



THE PEOPLE'S COMMITTEE OF DONG THAP PROVINCE

Add : No 12 30/4 St., ward 1, Cao Lanh city, Dong Thap, Viet Nam
Tel : +84-277-3851431; Fax: +84-277-3851615
Email : vpubdt@dongthap.gov.vn
Web : www.dongthap.gov.vn



PEOPLE'S COMMITTEE OF DONG THAP PROVINCE

DONG THAP

POTENTIALITY AND INVESTMENT OPPORTUNITIES





1
Top rank among 13 provinces of Mekong Delta in the Provincial Competitiveness Index



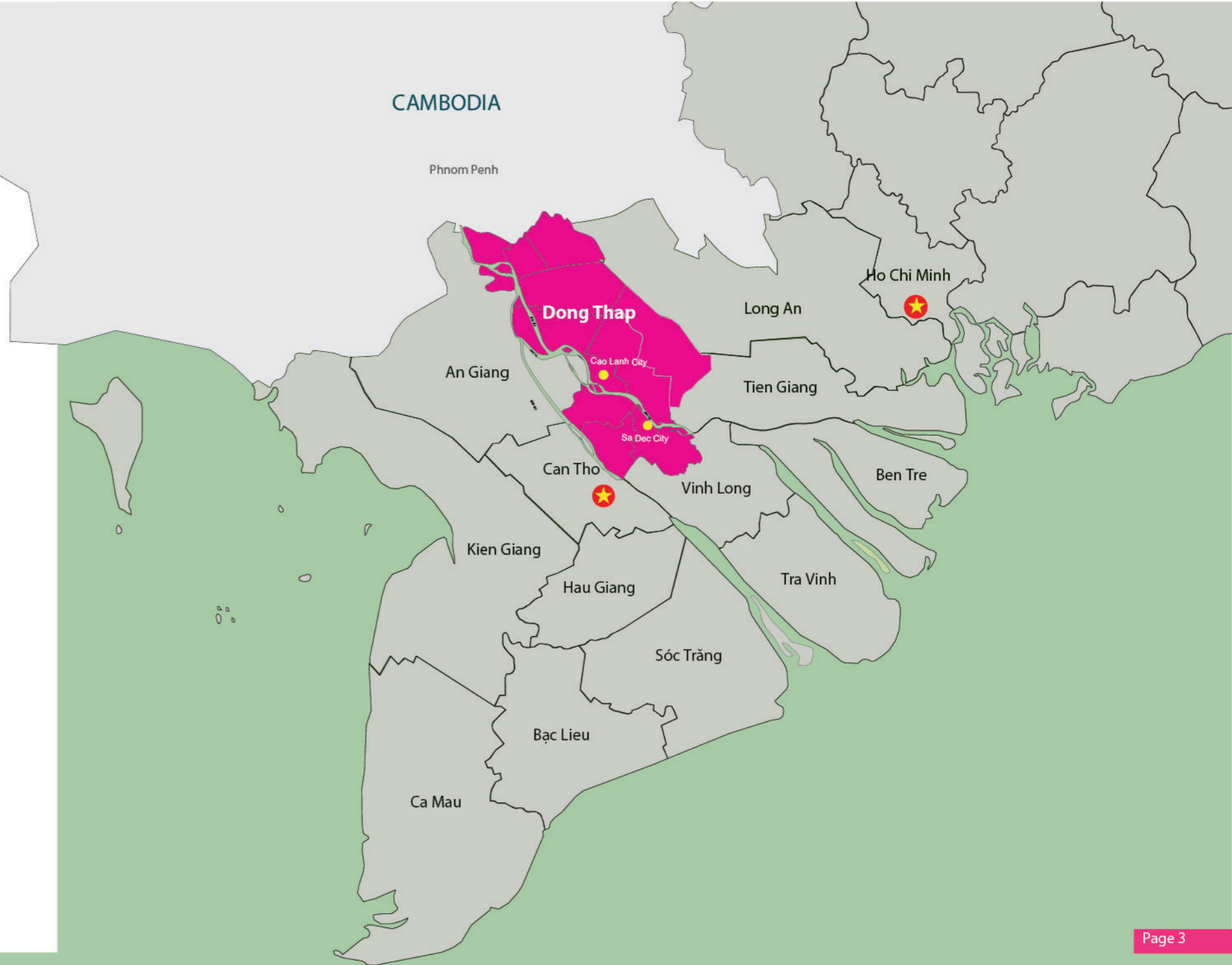
1
First in production of pangasius in Mekong Delta



3
The third largest producer of rice in Mekong Delta

- DISTANCE:**
 HCMC: **165** km (2.5 hours by car)
 Can Tho City: **80** km (1.1 hours by car)
 Phnom Penh: **200** km (2.5 hours by car)
- AREA:**
8.32% of the Mekong Delta (3,374/40,572 km²);
 POPULATION: **9.71%** of the Mekong Delta (1.7/17.5 million)
- POPULATION DENSITY:**
498 people/km²
 - Mekong Delta River: **431** people/km²;
 - HCMC: **3,371** people/km²
- AVERAGE INCOME PER CAPITA: 1,517 USD**
- POPULATION OF LABOR AGE:**
930,227 people
- TRAINED LABOUR**
 Over **500,000** people
- GDP GROWTH IN 2011 – 2015:**
6.7% (2016 – 2017: 6.1%)

Source: Dong Thap Statistic Office in 2017





AREA:
3,374 km²
 (Agricultural area: 82.15%)

EXPORT TURNOVER:
816.2 (mil. USD)
 (Rice, frozen aquatic products, garment, shrimp chips, etc)

RETAIL SALES OF GOODS - SERVICES:
3.032 (bil. USD)

IMPORT TURNOVER:
367.6 (mil. USD)
 (Petroleum oil; medicine, medicine materials; garment fabric, etc)

INTERNATIONAL BORDER (CAMBODIA):
 02 international border gates:
 Thuong Phuoc and Dinh Ba

GRDP GROWTH IN 2016:
6.38%

MAJOR CITIES AND TOWN (POPULATION):

1. Cao Lanh City (163,300)
2. Sa Dec City (104,635)
3. Hong Ngu Town (78,420)

DISTRICTS (POPULATION):

- | | | |
|-----------------------|-------------------------|-------------------------|
| 1. Tan Hong (92,360) | 4. Thanh Binh (156,000) | 7. Lap Vo (181,806) |
| 2. Hong Ngu (145,000) | 5. Thap Muoi (137,587) | 8. Lai Vung (161,294) |
| 3. Tam Nong (105,811) | 6. Cao Lanh (202,466) | 9. Chau Thanh (152,714) |



DONG THAP
A business friendly government!



WHY INVEST IN DONG THAP?

1 BUSINESS FRIENDLY ENVIRONMENT

Dong Thap is a business friendly government, which works closely with enterprises. It has a very high ranking in national Provincial Competitiveness Index (PCI) for the last five consecutive years. Dong Thap is a province where starting a business takes the shortest time.

2 SUPPORT POLICY FOR INVESTMENT

Apart from Central Government's investment incentive preference policies, Dong Thap has promulgated many preferential policies in the fields of agriculture, education and training, vocational training, health care, culture, physical training and sports, environment, rural clean water supply works, tourism development, science and technology...

When investing projects in Dong Thap, investors will enjoy the most profitable investment incentives in accordance with current law.

3 SIMPLE ADMINISTRATIVE PROCEDURES

The Public Administration Center provides one-stop-shop services for receiving applications and returning results to investors. With its assistance, all administrative procedures related to investment, establishment of an enterprise, and land and construction permitting will be shortened compared to the regulations of the relevant legislation.

4 INFRASTRUCTURE

Transport infrastructure, logistics are complete invested; The industrial clean land in economic border gate, industrial zones and industrial clusters is planned to be developed in a phased manner; Industrial lease land price are low compared to many other provinces in the country; Commercial, service land in urban are available to call for investment with benefit lease land cost, savings for investors.

5 PROFESSIONAL SUPPORT

When investing in Dong Thap, investors will supported by a team of experts at our investment promotion unit throughout the whole investment lifetime. Free for charge.

6 WORKFORCE

More than half of Dong Thap one million active workforce is skilled. This presents tremendous potential for investment projects in labour intensive industries.



