Sourcing from Vietnam
A country guide for volume buyers

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# CONTENTS

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>EXECUTIVE SUMMARY</td>
<td>3</td>
</tr>
<tr>
<td>Getting oriented</td>
<td></td>
</tr>
<tr>
<td>KEY EXPORT STATISTICS</td>
<td>4</td>
</tr>
<tr>
<td>Major export partners</td>
<td></td>
</tr>
<tr>
<td>Major principal exports</td>
<td></td>
</tr>
<tr>
<td>MANUFACTURING CENTERS</td>
<td>6</td>
</tr>
<tr>
<td>Major production centers</td>
<td></td>
</tr>
<tr>
<td>Key economic zones</td>
<td></td>
</tr>
<tr>
<td>Industrial and export processing zones</td>
<td></td>
</tr>
<tr>
<td>TRADE SERVICES</td>
<td>8</td>
</tr>
<tr>
<td>Vietnam Trade Promotion Agency</td>
<td></td>
</tr>
<tr>
<td>Trade publications</td>
<td></td>
</tr>
<tr>
<td>Trade associations</td>
<td></td>
</tr>
<tr>
<td>BANKING &amp; FINANCE</td>
<td>10</td>
</tr>
<tr>
<td>State Bank of Vietnam</td>
<td></td>
</tr>
<tr>
<td>Banking services</td>
<td></td>
</tr>
<tr>
<td>Current banking outlook</td>
<td></td>
</tr>
<tr>
<td>PAYING FOR YOUR PURCHASE</td>
<td>11</td>
</tr>
<tr>
<td>Payment methods in Vietnam</td>
<td></td>
</tr>
<tr>
<td>EXPORT DOCUMENTATION</td>
<td>12</td>
</tr>
<tr>
<td>Labeling regulations</td>
<td></td>
</tr>
<tr>
<td>Certificate of origin</td>
<td></td>
</tr>
<tr>
<td>Prohibited exports</td>
<td></td>
</tr>
<tr>
<td>SETTLING TRADE DISPUTES</td>
<td>13</td>
</tr>
<tr>
<td>Causes of trade disputes</td>
<td></td>
</tr>
<tr>
<td>Methods of settling disputes</td>
<td></td>
</tr>
<tr>
<td>Legal &amp; arbitration systems</td>
<td></td>
</tr>
<tr>
<td>PRODUCT GALLERY</td>
<td>14</td>
</tr>
<tr>
<td>A gallery of products representing a range of Vietnam-made home décor, garments and gifts</td>
<td></td>
</tr>
<tr>
<td>Appendix</td>
<td>16</td>
</tr>
<tr>
<td>List of Key Economic Zones in Vietnam</td>
<td></td>
</tr>
</tbody>
</table>
Executive summary

The Hinrich Foundation Export trade assistance program presents *Sourcing from Vietnam*, a guide to assist buyers new to importing from the country.

From searching for suppliers to having products shipped, buyers looking to diversify their sourcing with Vietnam can find step by step support in this text.

**Getting oriented** highlights international airports, central business districts and common office hours in the Vietnam for readers.

The **Key export statistics** section provides the latest information on Vietnam’s economic world standing and labor force. It also details the country’s major finished export goods and key trading partners.

In the **Manufacturing centers** section, readers can learn about the major production centers of Vietnam as well as its sources for raw materials. The section also describes the location of Special Economic Zones, and industrial and export-processing zones, and lists down the tax incentives provided to businesses operating in EPZs and IZs.

Within **Trade services**, readers can learn about organizations offering buyer support. Buyers can learn how to utilize help and resources for finding suppliers, contacting government agencies and importing products.

In **Banking & finance**, buyers can discover local banking options. The section also offers information on the country’s current banking outlook.

**Paying for your purchase** illustrates the payment options available in the Vietnam, arranged by both buyer and supplier preference.

The **Export documentation** section guides readers through the export process and the key documentation necessary for the procedure.

