

**ASEAN AGREEMENT ON  
THE MOVEMENT OF NATURAL PERSONS**

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL  
PERSONS COMMITMENTS<sup>1</sup>**

---

<sup>1</sup> Note: The scheduling of specific commitments follows the Guidelines for the Scheduling of Specific Commitments (WTO Document S/L/92, dated March 28, 2001). The Guidelines shall not, however, be construed as being legally binding.

## VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<p><b>I. HORIZONTAL COMMITMENTS</b></p> <p>Until such time as Viet Nam adopts domestic laws, regulations or policies which enable it to accord substantially the same treatment to the permanent residents of another country as it does to the nationals of that country, the obligations of Viet Nam with respect to the permanent residents of the other Parties shall be limited to its obligations under the GATS, as specified in its Protocol of Accession to the WTO, and the obligations of the other Parties with respect to the permanent residents of Viet Nam, shall be limited to their obligations under the GATS.</p>			
<p>ALL SECTORS INCLUDED IN THIS SCHEDULE</p>	<p>(4) Unbound, except measures relating to entry and temporary stay of natural persons who fall in one of the following categories:</p> <p><b>(a) Intra-corporate transferees</b></p> <p>Managers, executives and specialists, as defined hereunder, of a foreign enterprise which has established a commercial presence in the territory of Viet Nam, temporarily moving as intra-corporate transferees to that commercial presence and who have been previously employed by the foreign enterprise for at least one year, shall be granted entry and a stay permit for an initial period of three years which may be extended subject to the term of operation of those entities in Viet Nam. At least 20% of the total number of managers, executives and specialists shall be Vietnamese nationals. However, a minimum of 3 non-Vietnamese managers, executives and</p>	<p>(4) Unbound, except as indicated in market access column.</p>	

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

<b>Sector or Sub-sector</b>	<b>Limitation on Market Access</b>	<b>Limitation on National Treatment</b>	<b>Additional Commitments</b>
	<p>specialists shall be permitted per enterprise.</p> <p>Managers and executives are those who primarily direct the management of the foreign enterprises which have established commercial presence in Viet Nam, receiving only general supervision or direction from the board of directors or stockholders of the business or their equivalent, including directing the establishment or a department or subdivision of the establishment, supervising and controlling the work of other supervisory, professional or managerial employees, having the authority personally to hire and fire or recommend hiring, firing or other personnel actions, and who do not directly perform tasks concerning the actual supply of the services of the establishment.</p> <p>Specialists are natural persons working within an organization who possess knowledge at an advanced level of expertise and with knowledge of the organization's services, research equipment, techniques or management. In assessing such knowledge, account will be taken not only of knowledge specific to the</p>		

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
	<p>commercial presence, but also of whether the person has a high level of skills or qualification referring to a type of work or trade requiring specific technical knowledge. Specialists may include, but are not limited to, members of licensed professions.</p> <p><b>(b) Other personnel</b></p> <p>Managers, executives and specialists, as defined in (a) above, who cannot be substituted by Vietnamese and who are employed outside Viet Nam's territory by a foreign enterprise which has established a commercial presence in the territory of Viet Nam with a view to participating in the foreign enterprise's activities in Viet Nam, shall be granted entry and a stay permit in conformity with the term of the concerned employment contract or for an initial period of three years whichever is shorter, which may be extended subject to the employment contract between them and the commercial presence</p> <p><b>(c) Service sales persons</b></p> <p>Persons not based in the territory of Viet Nam and receiving no remuneration from a source located</p>		

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
	<p>within Viet Nam, and who are engaged in activities related to representing a service provider for the purpose of negotiating for the sale of the services of that provider where:</p> <p>(i) such sales are not directly made to the general public; and (ii) the salesperson is not directly engaged in supplying the service. The stay of these salespersons is limited to a 90-day period.</p> <p><b>(d) Persons responsible for setting up a commercial presence</b></p> <p>Managers and executives (as defined in (a) above) within a juridical person, who are responsible for the setting up, in Viet Nam, of a commercial presence of a service provider of a Party when (i) these people are not engaged in making direct sales or supplying services; and (ii) the service provider has its principal place of business in the territory of a Party other than Viet Nam and has no other commercial presence in Viet Nam. The stay of these persons is limited to a 90-day period.</p>		