MAIN SECTORS

AGRICULTURE MAP



01 AGRICULTURE

Dong Thap is one of the Mekong Delta's leading agricultural producers

With 3.39 million tons of average food production and over 400,000 tons of seafood annually, the province is one of the most important agricultural producers in Vietnam, serving both domestic and export markets. Lots of fruits, vegetables with famous trademarks such as: Cao Lanh Mango, Chau Thanh Longan, Lai Vung Hong Tangerine, Thanh Binh Chili. The top ranked Pangasius output, the third ranked rice output in the Mekong Delta, and flower bonsai production have created great investment opportunities for agricultural sector and agricultural products' processing.

In 2016, rice and frozen seafood exports reached USD 890 million.

Source: Dong Thap Statistic Office, 2017

THEY SHOSE DONG THAP:

Austfeed Mavin Austfeed

Mavin Austfeed is an Australian invested company and has implemented business activities in Dong Thap province since 2015. Our first project, in Chau Thanh district, is a state of the art animal feedmill for swine and poultry with a capacity of 400 thousand tons per year. The market for the feedmill is the Mekong Delta area and the South of Vietnam. Following the feedmill project, we have decided to expand our business in the province, with a sophisticated nucleus pig breeding farm, located in Cao Lanh district. So far, our total investment in Dong Thap is over 1,000 billion dong (50 million US dollars). Being an FDI (foreign direct investment) enterprise in Vietnam, we are pleased with and highly appreciate the support of the Dong Thap authority.

The business environment in Dong Thap province is favorable and transparent. The local authority is always willing to listen and support us to implement investment opportunities.

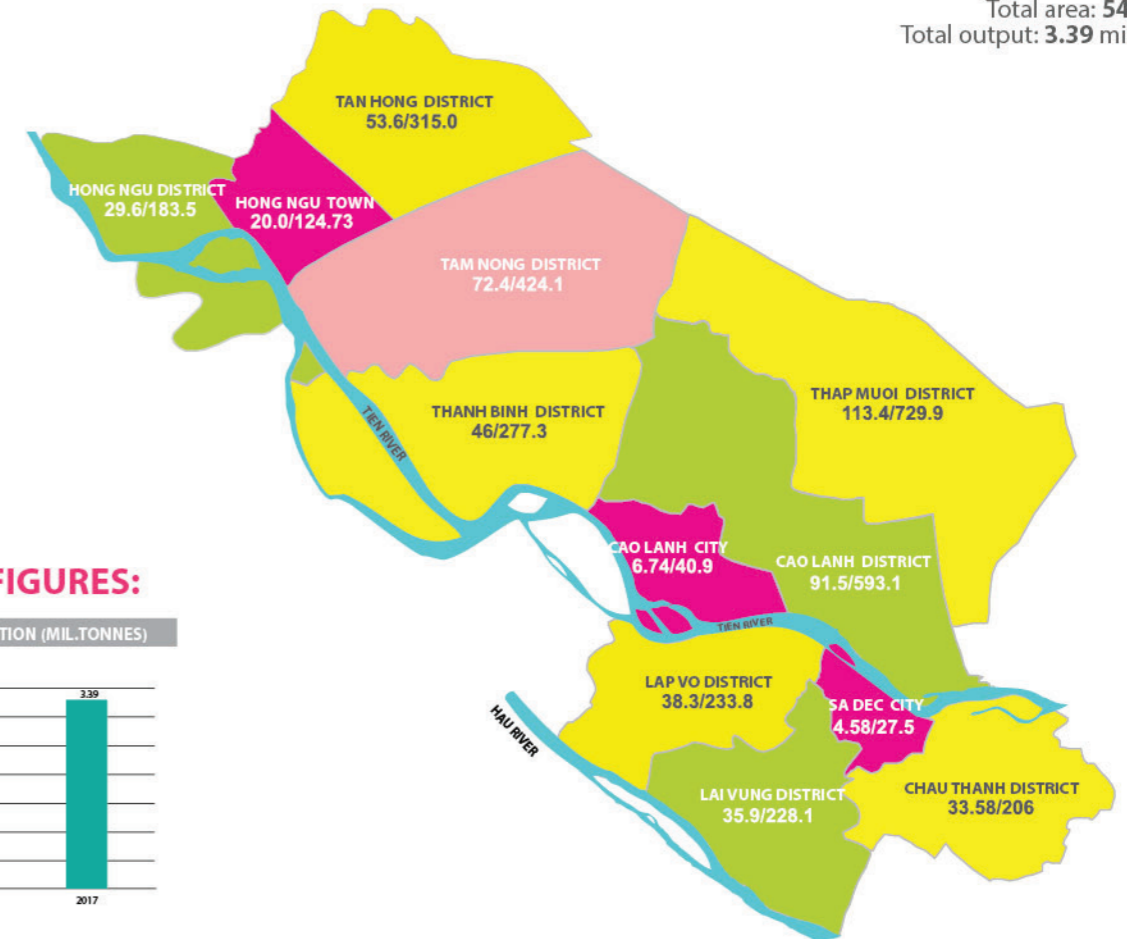
We feel very comfortable investing in Dong Thap.

David John Whitehead
Chairman of Mavin Austfeed

Address: Cai Tau Ha Industrial Cluster - An Nhon Commune, Chau Thanh District, Dong Thap Province
Tel: +84 -277- 3613555 - Fax: +84-277-3610777
Website: mavin-group.com

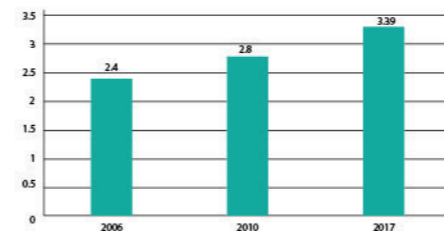
RICE

Total area: **545,987** ha
Total output: **3.39** million tons

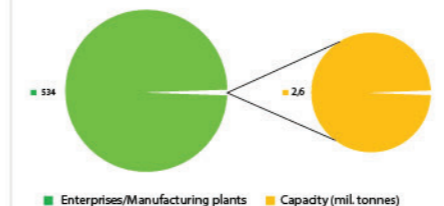


KEY FACTS AND FIGURES:

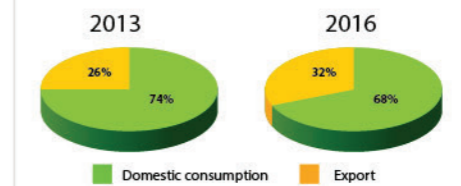
AVERAGE ANNUAL RICE PRODUCTION (MIL. TONNES)



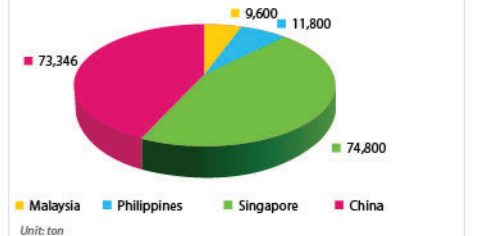
RICE PROCESSING INDUSTRY



RICE PRODUCTION AND RICE EXPORT IN DONG THAP ON INCREASE



VOLUME OF RICE EXPORT TO ASIAN COUNTRIES, 2016

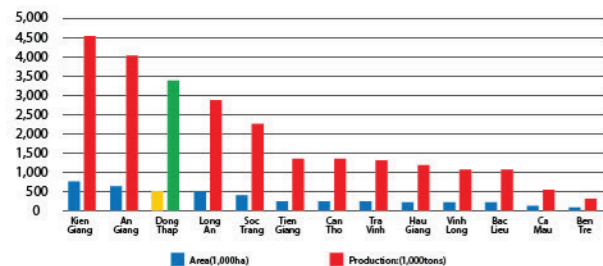


Source: Dong Thap Industry and Trade Department, 2017

RICE SECTOR

Owing to abundant water and labour resource, Dong Thap is one of the largest rice producers in Vietnam. In 2017 the rice-cultivated area in the province was around 545,987 hectares of land, with average yield of 6.2 tons/ha. In Dong Thap rice fields are being cropped from two to three times a year, which greatly increases the annual rice output.

