

 **IRVING**
Seminar & Training

Vietnam Customs Duty 2012

Planning & Problem Solving

*23 February, 2012, HCMC Legend Hotel Saigon
2A-4A Ton Duc Thang Str., D.1, HCMC, Vietnam*

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Introduction

As the WTO's 150th member Vietnam has in recent years adopted the body of customs and tariff rules that are binding for all WTO members. This body of rules is extensive and complicated, even if we only regard those in relation to customs law. The valuation of imported goods for customs duty purposes, for example, is a matter regulated by the so-called GATT Customs Valuation Code. It is implemented in Vietnamese law by means of special regulations, as is the case with other WTO-related customs rules.

Another strong international influence on Vietnam's international trade policy is obviously the growing number of ASEAN Free Trade Agreement, "AFTA" provides in complete or almost complete exemptions in custom duty for a wide range of goods that originate from within the ASEAN countries. More and more goods can be made in ASEAN, even partially with raw materials from outside of ASEAN and then move throughout the ASEAN countries without tariff.

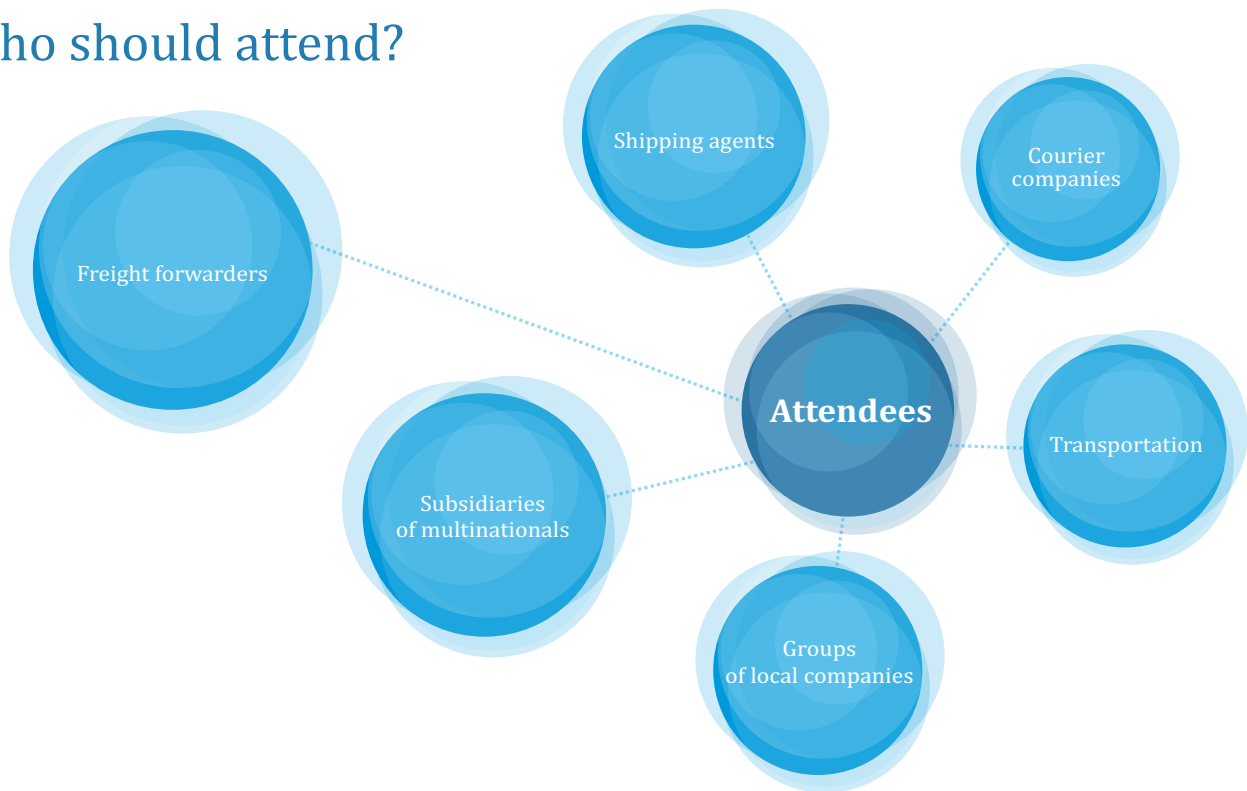
Vietnam has also concluded a large number of trade agreements with other countries, and many of those agreements have an impact on tariff policy and other customs issues.

Irving Seminars & Training presents the practical considerations that businesses need to know in navigating Vietnam's customs procedures and laws. Facilitated by international firms and with the participation of the Vietnamese Customs Department, Vietnam's customs laws have never been clearer.

K E Y P O I N T S

- *How to determine the value of imported goods for customs duty purposes?*
- *AFTA: what's going to happen in 2012 on the commercial, legal and logistic level?*
- *Duty reduction schedules under free trade agreements: learn how to use them in practice!*
- *Exemption and suspension of customs duty: practical pitfalls*
- *Interpreting and applying exemption of customs duty for foreign invested enterprises*
- *Resolving disputes with the Customs Department*

Who should attend?



