

**VIETNAM: TRADE &
INVESTMENT BULLETIN No.34**

MAY

2012



**VIETNAM INDUSTRIAL PARKS
INVESTMENT PROMOTION
(VIIP.COM)**

*KK11 Ba Vi Street, Ward 15, District 10,
HCM City, Vietnam*

Tel: (+84-9) 13 964 941

Fax: (+84-8) 3911 1453

Dear all,

*Vietnam Trade & Investment Bulletin is published by monthly 15th.
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DEVELOPER'S INTRODUCTION

Mapletree Welcomes Singapore President to Binh Duong Province, Vietnam



On the invitation of President Truong Tan Sang of Vietnam, Singapore President Tony Tan Keng Yam visited Vietnam from 23rd to 27th April 2012. Accompanying him on his first overseas state visit as President of Singapore were Minister for National Development Mr Khaw Boon Wan, Senior Minister of State for Information, Communications and the Arts and Environment and Water Resources Ms Grace Fu, as well as Singapore's Ambassador to Vietnam Mr Simon Wong.

President Tan's five-day programme included visits to Hanoi, Ho Chi Minh City and Binh Duong province, where he had meetings with President Sang and other Vietnamese dignitaries including the Communist Party General-Secretary Nguyen Phu Trong, Prime Minister Nguyen Tan Dung and provincial leaders of Ho Chi Minh City and Binh Duong.

Both Heads of States expressed their appreciation for the strong relations between both countries, and affirmed their support to increase bilateral economic cooperation, development and investment. President Tan congratulated the Vietnamese government on its national construction and development efforts, especially in curbing inflation and maintaining stable economic growth. Likewise, President Sang commended Singapore's achievements as a developed nation and affirmed his confidence in Singapore's continued success as the economic-financial and scientific-technological centre of the region. President Sang also credited Singapore as one of Vietnam's leading investors and trade partners.

As part of his visit, President Tan travelled to Vietnam's southern province of Binh Duong, home to the Vietnam-Singapore Industrial Parks (VSIPs). There, he called on the Binh Duong Provincial People Committee as well as visited Mapletree Business City @ Binh Duong (MBC @ BD), which is located within Binh Duong New City. Mapletree's Regional CEO (Southeast Asia) Mr Phua Kok Kim, along with other senior members of Mapletree's Vietnam team, were on hand to host President Tan and his delegates. Together with the attending Binh Duong provincial leaders, President Tan was given a brief on the 75-hectare premium industrial and business park development.



Aerial View Perspective of MBC@BD

Modelled after the award-winning Mapletree Business City in Singapore, MBC @ BD is an integrated business park designed with strong infrastructure and dynamic features, such as ready-built facilities and Built-to-Suit solutions, which are further supported by efficient layouts and high-end specifications. The comprehensive suite of real estate solutions including the flexibility of customized space and ample amenities make MBC @ BD ideal for businesses to co-locate their office and support operations in one strategic location. Dubbed a new model for modern businesses and high-tech activities in Vietnam, MBC @ BD provides an inclusive “work, live, and play” concept.

Mr Phua also took the opportunity to acquaint President Tan with Mapletree’s businesses in Vietnam which commenced in 2005. With total committed investments of USD1 billion in logistics, industrial, office, retail and commercial real estate projects to date, Mapletree expertise - which can be seen in the successful rejuvenation of Singapore’s HarbourFront and Alexandra precincts - would be effectively “exported” to Vietnam through the group’s development of large-scale projects, MBC @ BD and Saigon South Place complex. The latter includes SC VivoCity, a retail and lifestyle destination modeled after the award-winning VivoCity mall in Singapore.

At the conclusion of his visit, President Tan said that he was impressed with the rapid socio-economic development of Binh Duong. He further expressed his appreciation to the provincial leaders of Binh Duong for creating favourable investment conditions that enabled joint ventures, effective operations and successful project implementations.

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About



Harnessing the growth of Asian real estate

Mapletree Investments Pte Ltd (Mapletree) is a leading real estate company headquartered in Singapore with a strong focus in Asia. We own and manage an extensive portfolio of real estate assets ranging from office, logistics, industrial, business park and retail/lifestyle properties across Asia.

Our Regional Presence

To support our regional businesses, we have established a network and presence in Singapore, China, Hong Kong, India, Japan, Malaysia and Vietnam.

Our commitment is to shape new ways of delivering value from real estate and real estate-related investments to our stakeholders. With our wide network, knowledge and expertise in real estate and financing, we strive to be a strategic real estate partner providing innovative real estate solutions, including capital management and property-related services and products to our investors, tenants/lessees and co-development business partners.

Contact Information

Singapore

Mapletree Investments Pte Ltd
1 Maritime Square, 13-01
HarbourFront Centre
Singapore 099253
Tel: [65] 6377 7887
Fax: [65] 6273 2753
Email: mbcbd@mapletree.com.vn

Vietnam

Mapletree Vietnam Management Consultancy Co., Ltd.
18 L2-1, Tao Luc 5 Street
Vietnam - Singapore Industrial Park II
Ben Cat District, Binh Duong Province
Vietnam
Tel: [84] 650 3769 632
Fax: [84] 650 3767 678
Email: mbcbd@mapletree.com.vn



