

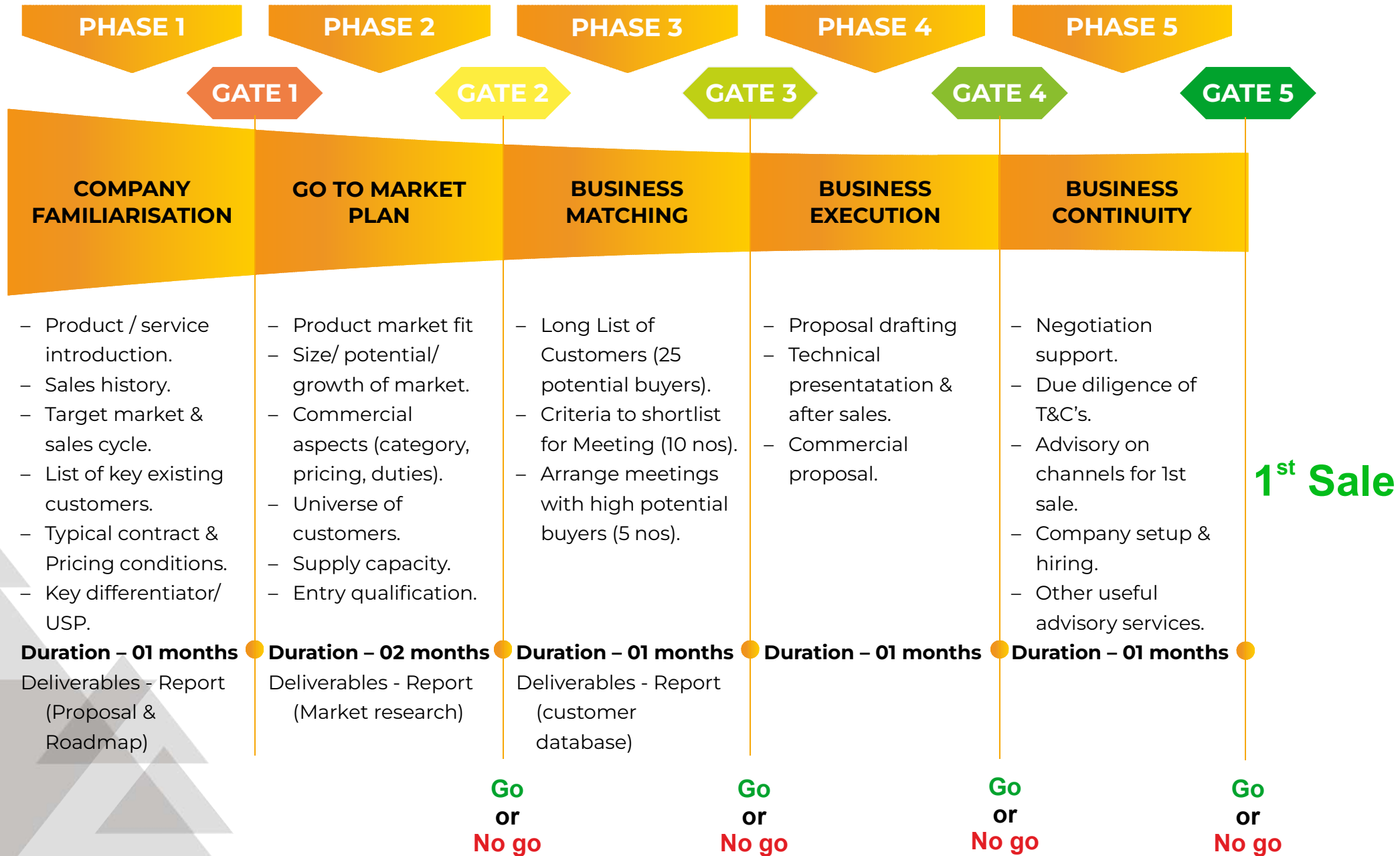


VIETNAM MARKET ENTRY SERVICES

OPENING YOUR BUSINESS IN VIETNAM IS LESS OF A CHALLENGE WHEN YOU HAVE THE EXPERIENCE AND ENTHUSIASM OF THE MAHAN NETWORK MAKING ALL THE RIGHT MOVES FOR YOU.

