

# How and when to start your own company in Vietnam?

Kadri Lahi  
Country Manager  
Emerhub Vietnam



# About me

- In Vietnam since March 2016
- Country Manager of Emerhub Vietnam
- Qualifying law degree (LLB) and a Master of Laws (LLM) in International Business Law from the United Kingdom
- Before joining Emerhub I worked in the field of corporate and M&A in an international law firm in Estonia
- First assignment at Emerhub was to lead the first foreign expansion of



## Topics to be covered at Today's session

---

When should you think about registering your business in Vietnam?

---

What are the options as a foreign investor?

---

What are the legal requirements?

---

Setting up a trading company

---

Product registration

---

## When?

---

Provide a service in Vietnam

---

Earn revenue in Vietnam

---

Want to hire staff

---

Limit your liability and mitigate risks

---

Looking to rent an office, undertake costs

## Alternatives

---

### **Import/Export**

IOR, EOR, distributors

---

### **Hiring staff**

Employer of record / staff  
augmentation service

---

### **Other businesses**

Outsource to local companies

What?

---

Representative office

---

Branch

---

Limited liability company

## Foreign ownership

---

Commitment under WTO Agreement  
or other international treaty

---

Vietnam regulation

---

No commitment or regulation

Business  
lines that  
can be  
100%  
foreign  
owned

---

Import/Export

---

Restaurant

---

Consulting

---

IT

---

Manufacturing

---

Retail

Non-exhaustive list



Business  
lines require  
a joint-  
venture  
partner

---

Advertising

---

Tourism

---

Agriculture, hunting, forestry

---

Telecommunication

---

Entertainment

---

Transport

---

Electronic games

Non-exhaustive list

## LLC

---

1 to 50 members

---

No shares

---

Liability is limited to the capital  
contributed

---

Founders can be individuals or  
companies

To get  
started

---

One **resident** Director

---

One Chairman of the Members'  
Council

(can be same as director)

---

Registered address

## General conditions

---

Minimum capital

No general minimum capital

---

Work permit/temporary resident card of  
foreign director

Required if not founder

---

Investor visa/temporary resident card

---

Hiring foreign staff

To start  
operations

---

Investment Registration  
Certificate

---

Business Registration  
Certificate

---

Meet any special conditions if  
required by law

---

Obtain a sub-licence (if  
required)

# Setting up a trading company

Wholesale vs Retail sale

Investment Registration Certificate

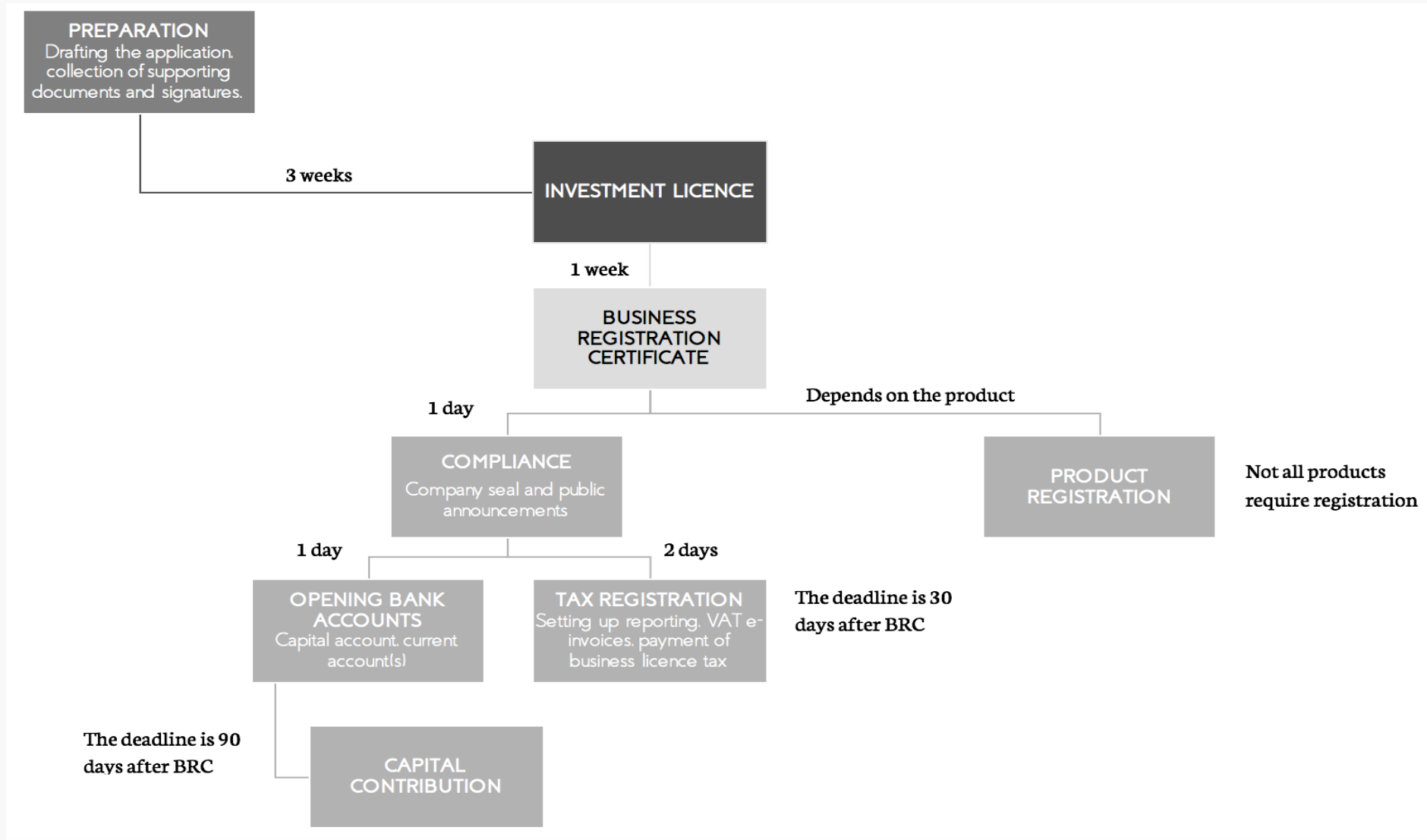
---

Business Registration Certificate

---

Product registration (if required)

