

GOING FOR GOLD

The Central Region of Vietnam

2017 Investment Guide to
the Central Region of Vietnam



In association with



MARCH 29 TEXTILE-GARMENT JOINT STOCK COMPANY

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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.



Da Nang Welcomes APEC VIET NAM 2017



Nguyen Tien Quang
Director of VCCI Da Nang

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

Creating New Dynamism, Fostering a Shared Future

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With the cooperation of:

- Department of Planning and Investment of Quang Binh Province
- Department of Planning and Investment of Quang Tri Province
- Department of Planning and Investment of Thua Thien Hue Province
- Danang Investment Promotion Agency
- The Public Administration and Investment Promotion Agency of Quang Nam Province

- Investment and Trade Promotion Center of Quang Ngai Province
- Investment and Trade Promotion Center of Binh Dinh Province
- Department of Planning and Investment of Kon Tum Province
- Department of Planning and Investment of Gia Lai Province
- Investment Promotion Center of Dak Lak Province
- Investment Promotion Center of Dak Nong Province

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INVESTMENT GUIDE TO CENTRAL VIETNAM - HIGHLANDS

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- Quang Tri
- Thua Thien-Hue
- Da Nang
- Quang Nam
- Quang Ngai
- Binh Dinh
- Kon Tum
- Gia Lai
- Dak Lak
- Dak Nong





VCCI Chairman's Message

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

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Vietnam Chamber of Commerce and Industry - Da Nang Branch (VCCI Da Nang)

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





KPMG Vietnam Chairman and CEO's Message

Warrick Cleine
Chairman and CEO
KPMG Vietnam & Cambodia

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.



Central Vietnam: A Great Investment Destination and the Future

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

Quang Binh

Quang Tri

Thua Thien - Hue

Da Nang

Quang Nam

Quang Ngai

Kon Tum

Binh Dinh

Gia Lai

Dak Lak

Dak Nong

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

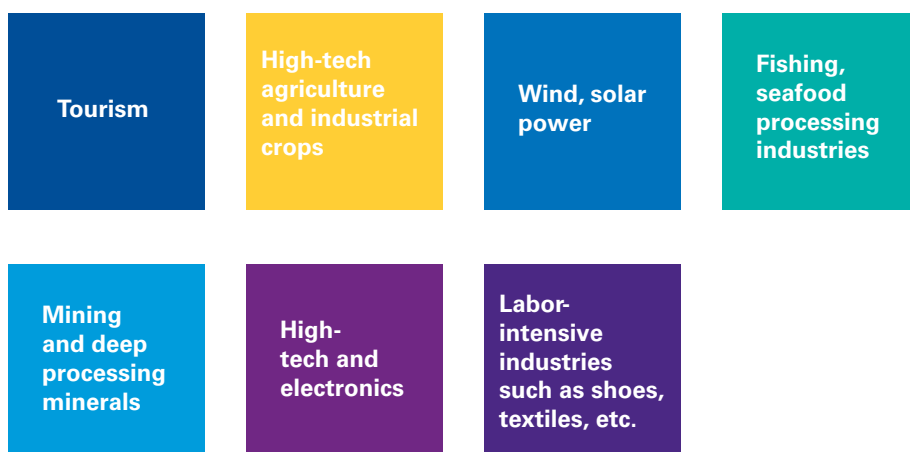
Living conditions

- 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





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- Expected completion: Q4/2017



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Overview

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 8,065km, 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 Asia¹. In addition, the province has a plentiful supply of natural minerals such as limestone, clay, kaolin, and quartz 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 seaport² 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 zones³ and eight industrial parks, of which three have the essential infrastructure⁴ 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.

1 Voting in 2015

2 Hon La seaport for 30,000-50,000 ton vessels to shelter

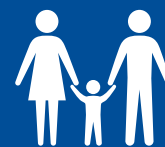
3 Hon La seaport economic zone with the area of 10,000 ha; Cha Lo bordergate economic zone with 53,800 ha.

4 North West Dong Hoi industrial zone, North Dong Hoi industrial zone; Hon La seaport industrial zone.



Land Area

8,065 km²



Population

882,500



GRDP Growth Rate

6.5%



GRDP/ capita

1,200 USD

Investment incentives

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 2014⁵ 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 accomodation 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:

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

⁵ Area of preferential treatments of Quang Binh: areas of particularly difficult socio-economic conditions including districts: Minh Hoa, Tuyen Hoa and BoTrach, areas of difficult socio-economic conditions including districts: Quang Trach, Quang Ninh, LeThuy 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 trai 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

Enterprise	Sector	Business size*	Represented by
Truong Thinh Group JSC 50 Nguyen Huu Canh, Hai Dinh Ward, Dong Hoi City, Quang Binh +84 232 3820024 admin@truongthinh.com; http://www.truongthinh.com	Construction engineering, hotels, resorts, hospitality	Charter capital: 46 million USD; Employees: 1000	Vo Minh Hoai
Sai Gon – Quang Binh Tourism JSC 20, Quach Xuan Ky, Dong Hoi City, Quang Binh +84 232 3822276 sgquangbinh@sgqbtourist.com; http://www.sgquangbinhtourist.com.vn	Hotel, resorts, tourism, hospitality	Charter capital: 2.9 million USD; Employees: 100	Nguyen Ngoc Tung
Oxalis Ltd. Company (Cong ty TNHH MTV Chua Me Dat) Phong Nha Commune, Son Trach Village, Bo Trach District, Quang Binh +84 232 3677678 contact@oxalis.com.vn; http://www.oxalis.com.vn	Tourism, entertainment and recreation services, adventure tourism, caving	Charter capital: 534,000 USD; Employees: 50	Nguyen Chau A
Vinh Ha Commercial Tourism JSC Vo Nguyen Giap Str., Bao Ninh Commune, Dong Hoi City, Quang Binh +84 232 3854688 sales@baoninhbeachresort.com.vn; http://baoninhbeachresort.com.vn	Tourism, recreation and entertainment services	Charter capital: 670,000 USD; Employees: 50	Đoàn Bảo Hà
Quang Binh Import-Export JSC 90 Huu Nghi, Nam Ly Ward, Dong Hoi City, Quang Binh +84 232 3829 324 Info@quangbinhjsc.com.vn; http://www.quangbinhjsc.com.vn	Commodity trading, timber, metal ore mining.	Charter capital: 890,00 USD; Employees: 100	Dang Xuan Hue
Tuan Viet General Trading Co., Ltd. Thong Nhat Str., Duc Ninh Dong Ward, Dong Hoi City, Quang Binh +84 232 3822955 info@tuanviet-trading.com; http://www.tuanviet-trading.com	Commodity trading, foodstuffs, consumer products (FMCG), supermarkets, recreation and entertainment centers	Charter capital: 440,000 USD; Employees: 100	Le Thi Nu
Gianh River Corporation JSC Quang Thuan Ward, Ba Don Town, Quang Binh +84 232 3513796 sogico@songgianh.com.vn; http://songgianh.com.vn	Fertilizers, aquaculture	Employees: 200	Bien Van Nga
Long Dai Forestry and Industrial Co., Ltd Block 10, Dong Son Ward, Dong Hoi City, Quang Binh +84 232 3826026	Manufacturing and processing forest rubber and resin products; timber and timber products processing	Charter capital: 6.08 million USD; Employees: 250	Phan Dinh Linh
Viet Trung Co., Ltd Viet Trung Town, Bo Trach District, Quang Binh +84 232 3796105	Forestry, rubber, timber and timber products trading	Charter capital: 8 million USD; Employees: 250	Nguyen Van Minh
Quang Binh Agriculture Corporation JSC 587 Ly Thuong Kiet, Dong Hoi City, Quang Binh +84 232 3822156 tctyongnghiepqb@gmail.com; http://saovietquangbinh.vn	Seedlings and fertilizers	Charter capital: 693,000 USD; Employees: 100	Nguyen Van Binh
Son Hai group Co., Ltd 17 Huu Nghi, Nam Ly Ward, Dong Hoi City, Quang Binh +84 232 3825755	Engineering construction, concrete	Charter capital: 18.8 million USD; Employees: 150	Nguyen Viet Hai
Quang Binh S&D Co., Ltd Occupational Village Industrial Group, Quan Hau Town, Quang Binh District, Quang Binh +84 232 3911868	Garment manufacturing	Charter capital: 890,000 USD; Employees: 150	Phan Anh Phuong

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

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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 LaVang 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.



