

# Tax Services Capability Statement

Grant Thornton Vietnam



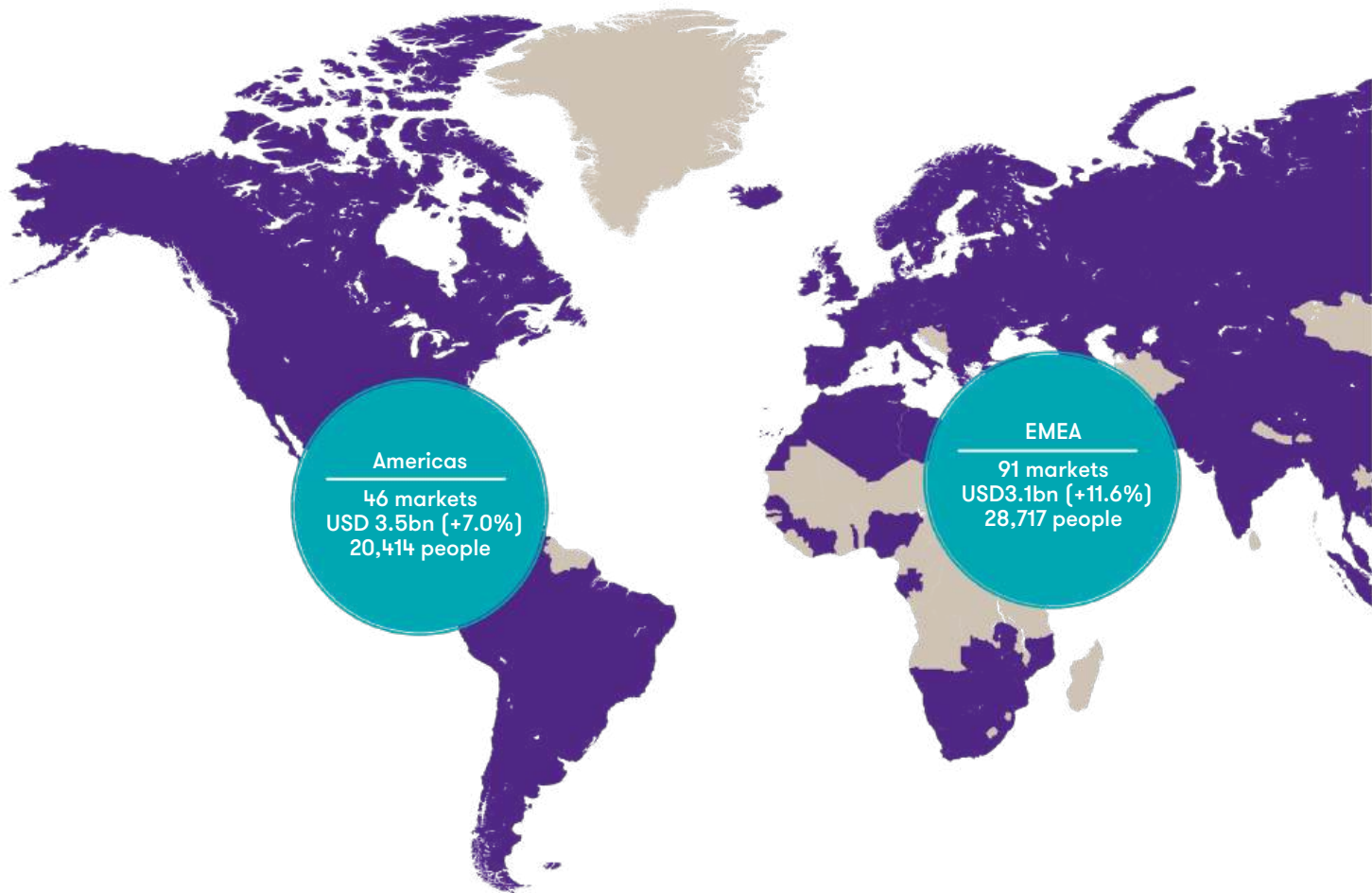


# Contents

<b>Section</b>	<b>Page</b>
About Grant Thornton	04
Your business journey and our assistance	08
Pre-establishment	10
Establishment	12
Operation	14
Growth and Expansion	16
Dissolution	18
Team Introduction	20
Connect and Collaborate Locally and Internationally	22

# Grant Thornton International

We're a network of independent assurance, tax and advisory firms, made up of more than 80,000 people in 150 markets. We're here to help dynamic organisations unlock their potential for growth.



