

## **Section 3: Setting Up in Vietnam**

### **3.1 Investment Approval Process**

#### **3.1.1 Introduction**

Investors that wish to establish a functioning BCC, JV or FOC in Vietnam must complete an investment approval process. Unfortunately, this process is not user-friendly. Instead, it is inconsistent and characterized by excessive layers of bureaucracy. Moreover, it seems to defy description: neither the State nor any student of Vietnam has explained the process in its entirety.

This section attempts to give investors the simplified guide that they are missing. The section pulls together information from government sources, investment and business publications, and persons in the field to construct the complete approval process as it exists today. The section begins with a simple flow chart that illustrates the sequence of approval steps. Then, each part of the process is described in detail. Where helpful, actual accounts of past investors, and advice from experts in the field, are included in boxes next to the text. Finally, a short discussion is presented to highlight key points from the process.

It should be noted that, for the purpose of simplicity, the process outlined is the process for investing in Hanoi and Ho Chi Minh City. The process followed in other urban centres and in rural areas is not measurably different.