



Vietnam Trade Mission

March 2 - 10, 2017



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Vietnam is forecasted to be one of the Top 10 fastest growing economies in the next few decades.

Global Economic Development

Policies and Regulations

Market Trends and Forecasts

Project Mechanisms

International Growth

Vietnam Trade Mission

Vietnam is one of the most vibrant economies in the ASEAN region with a large market for capital goods and a growing domestic market for consumer goods. It has an ambitious programme of major infrastructure developments including new urban railway networks, a new international hub airport and expansion of regional airports. It is developing from a low-cost labour economy to a higher value, high-quality enterprise marketplace.

VNARP Trade Mission

The purpose of VNARP trade mission is to bridge and create mutual investment opportunities, to share key drivers for economic growth and activity and to strengthen the development of foreign investors in Vietnam and U.S.

Mission

The mission's primary objective is to provide a framework for foreign investments in Vietnam and U.S. as a means of strengthening the economic prosperity and strategic cooperation with local and foreign companies, organizations and government agencies that offer relevant counterparts and exist as a gateway between both countries.

Our intent is to provide deeper knowledge and appreciation of Vietnam and U.S. as a fast-growing economy, leading to increased levels of trade, investment and development for mutual economic growth.

Trade Mission Delegation - Invitation Only



1 Flight Accommodations

- ✓ SFO - SGN (NOT included in Cost)
- ✓ Passport Visa (Multi-Entry recommended)
- ✓ Ho Chi Minh City, Ha Noi and Da Nang

2 Hotel Accommodations

- ✓ Hotel/Night (Double Bed) Occupancy

3 Transportation Accommodations

- ✓ Buses and other form of transportation are provided

4 Tour - Ha Noi, Da Nang and Ho Chi Minh City and other city.

- ✓ City tour of Da Nang, Ha Noi, HCMC and Hoi An.

The Cost

Travel Package: VNARP collaborates with trusted sources who will provide a competitive travel package for the group. This does NOT flight from US to Vietnam with VISA. It only includes local Vietnam flights, transfers and hotels on a bed and breakfast basis. We encourage everyone to stay in the same hotel as the group in order to make the most of the networking opportunities. For further information on flight and itinerary, please contact Tam Quach at 408.888.8138.

Travel Guide

Our entrusted and professional travel sources will accommodate a seamless and efficient way to travel with a low risk, fast-track itinerary and have you right in front of local experts for maximum networking opportunities.



“Vietnam took just 11 years to double its GDP, faster than China or India, and far ahead of the previous experience of now-developed economies like Japan and the US.” - Australia Limited

Transit - Arrival Ho Chi Minh City

Welcome to Vietnam! It's a long flight. We want to make sure you settle in, rest and adjust to new weather.

March 1, 2017



Day 1

- ✓ Rest day
- ✓ Settle into hotel
- ✓ Adjustment
- ✓ Travel guide
- ✓ Dinner



HCMC Seminars

Buying & Selling in VN/US MOU Signing Ceremony

Morning Session 1
Afternoon Session 2

March 2, 2017



Day 2

- ✓ Vietnam Real Estate Association
- ✓ Developers, Investors, Practitioners, Affiliates
- ✓ Learn how to purchase properties in VN & U.S., benefits, risks, process and market data. Learn how to hold title, legal tax laws and inheritance.



HCMC Seminars

Dealmaking Sessions

Morning Session: Dealmaking
Afternoon Session: Referral

March 3, 2017



Day 3

- ✓ Vietnam Real Estate Association
- ✓ Presentations from Developers, Investors and Professionals
- ✓ Projects availability in VN and US - Deals exchange
- ✓ Current and upcoming development projects



Property Tour

Ho Chi Minh City

We'll explore HCMC properties with top developments in the city.

March 4, 2017



Day 4

- ✓ Residential and resorts in Ho Chi Minh City
- ✓ Top Development Projects
- ✓ Top Rental Market
- ✓ Commercial Properties



Transfer Flight Property Tour

Ha Noi Property Tour

HCMC to Ha Noi
Property Tour

March 5, 2017



Day 5

- ✓ Early check out. Transportation to airport. Flight transfer to Ha Noi.
- ✓ Two-hour flight
- ✓ Check in hotel & lunch
- ✓ Property tour of Ha Noi



Property Tours

Ha Noi Property Tour

We'll explore Ha Noi properties with top developments in the city.