Our distinctive client experience sets us apart



USD 8.5bn  
(2025 revenue)



80,000+  
people



750+  
offices



150+  
markets

For more than 100 years, we have helped dynamic organisations realise their strategic ambitions. Whether you're looking to finance growth, manage risk and regulation, optimise your operations or realise stakeholder value, we can help you.

We've got scale, combined with local market understanding. That means we're everywhere you are, as well as where you want to be.



## Over 80%

of clients rate us as world-class in the areas

that matter most to them

## A different way of doing business

Privately owned enterprises, listed companies and public sector organisations come to us for our global scale, quality, industry insight and deep technical expertise. But what sets us apart is our distinctive client experience which leads to more meaningful advice and a better working relationship.

APAC 19 markets  
USD 1.4bn  
(+11.2%) 28,503  
people

## 2025 global revenue by service line (USD)



## Greater partner attention for clients (member firm partner to people ratio)



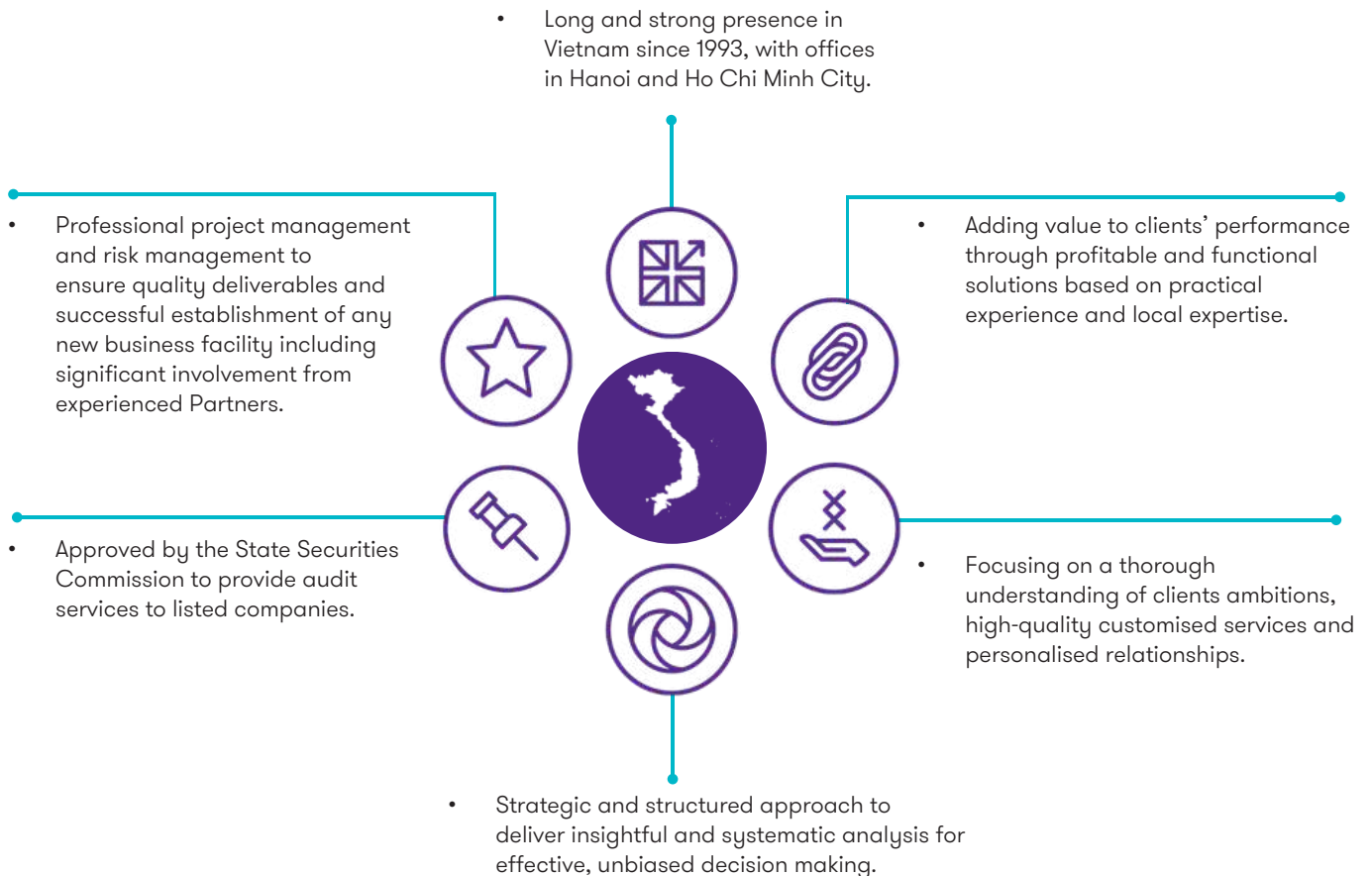
# Grant Thornton Vietnam

We are a leading international auditing and consulting firm that provides a complete range of services including audit, tax, advisory and business process solutions services. We're here to help ambitious companies unlock their potential for growth.