Duc Hoa III – Resco Industrial Park – A Launching Base for Success of Investors



Duc Hoa III- Daresco Industrial park

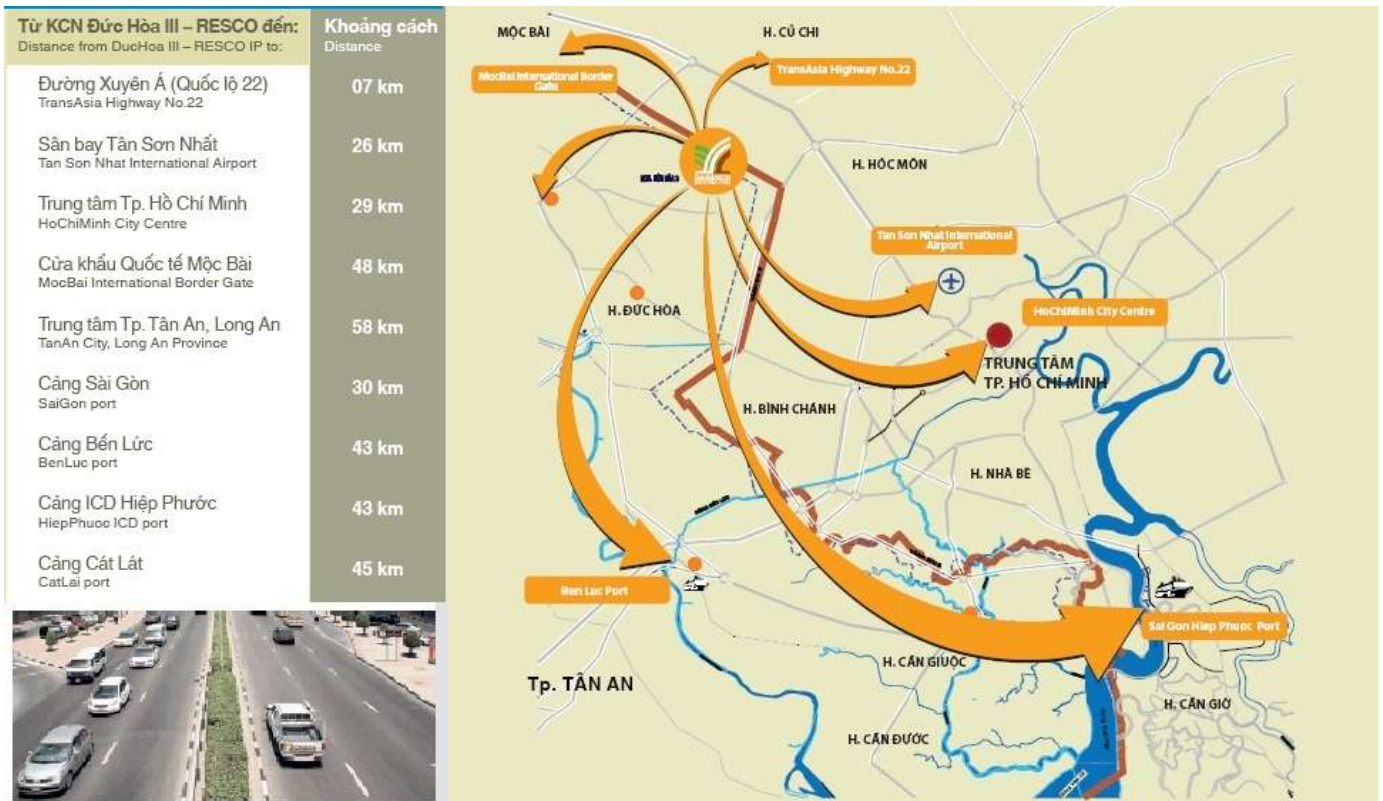
The project of Duc Hoa III - RESCO is officially under construction from December 2010, with a total area of 300ha, total investment capital of VND 850 billion. The industrial park (IP) has attracted 10 investors with lease area more than 60 ha, is currently completing the leveling and infrastructure construction of the first phase with more than 70ha land available to investors.

The IP has advantages on location such as: away 26 km from Tan Son Nhat airport; 29 km from the center of Ho Chi Minh City; 30 km from Sai Gon port; away from Hiep Phuoc Port: 43 km; Ben Luc port: 43 km; Moc Bai International Border Gate: 48 km; away 20 km from the center of Binh Duong Province.

Investor finds access to infrastructure conveniently to Cu Chi North West Urban Township (6,082ha); Urban Zone of Berjaya International University (925ha). 3rd Outer Road is connecting Long An - Ho Chi Minh City and the southeastern provinces under the traffic master planning of the region as well as the Trans-Asia Road is connecting Ho Chi Minh City and Cambodia.

In addition, investors can approach markets such as Ho Chi Minh City; Binh Duong; the southeastern, southwestern provinces and Cambodia. Highlight of the IP is that infrastructure inside and outside of the IP invested completely and synchronously, with FOC and professional supporting services to investors.





Besides, there are other advantages from DARESCO to investors such as: to make corporate income tax incentives within 10-15 years; the most competitive leasing fee and transfer price in the region; in addition, investors get all the rights under the Law land with flexible payment methods to meet the financial conditions of the investment; enthusiastic team of consultants; consulting and legal assistance free of charge, make daily visit tour...

Regarding labor issues, DARESCO has implemented in parallel residential area building Duc Hoa III – RESCO. In 03/2012, DARESCO will assign land background for tenants leasing land in the first phase. Investors feel okay about the labor and housing when selecting Duc Hoa III - RESCO IP for setting up their plant.

In addition to the competitive advantage of own DARESCO on price and the professional support services; the next time, DARESCO will link with other IPs and accompany with Provincial Investment Promotion Center and Economic Zone Management Board to create a strong attraction to investors, promote the provincial economy in stable and solid development.