Land Area

4,737 km²



Population

626,100
million



GRDP Growth Rate

6.5%



GRDP/ capita

1,590 USD



Investment incentives

Objectives of the investment incentive programs/ schemes:

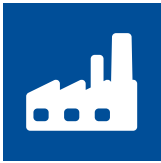
To increase the quality of investment promotion, Quang Tri is implementing various incentives and support for investment projects in the province. Those schemes are applied in different methods to improve provincial investment environment, and attract domestic and foreign investors.

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

Supporting instruments	Decision No. 39/2016/QĐ-UBND dated on 21/9/2016	Decree No. 46/2014/NĐ-CP dated on 15/5/2014	Circular No. 78/2014/TT-BTC dated on 18/6/2014	Decree No. 87/2010/NĐ-CP dated on 13/8/2010	Decree No. 210/2013/NĐ-CP dated on 19/12/13
Applying science and technology					X
Customs duty exemption				X	
CIT reduction			X		
Commercial promotion					
Interests rate support					
Land allocation	X	X			X
Land clearance	X				
Infrastructure	X		X		X
Labor force training	X	X	X	X	X
Technology					

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. MyThuy 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 EZone; 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

Enterprise	Sector	Business size*	Represented by
Quang Tri Trading Joint Stock Company 01 Phan Boi Chau Str., Ward 1, Dong Ha City, Quang Tri +84 233 851151 info@sepon.com.vn www.sepon.com.vn	Import-export materials, consumables; Processing and exporting of cassava starch; Tourism services	Charter capital: 3.7 million USD Employees: 450 Subdivisions: 13	Ho Xuan Hieu
Viet Ren Joint Stock Company 242 Highway 9, Ward 1, Dong Ha City, Quang Tri +84 233 3850222 www.vietren.vn vietren@vnn.vn	Wind power factory; Construction; Mining; Construction materials processing	Charter capital: 53.3 million USD Employees: 50 Subdivisions: 05	Nguyen Phi Hung
Quang Tri Rubber Limited Company 264 Hung Vuong, Dong Luong Ward, Dong Ha City, Quang Tri +84 233 3854803 caosutqtri@gmail.com www.caosutqtri.com.vn	Plant and processing rubber; Processing fertilizer, wood; Services – Tourism	Charter capital: 13.4 million USD Employees: 150	Van Luu
Viet Hong Chinh Trading and Import-Export J.S Company Km 5 Highway 9D, Dong Ha Southern Industrial Park, Quang Tri +84 942 944357 www.viethongchinh.com.vn viethongchinh@yahoo.com	Import-export bicycle, motorbike and accessories; Immovables	Charter capital: 267,000 USD Employees: 10 Subdivisions: 3	Nguyen Truong Chinh
Thien Tan J.S Company 7 Commune, Ward 3, Dong Ha City, Quang Tri +84 233 3858819 longnguyenvan946@gmail.com	Construction materials processing; Construction; Mining (minerals)	Charter capital: 489,000 USD Employees: 100 Subdivisions: 3	Duong Van Son
Quang Tri Minerals J.S Company 41 Nguyen Du Street, Ho Xa, Vinh Linh, Quang Tri +84 974 025555 info@qmc-titanium.com http://qmc-titanium.com/	Minerals; Processing agriculture products	Charter capital: 2.2 million USD Employees: 50 Subdivisions: 6	Le Vinh Thieu
Sikar Limited Company Km 780 National Road 1A, Hai Lang Ward, Hai Lang District, Quang Tri +84 233 3873119 sikarkimlong@gmail.com	Wine processing;	Charter capital: 1.8 million USD Employees: 15 Subdivision: 1	Tran Huu Bang
Loc Thien Phu Quang Tri JSC Tan Hung, Hai Chanh, Hai Lang, Quang Tri +84 902 655689 thaidailoc@yahoo.com	Processing products from wood, power compressed tablets	Charter Capital: 2 million USD Employees: 70	Nguyen Minh Thai
Dong Tien Steel Limited Company Highway 9D, Dong Ha Southern Industrial Park, Quang Tri +84 233 3561111 www.Thepdongtien.com dongtienqt@gmail.com	Manufacturing machinery; Warehouse; Construction	Charter capital: 800,000 USD Employees: 10	Nguyen The Dong
Thanh Hung Limited Company 1 Commune, Dong Giang Ward, Dong Ha City, Quang Tri +84 233 3850423 thanhhungqt@gmail.com	Construction; Manufacturing wood products	Charter capital: 800,000 USD Employees: 15 Subdivisions: 3	Tran Thi Tuyet

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



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Citadel Hue

Thua Thien-Hue

Department of Planning and Investment

“Development & Integration”



Address:

7 Ton Duc Thang Street, Hue City, Thua-Thien Hue

Tel: +84 234 3824680

Fax: +84 234 3821264

Email: ktdn21@thuathienhue.gov.vn

Web: www.skhdt.thuathienhue.gov.vn

Overview

ThuaThien-Hue is one of the six provinces in the Central Vietnam Key Economic Region. The province has an area of more than 5,000km² 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 ThuaThien-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.

ThuaThien-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 17,600 billion VND. In 2016, Hue's provincial competitiveness index (PCI) ranked 23/63.

Regarding quality of life, ThuaThien-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.



Land Area

5,000 km²



Population

1.2 million



GRDP Growth Rate

7.11%



GRDP/ capita

2,020 USD



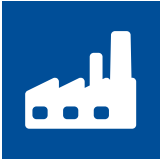
Investment incentives

In addition to the preferential policies regulated by the Government, Thua Thien Hue province issued Decision No. 19/2017/QĐ-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.

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

Supporting instruments	Government of Vietnam Policy	Local Policy
VAT exemption	X	
Customs duty exemption	X	
Corporate Income Tax reduction	X	
Social insurance	X	
Preferential interest rate	X	
Preferential land lease	X	
VAT refund	X	
Infrastructure within and outside perimeter		X
Land clearance and unexploded ordnance clearance		X
Labor training support		X
Support for businesses working in information technology		X
Investment promotion support		X
Rewards for investment brokerage		X

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

Enterprise	Sector	Business size*	Represented by
Carlsberg Vietnam Co. Ltd. Phu Bai Industrial Zone, Thua Thien-Hue +84 234 3850164 van.t.tran@carlberg.asia	Beer production	Revenue: 152.6 million USD Employees: 463	Stefano Clini
Espace Business Hue JSC Ba Trieu planning area, Hung Vuong Street, Hue, Thua Thien-Hue +84 234 3610555 customer-service.hue@bigc-vietnam.com	Supermarket	Revenue: 21.3 million USD Employees: 2,890	Phoom Chirathivat
Hue Food Co. Ltd. 4/114 Le Ngo Cat, Thuy Xuan Commune, Hue, Thua Thien-Hue +84 234 3821776 sales@huefoods.com	Liquor production	Revenue: 1.8 million USD Employees: 55	Yoshihiko Saita
Hanes Brands Co. Ltd. Phu Bai Industrial Zone, Thua-Thien Hue +84 234 3952114 uyen.tran@hanes.com	Textiles	Revenue: 222 million USD Employees: 5,630	Ajay Manohar Godbole
Luks Cement Vietnam Co. Ltd. Tu Ha town, Huong Tra town, Thua Thien-Hue +84 234 3557012 vongocha71@gmail.com	Cement production	Revenue: 53.3 million USD Employees: 825	Luk Jack Fung
CP Vietnam - Hue branch JSC. Phong Dien Industrial Zone, Thua Thien-Hue vancamcp@gmail.com	Seafood processing plant	Revenue: 41.3 million USD Employees: 1,343	Chamlong Kolatut
SCAVI Hue Co. Ltd. Phong Dien Industrial Zone, Thua Thien-Hue +84 234 3751751 tuyetnhung.dang@scavi.com.vn	Textiles	Revenue: 60 million USD Employees: 4,965	Tran Van My
Baostell Can Making Hue Vietnam Co. Ltd. Phu Bai Industrial Zone, Thua Thien-Hue +84 234 3862588 ngoclinh@baosteel.com.vn	Can production	Revenue: 14.4 million USD Employees: 121	Cao Qing
Laguna Co. Ltd. (Vietnam) Chan May- Lang Co Economic Zone, Thua Thien-Hue +84 234 3695881 huyent@lagunalangco.com	Tourist resort	Revenue: 17.5 million USD Employees: 973	Gavin Peter Herholdt
MSV Co. Ltd. Lot C-2-3, C-2-4, Phu Bai Industrial Zone Phase II, Huong Thuy Town, Thua Thien-Hue +84 234 3955561 huy.phangia@msvhue.com	Textiles	Revenue: 4.7 million USD Employees: 1,061	Furukawa Masatoshi
Thua Thien Hue Telecommunications 8 Hoang Hoa Than Str., Vinh Ninh ward, Hue city, Thua Thien-Hue +84 234 3838009 Fax: +84 2343849849 vienthonghue@hue.vnn.vn www.hue.vnn.vn	Telecommunications	Headquarter and 11 branches 338 employees	Duong Tuan Anh