**Nguyen Chi Trung**  
Chairman and CEO  
Grant Thornton Vietnam

“ At Grant Thornton Vietnam you benefit from a combination of four global connections and locally developed solutions to ensure that you reach your goals and achieve success in Vietnam.”





**Kenneth Atkinson**

Founder and Senior Board Adviser  
Grant Thornton Vietnam

“ As an owner managed business, we understand the challenges and the keys to unlock your potential and achieve your strategic ambition in this fast growing economy. ”

## Key figures and facts



**33**  
years in  
Vietnam



**2**  
offices in Hanoi  
and Ho Chi Minh  
City



**380+**  
employees in  
Vietnam



**12**  
Partners in  
Vietnam



**Certificate of merit**  
From the Prime  
Minister of Vietnam  
for contributing  
and developing  
Independent  
Auditing Services  
in Vietnam.



**Golden Dragon  
Award**  
We were honored  
and recognised  
as a Leading  
Professional Firm  
by the Vietnam  
Economic Times  
for 9 consecutive  
years.



**BritCham's  
Honorary Service  
Award 2021**  
We were  
recognised for  
our over-25-year  
milestone of great  
contribution to the  
British-Vietnam  
relationship by the  
British Chamber  
of Commerce in  
Vietnam.



**Best Companies  
to Work for in  
Asia 2021 Award**  
We were honored  
to be recognised  
as one of the Best  
Companies to  
Work for in Asia  
2021 – Vietnam  
region by HR Asia  
Magazine.



**Large  
International  
client base**  
More than 70%  
of our clients  
are international  
businesses. Also,  
we have extensive  
experience  
in servicing  
Vietnamese  
clients.