**Settling trade disputes** provides readers advice on avoiding disputes with suppliers. It also gives methods and resources for addressing disputes if they should occur.
Key export statistics

Vietnam has the world’s 55th largest total gross domestic product in 2014, according to World Bank. Its GDP average growth rate was 6.2 percent from 2000 to 2015, reaching an all-time high of 8.5 percent in the fourth quarter of 2007 and a low of 3.1 percent in the first quarter of 2009.

The country’s GDP in 2015 was dominated by the services sector, which comprises approximately 48 percent, followed by manufacturing, which accounts for 39 percent and agriculture trailing at 17 percent, according to The World Factbook. Other main exports include cashew nuts, fresh and processed fruits and vegetables, petroleum oil, plastic, iron and steel, rubber, and precious metals and stones.

Vietnam’s economic growth rate has been among the highest in the world with an average of 7.2 percent a year from 2001 to 2010, according to 2013 report of the US Department of Commerce. In the same period, industrial production had an average of approximately 12 percent a year, reaching an all-time high of 28.4 percent in January of 2010.

Inflation is considered a major risk for the economy with an average rate of 6.8 percent from 1996 until 2016, according to the Trade Economics. All-time high inflation rate was 28.2 percent in August 2008, while the lowest was -2.6 percent in July 2000.

Consumer prices in Vietnam rose by 1.3 percent year-on-year in February 2016, following an increase of 0.8 percent in the previous month.

The government has recently shifted policies, moving away from trying to achieve a high growth rate to stabilizing the economy through tighter fiscal and monetary regulations.

Home to the 12th largest labor force in world, Vietnam has a population of 94.3 million with 54.9 million workers as of 2015, according to The World Factbook.

### Top 10 Vietnam export partners
January - December 2014

<table>
<thead>
<tr>
<th>Export partners</th>
<th>US$ (bn)</th>
<th>% share</th>
</tr>
</thead>
<tbody>
<tr>
<td>United States</td>
<td>$28.6</td>
<td>19%</td>
</tr>
<tr>
<td>China</td>
<td>$14.9</td>
<td>10%</td>
</tr>
<tr>
<td>Japan</td>
<td>$14.7</td>
<td>10%</td>
</tr>
<tr>
<td>Korea, South</td>
<td>$7.2</td>
<td>5%</td>
</tr>
<tr>
<td>Hong Kong</td>
<td>$5.3</td>
<td>3%</td>
</tr>
<tr>
<td>Germany</td>
<td>$5.2</td>
<td>3%</td>
</tr>
<tr>
<td>United Arab Emirates</td>
<td>$4.6</td>
<td>3%</td>
</tr>
<tr>
<td>Australia</td>
<td>$4.0</td>
<td>3%</td>
</tr>
<tr>
<td>Malaysia</td>
<td>$3.9</td>
<td>3%</td>
</tr>
<tr>
<td>Netherlands</td>
<td>$3.8</td>
<td>2%</td>
</tr>
<tr>
<td>Others</td>
<td>$58.0</td>
<td>39%</td>
</tr>
</tbody>
</table>

Source: UN Comtrade
### Vietnam’s top 10 principal exports to all countries

**January - December 2015**

<table>
<thead>
<tr>
<th>Product Description</th>
<th>US$ (bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Telephones, mobile phones and parts</td>
<td>$30.2</td>
</tr>
<tr>
<td><strong>Textiles and garments</strong></td>
<td>$22.8</td>
</tr>
<tr>
<td>Computers, electrical products and parts</td>
<td>$15.6</td>
</tr>
<tr>
<td>Footwear</td>
<td>$12.0</td>
</tr>
<tr>
<td>Machine and equipment</td>
<td>$8.3</td>
</tr>
<tr>
<td><strong>Wood and wooden products</strong></td>
<td>$6.9</td>
</tr>
<tr>
<td>Fishery products</td>
<td>$6.6</td>
</tr>
<tr>
<td>Other means of transportation</td>
<td>$5.9</td>
</tr>
<tr>
<td>Handbags, purses, suitcases, headgear and umbrellas</td>
<td>$2.9</td>
</tr>
<tr>
<td>Coffee</td>
<td>$2.7</td>
</tr>
</tbody>
</table>

