose Vessel - MPV5212
Stan Patrol Vessel - Spa4207
Multipurpose Coastguard Ship DN4000
Dak Nong

Department of Planning and Investment
Investment Promotion Center

“Dak Nong: The government creates, supports and accompanies enterprises”

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Hotline: +84 916031717
Email: tttxdtt.skhd@daknong.gov.vn
Web: ipcdaknong.com.vn / ipc.daknong.gov.vn
Dak Nong is located in the southwestern gateway of the Central Highlands, bordered to the north and northeast by Dak Lak province, 125 km from Buon Me Thuot; to the south and southwest side by Binh Phuoc, 130 km from Dong Xoai Town and 230 km from Ho Chi Minh City, to the east and southeast by Lam Dong province, 170km from Da Lat and 190km from Phan Thiet in Binh Thuan province. There are about 130 km of border area and two border crossings with Cambodia. This geographic location has driven Dak Nong’s engagement and socio-economic development with other provinces in the Central Highlands, the southern key economic region, and central coast in Vietnam, and areas of Cambodia.

Dak Nong has a total area 6,514 km², of which agricultural production land occupies more than 55%. The population is over 650,000 people, more than 60% of who are of working age, and include 40 ethnic minority groups. Situated at an average elevation of 600-800 m above sea level, the terrain is diverse and vast, intermingled with valleys, highlands and mountains, a mild climate, unique and natural landscapes with majestic, charming scenery. Notable breathtaking sites to see in Dak Nong include the waterfalls at Dak G’lun, Dak Buk So, Dray Sap, and Gia Long; national reserves such as Nam Nung (12,300 ha) and Ta Dung (22,100 ha), which has nearly 40 large and small oases, and multiple areas for eco-tourism and adventure tourism, combined with river cruises; and the largest volcanic cave system in Southeast Asia with a length of more than 25 km, which offers favorable conditions to develop agriculture and tourism in the province.

Dak Nong has rich mineral resources, especially in bauxite, with planned reserves of 3.4 billion tons of crude ore. At present, the province’s Nhan Co Aluminum Plant with a total investment of 17,822 billion VND, has a capacity of 650,000 tons/year. By 2020, the plant aims for a capacity of 1.3 million tons/year. In addition, Dak Nong Aluminum Electrolysis Plant, which is under construction at Nhan Co Industrial Zone in Dak R’Lap district, has investment from Tran Hong Quan Metallurgical Co., Ltd, with a total investment capital of over 15 trillion VND and a planned capacity of 450,000 tons of product per year. When the aluminum electrolysis plant goes into operation, it will create a closed industrial process for the bauxite mining - aluminum processing - aluminum bar production, which will actively support economic efficiency and will lead to development of several supporting aluminum industries and associated service industries.

Currently, the province has two industrial zones and five industrial and handicraft clusters. Tam Thang Industrial Park in Tam Thang commune, Cu Jut district has an area of 179.5 hectares, 36 projects in operation, and a 75% occupancy rate. Nhan Co Industrial Zone in Dak R’Lap district has a total area of 148 hectares and occupancy rate of 86%. The industrial and handicraft clusters at Thuan An (52.22 ha) and BMC (3741 ha) have constructed needed infrastructure to support investors, and is calling for investment for further development. The remaining industrial and handicraft clusters are seeking investment to develop their infrastructure.

The GRDP growth rate (2016) in Dak Nong is estimated at 7.08%, and its average per capita income is over 36 million VND per person per year. Gia Nghia town, the cultural, political and economic center of the province, has a relatively complete system of infrastructure, an increasingly modern medical and educational system, and increasingly developed entertainment and service centers. According to Gia Nghia’s urban planning goals for 2030 with a vision to 2050, Gia Nghia’s urban area will grow to 75,458 hectares (2.66 times higher than the current area) and seeks to be a green, clean, beautiful space, with one central urban area and four satellite urban areas. Urban land will make up 6,362 ha; and the proportion of traffic space to urban construction will reach 25% by 2030. The town also aims to complete construction of more facilities in education and training, healthcare, sports, and trade.

