

ANNEX

C E D L E O F E N A M

E A D N O E

1. Commitments in these sub-sectors under Chapter 11 (Financial Services) are undertaken subject to the limitations and conditions set forth in these headnotes and in the Schedule below.
2. To clarify Viet Nam's commitments with respect to Article 11.5 (Market Access for Financial Institutions), juridical persons supplying financial services and constituted under the laws, regulations and guidelines of Viet Nam are subject to non-discriminatory limitations on juridical form.¹
3. Article 11.10.1(c) (Non-Conforming Measures) shall not apply to non-conforming measures relating to Article 11.5(b) (Market Access for Financial Institutions).
4. For entries in Section A, all elements of the entry shall be considered in their totality for the purposes of its interpretation. Where there is any inconsistency in relation to the interpretation of an entry, the **De cr p y on** element of the entry shall prevail to the extent of the inconsistency.
5. For entries in Section B, where an inconsistency arises in relation to the interpretation of an entry, the **De cr p y on** element of the entry shall prevail to the extent of the inconsistency.

ANNEX

Section A

Scope	Financial Services
Scope	Banking and other financial services (excluding securities and insurance)
Origination Concerned	National Treatment (Article 11.3) Market Access for Financial Institutions (Article 11.5)
Level of Government	Central
Reference	<i>Law No.47/2010/QH12 on Credit Institutions 2010</i> <i>Decree No.39/2014/ND-CP of the Government on operation of finance company and financial leasing company</i> <i>Circular No.40/2011/TT-NHNN of the State Bank of Viet Nam on licensing, organisation and operations of commercial banks, branches of foreign banks, representative offices of foreign credit institutions, other foreign institutions engaged in banking</i>
Deployment	Foreign credit institutions ² are only permitted to establish commercial presence in Viet Nam in the following forms: (a) With respect to foreign commercial banks: representative office, branch of foreign commercial bank, commercial joint venture bank with foreign capital contribution not exceeding 50 per cent of chartered capital, joint venture financial leasing company, 100 per cent foreign-invested financial leasing company, joint venture finance company and 100 per cent foreign-invested finance company, and 100 per cent foreign-owned banks. (b) With respect to foreign finance companies:

² “Credit institutions” is defined as in Article 4 of *Law No.47/2010/QH12 on Credit Institution 2010*. For greater certainty, a foreign credit institution does not include branch or an entity that has no independent legal existence of investor.

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Financial Services

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Banking and other financial services (excluding sec

ec_vor	Financial Services
ec_vor	Banking and other financial services (excluding securities and insurance)
O_vg_von Concerned	National Treatment (Article 11.3)
Le_ve of G_voern en_v	Central
Me_vre	<p><i>Law No.47/2010/QH12 on Credit Institutions 2010</i> <i>Decree no. 39/2014/ND-CP of the Government on operation of finance company and financial leasing company</i> <i>Circular 40/2011/TT-NHNN of the State Bank of Viet Nam on licensing, organisation and operations of commercial banks, branches of foreign banks, representative offices of foreign credit institutions, other foreign institutions engaged in banking</i></p>
De_vcr_vp_von	<p>The conditions for the establishment of a branch of a foreign commercial bank in Viet Nam: the parent bank has total assets of more than US\$20 billion at the end of the year prior to application.</p> <p>The conditions for the establishment of a joint venture bank or a 100 per cent foreign-owned bank in Viet Nam: the parent bank has total assets of more than US\$10 billion at the end of the year prior to application.</p> <p>The conditions for the establishment of a 100 per cent foreign-invested finance company or a joint venture finance company, a 100 per cent foreign-invested financial leasing company or a joint-venture financial leasing company in Viet Nam: the foreign credit institution has total assets of more than US\$10 billion at the end of the year prior to application.</p> <p>Only a natural person who has the nationality of Viet Nam can be allowed to be a founding shareholder of joint stock commercial banks.</p>

Sector	Financial Services
Sector	Banking and other financial services (excluding securities and insurance)
Organizations Concerned	National Treatment (Article 11.3) Market Access for Financial Institutions (Article 11.5)
Level of Government	Central
Measure	<i>Law No.47/2010/QH12 on Credit Institutions 2010</i>
Description	A foreign credit institution or a foreign institution engaged in a banking operation shall only be permitted to establish one representative office in each province or city under the central authority.

Director	Financial Services
Director	Banking and other financial services (excluding securities and insurance)
Organ Concerned	Senior Management and Boards of Directors (Article 11.9)
Level of Governance	Central
Reference	<i>Law No.47/2010/QH12 on Credit Institutions 2010</i>
Description	General directors (directors), deputy general directors (deputy directors), chief accountants, directors of branches and directors of subsidiary companies and people assuming equivalent positions must reside in Viet Nam during their term of office whenever they assume the positions in the Board of Directors of a credit institution.