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
	<p><b>(e) Contractual service suppliers (CSS)</b></p> <p>Natural persons who are employees of a foreign enterprise having no commercial presence in Viet Nam may enter and stay in Viet Nam for a period of 90 days or for the duration of the contract, whichever is less provided that the following conditions and requirements shall be applied:</p> <ul style="list-style-type: none"> <li>- The foreign enterprise has obtained a service contract from a Vietnamese enterprise engaged in business operation in Viet Nam. The competent authority of Viet Nam must be able to establish the necessary procedures to guarantee the bona fide character of the contract.</li> <li>- These persons must possess: (a) a university degree or a technical qualification document demonstrating knowledge of an equivalent level; (b) professional qualifications where this is required to exercise an activity in the sector concerned pursuant to the laws and regulations of Viet Nam; and (c) at least 5 years of professional experience in the sector.</li> <li>- The number of these persons</li> </ul>		

## VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
	<p>covered by the service contract shall not be larger than necessary to fulfil the contract, as it may be decided by the laws and regulations and requirement of Viet Nam.</p> <ul style="list-style-type: none"> <li>- These persons have been employed by the foreign enterprise having no commercial presence in Viet Nam for a period of no less than 2 years and have met the requirements prescribed for "specialist" above.</li> </ul> <p>The entry of these persons is allowed for computer and related services (CP 841-845, 849) and engineering services (CPC 8672).</p>		

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<b>II. SECTOR-SPECIFIC COMMITMENTS</b>			
<b>1. BUSINESS SERVICES</b>			
<b>A. Professional Services</b>			
(a) Legal services (CPC 861, excluding:  - participation in legal proceedings in the capacity of defenders or representatives of their clients before the courts of Viet Nam;  - legal documentation and certification services of the laws of Viet Nam)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(b) Accounting and auditing and bookkeeping services (CPC 862)	(4) Foreign auditors are allowed to provide auditing services in Viet Nam under the following conditions: - Legally resident in Viet Nam for at least 1 year. - Possess auditor certificate granted by Viet Nam Ministry of Finance or accountant/auditor certificate issued by foreign institution recognised by Viet Nam Ministry of Finance and pass an examination on Viet Nam laws and regulations; - Be registered in the list of practicing auditors managed by	(4) Unbound, except as indicated in the horizontal section.	



## VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
	Viet Nam Ministry of Finance or Viet Nam Association of Certified Public Accountants (VACPA). Have the employment contract with an auditing firm being established and operating under the laws of Vietnam.		
(c) Taxation services (CPC 863)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(d) Architectural services (CPC 8671)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(e) Engineering services (CPC 8672)	(4) Foreign engineering services suppliers can bring into Viet Nam only management, technical personnel that Viet Nam cannot provide. Other as indicated in the Horizontal Measures	(4) Unbound, except as indicated in the horizontal section.	
(f) Integrated engineering services (CPC 8673)			
(g) Urban planning and urban landscape architectural services (CPC 8674)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(i) Veterinary services (CPC 932) <sup>2</sup>	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
<b>B. Computer and Related Services (CPC 841-845, CPC 849)</b>			
	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
<b>C. Research and Development Services</b>			
(a) R&D services on natural sciences (CPC 851)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	

<sup>2</sup> Excluding keeping micro-organism strain for veterinary.

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<b>E. Rental/Leasing Services without Operators</b>			
(b) Relating to aircraft (CPC 83104)	(4) As indicated in the horizontal section.	(4) As indicated in the horizontal section.	
(d) Relating to other machinery and equipment (CPC 83109)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
<b>F. Other Business Services</b>			
(a) Advertising services (CPC 871, excluding advertising for cigarettes)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	The advertising for wines and spirits shall be subject to State regulations, which are applied on a non-discriminatory basis.
(b) Market research services (CPC 864, excluding 86402)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(c) Management consultant services (CPC 865)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(d) Services related to management consulting (CPC 866, except CPC 86602)  Arbitration and conciliation services for commercial disputes between businesses (CPC 86602**)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(e) Technical testing and analysis services (CPC 8676, excluding conformity testing of transport vehicles and certification of transport vehicles)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	

## VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
(f) Services incidental to agriculture, hunting and forestry (CPC 881) <sup>3</sup>	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(h) Services incidental to mining (CPC 883) <ol style="list-style-type: none"> <li>1. The commitments specified hereunder are not understood to cover the following activities: supply of equipment, materials and chemicals, supply base services, offshore/marine support vessels, accommodation and catering, helicopter services.</li> <li>2. The commitments specified hereunder are made without prejudice to the rights of the Government of Viet Nam to set out the necessary regulations and procedures to regulate the oil and gas related activities carried out within the territory or jurisdiction of Viet Nam in full conformity with the rights and obligations of Viet Nam under the GATS.</li> </ol>			
	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(i) Services incidental to manufacturing (CPC 884 and 885)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(m) Related scientific and technical consulting services <sup>4</sup> (CPC 86751, 86752 and 86753 only)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(n) Maintenance and repair of equipment (not including maritime vessels, aircraft or other transport equipment) (CPC 633)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	

<sup>3</sup> Excluding services relating to investigation, evaluation and exploitation for natural forest including exploitation of woods and wild, rare and precious animals hunting and trapping, aerial photographing, aerial seed planting and aerial chemicals spraying and dusting, micro-bial plant, animal genetic resource in agriculture. For the avoidance of ambiguity, animal husbandry and the improvement of breeding stock are included in this commitment.

<sup>4</sup> The supply of services related to prospecting, surveying, exploration and exploitation is subject to the applicable laws and regulations of Viet Nam.

## VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<b>2. COMMUNICATION SERVICES</b>			
<p><b>B. Courier Services (CPC 7512**)</b>                      * Express delivery services<sup>5</sup>, i.e. services consisting of collection, sorting, transport and delivery, whether for domestic or foreign destination, of:</p> <p>(a) Written communication<sup>6</sup>, on any kind of physical medium, including:</p> <ul style="list-style-type: none"> <li>- Hybrid mail service;</li> <li>- Direct mail.</li> </ul> <p>Except for the handling of items of written communication the price of which is less than:</p> <ul style="list-style-type: none"> <li>- 10 times the tariff for the handling of a standard domestic letter in the first weight level for domestic shipments;</li> <li>- US\$9 for international shipments;</li> </ul> <p>provided that the gross weight of these items is less than 2,000 grams.</p> <p>(b) Parcels<sup>7</sup> and other goods.                      * Handling of non-addressed items.</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>Services and services suppliers of any other Party shall be accorded treatment no less favourable than the treatment accorded to the Vietnamese Post Office or its subsidiaries for its competitive activities.</p>

<sup>5</sup> Express delivery services may include, in addition to greater speed and reliability, value added elements such as collection from point of origin, personal delivery to addressee, tracing and tracking, possibility of changing the destination and address in transit, confirmation of receipt.

<sup>6</sup> Written communication includes letters, postcards, hand writings, or printed matters such as books, newspapers, periodicals, magazines, or commercial documents such as bills and invoices, etc.

<sup>7</sup> Books, catalogues are included hereunder.

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<p><b>C. Telecommunication Services</b></p> <p>Commitments hereunder are made in accordance with "Notes for Scheduling Basic Telecom Services Commitments" (S/GBT/W/2/REV.1) and "Market Access Limitations on Spectrum Availability" (S/GBT/W/3). For the purpose of these commitments, a "non-facilities based service supplier" means a service supplier which does not own transmission capacity but contracts for such capacity including submarine cable capacity, including on a long-term basis, from a facilities-based supplier. A non facilities-based supplier is not otherwise excluded from owning telecommunications equipment within their premises and permitted public service provision points (POP).</p>			
<p><u>Basic telecommunication services</u></p> <p>(a) Voice telephone services (CPC 7521)</p> <p>(b) Packet-switched data transmission services (CPC 7523**)</p> <p>(c) Circuit-switched data transmission services (CPC 7523**)</p> <p>(d) Telex services (CPC 7523**)</p> <p>(e) Telegraph services (CPC 7523**)</p> <p>(f) Facsimile services (CPC 7521** + 7529**)</p> <p>(g) Private leased circuit services (CPC 7522** + 7523**)</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>Viet Nam undertakes the obligations in Annex on Telecommunication under Chapter 8.</p> <p>For consortium submarine cable links where Viet Nam is member, foreign service suppliers shall be permitted to control fully-owned submarine cable transmission capacity (e.g. IRU or consortium ownership) terminating at a licensed cable landing station in Viet Nam, and to provide such capacity to international facilities-based service suppliers licensed in Viet Nam. As of 11 January 2011, foreign service suppliers shall be permitted to provide such capacity to international VPN and IXP service suppliers licensed in Viet Nam.</p>

