

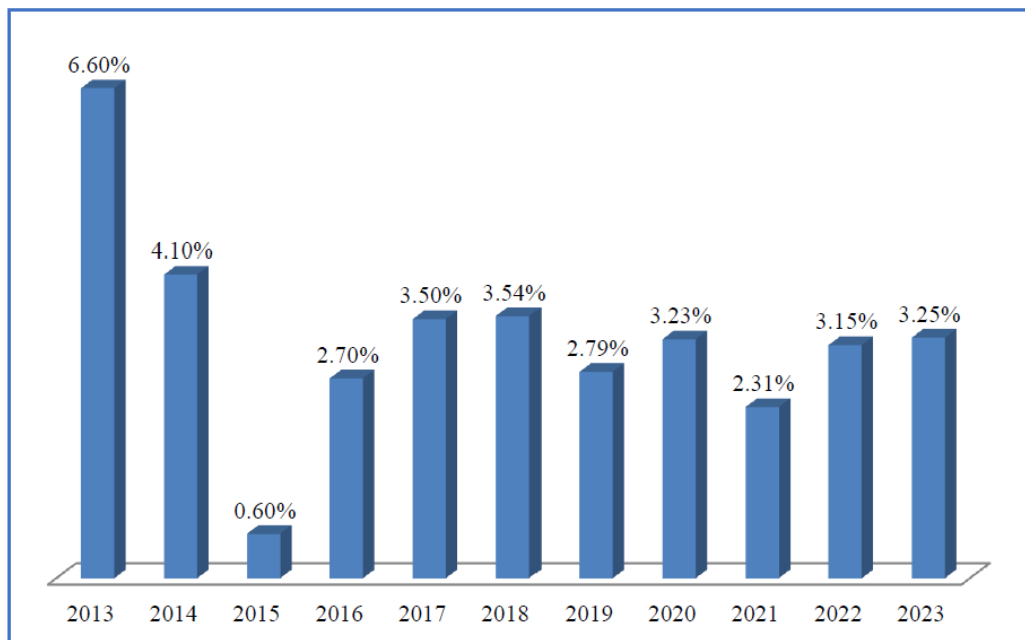


Vietnam's *INVESTMENT INCENTIVES AND OPPORTUNITIES*

Frankfurt, 29th November 2024

1. VIETNAM'S ECONOMIC OVERVIEW

CPI 2013 - 2023



GDP GROWTH 2011 – 2024



Source: Foreign Investment Association Vietnam

2. ASSESSMENTS OF INTERNATIONAL ORGANIZATIONS ON THE INVESTMENT ENVIRONMENT IN VIETNAM

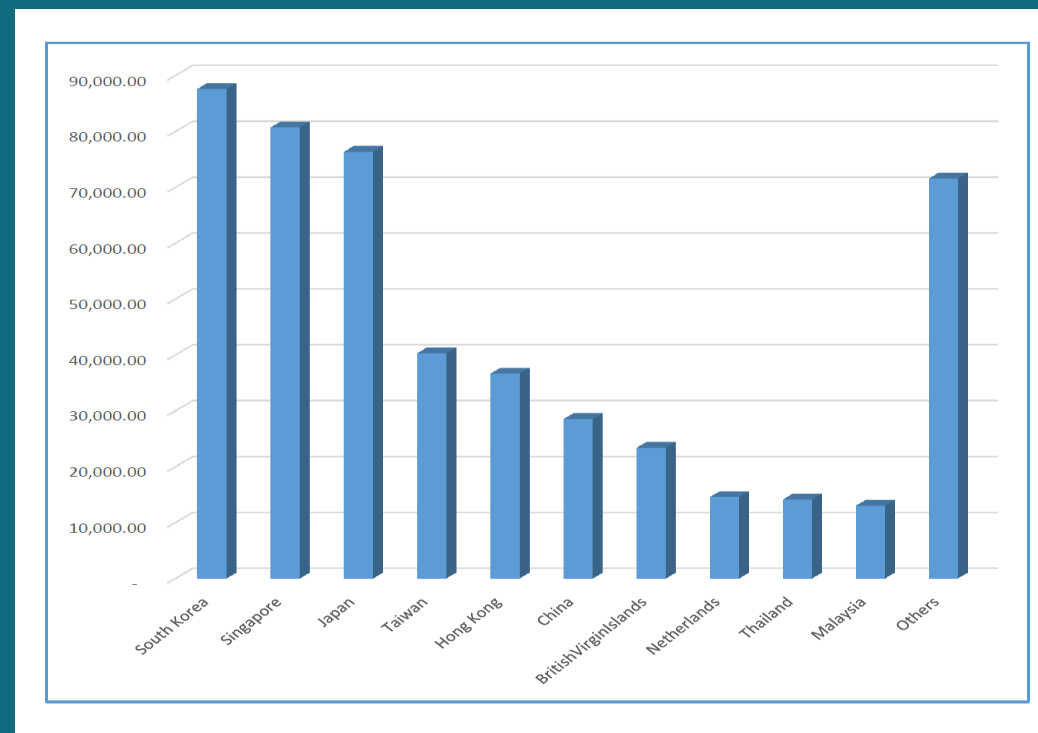
Endorsements from reputable global financial and economic institutions:

1. **Moody's and S&P:** Vietnam is one of the two countries in Asia with improvements in long term credit ratings, rated as stable and positive
2. **Nikkei Asia:** Vietnam is leading Southeast Asia in post COVID 19 recovery (ranked 8 th in the world)
3. **SHBC:** Vietnam is assessed as an attractive destination for foreign enterprises
4. **ADB:** Vietnam is projected to recover quickly in a short time
5. **JETRO:** Vietnam is the second most attractive investment destination in the world and the most attractive in Asia
6. **EuroCham:** Vietnam is rated among the top 10 global investment destinations

3. FDI IN VIETNAM

Place	Investing Partner	No. of Projects	Registered Capital (Million USD)
1	South Korea	10,013	87,615.37
2	Singapore	3,742	80,736.51
3	Japan	5,381	76,358.74
4	Taiwan	3,197	40,314.97
5	Hong Kong	2,639	36,674.25
6	China	4,754	28,551.16
7	British Virgin Islands	917	23,417.55
8	Netherlands	444	14,596.83
9	Thailand	754	14,158.58
10	Malaysia	746	13,023.97
11	Others	8,19	71,583.00

Accumulted figures to July 2024 (in Million USD)



Source: Foreign Investment Association Vietnam

3. FDI IN VIETNAM

Comparison July 2024 to July 2023

TT	Indicator	Unit	7 month of 2023	7 month of 2024	Compared same period
1	Implemented capital	Million USD	11.580	12.550	108,4%
2	Registered capital*	Million USD	16.238,78	18.001,06	110,9%
2.1	New Registration	Million USD	7.935,11	10.763,88	135,6%
2.2	Additional Registration	Million USD	4.159,55	4.968,00	119,4%
2.3	M&A	Million USD	4.144,12	2.269,18	54,8%
3	Number of Project*				
3.1	New Registration	Project	1.627	1.816	111,6%
3.2	Additional Registration	Project	736	734	99,7%
3.3	M&A	Project	1.852	1.795	96,9%

Source: Foreign Investment Association Vietnam

5. BIG BRANDS ALREADY INVESTED IN VIETNAM



Source: Foreign Investment Association Vietnam

6. ORIENTATION OF FOREIGN INVESTMENT COOPERATION

1. Actively attract and selectively cooperate in foreign investment
Take quality, efficiency, technology and environmental protection as the main evaluation criteria
2. Prioritize projects with advanced technology, new technology, high technology, cleantech, modern management, high added value, spillover effects, technology transfer, connecting global production and supply chain



