

VIET NAM – SCHEDULE OF SPECIFIC COMMITMENTS

For the 9th Package of Commitments under ASEAN Framework Agreement on Services

Modes of Supply: 1) Cross-border supply 2) Consumption abroad 3) Commercial presence

Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
BUSINESS SERVICES			
A. Professional Services			
Legal service, 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) (CPC 861)	(1) None (2) None (3) Foreign lawyers organisation ¹ are permitted to establish commercial presence in Viet Nam in the following forms: a) Branches of foreign lawyers organisations; b) Subsidiaries of foreign lawyers organisations; c) Foreign law firms ² ; d) Partnership between foreign lawyer organisations and Vietnam's law partnerships. Commercial presences of foreign lawyer's organisations are permitted to make consultations on Vietnamese laws if the consulting lawyers have graduated from a Vietnamese law college and satisfy requirements applied to like Vietnamese law practitioners.	(1) None (2) None (3) None	

¹ A "foreign lawyers organisation" is an organisation of practicing lawyers established in any commercial corporate form in foreign countries (including firms, companies, corporations, etc.) by one or more foreign lawyers or law firms. Foreign lawyers organisations are themselves responsible for their activities before the law of Vietnam
² A foreign law firm is an organisation of practicing lawyers established in Viet Nam by one or more foreign lawyers organisations under regulations of Vietnam. Foreign law firms are themselves responsible for their activities before the law of Vietnam

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Accounting and auditing and bookkeeping services (CPC 862)	(1) None (2) None (3) None	(1) None (2) None (3) None	
Taxation Services (CPC 863)	(1) None (2) None (3) None	(1) None (2) None (3) None	
Architectural Services. (CPC 8671)	(1) None (2) None (3) None	(1) None (2) None (3) None	

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Engineering Services. (CPC 8672) Integrated engineering services (CPC 8673)	(1) None (2) None (3) None	(1) None (2) None (3) None, except: The supply of services related to topographical, geotechnical, hydro geological and environmental surveys and technical surveys for urban-rural development planning, sectoral development planning are subject to the authorisation of the Government of Viet Nam ³ .	

³ For greater transparency, this commitment allows the maintenance or adoption of limitations or restrictions for national security and public order reasons that would be justified under Article XIV and Article XIV bis of the GATS.

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D. Real Estate Services Residential property management services on a fee or contract basis ⁵ (CPC 82201) Non-Residential property management services on a fee or contract basis ⁶ (CPC 82202)	(1) None (2) None (3) None	(1) None (2) None (3) None	

⁵ Including activities, whereby an organization or a person involved in residential property service business is authorized by the owner and/or user of the residential properties (including single dwelling houses, town houses, multi-unit apartment buildings, or multiple use buildings which are primarily residential..) through a contract, to conduct the maintenance, operation and exploitation (including sale, renting, leasing or appraising...) of residential properties

⁶ Including activities, whereby an organization or a person involved in non-residential property service business is authorized by the owner and/or user of the non-residential properties (including single dwelling houses, town houses, multi-unit apartment buildings, or multiple use buildings which are primarily non-residential..) through a contract, to conduct the maintenance, operation and exploitation (including sale, renting, leasing or appraising...) of non-residential properties
Property management services concerning agricultural, forest and similar properties on a fee or contract basis are excluded.

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Related scientific and technical consulting services. ⁷ (Covering CPC 86751-86753)	(1) None, except: companies without a commercial presence may be required to be registered with the competent authority of the government of Viet Nam under the terms outline in Viet Nam's applicable laws. (2) None (3) None, except Since 11 January 2009, joint venture with the foreign capital contribution not exceeding 51% shall be permitted. Since 11 January 2011, 100% foreign-invested enterprises shall be permitted.	(1) None, except as indicated in the market access column (2) None (3) None , except as indicated in the market access column	
Leasing and rental services relating to aircraft without operator (CPC 83104)	(1) None ⁸ (2) None (3) None	(1) None (2) None (3) None	

⁷ The supply of services related to prospecting, surveying, exploration and exploitation is subject to the applicable laws and regulations of Viet Nam.

⁸ Excluding mining and oil field equipment; commercial radio, television and communication equipment

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Maintenance and repair equipment (not including maritime vessels, aircraft or other transport equipment) (CPC 633)	(1) None (2) None (3) None, except Since 11 January 2007, joint ventures with the foreign capital contribution not exceeding 49% shall be permitted. Since 11 January 2010, this limitation shall be 51%. Since 11 January 2012, 100% foreign-invested enterprises shall be permitted.	(1) None (2) None (3) None, except as indicated in the market access column	
Building-cleaning services (CPC 874) - Disinfecting and exterminating services (CPC 87401) - Window cleaning services (CPC 87402) only in industrial zones and export processing zones	(1) None (2) None (3) None	(1) None (2) None (3) None	
Portrait Photography services (CPC 87501)	(1) None (2) None (3) None, except only in the form of BBC or joint venture with Vietnamese supplier. There shall be no limitation on foreign equity distribution in the joint venture	(1) None (2) None (3) None	