*Source: Vietnam customs*
Manufacturing centers

Vietnam is located in Southeast Asia bordering China, Laos and Cambodia as well as the Gulf of Thailand, Gulf of Tonkin and South China Sea. Vietnam’s total land area of 331,210 sq. km is separated into six regions, 63 provinces and five municipalities, namely Hanoi, Ho Chi Minh City, Can Tho, Da Nang and Hai Phong.

Key economic zones
In 2004, Vietnam was divided into three key economic zones (KEZ) by the government:

The Northern Key Economic Zone: This KEZ is made up of eight municipalities and provinces. The government planned to “leverage the plentiful agricultural manpower for economic growth” here, according to a report by Dezan Shira & Associates.

The Central Key Economic Zone: The economic zone is called the “growth nucleus” of the country, and promotes the marine industry. In the future, the zone aims to be more developed in sectors like oil and gas, shipbuilding, coastal tourism, logistics and other high-tech industries.

The Southern Key Economic Zone: This zone is dedicated to the development of commerce, exports, electricity, technology, banking, finance, services, tourism and telecommunications. The South has thus been dubbed “the leader of industrialization and modernization of the whole country,” according to Dezan Shira & Associates.

See Appendix on page 16 for the list of key economic zones in Vietnam.

Industrial and export-processing zones
There are 302 industrial zones (IZ) and export-processing zones (EPZ) in Vietnam.

Export processing zones are industrial parks with incentives for foreign investors investing in export-oriented businesses. EPZs were set up to meet the following objectives:

- Increase foreign exchange earnings
- Create employment opportunities
- Upgrade the skills of local manpower
- Create linkages (essentially backward linkages) by increasing demand for local raw materials, semi-finished goods, or packing materials, and promoting the growth of ancillary industries
- Encourage technology transfer
- Develop Vietnam’s regions

One of Vietnam’s largest cities, Ho Chi Minh, has 24 industrial parks and export-processing zones and a high-tech park located on 3,000 hectares of dedicated land.

Many economic processing zones have their own industrial zone authority that assists buyers with selecting the best industrial or export-processing zone based on their needs.

Ho Chi Minh City Export Processing and Industrial Zones Authority (HEPZA) is an example of one of these authorities. HEPZA currently manages 15 EPZs and IPs in Ho Chi Minh City.

Incentives list for enterprises in EPZs and IZs

Locators in EPZ and IZs are granted the following fiscal and nonfiscal incentives:

1. Exemption from import tax on machinery, equipment, special-use vehicles, materials and accessories for export production.
2. Exemption from export tax on export products
3. Value Added Tax (VAT) applies to goods and services circulated and consumed in Vietnam—rates are 0 percent.
4. Tax rate is 20 percent applied for enterprises operating in EPZ and IZ.
5. Tax rate is 10 percent for 15-year period, exemption for four years and reduction of 50 percent for the next nine consecutive years applied for enterprises conducting projects in the following sectors:
   - Manufacturing software products
   - High technology such as scientific research and technology development
   - Investing in the development of water plants, hydroelectric plants, water supply and drainage systems, bridges, roads, railroads, airports, seaports, riverports, stations and other infrastructure projects determined by the Prime Minister.
   - Environmental protection projects
   - Manufacturing projects, except for projects of manufacturing of products subject to special excise tax and mineral extraction projects
Sourcing from Vietnam

Major production centers

**Legend**
- North
- Central
- Highland area
- South

**Hanoi**
fabric weaving, garments & textiles, embroidery & lace, wicker ware, stone & horn products, metal arts, ceramics, wood products

