



WHAT IS MAKING VIETNAM A GOOD PLACE TO DO BUSINESS?

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AGENDA:

- **WHY INVESTING IN VIETNAM?**
- **VIETNAM'S RECENT INTEGRATION TO REGIONAL AND INTERNATIONAL ECONOMY**
- **CONCLUSION**

Vietnam 2017 Economy at a glance



- GDP: **US\$220.3 billion**
- GDP per capita: **US\$2,385**
- GDP Growth: **6.81%** (record breaking in 10 years)
- Inflation: **1.41%**
- Population: **About 91.70 million**
- Labor force aged 15 and above: **54.61 million**
- Total export and import turnover: : **>US\$420 billion (7.1% increase)**
- Regional Minimum wage (Region I): **VND 3.980 million (US\$ 175) per month (Jan 2018)**
- Vietnam's average age: **29 years old**

Vietnam to be Asia's second fastest growing country



Asia's second fastest growing country, only after India



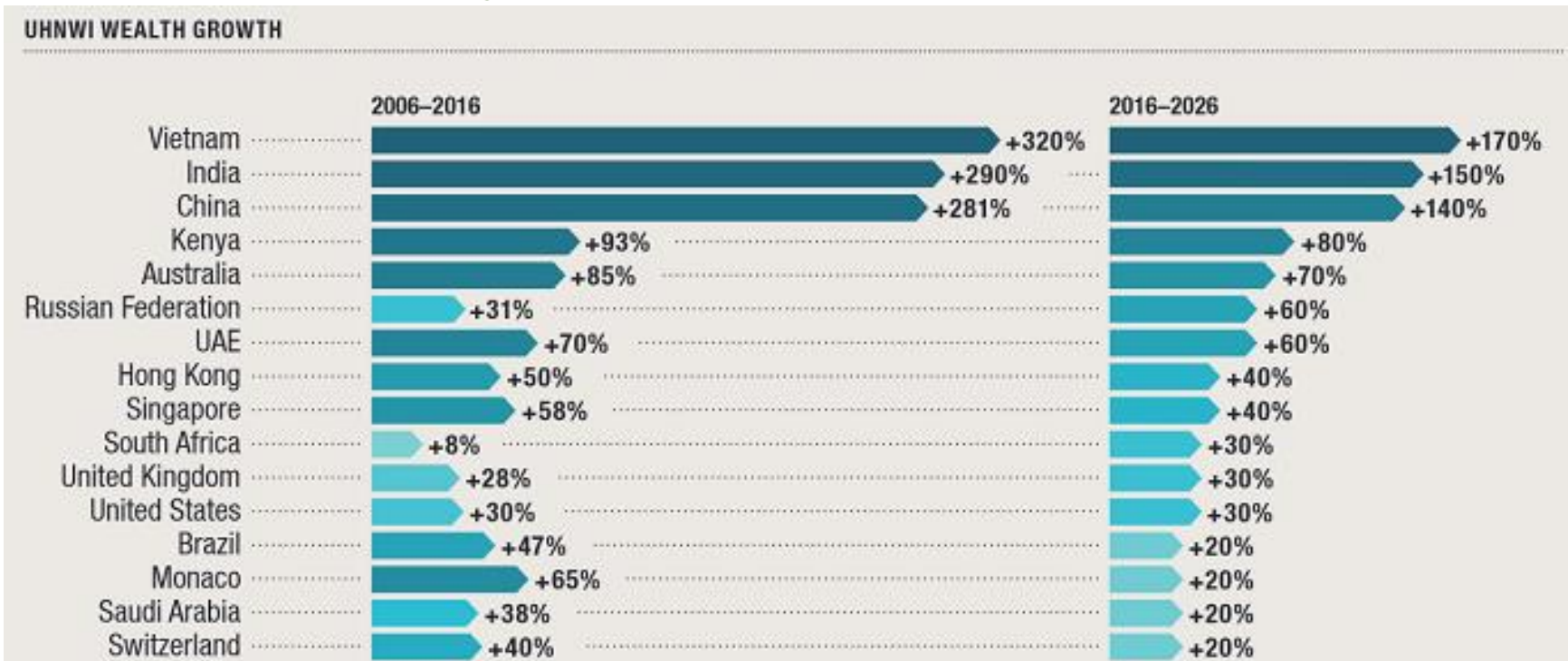
Vietnam tops 6 European countries in the Global Competitiveness Index

Which are the world's most dynamic cities?