March 6, 2017



Day 6

- ✓ Residential and resorts in Ha Noi
- ✓ Top Development Projects
- ✓ Top Rental Market
- ✓ Commercial Properties



Ha Noi Seminars

- VNREA Presentation
- MOU Signing Ceremony

Morning Session 1
Afternoon Session 2

March 7, 2017



Day 7

- ✓ Vietnam Real Estate Association Presentation
- ✓ Developers, Investors, Practitioners, Affiliates
- ✓ Learn how to purchase properties in VN & U.S., benefits, risks, process and market data. Learn how to hold title, legal tax and inheritance.



Ha Noi Seminars

Dealmaking Sessions Referral Agreement

Morning Session: Dealmaking
Afternoon Session: Referral

March 8, 2017



Day 8

- ✓ Vietnam Real Estate Association (VNREA)
- ✓ Presentations from Developers, Investors and Professionals
- ✓ Projects availability in VN and US - Deals exchange
- ✓ Current and upcoming development projects



Transfer Flight Property Tour

Property Tour Da Nang

Ha Noi to Da Nang
Property Tour

March 9, 2017



Day 9

- ✓ Transfer flight to Da Nang
- ✓ One-hour flight
- ✓ Check in hotel
- ✓ Property tour of Da Nang
- ✓ Dinner in Hoi An (oldest city)



Da Nang Seminar Transfer Flight

Investment Opportunities Dealmaking Sessions

Morning Session: Investment
Afternoon Session: Dealmaking

March 10, 2017



Day 10

- ✓ Presentations from Developers, Investors and Professionals
- ✓ Projects availability in VN and US - Deals exchange
- ✓ Transfer Flight to HCMC
- ✓ End of VNARP's 10 Days Trade Mission



Flight back to US

You'll be responsible for all your travel arrangements including transportation, meals, flight and hotel. If you stay back, please enjoy and be careful.

March 11, 2017



Day 11

- ✓ Return flight back to U.S.
- ✓ Self responsibility of travel arrangement
- ✓ Recommendations for Vietnam tour, attractions, hotel, transportation and other information available upon request.



WHY VIETNAM? Vietnam's economy is steadily growing with a rate of 5 – 6%

 Population: 94.3 Mio.

 50% are younger than 30 years

 127.1 Mio. mobile phone subscribers

 14.5 Bn. US Dollar FDI Inflow

600+ Mio.
people live in ASEAN



 6.7% GDP growth 

Average growth of 6% during the last 5 years

 10% industrial production growth

6.8 Bn. US Dollar
European exports to Vietnam

24.5 Bn. US Dollar
European imports from Vietnam

Checkbox Stability

- Politics
- Religion and Culture
- Economic Growth
- Climate

 37 Mio. motorbikes



VIETNAM

Economic Freedom Score



World Rank: **131**

Regional Rank: **27**

Vietnam has gradually been transforming itself into a more open, more market-oriented economy and is beginning to enjoy the benefits of its steady but slow integration into the global commercial system. Reforms have included partial privatization of state-owned enterprises, liberalization of the trade and investment regimes, and modernization of the financial sector.

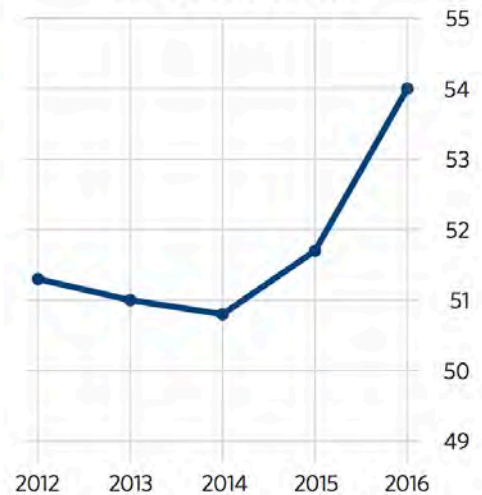
ECONOMIC FREEDOM SNAPSHOT

- 2016 Economic Freedom Score: **54.0 (up 2.3 points)**
- Economic Freedom Status: **Mostly Unfree**
- Global Ranking: **131st**
- Regional Ranking: **27th in the Asia-Pacific Region**
- Notable Successes: **Trade Freedom**
- Concerns: **Rule of Law and Regulatory Efficiency**
- Overall Score Change Since 2012: **+2.7**