**Ninh Binh**
fabric weaving, embroidery & lace, stone & horn products

**Thai Binh**
fabric weaving, garments & textiles, embroidery & lace, wicker ware

**Thanh Hoa**
garments & textiles, wicker ware, stone & horn products

**Nam Dinh**
fabric weaving, garments & textiles, wood products

**Bac Ninh**
metal arts, ceramics, mood products

**Ha Nam**
embroidery & lace, wicker ware

**Hai Duong**
ceramics, wood products

**Vinh Phuc**
wood products, ceramics

**Yen Bai**
stone & horn products

**Nghe An**
stone & horn products

**Phu Tho**
garments & textiles

**Quang Ninh**
ceramics

**Dong Thap**
wicker ware

**Binh Dinh**
wood products

**Da Nang**
stone & horn products

**Khanh Hoa**
wicker ware

**Gia Lai**
wood products

**Dac Lak**
wood products

**Ho Chi Minh**
garments & textiles, wicker ware, metal arts, ceramics, wood products

**Dong Nai**
garments & textiles, wicker ware, ceramics, wood products

**Binh Duong**
garments & textiles, ceramics, wood products

**Vinh Long**
wicker ware

**Tien Giang**
wicker ware

**Tay Ninh**
garments & textiles
Trade services

Conducting initial research in your home country before going on a buying trip is key when searching for the right supplier.

While getting the name of prospective suppliers and their addresses may be easy, determining their reliability as well as checking prices, quality and packaging available can sometimes be a challenge. Even if you hire an agent to handle the purchasing, there is no substitute for examining all aspects of the deal personally to make sure that everything is suitable for your plan and needs.

Vietnam Trade Promotion Agency
Vietnam Trade Promotion Agency (VIETRADE) is a government organization under the Ministry of Industry that is responsible for state regulation of trade and investment promotion for the development of industry and trade. Some of its main activities include:

- Proposing policies and measures for the development of business support activities, national branding programs and investment for development of industry and trade to the government.
- Providing business information to trade support institutions and enterprises.
- Conducting market research and analysis in order to formulate national trade promotion policies.
- Cooperating with international and foreign organizations in trade promotion.
- Assisting and guiding local industry and trade departments, Vietnam trade support institutions, and oversea trade representative offices in trade and investment promotion.

Trade publications
A number of magazines, buyers’ guides and websites are published in Vietnam and circulated around the world. These publications and directories are found online and in Vietnamese trade offices and embassies and are designed to give foreign buyers the latest information in Vietnamese products.

Vietnam Chamber of Commerce and Industry Vietnam Chamber of Commerce and Industry (VCCI) is one of the largest trade promotion agencies in the country. VCCI is an independent, non-government and non-profit organization with the mission to “protect and assist business enterprises, to contribute to the socioeconomic development of the country and to promote economic, commercial and technological co-operations between Vietnam and the rest of the world,” according to its website. VCCI is a direct member of the International Chamber of Commerce organization.

VCCI is also involved with the Vietnam Business Forum Magazine (VBF), which publishes four English issues and two bilingual (English-Vietnamese) issues monthly. The magazine releases publications featuring industries, events and diplomatic relations between Vietnam and other countries. VBF also organizes several business-matching events to provide a platform for enterprises seeking investment and business opportunities.

The Vietnam Chamber of Commerce and Industry offers an export directory that can be of assistance to potential buyers.

Trade associations
Associations in key export-oriented industries sometimes offer services that can be helpful to buyers. Many are prepared to attend to trade and investment inquiries. They can connect prospective buyers with local manufacturers and arrange buyer-seller meetings. They also conduct market surveys and organize overseas trade missions. Many associations have publications that can be useful to both manufacturers and overseas buyers.
**Embassies and trade offices**

Vietnamese embassies in various countries are also commissioned to promote export opportunities in Vietnam.