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

<b>Sector or Sub-sector</b>	<b>Limitation on Market Access</b>	<b>Limitation on National Treatment</b>	<b>Additional Commitments</b>
<p>(o*) Other services</p> <ul style="list-style-type: none"> <li>- Videoconference services (CPC 75292)</li> <li>- Video Transmission services, excluding broadcasting<sup>8</sup></li> <li>- Radio based services includes:               <ul style="list-style-type: none"> <li>+ Mobile telephone (terrestrial and satellite)</li> <li>+ Mobile data (terrestrial and satellite)</li> <li>+ Paging</li> <li>+ PCS</li> <li>+ Trunking</li> </ul> </li> <li>- Internet Exchange Service (IXP)<sup>9</sup></li> </ul>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>Viet Nam undertakes the obligations in Annex on Telecommunication under Chapter 8.</p> <p>For consortium submarine cable links where Viet Nam is member, foreign service suppliers shall be permitted to control fully-owned submarine cable transmission capacity (e.g. IRU or consortium ownership) terminating at a licensed cable landing station in Viet Nam, and to provide such capacity to international facilities-based service suppliers licensed in Viet Nam. As of 11 January 2011, foreign service suppliers shall be permitted to provide such capacity to international VPN and IXP service suppliers licensed in Viet Nam.</p>

<sup>8</sup> Broadcasting is defined as the uninterrupted chain of transmission required for the distribution of TV and radio programme signals to the general public, but does not cover contribution links between operators.

<sup>9</sup> Services providing internet access service (IAS) suppliers with connection between them and to the international Internet backbone.

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<p><u>Basic telecommunication services:</u></p> <p>(o*) Other services</p> <p>- Virtual Private Network (VPN)<sup>10</sup></p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>Viet Nam undertakes the obligations in Annex on Telecommunication under Chapter 8.</p> <p>For consortium submarine cable links where Viet Nam is member, foreign service suppliers shall be permitted to control fully-owned submarine cable transmission capacity (e.g. IRU or consortium ownership) terminating at a licensed cable landing station in Viet Nam, and to provide such capacity to international facilities-based service suppliers licensed in Viet Nam. As of 11 January 2011, foreign service suppliers shall be permitted to provide such capacity to international VPN and IXP service suppliers licensed in Viet Nam.</p>

<sup>10</sup> Services, provided on commercial terms, establishing and managing a private network over public (shared) networks for the purpose of carrying out, on a non-profit basis, voice and data telecommunications between members of a closed user group defined prior to the creation of the VPN. Such group may include a corporate group or organization, or a group of legal entities with an established relationship affiliated through the pursuit of a common interest. Initial members of a closed user group using VPN service must be listed in a dialling or routing plan approved by the Competent Authority and subject to its oversight. VPN service suppliers shall notify to the Competent Authority changes of membership at least two working weeks prior to actually commencing commercial service and can commence commercial service provided that no objection from the Competent Authority is issued during these two weeks. Members are not allowed to resell VPN services to unaffiliated third parties. Virtual private networks are not allowed to carry/transfer traffic of/between unaffiliated third parties. VPN services can be offered by licensed foreign-invested service suppliers bundled with Internet access service and value-added services from (h) to (n).

