



UK Trade
& Investment

Doing business in Vietnam

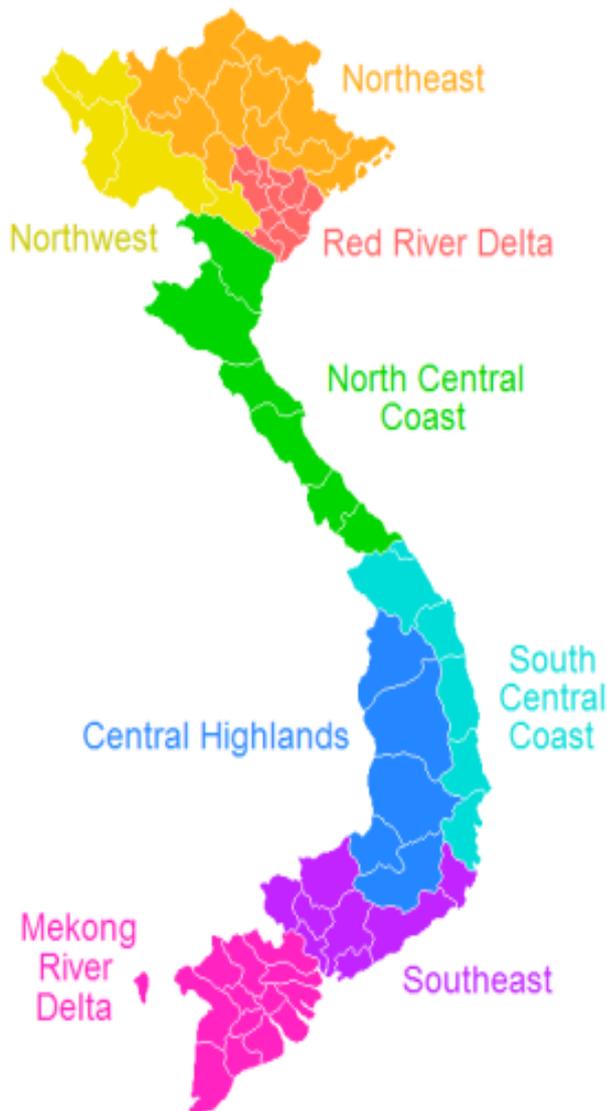


Are you a member of a UK company wishing to export overseas?

Interested in entering or expanding your activity in the Vietnamese market? Then this guide is for you!

The main objective of this **Doing Business Guide** is to provide you with basic knowledge about Vietnam; an overview of its economy, business culture, potential opportunities and an introduction to other relevant issues. Novice exporters, in particular will find it a useful starting point.

Further assistance is available from the UKTI team in Vietnam. Full contact details are available at the end of this guide.



The purpose of the Doing Business guides, prepared by UK Trade & Investment (UKTI) is to provide information to help recipients form their own judgments about making business decisions as to whether to invest or operate in a particular country. The Report's contents were believed (at the time that the Report was prepared) to be reliable, but no representations or warranties, express or implied, are made or given by UKTI or its parent Departments (the Foreign and Commonwealth Office (FCO) and the Department for Business, Innovation and Skills (BIS)) as to the accuracy of the Report, its completeness or its suitability for any purpose. In particular, none of the Report's contents should be construed as advice or solicitation to purchase or sell securities, commodities or any other form of financial instrument. No liability is accepted by UKTI, the FCO or BIS for any loss or damage (whether consequential or otherwise) which may arise out of or in connection with the Report.

Content

<u>Introduction</u>	4
<u>Preparing to Export to Vietnam</u>	10
<u>How to do business in Vietnam</u>	11
<u>Business Etiquette, Language and Culture</u>	14
<u>What are the challenges?</u>	15
<u>How to Invest in Vietnam</u>	16
<u>Contacts</u>	17
<u>Resources/Useful Links</u>	18

Introduction

Vietnam is the easternmost country on the [Indochina Peninsula](#) in [Southeast Asia](#) with a coastline of 3,444 km in length. Hanoi is the capital of Vietnam and where the ultimate decision may be made on your business proposal. Ho Chi Minh City (formerly Saigon) is the commercial hub, where most businesses have their largest presence.

Vietnam joined the WTO in 2007 and in 2010 the UK and Vietnam signed a Strategic Partnership Agreement

Over 109,000 British tourists visit Vietnam every year and around 7,000 British nationals are part-time or permanent residents. There are an estimated 80,000 Vietnamese nationals living and working in the UK.

Bilateral trade between the two countries is approximately USD 4 billion and UK FDI into Vietnam is currently USD2.7 billion. The UK is the largest EU investor in Vietnam's education sector and is the 3rd largest EU investor (17th worldwide) in Vietnam.

