Investing and doing business in Vietnam

DR. OLIVER MASSMANN - PARTNER, GENERAL DIRECTOR

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Vietnam in superlatives

WORLD

No. 1

in the world for high-tech exports as a share of total trade

WIPO Global Innovation Index 2026

EUROPEAN UNION

No. 1

the EU's largest goods trading partner in ASEAN

2025

GERMANY

No. 1

Germany's largest trading partner in Southeast Asia

2025

Vietnam 2026 at a glance

+9.95%

GDP GROWTH, Q3 2026

Nine months: +9.01% year on year

US$514 bn

GDP 2025

A market of 102 million people, median age ~34

US$1.1 tn

TOTAL TRADE 2026 (EST.)

+30.4% — more than twice the size of GDP

+76%

REGISTERED FDI, 9M 2026

US$50.4 bn — the highest since 2021

14 of 15

NATIONAL TARGETS MET

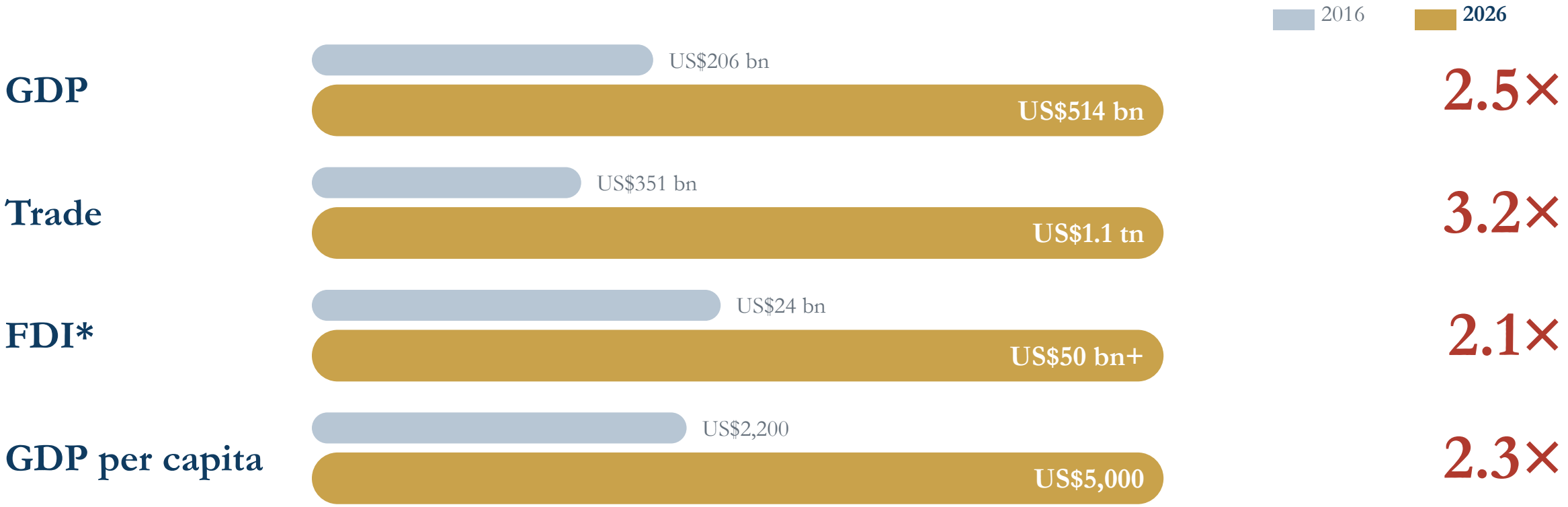
Industrial production +11.2%, fastest since 2015