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



Sẵn lòng chia sẻ

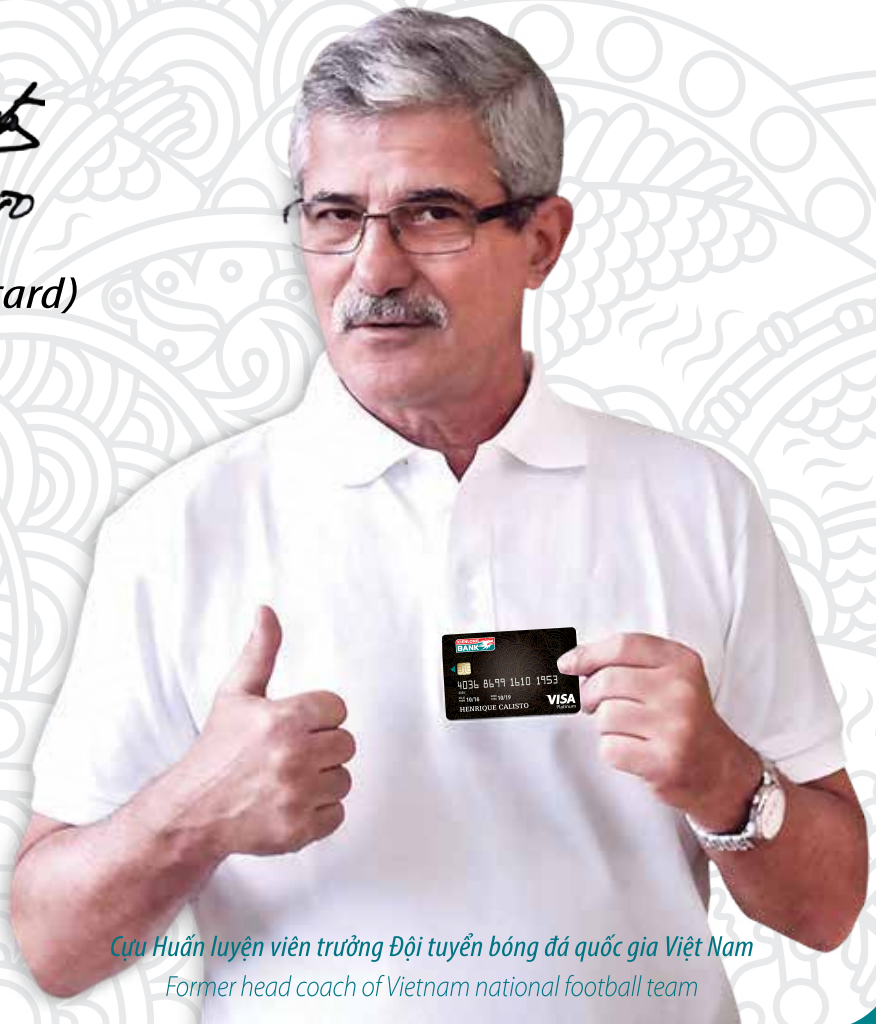
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Former head coach of Vietnam national football team



Da Nang

Da Nang Investment Promotion Agency (IPA DA NANG)

“Worth living, worth investing”



Address:

18F Administrative Centre, 24 Tran Phu, Da Nang, **Tel:** +84 236 3886243, **Fax:** +84 236 3810056

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.



Land Area

1,285 km²



Population

1,018,900



GRDP Growth Rate

9%



GRDP/ capita

3,059 USD

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

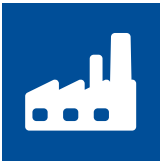
1. Incentive and supporting policy for investment in Da Nang Hi-tech Park
2. Supporting policy for investment in supporting industries
3. Supporting policy for software export enterprises
4. Encouraging policies for socialisation of activities in the sectors of education, training, healthcare, culture, 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:

Supporting instruments	Scheme 1	Scheme 2	Scheme 3	Scheme 4	Scheme 5	Scheme 6
VAT exemption				X		
Customs duty exemption						
CIT reduction	X			X		
Social security premium support						X
Interests rate support	X	X	X	X	X	X
Land allocation	X	X		X		
VAT refund				X		
Infrastructure	X		X			X
Labour resource	X	X	X	X		X
Trade/ Brand promotion		X	X			X
Technological research, development, transfer, advisory		X			X	

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



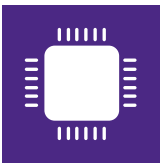
Healthcare

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

Enterprise	Sector	Business size*	Represented by
Da Nang Rubber JSC. Lot G, Ta Quang Buu, Lien Chieu Industrial Park +84 236 3771404 hanhchinh@drc.com.vn www.drc.com.vn	Manufacturing, trading rubber equipments, products, general service trading	Revenue 14.94 million USD (2016), up 1.31%. Number of employees: 1,716	Mr. Nguyen Thanh Binh – Director
Danapha Pharmaceuticals JSC. 253 Dung Si Thanh Khe Str., Thanh Khe Tay ward, Thanh Khe Dist., Da Nang +84 236 3757676 info@danapha.com www.danapha.com	Manufacturing and trading pharmaceuticals	Revenue (2016): 22 million USD, Annual revenue growth rate 15%	Mr. Nguyen Quang Tri- BOD Chairman, General Director
Heineken Vietnam Brewery Road no. 6 & no. 2, Hoa Khanh Industrial Park +84 236 3842353 www.heineken-vietnam.com.vn	Manufacturing brewery	Profit (2016) 18.22 million USD, top 3 most sustainable businesses in Vietnam	Mr. Alexander William Lowther – General Director
Da Nang Port JSC. 26 Bach Dang, Hai Chau Dist., Da Nang +84 236 3822513 cangdn@danangport.com www.danangport.com	Cargo loading, port services	Cargo output (2015): 6 million tons, container output 260.000Teus, up 23% /year	Mr. Nguyen Huu Sia- General Director
Hoa Tho Textile and Garment JSC. 36 Ong Ich Duong, Cam Le Dist., Da Nang +84 236 3846290 office@hoatho.com.vn www.hoatho.com.vn	Manufacturing and trading textile products and fabrics	Revenue (2015): 133.4 million USD, export 146 mil. USD	Mr. Nguyen Duc Tri - General Director
Da Nang- Mien Trung Investment JSC. 99 Nui Thanh, Hai Chau Dist., Da Nang +84 236 3631885 info@dmv.vn www.dmv.vn	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.	Chartered capital: 8.8 million USD	Mr. Dang Thanh Binh- BOD Chairman
March 29 Textile Garment JSC. 60 Me Nhu, Thanh Khe Dist., Da Nang +84 236 3759002 hachiba@dng.vnn.vn www.hachiba.vn	Manufacturing garment and textile products, package and materials for textile and garment industry	Export (2015) 50 mil. USD 4,000 employees, 8 factories	Ms. Pham Thi Xuan Nguyet - General Director
Petrolimex Da Nang 122 Sept 2nd Str., Hai Chau Dist., Da Nang +84 236 3797666 bgd.kv5@petrolimexdn.com.vn kv5.petrolimex.com.vn	Trading petroleum products, liquefied gas	Petrol output (2016): 11.44 mil. tons, revenue 54.7 million USD, profit before tax 2.8 million USD	Mr. Duong Thai Son- Director
Sovico Holdings- Furama Resort 105 Vo Nguyen Giap Str., Ngu Hanh Son Dist., Da Nang +84 236 3847122 www.furamavietnam.com	Hotel- Restaurant-Transportation	198 rooms and 50 villas	Mr. Huynh Tan Vinh- General Director
Da Nang Telecommunications No. 346 September 2nd Str., Hai Chau Dist., Da Nang +84 236 3821134 vienthongdanang.com.vn	Construction, management, operation, installation exploitation, maintenance, repair of telecommunications networks, Information Technology Representative of Vietnam Post and Telecommunications Group to operate the international optical fiber cable (SEMEWE 3)	Revenue (2016) 32.66 million USD Employees: 1.020	Mr. Luong Hong Khanh- Director