DARESCO will go on promoting and attracting domestic and foreign investment, particularly countries in the Asian region. Investment priorities focus on mechanical industry, electronics and industries of consumer, textile, plastics, high-class ceramics, agro-forestry processing industry... not causing to environmental pollution.

Not only focusing on improving infrastructure for the IP, but also making an orientation for the promotion of local economic development and environmental protection, DARESCO will bring benefits to its shareholders.

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GENERAL REVIEW

HSBC: Vietnam successful in curbing inflation

Vietnam's successful implementation of tightening measures in 2011 has curbed demand for credit and slowed inflation significantly, said the Hong Kong and Shanghai Banking Corporation in its report released in May this year.

According to the report, credit growth slowed from 27.7 % in 2010 to 10.9 % in 2011. While the State Bank of Vietnam (SBV) reserved the tightening process in late 2011 and eased policy rates in 2012, overall lending fell by 1.9 % year-to-date through March, suggesting that domestic demand is much lower than expected.

With credit contracting in the first quarter and the economy slowing, the SBV is likely to ease policy rates further in the coming quarters.

Dampened demand has had two positive effects – inflation slowed remarkably and will likely reach single digit by May, and demand for imports slowed significantly, thereby improving the trade balance and the stability of the Vietnam dong.

Even exports, which have been resilient, would slow due to a less competitive Vietnam dong as well as sluggish external demand.

Overall, net exports should improve due to weaker imports, but domestic appetite for consumption should be particularly low in 2012. As such, HSBC forecasts Vietnam's economic growth in 2012 at 5.1 % and inflationary pressures to ease even more, to 9.8 %.

The balance of trade and FDI has now been in positive territory for six months, which has aided the stability of the Vietnam dong.

Real rates, as measured using the OMO interest rate, are actually now in positive territory for the first time in over two years, the report said.

(Source: VBN)

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18,700 new businesses established in Q1

More than 18,700 businesses were established in the first quarter of this year, according to a Vietnam Chamber of Commerce and Industry (VCCI) report.

The report shows domestic and foreign investors' confidence in the economy's medium- and long-term potential, as well as the Government's management.

Businesses should join hands with the government in ironing out snags to control inflation and ensuring a good macroeconomic environment, it says, adding that this is also a good chance for them to improve competitive edge. However, the VCCI report reflects a negative sign in business operation, with 8.4 % of enterprises being dissolved or halting operation.

In order to deal with the problem, the business community proposes that the State introduce favorable policies to help them increase their competitive edge by speeding up the disbursement of capital for public investment projects.

They also hope the State will reduce corporate income tax and extend the deadline for tax payment, especially for small- and medium sized businesses, strengthen the management of businesses' rising input costs, and encourage the development of the capital market.

VCCI also proposes reducing the interest rates and creating favourable conditions for businesses to have access to bank loans.

(Source: VOV)

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Tax relief proposed to revitalize economy

The Ministry of Finance is recommending to the Government a tax break package worth roughly VND25 trillion (USD1.2 billion) to help revitalize production and consumer spending during the economic downturn.

The proposed package includes a 30% corporate income tax reduction this year for small- and medium-sized enterprises and labor-intensive firms in the agricultural, textile and garment, and footwear industries.

A six-month deferment of value-added tax (VAT) is also proposed to help firms have higher cash flows for business and production. The deferment would allow them to pay VAT amounts for April as late as October, with VAT for May and June to be payable in November and December. The ministry estimated the total value of the VAT deferment at VND4 trillion (USD190.47 million) per month. It also proposed a VAT exemption for employers of industrial zone workers.

The package would also cut land use fees by 50 per cent for businesses in the tourism and services sectors. Other businesses with financial difficulties would receive a two-month deferment in corporate income taxes.

The director of the ministry's Tax Policy Department, Ngo Huu Loi, told the newspaper Tuoi Tre (Youth) that it was pressing for comprehensive measures to help revitalize the firms' operations and ease the current high level of unsold inventories seen across a number of sectors and industries.

The former deputy director of the General Department of Taxation, Pham Van Huyen, said slashing VAT should be the top priority. In this time of low demand, policies to boost consumption were needed, Huyen said, noting that in theory, cutting VAT should benefit end consumers more than the businesses themselves.

Overall, he said, the current 10% VAT was too high and needed to be reduced to improve consumer satisfaction with getting goods at lower prices and enabling businesses to sell more.

Since the Government was only looking at offering a VAT deferral, Huyen suggested that the Government seek approval from the National Assembly to cut VAT entirely or at least broaden VAT exemptions. The tax relief needed to be applicable to a large number of goods to be effective, since VAT accounts for 20 per cent of the country's total tax collections.

Huyen also suggested that Government consider exempting personal income tax for income earned from wages and payments. Many individual taxpayers were facing difficulties after over a year of high inflation and the recent steep hike in fuel prices, he noted.

Meanwhile, the former deputy director of the ministry's Market and Pricing Institute, Vu Dinh Anh, said that tax relief alone was not enough. The biggest problem for businesses was the burden of high unsold inventories in the wake of low consumer demand.

High input costs have forced producers to raise sale prices even as consumer purchasing power remained low. The Government urgently needs to delay the imposition of further increases in electricity rates or petrol prices to enable producers to cut sale prices and boost consumption.

Economist Le Dang Doanh also suggested that the Government should set up a credit guaranty fund to help businesses with established market shares and effective business strategies to access to preferential loans.