Strengths of the market

In brief these are:

- **Promising long-term growth potential, forecast to be one of the top ten fastest growing economies in the next decade or so**
- **The government has stated the need for structural reform in public investment, the state-owned enterprise sector and financial sector**
- **Most economists take a pretty optimistic medium to long-term outlook (three to five years) on Vietnam**
- **Designated one of UKTI's 20 High Growth Markets**
- **Direct flights to Vietnam from the UK**

Opportunities in Vietnam

Education: With the relatively young population, the importance of education in the family unit and the need for better vocational training there are many opportunities in the education sector. In the last financial year there were over 50 education enquiries and more than 10 OMIS commissioned. There are already a number of British education institutions doing business in Vietnam but, with the size of the market, there is room for many more.

Infrastructure: As a result of Vietnam's economic expansion over the last years, the country's physical infrastructure is placed under severe pressure. For UK companies, there is high demand for their expertise in the transport sector, particular in railway and other related construction projects. Vietnam won the bid to organise the Asian Games in 2019. There are a lot of projects in place for this event such as the athlete's village to accommodate 11,000 people. Other major opportunities are Long Thanh International Airport with the total investment of US\$10 billion and urban metro systems construction in Hanoi and Ho Chi Minh City

Power: Between 2000 and 2012, power consumption in Vietnam has increased more than five-fold and it is forecast that the estimated growth will be 14% between 2011-2015 and 11.3% between 2015-2030. In the next 20 years, Vietnam will need to invest approximately US\$130bn in the power sector, of which 65.5 percent will be spent on developing power generation.

Oil and Gas: Rich natural mineral resources (Vietnam's oil reserves are the fourth largest in the Asia Pacific region and its gas reserves were ranked seventh in 2010), strong oil and gas demand and fast-growing refining capacity have helped Vietnam stand out as an attractive upstream and downstream market for exporters, importers and manufacturers in the Asia Pacific region.

ICT: Over the past 5 years, Vietnam has sustained an average network growth of over 20%, which is the highest in the region. As of December 2011 (latest figures available), Vietnam had approximately 137.5 million telephone subscribers, including 10.2 million landline and 127.3 million mobile phone subscribers and the number of 3G subscribers soared to 16 million, accounting for more than 80% of the total number of broadband subscribers. (Source: Vietnam ICT Whitebook 2012). In 2011 the IT industry continued to play an important role by contributing US\$13 billion in revenue, an increase of 79 % compared to 2010. This is mainly

thanks to the US\$11.3 billion in revenue brought about by the hardware sector, representing 82% of the total revenue of the IT industry.

Advanced Engineering: In 2012 Vietnam's imports of machines, equipment etc. was US\$ 16.04 billion, an increase of 3.2% y-o-y accounting for 14% of the country's total import value. Machines and equipment have always been UK's top export commodity to Vietnam. In 2012, UK's export value of machinery to Vietnam reached US\$172.6 mil, accounted for 32% of Vietnam's total imports from the UK.

Ports: The Vietnamese Ports authorities plan to mobilise about US\$4.5 billion to implement its seaport development project (until 2015). The ports sector will complete the upgrading and expansion of ten key ports along the coast of Vietnam. In Ho Chi Minh City alone, local authorities have agreed to move inner-city ports to outlying regions, at an estimated cost of US\$700 million. Opportunities exist for companies able to offer management, planning, design, consultancy and civil engineering services and for suppliers of security equipment.

Rail: There are ambitious plans to build six metro operations in the two major cities – Hanoi and Ho Chi Minh City.

Retail: With the population ranked 14th in the world and 3rd in South East Asia, Vietnam's retail potential lies in Fast Moving Consumer Goods and luxury consumer goods. Vietnam's retail sales and services hit 111.36 bil USD in 2012, an increase of 15.72% year on year while imports of luxury goods were recently (2012) valued USD 10 billion and accounted for 11.3 per cent of the country's total imports. Some British retailers already in-country are Debenhams, Accessorizes, Warehouse, Karen Millen, Victoria Beckham, FCUK, Burberry, Bodyshop.

Defence & Security: Defence investment is increasing as the government gradually opens up its defence markets and sets up agreements with international suppliers beyond its historic partner, Russia. Although there are some obstacles such as international trade restrictions and limited transparency Vietnam offers significant defence opportunities, albeit principally located in the maritime, air and electronic domains. The security sector is also growing along with the investment in infrastructure projects (Airports, Seaports, Highways, Metro Systems, Commercial Centres, etc). The government also wants to strengthen its capacity in border control, counter-terrorism, policing services, etc.

