



To talk about tax is to talk about TPM

TPM boasts a comprehensive suite of tax accounting services, catering to the demands of today's business finance landscape.

Our team's extensive experience allows us to excel in various areas, from consulting Corporate Income Tax, Foreign Contractor Tax, Auditing, Social Insurance, Labor Welfare to making transfer pricing reports for big corporations, especially those with foreign direct investment in Vietnam.



Expert staffs

The most valuable asset of TPM



TPM's success hinges on our team of highly qualified and experienced finance, accounting and tax professionals. We're dedicated to providing the best services and support to both domestic and international businesses.

We're aware of building a working environment with a corporate culture that provides fair opportunities for development, staying open and sharing based on these 5 core values.



Integrity



Responsibility



Proficiency

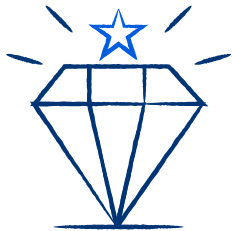


Fulfillment



Love

To become a dependable support,
a professional and reliable tax consulting
partner, receive the greatest trust among
Vietnamese & FDI business community.



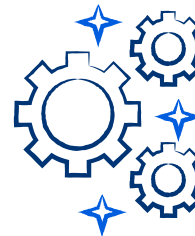
Tax Agency

Professional tax services, including: consulting and handling tax registration, filing tax return, tax submission, tax auditing, tax exemption / tax reduction / VAT refund application.



Expense Report Reviewing

Checking financial reports and accounting records, especially tax related issues in business; Consulting on error correction to minimize tax risks; Representing corporates to work & explain information with department of Taxation.



Restructuring Consulting

Analyzing and consulting on restructuring of operating process to optimize effectiveness and fit with current business situation. such as: Procurement process, Stock Management, Human Resource Administration, Accounting & Reporting System, etc.



Transfer Pricing Report Consulting

Consulting corporates in building Transfer Pricing valuation report to comply with regulations in Decree No.123/2020/NĐ CP about tax management with businesses that have transfer pricing.

We think different to lead

4 pillars that create breakthrough performance

Leading in Scope

Professional tax services, including: consulting and handling tax registration, filing tax return, tax submission, tax auditing, tax exemption / tax reduction / VAT refund application.

Dedicated & Responsible

Analyzing and consulting on restructuring of operating process to optimize effectiveness and fit with current business situation. such as: Procurement process, Stock Management, Human Resource Administration, Accounting and Reporting System, etc.

Professional Operation

Checking financial reports and accounting records, especially tax related issues in business;
Consulting on error correction to minimize tax risks;
Representing corporates to work & explain information with department of Taxation.

Expert Staffs

Focusing on staff development is a crucial duty throughout TPM, to get our resources ready and prepared catch growing opportunities. Moreover, the Enterprise Supporting Department is a strategic team that only at TPM.





Being an active member of Ho Chi Minh Tax Consultants and Agents Association.

Throughout years of services, TPM is proud that we have achieved certain noteworthy recognitions in our field of work, such as: The Approval from Ministry of Finance as a certified tax agency according to the provisions of the Tax Administration Law; The trust of Department of Taxation to join their program “Working with Department of Taxation to file Tax Return on Personal Income Tax” during the last 10 years; Being in the top 10 reliable & quality tax agencies in HCM City; Being an active member of Ho Chi Minh Tax Consultants and Agents Association.



**Guided by our founding principles of
Active Listening to Deep Understanding,
Wholehearted Support and Journeying
Together for Development.**

Mr. Nguyen Ngoc Tinh

Co-founder, General Director,

Vice President of HCMC Tax Consultants and Agents Association,

Entrepreneur Lecturer - Faculty of Public Finance - University of Economics "UEH",

Certified Public Auditor "CPA", Tax Agency, Appraiser



The Journey of Building Trust!

2024 marked an important milestone in TPM's 10 years.

As the CEO of the company, Ms. Vien assumes the crucial role of delineating overarching development directions and strategies for the entire organization. Guided by the principle of generating tangible value for customers while steadfastly adhering to legal regulations, Ms. Vien and the TPM team consistently dedicate themselves to enhancing professional expertise and service quality. This ongoing commitment is geared towards promptly and comprehensively addressing customer needs, aiming to deliver an optimal experience for customers utilizing the service.

Such dedication has proven instrumental in garnering trust and appreciation for TPM, not only from domestic businesses but also from foreign investors across the globe who actively choose to avail themselves of the company's services.