(Source: VNS)

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Vietnam's industrial production index tumbles

Vietnam's industrial production index sharply declined in the first four months of this year while the inventory index accelerated.

According to the General Statistics Office (GSO), the national industrial production index rose only 4.3% compared to the same period last year, which was far lower than the 10% in 2011 and 7.9% in 2010.

Notably, some provinces and cities directly under the central Government with a large industrial scale posted low growth rates, including Hanoi with 4.1%, HCMC 3.7%, Danang 2.4%, Dong Nai 6.7%, Hai Duong 5.9% and Binh Duong 5.7%.

The office pointed out that the nation's coal production was hard hit by slow consumption on both local and overseas markets. Coal volume dropped 3.3% against the previous year, coal exports fell 4.2% while clean coal inventory increased by 9% to six million tons in early April. Meanwhile, the national inventory index soared up, especially in the processing industry. The sector suffered poor results due to economic difficulties, low demands, narrow export markets and high lending rates.

As of April 1, the sector saw inventory index jumping 32.1% against the previous year whilst falling 0.5% month-on-month.

Some sectors saw a relatively high inventory index such as production from ready-made metal up 101.5%, processing and preservation of fruit and vegetables up 94.8%, production of fertilizer and nitrogen compounds up 63.4%, production of iron and steel up 44.2%, production of tobacco products up 90.8%, production of cement, lime and plaster up 44.2% and production of motor vehicles up 31.6%.

To ease the hardship, GSO suggested expanding consumption markets inside and outside the country to reduce inventory and stimulate production. It is necessary to open the retail network for domestic goods in localities. The agency also proposed an interest rate subsidy policy along with lending rate cuts to make businesses, especially small and medium-sized firms, accessible to capital sources.

(Source: VietnamBusinessNews)

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TRADE

Supermarkets gain advantage over traditional markets

This is clearly the age of supermarkets as stats show a high increase in consumer spending in supermarkets while purchasing power has dropped considerably in traditional markets over the years.

A representative from a market research company pointed out that consumers increased spending on commodities in supermarkets from VND627,000 (USD30) in 2005 to VND1.5 million in 2011.

Moreover, a survey of over 1,000 residents in Ho Chi Minh City showed that 80 % of people habitually shopped in supermarkets. These customer habits decide the business structure of supermarkets, which have a turnover of 56 % in foodstuff items alone.

Bui Hanh Thu, deputy head of Saigon Co.op said the turnover of foodstuff items accounts for 18 % of the whole supermarket stock. Each day, Saigon Co.op provides more than 1,000 different foodstuff items as well as supplies cooked food to satisfy the increasing demand of consumers.

Nguyen Nguyen Phuong, chief of the Trading Division of the Department of Industry and Trade, said supermarkets have three advantages over traditional markets. Firstly, quality is guaranteed as the products entering supermarkets must have manufacturing and expiry date. Secondly, various kinds of products are displayed on the same shelves to make it convenient for customers to select and compare. Thirdly, supermarkets and suppliers coordinate closely in offering good after-sales service.

To ensure stable supply of commodities at competitive prices, most supermarkets support farmers in cooperatives by investing in technology and seeds and guarantee a buy-back of their produce. Metro Cash and Carry initiated this method over 10 years ago and cooperated with the Ministry of Agriculture and Rural Development to publish standards of Good Agricultural Practices while also providing training of these practices to over 20,000 farmers and fishermen.

Investment in basic production not only helps supermarkets stabilize the source of commodities, prices, quality and quantity of products but also provides a base for supermarkets to negotiate with suppliers who demand increased prices.

Furthermore, supermarkets pay more attention to developing their own brands like Co.op Mart, Big C and Metro that offer over 500 of their own brand products at cheaper rates, from 5 to 10 %. These products are manufactured in a closely monitored process, focused on high quality and minimum environmental damage.

** The city has 140 supermarkets, 25 business centres, over 500 convenient stores and thousands of grocery stores as of December 31, 2011. Turnover of these stores and supermarkets accounts for 35 % of retail sales, two times in increase compared to 15 % in 2007.*

(Source: Saigon Giai Phong Daily)

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Growth in export turnover in April

Vietnam's export turnover in April is estimated to reach USD8.6 billion, an increase of 14.3 % over the same period last year, according to the Ministry of Industry and Trade at an online meeting in Hanoi and Ho Chi Minh City on Wednesday (02 May).

In the first four months of this year, export turnover reached USD33.4 billion, an increase of 22.1 % over the same period last year.

In April, the trade deficit was estimated at only USD200 million. However, production and trading activities of businesses still faced many difficulties due to capital shortage and a shrunk export market.

This year, the ministry will continue to broaden and diversify the export market, targeting an export growth of 13 %, to reach USD108 billion within 2012. The ministry will continue to implement the program ‘Be Vietnamese Buy Vietnamese’, to boost and encourage domestic consumption and production and limit a trade deficit.

(Source: SGGP)

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Garment exports reach USD4.5 bil in four months

Garment and textile exports in April reached USD1.1 billion, down 7.25 % from last month, bringing the country’s first four-month export turnover to roughly USD4.5 billion, the Vietnam Textile and Apparel Association (Vitas) said.

In addition, Vietnam earned USD565 million from exporting fabric products, down 10.3 % against the same period last year. According to Vitas, the decrease in exports is attributable to a reduction in consumption demand from major markets such as the US, EU and Japan. Many local businesses still find it difficult to sign export contracts.

(Source: VOV)

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EU to import more Vietnamese seafood

Vietnam hopes that the European Union (EU) will become its leading seafood importer.