Healthcare / Pharmaceuticals:

With a growing population of 89 million Vietnam represents a potentially large market for health care, pharmaceutical, medical equipment and devices.

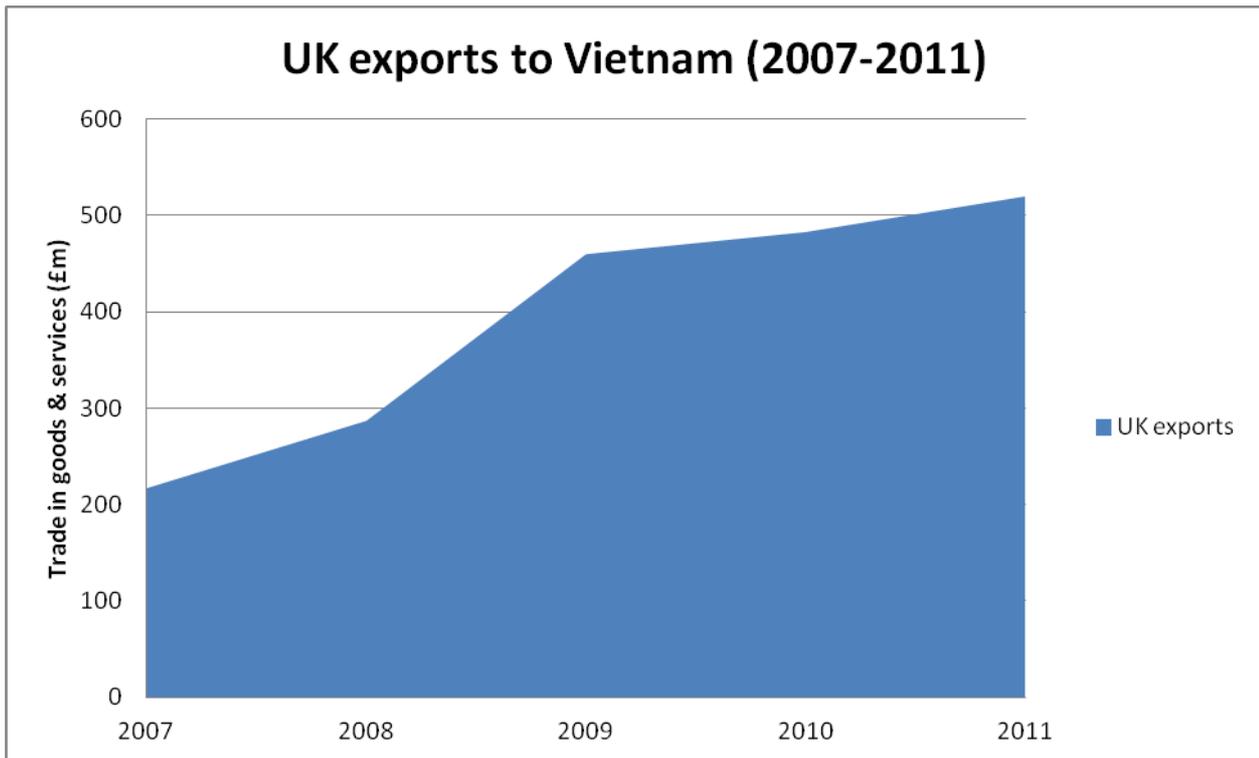
Pharmaceuticals: There are around 1,676 pharmaceutical entities (state-owned enterprises, joint stock companies and private pharmaceutical firms) and 11,629 private drug stores in Vietnam. Vietnamese pharmaceutical production and supply capacity remains weak so Vietnam spends more than US\$1 billion every year to import finished drugs and pharmaceuticals, mostly from European and Asian countries.

Medical Equipment: Most modern medical equipment in hospitals is imported as the quality of domestic health equipment in Vietnam has yet to meet national and international standards. Local production accounts for only 5% of the market thus there is potential for UK companies to export their medical equipment to Vietnam.

Health care: The health care system is a mixed public-private provider system, in which the public system plays a key role. The quality of health care services has not met the needs of people and the health care system is slow to develop. This is the reason why around 30,000 Vietnamese people travel abroad annually to seek treatment in foreign hospitals at cost of more than US\$1 billion. The government has offered great incentives for health care investors such as a lower corporate income tax rate; 4-year tax exemption and land rent reduction/exemption for at least 7 years.

Trade between UK and Vietnam

UK exports of goods and services to Vietnam surpassed half a billion pounds sterling for the first time in 2011. This was the result of sustained growth over some years - both total bilateral trade and UK exports of goods and services to Vietnam more than doubled in the five years following Vietnam's accession to the WTO in 2007. Bilateral trade increased by 26% from 2010 to 2011.