17.7 m

INTERNATIONAL VISITORS

An all-time record

A decade of transformation: 2016 → 2026



Everything roughly two to three times bigger — in a single decade

** Registered FDI: 2016 full year vs. 2026 first nine months*

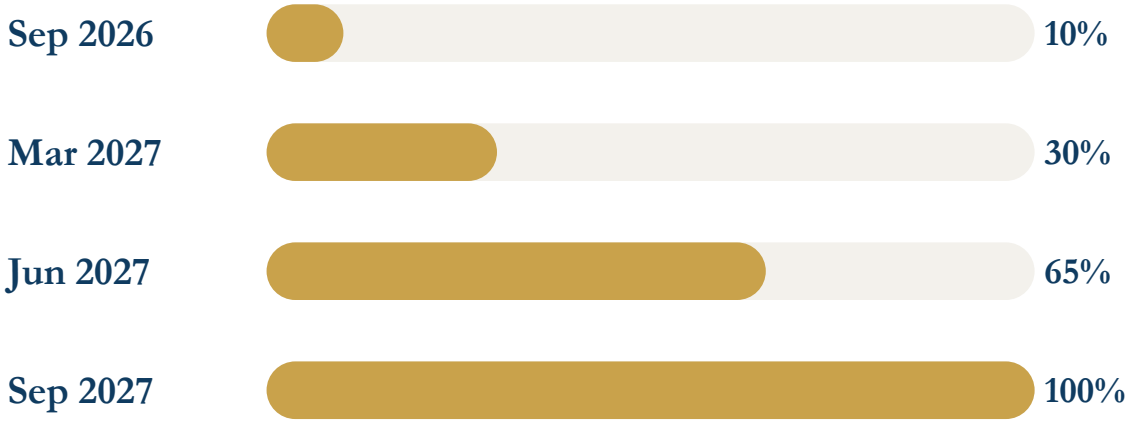
FTSE upgrade: promoted to the Champions League

FTSE RUSSELL

Frontier → Secondary Emerging

Effective 21 September 2026 — Vietnam's first-ever upgrade

PHASED INCLUSION — THE FLOODGATES OPEN IN FOUR STAGES



≈ 90% of the inflows arrive during 2027

Vietnam is no longer on the sidelines

Free trade: 7 FTAs across Asia, 12 worldwide

7 ACROSS ASIA

- ATIGA (ASEAN)
- ASEAN – China
- ASEAN – Korea
- ASEAN – Japan
- ASEAN – India
- ASEAN – Aus / NZ
- ASEAN – Hong Kong

12 WORLDWIDE

- CPTPP
- RCEP
- EVFTA (EU)
- UKVFTA (UK)
- VJEPA (Japan)
- VKFTA (Korea)
- VCFTA (Chile)
- VN – EAEU
- VIFTA (Israel)
- CEPA (UAE)
- VN – EFTA*
- …and growing

One of the world's most open economies — trade worth more than twice its GDP

Europe & Germany: No. 1 partner in the region

EVFTA — FREE TRADE

- ✓ In force since 1 August 2020
- ✓ ~99% of tariffs eliminated within 10 years
- ✓ At entry: EU cut duties on 85% of tariff lines, Vietnam on 65%
- ✓ The EU's most ambitious deal with a developing country

EVIPA — INVESTMENT PROTECTION

- ✓ Signed June 2020; ratified by 22 EU member states
- ✓ Replaces the bilateral investment treaties, incl. Germany's
- ✓ Independent investment court for investor–state disputes

WHERE GERMAN STRENGTHS MEET VIETNAMESE DEMAND

Machinery & Maschinenbau

Automation for a manufacturing boom

Electronics & Semiconductors

Deepening the supply chain

Pharma & Chemicals

IP protected under EVFTA

Beverages

Germany: Vietnam's No. 1 EU beer source

Market access: among the most open in Asia

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

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Priority sectors — and the incentives to match

- Semiconductors & Electronics
- Digital Economy & AI
- Renewable & Green Energy
- High-Tech Manufacturing
- Supporting Industries
- Logistics & Infrastructure