According to the JLL City Momentum Index 2017*

1. Bangalore (India)
2. Ho Chi Minh City (Vietnam)
3. Silicon Valley (USA)
4. Shanghai (China)
5. Hyderabad (India)
6. London (UK)
7. Austin (USA)
8. Hanoi (Vietnam)
9. Boston (USA)
10. Nairobi (Kenya)

Vietnam's super rich population is growing faster than anywhere else....



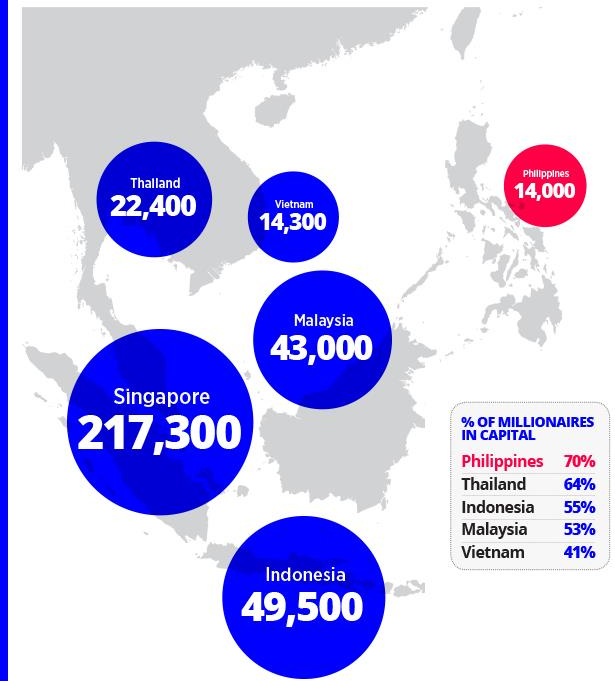
... and is on track to continue leading the growth in the next decade

Communist Vietnam Has More Millionaires Than Capitalist Philippines



ASEAN Millionaires

Number of residents in large Southeast Asian countries with a net worth of at least a million US dollars in 2016



Source: Knight Frank, The Wealth Report 2017

Entrepreneur
PHILIPPINES

Vietnam has the fastest-growing middle and affluent class in the region



Political stability

- Vietnam is one of the most ideal locations to expand businesses thanks to its political stability and rising middle class, according to the United Overseas Bank (UOB)'s Asian Enterprise Survey 2016
- Vietnam is considered the second most attractive location to open and expand business after Singapore.



Government vs. private sector

- PM Nguyen Xuan Phuc stressed the crucial role of private sector in national development.
- In its 2016-2020 socio-economic development strategy, Vietnam is determined to create every possible favourable conditions for the development of enterprises, especially private ones.
- The Government commits to make continued efforts in adopting laws and policies, pushing forward with administrative reform