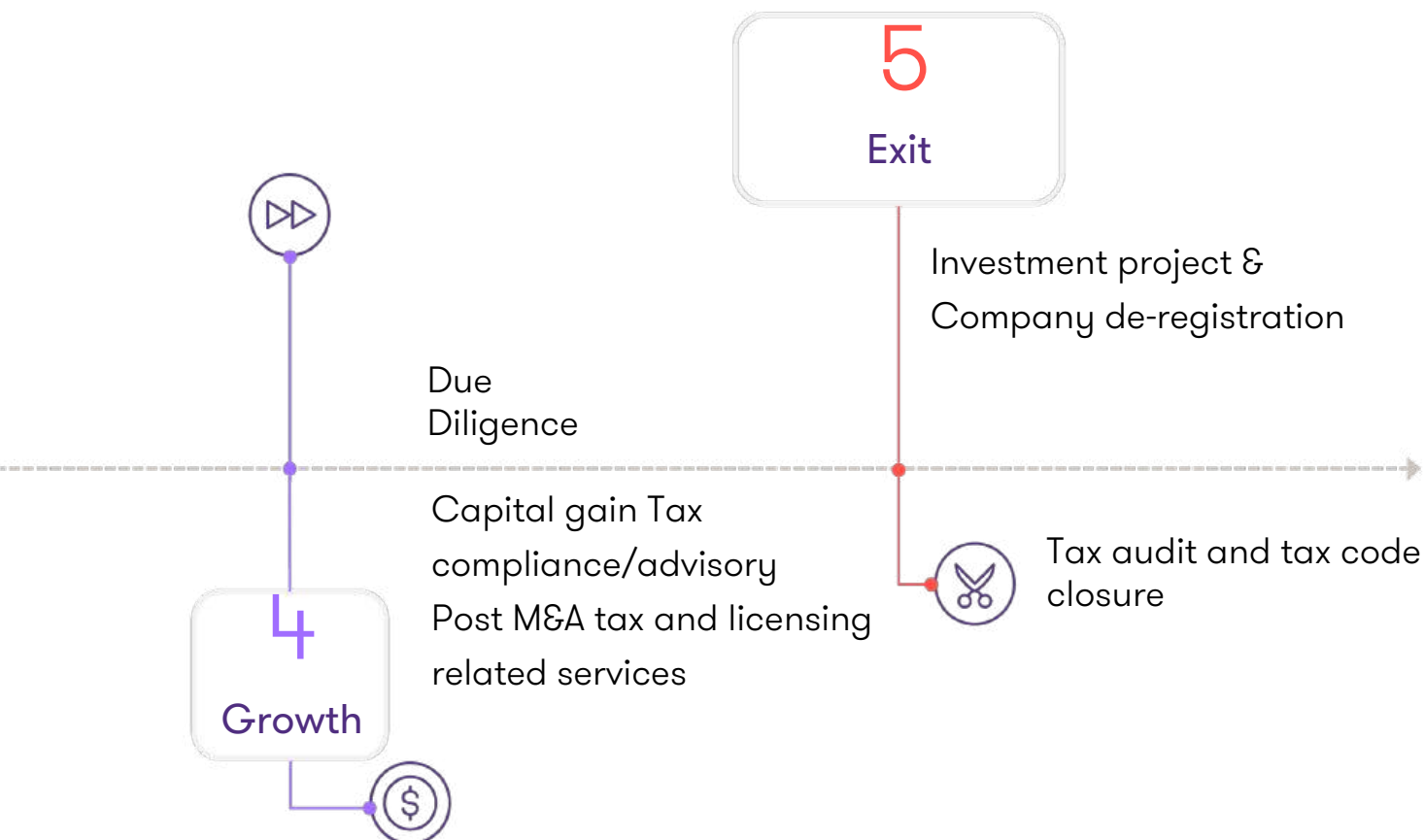
**Our services**

- Audit
- Tax
- Advisory
- Business Process Solutions
- Technology Solutions Consulting
- International Corporate Structuring Services

# Your business journey and Our assistance

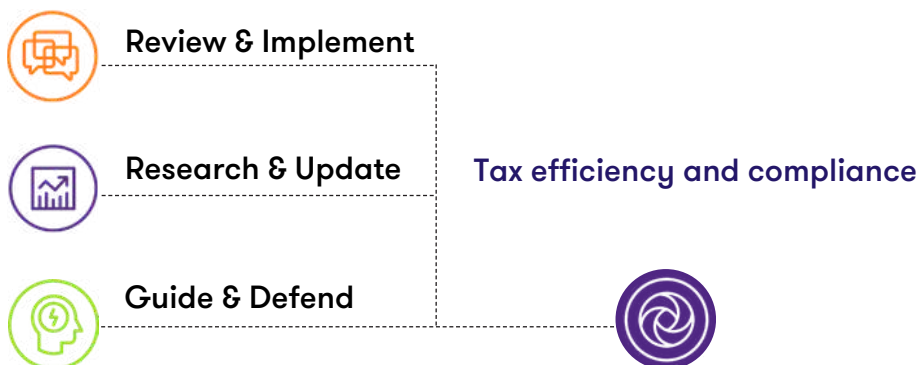
## 5 phases of your Business Journey & Our assistance