Most trade offices are attached to the embassies and can assist buyers with finding the right suppliers. Many have displays of Vietnamese products, library facilities with directories and trade publications and staff to answer inquiries about export products, suppliers and manufacturing center. The staff can also direct you to contacts in Vietnam, including government agencies that assist foreign buyers and trade associations.

<table>
<thead>
<tr>
<th>Name of association</th>
<th>Phone number</th>
<th>Email</th>
<th>Address</th>
<th>Website</th>
</tr>
</thead>
<tbody>
<tr>
<td>Investment and Trade Promotion Center (ITPC)</td>
<td>(84-8) 39104565</td>
<td><a href="mailto:trade@itpc.gov.vn">trade@itpc.gov.vn</a></td>
<td>51 Dinh Tien Hoang Street, District 1, Ho Chi Minh city, Vietnam</td>
<td><a href="http://itpc.gov.vn/">http://itpc.gov.vn/</a></td>
</tr>
<tr>
<td>Vietnam Handicraft Exporters Association (Vietcraft)</td>
<td>(84-4) 39369284</td>
<td><a href="mailto:vietcraft@fpt.vn">vietcraft@fpt.vn</a></td>
<td>1F, 20 Ly Thuong Kiet, Hoan Kiem, Hanoi, Vietnam</td>
<td><a href="http://www.lifestyle-vietnam.com/">http://www.lifestyle-vietnam.com/</a></td>
</tr>
<tr>
<td>Handicraft and Wood Industry Association of Ho Chi Minh City (HAWA)</td>
<td>(84-8) 3526-4020</td>
<td><a href="mailto:hawavn@gmail.com">hawavn@gmail.com</a></td>
<td>185 Ly Chinh Thang - Ward 7 - District 3, Ho Chi Minh City, Vietnam</td>
<td>Hawa.org.vn</td>
</tr>
</tbody>
</table>
Banking & finance

Vietnam’s banking system continues to undergo vast reforms since the economy opened up from international isolation in the early 1990s. Although Vietnam is making progress toward developing a modern banking system and financial markets, it still lags behind international standards according to a 2013 report by the U.S. Department of Commerce.

Banking networks and services are expanding in an effort to tap the potential of providing retail banking services to the people in Vietnam. According to the State Bank of Vietnam (SBV), only 20 percent of the population in the country holds a bank account.

State Bank of Vietnam

The State Bank of Vietnam (SBV) is the main financial regulatory arm of the government. SBV operates under the oversight of the government and is subject to prime ministerial approval or consultation, so it is not considered an independent body. SBV currently supervises:

- 3 joint venture banks: VID Public Bank, Indovina Bank Limited, Vietnam-Russia Joint Venture Bank
- 28 joint stock commercial banks
- 5 wholly-owned foreign banks: HSBC, Standard Chartered Bank, ANZ Bank, Hong Leong and Shinhan Vina
- 50 representative offices of foreign banks
- 50 branches of foreign banks
- 16 financial companies
- 11 financial leasing companies

Banking services

Currently, Vietnam’s banking system includes six simultaneous payment systems including interbank e-payment, interbank e-transfer, clearing system, e-transfer systems of commercial banks, bilateral payment system and SWIFT. The Second Payment System and Bank Modernization Project (PSBM2) has significantly improved the speed and reliability of interbank payments in Vietnam, according to the World Bank. PSBM2 has enabled a majority of banks to now offer eBanking services to customers.

In recent years, payment services in Vietnam have undergone significant changes and development. There are more and more new payment services to meet the diverse demands of customers. A united system connecting ATMs and the POS system has been increasingly perfected, as have card alliances including as Bancnet, VNBC and Smartlink. These provide solid infrastructure to develop a comprehensive and efficient payment system in Vietnam.

International card providers such as Visa, MasterCard, JCB, Union Pay, etc. are also present in Vietnam and proactively cooperate with local banks and e-payment gateways to provide more utility services for card holders.

Current banking outlook

Vietnam’s banking and finance situation is relatively stable. SBV recently made changes in its monetary policies with the key objectives of controlling inflation, restructuring financial, etc.

