Modes of Supply: 1) Cross-border Supply 2) Consumption abroad 3) Commercial presence 4) Presence of natural persons

Sector or Subsector	Limitations on Market Access	Limitations on National Treatment	Additional Commitments
4. DISTRIBUTION SERVICES			
Measures applicable to all subsectors in Distribution Services: Cigarettes and cigars, books, newspapers and magazines, video records on whatever medium, precious metals and stones, pharmaceutical products and drugs[26], 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) B. Wholesale trade services (CPC 622, 61111, 6113, 6121) C. Retailing services (CPC 631 + 632, 61112, 6113, 6121)[27]	(1) Unbound, except none for: - Distribution of products for personal use; - Distribution of legitimate computer software for personal and commercial use. (2) None (3) 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. The establishment of outlets for retail services (beyond the first	(1) Unbound, except as indicated in Mode 1 in “Limitations on Market Access” column. (2) None (3) None	

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

[27] 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.

Modes of Supply: 1) Cross-border Supply 2) Consumption abroad 3) Commercial presence 4) Presence of natural persons

Sector or Subsector	Limitations on Market Access	Limitations on National Treatment	Additional Commitments
	one) shall be allowed on the basis of an Economic Needs Test (ENT)[28]. (4) Unbound, except as indicated in Viet Nam’s Schedule in Annex IV (Schedules of Specific Commitments on Temporary Movement of Natural Persons).	(1) Unbound (4) Unbound, except as indicated in Viet Nam’s Schedule in Annex IV (Schedules of Specific Commitments on Temporary Movement of Natural Persons).	
D. Franchising services (CPC 8929)	(1) None (2) None (3) None. Branching is allowed. (4) Unbound, except as indicated in Viet Nam’s Schedule in Annex IV (Schedules of Specific Commitments on Temporary Movement of Natural Persons).	(1) None (2) None (3) The chief of the branch has to be a resident in Viet Nam. (4) Unbound, except as indicated in Viet Nam’s Schedule in Annex IV (Schedules of Specific Commitments on Temporary Movement of Natural Persons).	

[28] 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.