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Special Photography services except aerial photography (CPC 87504)	(1) None. (2) None (3) None, except only in the form of BBC or joint venture with Vietnamese supplier. There shall be no limitation on foreign equity distribution in the joint venture	(1) None (2) None (3) None	
Packaging services (CPC 876)	(1) None (2) None (3) None, except joint venture with the foreign capital contribution not exceeding 70% shall be permitted	(1) None (2) None (3) None, except as indicated in the market access column	
Printing, publishing (CPC 88442) for package only	(1) None. (2) None (3) None, except joint ventures with the foreign capital contribution not exceeding 51% shall be permitted.	(1) None (2) None (3) None, except as indicated in the market access column	

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<p>Telecommunication Services 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>			
Basic Telecommunications a. Voice telephone services including local, long distance and international (CPC 7521) b. Packet-switched data transmission services (CPC 7523**) c. Circuit-switched data transmission services (CPC 7523**) d. Telegraph services (CPC 7522) e. Telex services (CPC 7523**) f. Facsimile services (CPC 7521**+7529**) g. Private leased circuit services (CPC 7522**+7523**)	(1) None, except: <i>Wire-based and mobile terrestrial services:</i> Service must be offered through commercial arrangements with an entity established in Viet Nam and licensed to provide international telecommunication services. <i>Satellite-based services:</i> Subject to commercial arrangements with Vietnamese international satellite service suppliers duly licensed in Viet Nam, except satellite-based services offered to: - Since 11 January 2007: off-shore/on sea based business customers, government institutions, facilities-based service suppliers, radio and television broadcasters, official international organisation' representative offices, diplomatic representatives and consulates, high tech and software development parks who are licensed to use <i>satellite</i> -earth stations;	(1) None	Viet Nam undertakes the obligations in the Reference Paper attached hereto. 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. Since 11 January 2011, foreign service suppliers shall be permitted to provide such capacity to international VPN and IXP service suppliers licensed in Viet Nam.

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<p>(o*) Other services</p> <ul style="list-style-type: none"> - Videoconference services (CPC 75292) - Video Transmission services, excluding broadcasting¹² - Radio based services includes: <ul style="list-style-type: none"> - Mobile telephone (terrestrial and satellite) - Mobile data (terrestrial and satellite) - Paging - PCS - Trunking - Internet Exchange Service (IXP)¹³ 	<ul style="list-style-type: none"> - Since 11 January 2010: multinational companies¹⁴, which are licensed to use satellite-earth stations. <p>(2) None</p> <p>(3) None, except: <i>Non facilities-based services:</i> Since 11 January 2007 joint ventures with telecommunications service suppliers duly licensed in Viet Nam will be allowed. Foreign capital contribution shall not exceed 51% of legal capital of the joint ventures. Since 11 January 2010: joint venture will be allowed without limitation on choice of partner. Foreign capital contribution shall not exceed 65% of legal capital of the joint ventures. <i>Facilities-based services:</i> joint venture with telecommunications service suppliers duly licensed in Viet Nam will be allowed. Foreign capital contribution shall not exceed 49% of legal capital of the joint ventures. 51% gives management control of the joint venture.</p>	<p>(2) None</p> <p>(3) None</p>	

¹² 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.

¹³ Services providing internet access service (IAS) suppliers with connection between them and to the international Internet backbone.

¹⁴ A multinational is a corporation which: a) has a commercial presence in Viet Nam; b) operates in at least one other WTO member; c) has been in operation for at least 5 years; d) is publicly listed on the stock exchange of a WTO Member; and e) is licensed to use satellite services in at least one WTO Member.

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Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
	In the telecommunications sector, foreign investors in BCC will have the possibility to renew current arrangements or to convert them into another form of establishment with conditions no less favourable than those they currently enjoy.		

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Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<p>Basic telecommunication services</p> <p>(o*) Other services</p> <p>- Virtual Private Network (VPN)¹⁵</p>	<p>(1) None, except:</p> <p><i>Wire-based and mobile terrestrial services:</i> Service must be offered through commercial arrangements with an entity established in Viet Nam and licensed to provide international telecommunication services.</p> <p><i>Satellite-based services:</i> Subject to commercial arrangements with Vietnamese international satellite service suppliers duly licensed in Viet Nam, except satellite-based services offered to:</p> <ul style="list-style-type: none"> - Since 11 January 2007: off-shore/on sea based business customers, government institutions, facilities-based service suppliers, radio and television broadcasters, official international organisation' representative offices, diplomatic representatives and consulates, high tech and software 	<p>(1) None</p>	<p>Viet Nam undertakes the obligations in the Reference Paper attached hereto.</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. Since 11 January 2011, foreign service suppliers shall be permitted to provide such capacity to</p>

¹⁵ 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 organisation, 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).