Its consumer price index (CPI) was less than 5 percent, the lowest in the past 14 years, in 2015. During the first two months of 2016, Vietnam experienced a slightly increased inflation rate of 1 percent due to increased purchasing power for the lunar new year holiday. Limited liquidity of financial institutions, imbalance between deposit and mobilizing interest rate and USD appreciation compared to VND are the main drivers of increased loan and saving interest rates. Since the third quarter of 2015, SBV has raised interest rates many times.

With these modifications, SBV aims to mobilize more capital into the economy to meet the credit demand as well as ensuring benefits and safety of the banking and finance system.
Payment methods

The common methods of payment in Vietnam are prepayment in cash, letter of credit, documentary drafts for collection, open account and consignment sales.

**Importer (Buyer)**

1. **Cash in advance**
   Buyer transfers payment to the seller upon contract award against commercial invoice before goods are shipped/services are commenced.

2. **Letter of credit (L/C)**
   Under an irrevocable L/C, the seller receives an irrevocable guarantee from a bank to be paid against compliant documents. Confirmed by a U.S. bank, protected against economic, commercial and political risk.

   Buyer necessitates understanding of UCP 500, documentary requirements, different types of L/Cs (transferable, revolving, standby).

3. **Documentary collection (D/P, D/A)**
   Transport or commercial documents, including document of title and a Draft/Bill of Exchange (B/E) are forwarded by the seller’s bank to the buyer’s bank for payment/acceptance.

4. **Cash against documents (CAD)**
   Transport or commercial documents are forwarded by seller’s bank to buyer’s bank for payment.

5. **Open account (O/A)**
   Seller ships the goods/executes services and submits commercial invoice and other documentation to the buyer for payment (net 30/60/90 days).

   Electronic Wire Transfer (Swift)/foreign checks/cash/Banker’s Draft.

**Exporter (Seller)**

1. **Open account (O/A)**
   Seller ships the goods/executes services and submits commercial invoice and other documentation to the buyer for payment (net 30/60/90 days).

   Electronic Wire Transfer (Swift)/foreign checks/cash/Banker’s Draft.

2. **Cash against documents (CAD)**
   Transport or commercial documents are forwarded by seller’s bank to buyer’s bank for payment.

3. **Documentary collection (D/P, D/A)**
   Transport or commercial documents, including document of title and a Draft/Bill of Exchange (B/E) are forwarded by the seller’s bank to the buyer’s bank for payment/acceptance.

4. **Letter of credit (L/C)**
   Under an irrevocable L/C, the seller receives an irrevocable guarantee from a bank to be paid against compliant documents. Confirmed by a U.S. bank, protected against economic, commercial and political risk.

   Seller necessitates understanding of UCP 500, documentary requirements, different types of L/Cs (transferable, revolving, standby).

5. **Cash in advance**
   Buyer transfers payment to the seller upon contract award against commercial invoice before goods are shipped/services are commenced.

Source: University of the Pacific
Export documentation

When exporting from Vietnam, certain export procedures must be followed. Exported goods must pass customs clearance that checks the quality, quantity, volume of goods and specifications standards according to the Customs Department of Vietnam.

Export procedure
There are common documents required by many countries to export goods. Exporting goods from Vietnam requires the following documents:

- Customs declaration form for export goods (original)
- Detailed packing list (original)
- Export permit for goods requiring export permit (original)
- Purchase and sale contract or equivalent documents (copy)
- Other documents as stipulated by law for specific items (copy)

Companies regularly exporting and importing the same exact goods within a given period may use a single customs declaration form for carrying out relevant customs procedures if goods are listed under the same purchase and sales contract and are delivered within the delivery time listed on the purchase contract, according to a report by Dezan Shira & Associates.

Export shipment procedures are typically completed on the same day. Exporting one standard container of goods by sea takes 21 days for obtaining, filling out and submitting all documents, inland transport and handling, customs clearance and inspection, port and terminal handling, not including sea transport time.