Source: CIA World Fact Book

Trade statistics - Top 5 UK Exports to Vietnam in 2012

Description	USD
Machinery and equipment	172.6
Pharmaceutical products	73.7
Pesticides	44.4
Chemical products	39.9
Steel and metal scrap	33.5

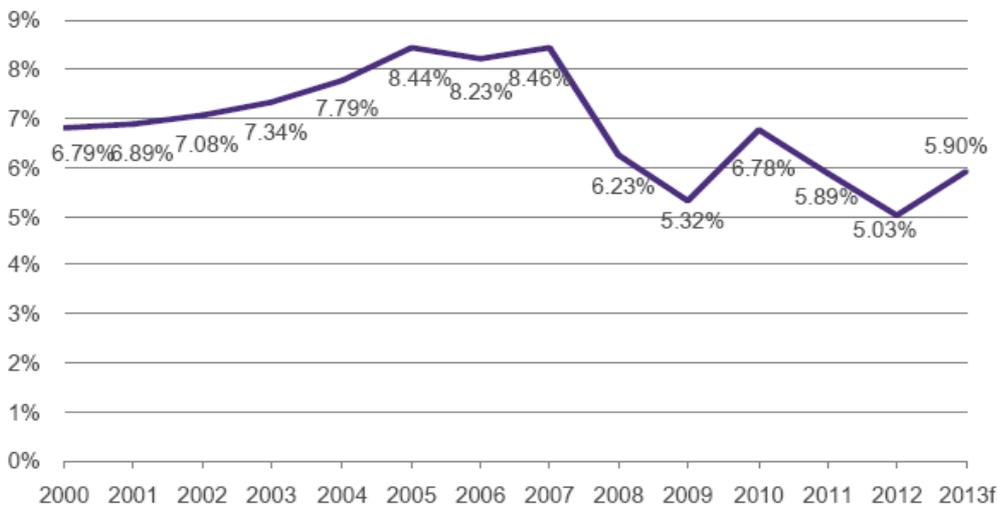
Economic Overview

With a population of 89 million and a GDP of US\$320 billion (based on purchasing power parity), Vietnam is the 42nd largest economy in the world, just below Singapore. The country has undergone dramatic transitions since the decision in 1986 to reorient the economy towards a more market-driven model. The implications of this policy shift are still being felt, as Vietnam continues to internationalise its economy. Building on WTO accession in 2007, Vietnam is now negotiating a free trade agreement with the EU, and is also in talks on the Trans-Pacific Partnership.

GDP growth in real terms is forecasted to average 5.6% between 2012 and 2020. Having fallen in 2012, foreign direct investment appears to be on the increase again, having risen by 7.1% in the first quarter of 2013. This has been largely driven by investment from Japan and South Korea.

GDP Growth Rate (2000 - 2013f)

Source: GSO



(GSO: General Statistics Office www.GSO.gov.vn)

GDP per capita is US\$3591 (2012 estimate, based on purchasing power parity), having increased by 28% since 2008. The average monthly wage in 2012 was 3,740,000 Vietnamese Dong (approximately £110). Unemployment is around 4.3%. In recent years, Vietnam has faced challenges with inflation (which peaked at over 23% in August 2011) but the Government prioritised anti-inflationary measures, which has brought inflation down dramatically since then. This rebalancing of stability over growth bodes well for the longer term sustainability of the economy.