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	<p>development parks who are licensed to use satellite-earth stations;</p> <p>- Since 11 January 2010: multinational companies¹⁹, which are licensed to use satellite-earth stations.</p> <p>(2) None</p> <p>(3) None, except: <i>Non facilities-based services:</i> joint ventures shall be allowed without limitation on choice of partner. Foreign capital contribution shall not exceed 70% of legal capital of the joint ventures. <i>Facilities-based services:</i> joint venture with telecommunications service suppliers duly licensed in Viet Nam will be allowed. Foreign capital contribution shall not exceed 49% of legal capital of the joint ventures.</p>	<p>(2) None</p> <p>(3) None</p>	<p>international VPN and IXP service suppliers licensed in Viet Nam.</p>

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Value added services: h. Electronic mail (CPC 7523**) i. Voice mail (CPC 7523**) j. On-line information and database retrieval (CPC 7523**) k. Electronic data interchange (EDI) (CPC 7523**) l. Enhance/value-added facsimile services, including store and forward, store and retrieve (CPC7523**) m. Code and protocol conversion n. On-line information and data processing (incl. transaction processing) (CPC 843)	(1) None, except: <i>Wire-based and mobile terrestrial services:</i> Service must be offered through commercial arrangements with an entity established in Viet Nam and licensed to provide international telecommunication services. <i>Satellite-based services:</i> Subject to commercial arrangements with Vietnamese international satellite service suppliers duly licensed in Viet Nam, except satellite-based services offered to: - Since 11 January 2007: off-shore/on sea based business customers, government institutions, facilities-based service suppliers, radio and television broadcasters, official international organisation' representative offices, diplomatic representatives and consulates, high tech and software development parks who are licensed to use satellite-earth stations; - Since 11 January 2007: multinational companies, which are licensed to use satellite-earth stations.	(1) None	Viet Nam undertakes the obligations in the Reference Paper attached hereto.

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Value added services (o) Other - Internet Access Services IAS ¹⁶	<p>(1) <i>Wire-based and mobile terrestrial services:</i> None, except: Service must be offered through commercial arrangements with an entity established in Viet Nam and licensed to provide international telecommunication services.</p> <p><i>Satellite-based services:</i> Subject to commercial arrangements with Vietnamese international satellite service suppliers duly licensed in Viet Nam, except satellite-based services offered to:</p> <ul style="list-style-type: none"> - Since 11 January 2007: off-shore/on sea based business customers, government institutions, facilities-based services suppliers, radio and television broadcasters, official international organisation' representative offices, diplomatic representatives and consulates, high tech and software development parks who are licensed to use satellite-earth stations; - Since 11 January 2010: multinational companies¹⁹, which are licensed to use satellite-earth stations. <p>(2) None</p>	<p>(1) None</p> <p>(2) None</p>	<p>Viet Nam undertakes the obligations in the Reference Paper attached hereto.</p>

¹⁶ Services providing internet access to the end users.

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	<p>(3) <i>Non facilities-based services:</i> Since 11 January 2007: joint ventures with telecommunications suppliers duly licensed in Viet Nam will be allowed. Foreign capital contribution shall not exceed 51% of legal capital of the joint ventures. Since 11 January 2010: joint venture will be allowed without limitation on choice of partner. Foreign capital contribution shall not exceed 65% of legal capital of the joint ventures.</p> <p><i>Facilities-based services:</i> joint venture (JV) with telecommunications service suppliers duly licensed in Viet Nam will be allowed. Foreign capital contribution shall not exceed 50% of legal capital of the joint ventures.</p>	<p>(3) None</p>	

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(b) Motion picture projection service (CPC 96121)	<p>(1) Unbound.</p> <p>(2) None</p> <p>(3) Only through business cooperation contracts or joint venture with Vietnamese partners who are authorised to provide these services in Viet Nam. Foreign capital contribution shall not exceed 51% of legal capital. Viet Nam's houses of culture, film projection place, public cinema clubs and societies and mobile projection teams are not allowed to engage in business cooperation contract or joint-venture with foreign service suppliers.</p>	<p>(1) Unbound.</p> <p>(2) None</p> <p>(3) None</p>	
(e) Sound recording	<p>(1) Unbound.</p> <p>(2) None</p> <p>(3) Unbound.</p>	<p>(1) Unbound.</p> <p>(2) None</p> <p>(3) Unbound.</p>	

