


Vietnam Longjiang Industrial Park

Release time: 2021-06-17

Source: China Overseas Economic and Trade Cooperation Zone Network

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geographic location	Xinli First Cooperative, Xinfu County, Tien Giang Province, Vietnam
Contact information	Vietnam: (+84) (723) 384.9888 (+84) (723) 384.9777 (+84) (723) 364.2728 China: +86-13587988988
Construction subject	Qianjiang Investment Management Co., Ltd.
leading industry	Textile industry, textile and garment industry, apparel industry, paper and paper product industry, pharmaceutical manufacturing industry, rubber and plastic product industry, computer, communication and other electronic equipment manufacturing industry
Preferential policies	Enterprises enjoy a 15-year corporate income tax preferential period from the year of income, 4 years of income tax exemption from the year of profit, the income tax rate for the next 9 years is 5%, and the income tax rate for the remaining two years is 10%. Enterprises in the park can apply for and obtain export processing and export tax exemption.
construction progress	As of the end of July 2020, Longjiang Industrial Park has attracted a total of 47 enterprises, 36 of which have been officially put into production, with a total investment of 1.57 billion US dollars. In 2019, the industrial output value will exceed 1 billion US dollars and more than 20,000 jobs will be created. people.

1. Overview of the park

Vietnam Longjiang Industrial Park was established on November 26, 2007, and the project was approved by the prime ministers of the two countries at that time. The project address is located in Xinli No. 1 Community, Tan Fu County, Tien Giang Province in southern Vietnam. The distance from the park to the center of Ho Chi Minh City, Tan



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with obvious traffic advantages.

Longjiang Industrial Park in Vietnam is invested by China's Qianjiang Investment Management Co., Ltd., with 100% holding. The registered capital of Qianjiang Investment Management Co., Ltd. is RMB 100 million. The shareholders of the company are Zhejiang Xieli Leather Co., Ltd., Sichuan Qiansheng Mining Co., Ltd. and natural persons. Among them, Mr. Weng Mingzhao and Mr. Yu Suo, the chairman of Zhejiang Xieli Leather Co., Ltd., both have more than ten years of experience in investing in Vietnam.

Vietnam Longjiang Industrial Park won the bid to become the second batch of overseas economic and trade cooperation zones of the Ministry of Commerce of China in November 2007. The National Development and Reform Commission officially approved the project investment in February 2009, and officially passed the assessment of the Ministry of Commerce and the Ministry of Finance of China in September 2011.

2. Park planning and construction progress

The planned area of the industrial park is 6 square kilometers, of which the industrial area is 5.4 square kilometers and the commercial area is 0.6 square kilometers. The industrial park is a comprehensive industrial park with a planned total investment of 100 million US dollars. At present, the enterprises that have entered the park cover textile, shoemaking, feed, stainless steel, mechanical and electrical products, food and other industries. In addition to Chinese-funded enterprises, enterprises in the park also include enterprises from South Korea, Japan, Malaysia, the Netherlands, India, and the Netherlands. Longjiang Industrial Park has always been built as an international first-class industrial park.

Up to now, the total development area of the park has exceeded 5 square kilometers. The construction of a tap water supplying 10,000 tons a day, the construction of a sewage treatment plant with a daily sewage treatment capacity of 10,000 tons, the construction of a 1.1 million kV substation to ensure stable power supply, and the paving of spacious and flat asphalt roads to the entrance of each enterprise. The industrial park pays attention to aesthetics, planting trees, flowers and lawns on both sides of the road and in the open space. A temporary wharf with a capacity of 600 tons has been put into use, and ships can sail directly to the port of Ho Chi Minh City. In order to facilitate the workers in the park, 2M machines have been installed at the gate of the park after communicating and agreeing with Vietnam VIETCOM Bank. The park pays attention to safety and adopts a fully enclosed mode of management. Except for the gate to ensure traffic, the rest is isolated from the outside by a moat, supplemented by a video surveillance network to create a 24-hour security network with no dead ends to ensure property safety.

3. Industrial positioning and supporting services in the park

Vietnam Longjiang Industrial Park is positioned as a comprehensive industrial park. Vietnam is located in Southeast Asia, with a population of more than 97 million, abundant labor force and obvious demographic dividend. After Vietnam's reform and opening up, the main reference for policy formulation is China. After Chinese companies come to Vietnam, they will have a sense of familiarity. Compared with other Southeast Asian countries, Vietnam's advantages lie in its large population with basic education, stable power supply, and perfect road construction. The port of Ho Chi Minh City has routes to major ports around the world. The government is more efficient and has a culture close to China. Customs, these are the factors for Chinese companies to consider investing in Vietnam.