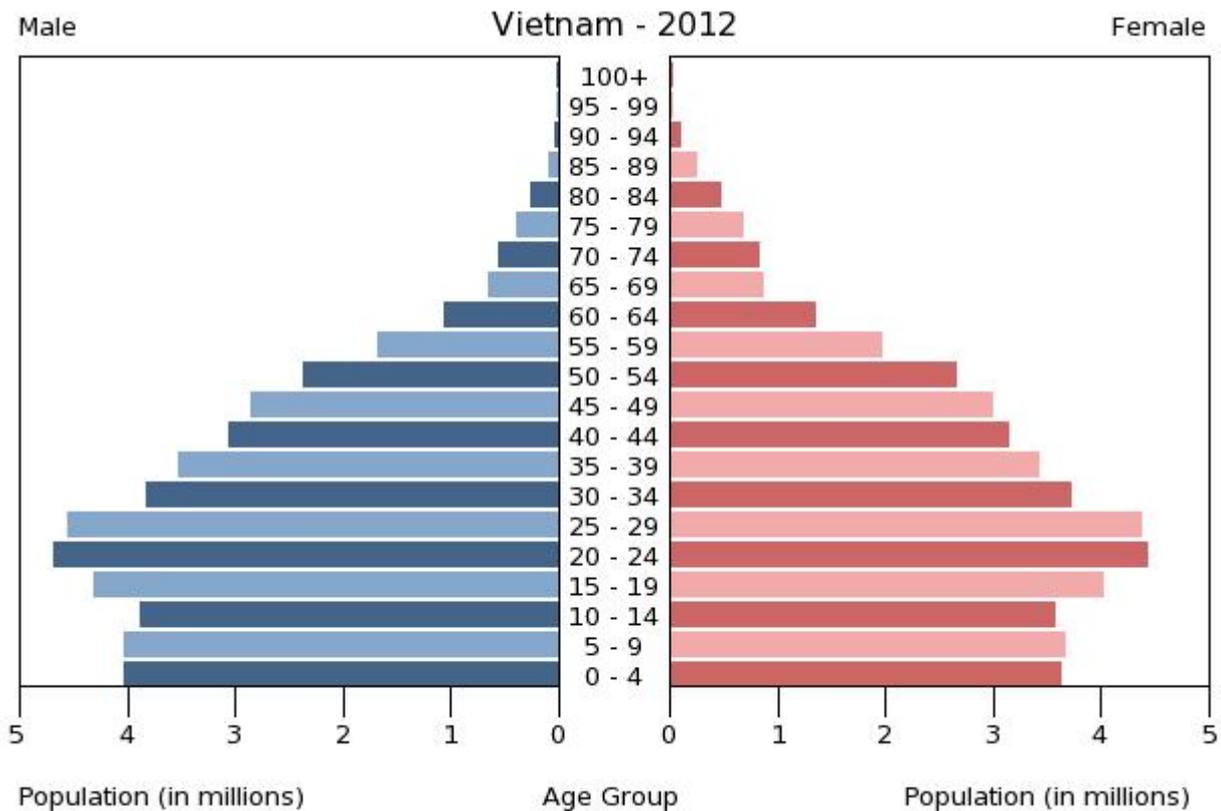
The Government has an extensive programme of reform of the State Owned Enterprises planned. Progress on this agenda has not been as fast as some had hoped, but the longer-term strategic ambition of a transition to a more efficient economy with the private sector playing a greater role seems clear. SOEs currently represent around 40% of GDP, so the implications of these reforms will be significant. As the private sector continues to expand, so the economy is expected to become more dynamic, with emerging opportunities for UK businesses.

For additional information on Vietnam's economy you may also wish to check the following sources:

- World Bank's Country Profile for Vietnam
- OECD's Country Pages
- IMF's Country Information
- Bank of Vietnam

Population

Vietnam is the thirteenth most populous country in the world, with approximately 89 million inhabitants. The labour force is approximately 49.1m (2012 estimate) and growing by a million each year. The population is also very young, with a median age of 28.2 years.



Political Overview

Vietnam remains a one party state. Power rests with the Communist party of Vietnam (CPV), the only political party permitted to exist. The CPV executive is the 150 member Central Committee. The Central Committee selects the 14 member Politburo. The powerful Politburo Secretariat is responsible for the day-to-day management of the CPV. A number of members of the Central Committee and Politburo also hold senior positions in the State or Government, including President Truong Tan Sang, Prime Minister Nguyen Tan Dung and National Assembly Chairman Nguyen Sinh Hung

Getting here and advice about your stay

FCO Travel Advice

The FCO website has travel advice to help you prepare for your visits overseas and to stay safe and secure while you are there.

For advice please visit the FCO Travel section.

Getting here

By air

Vietnam Airlines fly direct to Vietnam from Gatwick Airport. Visitors also have the option to transit via regional hubs such as Hong Kong, Singapore or Bangkok.

At the airport

Taxis from Tan Son Nhat Airport (Ho Chi Minh City) to the city centre cost approximately VND150,000 (£5) and take approximately 30 minutes. Taxis from Noi Bai Airport (Hanoi) to the city centre cost approximately VND350,000 (£11) and take approximately 60 minutes.

Visas

Business visas are required. Check with your nearest Vietnamese Embassy. A 30-day business visa will generally be issued.

Your stay

www.vietnamtourism.com can help you plan your trip.

Preparing to Export to Vietnam

In most cases doing business in Vietnam requires local representation in the form of an agent or distributor.

The appointment of a local partner/representative will only be the first step. Vietnam is a market where personal relationships are important. This requires an investment primarily of time and personal presence. Likewise, product training for the agent's workforce is essential, as are regular updates on developments, modifications, competitor activity etc. Therefore regular visits to the market, especially during the early phase, are an important part of a successful interaction with the agent / distributor.