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

<b>Sector or Sub-sector</b>	<b>Limitation on Market Access</b>	<b>Limitation on National Treatment</b>	<b>Additional Commitments</b>
<p><u>Value-added services</u></p> <p>(h) Electronic mail (CPC 7523 **)</p> <p>(i) Voice mail (CPC 7523 **)</p> <p>(j) On-line information and database retrieval (CPC 7523**)</p> <p>(k) Electronic data interchange (EDI) (CPC 7523**)</p> <p>(l) Enhance/value-added facsimile services, incl store and forward, store and retrieve (CPC 7523**)</p> <p>(m) Code and protocol conversion</p> <p>(n) On-line information and data processing (incl. transaction processing) (CPC 843**)</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>Viet Nam undertakes the obligations in Annex on Telecommunication under Chapter 8.</p>



## VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<u>Value added services</u> (o) Other - Internet Access Services IAS <sup>11</sup>	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section	Viet Nam undertakes the obligations in Annex on Telecommunication under Chapter 8.
<b>D. Audiovisual Services</b>  With regard to motion picture production, distribution and projection services, all films must have their content censored by Viet Nam's competent authorities.			
(a) Motion picture production (CPC 96112, excl. video tape)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
- Motion picture distribution (CPC 96113, excl. video tape)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(b) Motion picture projection service (CPC 96121)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(e) Sound recording	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
<b>3. CONSTRUCTION AND RELATED ENGINEERING SERVICES</b>			

<sup>11</sup> Services providing internet access to the end users.

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

<b>Sector or Sub-sector</b>	<b>Limitation on Market Access</b>	<b>Limitation on National Treatment</b>	<b>Additional Commitments</b>
<p>A. General construction work for building (CPC 512)</p> <p>B. General construction work for civil engineering (CPC 513)</p> <p>C. Installation and assembly work (CPC 514, 516)</p> <p>D. Building completion and finishing work (CPC 517)</p> <p>E. Other (CPC 511, 515, 518)</p>	<p>(4) Foreign construction contractor can bring into Viet Nam only management, technical personnel and foremen that Viet Nam cannot provide. Others as indicated in the Horizontal Measures.</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	

## VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<b>4. DISTRIBUTION SERVICES</b>			
<u>Measures applicable to all sub-sectors in Distribution Services:</u>			
Cigarettes and cigars, books, newspapers and magazines, video records on whatever medium, precious metals and stones, pharmaceutical products and drugs <sup>12</sup> , explosives, processed oil and crude oil, rice, cane and beet sugar are excluded from the commitments.			
A. Commission agents' services (CPC 621, 61111, 6113, 6121)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
B. Wholesale trade services (CPC 622, 61111, 6113, 6121)			
C. Retailing services (CPC 631 + 632, 61112, 6113, 6121) <sup>13</sup>			
D. Franchising services (CPC 8929)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	

<sup>12</sup> For the purposes of this schedule "pharmaceuticals and drugs" do not include non-pharmaceutical nutritional supplements in tablet, capsule or powdered form.

<sup>13</sup> For transparency purposes, this commitment includes multi-level sales by properly trained and certified Vietnamese individual commission agents away from a fixed location for which remuneration is received both for the sales effort and for sales support services that result in additional sales by other contracted distributors.

## VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<p><b>5 EDUCATIONAL SERVICES</b></p> <p>Only in technical, natural sciences and technology, business administration and business studies, economics, accounting, international law and language training fields.</p> <p>With regard to point (B1), (B2), (C), (D), (E) below, the following additional fields of study are allowed: agriculture, architecture, building, business administration, management, computer science, construction, information systems, dental services, economics, education, engineering, environment, surveying, health, community services, land and marine resources, animal husbandry, language studies, law, legal studies, life sciences, manufacturing, mathematics, medical science, medicine, multi-field education, nursing, pharmacy, physical sciences, science, services, culinary and hospitality, transport, veterinary science, visual and performing arts.</p> <p>With regard to points (B), (B1), (B2), (C), (D), and (E) below: The education content must be approved by Viet Nam's Ministry of Education and Training.</p>			
B. Secondary education services (CPC 922), excluding B1, B2	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
B1. Higher secondary education services (CPC 9222) only for students who have completed 9 years of general education as specified by Vietnamese relevant laws and regulations	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
B2. Technical and vocational secondary education services (CPC 9223), only for students who have completed 9 years of general education as specified by Vietnamese relevant laws and regulations	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

