



OVERVIEW OF VIETNAM ICT INDUSTRY AND MARKET

COOPERATION OPPORTUNITIES

12 OCT. 2023

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- COOPERATION OPPOTUNITIES

Vietnam

In 2022:

- GDP: 401,7 tỷ USD; growth rate: 8,02%
- Per Capital Income: 4,110 USD
- 208.300 new established companies

Target GDP growth rate 2023: 6,5%

World Bank, S&P Global and Stardart Charterd show their belief in this target.

IMF forecast in 2025, Vietnam's economic scale will rank the third in Southeast Asia with GDP 571,1 Billion USD, after Indonesia (1.628,9 Billion USD) and Thailand (632,4 Billion USD) with growth ration of 6.5% in the next 10 years.

Vietnam still maintains a strong attraction to FDI inflows.

In 2022:

- Total registered capital is 27.2 billion USD
- Total implemented capital is up to 22.4 billion USD, the highest in the last 5 years.

In the first 7 months of 2023, 16.24 billion USD of registered FDI capital was recorded.



JAN
2022

VIETNAM

OVERVIEW OF THE ADOPTION AND USE OF CONNECTED DEVICES AND SERVICES



VIETNAM

TOTAL
POPULATION



98.56
MILLION

YEAR-ON-YEAR CHANGE

+0.8%

URBANISATION

38.7%

MOBILE
CONNECTIONS



156.0
MILLION

YEAR-ON-YEAR CHANGE

-0.3%

TOTAL vs. POPULATION

158.3%

INTERNET
USERS



72.10
MILLION

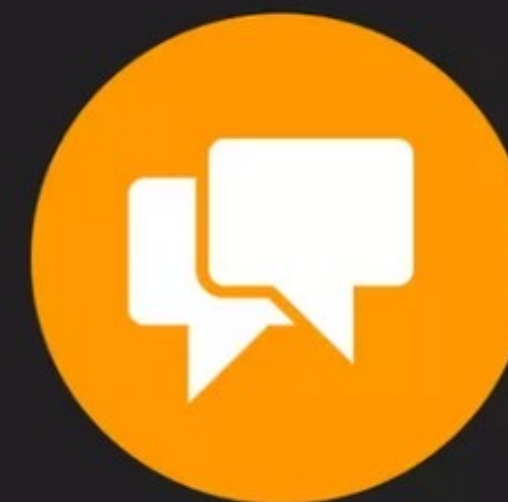
YEAR-ON-YEAR CHANGE

+4.9%

TOTAL vs. POPULATION

73.2%

ACTIVE SOCIAL
MEDIA USERS



76.95
MILLION

YEAR-ON-YEAR CHANGE

+6.9%

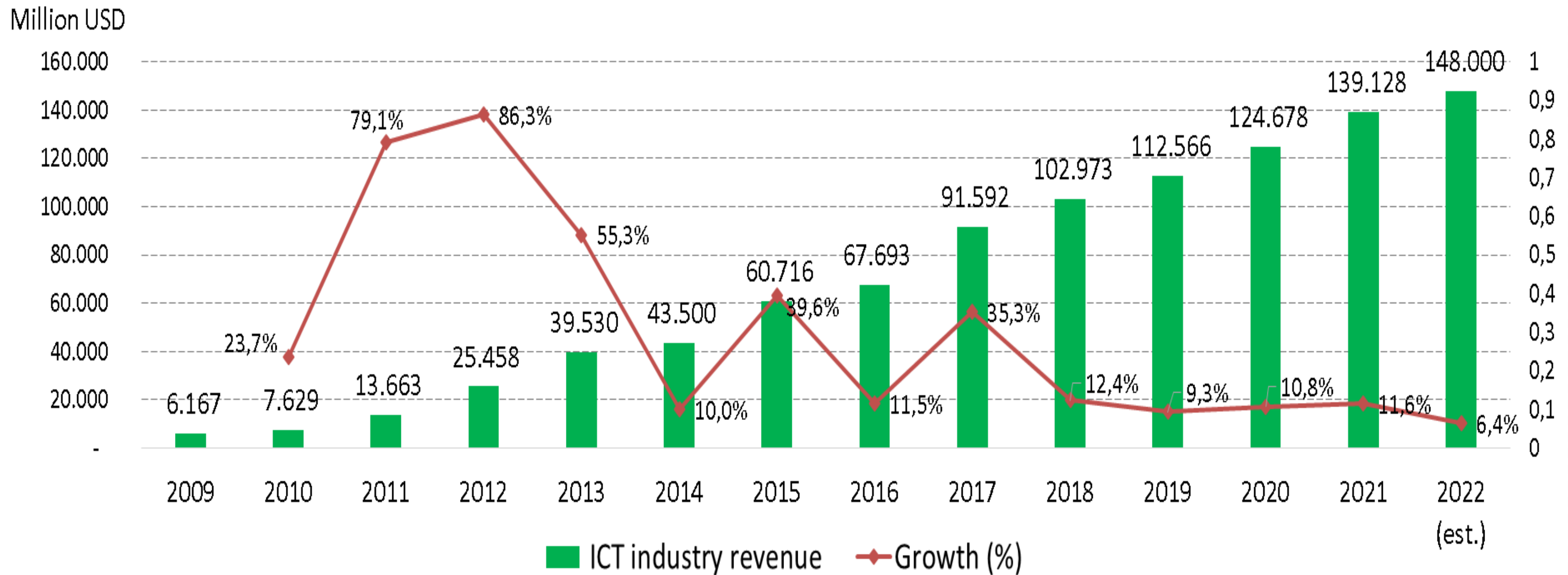
TOTAL vs. POPULATION

78.1%

we
are
social



SOURCES: UNITED NATIONS; U.S. CENSUS BUREAU; GOVERNMENT BODIES; GSMA INTELLIGENCE; ITU; GWI; EUROSTAT; CNNIC; APJII; CIA WORLD FACTBOOK; COMPANY ADVERTISING RESOURCES AND EARNINGS REPORTS; OCDH; TECHRASA; KEPIOS ANALYSIS. **ADVISORY:** SOCIAL MEDIA USERS MAY NOT REPRESENT UNIQUE INDIVIDUALS. **COMPARABILITY:** IMPORTANT SOURCE AND BASE CHANGES. DUE TO SIGNIFICANT CHANGES IN SOURCE REPORTING APPROACHES, FIGURES FOR SOCIAL MEDIA GROWTH ARE NOT AVAILABLE IN SOME COUNTRIES. VALUES ARE NOT COMPARABLE WITH PREVIOUS REPORTS, AND ANY COMPARISONS WITH DATA PUBLISHED IN PREVIOUS REPORTS MAY RESULT IN INCORRECT VALUES.