UKTI's team in Vietnam can provide a range of services to British-based companies wishing to grow their business in the Vietnamese market. Our services include the provision of market information, validated lists of agents/potential partners, key market players or potential customers; establishing the interest of such contacts in working with the company; and arranging appointments. In addition, they can also organise events for you to meet contacts or promote a company and its products/services.

Companies wishing to set up a local base may also benefit from support and advice by the UKTI Section of the British Embassy in Hanoi or the British Consulate General in Ho Chi Minh City. The British Business Group Vietnam (BBGV) can also help with useful advice and contacts.

You can commission these services which are chargeable and operated by UK Trade & Investment (UKTI) to assist British-based companies wishing to enter or expand their business in overseas markets. Under this service, the Embassy's and Consulate General's Trade & Investment officers, who have wide local experience and knowledge, can identify business partners and provide the support and advice most relevant to your company's specific needs in the market.

How to do business in Vietnam

What companies should consider when doing business

Understanding of local business practice: Vietnamese business culture is very different from the UK. Smiles and nods do not mean “yes” to your proposal. Make sure that you understand your contacts enough and be ready to socialise.

Due diligence of business partner: Most commercial disputes arise from lack of understanding of business partners. The advice we often give to new comers is to study the partner carefully, cross-check references before entering any contract.

Dispute resolution: In Vietnam “face” is extremely important, therefore when there is a dispute, it should be resolved amicably by disputed parties. Bringing the case to court would be the end of the commercial relationship and the process afterwards would be very pedantic for the foreign side.

Transparency and Personal relationships: Getting information in Vietnam is very difficult. If you can get it officially or publicly, it means the information is of limited use. Important information, especially about the decision-making process, could be obtained better by personal relationships.

Gateways/Locations – Key areas for business

Ho Chi Minh City is the largest commercial centre (with a population of over 7 million), there are industrial parks situated around both Ho Chi Minh City and Hanoi.

Market entry and start up considerations

British companies can approach the Vietnamese market in several ways:

- Export direct;
- Set up an agency;
- Appoint a distributor;
- Open a representative office
- Open a branch
- Form a joint venture
- Set up a 100% British owned company
- Enter into a business cooperation contract
- Enter into a Build-Operate-Transfer type contract
- Franchise/Licensing

In the case of direct exports it is advisable to have a local representative acting as an importer/distributor. In some certain cases, pre-registration of exporters/producers is required.

To date there are more than 160 British direct investments into Vietnam of which 75% are 100% British owned. British presence in the form of representative office is countless because they are opened by regional subsidiaries.

Advertising & Sales Promotion

Vietnamese people believe in “word of mouth”. Therefore, if you are recommended by an influential industry expert, your chances of winning are much greater. They also have certain biased beliefs that “made-in-Japan” means reliable and durable, “made-in-Germany” means excellent technologies, “made-in-France/Italy” means glossy fashion and cosmetics, etc. and “made-in-the-UK” means high quality and expensive.

Vietnam has the highest internet penetration rate in the region and young people are very hi-tech-savvy. Internet advertising is becoming more and more popular. Most companies have a website, however, they do not invest in maintaining and updating properly and regularly. In many cases emails will not be answered if there are no prior conversations. Although emailing is widely used, face-to-face meetings and written correspondence (especially in state agencies) still prevail as Vietnamese people attach importance to personal relationships, real signature and ink stamp.

Customs

Vietnam applies a “traffic light” system for customs clearance. Thus, if your local importer is eligible to “green”, the process is much faster. There is a wide network of custom brokers and freight forwarders in the country who could help with customs clearance.

Most of imported goods are subject to import duties and VAT, the rates vary depending on what is being imported. Customs valuation is rather a problem in many cases as Vietnam maintains a price-reference database to avoid under-invoicing.

Legislation and Local Regulations

Vietnam is signatory to six regional FTAs (ASEAN FTAs with China, Japan, Korea, India, Australia & New Zealand) and a number of bilateral FTAs with Japan and Chile. It is also negotiating to enter into the Trans Pacific Partnership Agreement, the EU-Vietnam FTA and FTA's with Korea and Russia. Therefore, if your UK-based company is in a contract with a Vietnamese buyer, goods and services provided by your overseas subsidiary in these countries will benefit from preferential import duties.

Entering into many international agreements has put Vietnam under pressure to reform domestic legislation. To date Vietnamese laws and regulations are very much in line with international practice. Yet, there are still inconsistencies which take time to resolve.

Exchange Controls

State Bank of Vietnam (SBV) imposes strict controls on foreign exchange transactions. State Owned Enterprises and Vietnamese private companies are permitted to buy foreign currency from commercial banks but Foreign Invested Enterprises are required to obtain Convertibility Rights from SBV. Convertibility rights are generally given to companies operating in specific import substitute and other "important" industries and are normally included in the Investment License. Please be aware that having a convertibility right does not guarantee availability, as foreign exchange availability is based on market participants position (banks) and monetary policy initiatives of the SBV.