6 reasons to attend

1

TARGETED CONTENT

This is not designed for every topic covered but specific to Customs Duty. It will prepare you to play your role perfectly in business.

2

NETWORKING OPPORTUNITIES

It is an efficient way to meet business leaders. The comfortable, open and engaging atmosphere can forge your relationship.

3

PROMINENT SPEAKER

Our speakers are industry practitioners who face the same day-to-day challenges that you do and can share their experiences. By hearing from a range of speakers, you will get the full, unbiased picture that provides maximum benefit and take-home value.

4

PRACTICAL, APPLICABLE, TAKE-AWAYS

The seminar will address the issues and challenges that you are facing with supplement case studies, summarize the implication and provide solutions and strategies for 2012 and beyond.

5

INTERACTION

The topics are presented in Q & A to encourage interaction between speakers and delegates to give you the discussing opportunities. That will break your problems down and consulted by experienced advisors and specialists.

6

HOSTED BY IRVING SEMINAR & TRAINING

The professional organizer of business seminars, workshops and in-company training courses in Thailand, Vietnam and Cambodia with more than 80 events hosted.

Programs

08:45

The GATT Customs Valuation Code and its Implementation in Vietnam

- Transaction value
- Transaction value of identical goods
- Transaction value of similar goods
- Deductive value
- Computed value
- Other calculation systems

Russin & Vecchi
Orsoyla Szotyory-Grove
Associate

09:45

Leveraging on Vietnam's AFTA network

- Exemptions under AFTA
- Which schedules apply to your case?
- Major new regulations?
- Rules of origin within AFTA
- How to examine your trade flow?
- Design your planning

PWC
Paul Sumner
Partner

10:45

Coffee break

11:00

Practical Issues on the Exemption of Customs Duties under the Investment Law

- How to interpret the exemption?
- Procedures to be followed
- Important tax rulings
- Excluded from the exemption
- How long in time can you benefit?

ERNST & YOUNG
Mr. Thinh Xuan Than
Director of Tax Services

12:00

Luncheon

13:45

Customs Duty Dispute Procedures

Which penalties may apply?

- How do you need to safeguard your rights at the time of import?
- Which role is there for the customs broker?
- Can you reduce the amount in dispute by putting up a guarantee?
- Administrative appeal procedures
- Practical experiences

BAKER & MCKENZIE
Mr. Nguyen Thanh Vinh
Partner

14:45

Import and Export Documentation: Practical Issues

- Which documentation packages apply for which cases;
- How to avoid losing precious time in preparing correct documentation
- Exportation required documents
- Special cases

GOVT. OFFICE OF VIETNAM
Vietnam Administrative
Procedure Control Agency
Mr. Tran Thoang
Senior Expert

15:45

Coffee break

16:00

Case study: Rules and Practice of Adding Royalties and Service Fees to the Value of Imported Goods

- What are royalties and service fees?
- GATT interpretation notes
- What is a "condition of sale"?
- Can you reduce the taxable amount for the transferor?
- Optimization strategies

DFDL MEKONG
Mr. Edwin Vanderbrugger
Partner, Head of Tax

Speaker Profile



Ms. Orsolya Szotyory-Grove Associate | [RUSSIN & VECCHI](#)

Orsolya Szotyory-Grove graduated from Princeton University (2000) and earned a JD from Tulane Law School (2004), where she served as a Managing Editor on the Tulane Law Review. She joined Russin & Vecchi's Ho Chi Minh City office in 2007. Prior to joining the firm, she clerked for the Hon. Ulysses G. Thibodeaux, Chief Judge of Louisiana's Third Circuit Court of Appeal, and for the Hon. Kent Smith, of the Massachusetts Appeals Court. She is admitted in New York, and speaks fluent Hungarian and French.



Mr. Paul Sumner Partner | [PWC](#)

Paul is a Director in our Thai practice. Paul advises companies on all aspects of the cross border movement of products. He has extensive experience of planning and conducting national, regional and global custom reviews. Paul has worked on all aspects of customs and trade issues, including valuation, classification, origin and customs procedures. Paul specialises in valuation and has advised a number of multi-national companies on the implementation of the WTO Valuation Agreement in Thailand and across Asia. Paul has also advised Thai Customs on issues such as balancing enforcement with trade facilitation. Before joining PwC in 1997, Paul spent 5 years with Her Majesty's Customs & Excise in the U.K. Paul was stationed in Valuation Branch, undertaking casework and investigations prior to moving into the Policy Division.