Total rice area and production by province/city in MRD

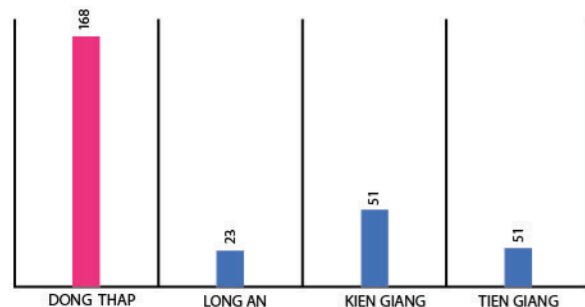


Source: Ministry of Agriculture and Rural Development, 2017

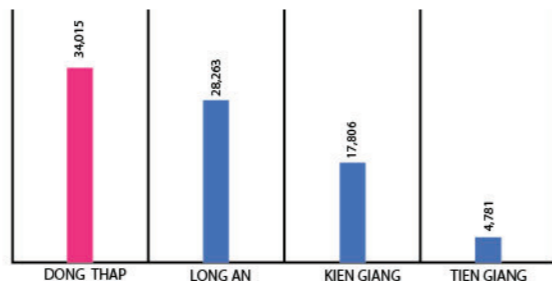
Recently, Dong Thap's rice industry has seen a strong trend of linking small individual farmers into larger business cooperatives. Having guaranteed access to seeds, fertilizers, pesticides and sales markets, small farmers enjoy many benefits of contract farming and membership in a cooperative.

Dong Thap has area total of large rice field and contact farming before planting rice, ranked highest in the country.

Area total of large rice field



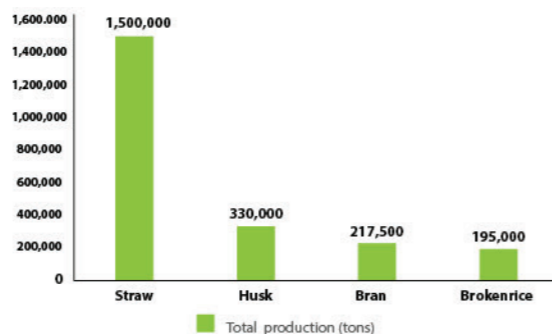
Contract farming is more common than elsewhere. (ha)



3

The third largest producer of rice in Mekong Delta.

With the paddy output over 3.39 million tonnes per year, Dong Thap has stable and abundant raw materials from rice by-products including straw, husk, bran and broken rice.



Source: Dong Thap Agriculture and Rural Development Department, 2017

In Dong Thap there are 550 units processing food, milled rice polishing, processing capacity about 2.6 million tons/year, serving well for domestic consumption and export.

THEY CHOSE DONG THAP:



CO MAY CO., LTD

With more than 35 years, Co May is established and put into operation. Co May is proud to be the enterprise to invest in large-scale manufacturing with nearly 1,000 employees and operates in many fields, such as the processing of aquatic, poultry and livestock feeds and extracting oils. Recently, we invested in hotels and tourism, processing and freezing of aquatic products for export and made additional investments in a state-of-the-art USD 5 million manufacturing plant that meets HACCP standards.

Apart from strong domestic sales, Co May's frozen aquatic products have been exported to 30 countries, territories, while rice products under the Co May brand name have been exported to Singapore with the objective of entering the Malaysian, American and European markets...

With the above achievements, apart from the enterprise's efforts, a key ingredient in Co May's continued success has been the important support from Dong Thap province, its leaders and departments, agencies and local governments of different levels that have allowed us to fulfill our full potential and utilize our advantages. The government's friendliness and strong administrative reform has generated trust and great dynamics for businesses to invest capital in potential fields, exploit the advantages of available materials in Dong Thap.

Mr. Pham Minh Thien
Director

Co May Co., Ltd
Address: No 186, Highway 80, Tan Binh Commune,
Chau Thanh district, Dong Thap province
Tel: +84-277-3861135 - Fax: +84-277-3863777
Website: www.comaygroup.com



DONG THAP FOOD COMPANY

Dong Thap province has played a big part in the company's compelling success. Apart from the availability of large areas of agricultural land, the government is friendly and actively supports the company's business and production. In the future, the company wishes to receive continued support from the provincial people's committee, sectors and departments in calling for investment and business cooperation as well as assistance in promoting the firm's rice products to domestic and foreign clients. This will generate output for the company as well as farmers to improve their incomes and contribute to implementation of the provincial agricultural restructuring project.

Mr. Tran Tan Duc
Chief Executive Officer

Dong Thap Food Company
Address: No 531, Highway 30, My Tan Commune,
Cao Lanh City, Dong Thap
Tel: +84-277-3852374
Fax: +84-277-3852999
Website: dagrimex.com.vn



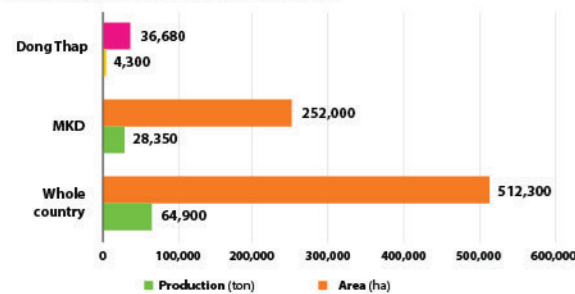
FRUIT SECTOR

Dong Thap boasts many types of famous fruit the Mekong Delta region is renowned for, such as Cao Lanh mango, Chau Thanh longan and Lai Vung Hong Tangerine. Dong Thap has 22,970 hectares of fruit trees that deliver more than 263,000 tons/year of produce and bear fruit all year round. Model specialized gardens have been formed in the province, adopting respected Globe GAP and Viet GAP standards, to produce high quality and uniform fruits with the ultimate objective of developing trusted brand names that meet processing and export requirements.

LONGAN

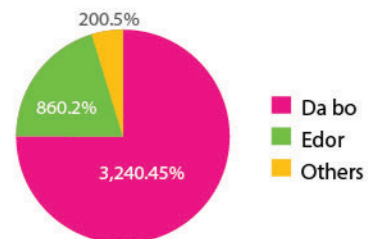
The longan-growing area in Dong Thap covers 4,300 hectares (Chau Thanh district has the largest area of 3,500 hectares), taking up a remarkable 13% of the whole Mekong Delta region. The average annual production of Dong Thap is 36,680 tons.

Total longan area and production



Popular longan varieties include Da bo and Edor, with two seasons annually: main season is from June to September and the other season is from October to May of the following year.

Areas and popular varieties of longan:



Fresh and unprocessed longan are mostly sold to exporters.

LAI VUNG HONG TANGERINE

Lai Vung Hong tangerine trees thrive in Dong Thap's special climate and soil conditions. Lai Vung district is a specialized Hong tangerine production area, covering 1,200 hectares, that produces 46,500 tons/year. Some 217 gardens, with more than 100 hectares of safe and model Hong tangerine production sites, were selected by the province to develop the famous "Lai Vung Hong tangerine" brand to meet clean and safe fruit standards.

Lai Vung Hong tangerine normally ripen in time for the traditional Tet holidays. Its markets are widespread across all northern, central and southern regions.



Currently, the province is focused on development of brand names and a centralized Lai Vung Hong tangerine production area to create linkages between producing, purchasing, preserving and consuming, while calling for investment in processing of added-value products from Lai Vung Hong tangerine.

MANGO



KEY FACTS AND FIGURES

TOTAL AREA:	9,000 hectares 18% of Mekong Delta
TOTAL OUTPUT:	93,000 tons Mekong Delta: 400,000 tons
GAP CERTIFIED AREA	33% Mekong Delta
AVERAGE FARM SIZE PER HOUSEHOLD:	0.66 hectares Mekong Delta: 0.5 hectares Vietnam: 0.4 hectares

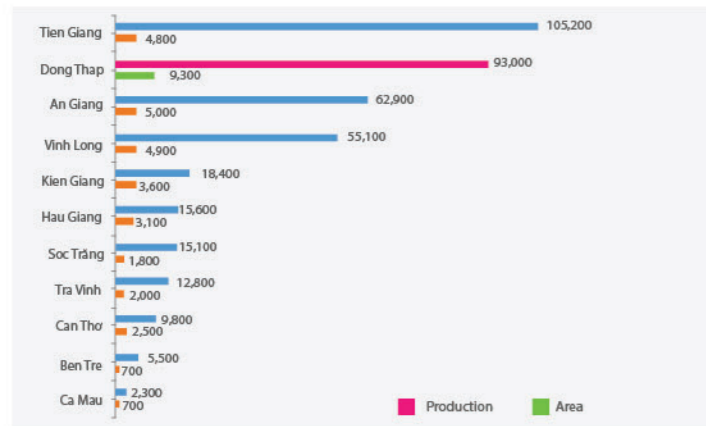
Mango is harvested during all seasons

Country	Mango seasons (month)											
	1	2	3	4	5	6	7	8	9	10	11	12
China												
India												
Thailand												
Pakistan												
Philippines												
Dong Thap (Vietnam)												
Mexico												
Indonesia												
Australia												
Brazil												
Peru												
Venezuela												

MANGO SECTOR

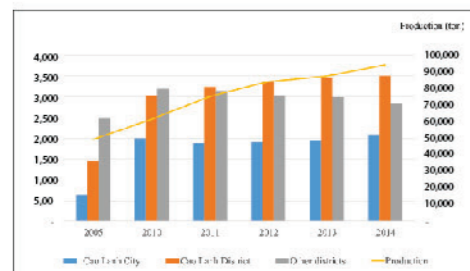
Mango is one of the three most popular fruits in Vietnam and 50% of mango production areas is located in the South of Vietnam, in which, Dong Thap province has the largest production areas.