<b>Sector or Sub-sector</b>	<b>Limitation on Market Access</b>	<b>Limitation on National Treatment</b>	<b>Additional Commitments</b>
C. Higher education services (CPC 923)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	After the entry into force of the AANZFTA Agreement, if Viet Nam and all other ASEAN Member States enter into any agreement on trade in services between ASEAN, as a region, and a non-Party and in such future agreement on trade in services Viet Nam accords treatment in mode 1 in higher education services (CPC 923) to that non-Party which go beyond the level of treatment she has made under AANZFTA, Viet Nam shall extend to the services or service suppliers of Australia and New Zealand treatment no less favourable than that Viet Nam accords to like services or service-suppliers of that non-Party.
D. Adult education (CPC 924)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
E. Other education services (CPC 929, including foreign language training)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	

## VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<b>6. ENVIRONMENTAL SERVICES</b>			
Access to certain geographic areas may be restricted for national security reasons <sup>14</sup> .			
A. Sewage Services (CPC 9401)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	Foreign companies are allowed to do business activities in Viet Nam in the form of build-operate-transfer (BOT) and build-transfer-operate (BTO).
B. Refuse disposal services (CPC 9402) <sup>15</sup>	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	Foreign companies are allowed to do business activities in Viet Nam in the form of build-operate-transfer (BOT) and build-transfer-operate (BTO).
C. Sanitation and similar services (CPC 9403)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
D. Nature and landscape protection services (CPC 9406)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
E. Other services  - Cleaning services of exhaust gases (CPC 94040) and noise abatement services (CPC 94050)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	

<sup>14</sup> For greater transparency, this commitment allows the maintenance or adoption of limitations or restrictions for national security reasons that would be justified under Article XIV and Article XIV bis of the GATS.

<sup>15</sup> Import of refuse is forbidden by law. Treatment and disposal of hazardous waste is regulated by Law.

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

<b>Sector or Sub-sector</b>	<b>Limitation on Market Access</b>	<b>Limitation on National Treatment</b>	<b>Additional Commitments</b>
- Environmental impact assessment services (CPC 94090*)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
<b>7. FINANCIAL SERVICES</b>			
<b>A. Insurance and Insurance-Related Services</b>  a. Direct insurance (a) Life insurance, excl. health insurance services (b) Non-life insurance services  b. Reinsurance and retrocession  c. Insurance intermediation (such as brokerage and agency)  d. Services auxiliary to insurance (such as consultancy, actuarial, risk assessment and claim settlement)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
<b>B. Banking and Other Financial Services</b>  Commitments with respect to banking and other financial services are undertaken in accordance with relevant laws and regulations promulgated by competent authorities of Viet Nam to ensure the consistency with Article VI of the GATS and Para 2 (a) of the GATS Annex on Financial Services and Annex on Financial Services under Chapter 8.  As a general rule and on a non-discriminatory basis, the offer of banking and other financial services or products is subject to relevant institutional and juridical form requirements.			

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

<b>Sector or Sub-sector</b>	<b>Limitation on Market Access</b>	<b>Limitation on National Treatment</b>	<b>Additional Commitments</b>
<p>(a) Acceptance of deposits and other repayable funds from the public</p> <p>(b) Lending of all types, including consumer credit, mortgage credit, factoring and financing of commercial transaction</p> <p>(c) Financial leasing</p> <p>(d) All payment and money transmission services, including credit, charge and debit cards, travellers' cheques and bankers drafts</p> <p>(e) Guarantees and commitments</p> <p>(f) Trading for own account or for account of customers, whether on an exchange, in an over-the-counter market or otherwise, the following:</p> <ul style="list-style-type: none"> <li>- Money market instrument (including cheques, bills, certificates of deposits);</li> <li>- Foreign exchange;</li> <li>- Exchange rate and interest rate instrument incl products such as swaps, forward rate agreements;</li> <li>- Bullion.</li> </ul> <p>(h) Money broking</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	



**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

<b>Sector or Sub-sector</b>	<b>Limitation on Market Access</b>	<b>Limitation on National Treatment</b>	<b>Additional Commitments</b>
<p>(i) Asset management, such as cash or portfolio management, all forms of collective investment management, pension fund management, custodial, depository and trust services</p> <p>(j) Settlement and clearing services for financial assets, including securities, derivative products, and other negotiable instruments</p> <p>(k) Provision and transfer of financial information, and financial data processing and related software by suppliers of other financial services</p> <p>(l) Advisory, intermediation and other auxiliary financial services on all activities listed in subparagraphs from (a) to (k), including credit reference and analysis, investment and portfolio research and advice, advice on acquisitions and on corporate restructuring and strategy</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