Mr. Thinh Xuan Than Director of Tax Services | [ERNST & YOUNG](#)

Thinh is a Director of the Vietnam Tax practice of Ernst & Young. He has over 10 years of experience in legal and tax consulting in Vietnam, Laos and Cambodia. Over the years, Thinh has advised various multinational and local companies on taxation and investment issues, both domestic and cross-border. His experience covers a wide range of industries including FMCGs, pharmaceuticals, manufacturing, oil and gas, etc. Prior to rejoining Ernst & Young, he was head of legal and tax for a private equity firm investing in various projects of property development, construction, logistics with a combined investment capital of more than US\$2bil. in Vietnam



Nguyen Thanh Vinh Partner | [BAKER & MCKENZIE](#)

Vinh practiced tax and consultancy work for two international accounting firms for eight years and worked as a compliance counsel for an international insurance company before joining the Ho Chi Minh City office of Baker & McKenzie. He focuses on tax advice and planning on corporate and individual tax issues, banking & finance, and other general corporate matters. Mr. Nguyen is a member of the Bar Association of Ho Chi Minh City. He holds a Bachelor of Arts degree in English from the University of Ho Chi Minh City and an LLB from the University of Law of Ho Chi Minh City



Mr. Tran Thoang Senior Expert | [GOVT. OFFICE OF VIETNAM VIETNAM ADMINISTRATIVE PROCEDURE CONTROL AGENCY](#)

Tran Thoang worked for the General Department of Vietnam Customs (GDVC) in both the Supervision and Control Dept. and the Reform and Modernization Board of GDVC. He was selected as a Senior Customs Officer of ASEAN to join the Pre-Clearance Project funded by NZ-Australian Customs and a key member of ASEAN Customs Declaration Document (ACDD) working group of GDVC. He was a Core Team Member of Business Processing Re-engineering (BPR) of Vietnam Customs Modernization Project funded by the WB. Thoang has also contributed articles on e-Manifest, e-Customs Procedures, Ship Formalities, Sea cargo Management, and Administrative Procedure Reform to the Vietnam Customs Newspaper, Vietnam Customs Bulletin, Vietnam Maritime Magazine, and the Vietnamese Government Office Portal.



Mr. Edwin Vanderbruggen Partner, Head of Tax | [DFDL MEKONG](#)

Mr. Edwin A. Vanderbruggen has 17 years experience as a tax lawyer and academic. He advises multinational enterprises, governmental departments and international organizations in the field of international taxation, tax planning and on the public international law of trade & investment. Besides extensive tax consulting work for multinational enterprises he has regularly trained and assisted tax department officials in various countries, designed policy and drafted tax laws and regulations and has supplied expert testimony to tax courts. He has also trained and advised governmental agencies on international trade/ investment law and arbitration.

Registration

Please register the following delegates for the conference:

VIETNAM CUSTOMS DUTY: PLANNING & PROBLEM SOLVING

1. Name: Position:
Email: Handphone:

2. Name: Position:
Email: Handphone:

3. Name: Position:
Email: Handphone:

Company:

Address:

Company's email: Tel: Fax:

Contact person: Position:

Email: Handphone:

Name & Title of Approving Manager:

Signature of Approving Manager:

REGISTRATION FEES

Fee for one delegate including a binder with all presentation materials, lunch and refreshment

1 Delegate	410 USD
S-EBP before 31/12/2011	340 USD
EBP before 31/1/2012	375 USD
Group of 3 delegates	10% discount

3 EASY WAYS TO REGISTER OR ENQUIRE

PHONE

Tel TH: +66 (0) 2651 2703

Tel VN: +84-8-6258 6515

Email:

vietnam@irvingseminar.com

or visit our website:

<http://www.irvingseminar.com>

IRVING SEMINAR & TRAINING LTD.

Unit 2503, Insurance Group Building,

141 Des Voeux Road Central, HongKong

CONFERENCE DATE

Legend Hotel Saigon | Ho Chi Minh City - Vietnam

23 February 2012

08:30 - 17:30

INCORRECT MAIL INFORMATION

It is possible that you will receive multiple mailings of this event or incorrect company details on the labels, for which we apologize. If this happens, please let us know so that we can update our database immediately. If you do not wish to have your name on our mailing list, please let us know and we will remove it.

ADMINISTRATIVE DETAILS

METHOD OF PAYMENT:

* Bank Transfer to

Irving Seminar and Training Limited

DBS Bank (Hong Kong)

Multi Currency-Savings

Account No. 788-152-957

Hong Kong Swift Code : DHBKHKHH

* Cash Payment

Please contact us on +84-8-6258 6515 for cash arrangement

FOR NORMAL REGISTRATION

In order to avoid any inconvenient circumstances to delegates at the conference, payment should reach us 5 days after the registration form is submitted. In view of booking arrangements at the venue, cancellations can only be accepted until 5 working days before the day of the seminar we will then provide a voucher. If you cannot attend the seminar without a valid cancellation we will send you the documentation by mail.

ENQUIRIES

Please contact our conference administrator at email: vietnam@irvingseminar.com

if you need more information about the conference