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ec _v or	Banking and other financial services (excluding securities and insurance)
O _v g _v on Concerned	National Treatment (Article 11.3) Market Access for Financial Institutions (Article 11.5)
Le e of ⁶ o ern en _v	Central
Me re	<i>Law No.47/2010/QH12 on Credit Institutions 2010</i> <i>Decree No.141/2006/ND-CP</i>

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ec _v or	Financial Services
ec _v or	Insurance
O _v g _v on Concerned	Cross-Border Trade (Article 11.6)
Le e of ⁶ o ern en _v	Central
Me re	<i>Law No.61/2010/QH12</i>

ec _v or	Financial Services
ec _v or	Securities
O _v g _v on Concerned	National Treatment (Article 11.3) Market Access for Financial Institutions (Article 11.5)
Le e of ⁶ o ern en _v	Central
Me re	<i>Law No.70/2006/QH11</i> on Securities <i>Law No.62/2010/QH12</i> amending and supplementing a number of articles of the Law on Securities
De cr p _v on	The Viet Nam Securities Depository (VSD) is the only organisation authorised to act as a Central Securities Depository (CSD) which typically supplies services on registration, depository, clearing and settlement of securities and securities transactions.

ANNEX

Section B

Section	Financial Services
Section	Banking and other financial services
Organisations Concerned	National Treatment (Article 11.3) Most-Favoured-Nation Treatment (Article 11.4) Market Access for Financial Institutions (Article 11.5) Senior Management and Boards of Directors (Article 11.9)
Level of Government	Central
Description	Viet Nam reserves the right to adopt or maintain any measure relating to the equitisation of state-owned commercial banks and restructuring process of credit institutions in Viet Nam.
Existing Measures	<i>Law No.47/2010/QH12 on Credit Institutions 2010</i>

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O _v g _v on Concerned	National Treatment (Article 11.3) Market Access for Financial Institutions (Article 11.5) Senior Management and Boards of Directors (Article 11.9)
Le e of ⁶ o ern en _v	Central
De cr p _v on	Viet Nam may grant advantages or exclusive rights to one or more development financial institutions, co-operative banks, people's credit funds and microfinance institutions including but not limited to Viet Nam Bank for Social Policies, Viet Nam Development Bank, Co-operative Bank of Viet Nam, Bank for Agriculture and Rural Development of Viet Nam, and Mortgage Refinance Bank.

ec _v or	Financial Services
ec _v or	All
O_vg_von Concerned	National Treatment (Article 11.3) Most-Favoured-Nation Treatment (Article 11.4) Market Access for Financial Institutions (Article 11.5)
Le e of [€]o ern en_v	Central
De cr p_von	Without limiting Viet Nam's obligations under Article 11.7 (New Financial Services), Viet Nam may impose a pilot testing program for a new financial service and in doing so may impose either a cap on the number of financial service suppliers that may participate in a pilot testing programme or restrictions on scope of pilot testing programme.

ec _v or	Financial Services
ec _v or	All
O _v g _v on Concerned	Cross-Border Trade (Article 11.6)
Le e of ⁶ o ern en _v	Central
De cr p _v on	To the extent of financial services not committed under Viet Nam's Annex 11-A (Cross-Border Trade), Viet Nam reserves the right to adopt or maintain any measure with respect to the purchase of financial services by persons located in Viet Nam from financial service suppliers abroad.

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Financial Services

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ec_vor	Financial Services
ec_vor	Insurance
O_vg_von Concerned	National Treatment (Article 11.3)
Le_ve of Co_vern_ven_v	Central
De_vcr_vp_von	In addition to the general conditions for being granted the establishment and operation licence, financial service suppliers or investors of a Party asking for the permission to establish foreign insurance enterprises, foreign insurance brokerage enterprises and reinsurance enterprises must satisfy a number of additional conditions on minimum years of experience, value of total assets, making profits and no violation of the laws and regulations on insurance business or of other laws of the country where it has its head office.
Ex_vng_v Me_vre	<p><i>Law No.24/2000/QH10 on Insurance Business</i></p> <p><i>Decree No.45/2007/N -CP detailing the implementation of some articles of the Law on Insurance Business</i></p> <p><i>Law No.61/2012/QH12 amending and supplementing some articles of the Law on Insurance Business</i></p> <p><i>Decree No.123/2011/N -CP detailing the implementation of a number of articles of the Law amending and supplementing some articles of the Law on Insurance Business and amending and supplementing a number of articles of the Decree No.45/2007/ND-CP detailing the implementation of a number of articles of the Law on Insurance Business</i></p> <p><i>Circular No.124/2012/TT-BTC guiding the implementation of a number of articles of the Decree No.45/2007/N -CP detailing the implementation of some articles of the Law on Insurance Business and Decree No.123/2011/N -CP detailing the implementation of a number of articles of the Law amending and supplementing some articles of the Law on Insurance Business</i></p>

