Managing Trade & Customs in Vietnam

KPMG’s Trade & Customs Services Team

KPMG Vietnam has a dedicated and specialized Trade & Customs Services Team of professionals with local and international experience and well-established credentials.

Being a part of KPMG Asia-Pacific Trade & Customs Services network, our Team can leverage our broad regional and global resources to bring the best practices and strategies in trade & customs matters.

Under Integrated International Tax, our team offers more comprehensive trade & customs services considering the Transfer Pricing and International Tax issues.

Our people understand your business to find practical and innovative solutions.
How we can assist you

We can assist you to:

- reduce customs-related costs and expenses
- enhance trade processes and strategies
- provide in-depth customs guidance and support
- tailor to your needs for customs planning as well as compliance with regulatory requirements

Some of our fundamental service offerings include:

**Monthly Customs Retainer Services**

Our basic retainer offers you the flexibility of being able to contact us for “routine” advice on a regular basis for a pre-determined fixed fee, and access to our staff and resources, when needed

**Customs Ad-hoc Advisory Services**

**Evaluating Free Trade Agreements ("FTAs")** – There are over one hundred regional and bilateral free trade agreements offering preferential duty rates for companies doing business in Asia. We can assist you in exploring the potential FTA benefits for significant reductions in duties and import-related costs. We can also take closer examination on your current practices and procedures to reveal critical compliance improvements.

**Customs valuation planning** - We work together with you to identify and unbundle the underlying prices as well as non-dutiable costs in accordance with Vietnam’s domestic customs law and GATT/WTO Customs Valuation Rules in optimizing import duty savings.

**Tariff engineering** - Tariff classification may be a challenging task without a profound understanding on tariff system and goods features. We will help you to classify your products not only appropriately but also smartly to reduce import duty rates where possible.

**Customs Health-Check and Due Diligence Services**

Vietnam’s customs regulations are complex and often subject to different interpretations which may lead to uncertainty and exposures. To help clients mitigate the risks and exposures, therefore, we have designed Customs Health Check and Due Diligence services to help identifying potential risks, estimating duty exposure, and suggest appropriate rectification actions.

**Value Chain Management (VCM) Services**

In conjunction with the increasing complexity in managing the growing value chains of business enterprises in the region, our VCM services will look deeper into your supply chain structures from tax perspective to identify tax arbitrage opportunities based on the optimization of locations, assets and related risks. VCM is especially topical in the context of more challenges from tax authorities on the traditional supply chain structures. Effective trade management practices are increasingly critical for companies trying to minimize supply chain disruptions, keep costs down and reduce operation complexity.
Customs Audit Support & Dispute Resolution

Pre-Customs Audit Assistance
Our customs professionals will be side-by-side with you to review requests, minutes, or decisions from customs authorities and advise you the preparation of information to present to the customs auditors so as to minimize the scrutiny, risks of non-compliance, and the penalties.

In the event of a customs audit, we may also participate in presenting the requested information to the customs auditors and advise the appropriate responses to any queries raised by the customs auditors.

Post-Customs Audit Assistance
Upon the issuance of Customs Audit Minutes, we will engage in reviewing and commenting on Customs Auditors’ findings and proposed adjustments. We thereafter recommend the appropriate responses to protect your positions and reserve your rights for further appeal and/or legal proceedings.

Customs Controversy – Ruling
Where there are areas of uncertainty in the application or interpretation of customs laws and regulations, we can assist in making requests to the relevant customs authorities for their clarification or confirmation of a certain customs treatment or position in respect of past or contemplated transactions.

Customs Controversy – Appeal
We can strategically assist you in addressing unresolved customs issues through the right customs administrative appeal hierarchy to ensure an effective appealing process.

Customs Manual Development/Review
Many companies rely heavily on third parties such as customs brokers and freight forwarders for the facilitation of shipments. As such, much has been entrusted to these third parties, particularly involving functions that could have administrative and risk management or strategic ramifications on corporate operations. It may be more cost effective to turn these responsibilities over to in-house resources.

Based on our understanding of your business, we can help to tailor your own comprehensive Customs Manual which explains in detail the required customs procedures, requirements, planning opportunities and Best Practices in Vietnam that your in-house customs-responsible personnel can easily follow to ensure compliance and efficiency.