



# HAI YEN INDUSTRIAL PARK

Mong Cai City  
Quang Ninh Province

182 HA



## BORDER GATE ECONOMIC ZONE INCENTIVES

### OVERVIEW OF QUANG NINH



Total area  
**6,178.21 km<sup>2</sup>**

Population (2021)  
**1,415,000 people**

Labor Force  
**800,000 people**

**1/63**  
Provincial Competitiveness Index (PCI) 2021

#### Labor source:

- Per capita income (2021): 6,7 USD/year.
- The labor force mobilized from the neighboring provinces: 3,8 million people (from Bac Giang, Hai Duong, Hai Phong, Lang Son).

## 1. GENERAL INFORMATION

### Developer

VIGLACERA CORPORATION - JSC

### Scale

182 ha

### Operational Time

50 years (From 2007 to 2057)

### Main Investment Sectors

- Consumer goods
- Produce installing electric and high technology
- Mechanic, steel and products made from steel
- Agricultural processing and foodstuff
- Produce construction materials
- Warehouse for keeping goods

### Method For Sale



Sublease the land with available infrastructures



Lease the office and business urban area

## 2. PREFERENTIAL INVESTMENT

### Corporate Income Tax (CIT) - Border Gate Economic Zone Incentive

Tax rate:

Taxation of corporate income tax rate is **10%** for **15** years.

tax incentive:

- Exempt CIT for the first **4** years.
- Decrease **50%** for the next **9** years.

### Import machine and equipment

*(Only applied for high-tech enterprises, investment incentive fields according to Degree No. 87/2010/NĐ-CP)*

- (1) - Import tax exemption for goods to create fixed assets.
- (2) - Import exemption for raw material, imported materials to produce exported goods.
- (3) - Import tax exemption for raw material in 5 years since starting the manufacture if the enterprises invest on the project under the list of special incentive investment projects or invest in manufacture of spare parts mechanic, electronic, etc.

**Tax for the oversea remittance: FREE**

### Value Add Tax (VAT)

Exemption of VAT for commodities imported as materials for production processing of commodities for export according to the processing contracts signed with foreign Partners.

## 3. INVESTMENT SUPPORT

### Support procedures before and after granting investment license

VIGLACERA REAL ESTATE COMPANY is willing to guide and help all investors to complete necessary procedures as soon as possible:

- Investment certificate procedure.
- Personnel registering procedure.
- Registering and make stamp procedure.
- Procedure to register tax code.

## 4. INFRASTRUCTURE

	<b>Internal Traffic</b>	<ul style="list-style-type: none"><li>• The width of the center road is 43.5 m.</li><li>• The width of main roads with 2 lanes is 33 m and the belt roads is 21.25 m.</li><li>• The Industrial Park is connected with the National Road No. 18 by 02 interchanges.</li></ul>
	<b>Power Supply</b>	Power is supplied from national grid through 110/22KV transformer stations with capacity of 2x16 MVA and 32 MVA.
	<b>Water Supply</b>	Water treatment station has capacity of 6,500 m <sup>3</sup> /day. The diameter of water supply pipe is D100mm - D400mm. The water is collected from Trang Vinh lake which 6 km far from Hai Yen Industrial Park.
	<b>Drainage System</b>	Rain-water drainage system and wastewater drainage system is constructed separately. The diameter of rain-water drainage pipe is D800mm - D1250mm with the principle of automatic drainage.
	<b>Waste and Wastewater Treatment</b>	<ul style="list-style-type: none"><li>• Wastewater treatment station has capacity of 4,300 m<sup>3</sup>/day, capacity increases depending on the demand.</li><li>• The diameter of wastewater drainage pipe is D300mm - D600mm.</li><li>• Waste from factories in the IP shall be categorized immediately in every factory and be collected to the centered treatment area of Mong Cai City.</li></ul>
	<b>Fire-fighting</b>	Water supply system for firefighting is located along road lines in the Industrial Park. The distance between fireplugs from 120 m - 150 m with firefighting pipe diameter of D125mm.
	<b>Telecommunication System/Internet</b>	Modern communication system reaches international standard. People living in the economic ring area can together use Vietnam and China telecommunication network.
	<b>Environment and Green tree</b>	Green trees cover 10.74% of total land area.

## 5. SOCIAL INFRASTRUCTURE AND OTHER SERVICES

	<b>Customs</b>	All the custom procedures are easily done in the Industrial Park and get incentives in Vietnam - China economic corridor. Enterprises can temporarily import to China and re-export from Feng Cheng (China) Seaport.
	<b>Accommodation for Workers</b>	Hai Yen Urban area with total area of 10 ha is adjacent to the industrial park.
	<b>Hospital</b>	Mong Cai Hospital is 6km far from Hai Yen IP.



## 6. PRICES AND CHARGES

Note: All the above rates are exclusive of VAT as defined in the current time of supply unit

### Power Charge

(Level from 22KV to under 110KV)  
Decision No.648/QĐ-BCT dated  
March 20, 2019 of the Ministry of  
Industry and Trade

(1) - Normal hours: 1,555 VND/Kwh (equivalent to 0.067 USD/Kwh)  
(From Monday to Saturday: 4h - 9h30', 11h30' - 17h and 20h - 22h; Sunday: 4h - 22h)  
(2) - Night hours: 1,007 VND/Kwh (equivalent to 0.04 USD/Kwh)  
(Everyday: 22h - 4h)  
(3) - Rush hours: 2,871 VND/Kwh (equivalent to 0.123 USD/Kwh)  
(From Monday to Saturday: 9h30' - 11h30' and 17h - 20h/Not Sunday)

### Water Price

12,200 VND/m<sup>3</sup> (equivalent to 0.54 USD/m<sup>3</sup>) - monthly payment.