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

Typical companies in Da Nang

Enterprise	Sector	Business size*	Represented by
NaHy Trading Services Production Ltd * 302 2Thang 9 Str, Hoa Cuong Bac ward, Hai Chau Dist., Da Nang +84 918 483999 / +84 238 39163989 nahyfashion@gmail.com www.nahyfashion.com / www.parityfashion.com	Design and Produce Fashion Garments	Revenue 2016: 5.3 million USD, Number of employees: 500	Ms. Pham Thi Thuy Dung - General Director
Song Thu Corporation * 96Yet Kieu Str, Tho Quang ward, SonTra Dist., Da Nang +84 236 3929567 sales@songthu.com.vn www.songthu.com.vn	Ship building industry	Revenue (2016): 89 million USD Charter capital: 46 million USD	Mr. Ha Son Hai - General Director
VinaCapital Danang Resort Ltd * 10th Floor PVComBank Building, Lot A2.1, 30/4 Str, Hai Chau Dist., Da Nang. +84 236 3961800 salesdanang@vinacapital.com www.theoceanresort.com.vn	Resort, accommodation services	Revenue (2016): 21 million USD Charter capital: 8.3 million USD	Mr. Le Minh Phuc – General Director
VietNam TravelMart JSC * 68 Nguyen Thi Minh Khai Str., Hai Chau Dist., Da Nang +84 236 3886555 info@vietnamtravelmart.com.vn vietnamtravelmart.com.vn	Inbound Outbound	Revenue(2016): 7.3 million USD	Mr. Nguyen Nhu Nam - General Director
Kien Long Bank – Da Nang branch * 158,160 Nguyen Van Linh Str., Thanh Khe Dist., Da Nang +84 236 36258989 danang@kienlongbank.com www.kienlongbank.com	Financial services	Charter capital: 133 million USD 3,808 employees; 117 branches and transaction offices	Ms. Le Thi Kim Lien - Director
Coca-Cola Beverages Viet Nam LLC- Da Nang branch * 1A Highway, Hoa Minh ward, Lien Chieu Dist. Da Nang +84 236 3730000 / Fax: +84 236 3730076 www.coca-cola.com	FMCG	Charter capital: 100,989,365 USD 300 employees	Mr. Sanket Ray - CEO
Danang Hi-tech Park Management Board * 31st floor, Danang Administrative Building, 24 Tran Phu Str., Hai Chau Dist., Da Nang +84 236 3566704 / Fax: +84 236 3566705 dhtp@danang.gov.vn www.dhtp.gov.vn	Promote and attract investors in the field of high technology to invest in Danang Hi-tech Park	Area: 1,128.40 ha	Ph. D. Phung Tan Viet - President
Ba Na Service Cable Car JSC * An Son Village, Hoa Ninh Commune, Hoa Vang Dist., Da Nang +84 236 3791999 banahills@sunworld.vn www.banahills.com.vn	Business of passenger transport by cable car and slide system Business travel domestic and international travel Business accommodation tourist	Revenue 2016: 662 million USD Charter capital: 962 million USD	Ms. Do Thi Tuyet Hanh - Director
VCCI proposed *			

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



DANANG PORT

Connecting for mutual prosperity

SINCE 1901

- 26 Bach Dang St., Hai Chau District, Da Nang, Viet Nam
- (+84) 236 3822 163 - (+84) 236 3822 513
- cangdn@danangport.com
- www.danangport.com

16

16 Shipping Lines

65%

Regional Container proportion

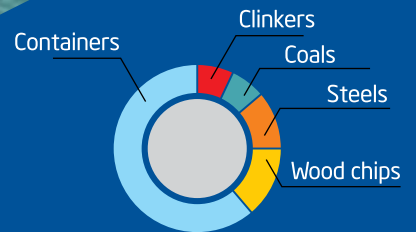
135,000
Passenger Through Port

13%

Cargo Annual Growth rate

22%

Container Annual Growth rate



Representative Goods



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

MAIN SERVICES



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



Main Road



Niwa Foundry Factory



Tokyo Keiki Factory

INFORMATION

- ❖ **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.

PRIORITY INVESTMENT

- ❖ **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)



Japanese Bridge

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

Overview

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.



Land Area

10,438 km²



Population

1.500 million



GRDP Growth Rate

14.83%



GRDP/ capita

2,190 USD

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/QĐ-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.2950 /QĐ-UBND dated 17/8/2016 implementing Resolution No. 202/2016 / NQ-HĐND dated 26/4/2016 of the Provincial People's Council on the mechanism to encourage conserving and developing of some medicinal plants in Quang Nam province, in the period of 2016-2020.
- Decision No 24/2014/QĐ-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/QĐ-UBND dated July 7th, 2015 approving the project of traditional craft village development associated with tourism development in Quang Nam province, period 2015 – 2020.



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

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 Duoc 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 Phuoc 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

Enterprise	Sector	Business size*	Represented by
Chu Lai-Truong Hai Automobile Manufacturing and Assembling Co., Ltd Tam Hiep Industrial Zone, Nui Thanh District, Quang Nam +84 235 3565325 / 3567666 chulai-truonghai@dng.vnn.vn www.thacogroup.vn	Automobile Industry	Investment capital: 22.2 million USD	Pham Van Tai
Chu Lai Floating Glass JSC- CFG North Chu Lai IZ, Tam Hiep, Nui Thanh, Quang Nam +84 235 2240288 cfg@cfg.com.vn www.cfg.com.vn	Building materials	Investment capital: USD 4.4 mil.	Do Thanh Trung
Groz-Beckert Vietnam Co., Ltd Dai An Industrial and handicraft cluster, Ai Nghia Town, Dai Loc, Quang Nam +84 235 6261201 / 6261298 www.groz-beckert.com	Supporting Industry	Investment capital: 44 million USD	Gerd Josef Teufel
Panko Tam Thang Co., Ltd Plot 1, Tam Thang Industrial Zone, Tam Thang, Tam Ky, Quang Nam +84 235 6256050	Textile	Investment capital: 68.4 million USD	Choi Young Joo
CCI Viet Nam Co., Ltd North Chu Lai Industrial Zone, Nui Thanh, Quang Nam +84 914 136950	Electronic	Investment capital: 12.7 million USD	Benny NG Seng Teck
Chu Lai IZ Infrastructure Development Ltd. Plot 5, Street No.1, North Chu Lai IZ, Tam Hiep, Nui Thanh, Quang Nam +84 235 3567589 bacchulai.kcn@gmail.com www.khucongnghipchulai.vn	Infrastructure	Investment capital: USD 4.4 mil.	Nguyen Van Chung
Tuan Dat JSC Truong Xuan IZ, Tam Ky, Quang Nam +84 235 6294238 trung.nd@tuandat.com.vn tuandat.com.vn	Textile	Investment capital: 6 mil. USD	Tran Huu Doan
JS Commercial Bank for Foreign Trade of Vietnam - Quang Nam Branch 35 Tran Hung Dao Str., Tam Ky City, Quang Nam +84 235 3813062 webmaster@vietcombank.com.vn vietcombank.com.vn	Finance	Investment capital: USD 15.9 mil.	Nguyen Quang Viet
Montgomerie Links Dien Ngoc, Dien Ban Town, Quang Nam +84 235 3941942 www.montgomerielinks.com	Tourism	Investment capital: 37.2 million USD	Huynh Van Nhiem
Hoi An Tourist- Service JSC 10 Tran Hung Dao Str., Hoi An, Quang Nam +84 235 3864733 info@hoiantourist.com www.hoiantourist.com	Tourism	Investment capital: USD 6.6 mil.	Nguyen Van Ban
QuangNam – Da Nang Urban and Industrial Zone Development JSC 21 Le Hong Phong, Hai Chau, Da Nang +84 236 3821844 uiddn@dng.vnn.vn	Infrastructure	Investment capital: 960,000 USD	Nguyen Duc Lanh

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



QUANG NAM – DANANG URBAN AND INDUSTRIAL ZONE DEVELOPMENT JSC

CÔNG TY CỔ PHẦN PHÁT TRIỂN ĐÔ THỊ VÀ KHU CÔNG NGHIỆP QUẢNG NAM – ĐÀ NẴNG

Head Quarter:

21 Le Hong Phong Street, Hai Chau District, Da Nang City

Tel: 84 236 3821844 - Fax: 84 236 3827322

Email: congtyuid@yahoo.com



Suntory Pepsico in Dien Nam - Dien Ngoc IZ



Operation building of Dien Nam – Dien Ngoc IZ



Centralized waste water treatment plant in Dien Nam-Dien Ngoc IZ

BUSINESS

- 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

DIEN NAM - DIEN NGOC INDUSTRIAL ZONE

- 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: ttxttdt@quangngai.gov.vn

Web: ipc.quangngai.gov.vn

Overview

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.