The cost to export is $610 per container. This price covers all documentation, inland transport and handling, customs clearance & inspections, port and terminal handling. This number covers official costs only without other incentives.

Labeling regulations
The Ministry of Science and Technology is in charge of the uniform state management of labeling throughout the country. Exported goods only need to be labeled based on the requirements of the importer and the importer’s country and the labels can be written in the language of import country.

Certificate of origin
A certificate of origin (C/O) is a document issued by an organization from a country or territory of the exporter to indicate the origin of the goods.

Prohibited exports

The following items are not allowed to be exported from Vietnam:
- Dangerous toys, toys harmful to personality and health education for children or to the social security, order and safety.
- Wild plant and animal species (including also live plants and animals and their processed parts) on the lists of those provided for by treaties to which Vietnam is a contracting party.
- Aquatic resources banned from exploitation, aquatic products containing residues of toxic and hazardous substances exceeding the permitted limits.
- Plant varieties not on the list of those permitted for production and trading and plant varieties harmful to production, human health or the environment.
- Special and toxic minerals.
- Products and materials containing asbestos.
Sourcing from Vietnam

Settling trade disputes

Vietnam is in the midst of a strong development and integration period with an influx of fast growing trade and business. Unfortunately, disputes in business and trade—especially international contracts—are also significantly increasing in terms of case number and commodities. According to WTO, there have been 503 international trade dispute cases.

The nature of trade disputes is also becoming more diverse and complicated with issues relating to contracts for international sales of goods, service contracts, transport contracts, agent contracts, insurance contracts, among others.

Methods for settling disputes

In Vietnam, mediation is preferred to settle disputes. As such, parties in the contract commonly agree to solve any conflicts through negotiation, mediation and conciliation. It is estimated that approximately 50 percent of the total economic disputes are resolved by conciliation and mediation. If a resolution cannot be reached through mediation, economic tribunals or arbitration is the next option. The majority of trade disputes are solved in the economic tribunal under the people’s court.

In addition to the economic tribunal, there are seven independent Arbitration Centers available in Vietnam for trade dispute settlement. Of Vietnam’s legal & arbitration systems, Vietnam International Arbitration Centre (VIAC) is considered the most trustworthy. It is typically the first choice among the seven centers for resolving disputes.

From 1993 to 2015, the number of disputes resolved by VIAC has increased year by year, reaching nearly 1,000 cases. Of those cases, 70 percent were disputes in international trade related contracts. However, the total number of cases solved in arbitration centers accounts for less than 1 percent of total cases. The court’s revocation of local arbitration awards, decisions to not fully recognized foreign arbitration award and poor awareness of arbitration in settling disputes are among the key factors limiting application of arbitration in international trade issues in Vietnam.

Causes of trade disputes

There are many causes of trade disputes. The most common reasons include:

- Outdated legal systems: Vietnam’s legal system is considered by some to be incomplete and inconsistent. Some laws are considered to be outdated and can cause conflicts in implementation and result in disputes.
- Faulty contracts: Some contracts do not fully specify the rights and obligations of the parties.
- Applicable laws excluded from contract: Up to 80 percent of the disputes involved with import and export contracts from Vietnam enterprises did not specify the applicable law.

Legal and arbitration systems

Supreme People’s Procuracy

Supervises judicial authorities, government ministries and economic bodies

Central Authority People’s Procuracies

Provincial Authority People’s Procuracies

Supreme Procuracy

Military Procuracies

Each court has criminal, civil, administrative and labor divisions

Court branches

Supreme court

Provincial courts

District courts

Independent arbitration centers

1. Vietnam International Arbitration Centre (VIAC)
2. ASEAN International Commercial Arbitration Centre (ACIAC)
3. Hanoi Commercial Arbitration Centre (HCAC)
4. Ho Chi Minh City Commercial Arbitration Centre (TRACENT)
5. Can Tho Commercial Arbitration Centre
6. Pacific International Arbitration Centre (PIAC)
7. The East Arbitration Centre
Product gallery

Choose from our gallery of innovative products from Vietnam as featured on GlobalSources.com. For more Vietnam suppliers and their latest products, visit www.DevelopingCountrySourcing.com.