Remittance of foreign currency out of Vietnam is only allowed under the following circumstances:

1. Payment for goods and services is subject to the importer having an Import License as well as other supporting import documents (i.e. purchase contract, invoice, customs declaration form etc)
2. Remittance of dividends subject to clearance from Vietnamese Tax Authorities
3. Repayment of foreign loans and interest
4. Payment of salaries, bonuses and allowances to expatriate employees; In summary, companies are advised to obtain import licenses and convertibility rights at their earliest convenience. Please consult with your bank and/or your legal representatives in-country regarding "Getting Paid in Vietnam".

Taxes

Vietnam has a complex tax system and has a variety of taxes, including corporate income tax, value added tax, special sales tax, withholding tax, capital gains tax, national resource tax, property tax, environmental protection tax, personal income tax, etc. Tax incentives apply, subject to certain conditions. Different establishments (permanent or non-permanent) are treated differently.

Vietnam has signed a double taxation avoidance agreement with the UK, therefore, a deemed tax on foreign contractors may be eliminated or reduced.

Responding to Tenders

Although Vietnam has not yet committed to "Government Procurement" thus still giving preference to local companies in public tenders, there are a great deal of international competitive bids which follow international rules.

Projects which are considered an opportunity for UK companies will be published in the UKTI portal, under the 'Business Opportunities' section.

Documentation

In most cases, your local representative is in the best position to provide you with the list and format of documents that are required for entry of your goods into Vietnam. Nevertheless, you could visit the website of Vietnam's General Department of Customs (www.customs.gov.vn) for a comprehensive list.

Getting your Goods to the Market

Sea and air are the more used shipping options for entry of goods in Vietnam. Haiphong, Da Nang and Saigon are most popular international seaports, and Noi Bai and Tan San Nhat are busiest international airports in Vietnam.

Make sure that you and your importer understand the Incoterms used. The CIF (Cost with Insurance and Freight) is used as the dutiable value.

For further information on freight forwarders operating in Vietnam, contact the UKTI Vietnam.

Standards and Technical Regulation

Vietnam has its own sets of standards and technical regulations (including labelling), which are in line with international ones, however exemption/simplification only applies where there is a mutual agreement with the other country. Make sure that you have obtained necessary technical licenses (if any) before exporting. The licensing process could take you some time.

Intellectual Property Rights

Vietnam has the regulations in place will but is still far from implementing robust enforcement, therefore, it is recommended that you undertake self-protection measures before bringing your products in. There are a number of routes for you to approach if you are faced with an IP infringement: market surveillance inspectors, customs investigators, economic police, different inspectorates under each ministry. UKTI Vietnam can help you protect your legitimate IP rights in Vietnam by working with these authorities.

Business Etiquette, Language and Culture

Make contact at an early stage with the decision-makers at all levels, central government, provincial / city, local and with industry. It is advisable to seek assistance from the Vietnamese Chamber of Commerce and Industry and other governmental organisations working to build business in Vietnam. These organisations have influence and a wide range of contacts.

Build relationships first, business will not happen without them. If you are planning to set-up in Vietnam, consult a lawyer about the possible options and how you plan to conduct business here. There are limits to what types of business entities such as "Representative" offices can do.

Language

Before attending a business meeting it is best to check whether the Vietnamese business person is comfortably undertaking discussions in English. UKTI Vietnam can supply a list of professional interpreters if required.

Meetings and Presentations

Use a business card and present it with both hands. Greet your Vietnamese interlocutor by name – make an effort to pronounce the name correctly (e.g. Mr Nguyen Nam Thuy would be Mr Thuy, Nguyen is the family name).

As in other countries, more than anything it is important to target the right person in your contacts, the decision-maker. It is also preferable to establish new business contact via an introduction; Vietnamese will not answer impromptu telephone calls or emails.

Appointments will often be confirmed only a few days before the planned meeting.

You can start a conversation about a Premier League football match to break the ice. Most Vietnamese people support Manchester United.

Negotiations

At a working level the bureaucracy can sometimes be frustrating, pedantic and even seemingly obstructive. Patience and perseverance are key personal attributes. Things do not work at the same pace as in the West.

What are the challenges?

The most often cited challenges of doing business in Vietnam are inadequate infrastructures, skills and bureaucracy. Vietnam has made applaudible progress on the latter by cutting down (approx. 30%) red tape. The former two have actually become opportunities for foreign companies as Vietnam does not have expertise and capacity. For more information on these and other opportunities, please contact UKTI Vietnam.

