











ASK THE EXPERTS

MARKET OPPORTUNITIES AND ENTRY STRATEGIES IN SOUTHEAST ASIA



Indonesia 🥌 **Vinod Kumar** Partner at Acclime



Vietnam 🔂 **Trent Davis Manager International Business Advisory at Dezan Shira & Associates**



Philippines > **Rocky Chan** Co-Founder & President of EnterPH



Thailand = Luca Berr Chairman & Cl Mahanakorn I Group

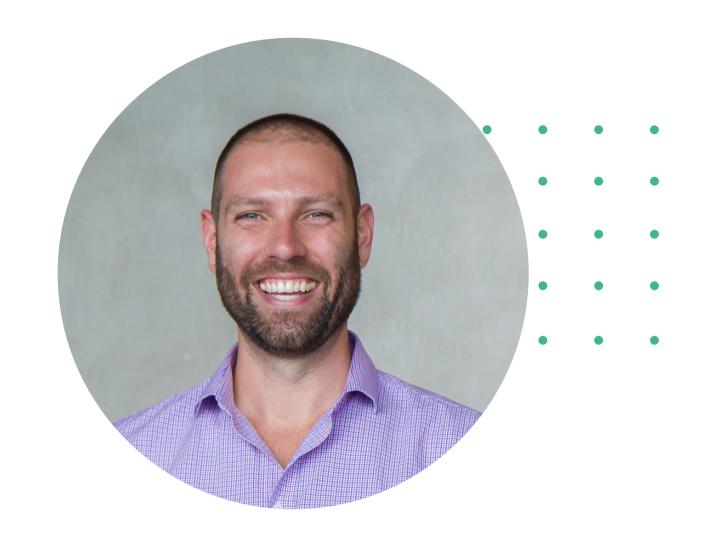
THE WEBINAR STARTS AT 05:03 PM (SGT)



Singapore **Daniel Spencer Head of BD & Partnerships** at Sleek

Drew Calin

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Vinod Kumar



- Vinod has an overall 25 years of experience working in top tier multinational companies including Arthur Andersen, PwC and Ernst & Young.
- Vinod has been primarily helping MNCs across various industries not only to set up but also optimizing the business structures for their investments in Indonesia.







Luca Bernardinetti

Chairman & CEO, Mahanakorn Partners Group

- Advisor of the Public Debt Management Office of the Ministry of Finance of Thailand.
- Member of Thailand International Chamber of Commerce's Commission on Banking Technique & Practices.
- Member of the Board of Directors of the Thai-Italian Chamber of Commerce.







Trent Davis



Manager International Business Advisory at Dezan Shira & Associates

- Trent has a wealth of experience working in Asia, having been based in Vietnam for over 5 years.
- Prior to joining Dezan Shira & Associates, Trent worked for the Australian Trade and Investment Commission assisting Australian businesses to develop business in Vietnam, Cambodia and Laos.







Rocky Chan



Co-Founder and President at EnterPH

- Rocky Chan is both a corporate lawyer and an entrepreneur.
- He helped more than 200 multinational clients to enter the Philippine market.
- His expertise lie in business formation and proceedings, immigration policies, labor law, and human capital strategies.







Daniel Spencer



Head of BD & Partnerships at Sleek

- Masters qualified and ISO/IEC 17024 Certified International Business Professional.
- Experience from Deloitte, Trade Council of Denmark in Australia, Enterprise Ireland, AustCham Singapore.
- At Sleek, Daniel leads a team who advises startups, investors and SMEs looking to succeed in Singapore and the wider SEA region.







We make it easier than ever to source quality B2B service providers in Southeast Asia



Greenhouse is a technology platform providing professional services through our network of service providers to companies entering Southeast Asia.