TAX & DUTY

- ✓ Preferential CIT — as low as 10% for up to 15 years
- ✓ Tax holidays: up to 4 years exempt + 9 years at 50%
- ✓ Import-duty exemption on fixed assets
- ✓ Loss carry-forward up to 5 years

LOCATION & STRATEGIC

- ✓ High-tech parks & economic zones
- ✓ Land-rent exemptions / reductions
- ✓ Investment Support Fund for strategic & high-tech projects
- ✓ Fast-track approvals for priority sectors

The world's leaders are already here

SAMSUNG

Its largest production base outside Korea — ~US$22 bn invested

INTEL

One of its largest assembly & test sites worldwide — HCMC

LEGO

US$1 bn+ carbon-neutral factory — Binh Duong

NVIDIA

AI R&D centre & data-centre partnership with the government

Bosch · Siemens · LG · Foxconn · Amkor · Apple suppliers · Pegatron · Hyosung

If they can make it work, so can you

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STRATEGIC INFRASTRUCTURE · 1

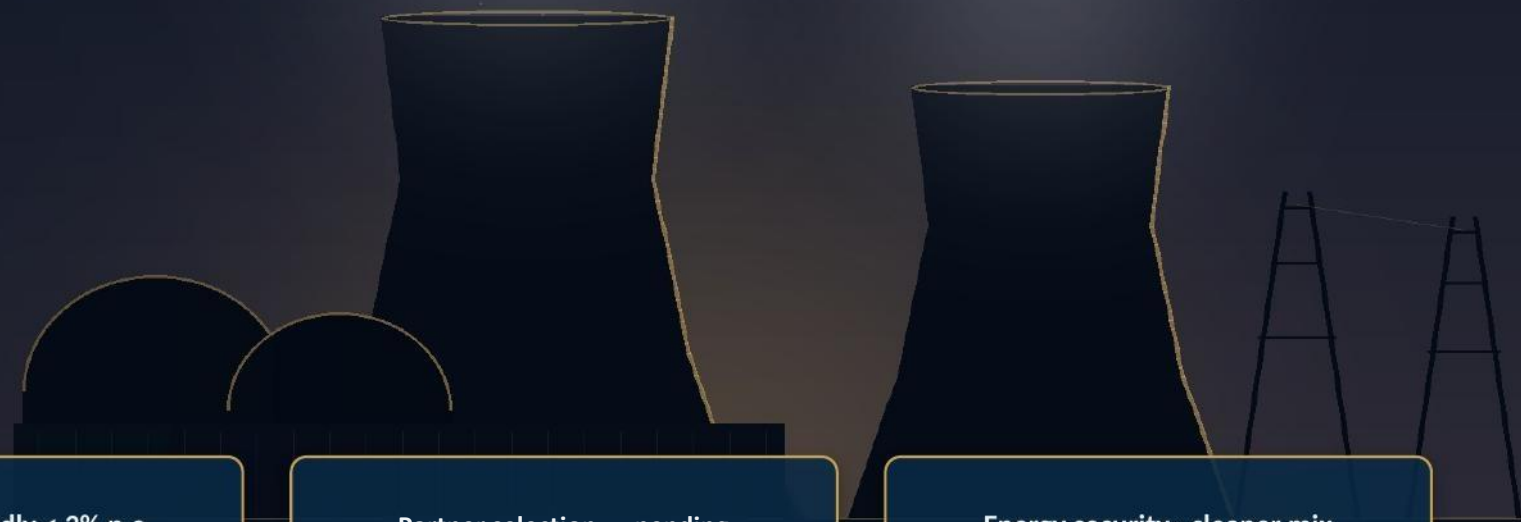
Ninh Thuan 2 Nuclear Power Project

One of Vietnam's first two nuclear power plants

TOTAL INVESTMENT

~US$22B

Petrovietnam — designated investor
KEPCO (South Korea) — partner talks, Sept 2026



≥ 30% technology transfer	Financing reportedly < 3% p.a.	Partner selection — pending	Energy security · cleaner mix

~US$22bn (reported). PDP8: 4,000–6,400 MW from Ninh Thuan 1 & 2, commissioning 2030–2035. Partner selection and FID pending.