Total area and quantity of mango by province in the Mekong Delta



Dong Thap has the second largest production output in Vietnam, over 93,000 tons. The total mango farming area is 9,300 hectares and about 23.9% of all of Mekong Delta's total output (400,000 hectares).

Mango area and production in Dong Thap province, 2005 - 2014



Source: Dong Thap Agriculture and Rural Development Department, 2014

1

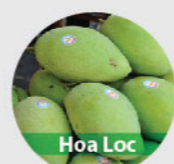
The largest mango producer in Mekong Delta

There are two main mango varieties cultivated in the province: Cat Chu mango (60% of the total area) and Hoa Loc mango (40% of the total area). The main production area is around Cao Lanh city.



Cat chu

Slightly sweet and sour - Thick skin



Hoa Loc

Deeply sweet - Thin skin

While in the past mango was produced mostly for unprocessed, fresh fruit sales on domestic market, recently Dong Thap mango was introduced to Japanese, Russian and Korean export markets and 10% of the total annual production is exported. Mango processing (dry mango, mango pulp, puree, juice or jelly) is another upcoming trend where Dong Thap presents many investment opportunities



THEY CHOSE DONG THAP:



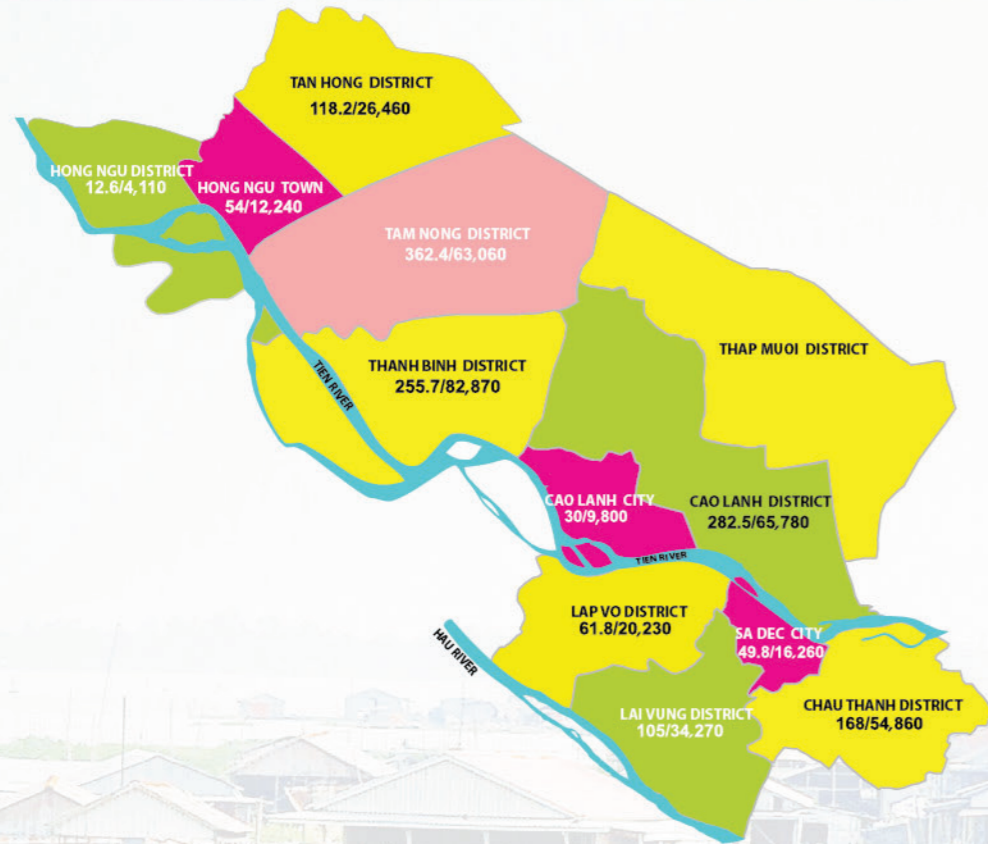
MY XUONG MANGO COOPERATIVE

Dong Thap province is truly home for My Xuong Mango Cooperative, as we were established and developed here with active support from local government and agencies of all levels' Importantly, local government has provided vital links between the cooperative and businesses within and outside the province to elevate our inputs and outputs. Regarding inputs, many companies have entered into contracts to supply materials to the cooperative, while agricultural institutes and schools frequently visit us to train our members. With outputs, the Cao Lanh Mango brand name has increasingly reached national and international audiences, such as markets in Japan, Korea and Russia. With the local government standing shoulder-to-shoulder with us, we believe our rapid growth and increasing strength will reach new heights in the future.

Mr. Vo Viet Hung
Director

My Xuong Mango Cooperative
Address: My Thoi Hamlet, My Xuong Commune,
Cao Lanh District, Dong Thap
Tel: +84-2773521799 - Fax: +84-277-3521799
Website: www.xoaicaolan.com.vn

PANGASIUS



KEY FACTS AND FIGURES

TOTAL AREA: 1,500 hectares
(Mekong Delta: 5,370 hectares)

TOTAL OUTPUT: 389,940 tons
Mekong Delta: 1,272,940 tons

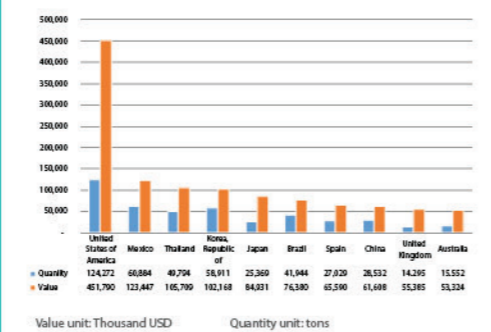
PANGASIUS EXPORT ENTERPRISES: 17 Enterprises
Viet Nam: 200 enterprises

EXPORT TURNOVER: 625 mil. USD
Viet Nam: 1,565 bil. USD

Source: Dong Thap Trade and Industrial Department, 2017

VIETNAM - THE SECOND LARGEST PANGASIUS FISH EXPORTER IN THE WORLD

List of 10 importing markets for pangasius exporters by Viet Nam in 2015

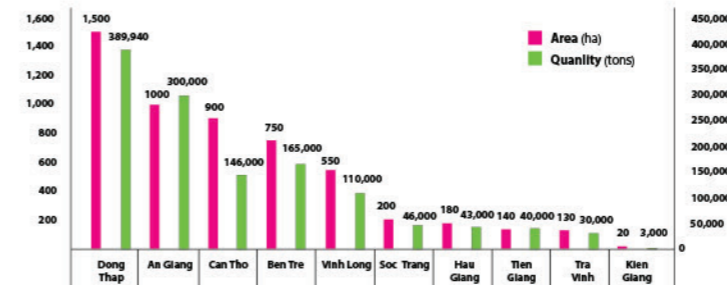


PANGASIUS SECTOR



Dong Thap is the key pangasius producer with the largest output of the Mekong Delta. In 2016, total area of fish farming was about 1,500 hectares with a total output of 389,940 tons.

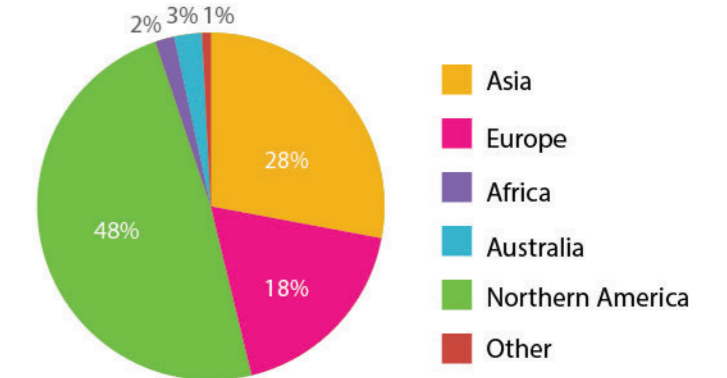
Total area and quantity of Pangasius by province in Mekong Delta River



Source: Ministry of Agriculture and Rural Development, 2014

Dong Thap is also one of the Mekong Delta's leading pangasius fish exporters. In 2016, Dong Thap's pangasius exports reached 625 mil. USD, accounting for almost 10% of Mekong Delta's total exports.