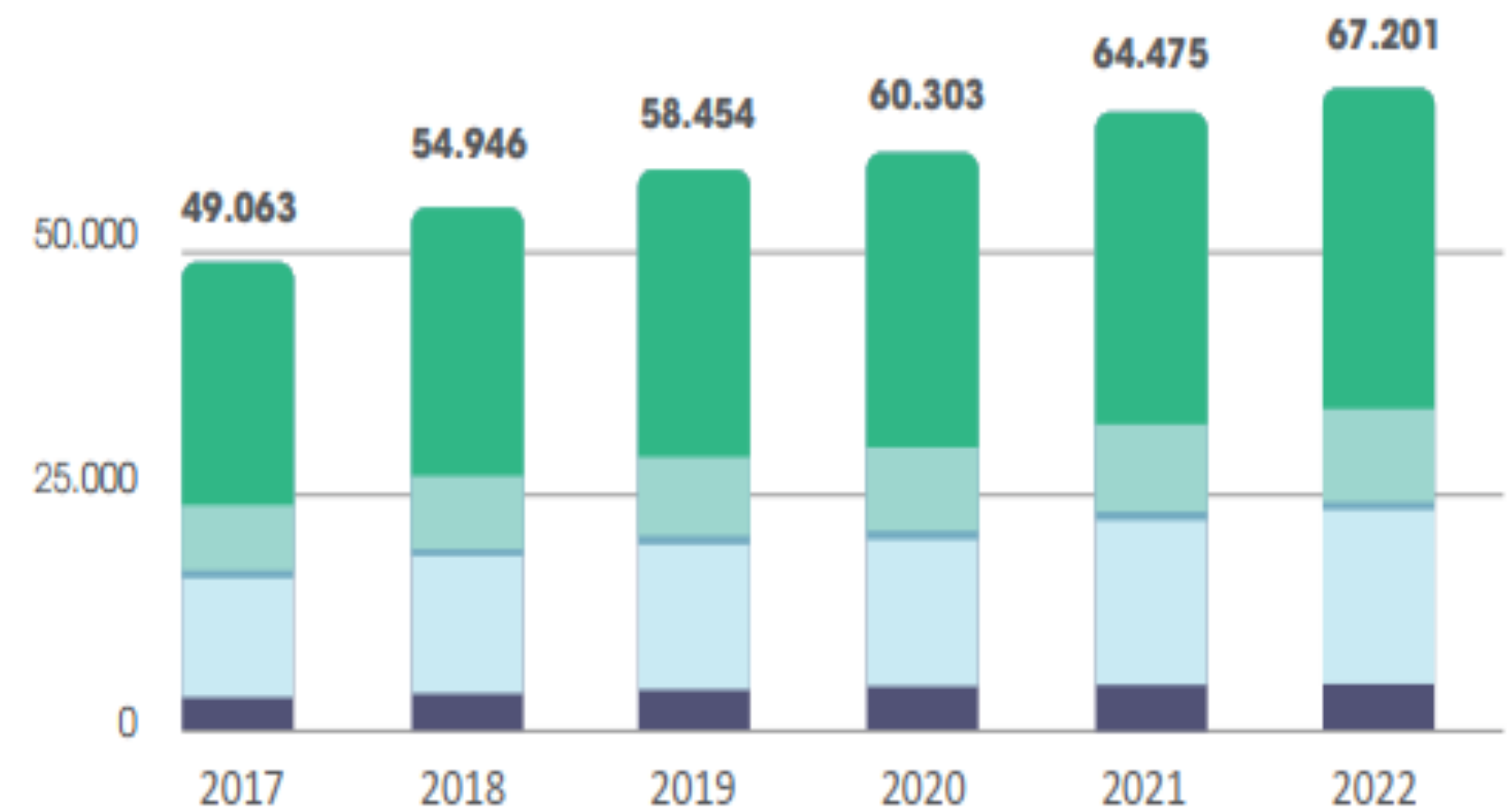
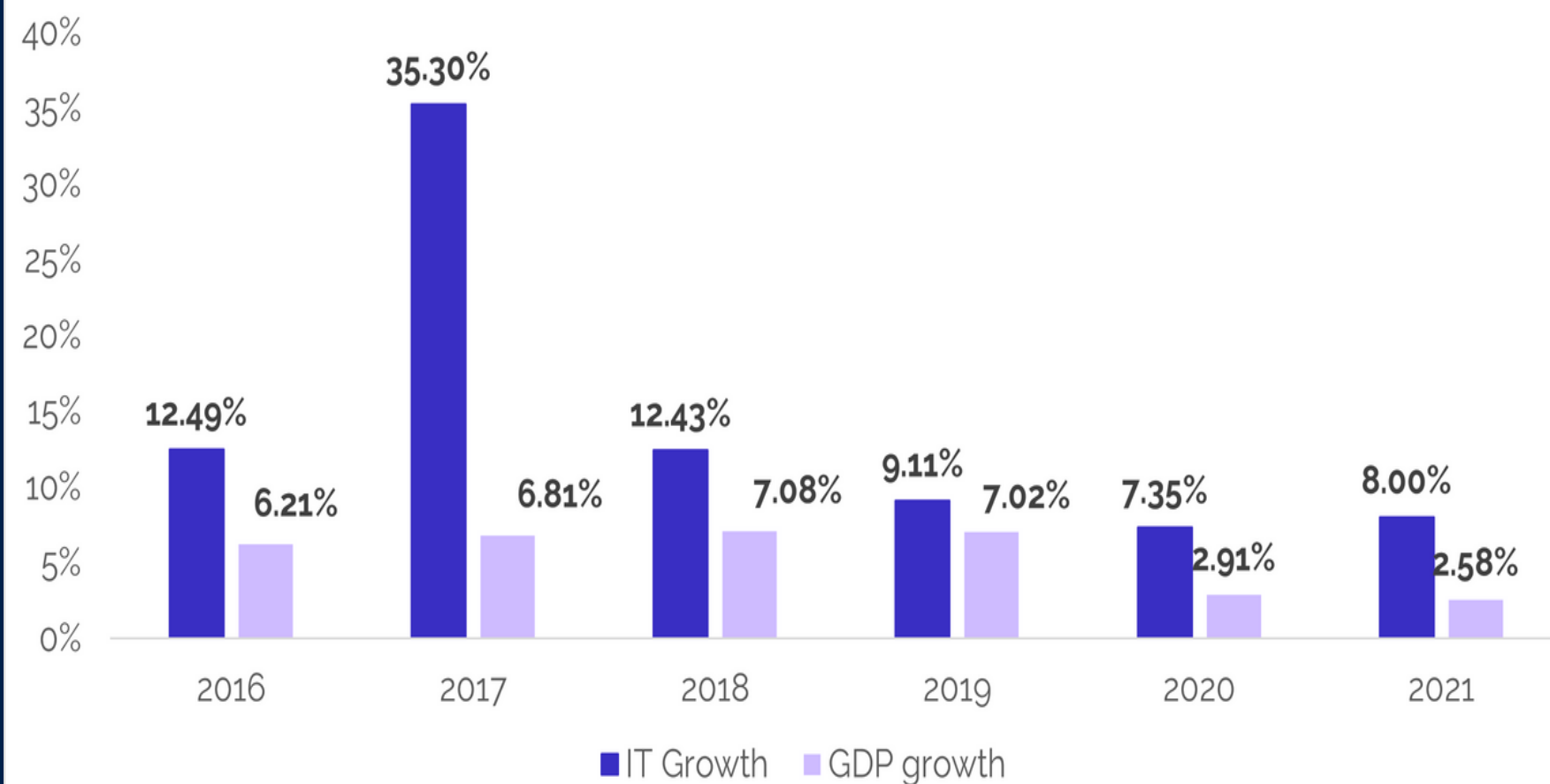
(Source: MIC)

REVENUE & GROWTH

NUMBER OF ICT COMPANIES

NUMBER OF ICT COMPANIES

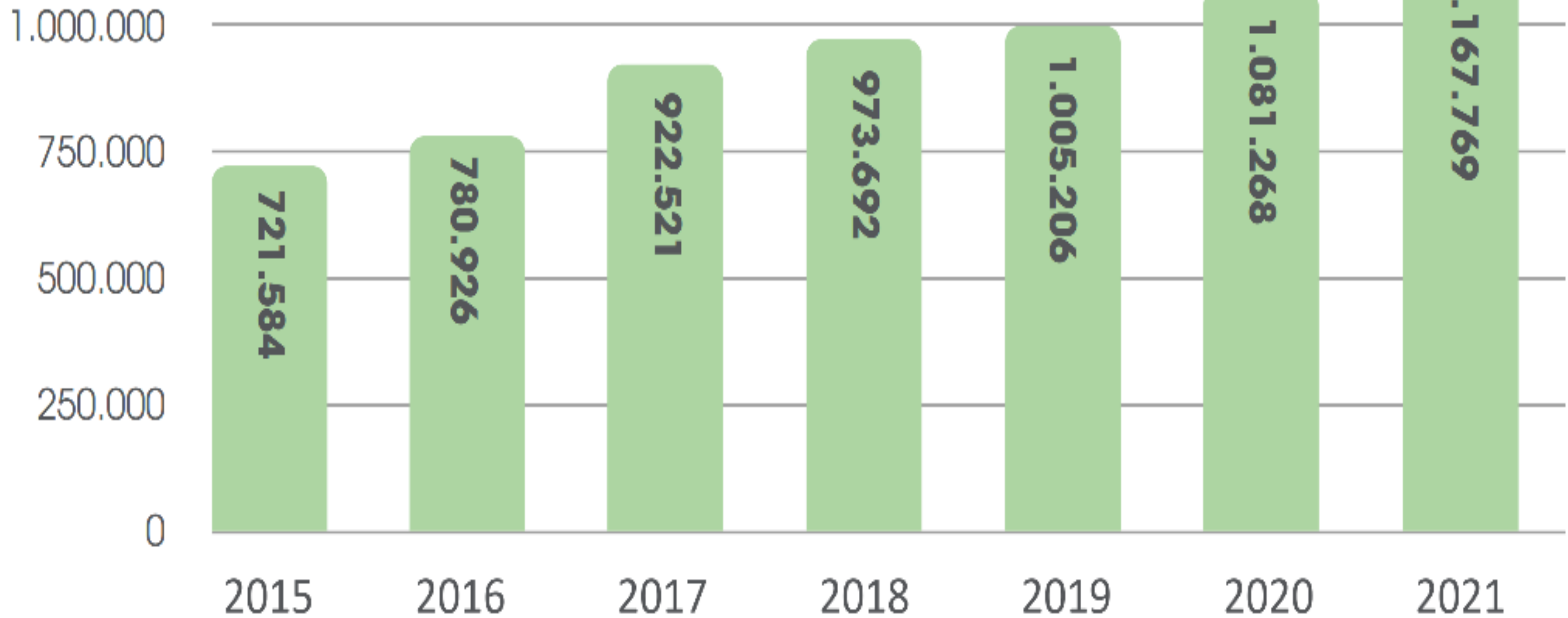
Vietnam IT Industry Growth & GDP Growth



TRAINING ON ICT



- **158** universities and **442** vocational schools providing training courses/ programs on ICT with **55,000** enrollment annually.
- **20** leading universities provide ICT training courses in English.
- More than **1 million professionals** in ICT enterprises where hardware labor take up **75%** of the total with **750,000** people and over **280,000** professionals work in the sectors of software, digital content and IT services.
- Annually average income: **7,000- 12,000 USD**



VIETNAMESE DEVELOPERS' COMPETENCY

SKILLVALUE

29TH

Worldwide in Developer Skills Charts of Skillvalue's Report 2019 *(The only one of SEA region in Top 30)*

SKILLVALUE

TOP 2

Only after USA in World rank of Best Freelancers Survey

SKILLVALUE

TOP 10

After USA, UK, France.... in World Rank of Best Developers Survey

VIETNAMESE TECHNICAL SKILLS

RANK 2ND

In Asian Pacific and 22nd worldwide by Global Skills Index in 2020.

HACKERRANK

23RD

Worldwide in Developer Skills Charts of HackerRank's Report 2016

KEARNEY'S GLOBAL SERVICE LOCATION INDEX

6TH

Among the top countries for software outsourcing services (2021)

ACCELERANCE

TOP 2

Vietnam was one of the two leading software outsourcing destinations in SEA

In 2022 Global Software Outsourcing Trends and Rates Guide by Accelerance

TOP 3 globally in Artificial Intelligence

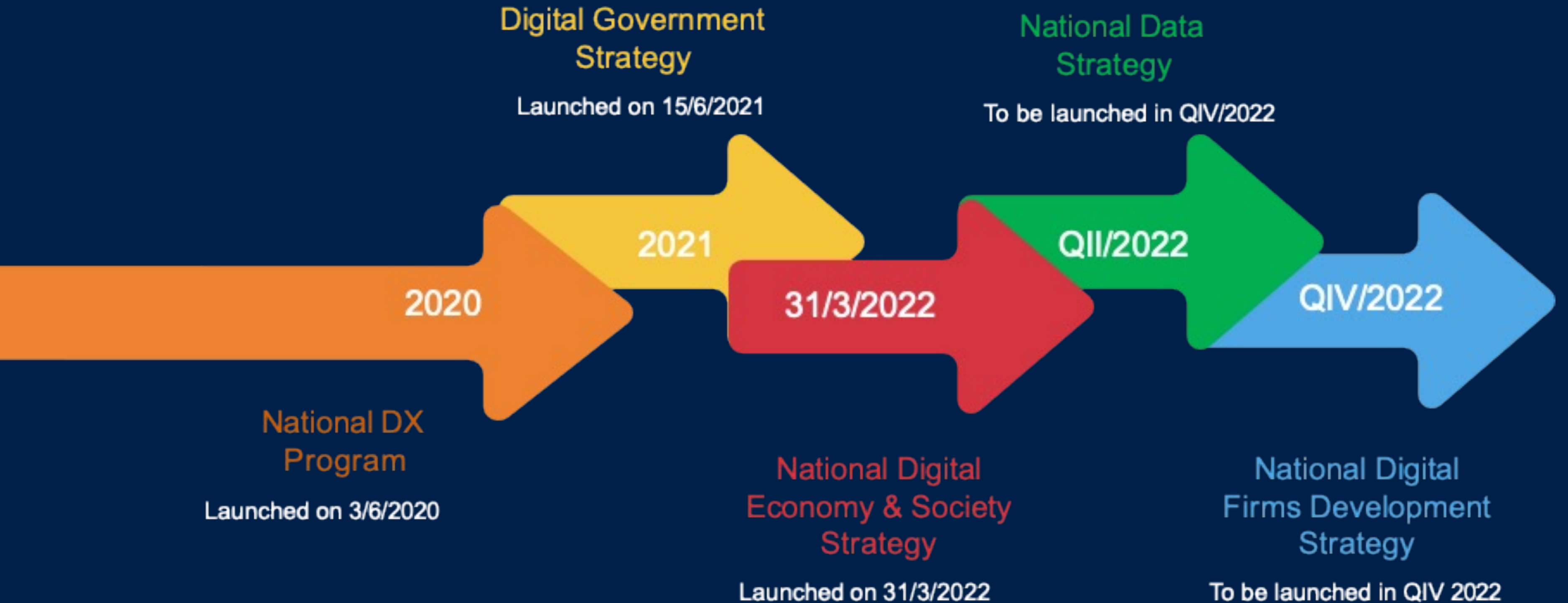
IT PARKS

No	Indicator	Unit	2019	2020 -2023
1.1	Number of IT parks(*)	Park	04	07
1.2	Total size of land	m ²	915,015	2,485,615
1.3	Total size of office space		620,000	680,000
1.4	Total number of enterprises	Enterprise	870	Trên 800
1.5	Total number of IT employees	Person	42,000	38,500



ICT LANDSCAPE

NATIONAL DIGITAL TRANSFORMATION PROGRAM

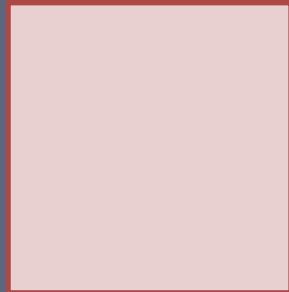


Digital institution

- *100% ministries and provinces have established the Steering Committee on Digital transformation*
- *55/63 provinces have Resolution on Digital transformation issued by the Local Communist Party Committee*
- *19/22 ministries and 59/63 provinces have launched sectoral and local Programs/Plans on Digital transformation for 5-year period*
- *16/22 ministries and 44/63 provinces have launched sectoral and local Action plan on Digital Transformation for 2022*

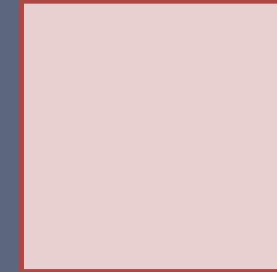
INCENTIVES IN ICT DEVELOPMENT

Tax incentives



- **Corporate income tax:** 10% or first 4 years exemption and 50% reduction for the next 9 years applied to new ICT projects
- **Import tax:** exemption for importing devices or spare parts for R&D and manufacturing high-tech hardware, software, digital contents
- **Export tax:** 0% for exporting hardware and software
- **VAT:** exemption for software and IT services

Land and water surface rent exemption incentives



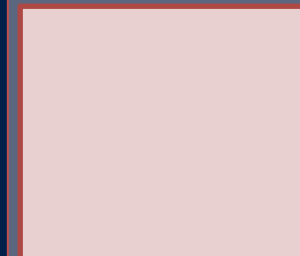
- ICT Projects in special investment sectors in regions facing extreme socio-economic difficulties
- R & D facilities

Investment and export credits



- Software is regulated in a list of goods with export credits
- Manufacturing spare parts, software and IT services shall be provided incentives in National Science and Technology Fund

IT Park incentives



- R&D projects in hardware, software, digital content in IT parks shall be provided incentives in Government's Decree no 154/2013/ND-CP similar to the regulation of high-tech park (land rent, Internet fee, etc)

Vietnam's Needs

- e-Government toward Digital Government
- Smart City
- Digital Transformation
- New Technologies training: AI, IoT, Blockchain, Big Data, AR, VR, RPA...

Potential for ICT Cooperation

- Digital Transformation solutions for both Public and Private Sector
- Digital Transformation for Cities
- New Technologies/trends: AI, Blockchain, Metaverse, Web3.0
- Nearly 1 million businesses in Vietnam
- Set up Software/IT Development Center in Vietnam
- Settle in Vietnam and Exploring ASEAN market

WHO WE ARE?

NON-GOVERNMENT – NON-PROFIT (NGO - NPO)

ESTABLISHMENT

2002

MEMBERS

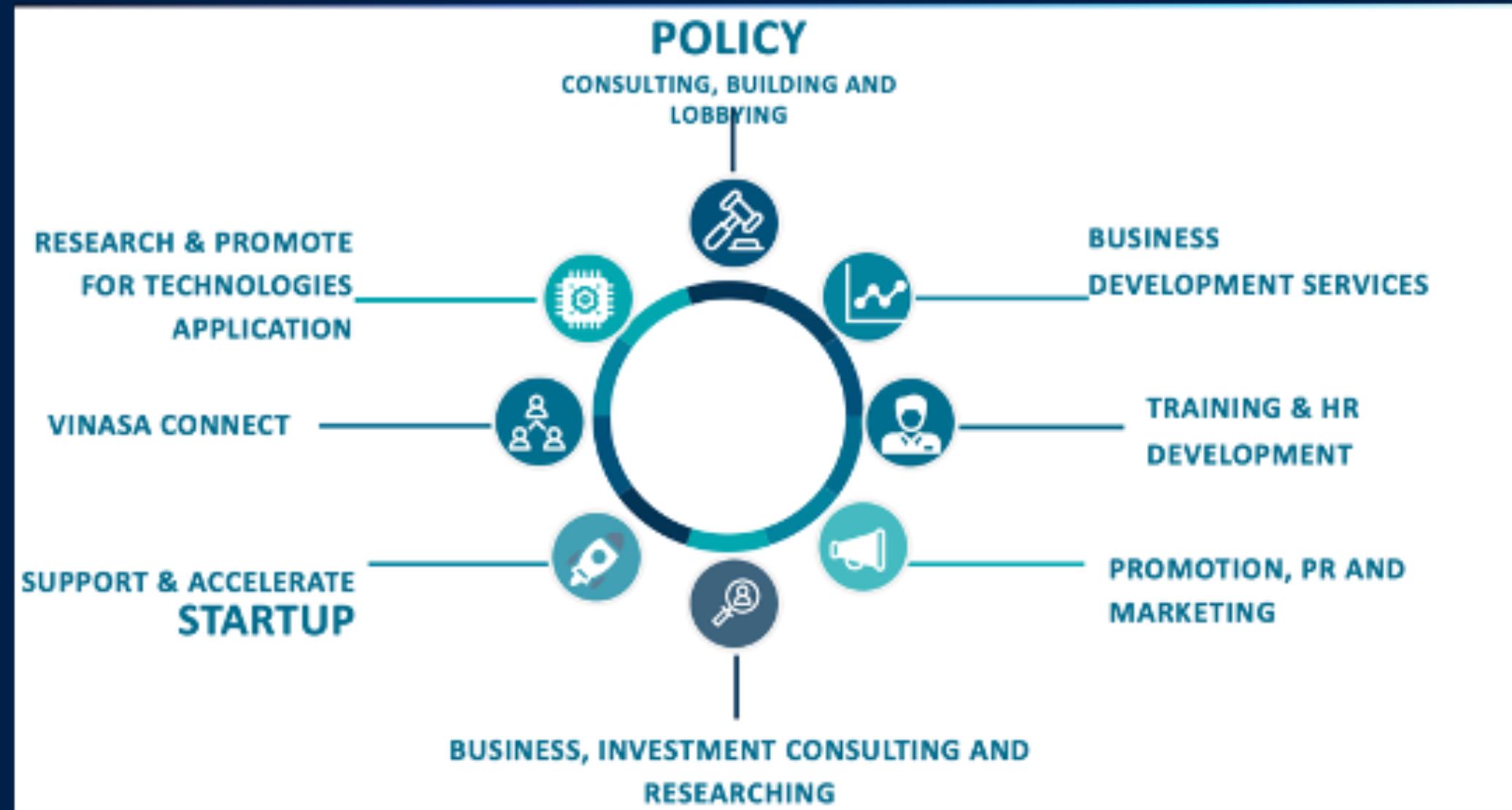
>500

70%

REVENUE OF THE
INDUSTRY

70%

WORKFORCE OF THE
INDUSTRY





<https://dxsummit.vn>



<http://danhhieusaokhue.vn>



<http://smartcity.vinasa.org.vn>



<http://smartcitiesvietnam.com>

JAPAN ICT DAY 2022

<http://vjc.org.vn/japanictday>



<http://top10ict.com>



<https://vietnamblockchainsummit.com/>



<https://tech4life.vn/>

Thank you very much!

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