Vietnam's National Assembly formally approved its accession to the WTO in January 2007. Vietnam has participated in 9 free trade areas, including 6 regional free trade areas and 3 bilateral free trade areas, namely ASEAN Free Trade Area, ASEAN-China Free Trade Area, ASEAN-Japan Free Trade Area, ASEAN-Korea Free Trade Area, ASEAN-Australia-New Zealand Free Trade Area, ASEAN-India Free Trade Area, Vietnam-Japan



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of the import duties levied on goods originating in the other party will be reduced or exempted. Among them, the EU will cover 71% of the goods imported from Vietnam when the agreement takes effect, and it will increase to 99% after 7 years. Vietnam will cover 65% of its imports from the EU from the date of entry into force. Except for a few products, the rest of the trade will realize free circulation after 10 years. At present, the industries that Chinese enterprises go out of are mainly labor-intensive industries such as textiles, clothing, shoemaking, metal products, and electromechanical. A great opportunity to invest in Vietnam,

Enterprises settled in the park enjoy preferential income tax: the enterprise enjoys a 15-year corporate income tax preferential period from the year of income, 4 years of income tax exemption from the year of profit, the income tax rate for the next 9 years is 5%, and the income tax rate for the remaining two years 10%. Enterprises in the park can apply for and obtain export processing and export tax exemption.

The park provides one-stop services for settled enterprises: providing investment consulting services, handling investment licenses, recruiting workers, and providing 24-hour security services.

Hailiang Copper Co., Ltd. from Zhuji City, Zhejiang Province, the main products of its factory in Vietnam are high-grade copper pipe processing items, which belong to the mechanical processing industry. As the first batch of enterprises settled in the Longjiang Industrial Park, among the company's more than 620 employees, about 600 are local Vietnamese employees. Its production in Vietnam has successfully circumvented the anti-dumping trade policies aimed at enterprises in Europe and the United States. Because of the avoidance of anti-dumping, the company has achieved good returns. Hailiang has gradually increased the output of its factories in Vietnam. After years of development, Hailiang has successfully become the leader in this industry enterprise.

Yongfeng Packaging Co., Ltd. from Ningbo City, Zhejiang Province is a waste plastic reprocessing enterprise. Its products are mainly exported to Russia and sold locally in Vietnam. The company uses local waste plastics in Vietnam to process locally, bringing many employment opportunities to local farmers with low income who are responsible for collecting and processing waste plastics, and provides targeted poverty alleviation to a certain extent. After the enterprise settled in the Longjiang Industrial Park, the benefits were very good, and the investment was paid back within one year.

Tongwei Company in Sichuan belongs to a feed production enterprise, which uses local fishmeal, corn and other raw materials to produce the animal husbandry feed needed by the local area and sells it in the local market. This is also a good example of utilizing local resources and markets to complete industrial layout. If the company does not start production locally, it will face insufficient competitiveness, or even be squeezed out of the local market, and will not be able to equally participate in the competition in the local feed market. At present, the benefits are significant and the market share has been greatly increased.

4. Comprehensive benefits of the park

As of the end of July 2020, Longjiang Industrial Park has attracted a total of 47 enterprises, 36 of which have been officially put into production, with a total investment of 1.57 billion US dollars. In 2019, the industrial output value will exceed 1 billion US dollars and more than 20,000 jobs will be created. The salary of ordinary workers in the park is 1,500-2,000 yuan, which is attractive to ordinary people in the surrounding area. The successful development of the park has also brought benefits to the surrounding people, such as the appreciation of the surrounding land, the large number of workers in the park, the huge demand for food, and the great development of the surrounding catering industry.



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been built in the park. Build houses for poor people and help solve housing problems. In addition, Longjiang Industrial Park scholarships have been set up in local primary and secondary schools to encourage students to study hard. Give money and other rewards to employees who are eager to learn and make progress. During holidays, we will deliver daily necessities such as rice oil to the widowed and lonely elderly. Up to now, the park has donated a total of about US\$1 million to various public welfare undertakings, which has been fully affirmed by the local government. Since 2008, the park has successively won the "Outstanding Award for Completing Economic Tasks", "Outstanding Contribution Award for Social Charity" issued by the Chairman of the Tien Giang Provincial Government of Vietnam, and the "Best Brand in the Jiulongjiang Plain" issued by the Vietnamese government. title.

V. Summary of the development model and experience of the park construction

As an important platform for Chinese enterprises overseas, the overseas economic and trade cooperation zone effectively demonstrates the support provided by Chinese enterprises for local development. As a "safety island" for warming up together: If Chinese companies invest and build factories alone, when encountering various disputes in the country where they are located, it is easy to be alone and unable to solve the problem. security issues cannot be guaranteed. In the industrial park, all kinds of disputes can be resolved by the park, and business owners can operate their businesses with peace of mind. The industrial park also has practical experience in dealing with emergencies. The park has become a security barrier for Chinese enterprises abroad.

6. Countermeasures and services for the prevention and control of the new crown epidemic

Since the outbreak of the epidemic, fortunately, no case of the epidemic has been found in Qianjiang Province, where the park is located, but we still attach great importance to the epidemic prevention work. Referring to the domestic epidemic prevention system, we have formulated an epidemic prevention system in line with the park itself: the chairman and the general manager are the team leaders Form two leadership teams to work at staggered hours to avoid the situation where one person gets sick and everyone is isolated. Purchase sufficient anti-epidemic equipment, such as masks, disinfectant and other materials. Set up a checkpoint at the gate of the park to measure body temperature, prepare hand sanitizer, and spray disinfectant. Check and record the history of visitors, update relevant government guidance and notices in a timely manner, and cooperate with relevant departments to issue the latest notices to enterprises and their employees in the area.

Editor: Wu Shuang

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