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CONSTRUCTION AND ENGINEERING RELATED SERVICES			
Pre-erection Work at Construction Site (CPC 511)	(1) Unbound due to lack of technical feasibility	(1) Unbound due to lack of technical feasibility	
Construction Work for Buildings (CPC 512)	(2) None	(2) None	
Construction Work for Civil Engineering (CPC 513)	(3) None, except: since 11 January 2010, branching is allowed.	(3) None, except that the chief of the branch has to be a resident in Viet Nam.	
Assembly and Erection of Prefabricated Constructions (CPC 514)			
Special Trade Construction (CPC 515)			
Installation Work (CPC 516)			
Building Completion and Finishing Work (CPC 517)			
Renting Services Related Equipment for Construction or Demolition of Building or Civil Engineering Works with Operator (CPC 518)			

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DISTRIBUTION SERVICES			
Measures applicable to all sub-sectors in Distribution Services: Cigarettes and cigars, books, newspapers and magazines, video records on whatever medium, precious metals and stones, pharmaceutical products and drugs ¹⁷ , explosives, processed oil and crude oil, rice, cane and beet sugar are excluded from the commitments.			
<p>A. Commission agents' services (CPC 621, 61111, 6113, 6121)</p> <p>B. Wholesale trade services (CPC 622, 61111, 6113, 6121)</p> <p>C. Retailing services (CPC 631 + 632, 61112, 6113, 6121)¹⁸</p>	<p>(1) Unbound, except none for:</p> <ul style="list-style-type: none"> - Distribution of products for personal use; - Distribution of legitimate computer software for personal and commercial use. <p>(2) None</p> <p>(3) None</p> <p>Since 11 January 2007: foreign-invested companies engaging in distribution services will be permitted to engage in the commission agents', wholesale and retail business of all legally imported and domestically produced products except for: cement and cement clinkers; tyres (excluding</p>	<p>(1) Unbound, except as indicated in Mode 1, market access column.</p> <p>(2) None</p> <p>(3) None</p>	

¹⁷ For the purposes of this schedule "pharmaceuticals and drugs" do not include non-pharmaceutical nutritional supplements in tablet, capsule or powdered form.

¹⁸ 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.

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	<p>tyres of airplanes); papers; tractors; motor vehicles; cars and motorcycles; iron and steel; audiovisual devices; wines and spirits; and fertilizers.</p> <p>As of 1 January 2009, foreign-invested companies engaging in distribution services will be permitted to engage in the commission agents', wholesale and retail business of tractors; motor vehicles; cars and motorcycles.</p> <p>Since 11 January 2010 foreign-invested companies engaging in distribution services will be permitted to engage in the commission agents', wholesale and retail business of all legally imported and domestically produced products.</p> <p>The establishment of outlets for retail services (beyond the first one) shall be allowed on the basis of an Economic Needs Test (ENT)¹⁹.</p>		

¹⁹ Applications to establish more than one outlet shall be subject to pre-established publicly available procedures, and approval shall be based on objective criteria. The main criteria of the ENT include the number of existing service suppliers in a particular geographic area, the stability of market and geographic scale.

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D. Franchising services (CPC 8929)	(1) None (2) None (3) None Since 11 January 2010, branching is allowed.	(1) None (2) None (3) None, except that the chief of the branch has to be a resident in Viet Nam.	

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ENVIRONMENTAL SERVICES			
Access to certain geographic areas may be restricted for national security reasons ²⁰			
Sewage services (CPC 9401)	(1) Unbound due to technical feasibility (except related consulting services) (2) None (3) None, except: Confirming that services supplied in the exercise of governmental authority as defined in Article I:3(c) may be subject to public monopolies or exclusive rights granted to private operators. joint ventures with foreign capital contribution not exceeding 51 % are allowed until 11 January 2011. After that, none.	(1) None (2) None (3) None	Foreign companies are allowed to do business activities in Viet Nam in the form of build-operate-transfer (BOT) and build-transfer-operate (BTO).

²⁰ 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.

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Refuse disposal services (CPC 9402) ²¹	<p>(1) Unbound due to technical feasibility (except related consulting services)</p> <p>(2) None</p> <p>(3) None, except: Confirming that services supplied in the exercise of governmental authority as defined in Article I:3(c) may be subject to public monopolies or exclusive rights granted to private operators. Foreign ownership is limited to 51 % until 11 January 2011. After that, none.</p> <p>For the purpose of ensuring public welfare, foreign-invested enterprises are restricted from collecting refuse directly from households. They are only permitted to provide services at the refuse collection points as specified by local municipal and provincial authorities.</p>	<p>(1) None</p> <p>(2) None</p> <p>(3) None</p>	Foreign companies are allowed to do business activities in Viet Nam in the form of build-operate-transfer (BOT) and build-transfer-operate (BTO).
Sanitation and similar services (CPC 9403)	<p>(1) None</p> <p>(2) None</p> <p>(3) None</p>	<p>(1) None</p> <p>(2) None</p> <p>(3) None</p>	

²¹ Import of refuse is forbidden by law. Treatment and disposal of hazardous waste is regulated by Law.

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Nature and landscape protection services (CPC 9406)	(1) None (2) None (3) None	(1) None (2) None (3) None	
Other services - Cleaning services of exhaust gases (CPC 94040) and - noise abatement services (CPC 94050)	(1) Unbound due to technical feasibility (except related consulting services) (2) None (3) None, except: Confirming that services supplied in the exercise of governmental authority as defined in Article I:3(c) may be subject to public monopolies or exclusive rights granted to private operators. Foreign ownership is limited to 51 % until 11 January 2011. After that, none.	(1) None (2) None (3) None	
Environmental impact assessment services (CPC 9409)	(1) None (2) None (3) None, except that foreign ownership is limited to 51% until 11 January 2011. After that: None.	(1) None (2) None (3) None	

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TOURISM AND TRAVEL RELATED SERVICES			
Hotel Lodging Services (CPC 64110) Food serving services (CPC 642) Beverage serving services for consumption on the premises (CPC 643)	(1) None (2) None (3) None	(1) None (2) None (3) None	
Travel agencies and tour operator services (CPC 7471) s	(1) None (2) None (3) None, except that: Foreign service supplying companies are permitted to provide services in the form of joint venture with Vietnamese partners. with no limitation on foreign capital contribution.	(1) None (2) None (3) None, except tourist guides in foreign-invested enterprises shall be Vietnamese citizens. Foreign service supplying enterprises can only do inbound services and domestic travel for inbound tourists as an integral part of inbound services.	
Others Tourist theme park	(1) None (2) None (3) Foreign service supplying companies are permitted to provide services in the form of joint venture with Vietnamese partners The capital contributions of the foreign side shall not exceed 70% of the legal capital of the joint venture.	(1) None (2) None (3) Unbound	

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Modes of Supply: 1) Cross-border supply 2) Consumption abroad 3) Commercial presence

Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
RECREATIONAL, CULTURAL AND SPORTING SERVICES			
A. Entertainment services (including theatre, live bands and circus services) (CPC 9619)	(1) Unbound (2) None (3) Unbound except that since 11 January 2012, joint ventures with foreign capital contribution not exceeding 49% are permitted.	(1) Unbound (2) None (3) None	
E. Other - Electronic games business (CPC 964**)	(1) Unbound (2) None (3) Only through business cooperation contract or joint-venture with Vietnamese partners who are specifically authorised to provide these services. Foreign capital contribution shall not exceed 49% of the legal capital of the joint ventures.	(1) Unbound (2) None (3) None	

VIET NAM – SCHEDULE OF SPECIFIC COMMITMENTS

For the 9th Package of Commitments under ASEAN Framework Agreement on Services

Modes of Supply: 1) Cross-border supply 2) Consumption abroad 3) Commercial presence

Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
TRANSPORT SERVICES			
A. Maritime Transport Services Passenger Transportation less Cabotage (CPC 7211)	(1) None (2) None (3) a) Establishment of registered companies for the purpose of operating a fleet under the national flag of Viet Nam: foreign service suppliers are permitted to establish joint-ventures with foreign capital contribution not exceeding 49% of total legal capital. Foreign seafarers may be permitted to work in ships under the national flag of Viet Nam (or registered in Viet Nam) owned by joint-ventures in Viet Nam but not exceeding 1/3 of total employees of the ships. The Master or first chief executive must be Vietnamese citizen. b) Other forms of commercial presence for the supply of international maritime transport services ²⁴ : Since 11 January 2007, foreign	(1) None (2) None (3) None	The following services at the port are made available to international maritime transport suppliers on reasonable and non-discriminatory terms and conditions: <ol style="list-style-type: none">1. Pilotage;2. Towing and tug assistance;3. Provisioning, fuelling and watering4. Garbage collecting and ballast waste disposal;5. Port Captain's/Harbour Master's services;6. Navigation aids;7. Shore-based operational services essential to ship operations, including communications, water and electrical supplies;8. Emergency repair facilities;9. Anchorage, berth and

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Modes of Supply:

1) Cross-border supply

2) Consumption abroad

3) Commercial presence

Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
	<p>shipping companies can establish joint ventures with 51% foreign ownership., Since 11 January 2012, foreign shipping companies can establish 100% foreign-invested enterprises.</p> <p>Since 11 January 2007, foreign-invested enterprises are only permitted to carry out activities from (1) to (5) as indicated below:</p> <ol style="list-style-type: none">1. Marketing and sales maritime transport services through direct contact with customers, from quotation to invoicing;2. Acting on behalf of the cargo owners;3. Provision of required business information;4. Preparation of documentation concerning transport documents including customs documents, or other documents related to the origin and character of the		<p>berthing services;</p> <p>10. Access to maritime agency services.²³</p>

²⁴ "Other forms of commercial presence for the supply of international maritime transport services" means the ability for foreign shipping companies to undertake locally activities which are related to the cargoes carried by them and necessary for the supply of the integrated transport service to their customers, within which the international maritime transport constitutes a substantial elements and is supplied by the concerned foreign shipping company.

²³ 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 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.

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For the 9th Package of Commitments under ASEAN Framework Agreement on Services

Modes of Supply: 1) Cross-border supply 2) Consumption abroad 3) Commercial presence

Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
	<p>goods transported; and</p> <p>5. Provision of maritime transport services including cabotage services by Vietnamese flagged vessels for the supply of integrated transport services.</p> <p>Since 11 January 2012, activities from (6) to (7) shall be allowed.</p> <p>6. Acting on behalf of the company, organising the call of the ship or taking over cargoes when required;</p> <p>7. Negotiate and sign contracts for road, rail, inland waterways transportation related to cargoes transported by the company.</p> <p>The number of joint ventures by foreign shipping companies will be limited to 5 companies since 11 January 2007. Three additional companies will be allowed every two years thereafter. Since 11 January 2012, no limitation on the number of joint ventures.</p>		

VIET NAM – SCHEDULE OF SPECIFIC COMMITMENTS

For the 9^h Package of Commitments under ASEAN Framework Agreement on Services

Modes of Supply: 1) Cross-border supply 2) Consumption abroad 3) Commercial presence

Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
	<p>shipping companies can establish joint ventures with 51% foreign ownership., Since 11 January 2012, foreign shipping companies can establish 100% foreign-invested enterprises.</p> <p>Since 11 January 2007, foreign-invested enterprises are only permitted to carry out activities from (1) to (5) as indicated below:</p> <ol style="list-style-type: none"> 1. Marketing and sales maritime transport services through direct contact with customers, from quotation to invoicing; 2. Acting on behalf of the cargo owners; 3. Provision of required business information; 4. Preparation of documentation concerning transport documents including customs documents, or other documents related to the origin and character of the 		<p>berthing services;</p> <p>10. Access to maritime agency services.²⁵</p>

²⁶ "Other forms of commercial presence for the supply of international maritime transport services" means the ability for foreign shipping companies to undertake locally activities which are related to the cargoes carried by them and necessary for the supply of the integrated transport service to their customers, within which the international maritime transport constitutes a substantial elements and is supplied by the concerned foreign shipping company.

²⁵ 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 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.

VIET NAM – SCHEDULE OF SPECIFIC COMMITMENTS

For the 9th Package of Commitments under ASEAN Framework Agreement on Services

Modes of Supply: 1) Cross-border supply 2) Consumption abroad 3) Commercial presence

Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
	<p>goods transported; and</p> <p>5. Provision of maritime transport services including cabotage services by Vietnamese flagged vessels for the supply of integrated transport services.</p> <p>Since 11 January 2012, activities from (6) to (7) shall be allowed.</p> <p>6. Acting on behalf of the company, organising the call of the ship or taking over cargoes when required;</p> <p>7. Negotiate and sign contracts for road, rail, inland waterways transportation related to cargoes transported by the company.</p> <p>The number of joint ventures by foreign shipping companies will be limited to 5 companies since 11 January 2007. Three additional companies will be allowed every two years thereafter. Since 11 January 2012, no limitation on the number of joint ventures.</p>		

VIET NAM – SCHEDULE OF SPECIFIC COMMITMENTS

For the 9^h Package of Commitments under ASEAN Framework Agreement on Services

Modes of Supply: 1) Cross-border supply 2) Consumption abroad 3) Commercial presence

Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
Rental of vessels with crew (CPC 7213)	(1) None. (2) None (3) None, except joint venture with the foreign capital contribution not exceeding 70% shall be permitted	(1) None (2) None (3) None, except as indicated in the market access column	
Maintenance and repair of vessels (CPC 8868*)	(1) None (2) None (3) Commercial presence may be in the form of joint venture. Maximum share of foreign equity in the joint venture company allowable up to 70%	(1) None (2) None (3) None	

VIET NAM – SCHEDULE OF SPECIFIC COMMITMENTS

For the 9th Package of Commitments under ASEAN Framework Agreement on Services

Modes of Supply: 1) Cross-border supply 2) Consumption abroad 3) Commercial presence

Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
Supporting Services for Maritime Transport Customs Clearance Services ²⁷	(1) Unbound.* (2) None (3) None, except that since 11 January 2007 joint ventures with foreign capital contribution not exceeding 51% can be established. After 5 years, joint ventures can be established with no foreign ownership limitation.	(1) Unbound.* (2) None (3) None	
Maritime Agency Services (CPC 7454*)	(1) None (2) None (3) Commercial presence may be in the form of joint venture. Maximum share of foreign equity in the joint venture company allowable up to 49%	(1) None (2) None (3) Unbound	

²⁷ "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.

* A commitment on this mode of delivery is not feasible.

* A commitment on this mode of delivery is not feasible.