Ms. Vien Huynh
Chief Executive Officer



Enterprise Supporting Department

12 Specialists • 1,000 Businesses
300 Individual Clients • Personal Income Tax
FDI Business Tax Policy

In the role of developing client network, Van and her team focus on providing Tax & Accounting solutions for FDI businesses, as well as foreign individuals currently working in Vietnam, to help them comply with the tax law, to invest and grow steadily. With over 10 years of experience, Van and her team manage a portfolio of 1,000 businesses from different fields. She is responsible for some of the company's key multinational clients and manages the daily operation issues related to accounting and tax, especially for corporations such as Dragon Trip Vietnam, Essentra Components Vietnam Co Ltd and Alfa Connection Vietnam Co.,Ltd. Van graduated a Bachelor of Accounting Auditing from Van Lang University, is a qualified Accounting Practice Certificate, along with a Chief Accountant Certificate and Certificate for Practising service on tax procedures.

Ms. Van Le

Head of Business Development



Operation Department – Risk Checking & Handling

25 Specialists • 468 Businesses

Tax Risk Identification Consultancy • Record Checking
Working With Department Of Taxation

Lang is currently the Operation Manager, in charge of training & assisting her team in tasks involving consulting & handling tax issues from both business & individual clients. Throughout 7 years of working at TPM, Lang and her team have been successful in consulting solutions to clients, such as: working with department of taxation, filing tax return & helping businesses to minimize tax collection during investigating times; consulting foreign contract tax for FDI client in Song Luy (Binh Thuan) & Phuoc Huu (Ninh Thuan) solar power plants. Lang received her Accounting Manager certificate in 2017 from HCMC University of Economics; and received her Practising Certificate in tax services in 2019, issued by Department of Taxation. Lang and her team want to partner up with & assist businesses to comply with accounting standards and tax law; as well as represent business owners to work with department of taxation, to make them feel secured and focus on their businesses.

Ms. Lang Cao
Operation Manager



Human Resources and Labor Consulting Department

5 Specialists • 239 Businesses & Individuals
Social Insurance Policy • Compensation and Benefits System

With over 5 years of experience, Quynh and her team not only carry out tasks as per requirements but also emphasize assisting clients in understanding their responsibilities and rights in labor relations. Through strict compliance with legal regulations, Quynh's team actively contributes to controlling and minimizing legal risks for enterprises.

Some outstanding customers have been supported and implemented by the consulting team and salary calculation, personal income tax calculation, registration and declaration of mandatory social insurance for Vietnamese and Foreigners employees working for executive offices of foreign contractors and foreign direct investment companies, such as HiepThanh Wind Power Projects and Tra Vinh V1-2 Wind Power Projects, Ca Mau 1 B Wind Power Project, Dragon Trip Co Ltd, etc. Quynh holds a Bachelor's Degree from the University of Economics Ho Chi Minh City.

Ms. Quynh Do
Human Resources Manager



Throughout **10 years of operation**,
TPM have provided consulting services
for nearly **2,000 Vietnamese & FDI
businesses**, including Foundation,
tax and accounting, labour utilization.

📍 **America**

Coast to Coast (C2C) is a manufacturer of quality accent furniture with the headquarter in Davidson, North Carolina, USA. With more than 15 years of experience in providing world-class furniture options to 5-star hotels across North America. In 2018, to expand their customer network, C2C had come to Vietnam and opened a delivery office.

Deliverable

Personal Income Tax Consultancy

📍 **Japan**

Southern Steel Sheet Co., Ltd (SSSC) is a joint venture among Vietnam Steel Corporation – CTCP with Sumitomo Corporation (Japan) and FIW STEEL SDN. BHD (Malaysia). With their main products being galvanized & color-coated steel coils, SSSC has been in TOP 500 biggest corporations in Vietnam for years, and voted as High Quality Vietnam's goods.

Deliverable

Transfer pricing Report Consultancy

📍 **Japan**

Nidec Sankyo Vietnam Co., Ltd is a member of Nidec Sankyo Japan, with a factory at Saigon Hi-tech Park, Dist 9, HCMC. With 3,000 labors, Nidec Sankyo is a leading manufacturer of hi-tech products, like: optical components, stepper motors, robots & other industries.

Deliverable

Tax Incentives Consultancy



📍 Vietnam

Kim Long Transport Construction JSC

specialized in providing & renting construction device (scaffolding) and transportation services. Their customers include big contractors in the market like Cotecons, Ricons, Unicons, Hoa Binh... The company has a charter capital of 110 billion and 50 labours.

Deliverable

Account Process Restructuring Consultancy

📍 Vietnam

KDG VN Steel Co., Ltd have their factory based in My Phuoc 3 Industrial Zone, Binh Duong, with a capacity of 7,000 tons/month & more than 100 full-time labours. KDG's main activities include manufacturing & commercializing steel & steel products by mostly importing to regional markets like Thailand, Indonesia & serving domestic needs.