In order to maximize the province’s advantages and potential, Dak Nong is calling for investment and development in three main areas: 1) Bauxite - Aluminum - Sponge iron industry; 2) Agricultural application of high technology; and 3) Travel/tourism/hospitality. In addition, the province is concentrating on attracting investment towards strategic infrastructure development and associated services to drive socio-economic development forward.
Investment incentives

Investors to Dak Nong province, will enjoy the highest level of investment incentives and support and fulfill the financial obligations to the local State at the lowest level according to the regulations of Central government; At the same time, they will enjoy the investment incentives and support under Decision 05/2017/QĐ-UBND, dated 06/03/2017 of the provincial People’s Committee on the implementation of Resolution No. 55/2016/NQ-HĐND dated 22/12/2016 of Dak Nong People’s Council on encouraging and supporting investment in Dak Nong province until 2020.

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<td>Infrastructure</td>
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<td>Human resource development, training</td>
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<td>Technology and equipment</td>
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<td>Applying science and technology</td>
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<td>Interest rate support</td>
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<td>Renting land, water surface, ground; Clearance</td>
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<td>Corporate income tax</td>
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<td>Import and Export Taxes</td>
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For more information, please refer to the website of the Dak Nong Investment Promotion Center – Department of Planning and Investment at ipcdaknong.com.vn, ipc.daknong.gov.vn
Priority sectors and projects calling for investment

**Infrastructure**
1. Nhan Co 2 Industrial Zone, Nhan Co Commune, Dak R'Lap District, 900 ha; estimated investment cost: 900 billion VND
2. Urban No. 1, Village 10A, Dak Lao commune, Dak Mil district, 104 ha.
3. Urban No. 2, Thuan Son village, Thuan An commune, Dak Mil district, 60 ha.
4. Expected investment in the Central Highlands railway (Phase 1: From Chon Thanh - Gia Nghia); PPP
5. Expected investment in Nhan Co Airport, Nhan Co Commune, Dak R'Lap District; PPP

**Industrial Manufacturing – Supporting Services**
1. Processing plant of finished coffee (powder, instant coffee), Thuan An industrial cluster, Dak Mil district; capacity: 4,000 tons/year; estimated investment cost: 50 billion VND
2. Processing plant of fruit juice, bottled, canned beverage (vacuum pressing, drying and finished product processing), Thuan An industrial cluster, Dak Mil district, Dak Nong province; capacity: 5,000 tons/year; estimated investment cost: 100 billion VND

**Healthcare**
Private hospital, Eat’ling Town, Cu Jut District, 0.8 ha; estimated investment cost: 400 billion VND

**Tourism**
1. Nam Nung Cultural and Historical Tourism Area, Nam N’Jang Commune, Dak Song District, 310.7 ha; estimated investment cost: 250 billion VND
2. Volcanic caves tourism area, Buon Choah Commune, Krong No District, estimated investment cost: 1 trillion VND
3. Ta Dung Cultural Ecotourism Area, Dak Plao Commune, Dak Glong District, 225 ha; estimated investment cost: 174 billion VND

**Agriculture**
Expected investment in the value chain of coffee, pepper, vegetables, roots and fruits, Gia Nghia Town; estimated investment cost 2 trillion VND
## Typical companies in Dak Nong