Land Area

5,135 km²



Population

1.254 million



GRDP Growth Rate

6.3%



GRDP/ capita

2,293 USD



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.

Supporting instruments	Investment Incentives by Government	Investment Incentives by Province
Incentives for land lease	X	X
Exemption of import duties	X	
Incentives for renting infrastructure		X
Support for infrastructure investment cost		X
Corporate Income Tax reduction	X	
Personal high-income tax	X	
Support for compensation, site clearance		X
Support for training workers		X
Support for promotion of investment attraction		X

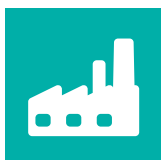


Priority sectors and projects calling for investment



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

Enterprise	Sector	Business size*	Represented by
Quang Ngai Sugar JSC 02 Nguyen Chi Thanh Str, Quang Ngai ity, Quang Ngai +84 255 3822697 info@qns.com.vn http://qns.com.vn	Industries of processing sugar, honey, foods, beverages, packages;	4.300 employees	Mr. Vo Thanh Dang
VSIP Quang Ngai Ltd., Co. No. 8, Dai Lo Huu Nghi, VSIP, Tinh Phong commune, Son Tinh Dist., Quang Ngai +84 255 3736666 marketing@vsip.com.vn http://vsip.com.vn	Building urban infrastructures and services	300 employees	Mr. Anthony Tan
Doosan Heavy Industries Vietnam Ltd., Co. Dung Quat Economic Zone, Quang Ngai +84 255 3736666 dvhr@doosan.com doosan-vina.com	Manufacturing and trading in construction and mining machines & equipment	2000 employees	Mr. Yeon In Jung
Thien Tan Construction Investment JSC 172 Pham Van Dong Str., Quang Ngai city, Quang Ngai +84 255 3830237 thientan@thientangroup.vn thientangroup.vn	Investing in – building transport, irrigation, civil and industrial works;	120 employees	Mr. Huynh Kim Lap
Binh Son Refining & Petrochemical Co., Ltd. 208 Hung Vuong Str., Quang Ngai city, Quang Ngai +84 255 3825825 info@bsr.com.vn www.bsr.com.vn	Trading, exporting, importing, storing and distributing petroleum;	1,500 employees	Mr. Nguyen Hoai Giang
Saigon Quang Ngai Beer JSC Quang Phu IZ, Quang Ngai city, Quang Ngai +84 255 6250905 beer@sabecoquangngai.com.vn sabecoquangngai.com.vn	Manufacturing bottled beer	Manufacturing from 90 – 100 million litres of bottled beer/year	Ms. Bui Thi Nhu
An Ngai Mechanics & Construction JSC +84 255 3822425 anmejco@anngai.com.vn anngai.com.vn/intro	Manufacturing mechanical products in the industries of: Electrical, construction, transport, irrigation engineering...;	390 employees	Mr. Pham Van Hoang
GMP Corporation 06 Nguyen Thuy, Quang Ngai city, Quang Ngai +84 255 3618660 / 3618661 gmddungquat.com.vn	Developing ports and logistics	74 employees	Mr. Nguyen Duy Ngoc
Quang Ngai Investment, Construction and Services Trading One Member Ltd., Co. 31 Hai Ba Trung, Quang Ngai city, Quang Ngai +84 255 3720333 Fax: +84 2553 720 334 qisc@qisc.com.vn	Investing in infrastructure development of industrial and urban zones.	108 employees	Mr. Nguyen Trung Quan
Hoang Thinh Dat Corporation - Quang Ngai Branch 255 Phan Dinh Phung, Chanh Lo Ward, Quang Ngai city, Quang Ngai +84 255 6250905	Investments in tourism, hotel, real estate, high-tech industrial	5 projects in Thai Nguyen, Quang Ngai and Nghe An provinces.	Mr. Ta Ngoc Lam

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

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

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

Strengthening SMEs' Competitiveness and Innovation in the Digital Age

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



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

Women's economic empowerment



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

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

Enhancing food security and sustainable agriculture in response to climate change

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

Besides its long-term programs, Coca-Cola also collaborates with Da Nang Investment and Trade Promotion Center to design and create digital content and communication materials for the promotion of trade and investment in Da Nang City, providing support to the preparation for the **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.



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



Quy Nhon

Binh Dinh

Department of Planning and Investment



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Overview

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.



Land Area

6,025 km²



Population

1.5 million



GRDP Growth Rate

9.2 %



GRDP/ capita

2,800 USD



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

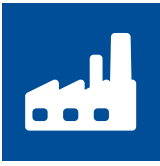
Binh Dinh has applied the following policies to enhance domestic and foreign investment:

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:

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

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 dyeing 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. Manufactory 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 – PhuThu 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. AnToan 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

Enterprise	Sector	Business size*	Represented by
Binh Dinh Pharmaceutical and Medical Equipment Joint Stock Company 498 Nguyen Thai Hoc, Nguyen Van Cu Ward, Quy Nhon City, Binh Dinh +84 2563 846040 www.bidiphar.com	Health care	18.6 million USD	Mr. Nguyen Van Qua, President of the Steering Committee, General Director
Binh Dinh Fisheries Joint Stock Company 02D Tran Hung Dao, Hai Cang Ward, Quy Nhon City, Binh Dinh +84 2563 892039 www.bidifisco.com	Seafood product processing	636,000 USD	Ms. Cao Thi Kim Lan, Director
Sai Gon Co.op Binh Dinh Company Limited 7 Le Duan, Quy Nhon City, Binh Dinh +84 2563 521198	Consumer commodity sector	178,000 USD	Mr. Thai Luong Hung, Director
Binh Dinh Footwear Joint Stock Company 40 Thap Doi, Dong Da Ward, Le Duan, Quy Nhon City, Binh Dinh bdr@dng.vnn.vn +84 2563 941065 Fax : +84 2563 792654	Footwear	689,000 USD	Mr. Tran Van Khiem, Director
Binh Dinh Petrolimex Company 85 Tran Hung Dao, Hai Cang Ward, Quy Nhon City, Binh Dinh +84 2563 892653 www.binhdinh.petrolimex.com.vn	Oil and gas	3.1 million USD	Mr. Le Van Nhuan, President of the Management Board and Director
Forestry Joint Stock Company 71 Tay Son, Ghenh Rang Ward, Quy Nhon City, Binh Dinh +84 2563 647498 www.forestry19.vn	Wood processing	933,000 USD	Ms. Bui Ngoc Chi, President of the Management Board and Director and CEO
Gia Han Private Enterprise 126 Ham Nghi, Ngo May Ward, Quy Nhon City, Binh Dinh +84 2563 523909 congmn@dng.vnn.vn	Wood processing	889,000 USD	Mr. Nguyen Thanh Cong, Director
Vien Thong Binh Dinh Wood Products Company Limited 08, Le Hong Phong, Dieu Tri, Tuy Phuoc District, Binh Dinh +84 2563 833124 www.dogovienthong.vn	Wood processing	400,000 USD	Mr. Tran Quoc Dao, Director
Quy Nhon Forestry Company Limited 1134 Hung Vuong, Quy Nhon City, Binh Dinh +84 2563 848911	Forest plantation	858,000 USD	Mr. Tran Nguyen Tu, President of the Management Board and Director
Thi Nai Sea Port Joint Stock Company 02 Tran Hung Dao, Quy Nhon City, Binh Dinh +84 2563 892991 www.thinaiport.com.vn	Sea port services and logistics	3.16 million USD	Ms. Dong Thi Anh, President of the Management Board and Director

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



THI NAI PORT

QUALITY - PRESTIGE - EVOLUTION

— Cargo stevedoring, packaging, storing, forwarding services; utilities; scale service

— Real estate: leasing of warehouses, yard and office

— Leasing of equipment



— 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.

— 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.