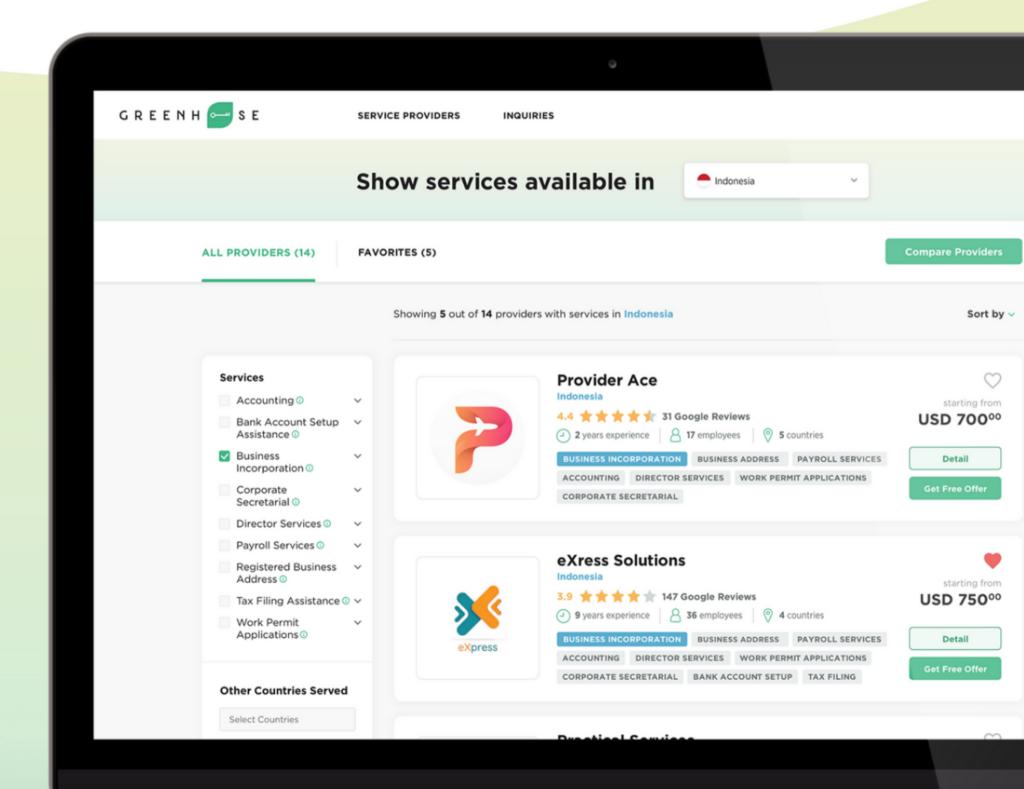
The safest and fastest way to expand your startup in Asia-Pacific

Greenhouse is a technology platform helping startups and entrepreneurs find reliable corporate service providers in APAC.

Expanding to

What service do you need?

FIND



GREENH SE	SINGAPORE	INDONESIA	PHILIPPINES	THAILAND	VIETNAM
Top 5 FDI countries	the US, British Virgin Islands, Cayman Islands and the Netherlands.	Singapore, China, Hong Kong, Japan, and Malaysia	the US Japan Singapore China Malaysia	Japan, Singapore, Hong Kong, the Netherlands, Mauritius, Germany	South Korea Hong Kong singapore Japan China
Top 3 fast-growth industries	 Fintech Startups Health and fitness industry 	 e-commerce Fintech Manufacturing and infrastructure sector 	 BPO/KPO/Sha red Services IT E-Commerce 	 e-commerce; automotive and manufacturing infrastructure 	 E-Commerce Electronics

GREENH SE	SINGAPORE	INDONESIA	PHILIPPINES	THAILAND	VIETNAM
Paid up cap requirements	S\$1	The minimum paid up capital is \$170,000 or 25% of the total investment value	US\$200,000 for Domestic Market Enterprises None for Export Market Enterprises	~US\$64,000 for foreign business and none for local	None, except for conditional sectors such as education/health etc.
Most challenging licenses to obtain	MAS, Crypto, VCC, other more industry specific licenses	Construction services business license, BPOM License, Licenses for P2P business, etc.	Food and Drugs Banking Licenses for ForEx/Crypto Construction	 e-commerce; automotive and manufacturing infrastructure 	Conditional sectors, such as construction

GREENH SE	SINGAPORE	INDONESIA	PHILIPPINES	THAILAND	VIETNAM
Opportunities emerging from COVID	Fundraising Accessing ASEAN clients Technology or any solutions fasttracking digitalisation of business processes, ecommerce	Government support scheme during COVID 19 Fiscal stimulus and relief packages	Resurgence of BPO/KPO Outsourced IT dev Digitalization	Digitalization of both government services and private sector services Fiscal stimulus packages and tax incentives provided by the government	M&A opportunities Relocation of manufacturing from China Sourcing of face masks Tax incentives

GREENH SE	SINGAPORE	INDONESIA	PHILIPPINES	THAILAND	VIETNAM
Government support schemes for foreign based businesses	Many grants and funding schemes available - key criteria 30% local shareholding required	Mostly are industry specific licenses, such as: Construction services business license, BPOM License, Licenses for P2P business, etc.	Resurgence of BPO/KPO Outsourced IT dev Digitalization	Foreign Business License and industry specific licenses, such as financial services licenses, construction license, and so on.	Tax incentives (for example CIT up to 4 year holiday, up to 9 year reduction

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GREENH 🚾 S E	SINGAPORE	INDONESIA	PHILIPPINES	THAILAND	VIETNAM
Top 3 industries	1. Manufacturing 2. Financial services 3. Tourism	1. Electricity, Gas and Water supply 2. Metal, except machinery, and Equipment Industry 3. Transportation, Warehouse, and Telecommunication	1. BPO/KPO 2. Real Estate 3. Fintech	1. Services sector (such as financial services, tourism); 2. Manufacturing (particularly automotive, electronics, steel); 3. Agriculture	Top 5 sectors receiving FDI - Processing and Manufacturing - Real Estate - Wholesale and Retail













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MODERATOR **Drew Calin** Co-Founder & CEO of Greenhouse



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