### Fee of Wastewater Treatment

9,223 VND/m<sup>3</sup> (equivalent to 0.41 USD/m<sup>3</sup>) - monthly payment.  
The quantity is defined by 80% the amount of water supply.

### Charge of telephone, internet and other services

According to the regulation of supplying units at the using time.

## INVESTORS LEASE LAND WITH INFRASTRUCTURE AND BUILD FACTORY

### Minimum size of land sublease

10,000 m<sup>2</sup>.

### Infrastructure Rental

Depend on location and leasing land plot area.

### Land Rental

Exemption according to regulation imposed on Border Gate Economic Zone.

### Industrial Service and Maintain Infrastructure Fee

0.7 USD/m<sup>2</sup>/year - yearly payment.

## 7. REGULATION ABOUT CONSTRUCTION MANAGEMENT

### Available building list in the IP

Manufacturing workshops, warehouses, operating offices, canteens for workers and sub-works (motorcycle-shed, guard-house, power transformer station, water tank for firefighting).

### Prohibited building list in the IP

House building, underground exploitation building.

### Building Landmark (Building Setback)

Solid works shall be built at least 6 meters from the building lines of internal roads and at least 3 meters from neighboring plots' boundaries (fire-fighting line).

### Factory Fence

The fence on the side of front internal road must be built opening fence (made by iron flower shape).

### Building Density

60%

### Land using factor

1.8 times

### Green Density

Over 15%

## 8. TREATMENT REGIMES

### Salary

(applied from July 01, 2022 according to Degree No. 38/2022/ND-CP)

- (1) - Workers: Minimum 4,160,000 VND/month (equivalent to 179 USD/month)  
Average Salary of Workers: 280 - 500 USD/month  
(2) - Engineer/Technician/Office staff: 350- 650 USD/month.  
(3) - Chief Division/Chief accountant/Manager: 700 - 1,000 USD/month

### Insurance

Total Social Insurance: 32%, in detailed:  
- Social insurance: 25.5%  
- Health insurance: 4.5%  
- Unemployment insurance: 2%  
Enterprises have to pay monthly 21.5% of total salary fund (17.5% for social insurance, 3% for health insurance and 1% for unemployment insurance)  
Employees have to pay 10.5% (8% for social insurance, 1.5% for health insurance and 1% for unemployment insurance)

## 9. REFERENCES

**Charge of telephone installation** 440,000 VND/unit (equivalent to 21.5 USD/unit).

**Charge of internet connection** 440,000 VND/ (equivalent to 21.5 USD/unit). It will be free if sharing with telephone lines

### Transport charges (Containers for reference)

Cost of Container transportation:

• From Hanoi to the IP:	Cont 20ft: 360 USD	Cont 40ft: 390 USD
• From the IP to Cai Lan Deep Seaport:	Cont 20ft: 400 USD	Cont 40ft: 424 USD
• From the IP to Hai Phong Seaport:	Cont 20ft: 460 USD	Cont 40ft: 482 USD

### Price to build standard warehouse for reference

250 - 350 USD/m<sup>2</sup>  
Actual building price depends on detailed design of every factory and at the building time.



## INVESTORS IN VIGLACERA'S INDUSTRIAL PARKS



# THE LEADING INDUSTRIAL PARK DEVELOPER



**20+**  
YEARS

of experience in  
IP development



**300+**  
INVESTORS

all over the world



**4,000+**  
HECTARES



**12**  
INDUSTRIAL  
PARKS

11 industrial parks  
01 economic zone



## ▶ Bac Ninh Province

### 1. TIEN SON IP - 350 HA

*The first industrial park in Bac Ninh province*

### 2. YEN PHONG IP - 658 HA

*The most FDI attractive project in the region*

### 3. YEN PHONG 2C IP - 219 HA

*IP owns prime location and outstanding infrastructure*

### 4. THUAN THANH 1 IP - 250 HA

*New industrial park in 2022*

## ▶ Phu Tho Province

### 5. PHU HA IP - 356 HA

*The most competitive rental price in the area*

## ▶ Ha Nam Province

### 6. DONG VAN 4 IP - 600 HA

*10 preferential policies from Ha Nam province*

## ▶ Quang Ninh Province

### 7. DONG MAI IP - 317 HA

*IP is nearby 2 biggest seaports in the North*

### 8. HAI YEN IP - 182 HA

*Border gate economic zone incentives*

## ▶ Hung Yen Province

### 9. YEN MY IP - 280 HA

*IP is located near Hanoi, connects easily to Hai Phong Port*

## ▶ Thai Binh Province

### 10. TIEN HAI IP - 466 HA

*Coastal economic zone incentives*

## ▶ Thua Thien - Hue Province

### 11. PHONG DIEN IP - 284 HA

*Industrial park attracts textile industry*

## ▶ Republic of Cuba

### 12. VIMARIEL EZ - 256 HA

*The first Vietnamese economic zone in Cuba*

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