THI NAI PORT JOINT STOCK COMPANY

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Nha rong KonKlo

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Overview

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-forestry-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% of the total population of the province (2015). The labor force of the agriculture-forestry-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 base 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 natural 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, Dakglei Jail, High Point 601, Kon H'ring Zone, Dak Ui resistance base, Trung Luong Church, Kon Tum Provincial Committee Base, Bac Ai 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 Xieng. 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.



Land Area

9,689 km²



Population

495,000



GRDP Growth Rate

14.3%



GRDP/ capita

1,421 USD

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), DakTo 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

Enterprise	Sector	Business size*	Represented by
Truong Long Co., JSC 209 Phan Dinh Phung, Quang Trung Ward, Kon Tum City, Kon Tum +84 2603 864681	Construction of houses of all kinds	Charter capital: 8.8 million USD Employees: 20	Mr. Bui Van Hung
Duy Tan Investment Development Co., JSC 129 Ba Trieu, Quyet Thang Ward, Kon Tum City, Kon Tum +84 2608 62996	Afforestation and caring for the forest	Charter capital: 66.7 million USD Employees: 10	Mr. Le Duc Thao
Chu Mom Ray Rubber One Member Co., Ltd. Village 7, La Toi Ward, La H'Drai District, Kon Tum +84 935 770505	Planting rubber trees	Charter capital: 23.6 million USD Employees: 10	Ms. Truong Ly
Sa Thay Rubber Co., JSC 380E, Phan Dinh Phung, Ngo May Ward, Kon Tum City, Kon Tum +84 976 875759	Planting rubber trees	Charter capital: 32.9 million USD Employees: 200	Mr. Do Thanh Nam
Sam Ngoc Linh Kon Tum Co., JSC 245, Le Hong Phong, Quyet Thang Ward, Kon Tum City, Kon Tum +84 2608 62996	Growing spices, medicinal plants. Details: Growing medicinal plants: Ginseng Ngoc linh	Charter capital: 22.2 million USD Employees: 05	Mr. Tran Hoan
Sim Thien Son, Company Ltd. Mang Den, Dak Long Commune, Kon Plong District, Kon Tum +84 915 011213 vangsimthienson@gmail.com	Distilling, rectifying and blending spirits	Charter capital: 623,000 USD Employees: 05	Ms. Nguyen Thi Nhiem
Mang Den Pharmaceutical and Foodstuffs Co., JSC 245, Le Hong Phong, Quyet Thang Ward, Kon Tum City, Kon Tum +84 2603 913043	Growing spices, medicinal plants	Charter capital: 4.4 million USD Employees: 20	Mr. Nguyen Tien Hai
BIOPHAP Co., Ltd 140 Thi Sach, Thang Loi Ward, Kon Tum City, Kon Tum info@biophap.com +84 2603 919696	Growing vegetables and beans; flowers and ornamental plants; organic methods	Charter capital: 222,000 USD Employees: 100	Ms. Huynh Dinh Ha Giang

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



TOP 10

Trusted Vietnam Pharmaceutical Companies

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

120 products on market

Exporting to more than **20** foreign countries

WIDE RANGE OF PRODUCTS

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

INFRASTRUCTURE

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

DANAPHA - MORE THAN 50 YEARS
OPERATING IN PRODUCING
AND TRADING PHARMACEUTICAL



Gia Lai

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Overview

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 Quy 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 is also relatively rich in mineral resources such as bauxite ores, limestone, basalt stones, granite, iron, lead, precious stones, pozzolan stones, which could facilitate industries for construction materials.

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.



Land Area

15,000 km²



Population

1,36 million



GRDP Growth Rate

7.05%



GRDP/ capita

1,687 USD



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.

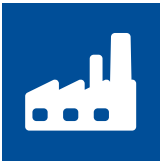
As of March 2017, Gia Lai offers 02 preferential policies to attract domestic and foreign investors:

- 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:

Supporting instruments	Central Government	Provincial policies
Corporate income tax exemption, reduction	X	
Import tax exemption	X	
Land rental and surface rental	X	
Land use fees exemption, reduction	X	
Leveling, mine clearance, technical infrastructure		X
Support for development of investment projects and preparation of environmental impact assessment reporting		X
Support for trade promotion (exhibitions, technology fairs)		X

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.)



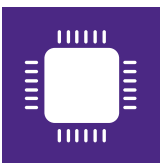
Agricultural and Forestry Product Processing

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

Enterprise	Sector	Business size*	Represented by
HAGL Group 15 Truong Chinh, Pleiku, Gia Lai +84 269 2225888 contact@hagl.com.vn hagl.com.vn	Agriculture, real estate	Charter capital: 351 million USD Employees: 50	Doan Nguyen Duc
Duc Long Group 02 Dang Tran Con, Tra Ba Ward, Pleiku, Gia Lai +84 269 3748367 duclong@duclonggroup.com www.duclonggroup.com	Agriculture, energy, infrastructure, manufacturing – services	Charter capital: 126.7 million USD Employees: 106	Bui Phap
Quang Duc Export Sales Limited 29A Truong Chinh, Pleiku, Gia Lai +84 269 2225566 info@quangducgiai.com.vn quangducgiai.com.vn	Manufacturing sector, business services, merchandising	Charter capital: 31.1 million USD Employees: 50	Thai Hong Nhan
Vinh Hiep Company Limited 404 Le Duan, Pleiku, Gia Lai +84 269 3759699 vinhhiepgl@yahoo.com www.vinhhiepgl.com	Business, agricultural exports, freight	Charter capital: 4 million USD Employees: 100	Thai Nhu Hiep
An Khe Sugar Plant- Branch of Quang Ngai Sugar Joint Stock Company Thanh An Commune, An Khe Town, Gia Lai +84 269 3532084 ankhesugar@gmail.com www.qns.com.vn	Manufacturing and trading of sugar	Charter capital: 83.3 million USD Employees: 577	Nguyen Van Hoe
Duong Van Phat Agricultural and Forest Products Processing Company Limited Chu Ngoc Commune, Krong Pa District, Gia Lai Mobile :+84 983 409791 vanphatphuyen@gmail.com	Wholesale of agricultural and forestry products, refined sugar production, sales of beverages	Charter capital: 6.7 million USD Employees: 10	Nguyen Thi Nhu Qui
Mien Nui Gia Lai Corporation Business Development 18 Le Hong Phong, Dien Hong Ward, Pleiku, Gia Lai +84 269 3897118 miennuigl@gmail.com	Wholesale agricultural products, rubber, sell cattle, poultry and livestock, animal feed	Charter capital: 8.9 million USD	Nguyen Thi Sen
Gia Lai Electricity Joint Stock Company 114 Truong Chinh, Pleiku, Gia Lai +84 269 3823604 info@geccom.vn www.geccom.vn	Production and trading of electricity, electrical network construction, advisory services, production of centrifugal concrete pillars	Charter capital: 82.2 million USD Employees: 430	Tan Xuan Hien
Truong Sinh International Scientific Development Co. 1335 Pham Van Dong, Pleiku, Gia Lai +84 269 3865295 truongsinh.gli@gmail.com www.truongsinhgiai.com	Veterinary and aquatic medicine production	Charter capital: 3.1 million USD Employees: 20	Phan Thanh Thien
Classic Coffee Corporation 740 Truong Chinh, Pleiku, Gia Lai +84 269 3746279 lamnguyen.clsc@gmail.com	Processing and trade of coffee, sugar, tea	Charter capital: 231,000 USD Employees: 07	Nguyen Huynh Phu Lam

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



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 M.I.C.E facilities in Vietnam, ADECC aims to be hosting all kinds of local and international events up to 3,000 people.

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Ariyana



Elephant Festival

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 Viet Nam, 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.