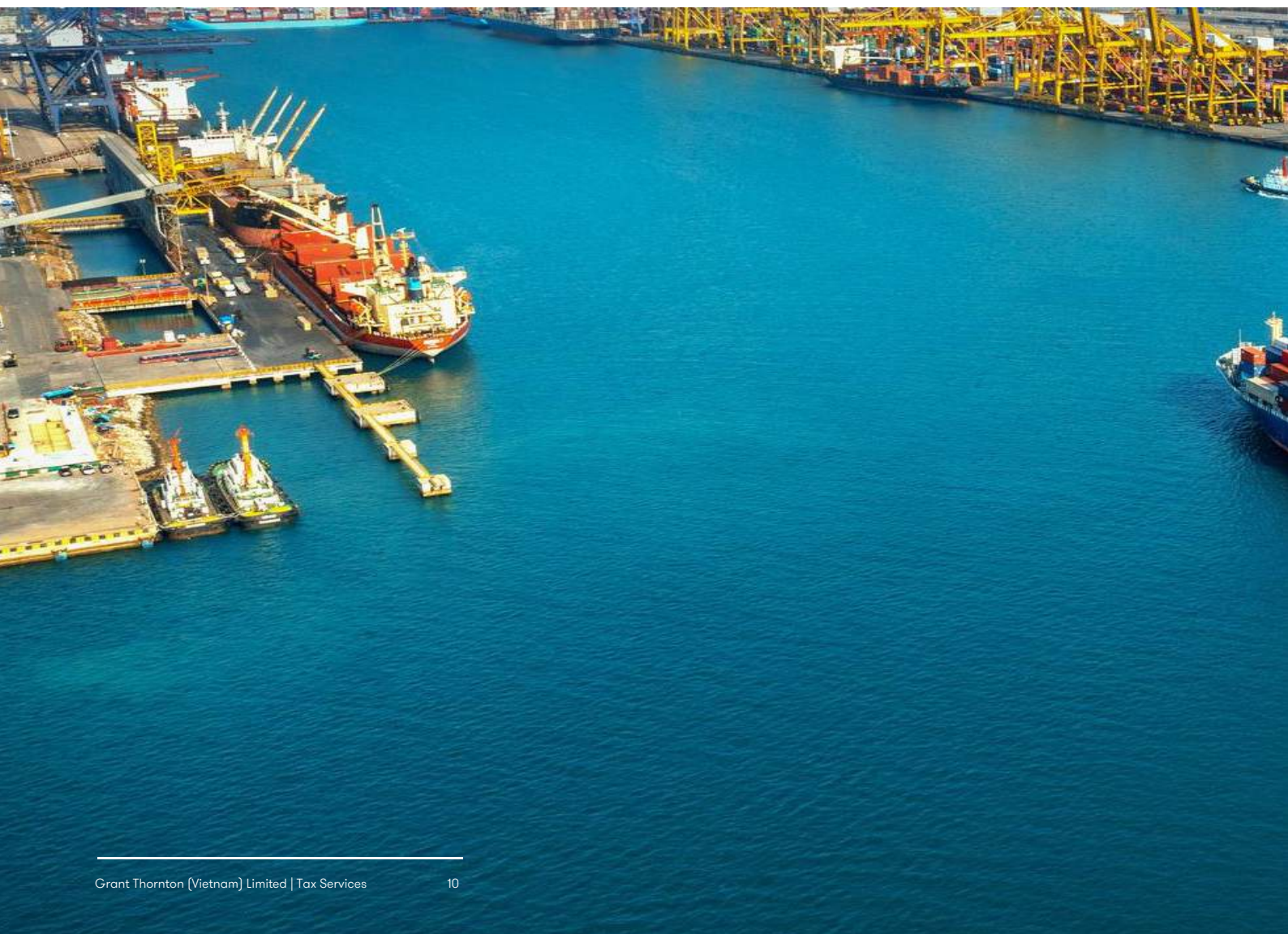


## Our approaches

Our tax services help you gain trust and stay ahead, enabling you to manage your tax transparently and ethically.



# Pre - establishment



# Market entry & Pre-licensing advisory

At Grant Thornton Vietnam, we provide tailored and agile solutions that address your specific business needs, enabling you to concentrate on what matters most - your core operations.

We provide a clear roadmap to support foreign investors establish and operate their businesses in Vietnam. Through our market entry and pre-licensing advisory, we help clients navigate through:

- Vietnam's dynamic business and regulatory environment
- Optimal incorporation options and tax-efficient structures
- Step-by-step incorporation procedures and timeline
- Core tax and compliance requirements
- Tax treatment of pre-establishment expenses

In addition, we can extend and customize our support into a full feasibility study, offering valuable insights through market and industry analysis to guide your investment decision-making with confidence.



# Establishment

# Licensing and Post-licensing

We assist clients from different jurisdictions in establishing their companies, representative offices and ensuring full compliance with statutory regulations.

## LICENSING

Assistance in obtaining and amending key licenses and certificates, including:

- Investment Registration Certificate and Business Registration Certificate
- Specialized Business License and Sub-license for enterprises, especially Foreign Invested Enterprises
- Certificate on Establishment of Representative Office
- Contractor Permit, Certificate on Establishment of Project Executive Office for Foreign Contractor/Sub-contractor

## POST-LICENSING

Comprehensive post-licensing support to ensure your business is fully operational and compliant, including:

- Company stamp
- Assistance in opening Direct Investment Capital Account and current accounts with commercial banks in Vietnam
- Support for personal and organizational identification authentication procedures
- Obtaining e-signature token, software for tax and compulsory insurance compliance
- Registration of FIA (foreign investment agency) account for required periodical reports

## INITIAL SETUP

We assist newly established entities in completing essential tax and compliance setup procedures, including:

- Notification of depreciation method to the managing tax authority
- Setup of e-invoice and e-tax certification and notification to the managing tax authority
- Provide compliance requirements schedule and checklist
- Tax briefings covering key types of taxes and guidance on documentation for tax filing
- Assistance in identity authentication procedure for corporate and organization clients

# Operation

# One-stop tax services

## Tax Compliance services

Our tax compliance services are designed to support businesses in meeting statutory tax declaration obligations in accordance with the Vietnamese tax regulations which are frequently updated and revised. Our scope of services covers all taxes relevant to your business, including but not limited to:

- Preparation and review of tax returns for Value Added Tax, Corporate Income Tax, Foreign Contractor Tax and Business License Fee on a monthly, quarterly and annual basis.
- Transfer pricing compliance, including transfer pricing disclosure forms and compliant documentation (i.e. Local Files, Master Files and Country-by-country profitability report).
- Global Minimum Tax compliance services.
- Tax retainer services offering regular updates on regulatory changes, second opinions on day-to-day tax matter and access to our publications, seminars, and webinar.