EXPORT MARKETS FOR PANGASIUS FISH PRODUCED IN DONG THAP



Pangasius fish production in Dong Thap has developed a sophisticated value chain, which nowadays includes not only fish farming, but also fish processing, freezing, cold transportation, export logistics, etc. The industry has also branched into several adjoining sectors, such as feed production, food or cosmetics industry.



THEY CHOSE DONG THAP:



VINH HOAN JOINT STOCK COMPANY

Vinh Hoan is among the leading companies in production of high-quality aquatic products and one of the largest fish exporters in Vietnam. Since our incorporation in 1997 in Dong Thap province, Vinh Hoan has made significant economic achievements via continual expansion of aquacultural production, processing and exporting to remain an industry leader since 2010.

Vinh Hoan has received numerous domestic and international awards. In 2016, we maintained and expanded our certified farms to have the largest ASC, BAP and Global Gap-certified catfish farms in the world. To underline our progress, Vinh Hoan was included in Forbes Magazine's list of 50 Best Vietnamese Listed Companies for the third time.

To achieve such success, the company identified four core values in our sustainable development journey since the early days of establishment. They are sustainable development and labour, sustainable development and social responsibility, sustainable development and environmental protection and bio-diversification and lastly sustainable development and product responsibility, food safety and traceability of origin.

During nearly 20 years' operations in Dong Thap, we have prospered thanks to a local business environment that is appropriate for our business fields, complemented by good labour, climate and environmental conditions. In particular, the local government has always accompanied businesses, resolved our difficulties and facilitated our sustainable development.

Nguyen Ngo Vi Tam
Nguyen Ngo Vi Tam Chief Executive Officer

Vinh Hoan JS Company
Address: Highway 30, ward 1, Cao Lanh City, Dong Thap;
Tel: +84-277-3891166
Website: www.vinhhoan.com.



INTERNATIONAL DEVELOPMENT & INVESTMENT CORPORATION

International Development & Investment Corporation (I.D.I.) has operated in Dong Thap since 2007. Initially, it focused on small-scale catfish production, before ramping up investment to achieve large-scale production to export to 50 countries worldwide.

The company has 4,000 employees, with two clean processing plants to become one of the top 50 Vietnamese exporters of frozen catfish.

"We decided to make our investment in Dong Thap because of the ideal climate, hard-working people and availability of agricultural land. The local government is friendly and actively supports our business and production. They support us to sign farming contracts with local farmers".

Mr. Pham Dinh Nam
Deputy Chief Executive Officer

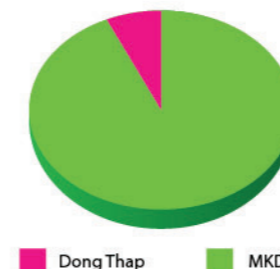
INTERNATIONAL DEVELOPMENT & INVESTMENT CORPORATION
Address: Highway 80, Vam Cong industrial cluster,
Binh Thanh Commune, Lap Vo district, Dong Thap
Tel: +84-277-3680383 - Fax: +84-277-3680382
Website: www.idiseafood.com



GIANT RIVER PRAWN:

In Vietnam, there are about 21 provinces/cities farming giant river prawn with total area of nearly 12,300 hectares, and most production concentrates in the Mekong River Delta provinces, with farming area of 12,250 hectares (accounting for 99.6% of giant river prawn area of the country). The giant river prawns are mostly consumed domestically.

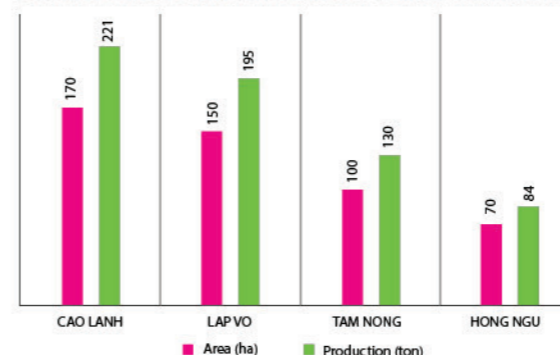
GIANT RIVER PRAWN AREA IN DONG THAP COMPARED WITH MKD REGION (ha)



Dong Thap, the giant river prawn farming model plays the second important role after pangasius in freshwater aquaculture. Taking advantages of the natural conditions, the province has identified the rotation 1 rice crop - 1 paddy shrimp crop during the flood season as the sustainable development model to promote agricultural economic and rural development. The province's shrimp farming area reached 560 hectares, with the output of 714 tons in 2016. The districts and towns with largest shrimp farming area include Cao Lanh district, Lap Vo district, Hong Ngu town and Tam Nong district.

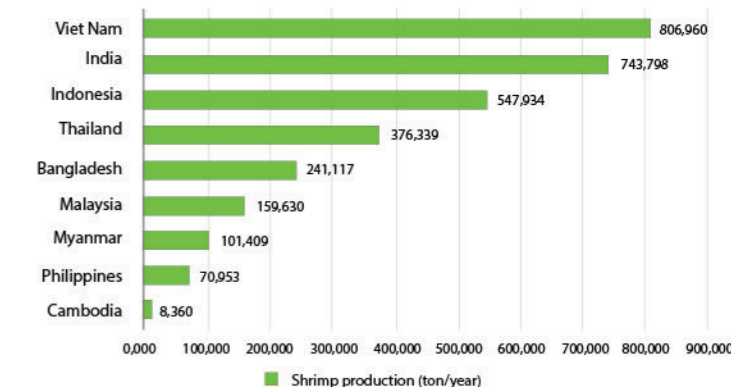
Source: Branch of Aquaculture

DISTRICTS AND TOWNS WITH LARGEST SHRIMP FARMING AREA



Shrimp production of Vietnam compared with other countries:

Vietnam is in the top 10 shrimp farming countries with average annual production of 806,960 tons.

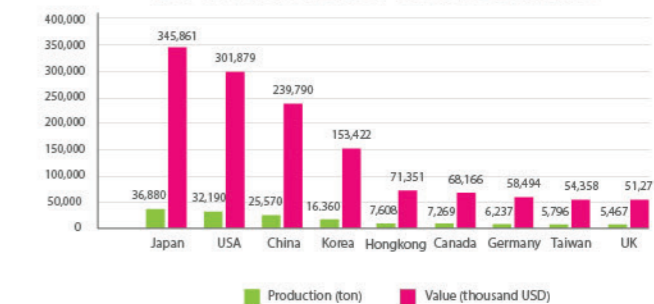


Source: Asian Shrimp Trade and Sustainability, 2016

World shrimp import market

Vietnam exported finished shrimp products to 93 markets, with total value of nearly USD 3.1 billion and was the world's third largest finished shrimp product exporter in 2016.

LIST OF 10 IMPORTERS OF VIETNAMESE SHRIMPS

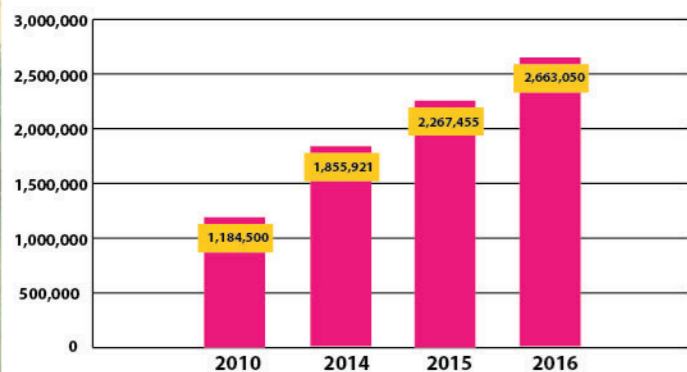


Source: Trademap, 2015

02 TOURISM RESOURCE

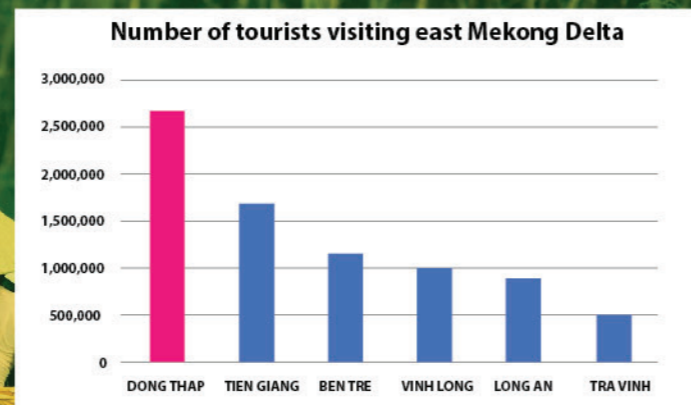
Tourism is one of the key economic sectors of Dong Thap province. In the last six years, the number of visitors to Dong Thap has doubled. In 2016, Dong Thap tourism welcomed and served 2.6 million visitors. The average annual growth rate of 17% is higher than 6 Mekong Delta provinces. The turnover reaches USD 21 million.

