

Rödl & Partner

MANAGING CHANGE

VIETNAM



Managing change

”Vietnam is in a stable transition into a true market economy – its openness to international trade and its extraordinary economic growth in recent decades have turned the country into a highly interesting investment destination. We stand by your side with international expertise and local know-how, all from a single source, allowing you to take advantage of this unique opportunity and to reap the rewards in this growing and attractive market.”

Rödl & Partner

Rödl & Partner in Vietnam

Vietnam has consistently become a more relevant business destination in South East Asia. Markets have successively been opened since 2007, offering a variety of interesting opportunities to foreign investors. Vietnam's multinational treaties and its ASEAN membership open a large market to foreign investors. The diversity of Vietnam's export products makes Vietnam a key destination in the region. Ho-Chi-Minh-City is the country's commercial and trade center.

Rödl & Partner opened its Vietnam offices in Ho-Chi-Minh-City in 2007 and in Hanoi in 2018. As one of the first European professional services firms in Vietnam, our offices assist foreign investors with the structuring and establishing of companies, representative offices, investment projects, mergers and acquisitions and with the full provision of accounting services through its own accounting firm.

Moreover, Rödl & Partner offers comprehensive expertise in real estate and construction law, labor law and social security law, in addition to tax optimisation, cross-border tax structuring, transfer pricing, tax compliance and business process outsourcing services.

Our business minded professionals provide extensive knowledge of the legal and investment environment at both local and central levels. Combined with a wide-reaching network of worldwide offices, we assembled a team of local and expatriate experts who pool a wide-ranged international experience to support you in all your business endeavors.



Our Services

COMPANY SETUPS

Our experienced national and international lawyers perform the setup of companies such as:

- 100% foreign-owned companies
- Joint ventures
- Branches
- Representative Offices

The legal environment requires a profound understanding of not just the law but also of the specific business that will be conducted. We work in close cooperation with our clients and relevant authorities alike, in order to gain sufficient investment licenses.

LEGAL AND TAX ADVICE ON FOREIGN INVESTMENTS

Globally active companies have high demands. We provide professional services without restrictions throughout the world. We structure our client's business not just legally but also tax-wise nationally and internationally. Our tax advisors are highly skilled in the field of cross-border tax structuring.

CONTRACT NEGOTIATIONS AND SETUPS, CONTRACT ENFORCEMENT

A crucial aspect of doing business in Vietnam is the need for elaborate negotiation skills and abilities. Our lawyers provide the specific professional skills that are essential to achieve a favorable yet sustainable outcome. We assist our clients throughout the whole process of contract management from first negotiations to the final execution of the contract and, if necessary, the enforcement of contracts.

MERGERS AND ACQUISITIONS

Where businesses are planning to merge or whenever one company is about to acquire another, a number of requirements have to be

observed, legally as well as tax-wise. Specific, particularly financial risks have to be determined and evaluated. Our experienced team of lawyers and tax consultants performs due diligences and advises on the risks and opportunities a merger or takeover involves.

ACCOUNTING SERVICES

Accounting procedures are a necessity for any company. In Vietnam, a number of requirements have to be observed and complied with. We provide comprehensive accounting services through our accounting firm. At Rödl & Partner, we understand that our clients need to and want to focus on their business. Our accountants take over the whole accounting for your company and work closely with the clients' accounting department in its home country.

LABOR LAW AND EXPATRIATE SERVICES

Our labor law specialists assist with full services starting from the application for work permits to the execution of employment contracts. Additionally we offer our international clients special expatriate services where we focus on the placements to Vietnam from overseas and vice versa.

COMPLIANCE HEALTH CHECK

In a rapidly growing country like Vietnam, the legal and tax regulations are subject to constant, partly substantial, changes. Incorporated companies have to comply with new or amended regulations they might not even be aware of.

Rödl & Partner targets this issue with a quick Compliance Health Check. Undergoing such check, companies may determine whether or not they comply with the main legal and tax requirements.

AUDIT

Auditing services are performed through a close cooperation with auditing firms that are specialised in audits of international companies.

These auditing firms have been picked carefully to assure they live up to the high standards our clients legitimately expect from Rödl & Partner.



About us

As attorneys, tax advisers, management and IT consultants and auditors, we are present with 109 own offices in 49 countries. Worldwide, our clients trust our 5,120 colleagues.

The history of Rödl & Partner goes back to its foundation as a solo practice in 1977 in Nuremberg. Our aspiration to be on hand wherever our internationally-active clients are led to the establishment of our first, own offices, commencing with Central and Eastern Europe in 1991. Alongside market entry in Asia in 1994, the opening of offices in further strategic locations followed, in Western and Northern Europe in 1998, USA in 2000, South America in 2005 and Africa in 2008.

Our success has always been based on the success of our German clients: Rödl & Partner is always there where its clients see the potential for their business engagement. Rather than create an artificial network of franchises or affiliates, we have chosen to set up our own offices and rely on close, multidisciplinary and cross-border collaboration among our colleagues. As a result, Rödl & Partner stands for international expertise from a single source.

Our conviction is driven by our entrepreneurial spirit that we share with many, but especially German family-owned companies. They appreciate personal service and value an advisor they see eye to eye with.

Our 'one face to the client' approach sets us apart from the rest. Our clients have a designated contact person who ensures that the complete range of Rödl & Partner services is optimally employed to the client's benefit. The 'caring partner' is always close at hand; they identify the client's needs and points to be resolved. The 'caring partner' is naturally also the main contact person in critical situations.

We also stand out through our corporate philosophy and client care, which is based on mutual trust and long-term orientation. We rely on renowned specialists who think in an interdisciplinary manner, since the needs and projects of our clients cannot be separated into individual professional disciplines. Our one-stop-shop concept is based on a balance of expertise across the individual service lines, combining them seamlessly in multidisciplinary teams.

WHAT SETS US APART

Rödl & Partner is not a collection of accountants, auditors, attorneys, management and tax consultants working in parallel. We work together, closely interlinked across all service lines. We think from a market perspective, from a client's perspective, where a project team possesses all the capabilities to be successful and to realise the client's goals.

Our interdisciplinary approach is not unique, nor is our global reach or our particularly strong presence among family businesses. It is the combination that cannot be found anywhere else – a firm that is devoted to comprehensively supporting German businesses, wherever in the world they might be.

Your Contact

IN VIETNAM

● HO-CHI-MINH-CITY

STEFAN EWERS

5th floor, Friendship Tower
31 Le Duan Street
District 1, Ho-Chi-Minh-City

T + 84 28 7307 2788
stefan.ewers@roedl.com

● HANOI

JAN-VOLKERT SCHMITZ

09th Floor, Daeha Business Center
360 Kim Ma Street, Ba Dinh District
Hanoi

T + 84 24 7300 0077
jan-volkert.schmitz@roedl.com

IN GERMANY

● COLOGNE

MARKUS SCHLUETER

Kranhaus 1
Im Zollhafen 18
50678 Cologne

T +49 221 9499 09 342
markus.schlueter@roedl.com



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www.roedl.com/vietnam