Director	Financial Services
Director	Insurance
Organizations Concerned	Cross-Border Trade (Article 11.6)
Level of Government	Central
Description	In addition to the general conditions for supplying reinsurance services, a foreign reinsurance company must satisfy an additional condition on required credit ratings.
Existing Measures	<i>Law No.61/2010/QH12</i> amending and supplementing some articles of the Law on Insurance Business <i>Circular No.124/2012/TT-BTC</i> guiding the implementation of a number of articles of the <i>Decree No.45/2007/N -CP</i> detailing the implementation of some articles of the Law on Insurance Business and the <i>Decree No.123/2011/N -CP</i> detailing the implementation of a number of articles of the Law amending and supplementing some articles of the Law on Insurance Business

Director	Financial Services
Director	Insurance
Original Concerned	Market Access for Financial Institutions (Article 11.5)
Level of Intervention	Central
Description	<p>No foreign insurance company except a foreign non-life insurance company is permitted to open branches in Viet Nam.</p> <p>In order to be granted the licence for the establishment of a non-life insurance branch in Viet Nam, a foreign non-life insurance company must satisfy the conditions under Vietnamese law, including:</p> <ul style="list-style-type: none"> (a) operational and financial capacity and branch management and supervisory capacity in Viet Nam of foreign non-life insurance company; and (b) cooperation between the foreign insurance administrative body of the country where the company head office is located and the Vietnamese insurance administrative body in managing and supervising the branch of foreign non-life insurance company in Viet Nam.
Existing Measures	<i>Decree No.123/2011/N -CP</i> detailing the implementation of a number of articles of the Law amending and supplementing some articles of the Law on Insurance Business and amending and supplementing a number of articles of the <i>Decree No.45/2007/ND-CP</i> detailing the implementation of a number of articles of the Law on Insurance Business

Director	Financial Services
Director	Securities
Organization Concerned	Market Access for Financial Institutions (Article 11.5)
Level of Government	Central
Description	The operation and services provided by branches of a foreign securities company and a fund management company in Viet Nam are subject to approval of the Government of Viet Nam, including the imposition of conditions for the approval.
Existing Measures	<i>Law No.70/2006/QH11 on Securities</i> <i>Law No.62/2010/QH12 amending and supplementing a number of articles of the Law on Securities</i> <i>Decree No.58/2012/ND-CP dated 20/7/2012 detailing and guiding the Law on Securities and amendments thereof</i>

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ec_vor	Securities
O_vig_von Concerned	National Treatment (Article 11.3)
Le_ve of_v G_vo_vern_ven_ven_vce	Central
De_vcr_vip_von	<p>Foreign participation from above 49 per cent to less than 100 per cent of charter capital of a securities company and a fund management company in Viet Nam is subject to the approval of the Government of Viet Nam, including the imposition of conditions for the approval.</p> <p>This entry will be deemed to be a Section A entry under Article 11.10 (Non-Conforming Measures) in five years from the date of entry into force of this Agreement for Viet Nam.</p>
Ex_ving_v Me_vre	<p><i>Law No.70/2006/QH11</i> on Securities <i>Law No.62/2010/QH12</i> amending and supplementing a number of articles of the Law on Securities Articles 1, 2 and 3 of <i>Decision No.55/2009/Q -TTg</i> on percentage of participation of foreign investors in securities market of Viet Nam</p>

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ec _v or	Securities
O _v g _v on Concerned	National Treatment (Article 11.3) Market Access for Financial Institutions (Article 11.5)
Le e of ⁶ o ern en _v	Central
De cr p _v on	Viet Nam reserves the right to adopt or maintain any measure relating to the establishment, ownership and operation of regulated securities markets and associated infrastructure, including but not limited to Central Securities Depository (including registration, depository, clearing and settlement), Central Counterparty (CCP), Securities Trading Center/Stock and Derivatives Exchanges (including transactions system and infrastructure), Electronic Communication Networks (ECNs) and the designation of a settlement bank. For greater certainty, this reservation does not apply to financial institutions participating in, or seeking to participate in any such regulated markets, or accessing such associated infrastructure, to provide a financial service.
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O _v g _v on Concerned	Most-Favoured-Nation Treatment (Article 11.4)
Le e of ⁶ o ern en _v	Central
De cr p _v on	Viet Nam reserves the right to provide differential treatment to a Foreign Central Securities Depository (CSD) with respect to its membership in or interactions with the Viet Nam Securities Depository (VSD), including the designation of settlement bank, according to agreement between the CSD and VSD.
Ex _v ng Me re	