US President Joe Biden visit Vietnam in September 2023

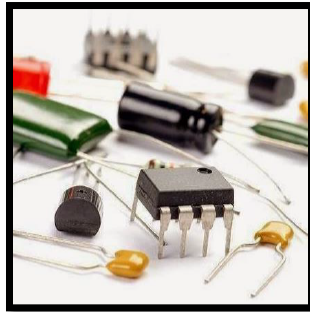


Apple CEO Tim Cook visits Vietnam in April 2024



NVIDIA Corporation Chairman Jensen Huang visit Vietnam in December 2023

6. PRIORITIZED SECTORS



**ELECTRONICS,
SEMICONDUCTOR**



**RENEWABLE
ENERGY**



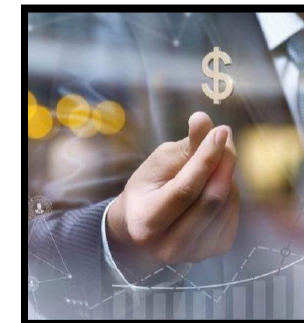
**INNOVATION
R&D**



**DIGITAL
ECONOMY,
DIGITALIZATION**



**HI-TECH
AGRICULTURE**



**NINTERNATIONAL
FINANCIAL
CENTER**

7. SOLUTIONS IN PROGRESS

1. Continue to implement solutions to stabilize the macro economy
2. Implement 3 strategic breakthroughs (infrastructure, human resources)
3. Improve laws, policies, reform administrative procedures
4. Promote digital transformation, green transformation, energy transformation, innovation, deploy information technology infrastructure to serve people and businesses
5. Strengthen dialogue with investors to remove difficulties
6. Issue policies to effectively and flexibly adapt to the impact of the global minimum tax
7. Regarding energy implementing the 8 th power plan, prioritizing and encouraging projects to develop renewable energy sources, piloting the direct electricity purchase and sale mechanism
8. Regarding human resources training high quality labor 100 000 electronics engineers, 50 000 semiconductor engineers

8. VIETNAM'S PREPARATIONS TO RECEIVE FDI INFLOWS



Source: Foreign Investment Association Vietnam

8. SPECIAL INVESTMENT INCENTIVES

CONDITION

1. **Innovation Center, R&D Center** with an investment of over 3,000 billion VND, disbursing at least 1,000 billion VND in 3 years...
2. **The project belongs to the industry with special investment incentives**, the investment capital is over VND 30,000 billion, disbursed VND 10,000 billion in 3 years.
3. **Projects in item (2) that meet one of four additional criteria:** high technology, with Vietnamese enterprises participating in the chain, added value, and technology transfer will enjoy higher special incentives.

INCENTIVES

- **Incentive CIT rate:** 5%, 7%, 9%
- **Maximum benefit period:** 37 years
- **Maximum level of exemption and reduction:** Exemption for 6 years, 50% reduction for 13 years

9. HOW F&H INTERNATIONAL INDUSTRY CAN SUPPORT YOU

- **Bridging Global Markets:**

We are specialized in connecting businesses with customers across continents, forging strategic partnerships, and actively shaping the future of industries through innovative market solutions

- **International Business Expertise:**

We offer deep knowledge in navigating the complexities of international business across Asia and Europe, identifying and leveraging the best growth opportunities for our clients



- **Facilitation of Government Relations:**

We assist in establishing connections with relevant government bodies at various levels, facilitating smoother and more efficient interactions for investment processes

- **Networking and Business Event Coordination:**

We organize and coordinate networking events that help connect potential investors with local business communities and industry leaders in Vietnam

- **Investment Process Support:**

We offer support in addressing and resolving challenges encountered during the investment process, leveraging local expertise and strategic partnerships

10. IMPRESSIONS FROM F&H INTERNATIONAL INDUSTRY'S EVENTS

- On November 29th, we hosted a dynamic hybrid event at the stunning Next Tower in Frankfurt, seamlessly blending offline and online interactions.
- The event gathered exclusive guests from various industries including automotive, building materials, finance, consulting, etc., connecting them with global online attendees.



- Our attendees had the unique opportunity to learn from top experts about the lucrative investment opportunities in Vietnam. Notable speakers included Dr. Nguyen Anh Tuan from the Vietnam Association for Foreign Invested Enterprises and Mr. Do Nhat Hoang, Director of the Foreign Investment Agency.

10. IMPRESSIONS FROM F&H INTERNATIONAL INDUSTRY'S EVENTS

- A highlight was hearing from Mr. Peter Larsen, President of Norican Aluminium, who shared the company's success story and experiences establishing a business in Vietnam.
- Both offline and online participants engaged in fruitful discussions, benefiting from the rich exchange of ideas and networking opportunities



- Delegation Trip to Hanoi: We have announced the delegation trip to Hanoi in June next year, featuring a summit on SBTi, automotive and new energy sectors, factory visits, and comprehensive insights into investment and business opportunities in Vietnam and Southeast Asia.

THANK YOU FOR YOUR ATTENTION! STAY IN TOUCH WITH US!



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