Deputy Minister of Agriculture and Rural Development Vu Van Tam expressed his hope at a working session with Mato Adrover, Chairman of the European Parliament’s Committee on Fisheries, in Brussels, Belgium, on April 25.

Tam emphasised that the relations between Vietnam and the EU in recent years have developed positively and deeply, particularly in trade. He pointed out challenges that Vietnam’s fishery sector is facing, the biggest of which is keeping importers abreast of Vietnamese businesses’ efforts to increase the quality of aquatic products.

Tam suggested ways to strengthen cooperation between Vietnam and the European Parliament’s Committee on Fisheries, including increasing dialogues and information exchanges, in the hope of receiving technical assistance and consultancy from the EU, to help Vietnamese seafood processors apply advanced technology and solve difficulties in exporting these products to the EU. He also proposed that the European Committee and Vietnam co-chair a seminar in 2013 to assess the impact of regulations 1005 and 2008 on the fishery sector, with the participation of 9 ASEAN countries and Australia and Papua New Guinea.

Tam expressed hope that the two sides will boost co-ordination to make it easier for Vietnamese seafood products to enter the EU with low prices and costs.

Mato Adrover, Chairman of the European Parliament’s Committee on Fisheries, affirmed that Vietnam and the EU have a common stance on aquaculture management and development. He said that the application of regulation 1005 will benefit both sides. He echoed Tam’s view that it is necessary to

strengthen dialogues to promote mutual understanding and share experience between the EU, the European Parliament and Vietnam. He agreed to Vietnam's proposals and said his committee is ready to support Vietnam in hosting the seminar in 2013.

(Source: VOV)

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INVESTMENT

Just 5 pct renewable energy exploited in Vietnam

Vietnam only exploited 5 % of its renewable energy potential and the Government sets the target to increase to figure to 11 % by 2050.

Huge potential

Vietnam is situated in the tropical zone with up to around 2,000-2,500 hours of sunshine per year. The average solar energy density is about 150 kCal per cm², equivalent to 43.9 million tons of oil per year.

Meanwhile, wind power is estimated at 800-1,400 kWh per m² per year on the mainland and 500-1,000 kWh per m² per year in the Central Highlands, coastal areas, and the Mekong Delta region.

The total wind energy potential is estimated at 713,000 MW of which 510,000 MW on the mainland and 200,000 on islands.

Vietnam has around 1050 potential sites for small-sized hydropower, ranging from 0.1 to less than 30 MW, identified with a total capacity of 4,004.5 MW, equivalent to 16.7 million GWh per year.

With more than 300 hot streams with temperatures ranging from 30 °C to 148 °C, mainly situated in Northwest and Central Vietnam, there is an estimated geothermal power potential of 1,400 MW. While so far only limited data on geothermal reserves for power generation are available, rough estimates indicate that a capacity of 400 MW could be reached in 2020. And the biomass production in Vietnam is based on forestry and agricultural by-products and solid waste. It mainly includes rice husk from paddy milling stations, bagasse from sugar factories, coffee husk from coffee processing plants in the Central Highlands and wood chip from wood processing industries.

The biogas energy potential in Vietnam is estimated at 6.4 MTOE/year, 60 % from agriculture-by-products and 30 % from animal manure. Another biomass source is solid waste. The Go Cat power generation station operates on municipal solid waste treatment and has a 15,587,983 kWh electricity production rate.

Government programs and policies

To effectively tap the renewal energy potential, Vietnamese Government adopted a National Energy Development Strategy in 2007 to accelerate the development of renewable energies.

The strategy include targets: increase rate from negligible share to about 3 % of the total commercial primary energy, equivalent to 1.4 million TOE in 2010, to 5 % by 2020 and 8 % of the total commercial primary energy equivalent to 9.0 million TOE by 2025 and 11 % equivalent to 35 million TOE by 2050.

Master Plan for Renewable Energy submitted to the government for final approval. The master Plan covers the national goal for developing new and renewable energies as defined in the National Strategy for Energy Development to 2020 with prospect to 2050 and ambition to increase the share of RE to 3 % by the year 2015, and to about 4 % of the total capacity by the year 2025.

The Law on Energy Saving and Efficiency was also issued by the National Assembly on 17 June 2010. The law provides many incentives for energy efficiency and conservation as well as cleaner production measures.

Big projects

A wind power project with a capacity of 27 MW is under construction in Binh Thuan Province by the Vietnam Renewable Energy Joint stock company (RENV) and German Fuhrlaender AG.

Several other medium-large (10-125 MW) wind projects are in the feasibility stage.

In April 2009, the first solar panel manufacturing plant with the total investment of USD10 million was launched by the Energy Conversation Center of Ho Chi Minh City.

The factory planned to export 60 % products to European and Latin American countries. In the first phase, the project will focus producing solar panels with a capacity of 3 MWp per year. In the next phase, the factory will produce solar cells from silicon bars and raise its capacity of assembling panels to 5 MWp per year.

(Source: VGP)

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Binh Duong New City welcomes a new Singaporean investment wave

The visit of Singapore's President Tony Tan Keng Yam to Binh Duong province last week gave the province a valuable opportunity to highlight a call for more investment into its Binh Duong New City project, a launching pad to promote the locality.

Binh Duong provincial party committee secretary Mai The Trung said the visit was a milestone in the warm friendship between Singapore and Vietnam in general, and Binh Duong province, in particular. The southern province's economy has been benefiting from many Singaporean-invested projects.