Deliverable

Financial Process Restructuring Consultancy

Besides, we're proud to be a tax consulting partner for foreign contractors to carry current big projects in Vietnam, such as: Dau Tieng solar power plant (capital investment of 9,100 billion); Hong Phong 1A & 1B solar power plants (capital investments of 2,800 & 4,200 billion); Song Luy 1 solar power plant (capital investment of 1,000 billion).

TPM's consultancy has brought security to businesses owners & investors in complying with tax, accounting & labour law; to focus on optimizing their operating resources & gaining more business values.

Image: Dau Tieng solar power plant



15+ Renewable energy projects

1000+ MWP

10 Years of experience in consulting

Binh Dinh

Gia Lai

Dak Nong

Tay Ninh

Ninh Thuan

Binh Thuan

Tra Vinh



Consulting on establishing PMO

01



Tax & accounting consulting during operations

02



Consulting & executing PMO closure

03

The Dau Tieng solar power project is one of the largest solar farms in Southeast Asia, with a total capacity of 420 MW, located in Tay Ninh, Vietnam. Covering an area of approximately 504 hectares, the project generates around 688 million kWh of electricity annually, contributing to CO₂ emission reduction and promoting renewable energy development in Vietnam. It enhances energy security, creates jobs for local workers, and attracts investment in clean energy. The project aligns with Vietnam's sustainable development strategy, supporting the country's transition to a greener and more resilient energy system.

Image: Dau Tieng solar power plant



Southern Steel Sheet Co., Ltd (SSSC)

Deliverable

Transfer Pricing Report Consultancy



Issue

The company hadn't made financial proofing on bills of input source materials (the black steel) purchased from vendor nor verified if the profit margin between vendor distributor was suitable yet hadn't verified the loan interest rate over 20 EBITDA according to Decree No. 20/2017/ND-CP. This issue has a potential risk of increasing tax payment when there is an investigation from department of taxation.

TPM's solution

To assist the company in correcting their accounting process, verifying raw materials cost, allocating transportation fee tax (non return), adjusting the odds in procurement policy for each material code, to redefine purchasing cost for each material to compare costs.

About the profit from selling to vendors, the company had to calculate, verify allocate initial investments, prices managing fees for each customer, to correct their profit margin within profit margin standards.

Risk

Identified that the company's price in transfer pricing hadn't complied with tax law, which may lead to tax fine imposed upon their business.

Result

We've consulted the company to use their internal data to prove that their bills of materials from vendor had complied with the rate card, compared to other individuals that the company were having businesses with.

📍 Japan

Nidec Sankyo Vietnam Co., Ltd

Deliverable

Tax Incentives Consultancy



Issue

The company wanted to invest in their factory by different periods, replacing equipment according to current needs. They need consultancy on investment tax incentives; technology transfer & tax incentives for businesses in hi-tech industry.

TPM's solution

We started reviewing all the documents from application of Investment Registration Certificate, to Business Registration Certificate; verifying that the company was licensed to work in hi-tech industry. We verified that activities like purchasing of replacing equipment, investing in factory by different periods are regular investments, not an expansion investment, according to the official letter No. 4769/BTC-TCT from the Ministry of Finance on 07/04/2016.

Risk

Because the company had already been applying different incentives from different start times, there is a high chance of identifying the wrong incentive beneficiary, leading to risk of tax fines.

Result

As the company was concluded to operate a regular investment, instead of an expansion one, they can still apply the current corporate income tax on their project.

📍 Vietnam

Kim Long Transport Construction JSC

Deliverable

Account Process Restructuring Consultancy



Issue

The company used to run as a family business with no internal accounting function, which led to difficulties in managing loan assets with customers, due to their excessive number of constructions. Another problem for the company was how to keep track of stock management to be able for renting.

TPM's solution

1. Explained convinced the business owner about the need of having an internal accounting function, to have accurate on time data to make business decisions such as revenue from income sources, profit margin through different times, customers' average loan date to evaluate their capabilities.
2. Helped the company build accounting function, recruited trained staffs and created process to work among cross functions.
3. Helped them build an online stock management system to update real time data in every situation.

Risk

Insufficient management led to low efficiency in recovery of loan assets. The business function could not get the number of stock available, which affected their quality of services.

Result

The business owner now has on time information on revenues, costs, asset loans which help in checking customers' accounts fast accurately. The stock number is also updated constantly, independent of any individual while authorized functions can directly access the system to check the stock available and respond to customers quickly.

📍 Vietnam

KDG Vietnam Steel Co., Ltd

Deliverable

Financial Process Restructuring Consultancy



Issue

Operating in steel manufacturing led to KDG's need for a huge working capital, mostly coming from the bank's credit support. However, the company had no particular finance function, and had to pass all activities related to banking to Accounting, whom had no experience in preparing credit records like business project or cash flow planning.