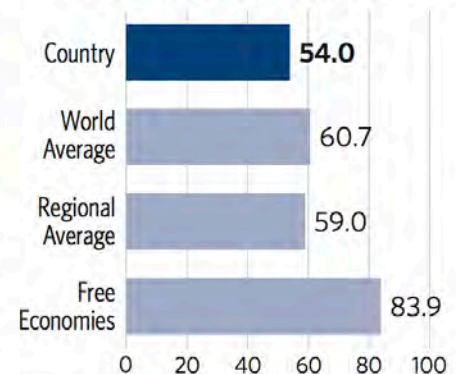
The rule of law remains an issue, a remnant of decades of Communism. The court system is inefficient, and the protection of intellectual property has been a major area of contention in international trade negotiations. The lack of democratic governance and accountability contributes to a permissive environment for corruption.

BACKGROUND: The Socialist Republic of Vietnam remains a Communist dictatorship characterized by political repression and an absence of civil liberties. Economic liberalization began in 1986 with the *doi moi* reforms, and Vietnam joined the World Trade Organization in 2007. In 2012, Prime Minister Nguyen Tan Dung acknowledged mismanagement of the economy and affirmed his commitment to reforming the state sector, but the Vietnamese are still waiting for dynamic action. Vietnam's economy is driven primarily by tourism and exports. Persistent inflation and the absence of a transparent legal and regulatory system are disincentives to long-term investment. Vietnam is a party to the recently concluded Trans-Pacific Partnership, which, if implemented, will require further economic liberalization.

Freedom Trend



Country Comparisons



Quick Facts

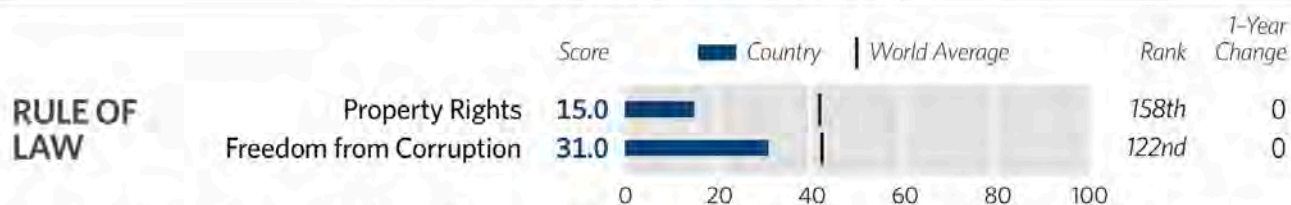
- Population:** 90.6 million
- GDP (PPP):** \$510.7 billion
- 6.0% growth in 2014
- 5-year compound annual growth 5.9%
- \$5,635 per capita
- Unemployment:** 2.3%
- Inflation (CPI):** 4.1%
- FDI Inflow:** \$9.2 billion
- Public Debt:** 58.7% of GDP

How Do We Measure Economic Freedom?

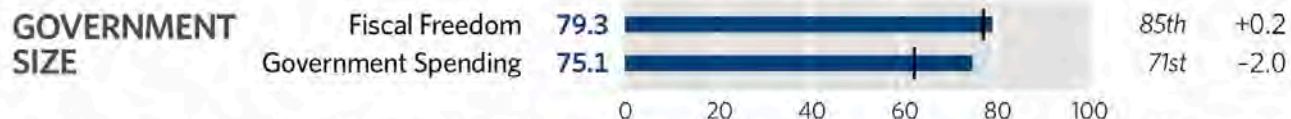
See page 467 for an explanation of the methodology or visit the *Index* Web site at heritage.org/index.

2014 data unless otherwise noted.
Data compiled as of September 2015.