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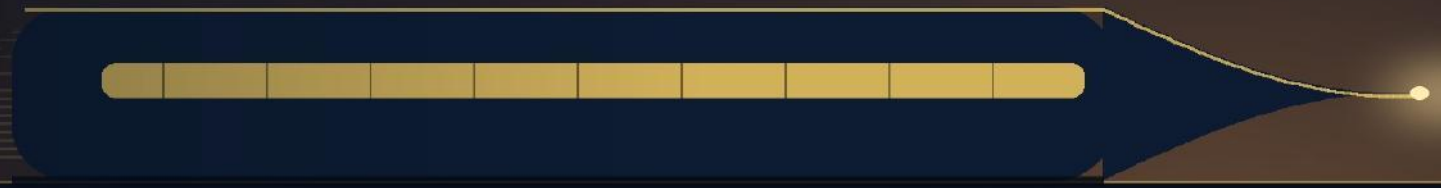
STRATEGIC INFRASTRUCTURE · 2

North–South High-Speed Railway

The largest infrastructure project in Vietnam's history

TOTAL INVESTMENT

US$67.3B



~1,541 km · 350 km/h

Hanoi (Ngoc Hoi) ↔ HCMC (Thu Thiem)

- Rolling stock & signalling
- Civil works & stations
- Financing & PPP
- 15 provinces connected

US$67.34bn · ~1,541 km · 350 km/h; cuts the journey ~35h → ~5.5h. Policy approved 2024; construction targeted Dec 2027.

How to invest: doing business in Vietnam

1 · CHOOSE YOUR ROUTE

Choose your form of investment

2 · LICENSING

Investment Registration Certificate and Enterprise Registration Certificate

3 · GETTING DEALS DONE

✓ Careful legal & financial due diligence

✓ Make sure all business lines — especially conditional ones — transfer

✓ M&A filings are reviewed strictly by the finance authorities: prepare well

Choosing your legal advisor: insist on unlimited professional liability — a cap is a no-go

A FEATURED OPPORTUNITY: ALTIN BIOSCIENCES

Altin Biosciences is a standout early-stage opportunity in women's health: a first-in-class, non-hormonal therapy for uterine fibroids in a multi-billion-dollar market with significant unmet need. I'm pleased to feature it today, if it interests you, I'd be glad to discuss it with you one-on-one after the presentation.



Transformative potential

Lead candidate ABC-105/ABC-205 — plant extracts shown to reduce fibroid size in independent human trials



De-risked pathway

Positioned for FDA Fast Track under the Botanical Drug pathway; centuries of safe human use



Strong validation

Backed by Dr. Ayman Al-Hendy (leading KOL) with documented support from Organon



Competitive moat

US Composition-of-Matter patent; non-hormonal, fertility-sparing, minimal side effects

A US$42.2bn annual US economic burden *— and the leading cause of hysterectomies — addressed by a safe, uterus-preserving alternative.*

CONNECTIONS ARE BUSINESS
PLEASE CONNECT WITH ME ON LINKEDIN:
OLIVER MASSMANN

DUANE MORRIS VIETNAM LLC

Thank you very much!

HANOI OFFICE

Pacific Place, Unit V1307/08, 13th Floor,
83B Ly Thuong Kiet, Cua Nam Ward
Hanoi, Vietnam
Tel.: +84 24 3946 2200
Fax: +84 24 3946 1311

HO CHI MINH CITY OFFICE

Suite 1503/04, Saigon Tower
29 Le Duan Street, Sai Gon Ward
Ho Chi Minh City, Vietnam
Tel.: +84 28 3824 0240
Fax: +84 28 3824 0241

Contact email:

omassmann@duanemorris.com