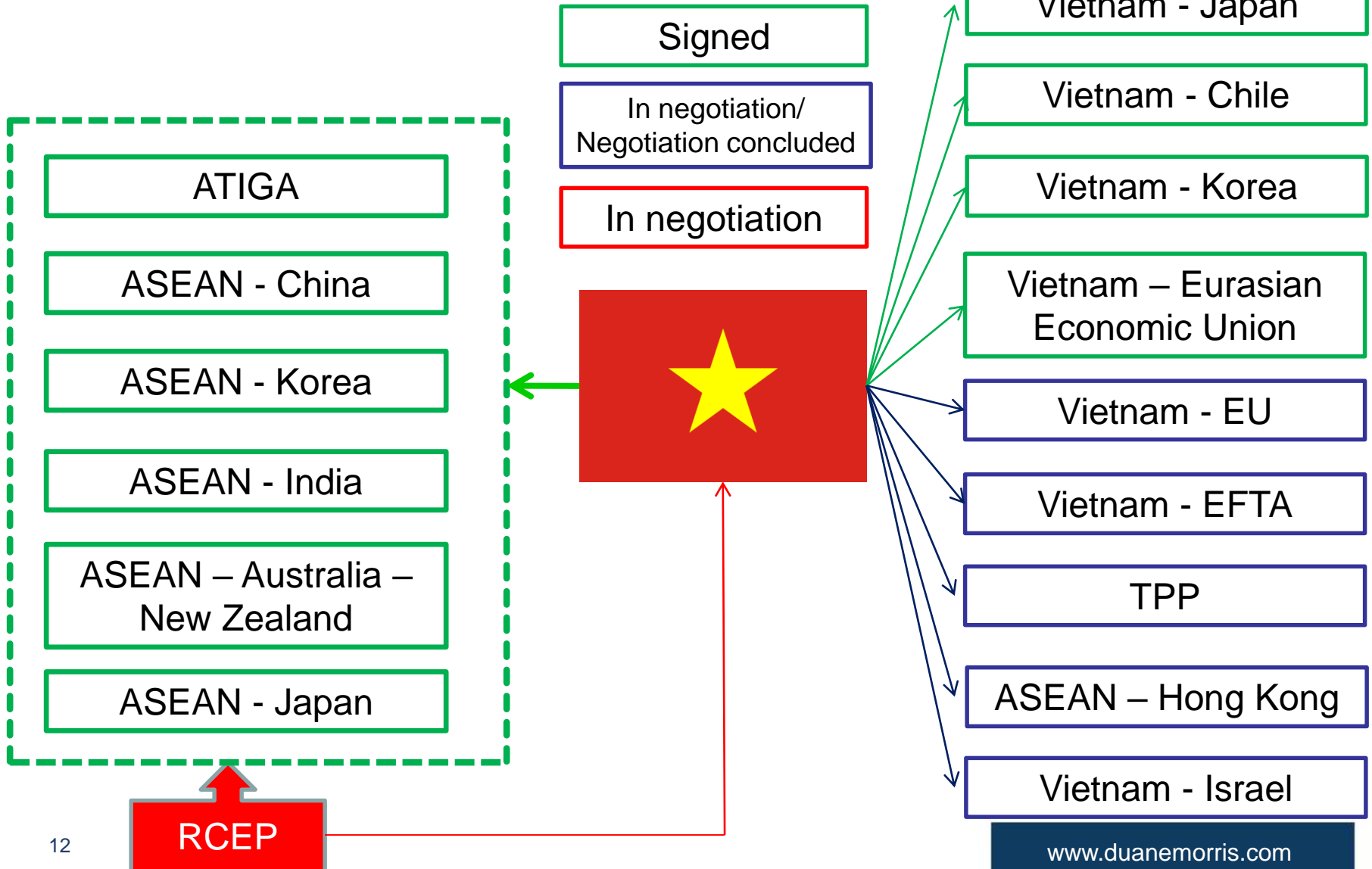


PM Nguyen Xuan Phuc met with AIIB to propose its support for private sector to get involved in infrastructure projects