Trung thanked the Singaporean government for its help in creating good conditions for investors coming to Vietnam and Binh Duong and committed to offer more incentives to Singaporean investors, focusing on the supporting and high-tech industries.

After visiting VSIP Binh Duong, Singapore-backed Mapletree Group's high-tech industrial zone and Binh Duong New City with his delegation, Yam said he was impressed by the province's infrastructure, economic and social development compared to 16 years ago when he visited Vietnam for the first time.

The president also said he was glad to see Singaporean investors' achievements gained in Vietnam and Binh Duong province, especially the development of Vietnam Singapore Industrial Park Group (VSIP), which was established in 1996 by the alliance of Singapore's Sembcorp and Vietnamese firm Becamex IDC.

VSIP is a symbol of the effective cooperation between Singapore and Vietnam with four large-scale industrial park projects in Binh Duong, Haiphong, Bac Ninh and Quang Ngai provinces.

The projects have attracted 465 committed investors, with 313 of them being operational tenants totalling an investment capital of USD5.28 billion, creating jobs for 110,000 workers and significantly contributing to local budgets.

A dynamic province

Binh Duong is located in the southern key economic quadrangle which covers Binh Duong, Dong Nai, Ba Ria Vung Tau and Ho Chi Minh City. For many years, the province enjoys a high gross domestic product (GDP) growth rate, at around 14-15 % annually.

The province's economic structure has shifted towards increasing the proportion of industry and services. By the end of 2011, the industrial sector built up 62.2 % of the local economy while services and agriculture contributed 33.7 % and 4.1 %, respectively.

The province has 28 industrial parks and zones covering 10,000 hectares, with an average occupancy rate of 65 %. Particularly, a 4,196ha industrial-service-residences complex project has been developed, with its heart being Binh Duong New City.

With its rapid socio-economic infrastructure development and a consistent top rank in the Provincial Competitiveness Index, Binh Duong has been one the most attractive destinations for foreign direct investment (FDI) in Vietnam for many years.

In 2012's first quarter, despite the gloomy global and domestic economy, the province still attracted over USD1.5 billion in newly committed FDI capital, raising the total registered FDI in the province to USD16.2 billion with 2.049 FDI effective projects.

Binh Duong New City

The construction of Becamex IDC's 1,000ha Binh Duong New City project plays an important role in the comprehensive development of the province's urban system, contributing to upgrading Binh Duong into a central government-managed city by 2020. The city's infrastructure will be completed and connected to other areas of the province and the southern key economic region.

Technical infrastructure facilities, including power and water supplies and optical fibre telecommunications systems have been built. Meanwhile, parks, sport areas and education developments have been developed and put into operation.

Especially, the Binh Duong political and administrative centre, a symbol of the province's development in a new era, will be located in Binh Duong New City. A high-tech approach will give the public significant buy-in into effective and friendly administrative reforms. Besides large-scale developments, cultural-exhibition, shopping and financial centres, hotels and restaurants will create a vibrant living and working environment.

(Source: VIR)

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Undersea powerline to link Phu Quoc and mainland

Vietnam's Southern Power Corporation (EVN SPC) and Italy's Prysmian Powerlink SRL on Thursday (3 May) struck an engineering, procurement and construction (EPC) contract for a 110-kV undersea cable line connecting Phu Quoc Island and mainland Ha Tien town.

The Italian firm will design, supply and install the powerline at a total cost of nearly 67 million euros.

The signing in HCMC of the deal was witnessed by high officials from the Government Office, the Ministry of Industry and Trade, the Italian Embassy in Vietnam, the World Bank in Vietnam and local authorities.

With a length of 55.8 kilometers and a transmission capacity of 131 MW, the cable line will start in Thuan Yen Commune in Kien Giang Province's Ha Tien town and end in Ham Ninh Commune on the resort island of Phu Quoc.

Scheduled for completion next year, this project will need a total investment of around VND2.5 trillion, which will be sourced from the World Bank and EVN SPC's budget. In addition to the EPC package, EVN SPC will implement other components to supply electricity for Phu Quoc Island, including a 110-kV Kien Luong-Ha Tien 2 powerline, a 110-kV Ha Tien substation, a 110-kV Phu Quoc line and a 110-kV Phu Quoc substation.

Pham Ngoc Le, deputy general director of EVN SPC, said that this project was aimed at providing a stable power supply for the island and boost economic development and power security there. The project will help reduce the electricity volume produced by current diesel-fueled generators on Phu Quoc Island.

(Source: The Saigon Times Daily)

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Ho Chi Minh City's urban plan to embrace green development

Ho Chi Minh City will continue to complete its urban infrastructure in the coming years to turn into a greener and larger urban zone, according to the city's Department of Planning and Architecture.

The south Saigon area, Thu Thiem, District 9, Thu Duc District and Tay Bac urban areas will continue to be upgraded to change the face of the city, according to Nguyen Hoai Nam, the department's deputy director. High-end residential areas, shopping centers and high-rise buildings will be developed alongside Ha Noi Highway and the eastern side of the city by 2020. In the inner city, all families living in slums along Tau Hu and Kenh Te canals will be relocated.

The face of HCM City in the next 10 years would change significantly, he said, adding that more rental housing units would be built. According to the city's master plan until 2025, the population will remain at 4-4.5 million people in the older inner city area. The city will remove slums dwellings along canals and streets, and move production establishments, ports and industrial parks that cause environmental pollution out of the inner city.

Ecological areas including the Can Gio mangrove forest, the Cu Chi special used forest and protective forests, will be strictly conserved. The city would also conserve and renovate existing parks and tree systems in older inner city districts, as well as develop more parks and plant more green trees on land acquired from relocated factories, ports and industrial parks.