THE TEN ECONOMIC FREEDOMS



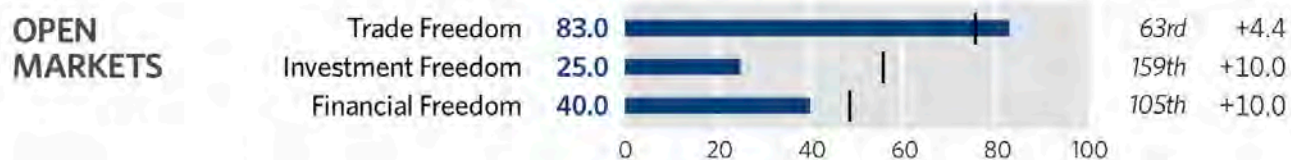
Corruption and graft blight all levels of Vietnam's government and judiciary. Internal dissent and factionalism, bureaucratic rivalries, nepotism, vast corruption within the Communist Party, and a general lack of accountability ensure that many agencies are run as fiefdoms. Many state companies operate with little transparency. Private property rights are not strongly respected, and resolution of disputes can take years.



The top personal income tax rate is 35 percent, and the top corporate tax rate is 22 percent. Other taxes include a value-added tax and a property tax. The overall tax burden equals 18.9 percent of total domestic income. Government spending amounts to 28.8 percent of GDP. Deficits have been persistently high in recent years, and public debt now equals nearly 60 percent of total domestic product.



Despite ongoing reform efforts, the overall business regulatory framework lacks efficiency. Although no minimum capital is required, starting a business remains time-consuming. The labor market remains dominated by the public sector, but informal labor activity is considerable. The government has reduced pharmaceutical subsidies but maintains price controls and high subsidies for rice and other agricultural commodities.



Vietnam's average tariff rate is 3.5 percent. Export taxes are imposed on several goods. The government screens foreign investment, and investment in some sectors of the economy is restricted. State-owned enterprises distort the economy. The financial sector continues to expand, and capital markets are evolving. Directed lending by state-owned commercial banks has been scaled back in recent years.

Long-Term Score Change (since 1995)

RULE OF LAW		GOVERNMENT SIZE		REGULATORY EFFICIENCY		OPEN MARKETS	
Property Rights	+5.0	Fiscal Freedom	+10.5	Business Freedom	+18.3	Trade Freedom	+38.4
Freedom from Corruption	+21.0	Government Spending	-12.0	Labor Freedom	-1.5	Investment Freedom	-5.0
				Monetary Freedom	+15.4	Financial Freedom	+10.0

THE BENEFITS OF JOINING THIS MISSION



■ Opportunity to access new and growing markets

Networking opportunities and mixers to meet with real estate professionals, developers and practitioners hosted by VNREA and VNARP.

■ Advice and support of doing business in Vietnam by country experts

You will be provided with expert knowledge and insight into accessing the growing Vietnamese investment market. Gain a competitive advantage on how to bring your business to next level

■ Property tours of some of the biggest residential development and resorts

From VinHomes to the best developer of Vietnam Nam Long Investment Corporation has to offer, we'll set out to tour them all.

■ Explore the culture and beauty of Vietnam

You'll be surrounded by traffic noise, bikes and people chatting from all around. Embrace Vietnam's beauty and culture like no other.

■ Direct insights into local market opportunities and conditions

Advice from local experts, developers and executive practitioners on how to do business, secure investment in both Vietnam and US market.

■ Learn why Vietnam is forecasted to be one of the top 10 fastest growing economies in the next few decades.

Informative in-country briefings shared by economics and practitioners. Shared intelligence within the trade mission group.

■ Explore the unique food, drinks and atmosphere

Enjoy the delicacies of exotic traditional food to mainstream culinary dishes. You'll get them all from the front doorstep out of the hotel to nice fine restaurants.

■ Support team and travel guide

You won't have to worry about the travel plans except for your passport and baggage.

CITIES TO VISIT IN VIETNAM



1 Ha Noi

- ✓ The Capital of Vietnam
- ✓ Famous lake called Ho Guom (Sword Lake)
- ✓ Culinary style of Hanoi food is influenced by Chinese, French and Thai

3 Ho Chi Minh City

- ✓ Known as Saigon, economic center
- ✓ “Khu Pho Tay” (Western People’s Region)
- ✓ Saigon Notre Dame, built in 19th Century by French Colonist, is the symbol of the city.