VIETNAM'S INTEGRATION TO REGIONAL AND INTERNATIONAL ECONOMY



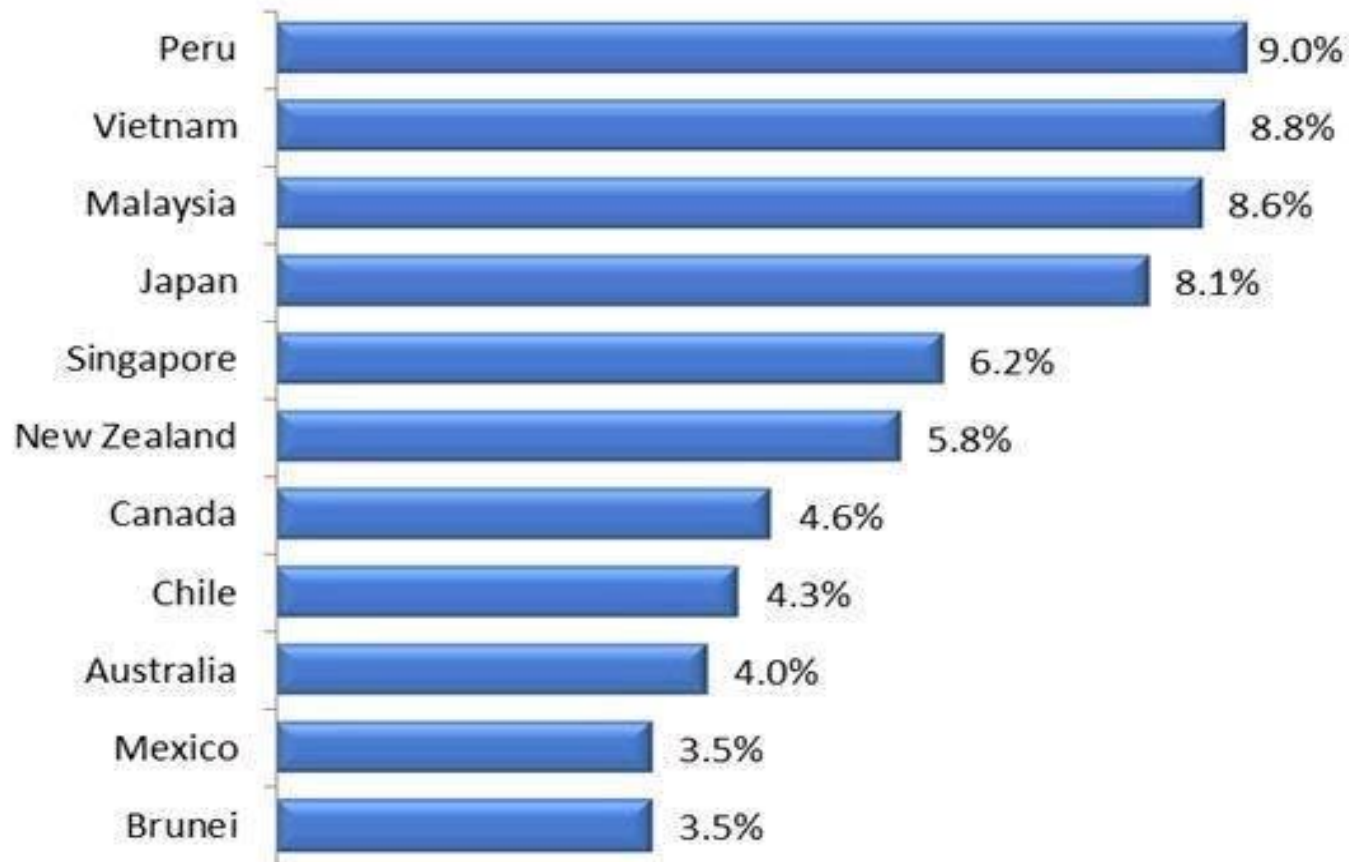
Vietnam's Free Trade Agreements



Comprehensive and Progressive Trans-Pacific Partnership (“CPTPP”)

- On 8 March 2018, the CPTPP was finally signed in Chile. The CPTPP accounts for 495 million people representing 13.5% of the world total economic output - worth a total of \$10 trillion.
- CPTPP will lead to an increase of 1.32% in Vietnam’s GDP
- Vietnam will have access to newer markets and can expand their exports to countries such as Canada, Mexico, and Peru with whom it does not have a trade agreement.