**Women’s coat in 100% cotton**
QTNP Apparels JSC offers the model CLT3-007 women’s coat made of 100% cotton with lining. Fabric construction is 32x32/130x70D and weight is 140gsm. Different colors and styles are available. OEM orders are accepted.

**Outdoor wicker table**
Gold Well International Co. Ltd’s model TW-0043 outdoor table is made of weather-resistant PE wicker. This stylish and durable product measures 520x520x460cm. OEM orders are welcome.

**Lacquer box with ash veneer sides**
The model BCD1032 lacquer box from Cat Dang Handicrafts and Furniture Co. Ltd has ash veneer body sides and lacquer interior and lid. It measures 28x19x9cm. OEM and custom orders are welcome.

**Bamboo vase set in shiny lacquer finish**
Lac Viet Handicraft Export Co. Ltd offers model LV 90273, a lacquer bamboo vase set in shiny green finish. The items measure 16x10in, 19x10in and 20.5x12in. The minimum order requirement is 100 sets and delivery is within 65 days.
Product gallery

**Women's wool coat**
L&M Vina Co. Ltd's model L&M-09 is a classic double-breasted women's wool coat. It measures 58cm long and 39cm wide. OEM orders are welcome.
The minimum order requirement is 1,000 pieces. Main export markets are North America, Europe and Asia.

**Men's boardshorts in recycled yarn fabric**
The model BS-014-5 from QTNP Apparel JSC is a pair of men's boardshorts made with 80 percent recycled polyester and 20 percent spandex. It has bonded eyelets, drawstring cord, zipper and a key loop at the back pocket. OEM orders are accepted.
Delivery is 60 to 90 days.

**Plaid handwoven water hyacinth bathroom set**
Bathroom set model OHC1616SS by Orient Handicraft Co. Ltd from Vietnam includes a laundry basket, towel basket, waste bin, slanted basket and tissue box. Handwoven water hyacinth in plaid of light and dark colors, this basket set helps organize linens, toiletries and other accessories. They can help save freight costs and ensure safety of the products when used as packages.

**Underbed trolley water hyacinth basket**
Orient Handicraft Co. Ltd has made its basketware model OHC-16120 more convenient to use by attaching four wheels. Made of handwoven water hyacinth in natural color, it saves space in a room, as it is designed to be placed underneath the furniture. It is easy to pull out from under a bed or table.
Appendix

List of Key Economic Zones (KEZ) in Vietnam

**Northern Key Economic Zones**
- Hai Phong City
- Hanoi City
- Bac Ninh Province
- Ha Tay Province
- Hai Duong Province
- Hung Yen Province
- Quang Ninh Province
- Vinh Phuc Province
- Ha Nam Province
- Bac Giang Province

**Central Key Economic Zones**
- Da Nang City
- Binh Dinh Province
- Thua Thien Hue Province
- Quang Nam Province
- Quang Ngai Province
- Khanh Hoa Province
- Thua Thien Hue Province
- Phu Yen Province
- Gia Lai Province
- Dak Nong Province
- Dak Lak Province

**Southern Key Economic Zones**
- Ho Chi Minh City
- Binh Duong Province
- Ba Ria- Vung Tau Province
- Dong Nai Province
- Tay Ninh Province
- Binh Phuoc Province
- Long An Province
- Tien Giang Province
- Tay Ninh Province
- An Giang Province
- Bac Lieu Province
- Ben Tre Province
- Ca Mau Province
- Vinh Long Province
- Dong Thap Province
- Tra Vinh Province
- Can Tho Province
- Soc Trang Province
- Hau Giang Province
- Kien Trang Province
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