HOW WE ACHIEVE THIS

STAGE GATE EXECUTION FLOW



WHY VIETNAM

GDP growth consistently among the highest in ASEAN, Macro economic stability.

Young workforce and strategic location near major Asian supply chains.

Manufacturing competitiveness and supply chain readiness.

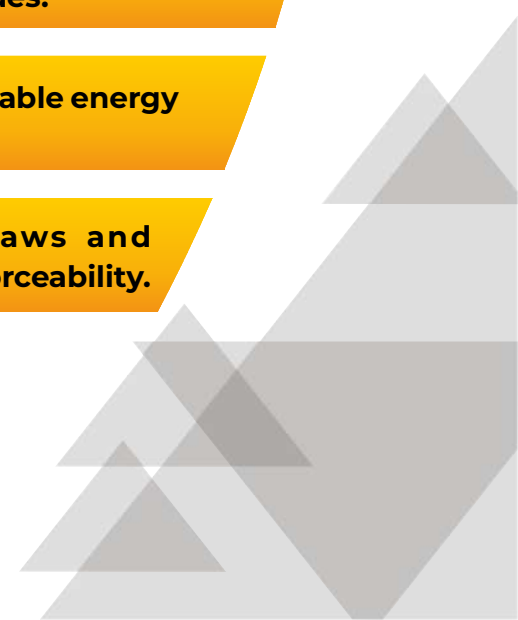
Free trade agreement coverage (AIFTA, CPTPP, EVFTA, RCEP, UKVFTA, etc.)

Pro-business government focused on digital transformation.

Expanding domestic consumption, Export oriented industrial zones and logistics upgrades.

Hub for electronics manufacturing, renewable energy development, and high-tech operations.

Expanded protections through investment laws and international treaties, ensuring transparency and enforceability.



THE MAHAN ADVANTAGE

- Reduce market entry risks and costs by outsourcing and leveraging the assets and resources of Mahan.
- Have the option to build a local team dedicated towards developing the company's brand, channel partners as well as pursue direct sales, all without the typical administrative hassles.
- Have control over local team and ensure execution according to the parent company's guidance and direction.
- Be able to access all data such as customer info, leads etc at any time in the sales cycle.
- Track and evaluate progress of the local business unit through metrics.
- Option to take over control of business at any time.

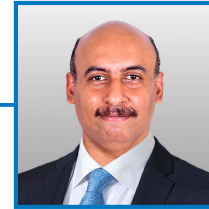
COSTS

Phase 1: Nil

Phase 2: USD 12,888

Phase 3: USD 24,860

Phase 4 & 5 : Project dependant



DAMIAN FERREIRA

Damian has over 20 years experience of living and working in S.E Asia and shares deep roots with the people, culture and customs of the region. During his 14 years in Vietnam, he founded Mahan (Vietnam) Ltd, a company dedicated to helping foreign investors avoid mistakes during FDI in Vietnam. He is a subject matter expert on the regulatory framework for FDI in Vietnam and has a solid understanding of the practicalities associated with doing business in Vietnam. Damian has an M.Sc in Geophysics from the University of Leeds, UK.



MOHAMMAD MUDASSER

Muddaser leads business transformation advisory at PwC. A results driven executive, he has 15+ years of global experience in strategy, operations and business advisory. Mudasser has worked with businesses of all shapes and sizes and has a proven track record in enhancing value, be it at the market entry stage or at building & growing the sales channels or handholding businesses through a restructuring or at optimising performance, lowering risk and increasing profitability. Mudasser has a Masters of management from IIT, Kharagpur and a BE in Chemical engineering.

GET IN TOUCH WITH US



Doing business in Vietnam, simplified

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