<table>
<thead>
<tr>
<th>Enterprise</th>
<th>Sector</th>
<th>Business size*</th>
<th>Represented by</th>
</tr>
</thead>
<tbody>
<tr>
<td>MDF Long Viet Wood Industry JSC</td>
<td>Production of MDF plywood, laminated wood and other thin kinds of plywood</td>
<td>Charter capital: 15 million USD</td>
<td>Duong Hoi</td>
</tr>
<tr>
<td>National Road 14 and 14C, Thuan Hanh, Dak Song, Dak Nong</td>
<td>+84 919 251867</td>
<td><a href="mailto:info@mdflongviet.com">info@mdflongviet.com</a></td>
<td><a href="http://www.mdflongviet.com">www.mdflongviet.com</a></td>
</tr>
<tr>
<td>Viettel Dak Nong Branch</td>
<td>Telecommunication</td>
<td>Employees: 600</td>
<td>Tran Van Thuan</td>
</tr>
<tr>
<td>Group 4, 147 Hung Vuong St., Nghia Thanh Ward, Gia Nghia Town, Dak Nong</td>
<td>+84 168 2501111</td>
<td></td>
<td></td>
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<tr>
<td>Hydropower JSC No. 3</td>
<td>Production, transmission and distribution of electricity</td>
<td>Charter capital: 4.2 million USD</td>
<td>Nguyen Son</td>
</tr>
<tr>
<td>Nha Den village, Ea Po Commune, Cu Jut District, Dak Nong</td>
<td>+84 935 334555</td>
<td><a href="mailto:pc3hp@pc3hp.com.vn">pc3hp@pc3hp.com.vn</a></td>
<td><a href="http://www.pc3hp.com.vn">www.pc3hp.com.vn</a></td>
</tr>
<tr>
<td>Tat Thang Co., Ltd</td>
<td>Processing peanuts, crispy dried soybeans</td>
<td>Charter capital: 444,000 USD</td>
<td>Nguyen Tat Thang</td>
</tr>
<tr>
<td>Tam Thang Commune, Cu Jut District, Dak Nong</td>
<td>+84 905 366388</td>
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<tr>
<td>Hung Thinh Wood Processing JSC</td>
<td>Manufacturing other products from wood; Producing products from bamboo, straw</td>
<td>Charter capital: 267,000 USD</td>
<td>Vo Dang Vinh</td>
</tr>
<tr>
<td>Tam Thang Industrial Park, Cu Jut District, Dak Nong</td>
<td>+84 909 608840</td>
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<tr>
<td>Hong Duc Co., Ltd</td>
<td>Processing cashew nuts for export; Wholesale of agricultural products</td>
<td>Charter capital: 889,000 USD</td>
<td>Nguyen Thi Minh Nguyet</td>
</tr>
<tr>
<td>Village 6, Kien Thanh Commune, Dak R Lap District, Dak Nong</td>
<td>+84 261 2229188</td>
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<tr>
<td>Dak Nong Petrolimex Branch - Nam Tay Nguyen Petrolimex Co., Ltd</td>
<td>Trading in petroleum and petrochemical products</td>
<td>21 stores</td>
<td>Mai Van Luong</td>
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<tr>
<td>Km 845- Highway 14- Group 4- Phu Nghia Ward, Gia Nghia Town, Dak Nong</td>
<td>+84 261 3544796</td>
<td></td>
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</tr>
<tr>
<td>Vietnam Bank for Agriculture and Rural Development, Dak Nong Branch</td>
<td>Currency trading, credit, banking services</td>
<td>12 branches</td>
<td>Phan Cong Que</td>
</tr>
<tr>
<td>No. 35-Road 23/3, Nghia Trung, Gia Nghia Town, Dak Nong</td>
<td>+84 261 3543912 / +84 261 2216892</td>
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<tr>
<td>Dak R’thi Hydropower JSC</td>
<td>Production and distribution of electricity</td>
<td>Charter capital: 44.4 million USD</td>
<td>Dang Chinh Trung</td>
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<tr>
<td>No. 88-Le Duan Street, Nguyen Nghia Ward, Gia Nghia Town, Dak Nong</td>
<td>+84 261 3544443</td>
<td><a href="mailto:tddakrth@gmail.com">tddakrth@gmail.com</a></td>
<td><a href="http://www.dahc.com.vn">www.dahc.com.vn</a></td>
</tr>
<tr>
<td>Dak Nong Building Materials JSC</td>
<td>Production of building materials from clay</td>
<td>Charter capital: 115,300 USD</td>
<td>Ngo Sy Tien</td>
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<tr>
<td>Highway 14, Truc Son, Cu Jut District, Dak Nong</td>
<td>+84 261 3882110 - 882474</td>
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</tbody>
</table>

* Note: Charter Capital/Revenue estimates in USD based on conversion rate of 22.500 VND = 1USD
Overall introduction

Founded in 1962, Hoa Tho is among well-established and large-scale textile-garment enterprises in Vietnam. The company operates in two main fields:

1. Manufacturing, trading and exporting garment and yarn products.
2. Importing essential materials and equipment for garment and yarn production

Aside from being a leading Yarn - Garment supply system in Vietnam, Hoa Tho plays a critical role in the operation of Vietnam Textile group (Vinatex) and Vietnam Textile and Apparel Association (Vitas) while greatly contributing to the development of Vietnam’s textile-garment industry over the past years. At present, Hoa Tho plans to expand a number of large-scale projects.