Land Area

13,125 km²



Population

1.9 million



GRDP Growth Rate

13.2 %



GRDP/ capita

1,689 USD

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:

Supporting instruments		
Location	Investment field	Incentive period (years)
Buon Ma Thuot	Non-preferential projects	7
	Investment preferences	11
	Special investment preferences	15
Buon Ho Town and districts	Non-preferential projects	11
	Investment preferences	15
	Special investment preferences	Whole duration of the project

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

Projects	Land lease reduction, exemption
Investment encouragement	50%
Investment incentives	70%
Special investment incentives	100%

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

Area	Land lease reduction/exemption
All wards in Buon Ma Thuot	<ul style="list-style-type: none"> 100% exemption for the first 25 years 70% reduction for the remaining years
All rural communes in Buon Ma Thuot	<ul style="list-style-type: none"> 100% exemption for the first 25 years 85% reduction for the remaining years
Buon Ho town and districts	<ul style="list-style-type: none"> 100% exemption

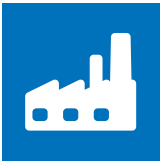
Corporate income tax (CIT)

Area	Exemption, reduction	Tax rate
Buon Ho town and districts	<ul style="list-style-type: none"> 100% exemption for the first 4 years applied CIT 50% reduction for the next 9 years 	10% for 15 years
Buon Ma Thuot city	<ul style="list-style-type: none"> 100% exemption for the first 2 years applied CIT 50% reduction for the next 4 years 	17% for 15 years

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 MaThuot 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 MaThuot 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 MaThuot, 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 MaThuot, Dak Lak; 90.07 ha; estimated investment cost; 60 million USD
5. Km6 Eco-Municipality, Km6, Nguyen ChiThanh Str., Tan An Ward, Buon MaThuot, 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 ChuYang 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

Enterprise	Sector	Business size*	Represented by
AnThai Investment and Development Joint Stock Company B03-04 Hoa Phu Industrial Zone, Buon MaThuot, Dak Lak +84 983 649369 xuanloi.anthai@gmail.com www.anthaigroup.vn	Production and processing of coffee, other agricultural products, micro-fertilizer	Revenue: 10 million USD Employees: 100	Nguyen Xuan Loi
2-9 Daklak Import-Export Limited Company 23 Ngo Quyen, Buon MaThuot, Dak Lak +84 913 435103 hungsimex@gmail.com www.simexcodl.com.vn	Producing, processing, importing, and exporting coffee; hotel and restaurants.	Revenue: 222 million USD Employees: 300	Le Tien Hung
Dang Phong Manufacturing Trading Service Import-Export Co., Ltd. 137 Ngo Quyen, Buon MaThuot, Dak Lak +84 262 3956493 ctydangphong@gmail.com	Mechanical industries and solar power	Revenue: 889,000 USD Employees: 250	Nguyen Dang Phong
Viet Hien Co., Ltd. 167 Hung Vuong, Buon MaThuot, Dak Lak +84 262 3865710	Coffee industry machinery	Revenue: 1.3 million USD Employees: 70	Nguyen Thi Hue
Phuoc An Coffee Limited Liability Company Km 26, National Road 26, Krong Pac District, Dak Lak +84 977 339334 huy.phuocan@gmail.com www.phuocancoffee.com.vn	Growing, processing and exporting coffee	Revenue: 13.3 million USD Employees: 64 full-time; 928 supporting	Ho Sy Trung
Ky Nam Viet JSC 13 Tran Huu Trang, Buon Me Thuoc city, Dak Lak +84 262 3806789 kynamviet@gmail.com	Medicine and Farming Ngoc Linh ginseng	Authorized capital: USD 978,000 Labor workers: 30	Tran Anh Tuan
Dak Lak Rubber Co., Ltd 30 Nguyen Chi Thanh, Buon Me Thuoc city, Dak Lak +84 262 3865041 huynhvantoan@gmail.com www.dakruco.com	Manufacturing, trading rubber equipments, products	Turnover: USD 21 million; Labor workers: 2.800 direct people of and 320 indirect people	Huynh Van Toan
Thang Loi Co., Ltd No 17 Km, 26 Highway, Buon Me Thuot, Dak Lak +84 262 3514393 dinhnoi69@gmail.com	Farming, processing, exporting coffee	Turnover: USD 10 million; Labor workers: 54	Vu Dinh Noi
DakHoney JSC 3 Dinh Tien Hoang, Buon Me Thuot city, Dak Lak +84 262 3853926 info@dakhoney.com www.dlhco.com	Export honey	Exporting turn over: over USD 10 million	Le Thanh Van
KOTAM JSC 798 Pham Van Dong, Buon Me Thuot city, Dak Lak Tel: +84 913 435421	Tourism	Turnover: USD 578,000; Labor workers: 200	Nguyen Thi Ngoc Anh

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

Reaching to the open sea!

- Shipbuilding and Repairing
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- Clean oil tankers
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SONG THU CORPORATION



Hydrographic Survey Vessel - HSV6613



Azimuth Stern Drive Tug 2411 Vessel

Fast Crew Supply Vessel - FCSS009



Multipurpose Vessel - MPV5212



Stan Patrol Vessel - Spa4207



Multipurpose Coastguard Ship DN4000



Ta Dung

Dak Nong

Department of Planning and Investment Investment Promotion Center

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



Tel/Fax: +84 261 3548005

Hotline: +84 916031717

Email: ttxtddt.skhdt@daknong.gov.vn

Web: ipcdaknong.com.vn / ipc.daknong.gov.vn

Overview

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; nature 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 (37.41 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.



Land Area

6,514 km²



Population

650,000



GRDP Growth Rate

7.08%



GRDP/ capita

1,634 USD



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.

Supporting instruments	Decision no. 05/2017/QĐ-UBND dated 06/3/2017	Decree no. 46/2014/NĐ-CP dated 15/5/2014	Circular no. 78/2014/TT-BTC dated 18/6/2014	Decree no.87/2010/NĐ-CP dated 13/8/2010	Decree no. 210/2013/NĐ-CP dated 19/12/2013
Infrastructure	X				
Human resource development, training	X				
Technology and equipment	X				
Applying science and technology					X
Interest rate support	X				
Trade promotion	X				
Renting land, water surface, ground; Clearance	X	X			X
Corporate income tax			X		
Import and Export Taxes				X	

For more information, please refer to the website of the Dak Nong Investment Promotion Center – Department of Planning and Investment at ipc.daknong.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