Export growth by 2030 by impact of CPTPP (%)



Source: Peterson Institute for International Economics

WTO ANALYSIS OF LIBERALIZATION OF MARKET ACCESS

Vietnam ties in first place with Singapore

Country	Limitation of market access*	Country	Limitation of market access*
Malaysia	medium	Myanmar	high
Indonesia	medium	Cambodia	medium
Philippines	medium	Laos	medium
Singapore	low	India	high
Thailand	medium	China	medium
Brunei	high	Vietnam	low

- *Typical restrictions: number of opened sectors, JV requirement, limits on foreign-owned shares, permission requirement**

AEC

ASEAN
Economic
Community



Vector
EPS 10



Brunei



Cambodia



Myanmar



Indonesia



Laos



Malaysia



Philippines



Singapore



Thailand



Vietnam

AEC Market Snapshot – Asia's main investment hub

- Population: 620 million, 60% under the age of 35
- AEC % of world GDP: ~3.3%
- AEC % of world population: 9%
- AEC's merchandise exports: US\$1.2 trillion - ~54% of total ASEAN GDP and 7% of global exports
- If ASEAN were one economy, it would be the 7th largest in the world – 4th largest by 2050 if growth trends continue

EU – Vietnam Free Trade Agreement



INVEST IN VIETNAM NOW!!!



Questions & Answers



DUANE MORRIS VIETNAM LLC

Thank you very much!

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References (1)



International Consulting & Trading Services Ltd.,

To Whom It May Concern

Hanoi, 15th October 2015

Recommendation of Excellent Services of Mr. Oliver Massmann

I am Managing Director of International Consulting and Trading Services Ltd, a company registered in British Virgin Islands with operations based from our Hanoi Representative office. Over 15 years we have assisted many international overseas suppliers, from a wide range of industries, to identify markets and thereafter representing their interests to secure ongoing business here in Vietnam. The majority of our clients are based in Asia, Eastern and Western Europe.

While we endeavour to enforce our contractual rights, this is – unfortunately – not always possible. In this regard, we would like to highlight our satisfaction with the highly professional services rendered by Mr. Oliver Massmann of Duane Morris LLC, Hanoi, who successfully represented us and settled a defaulted payment, due to us for services provided to an international German company.

We would further note that Mr. Massmann's successful handling of the case exceeded our expectations since he achieved a settlement without the need for costly arbitration in the courts of Vienna.

Mr. Massmann's capability in legal analysis and his commercial aptitude combined with his exceptional negotiation skills, led to a timely and efficient resolution of the dispute at hand. Of course being German himself was also a significant contributing factor, since he was able to tease out information from the opposing German lawyer, giving him a winning hand.

Mr. Massmann has demonstrated to us his capability as a real problem solver. We regard him and his team at Duane Morris LLC as an excellent choice for dispute resolution services and would not hesitate to entrust them with further work.

Michael Anthony Langrish-Smith
Managing Director



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References (2)



I am Andrew Meyer, CEO of Nine Dragons Group LLC. We have been actively involved in Vietnam Real Estate since 1999. We have gone through many lawyers and law firms, and were disappointed by all of them. Lack of knowledge of the laws, the differences between buying and selling in specific cities, very slow response time and poor client service.