<b>Sector or Sub-sector</b>	<b>Limitation on Market Access</b>	<b>Limitation on National Treatment</b>	<b>Additional Commitments</b>
<p><b>C. <u>Securities</u></b></p> <p>(f) Trading for own account or for account of customers, whether on an exchange, in an over-the-counter market or otherwise, the following:</p> <ul style="list-style-type: none"> <li>- Derivative products incl. futures and options;</li> <li>- Transferable securities;</li> <li>- Other negotiable instruments and financial assets, excluding bullion.</li> </ul> <p>(g) Participation in issues of all kinds of securities incl. underwriting and placement as an agent (publicly or privately), provision of services related to such issues</p> <p>(i) Asset management, such as portfolio management, all forms of collective investment management, pension fund management, custodial depository and trust services</p> <p>(j) Settlement and clearing services for securities, derivative products, and other securities-related instruments</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

<b>Sector or Sub-sector</b>	<b>Limitation on Market Access</b>	<b>Limitation on National Treatment</b>	<b>Additional Commitments</b>
<p>(k) Provision and transfer of financial information, and related software by suppliers of securities services</p> <p>(l) Advisory, intermediation and other auxiliary securities-related excluding (f), including investment and portfolio research and advice, advice on acquisitions and on corporate restructuring and strategy (for other services under (l), refer to (l) under banking sector)</p>			

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<b>8. HEALTH RELATED AND SOCIAL SERVICES</b>			
<p>A. Hospital services (CPC 9311)</p> <p>B. Medical and dental services (CPC 9312) covering:</p> <ul style="list-style-type: none"> <li>- General medical services (CPC 93121)</li> <li>- Specialised medical services (CPC 93122)</li> <li>- Dental services (CPC 93123)</li> </ul> <p>C. Nursing services, physiotherapists and para-medical personel (CPC 93191)</p> <p>D. Other human health services</p> <p>F. Health related and social services Social services (CPC 933)</p> <ul style="list-style-type: none"> <li>- Social services with accommodation (CPC 9331)</li> <li>- Social services without accommodation (CPC 9332)</li> </ul>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<b>9. TOURISM AND TRAVEL RELATED SERVICES</b>			
A. Hotel and restaurant including - Lodging services (CPC 64110) - Catering food (CPC 642) and drink services (CPC 643)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
B. Travel agencies and tour operator services (CPC 7471)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
C. Others - Tourist theme park	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
<b>10. RECREATIONAL, CULTURAL AND SPORTING SERVICES</b>			
A. Entertainment services (including theatre, live bands and circus services) (CPC 9619)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
D. Other - Electronic games business (CPC 964**)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<b>11. TRANSPORT SERVICES</b>			
<p><b>A. Maritime Transport Services</b></p> <p>(a) Passenger transportation less cabotage (CPC 7211)</p> <p>(b) Freight transportation less cabotage (CPC 7212)</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>(4) Unbound, except as indicated in the horizontal section.</p>	<p>The following services at the port are made available to international maritime transport suppliers on reasonable and non-discriminatory terms and conditions:</p> <ol style="list-style-type: none"> <li>1. Pilotage;</li> <li>2. Towing and tug assistance;</li> <li>3. Provisioning, fuelling and watering</li> <li>4. Garbage collecting and ballast waste disposal;</li> <li>5. Port Captain's/Harbour Master's services;</li> <li>6. Navigation aids;</li> <li>7. Shore-based operational services essential to ship operations, including communications, water and electrical supplies;</li> <li>8. Emergency repair facilities;</li> <li>9. Anchorage, berth and berthing services;</li> <li>10. Access to maritime agency services.<sup>16</sup></li> </ol>

<sup>16</sup> With respect to the access to and use of maritime agency services mentioned in the Additional Commitments column, where road, rail, inland waterways, coastal and inland shipping, and related auxiliary services are not otherwise fully covered in the schedule, a multimodal transport operator shall have the

## VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
(c) Rental of vessels with crew (CPC 7213)	(4) Unbound, except as indicated in the horizontal measures	(4) Unbound, except as indicated in the horizontal measures	
(d) Maintenance and repair of vessels (CPC 8868*)	(4) Unbound, except as indicated in the horizontal measures	(4) Unbound, except as indicated in the horizontal measures.	
<b>Maritime Auxiliary Services</b>	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
- Container handling services (CPC 7411) <sup>17</sup>	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
- Maritime Agency Services (CPC 7454*)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
- Customs Clearance Services <sup>18</sup>	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
- Container Station and Depot Services <sup>19</sup>	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	

ability to access Vietnamese maritime agency services suppliers to rent, hire or charter trucks, railway carriages, or barges and related equipment, for the purpose of onward forwarding of international cargoes carried by sea.

<sup>17</sup> Public utility concession or licensing procedures may apply in case of occupation of the public domain.

<sup>18</sup> "Customs clearance services" (alternatively "customs house brokers' services") means activities consisting in carrying out on behalf of another party customs formalities concerning import, export or through transport of cargoes, whether this service is the main activity of the service provider or a usual complement of its main activity.

<sup>19</sup> "Container station and depot services" means activities consisting in storing containers, whether in port areas or inland, with a view to their stuffing/stripping, repairing and making them available for shipments.

**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

<b>Sector or Sub-sector</b>	<b>Limitation on Market Access</b>	<b>Limitation on National Treatment</b>	<b>Additional Commitments</b>
<b>B. Internal Waterways Transport</b>  (a) Passenger transport (CPC 7221)  (b) Freight transport (CPC 7222)  (c) Maintenance and repair of vessels (CPC 8868*)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
<b>C. Air Transport Services</b>			
(a) Selling and Marketing of Air Transport Services	(4) As indicated in the horizontal section.	(4) As indicated in the horizontal section.	
(b) Computer reservation services (CPC 7523)	(4) As indicated in the horizontal section.	(4) As indicated in the horizontal section.	
(c) Maintenance and repair of aircraft (CPC 8868)	(4) As indicated in the horizontal section.	(4) As indicated in the horizontal section.	
(d) Aircraft Leasing with Crew (CPC 734)	(4) As indicated in the horizontal section.	(4) As indicated in the horizontal section.	
(e) Air Freight Forwarding Services	(4) As indicated in the horizontal section.	(4) As indicated in the horizontal section.	



**VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS**

<b>Sector or Sub-sector</b>	<b>Limitation on Market Access</b>	<b>Limitation on National Treatment</b>	<b>Additional Commitments</b>
<b>E. Rail Transport Services</b> (a) Passenger transportation (CPC 7111) (b) Freight transportation (CPC 7112)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(c) Maintenance and repair of rail transport equipment (CPC 8868)	(4) Unbound	(4) Unbound	
<b>F. Road Transport Services</b> (a) Passenger transportation (CPC 7121+7122) (b) Freight transportation (CPC 7123)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
<b>H. Services Auxiliary to all Modes of Transport</b> (a) Maritime cargo handling services (CPC 741) (b) Container handling services, except services provided at airports (part of CPC 7411)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	

## VIET NAM'S SCHEDULE OF MOVEMENT OF NATURAL PERSONS COMMITMENTS

Sector or Sub-sector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
(c) Container handling services (CPC 7411) <sup>20</sup>	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(d) Storage and warehouse services (CPC 742)	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(e) Freight transport agency services (CPC 748) <sup>21</sup>	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(f) Ship broking services	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	
(d) Other (part of CPC 749) <sup>22</sup>	(4) Unbound, except as indicated in the horizontal section.	(4) Unbound, except as indicated in the horizontal section.	

<sup>20</sup> Public utility concession or licensing procedures may apply in case of occupation of the public domain.

<sup>21</sup> Including freight forwarding services. These services mean the activities consisting of organizing and monitoring shipment operations on behalf of shippers, through the acquisition of transport and related services, preparation of documentation and provision of business information.

<sup>22</sup> Include the following activities: bill auditing; freight brokerage services; freight inspection, weighing and sampling services; freight receiving and acceptance services; transportation document preparation services. These services are provided on behalf of cargo owners.