Risk

Consequently, disbursement records to the bank were often late in delivery, after multiple amendments, due to failure to provide information up to the bank's requirements. This strongly affected the procurement process and probably slow down the manufacturing speed of the whole factory.

TPM's solution

TPM had supported KDG to build a professional finance function with 2 personnel as well as created a process in filing the credit records, from making business project, necessary capital, activity effectiveness analysis to disbursement records (such as drawdown indebtedness certificate, sales contract, bills, payment documents to meet the bank's requirements.

Result

Ever since applying the process consulted by TPM, the disbursement time for each record is shortened from 1 week to 2 working days. This helped the Procurement Manufacturing functions catch up with their production as planned. The company's new process is also appreciated by the bank, earning them good reputation.

China

PowerChina HuaDong

Was founded in 1954, as one of the key State businesses of POWERCONSTRUCTION CORPORATION OF CHINA, which was in top 500 leading corporation in the world. When starting EPC contracts in Vietnam, EPC had chosen TPM as a partner & consultant on subjects related to foreign contractor tax & foreign employees to help the company comply with the current law of Vietnam.

Deliverable
Tax Consultancy



Issue

Due to the urgency & characteristic of the solar power project, the investor could have to pay the foreign contractor in advance. However, the process & procedure to let foreign contractor open an executive office in Vietnam & follow tax registration would take longer than expected. Thus there could be a scenario in which the investor had to pay the foreign contractor directly before their office was issued a tax code.

TPM's solution

According to current regulations, there are 2 methods to fill & submit foreign contract tax. The representative for filling & submitting could be either from Vietnamese side (the investor) or the executive office (the foreign contractor). Besides, the tax amount would be different for each method. TPM had checked the payment documents, tax registration application & other documents from the executive office to fine out a legitimate option and propose with the executive office to differentiate between the representatives who carry on filling & submitting process, to apply both methods, to receive the payment from the

Risk

But both the contractor & the investor weren't fully aware of their responsibilities in filling tax return & submission; which could lead to late submission; which could lead to late submission fine as well as other related administrative fines.

Result

After TPM's consultation, the contractor & the investor had discussed again to complete the filling & submitting process to comply with current tax law. Besides, their improved understanding of foreign contractor tax policies



📍 America

Coast to Coast (C2C)

Deliverable

Personal Income Tax Return



Issue

Vietnam is an attractive country for FDI companies. However, C2C is still a new foreign enterprises while the laws on labour utilization, social insurance especially tax policies in Vietnam are constantly changing.

Risk

C2C was aware that unknowing or not following corporate income tax, social insure, employment policies or not reporting to authorities may lead to unnecessary legal risks for an office that wants to expand its market in Vietnam.

TPM's solution

By collaborating from the beginning, TPM had consulted C2C clearly on the functions of a representative office in Vietnam, so that C2C just needed to file tax returns submissions of personal income tax for all individuals working at their office. Besides, TPM also assisted them in labour utilization registration employment reports as well as consulted them on required subsidies to optimize their social insurance fees, while still secure the benefits for workers.

Result

C2C's compliance to Vietnam's current policies with full accurate submission on tax returns reports has helped them operate smoothly and avoid all worries for their first time opening an office in Vietnam.

📍 China

SINOHYDRO CORP

Founded in 1950 and headquartered in Beijing, China, is a state-owned company specializing in hydroelectric engineering and construction. In 2012, it ranked among the top 255 global contractors based on revenue and was the 6th largest construction company in China. Since 2018, SINOHYDRO has ventured into solar power projects in Tay Ninh, Binh Thuan, and Phu Yen provinces of Vietnam, selecting TPM as their trusted tax advisor for these initiatives.

Deliverable

Tax Consultancy



Issue

During their project time in Vietnam, Sinohydro had faced problems related to the exchange rate on invoices; since almost every foreign contractor offices would follow the exchange rate that was dealt between the contractor and investor, which might or might not be included in the contracts.

TPM's solution

TPM had consulted the company to adjust their exchange rate. When issuing invoices with VAT, foreign contractors had to follow the current exchange rate of Vietnam, not based on the rate in the contract in details:

- With a Vietnamese bank account: Exchange at the buying rate at the time of the transaction.
- Without a Vietnamese bank account: Exchange at the State Bank of Vietnam's announced central rate.

Risk

Wrong exchange rate value could potentially lead to wrong VAT number on invoices, causing errors to the tax return & submission process.

Result

Thanks to TPM's consultancy, Sinohydro has been aware of the risks in their exchange rate and avoided tax fines which could be imposed on their projects

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A stylized, low-poly mountain range graphic in various shades of blue and white, positioned at the bottom of the page.