Increase of number of visitors arriving to Dong Thap



Source: Dong Thap Department of Culture Sports and Tourism, 2017

Dong Thap - The most popular destination of tourists compared to the eastern provinces in the Mekong Delta.



Source: Mekong Delta Tourism Association, 2017

Dong Thap has 79 accommodation establishments providing 1,521 rooms. However, only seven accommodation facilities are rated as 2 or 3 star hotels providing 212 rooms. Most of all accommodation establishments placed in the province have signed up with www.booking.com. According to 2016 statistical survey, on average the visitors stayed 1.5 day in the province. Lack of accommodation facilities close to tourist sites was quoted as one of the main reasons for visitors not staying longer in Dong Thap. This indicates a market gap and investment opportunities in hotel / accommodation sector.

Given unique rural and ecological conditions, community based tourism has become one of the fastest growing tourism segments in the province. During the first six months of 2017 alone local residents invited 52,000 visitors of 25 nationalities (80% Europe) to visit their communities with provision of overnight accommodation. Eco-tourism and community based tourism enables the tourists to discover local habitats, respects traditional cultures and experience's life while providing local farmers with new business opportunities outside their original livelihood.

Most of large domestic tour operators such as Saigon Tourist, Ben Thanh Tourist or Lua Viet tours have brought tourists to Dong Thap.

Dong Thap leaders sees tourism as an important new economic sector and provides training and professional skills development services to local tour operators, hotel and hospitality sector staff and calling for investment in the following:

- Call for investing the projects of building from 3 to 5 star hotels/establishments.
- Call for investing the development of specific tourist products and construction of infrastructure at tourism sites: Relic of Xeo Quit; Gao Giong Eco-tourism site; The Revered Nguyen Sinh Sac Historical Site; Tram Chim National Park; Go Thap Relic - Sen field; Sa Dec Flower Village. etc..
- Investment for developing the community tourism (homestay), connecting closely with the experience of handicraft village and agriculture tourism.

To support those investment projects, Dong Thap is promulgated investment support policies, as follows:

- Investment projects in 4 star and 5 star hotel / accommodation facilities in Cao Lanh and Sa Dec cities can benefit from financial subsidy of VND 50 mil/room. Similar subsidy of VND 40 mil/room is available for 3 star hotel investment projects in the districts, towns.
- Investment Supporting level for homestay is at least 30 guests

or more will receive investment support from VND 50 to 60 million. In addition, consultancy fee, human resource training, building tour-line will be support 60% of total fee. Landscape decoration, items, equipment, aimed to welcome guests will be support 60% of total fee.

- Supporting the investment project to build specific cruise restaurant with special food to connecting closely with specialty of Dong Thap; Investment projects to build the shopping (as planning) in the key tourist sites of Dong Thap, etc.

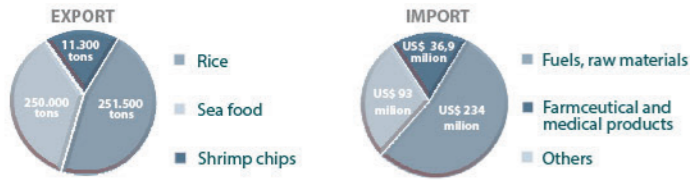


03 TRADE AND SERVICE SECTOR

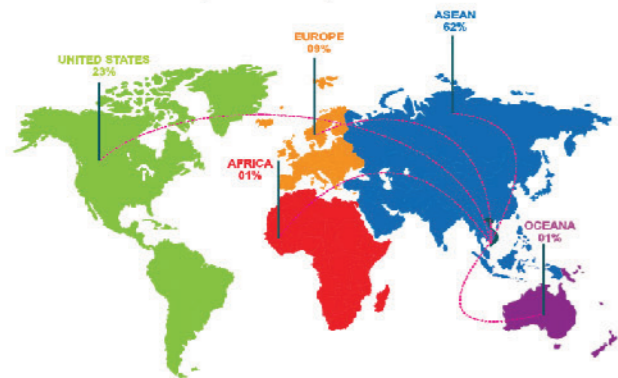
Excellent trade and service connection to HCM City and the Mekong Delta

Dong Thap has well developed retail and wholesale market with agricultural as well as consumer goods. A network of convenience supermarkets (Co.opmart, Vinafood mart, Vincom trade center) along with traditional markets is a backbone of Dong Thap's trade sector.

MAIN EXPORT COMMODITIES:



In 2016 the total volume of retail trade reached more than 2.163 mil USD, while the export and import turnover totaled 1.18 billion USD.



Logistics and transport services are also developing fast. The province is well connected with seaports via river ports in Sa Dec City and Cao Lanh City. Exported goods can be dispatched from nearby Ho Chi Minh City seaports (Cat Lai Port and Saigon Port); Cai Mep Port – Vung Tau and Cai Cui Port – Can Tho City.



The distance by truck between Dong Thap and HCM City is only 4-5 hours, between Dong Thap and Can Tho 2 hours, between Dong Thap and Phnom Penh Capital, the Kingdom of Cambodia is only 3-4 hours.

TRANSPORT WAY



04 INDUSTRIAL ZONES AND INVESTMENT INCENTIVES

Dong Thap has always been committed to creating industrial land fund, ready to call for investment in industrial zones and border gate economic zones and apply preferential policies and support services to benefit investors the most.



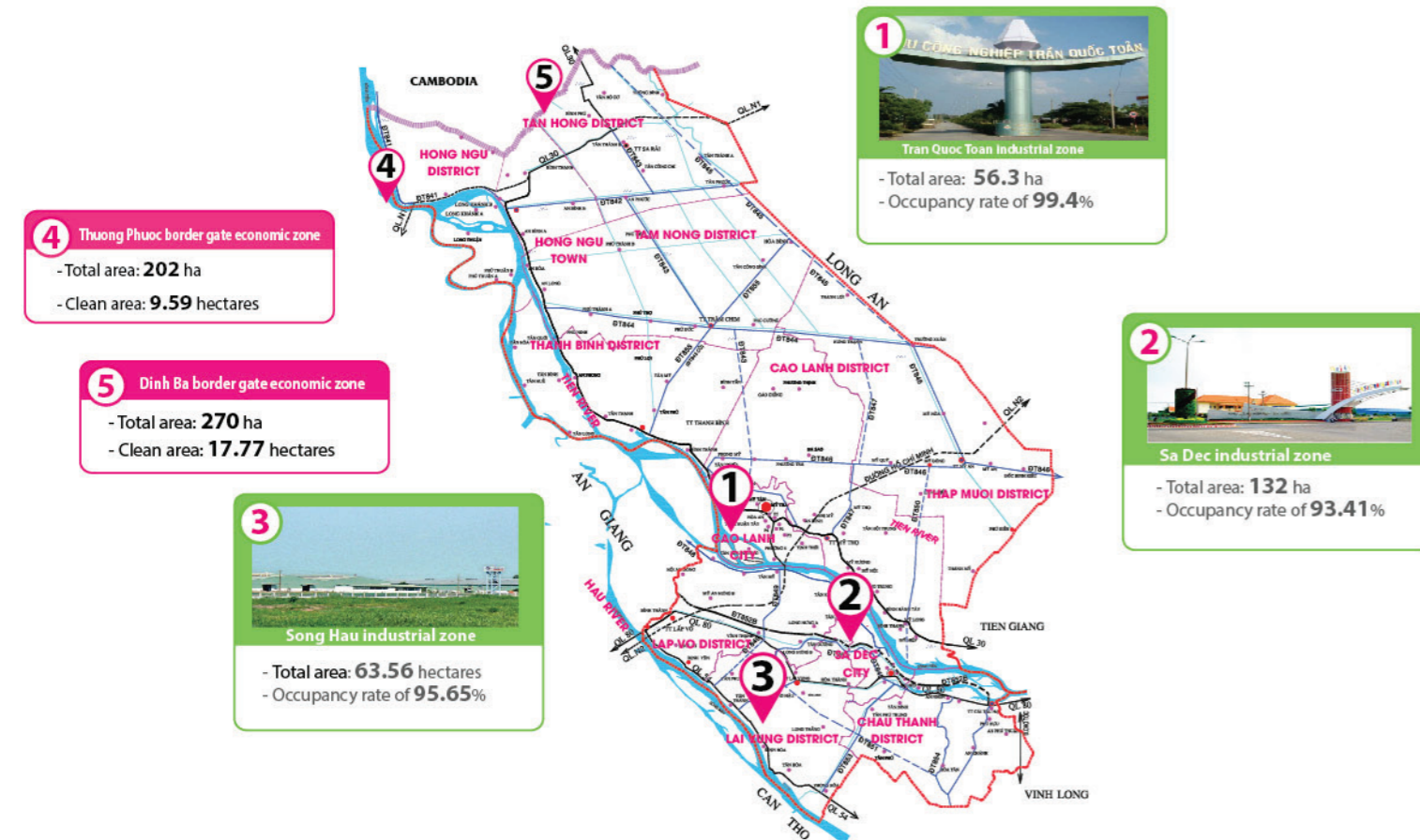
1. Investment opportunities in developing industrial zones and border gate economic zones in the province