Getting Paid – Terms of Payment

A common method of payment for import of goods is by Letter of Credit. Sometimes arrangements can be made between the beneficiary overseas and their banks (“silent confirmations”) at a cost. As a note of caution, Vietnamese banks do not always accept that a letter of credit constitutes an irrevocable commitment on their part. Exporters should, therefore, seek a Letter of Credit opened by a foreign bank with a branch in Vietnam.

Lists of local lawyers and chartered accountants are available on request from UKTI Vietnam.

How to Invest in Vietnam

Vietnam has a pro-investment policy. Investment incentives and different treatment levels apply to different categories of sectors and groups of geographical areas. Incentives include exempt or reduced corporate income tax for a number of years, land rents, import duty exemption for capital goods, deferred payment of VAT, etc. An investment license is valid for up to 50 years, renewable up to another 50 years.

The Foreign Investment Agency (fia.mpi.gov.vn) is the central licensing authority which grants licenses to a certain type of investment. It is supported by local departments of investment in 63 provinces throughout the country ready to provide help to foreign investors. In a number of cases, the investment license must be approved by the Prime Minister.

Investment in Vietnam can be made directly or indirectly through the purchase of shares. The current process of equitisation of Vietnamese State-owned Enterprises is offering opportunities to foreign investors to break into some sectors which are state monopolies.

Contacts

If you have a specific export or investment enquiry about the Vietnamese market which is not answered by the information on this report, you may contact:

UK Trade & Investment Enquiry Service

Tel: +44 (0)20 7215 5000

Email: enquiries@ukti.gsi.gov.uk

Otherwise contact the team in Vietnam directly:

UK Trade & Investment Vietnam

UK Trade & Investment (Hanoi)

4 Floor, Central Building

31 Hai Ba Trung

Hanoi

Vietnam

Tel: +84 (4) 3936 0500

Email: UKTIVietnam@fco.gov.uk

www.ukti.gov.uk

UK Trade & Investment (Ho Chi Minh City)

25 Le Duan, District 1

Ho Chi Minh City

Vietnam

Tel: +84 (8) 3825 1380

Email: UKTIVietnam@fco.gov.uk

www.ukti.gov.uk

We have 7 staff working at the British Embassy in Hanoi and 7 staff in Ho Chi Minh City dedicated to helping British exporters win business in Vietnam, as well as assisting Vietnamese investors to the UK.

Resources/Useful Links

Country Information:

BBC Website:

http://news.bbc.co.uk/1/hi/country_profiles/default.stm

FCO country information

<https://www.gov.uk/government/world>

Culture and communications:

CILT – National Centre for Languages - Regional Language Network in your area:

http://www.cilt.org.uk/workplace/employer_support/in_your_area.aspx

Kwintessential culture guides:

<http://www.kwintessential.co.uk>

HM Revenue & Customs:

www.hmrc.gov.uk

Export Control

Export Control Organisation:

<https://www.gov.uk/beginners-guide-to-export-controls>

Export Finance

UK Export Finance

<http://www.ukexportfinance.gov.uk>

Intellectual Property

Intellectual Property Office:

www.ipo.gov.uk

Market Access

Market Access Database for Tariffs (for non-EU markets only):

<http://madb.europa.eu/madb/indexPubli.htm>

UK Trade Tariff

<https://www.gov.uk/trade-tariff>

Standard and Technical Regulations:

British Standards Institution (BSI):

<http://www.bsigroup.com/en/sectorsandservices/Disciplines/ImportExport/>

Trade Statistics:

National Statistics Information:

<http://www.statistics.gov.uk/hub/index.html>

UK Trade Info:

<https://www.uktradeinfo.com/Pages/Home.aspx>

Travel

FCO Travel:

<https://www.gov.uk/browse/abroad>

NHS:

<http://www.nhs.uk/nhsengland/Healthcareabroad/>

GOV.UK: International Trade

GOV.UK's International Trade pages provide an overview of export basics including licensing, customs procedures, classifying and movement of goods, other regulatory information and export paperwork issues. It also introduces exporters to the UK Trade Tariff.

Essential reading for exporters!

Find out more at: <https://www.gov.uk/browse/business/imports-exports>

Produced by the UKTI Team in Vietnam

Contact: Paul Higham

Email: paul.higham@fco.gov.uk

Last Updated: June 2013

©Crown Copyright 2013

You may reuse this information (not including logos, images and case studies) free of charge in any format or medium, under the terms of the Open Government Licence. To view this licence, visit www.nationalarchives.gov.uk/doc/open-government-licence/ or write to the Information Policy Team, The National Archives, Kew, London TW9 4DU, or email: