

Report back on action and business prospects from breakout sessions

*Speakers: Breakout Leaders - ITC/IAAC/IBDC*

*Moderated by: Liam McQuaid*



**2017 AGN World Congress, Bangkok.**

***“Investing in Asia Pacific Region”***

# FOREIGN DIRECT INVESTMENT (FDI) IN ASIA PACIFIC REGION

- Contact client early before he makes the FDI decision
- Earn extra fees by advising client on the FDI proposition

Consider using FDI formula below:

$$V_F > V_D$$

$$V = \sum \frac{eR - eE}{k}$$

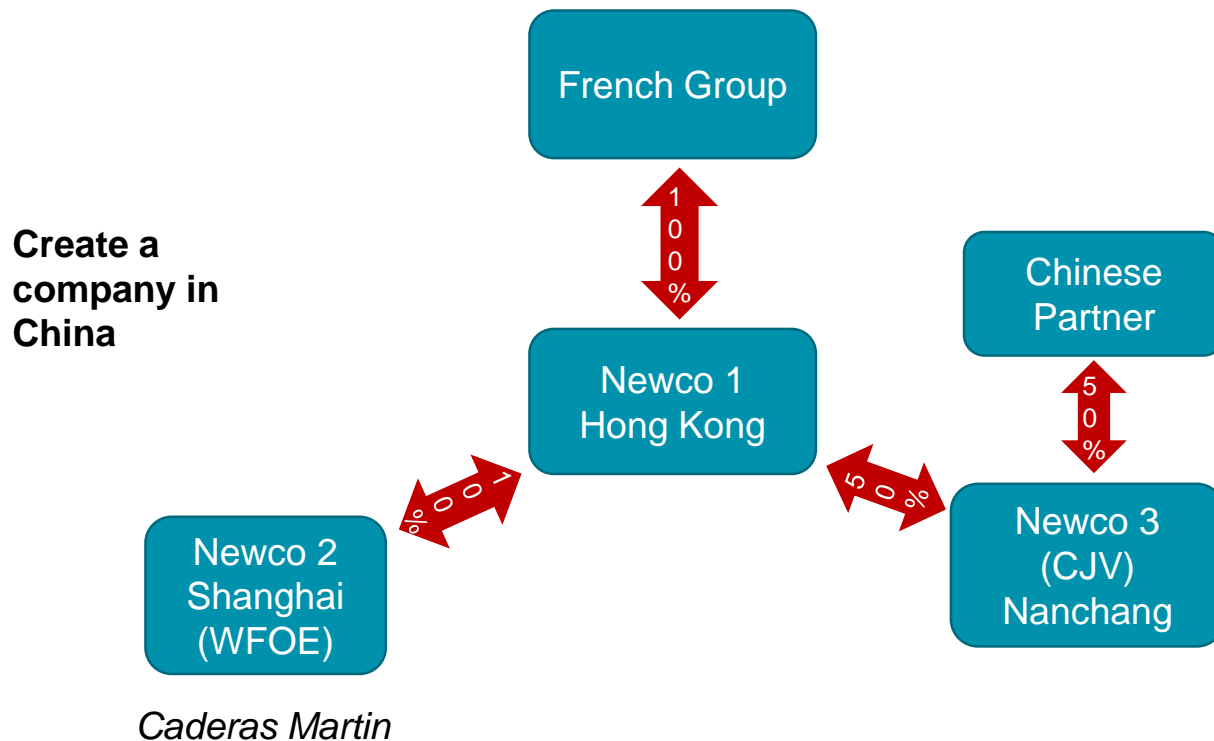
$$V_F = \frac{eR - (eE_1 + E_2)}{k}$$

*Prof. Gunter Dufey, PhD*

- Extensive Economic Data available on AP Region Countries
- Use it

*Vishnu Varathan*

- Group Structure used for French company investing in China



- Get advice on best structure
- Extra fees on structure advice

- Consider financial impact / tax back home of FDI decision
- Consider cost of terminating staff

- Tell your clients in Construction Industry about *“One Belt One Road”* business opportunity
- Be aware of transfer pricing
- Extra fees on transfer pricing advice



“Remember the beginners mind, keep in  
mind the mission”

*President Xi Jinping*

- Build Relationship with your AGN member in FDI country
- Go on a cruise with dancing

“Those willing to achieve great things are the ones willing to be scared but not scared off.”

Richard Branson  
(Founder Virgin Group)

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