## Payroll and labour compliance/ global mobility services

Our payroll and global mobility services help businesses manage labour, immigration and personal income tax compliance effectively. We ensure compliance with local labour and immigration regulations while supporting your businesses in optimizing tax efficiency of your workforce in Vietnam.

We also assist with expatriate transfers and employment arrangements for both foreign and local employees

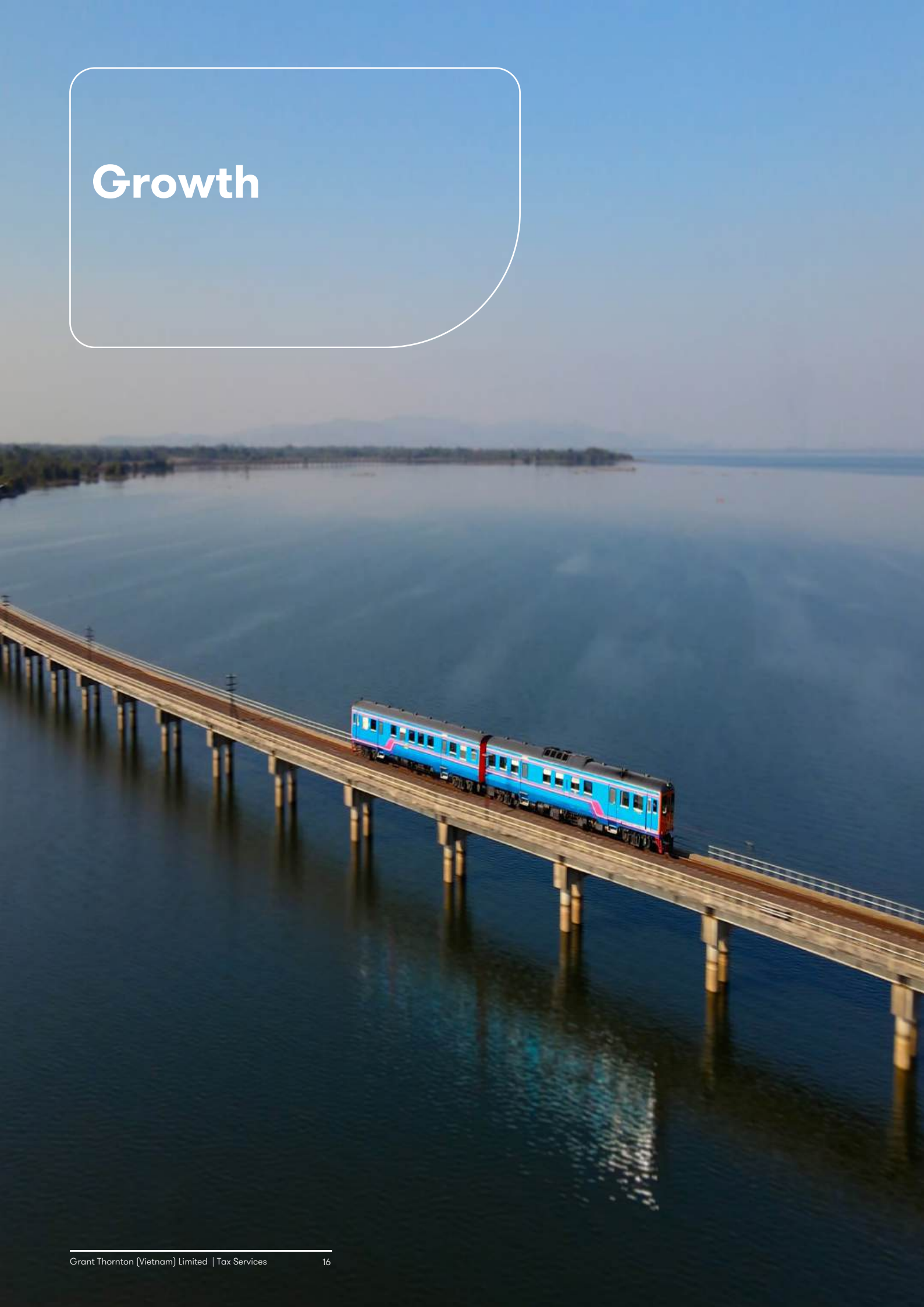
- Payroll processing
- Compulsory insurance compliance, including registration, de-registration, benefit claims and related procedures
- Labour force reporting
- Tax briefings and planning
- Personal income tax filing