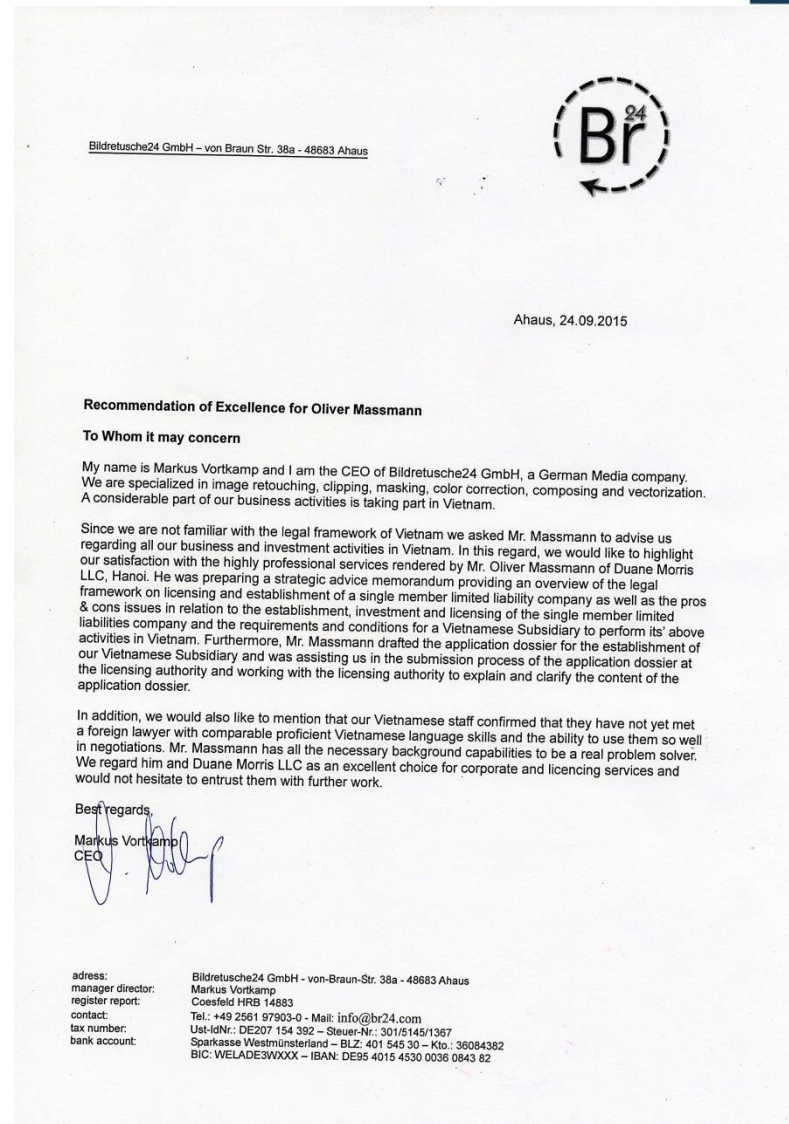
Finally, we met Mr. Oliver Massmann. The first project we did with him was the same as working with our attorneys in NYC. He has a very strong knowledge of the laws, procedures and intricacies of Vietnam. Speaks the language fluently (a rarity) and is a consummate professional who responds to my requests very quickly.

We continue to work with Mr. Oliver Massmann and are thrilled to have an attorney who brings so much to the table working on our team.

I highly recommend Mr. Oliver Massmann and his firm, Duane Morris Vietnam LLC. Should you have any questions, please feel free to contract me at any time.

Andrew Meyer
CEO

References (3)



References (4)



Hong Kong, 01 Jan 2015

To Whom It May Concern

My name is Thomas Domanski and I am Managing Director of Bauer Hong Kong Ltd shareholder of Bauer Vietnam Ltd). Bauer Hong Kong Ltd is a member of the German based Bauer Group of Companies and a subsidiary of the Bauer Spezialtiefbau GmbH which belongs to the MDax listed ultimate holding company Bauer AG. The Bauer Group is specialized in foundation engineering, machinery, and Resources related services. A considerable part of Bauer Group's corporate activities takes place in Asian countries, among them Vietnam.

While we try our utmost to avoid entering into legal proceedings to enforce contractual rights, this is – unfortunately – not always possible. In this regard, we would like to highlight our satisfaction with the highly professional services rendered by Mr. Oliver Massmann of Duane Morris LLC, Hanoi, who successfully represented Bauer in Singapore (SIAC) based arbitration proceeding concerning a dispute about payment for construction works provided by Bauer in Vietnam.

We would like to note that Mr. Massmann's handling of the case significantly contributed to the successful conclusion of the case out of court/Arbitration. Mr. Massmann's services combined thorough legal analysis with a strong commercial approach, lead to a timely and efficient resolution of the dispute at hand. In addition, we would also like to mention that our Vietnamese staff confirmed that they have not yet met a foreign lawyer with comparably proficient Vietnamese language skills and the ability to use them professionally in negotiations. Mr. Massmann has proven himself to be capable to use local knowledge paired with legal competence to resolve disputes in an efficient manner. We regard him and Duane Morris LLC as an excellent choice for dispute resolution services and would not hesitate to entrust him with further work.

Best regards

Thomas Domanski
Managing Director

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