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Modes of Supply: 1) Cross-border supply 2) Consumption abroad 3) Commercial presence

Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
Pushing and towing services (CPC 7113)	(1) None. (2) None (3) None, except that joint ventures with foreign capital contribution not exceeding 51% can be established.	(1) None (2) None (3) None, except as indicated in the market access column	
Maintenance and repair of rail transport equipment (CPC 8868)	(1) None (2) None (3) Foreign service suppliers are permitted to provide services only through the establishment of joint ventures with Vietnamese partners in which the capital contribution of foreign side not exceeding 51% of total legal capital.	(1) None (2) None (3) None	
Supporting services for rail transport services (CPC 743)	(1) None. (2) None (3) None, except that joint ventures with foreign capital contribution not exceeding 51% can be established.	(1) None (2) None (3) None, except as indicated in the market access column	

VIET NAM – SCHEDULE OF SPECIFIC COMMITMENTS

For the 9^h Package of Commitments under ASEAN Framework Agreement on Services

Modes of Supply: 1) Cross-border supply 2) Consumption abroad 3) Commercial presence

Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
<p>F. Road Transport Services</p> <p>Passenger transportation (CPC 7121+7122)</p>	<p>(1) Unbound.</p> <p>(2) None</p> <p>(3) Since 11 January 2007, foreign service suppliers are permitted to provide passenger and freight transport services through business cooperation contracts or joint-ventures with the capital contribution of foreign side not exceeding 49%. Since 11 January 2014, subject to the needs of the market, joint-ventures with foreign capital contribution not exceeding 51% may be established to provide freight transport services. 100% of joint-venture's drivers shall be Vietnamese citizen.</p>	<p>(1) Unbound.</p> <p>(2) None</p> <p>(3) None</p>	
<p>Freight transportation (CPC 7123)</p>	<p>(1) None.</p> <p>(2) None</p> <p>(3) Foreign service suppliers are permitted to provide freight transport services only through the establishment of joint ventures with Vietnamese partners in which the capital contribution of foreign side not exceeding 70% of total legal capital. 100% of joint-venture's drivers shall be Vietnamese citizen..</p>	<p>(1) None</p> <p>(2) None</p> <p>(3) None, except as indicated in the market access column</p>	

VIET NAM – SCHEDULE OF SPECIFIC COMMITMENTS

For the 9th Package of Commitments under ASEAN Framework Agreement on Services

Modes of Supply: 1) Cross-border supply 2) Consumption abroad 3) Commercial presence

Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
Maintenance and repair of road transport equipment (CPC 6112 + 8867)	(1) None. (2) None (3) None, except that joint ventures with foreign capital contribution not exceeding 51% can be established.	(1) None (2) None (3) None, except as indicated in the market access column	
H. Services Auxiliary to All Modes of Transport Maritime cargo handling services (CPC 741)	(1) None (2) None (3) Commercial presence may be in the form of joint venture. Maximum share of foreign equity in the joint venture company allowable up to 49%	(1) None (2) None (3) Unbound	
Container handling services, except services provided at airports (part of CPC 7411)	(1) None (2) None (3) Foreign service suppliers are only permitted to provide services through the establishment of joint ventures with Vietnamese partners with the capital contribution of foreign side not exceeding 50%.	(1) None (2) None (3) None	

VIET NAM – SCHEDULE OF SPECIFIC COMMITMENTS

For the 9th Package of Commitments under ASEAN Framework Agreement on Services

Modes of Supply:

1) Cross-border supply

2) Consumption abroad

3) Commercial presence

Sector or Subsector	Limitation on Market Access	Limitation on National Treatment	Additional Commitments
OTHER SERVICES NOT INCLUDED ELSEWHERE			
Laundry collection services (CPC 97001)	(1) None (2) None (3) None	(1) None (2) None (3) None	
Dry cleaning services (CPC 97013)	(1) None (2) None (3) None	(1) None (2) None (3) None	
Pressing services (CPC 97014)	(1) None (2) None (3) None	(1) None (2) None (3) None	

Definition

“Business Cooperation Contract” A Business Cooperation Contract is one of Foreign Investment Form in Vietnam, that is regulated by Investment Law in Vietnam and come into effect on 29 Nov. 2005

According to the Investment Law in Vietnam, “Business cooperation contract (hereinafter called BCC for short) means a form of investment signed between investors for business cooperation with profit-sharing or product-sharing, without creating a legal entity”.