2 Da Nang

- ✓ Vietnam's fourth-largest city
- ✓ The Dragon Bridge is modeled on the dragon of the [Lý Dynasty](#)
- ✓ The city is well known for its clean environment, beautiful beaches, and good public services.

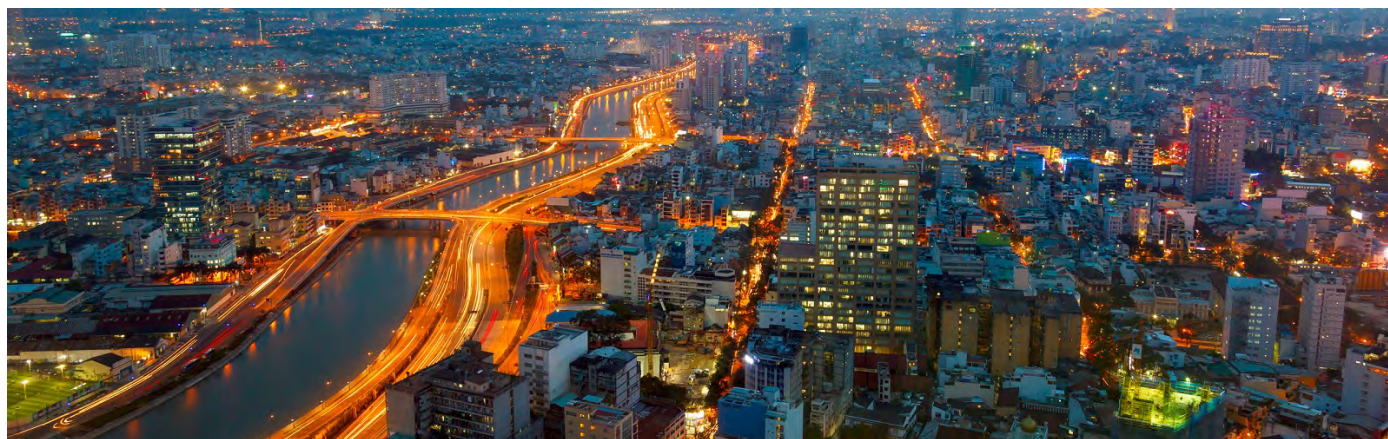
4 Hoi An

- ✓ Centuries-old Buddhist pagodas/temples
- ✓ UNESCO World Heritage Site; attractions
- ✓ Mix of Vietnamese, Japanese, Chinese & French

THE PROGRAM

THE PROGRAM (subject to change)

DATE (2017)	TIME	NOTE
WED March 1	TBD	Arrival from US to Ho Chi Minh City (South Vietnam)
THU March 2	8:30AM	Buying & Selling in VN/US Sessions in HCMC with VNREA
FRI March 3	8:30AM	Dealmaking & Referral Agreement Sessions in HCMC
SAT March 4	8:30AM	Property Tours in Ho Chi Minh City and surrounding areas
SUN March 5	7:00AM	Transfer Flight; Property Tours of Ha Noi
MON March 6	8:30AM	Property Tours of Ha Noi and surrounding areas
TUE March 7	8:30AM	Investment Presentations; Ambassador Ted Osius; MOU Ceremony
WED March 8	8:30AM	Dealmaking & Referral Agreement Sessions in Ha Noi
THU March 9	7:00AM	Transfer flight; Property Tours of Da Nang
FRI March 10	8:30AM	Investment Opportunities; Dealmaking Sessions in Da Nang
SAT March 11	7:00AM	End of Trade Mission; Flight back to US



HOW TO APPLY

For a full application package, please contact the Mission Manager: Tam Quach, VNARP Board of Director and executive of KW Silicon City.

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Disclaimer: Travel deposits made to VNARP on this trade mission are non-refundable. Persons traveling to Vietnam must secure a travel visa. This document has been prepared and is being issued by VNARP or one of its affiliates for distribution within its network in the US. Schedule is tentative and subject to change. The information herein is based on public sources believed to be reliable. With the exception of information about VNARP, VNARP makes no representation about the accuracy of such information. VNARP cannot guarantee a specific number of meetings or be held responsible for the information provided by prospects or for the outcome of business talks engaged with potential partners.