By May 2017, the company’s production capacity is as below:

- **20.8** The total areas (ha)
- **10,500** State-of-the-art pieces of equipment
- **22** Million of garment products/year
- **10,000** Cadres and employees
- **81,600** Spindles
- **18,200** Tons of yarns/year

Revenue and Import/Export

GARMENT SALE DEPARTMENT
- Ms. Hoang Thuy Oanh - Deputy General Director
- Email: oanhht@hoatho.com.vn
- Mobile: +84.905.010.900
- Tel: +84.2363.676485  Fax: +84.2363.846216

YARN SALE DEPARTMENT
- Mr. Nguyen Ngoc Binh - Deputy General Director
- Email: binhn@hoatho.com.vn
- Mobile: +84.913.484.978
- Tel: +84.2363.846925  Fax: +84.2363.846217

www.hoatho.com.vn
INTRODUCTION

Fashion has always been considered as the breath of modern life. Combined with the rapid industrialization of Vietnam, many investors, design agencies, distributors,...have acknowledged the fashion industry as an area that bring high values to the enterprise. That is a strong motivation to help us - NAHY Production Service and Trading Company Ltd., to become the "gold partner" specializing in the export of the finest fashion in domestic and international markets.

Formally as Thuy Dung tailor's founded in 1994, spent more than 23 years development, until now NAHY Production Service and Trading Company Ltd., has grown to become one of the leading enterprises in the field of fashion design and garment manufacture in Vietnam.

DISTRIBUTION SYSTEM

- SHOWROOM: 224 Huynh Van Bé Street, Ward 11, Phu Nhuan District, HCM City
- PARKSON SAI Gon TOURIST PLAZA: 1st Floor 325a - 45 Le Thanh Ton Street, District 1, HCM City
- PARKSON HUNG YUONG PLAZA: 1st Floor, 126 Hung Vuong Street, Ward 12, District 5, HCM City
- PARKSON CT PLAZA: 2nd Floor, 604 Truong Son Street, Ward 2, Tan Binh District, HCM City
- PARKSON CANTAVE: 1st Floor, 1 Song Han, Nha Trang Highway, An Phu Ward, District 2, HCM City
- PARKSON DA NANG: 1st Floor, 2nd Floor, 225 - 257 Hung Vuong Street, Thanh Xuan District, Da Nang City
- AEON CEAUON TAN PHU: 1st Floor, 3L, Buu Long Tan Thang Street, Thach Khuyen Ward, Tan Phu District, HCM City
- AEON MALL BINH TAN: 1st Floor - 322 Kim Duong Vuong Street, Binh Tri Dong 8 Ward, Binh Tan District, HCM City
- COOP MART SYSTEM

- AEON CANARY BINH DUONG: 1st Floor, 1 Binh Duong Highway, Thuan Gia Ward, Thuan An Town, Binh Duong Province
- VINCOM THAO DIEN: 1st Floor, Vincom Mega Mall Thu Thua Dien, 15A Hanoi Highwa, Thao Dien Ward, District 2, HCM City
- ROHNS CRESCENT WALL: 101 Ton Dan Tan Street, Phu My Hung, District 7, HCM City
- F-STORE AN LAC BINH TAN: Highway 1A, Binh Thanh Ward, Binh Tan District, HCM City
- VIET MEGA MART SYSTEM - (051 Metro System)
- EUROPA MART: 107 Do Xuan Hoi Street, Phuoc Long B Ward, District 9, HCM City
- SATRA SAI Gon: 1st Floor, 80D, 3/2 Street, Ward 12, District 10, HCM City
- SATRA PHAM HUNG: 09/27 Phan Hung Street, Binh Hung Ward, Binh Chanh District, HCM City