Currently, there are 03 industrial zones in operation (Sa Dec, Song Hau and Tran Quoc Toan) with total planned area of over 222 hectares, with current lease prices are approximately USD 30-45/m²/year.

In recent years, Dong Thap has stepped up investment promotion activities, so the occupancy rates in these three

industrial zones have reached almost 95%. zones. Dong Thap is monitoring and urging infrastructure investors to speed up the progress and complete investment in infrastructure for Tan Kieu Industrial zone of 150 hectares (Thap Muoi district), expected to be completed and put into operation in 2019.

Occupancy rates of industrial zones and border gate economic zones in operation



Incentives available to investors whose Investment projects located in the industrial zones

Enterprise income tax:

- + Apply the CIT rate of 17 % for a period of 10 (ten) years.
- + Tax exemption for enterprise income tax for the period of 2 years and to 50% tax reduction for 4 subsequent years

Import tax incentives:

Exemption for the import tax on goods (fixed assets; materials and supplies) used to implement the investment project

Incentives available to investors whose Investment projects located in the border gate economic zones

Enterprise income tax:

- + Apply preferential tax rate of 10% for a period of 15 years
- + Tax exemption for 4 years and to reduce 50% tax for the following 9 years.

Import tax incentives:

- Import tax exemption on goods used to implement the investment project.
- Tax exemption from the import tax on goods (fixed assets; materials and supplies) not manufactured in Vietnam for 5 years.

Exemption and reduction of land rent in border gate economic zones in the following cases:

a) Exemption from the land lease during basal construction but not exceeding 3 years as from the date of the decision to lease the land (excluding cases of investment in improvement construction, expansion of production and business fields).

b) Exemption of land rent after the land rental exemption of the basal construction period: (15 years for projects not included in the list of preferential investment sectors; 19 years for projects on the list of preferential sectors).

c) Exemption from land, water surface rent for the entire lease term: Investment projects in special investment preferences; Investment projects on the construction of dwelling houses for workers, laborers in economic zones or sub-lease of land to build economic infrastructure project in accordance with the state planning.

d) Exemption from whole duration of land lease for investors on the construction and infrastructure business functional areas in economic zones.



2. Calling for investment technical infrastructure projects into the planning industrial zones:



Dong Thap is promoting to call for investment in technical infrastructure projects into the new planning industrial zones with area total of 885 ha: Trung Xuan – Hung Thanh of 150 ha; Ba Sao of 150 ha; Song Hau 2 of 150 ha, High tech industrial zone of 250 ha and expand industrial zones: Tran Quoc Toan of 79 ha and Sa Dec of 106 ha.

PREFERENTIAL POLICIES FOR INVESTMENT IN TECHNICAL INFRASTRUCTURE PROJECTS IN INDUSTRIAL ZONES

Industrial zones: Ba Sao (150 hectares); Song Hau 2 (150 hectares); Hi-tech industrial zones (250 hectares) and and 02 expansible industrial zones: Tran Quoc Toan (79 hectares), Sa Dec (106 hectares). The above-mentioned industrial zones are in the localities of difficult socio-economic conditions, so the preferential level of investment is applied as follows:

Enterprise income tax:

- + Preferential tax rate: 17% within 10 years
- + Tax exemption and reduction: Tax exemption for 02 years, reduction of 50% of payable tax for 04 subsequent years.

Import and export tax:

Exemption of import duty on imported goods to create fixed assets for the project.

Exemption, reduction of land rents:

- + Exemption from land rent, water surface rent for the whole lease term for common infrastructure construction land in the industrial zone.
- + Exemption from the land lease, water surface lease during the basal construction, but not to exceed 3 years from the date of the signed decision to lease the land and water surface.
- + Continuing to be exempted from land rent or water surface rent for 15 years after the land and water surface rent exemption of the basal construction period.

Trung Xuan - Hung Thanh of 150 hectares:

Enterprise income tax:

- Preferential tax rate: 10% within 15 years
- Tax exemption and reduction: Tax exemption for 04 years, reduction of 50% of payable tax for 09 subsequent years.

Export and import tax:

- Exemption of import duty on imported goods to create fixed assets for the project.
- Exemption from the import tax on raw materials, supplies, components which cannot be domestically produced yet within 15 years after the manufacture commencement date
- Exemption, reduction of land rents:
 - Exemption from land, water surface rent for the entire lease period.



COST OF DOING BUSINESS IN DONG THAP

► **Cost of land lease in Industrial Zones (IZ).**

Cost of Industrial land for term of project					Infrastructure use charge	
Location		Unit	VND/year	USD (*)	VND/year	USD (*)/year
Sa Dec IZ	Release land use right	m ²	750,750	33	11,380	0.5
	Release land use rights for revoked projects	m ²	550,550	24,2		
Tran Quoc Toan IZ		m ²	1,000,000	33	5,678	0.25
Song Hau IZ		m ²	409,860 - 683,100	30	6,800	0.3
Dinh Ba border gate economic zones		m ²	175,000	7,69		
Thuong Phuoc border gate economic zones		m ²	80,000	7,9		

► **Cost of warehouse building**

Warehouse	Size	Unit	Price VND	Price USD(*)
Specialized	Small (< 500 tons)	m ²	1,260,000 - 9,050,000	55.34 - 397.45
Specialized warehouse	Big (> 500 tons)	m ²	1,840,000 - 2,280,000	80.81 - 100.13

► **Cost of water waste in Sa Dec industrial zone:**

Cost of water waste	Price VND (included VAT)	Price USD (included VAT)
Cost of water waste for 01 m ³ with the amount of water waste COD <151 mg/l	9,067	0.39
Cost of water waste for 01 m ³ with the amount of water waste COD >151 mg/l	10,582 – 30,273	0.46 – 1.33

Note: COD: Chemical Oxygen Demand

► **Cost of rental rates prime office space (monthly charge)**

Location	Unit	VND	USD (*)
Cao Lanh City	m ²	120,000 - 150,000	5.27 - 6.59
Sa Dec City	m ²	100,000 - 120,000	4.39 - 5.27

(*) 1 USD = 22,750 VND (Oct, 2017)