Article 9 of Decree No. 1082006/ND-CP dated 22/9/2006 providing guidelines of a number articles of Law on Investment says that :

1. In the case of investment in the form of a business co-operation contract signed between one or more foreign investors with one or more domestic investors (hereinafter referred to as *the co-operating parties*), the business co-operation contract must stipulate the interests and responsibilities of, and the sharing of business results as between each investor.
2. A business co-operation contract in the sector of prospecting, exploration for and mining petroleum and a number of other natural resources in the form of a product sharing contract shall be performed in accordance with relevant laws and the *Law on Investment*.
3. A business co-operation contract signed between domestic investors to conduct investment and business shall be in accordance with the law on economic contracts and relevant laws.
4. During the process of business, the co-operating parties may agree to establish a coordination board to perform the business co-operation contract. The functions, duties and powers of the co-ordination board shall be as agreed by the co-operating parties. The coordination board shall not be the leadership body of the co-operating parties.
5. The foreign co-operating party shall be permitted to establish an operating office in Vietnam to act as its representative during the performance of the business co-operation contract. The operating office of a foreign co-operating party shall have a seal, may open bank accounts, recruit employees, sign contracts and conduct all business activities within the scope of the rights and obligations stipulated in the Investment Certificate and business co-operation contract.

"Ship Broking Services" is the work of a shipbroker who undertakes for remuneration to act, on the individual authority of his principal, as an intermediary in concluding contracts of carriage, of marine insurance, of charter, of sale and purchase of vessel, towage contracts, recruitment agreement and contracts of other activities pertaining to maritime shipping activities"

REFERENCE PAPER

Scope

The following are definitions and principles on the regulatory framework for the basic telecommunications services.

Definitions

Users mean service consumers and service suppliers.

Essential facilities mean facilities of a public telecommunications transport network or service that

- (a) are exclusively or predominantly provided by a single or limited number of suppliers; and
- (b) cannot feasibly be economically or technically substituted in order to provide a service. A major supplier is a supplier which has the ability to materially affect the terms of participation (having regard to price and supply) in the relevant market for basic telecommunications services as a result of:
 - (i) control over essential facilities; or
 - (ii) use of its position in the market.

1. Competitive safeguards

1.1 Prevention of anti-competitive practices in telecommunications

Appropriate measures shall be maintained for the purpose of preventing suppliers who, alone or together, are a major supplier from engaging in or continuing anti-competitive practices.

1.2 Safeguards

The anti-competitive practices referred to above shall include in particular:

- (a) engaging in anti-competitive cross-subsidisation;
- (b) using information obtained from competitors with anti-competitive results; and
- (c) not making available to other services suppliers on a timely basis technical information about essential facilities and commercially relevant information which are necessary for them to provide services.

2. Interconnection

2.1 This section applies to linking with suppliers providing public telecommunications transport networks or services in order to allow the users of one supplier to communicate with users of another supplier and to access services provided by another supplier, where specific commitments are undertaken.

2.2 Interconnection to be ensured

Interconnection with a major supplier will be ensured at any technically feasible point in the network. Such interconnection is provided.

- (a) under non-discriminatory terms, conditions (including technical standards and specifications) and rates and of a quality no less favourable than that provided for its own like services or for like services of non-affiliated service suppliers or for its subsidiaries or other affiliates;

- (b) in a timely fashion, on terms, conditions (including technical standards and specifications) and cost-oriented rates that are transparent, reasonable, having regard to economic feasibility, and sufficiently unbundled so that the supplier need not pay for network components or facilities that it does not require for the service to be provided; and
- (c) upon request, at points in addition to the network termination points offered to the majority of users, subject to charges that reflect the cost of construction of necessary additional facilities.

2.3 Public availability of the procedures for interconnection negotiations

The procedures applicable for interconnection to a major supplier will be made publicly available.

2.4 Transparency of interconnection arrangements

It is ensured that a major supplier will make publicly available either its interconnection agreements or a reference interconnection offer.

2.5 Interconnection: dispute settlement

A service supplier requesting interconnection with a major supplier will have recourse, either:

- (a) at any time; or
- (b) after a reasonable period of time which has been made publicly known to an independent domestic body, which may be a regulatory body as referred to in paragraph 5 below, to resolve disputes regarding appropriate terms, conditions and rates for interconnection within a reasonable period of time, to the extent that these have not been established previously.

3. Universal service

Any Member has the right to define the kind of universal service obligation it wishes to maintain. Such obligations will not be regarded as anti-competitive per se, provided they are administered in a transparent, non-discriminatory and competitively neutral manner and are not more burdensome than necessary for the kind of universal service defined by the Member.

4. Public availability of licensing criteria

Where a licence is required, the following will be made publicly available:

- (a) all the licensing criteria and the period of time normally required to reach a decision concerning an application for a licence; and
- (b) the terms and conditions of individual licenses.

The reasons for the denial of a licence will be made known to the applicant upon request.

5. Independent regulators

The regulatory body is separate from, and not accountable to, any supplier of basic telecommunications services. The decisions of and the procedures used by regulators shall be impartial with respect to all market participants.

6. Allocation and use of scarce resources

Any procedures for the allocation and use of scarce resources, including frequencies, numbers and rights of way, will be carried out in an objective, timely, transparent and non-discriminatory manner. The current state of allocated frequency bands will be made publicly available, but detailed identification of frequencies allocated for specific government uses is not required.