After 37 years of implementing industrialization and modernization, despite the remaining issues of traffic congestion, urban flooding and pollution, the city "realized that it had faithfully followed the route that developed countries have often experienced," according to Nguyen Minh Hoa, head of the HCM City National University's urban department.

The city has achieved spectacular changes in technical infrastructure and urban development, Hoa said. It has initially completed the renovation of inner-city districts, with more than 100 high-rise buildings built in the city's downtown area.

(Source: VNS)

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Suzuki sets up new Vietnam automobile plant

Vietnam Suzuki Corporation, a subsidiary of Japan's Suzuki Motor Corporation, in 25 April broke ground on the construction of its automobile manufacturing plant in Long Binh Industrial Park in the southern province of Dong Nai's Bien Hoa City.

In order to meet the expanding automobile market in Vietnam, Vietnam Suzuki had decided to move its current plant and construct a new plant next to its motorcycle plant in the Long Binh Techno Park in Dong Nai Province. The new plant is scheduled to start its operation in 2013. The initial production capacity for the first year will be 5,000 units, and it is planned to expand its capacity thereafter.

The Japanese corporation will earmark around USD13 million for this new plant, bringing its total investment in Vietnam to USD57.9 million.

“The new auto-making plant, together with the operational motorbike manufacturing facility, is intended to welcome the rise of the Vietnamese automobile market in the future,” said Osamu Suzuki, chairman and CEO of Suzuki Motor Corporation. In 1996 Vietnam Suzuki Corporation set up its first auto plant in Dong Nai's Binh Da Industrial Park.

In 2006, the company also built a plant to produce motorbikes in Long Binh IP which is capable of manufacturing 80,000 units a year. “The new automobile making facility will become operational in 2013, with a capacity of 5,000 vehicles, which will gradually rise to 10,000 vehicles in the following years,” said Osamu. The plant is part of the company's plan to market a new small-sized sedan in the future, in addition to the currently manufactured Carry Truck and Carry Van, he added.

(Sources: Tuoi Tre/Vietnam Suzuki Corp)

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Undersea cable to power Phu Quoc

Electricity of Viet Nam Corporation's Southern Power Corp (EVN SPC) and Italy's Prysmian Powerlink SRL Group signed an engineering, procurement and construction contract for an undersea cable system to supply power to Phu Quoc Island on Thursday (early May).

Prysmian will design, supply, and install the nearly 58km submarine line between Ha Tien town and Phu Quoc at a cost of over VND1.97 trillion (USD94.5). The total cost of the 110KV cable system and infrastructure like sub-stations, whose installation will take 18 months to complete, will be VND2.34 (USD112.3 million). It will have a transmission capacity of 131 MVA. The work will be funded by a loan from the World Bank and EVN SPC's own resources.

Prysmian said the cable would be the longest of its kind in Southeast Asia.

Pham Ngoc Le, deputy general director of EVN SPC, said the project is aimed at ensuring stable power supply to Phu Quoc and promoting economic development and security. It would also turn Phu Quoc into a special administrative and economic zone affiliated to the Government and tourism centre under a master plan approved in 2011, he said. Diesel generators now supply much of the power to the island.

Pham Vu Hong, deputy chairman of the Kien Giang People's Committee, said the Phu Quoc distribution network would be linked to the national grid by late 2013 through the Ha Tien-Phu Quoc undersea cable.

(Source: VNS)

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Bitexco Group breaks ground for twin tower project in HCMC

Bitexco Group hosted a ground-breaking ceremony for their 55 storey twin tower construction project 'The One' in District 1 in Ho Chi Minh City on Friday (27 April).

Attending the ceremony was Le Hoang Quan, chairman of the city People's Committee and representatives of various ministries and departments. 'The One' twin tower construction project will be built over 195,000 square metres, with the two tower buildings designed in the shape of dragons.

The tower towards the east will have 55 floors while the tower in the west will have 48 floors. The twin tower complex will also have a five floor basement, of which three will be used as parking areas. The entire complex which includes a trade centre, luxurious offices and apartments, and the six stars Ritz Carlton Hotel, is estimated to cost USD500 million. On this occasion, the Bitexco Group donated VND2 billion (USD95,000) to the city fund for the poor.

(Source: saigon-gpdaily)

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Steel sector gets the jitters

Big steel firms are standing firm against rising market dangers.

Around 1.1 million tonnes of steel were sold out in the first quarter of 2012, 12 % down against the same period in 2011 and Vietnam Steel Association (VSA) chairman Pham Chi Cuong assumed the steel sector's 4 % growth target in 2012 could sink beneath the waves.

The sector is facing escalating input costs, particularly power costs as state power authority Electricity of Vietnam intends to upwardly revise power prices sold to the steel sector saying that in 2011 the power sector subsidised VND2,547 billion (USD122 million) to the steel sector. A recent US Department of Commerce decision levying an 8.06 % anti-subsidy tariff on carbon steel pipes imported from Vietnam has escalated steel firms' current woes. While small firms struggle to survive, big steel makers like Pomina Joint Stock Company (POM), Hoa Sen Group (HSG) or Hoa Phat Group (HPG) are making the most of their advantages to scale-up their market shares. VNSteel held a 25.8 % construction steel market share by the end of 2012's first quarter, its joint venture got 20.9 % market share and outside businesses the remaining 53.3 % market share, of them POM seized 13.9 % and HPG 14.5 %.