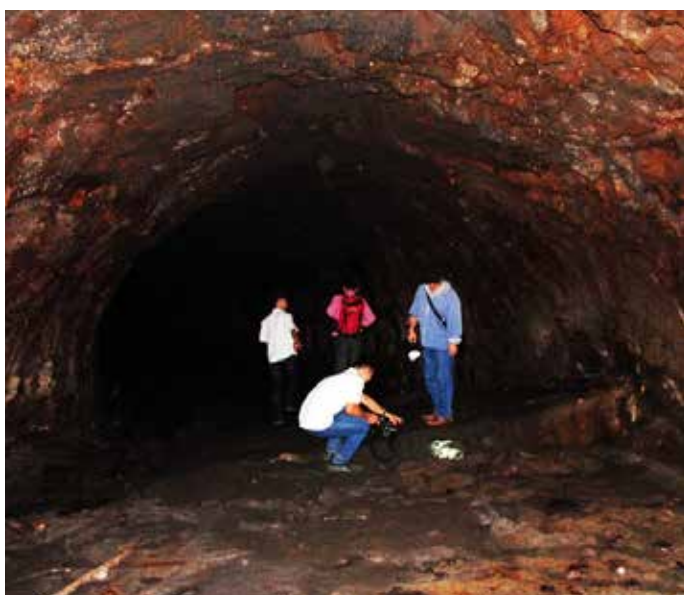
Tourism

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

Enterprise	Sector	Business size*	Represented by
MDF Long Viet Wood Industry JSC National Road 14 and 14C, Thuan Hanh, Dak Song, Dak Nong +84 919 251867 +84 261 3712713 info@mdflongviet.com www.mdflongviet.com	Production of MDF plywood, laminated wood and other thin kinds of plywood	Charter capital: 15 million USD	Duong Hoi
Viettel Dak Nong Branch Group 4, 147 Hung Vuong St., Nghia Thanh Ward, Gia Nghia Town, Dak Nong +84 168 2501111	Telecommunication	Employees: 600	Tran Van Thuan
Hydropower JSC No. 3 Nha Den village, Ea Po Commune, Cu Jut District, Dak Nong +84 935 334555 thuydiendl3@gmail.com pc3hp@pc3hp.com.vn www.pc3hp.com.vn	Production, transmission and distribution of electricity	Charter capital: 4.2 million USD	Nguyen Son
Tat Thang Co., Ltd Tam Thang Commune, Cu Jut District, Dak Nong +84 905 366388	Processing peanuts, crispy dried soybeans	Charter capital: 444,000 USD	Nguyen Tat Thang
Hung Thinh Wood Processing JSC Tam Thang Industrial Park, Cu Jut District, Dak Nong +84 909 608840	Manufacturing other products from wood; Producing products from bamboo, straw	Charter capital: 267,000 USD	Vo Dang Vinh
Hong Duc Co., Ltd Village 6, Kien Thanh Commune, Dak R Lap District, Dak Nong +84 261 2229168	Processing cashew nuts for export; Wholesale of agricultural products	Charter capital: 889,000 USD	Nguyen Thi Minh Nguyet
Dak Nong Petrolimex Branch- Nam Tay Nguyen Petrolimex Co., Ltd Km 845- Highway 14- Group 4- Phu Nghia Ward, Gia Nghia Town, Dak Nong +84 261 3544796	Trading in petroleum and petrochemical products	21 stores	Mai Van Luong
Vietnam Bank for Agriculture and Rural Development, Dak Nong Branch No. 35-Road 23/3, Nghia Trung, Gia Nghia Town, Dak Nong +84 261 3543912 / +84 261 2216892	Currency trading, credit, banking services	12 branches	Phan Cong Que
Dak R'tih Hydropower JSC No. 88-Le Duan Street, Nguyen Nghia Ward, Gia Nghia Town, Dak Nong +84 261 3544443 tddakrtih@gmail.com www.dahc.com.vn	Production and distribution of electricity	Charter capital: 44.4 million USD	Dang Chinh Trung
Dak Nong Building Materials JSC Highway 14, Truc Son, Cu Jut District, Dak Nong +84 261 3882110 - 882474	Production of building materials from clay	Charter capital: 115,300 USD	Ngo Sy Tien

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





Harmonious with the Age – Everlasting with Human Value

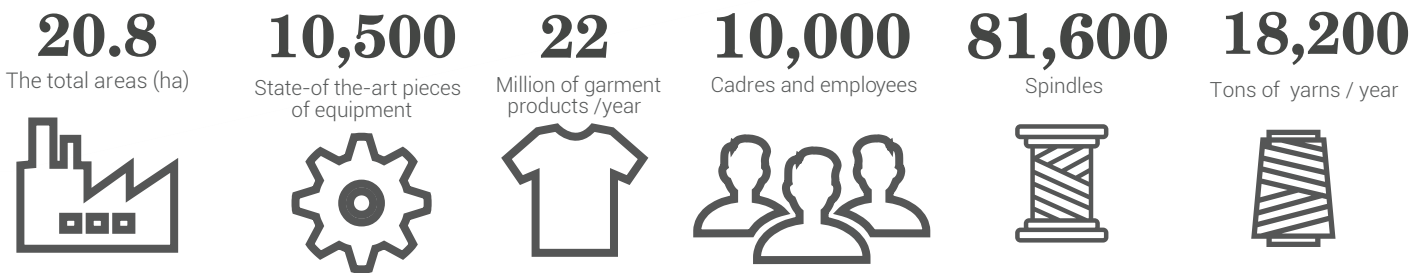
Overall introduction

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

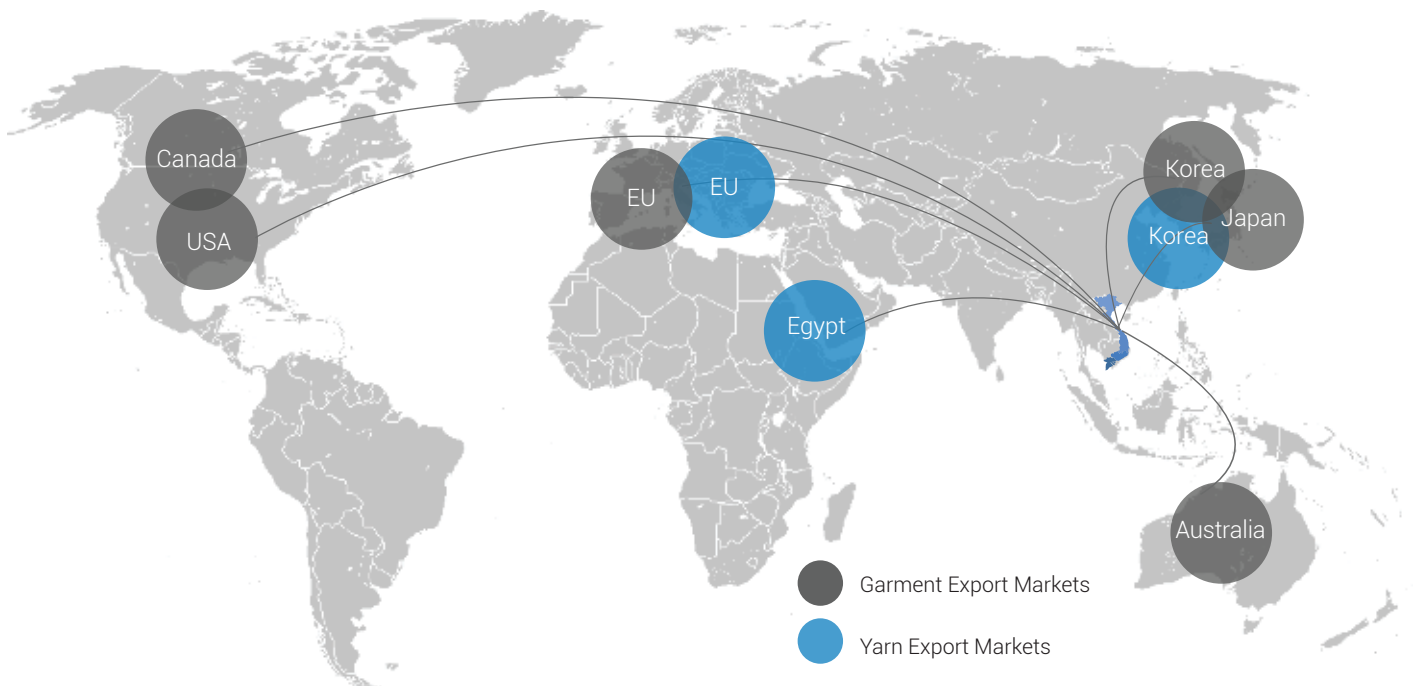
1. Manufacturing, trading and exporting garment and yarn products.
2. Importing essential materials and equipment for garment and yarn production

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:



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

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NAHY TRADING SERVICES PRODUCTION COMPANY LIMITED

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 Website: www.parityfashion.com, www.parity.com.vn, www.nahyfashion.com



PHAM THI THUY DUNG
General Director

INTRODUCTION *Nahy*

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 Banh Street, Ward 11, Phu Nhuan District, HCM City
- PARKSON SAI GON TOURIST PLAZA: 1st Floor 35bis - 45 Le Thanh Ton Street, District 1, HCM City
- PARKSON HUNG VUONG PLAZA: 1st Floor, 126 Hung Vuong Street, Ward 12, District 5, HCM City
- PARKSON CT PLAZA: 2st Floor, 60A Truong Son Street, Ward 2, Tan Binh District, HCM City
- PARKSON CANTAVIL: 2st Floor, 1 Song Hanh, Hanoi Highway, An Phu Ward, District 2, HCM City
- PARKSON DA NANG: Vinh Trung, 2st Floor, 255 - 257 Hung Vuong Street, Thanh Khe District, Da Nang City
- AEON CELADON TAN PHU: 1st Floor, 30, Bo Bao Tan Thang Street, Son Ky Ward, Tan Phu District, HCM City
- AEON MALL BINH TAN: 1st Floor - 532 Kinh Duong Vuong Street, Binh Tri Dong B Ward, Binh Tan District, HCM City
- CO.OP MART SYSTEM

- AEON CANARY BINH DUONG: 1st Floor, 1 Binh Duong Highway, Thuan Giao Ward, Thuan An Town, Binh Duong Province
- VINCOM THAO DIEN: 1st Floor, Vincom MeGa Mall Thao Dien, 159 Hanoi Highway, Thao Dien Ward, District 2, HCM City
- ROBINS CRESCENT MALL: 101 Ton Dat Tien Street, Phu My Hung, District 7, HCM City
- F-STORE AN LAC BINH TAN: Highway 1A, Binh Tri Dong B Ward, Binh Tan District, HCM City
- MM MEGA MARKET SYSTEM - (Old Metro System)
- EUROPA MART: 167 Do Xuan Hop Street, Phuoc Long B Ward, District 9, HCM City
- SATRA SAI GON: 1st Floor, 460, 3/2 Street, Ward 12, District 10, HCM City
- SATRA PHAM HUNG: C6/27 Pham Hung Street, Binh Hung Ward, Binh Chanh District, HCM City