Trading  
B2B





## Trading B2C

---

Investment Registration Certificate

---

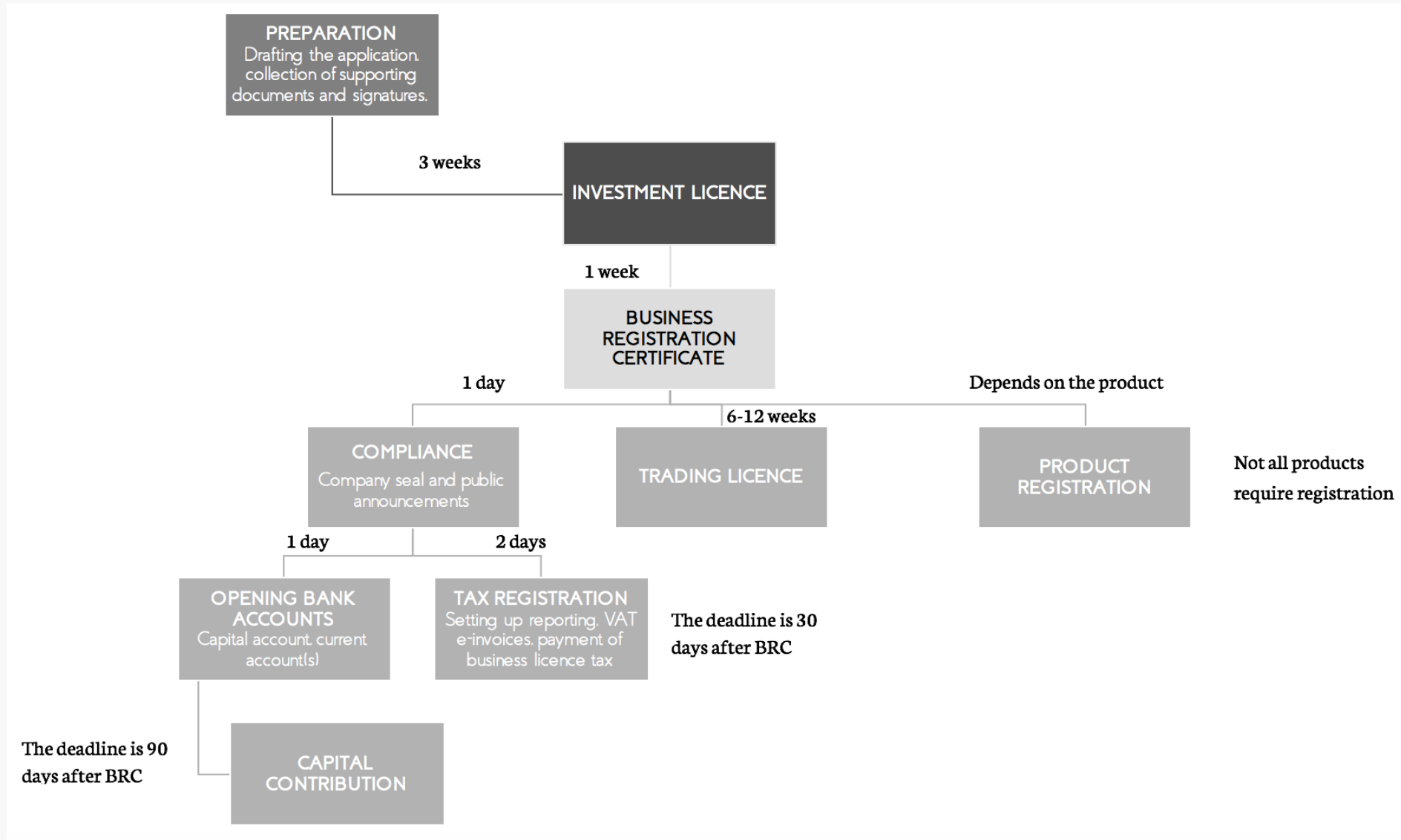
Business Registration Certificate

---

Trading Licence

---

Product registration (if required)



## Product compliance

Product registration

Supplements

Cosmetics (for sale)

Food products

Certificate or declaration of Conformity

Telecommunication devices

Animal feed

Import licence

Chemicals

Salt, sugar

Tobacco and alcohol

Fertilizers

Medical equipment

Register a trading company

---

Use an exclusive importer as nominee registrar and to do custom clearance

---

Register products under several importers/distributors

Product  
registration  
options

Want to learn  
more?

- Check out our blog at <https://emerhub.com/vietnam/blog/>
- Send us an e-mail at [vietnam@emerhub.com](mailto:vietnam@emerhub.com)
- Book a consultation for free





Thank you!

Kadri Lahi  
Emerhub LLC  
kadri@emerhub.com  
+842838228865