Source: Dong Thap Planning and Investment Department in 2017

Source: Dong Thap Management of Economic Zones

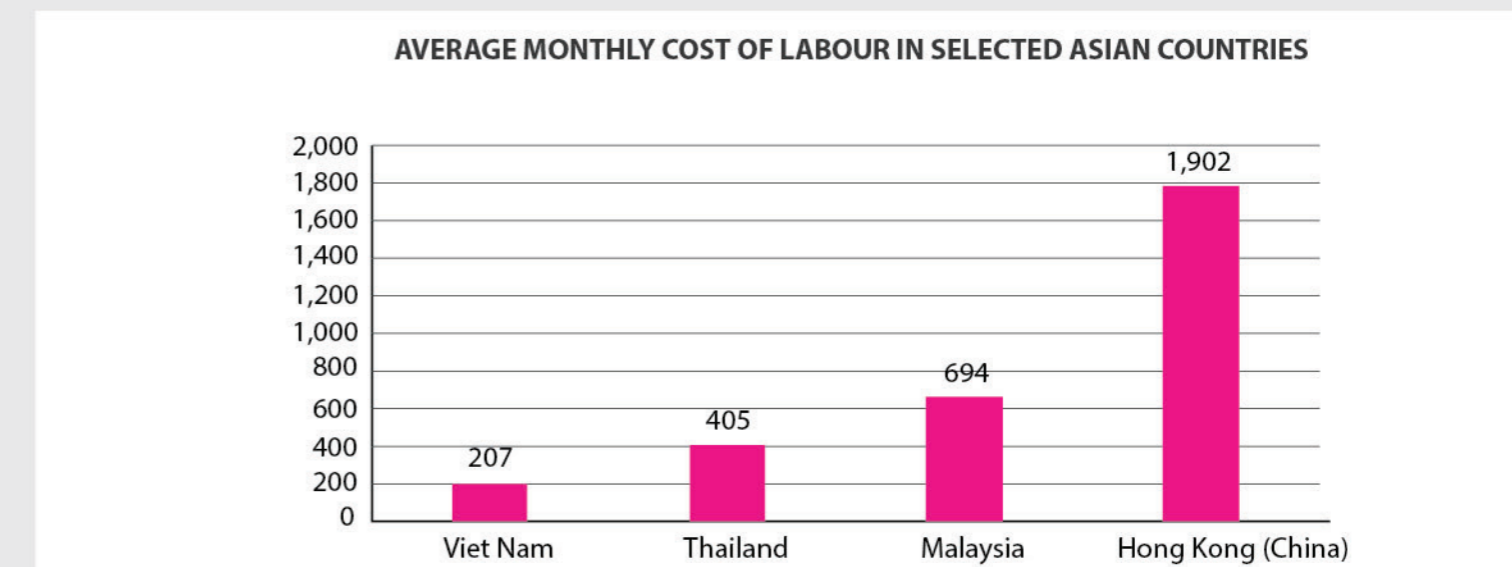
► **Cost of electricity**

Electricity	Unit	VND	USD (*)
Power electricity for production	kWh	1,450 - 2,512	0.06 - 0.11
Power electricity for trade - service	kWh	2,314 - 3,968	0.10 - 0.17
Power electricity for household	kWh	1,092 - 2,512	0.05 - 0.11

► **Cost of water usage and gas**

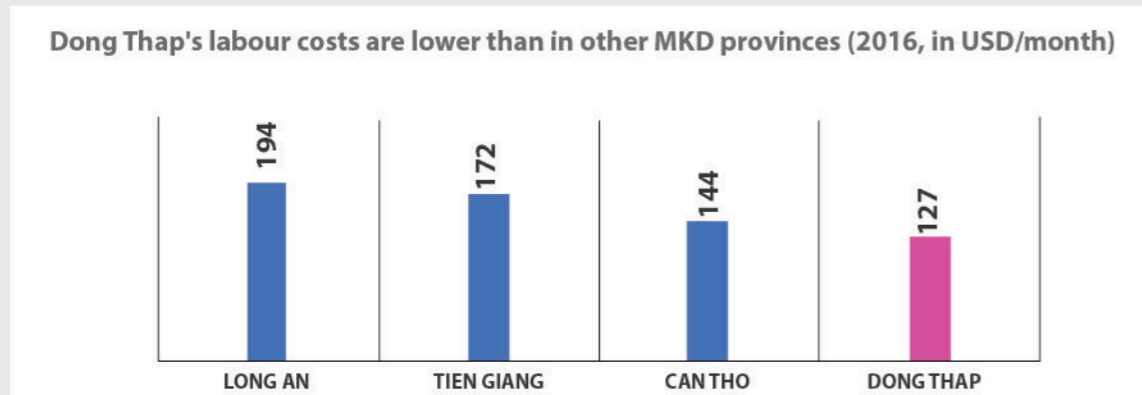
	Unit	VND	USD (*)
Water for production	m ³	7,000	0.3
Water for trade - service	m ³	7,000	0.3
Water for household	m ³	6,000	0.26
Gas	48 kg	500,000	20

► **Cost of labour (monthly charge; unit: USD)**



Source: Global Wage Report 2016/17

► **Cost of labour (monthly charge)**



► **Education and training**

Education	Number of educational facilities	Training capacity (per year)
Primary school	320	150,000
Secondary school	129	95,000
Primary and lower secondary school	40	39,000
Lower and upper secondary school	03	5,637
University	01	12,000
Colleges	01	20,000 (100,000 up to 2020)
Vocational school	01	
Vocational site and center	03	
Private vocational site	07	
Job center and vocational training	11	

► **Health Care**

Establishment	Quantity	Patient beds
Hospital	19	5,408
Regional General Clinic	10	200
Medical service in local	144	900



**USEFUL
ADDRESSES**

USEFUL ADDRESSES

1. Restaurant, Hotel

Song Tra Restaurant and Hotel

Address: 178 Nguyen Hue, Ward 2, Cao Lanh City
Tel: (0277) 3852 624 - 3852 504
Fax: (0277) 3852 623
Email: dtsongtrahotel@yahoo.com
Total room: 50 rooms

Hoa Binh Restaurant and Hotel

Address: No 10, 30 Highway, ward 2, Cao Lanh City
Tel: (0277) 3851 469
Fax: (0277) 3851 218
Email: hoabinh_khachsan@yahoo.com.vn
Total room: 60 rooms

My Tra Hotel

Address: 272 Le Duan, My Phu Ward, Cao Lanh City
Tel: (0277) 3855 624 - 3851 457
Fax: (0277) 3851 457
Email: DImytra@vnn.vn
Total room: 54 rooms

Nhà khách tinh Đồng Tháp

Address: 48 Ly Thuong Kiet, Ward 1, Cao Lanh City
Tel: (0277) 3872670 - 3872671
Email: nhakhachtinhdt@yahoo.com.vn
Total room: 36 rooms

Huong Sen Hotel

Address: 18 Vo Truong Toan, Ward 1, Cao Lanh City
Tel: (0277) 3546 789
Fax: (0277) 3858 586
Email: huongsensales@gmail.com
Website: huongsenhoteldt.com
Total room: 39 rooms

Sa Dec Hotel

Address: 108/5A Hung Vuong Street, Ward 1, Sa Dec City.
Tel: (0277) 3862828 - 3861430;
Fax: (0277) 3861430
Email: sadechotel@yahoo.com.vn
Total room: 10 rooms

2. Hospital

Dong Thap General Hospital

Address: 114 Mai Van Khai, My Tan Commune, Cao Lanh City
Tel: (0277) 3851 130
Website: bvdkdongthap.vn

Thai Hoa International Hospital

Address: 01 Bis, Le Thi Rieng, Ward 1, Cao Lanh City
Tel: (0277) 3878 878
Fax: (0277) 3878 876
Email: info@thaihoahospital.com
Website: thaihoahospital.com

Quang Duc Eye Hospital

Address: 31 Hung Vuong, Ward 2, Sa Dec City
Tel: 0913617359-091386989
Website: benhvienmatquangduc.vn

3. Bank

Vietcombank – Branch of Dong Thap

Address: 66, 30/4 Street, Ward 1, Cao Lanh City
Tel: (0277) 3872 110
Website: vietcombank.com.vn

Vietinbank – Branch of Dong Thap

Address: 87, Nguyen Hue, Ward 1, Cao Lanh City
Tel: (0277) 3851 224 - 385 1095
Website: vietinbank.com.vn

Agribank – Branch of Dong Thap

Address: 01, Nguyen Du, Ward 2, Cao Lanh City
Tel: (0277) 3851 364
Website: agribank.com.vn

4. Public Transport:

Sen Hong Taxi

Address: 40 Doc Binh Kieu, Ward 2, Cao Lanh City.
Tel: (0277) 3 99 55 77

Futa Bus Lines

Address: 17 – 19 Vo Thi Sau, Ward 2, Cao Lanh City.
Tel: (0277) 3877 877.
Website: futabus.vn

Quoc Hoang Coach

Address: 62, 30 highway, My Phu Ward 2, Cao Lanh City.
Tel: (0277) 3854 588 - 3870909
Website: xekhachquochuang.vn

5. Post Office

Dong Thap post office

Address: 85, Nguyen Hue, Ward 1, Cao Lanh City
Tel: (0277) 3852 389
Website: vnptdongthap.com.vn

Viettel Post

Address: 27, Le Anh Xuan, Ward 2, Cao Lanh City
Tel: (0277) 6250 001
Website: viettel.com.vn