## Ad-hoc Tax & Corporate services

Our ad-hoc services are tailored to address your specific needs of your business. We provide end-to-end support – from analysing your tax position and identifying key risk areas, to implementing practical solutions and defending your position before the tax authorities. Our scope includes:

- International tax planning
- Tax advisory on tax-efficient structuring, transfer pricing, business models and transactions
- Tax and transfer pricing review and health check
- Customs and trade tariff compliance and advisory
- Tax audit support, dispute resolution
- Tax refund assistance
- Offshore loan registration and reporting
- Repatriation of funds – preparation and implementation
- Direct and Indirect Capital Gains Tax advisory

# Growth



# Growth and Expansion

Mergers & Acquisitions ("M&A") are useful tools for companies seeking to enter or expand in the Vietnam market. Successful deals are direct results of well-defined strategy and thorough planning - especially in cross-border deals where differing tax, financial and regulation systems can present significant challenges. Our M&A support services are designed to assist both buyers and sellers to identify risks and optimise deal efficiency.

## Assess opportunities

- Pre-investment / Re-structuring advisory

## Execute Buy side

- Tax due diligence
- Tax-efficient deal structuring advisory
- Review of tax clauses in the Share Purchase Agreement

## Accelerate value

- Licensing and post-licensing services
- Implementation assistance to mitigate tax risks (from our tax due diligence report)
- Tax compliance/ Tax health check services
- Support in assets and employee transfer

## Sell side

- Tax and transfer pricing health check service
- Implementation assistance to mitigate tax risks
- Tax audit assistance
- Strategic tax advisory on the deal structure

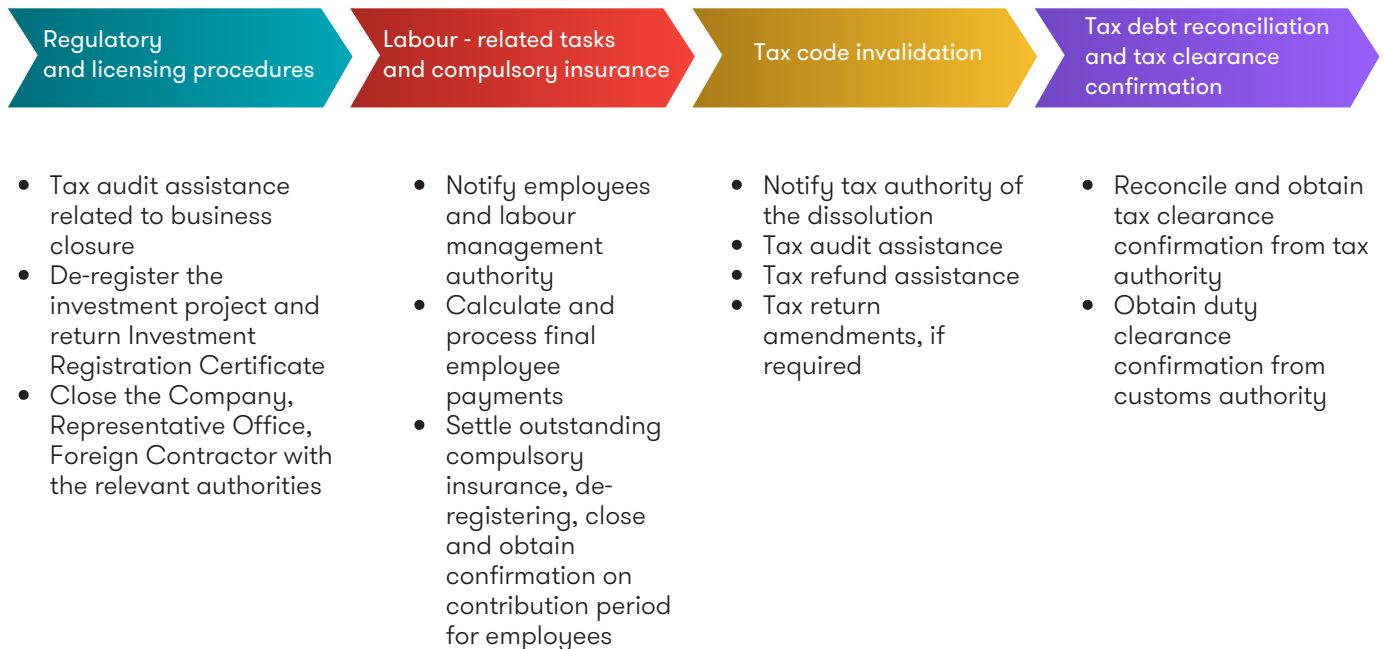
- Assistance in reviewing the Tax due diligence report prepared by the buy side
- Assistance in settlement of tax issues with advisor from buy side
- Review of tax clauses in the Share Purchase Agreement

