Vietnam legal environment
From 2015 to 2016, what is in it for us?

David Lim, Managing Partner ZICO|law Vietnam
AmCham “2016 Market forecast”, 17 November 2015
ASEAN insiders, by origin and passion

We believe in ASEAN.

- Origin 1987 > 3 decades as Trusted Business Advisor
- 700 staff > 400 legal professional & consultants
- 8 countries, 15 offices in ASEAN
- Zicoholdings.com | zicolaw.com

2015 Legal Framework: Key Changes

- Law on Real Estate Business Law on Residential Housing
- New law on Enterprises
- Law on Investment
- Decree on Real Estate Business Law
- Transpacific Partnership Agreement (TPP)
- Decree on Residential Housing Law

Dates:
- 2014
- 09/10/2015
- 10/05/2015
- 10/20/2015
2015 : New Law on Enterprises

- Changes in national enterprise registration
- Lower quorum for meetings and voting
- Timeline for capital contribution of a LLC
- New definition for State-owned enterprises
2015: New Law on Investment

- Majority foreign owned capital
- Prohibited & Conditional Sectors
- Registration certificate
- Dispute settlement
2015 : New Laws on Real Estate

- Residential Property
- Completed Buildings
- Expanded Business Activities
- Procedures
- Entry into force 1st July 2015
2015 : Trans Pacific Partnership

12 countries
40% global GDP

Elimination of tariff and non-tariff barriers

International standards
2015: Business trends

- Economic growth: +6.5%
- Industrial production: +10.1%
- Foreign investments: US$9.7 billion so far
- Tourism: +7.9%
- Exports: +9.6% from a year earlier, with 71% foreign companies
2015: Tourism in Vietnam

- **9.3%**: Total contribution of Travel & Tourism to GDP
- **7.7%**: Total contribution to Employment (including jobs indirectly supported by the industry)
- **10%**: Of total investment (investments made in tourism)
- [Image of a person with a bag labeled Visa Exemption]

**World ranking**: 51 out of 184 countries (importance of Travel & Tourism’s total contribution to GDP)
2016: What to have in mind?

ASEAN Economic Community (AEC)

- Single market & production base
- Competitive economic region
- Region fully integrated into the global economy
- Region of equitable economic development

Legal drivers

Elections

- National Assembly
- 12th National Congress of the Communist Party
Profit outlook 2016 (investors’ sentiment)

- 84% increase
- 14% stay the same
- 0% decrease
- 2% not sure

- 80% investors plan a business expansion in Vietnam
- 10% residential sector investment in real estate is predicted to come from foreign investments
- 95% investors expect their companies’ level of trade and investment in ASEAN to increase over the next 5 years

Source: Singapore AmCham Asian Business Outlook survey
2016: Forecasts

- ASEAN: Fastest growing economy +6.7% GDP
- EUFTA
- RCEP
- National Congress
- Economic forecast: 90 of 189 (93 in 2015)
- Political sentiment

«Doing Business 2016»
World Bank
ASEAN INSIDERS
by origin and passion

Thank you!