- Assistance in Capital Gains Tax declaration

# Exit

# Exit or Transition

Closing a business in Vietnam involves a multi-step process that requires careful coordination across regulatory, tax, and labour-related areas. We provide comprehensive support to ensure a smooth and compliant exit.



The duration of dissolution procedures can range from six months to over two years, depending on various factors such as the company's business scale, tax position, frequency of tax audits, documentation status, and the schedule of the tax authorities. Our team ensures timely and proactive follow-up at every stage to help you navigate the process efficiently.

# Team Introduction



# Tax Team



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# Connect and Collaborate Locally and Internationally

## Our services at a glance

Grant Thornton unlocks the potential for growth for dynamic organisations. This is our Brand Promise directly shapes our Client Promise:

- We discover what's important to our client and make it important to us
- Agile and responsive service
- Pragmatic solutions to help our clients improve and grow
- Collaborative team with a different mindset

The Grant Thornton Client Journey will include the core steps such as starting the engagement, service delivery, finalising the engagement and on-going relationships.

Being a critical part of Grant Thornton Client Journey, our Business Development Team will help to connect prospective clients with the right experts anywhere in the global and local network to provide the right support. Grant Thornton Vietnam has been recently appointed as ASEAN Business Development Project leader which will intensify the development collaboration among countries in the region.

We strive to live up to our Brand and Client promise through our well qualified people who live our firm's values.

## Japan Desk

We provide high quality services, including Audit, Tax, Advisory and Business Process Solutions for Japanese clients in Vietnam.

Our Japan-focus for Vietnam was established in 2014 in both Hanoi and Ho Chi Minh City to serve as a bridge with Grant Thornton Japan. They consist of Japanese staff and many Vietnamese experts.

There are full-time basis Japanese professionals or Japanese speaking professionals in our Japan Desk in Vietnam and 21 other locations in 16 countries (Australia, Brazil, Cambodia, China, France, India, Indonesia, Ireland, Malaysia, Mexico, Philippines, Singapore, Taiwan, Thailand, UK, USA, Vietnam). We have bilingual professionals who speak Japanese and English, Chinese, Spanish etc.

As we are "One firm", Grant Thornton Vietnam and Japan support your business under the slogan of Seamless Services in a Timely Manner.

### Our Brand Promise



### Our Client Promise



### Our Client Journey



**Trinh Thi Tuyet Anh**

Business Development cum International  
Liaison Director  
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### One-stop Service

Having various experts, we can provide a One-stop Service, including Transfer Pricing, Corporate Finance Advisory and other Advisory Services.

#### How can we support:

- High quality professional services in Japanese
- Timely communication with the local experts
- Local compliance in doing business in Vietnam
- Merger & Acquisition service, particularly in Due Diligence (sell side or buy side)



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## Korea Desk

Our Korea desk in Vietnam has been established since 2019 to serve the Korean clients. Our Korean team consisting of Manager and staff will work with our member firm, Grant Thornton Korea (DaeJoo), if necessary, to provide the distinctive and differential client experience service. Our services are included: Audit, Tax, Advisory and Business Process Solutions.

### How can we support:

- Grant Thornton professional services in Korean language with Korean experts
- Strong network with Korean law firms and financial institutions
- Agile responses for local compliance matters
- Tax and accounting updates in Korean language



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## China Desk

Growing a business beyond your country's borders requires extensive research, planning, preparation and good execution.

Cross country businesses are increasingly common.

However, differences in legal frameworks and business cultures between nations possess challenges for businesses. To overcome the challenges brought about by the differences as well as to avoid adverse effects on business success, we fully understand and observe these differences and practices. This is where the Global China Service Group from Grant Thornton can support you.

With our rich industry knowledge, experience in tax, audit and advisory services, our dedicated team of bilingual specialists and the global Grant Thornton network, we can provide advice to guide you through your market strategy. We help to navigate the challenges faced when operating in Vietnam and therefore help you succeed.

### How can we support:

- Advise on market entry
- Advise on tax efficient business model
- Advise on cross border transactions
- Analyse the benefits of available tax treaties



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**24**  
member firms

**40+**  
offices

**120+**  
people