In respect to flat steel, HSG held a 33 % market share. In 2011, POM set to achieve VND14,400 billion (USD685.7 million) revenue, surging 20 % on-year. Albeit its long term target is promoting exports to Laos, Cambodia and the United Arab Emirates, the firm wants to increase its share in local market through expanding footprints in northern market. In 2011, POM's market share in northern Vietnam tripled the previous year, reaching 5 %. Similarly, in 2011 HSG's galvanized steel market share picked up 3.5 % against 2010 to reach 37.2 %. In respect to steel pipe, the group's market share hiked 2.4 % on-year hitting 10.3 %, putting HSG among top five firms in steel pipe production three years after entering the market.

This year, HSG aims to achieve VND10,000 billion (USD 476 million) revenue and VND240 billion (USD11.4 million) post-tax profits. HPG wants to be the leading steel maker in Vietnam with its market share growing from 13.3 % in late 2011 to 13.9 % in 2012's first quarter.

(Source: Vietnam Investment Review)

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FINANCE – BANKING

Vietnam successful in implementing tight monetary policy

The Vietnamese government has made strides in putting its tight monetary policy in place, helping reduce credit demands and inflation, according to HSBC Group.

According to the Group's May 2012 report, the Vietnamese government has taken great pains to curb inflation by adopting the tight monetary measures. Credit growth fell from 27.7 % in 2010 just to 10.9 % in 2011. The State Bank of Vietnam (SBV) reversed the process of tightening monetary policies in late 2011 and lowered interest rates in early 2012 and plans to further cut the rates in the following quarters.

The reduction in aggregate demand has brought inflation down, expected to reach a single digit in May, and made the demand for imports decline remarkably, leading to the stability of the national currency (VND). HSBC predicted that the Vietnamese economy will probably grow at 5.1 % this year, while inflation is likely to be slashed to 9.8 %.

The group said that Vietnam's export growth will slow down. However, the most worrying problem is that imports have declined remarkably, and most import items are used for production rather than consumption. Due to the decrease in imports, the trade deficit will be reduced from USD9.8 billion to USD4.6 billion this year. There are good signs for the national currency that the real interest rate on open market operations (OMO) is positive, for the first time over the past two years.

(Source: VBN)

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Borrowers get better access to foreign capital

Credit institutions, including foreign bank branches, can now make loans in foreign currency to customers residing in the country, the State Bank of Viet Nam has ruled.

Under Decision No 857/QD issued by the State bank of Viet Nam on Wednesday, credit institutions authorised to engage in foreign exchange may make short-term loans in foreign currency to resident customers for use in business and export operations. Credit institutions also must evaluate and assure that production plans are feasible and that borrowers fully satisfy conditions for borrowing as required by laws. Borrowers must demonstrate that they are able to make repayment from their own foreign currency revenue streams.

The decision remains in effect until the end of this year. The State Bank has also asked all resident borrowers to sell loans from foreign institutions to domestic banks at spot foreign exchange rates, unless such borrowers are allowed by law to make payments in foreign currency.

(Source: VNS)

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Four important circulars on monetary and banking sector effective from early May

Credit institutions have to reduce the foreign currency status by the end of day to 20 % from May 2.

Under Circular No. 07/2012/TT-NHNN dated March 20, 2012 stipulating the foreign currency status of credit institutions and branches of foreign banks, effective from May 2, the foreign currency status of credit institutions and branches of foreign banks by the end of day must be at +/-20 % of equity of those credit institutions.

Earlier, according to Decision No 1081/2002/QD-NHNN, the foreign currency status is +/-30 % of ownership capital.

In late April, the US dollar prices of banks suddenly surged sharply. Some sources said that this may be the US dollar buying phenomenon of banks before Circular No 07 takes effect.

The State Bank of Vietnam (SBV) is to tighten lending activities in foreign currency of credit institutions from May 2.

With the issuance of Circular No 03/2012/TT-NHNN regulating the lending in foreign currency of credit institutions and branches of foreign banks to borrowers who are residents, the central bank continues to stringently tighten lending conditions in foreign currency for customers. Accordingly, credit institutions will only lend foreign currency to pay overseas for imports of goods and services when the borrowers have enough foreign currency revenue from production and business for the repayment of the loan.

The borrowers must get approval from the central bank.

Commercial banks will stop raising certificate of deposits (C/Ds) in gold from May 1.

As per Circular No. 11/2011/TT-NHNN on terminating raising and lending in gold of credit institutions issued by the central bank, the issuance of short term C/Ds in gold of credit institutions will be terminated from May 1, 2012. The raising and lending in gold normally has been officially banned since May 1, 2011. Fiduciary activities of credit institutions will be constricted from May 2.

According to Circular No 04/2012/TT-NHNN dated on March 8, 2012, effective from May 2, credit institutions and branches of foreign banks will not be allowed to receive fiduciary of individuals. As per the Decree No 24/2012/ND-CP, the state will hold the monopoly in producing gold bullion and exporting and importing gold raw materials for gold bar production.

Buying and selling of gold bars of institutions and individuals will be done at credit institutions and enterprises that have license from the central bank for trading gold bullion.

Credit institutions with bad debts ratio at 10 % for three consecutive months will be limited credit growth.

Under Circular No 10/2012/TT-NHNN dated on April 16, 2012, effective from May 30, credit institutions with bad debts ratio at 10 % for three straight months will be limited credit growth. Credit institutions will be also limited credit growth if their capital adequacy ratio (CAR) is at less than 8 % for six consecutive months or violating credit limit for one customer or group of customers twice or more in its financial year or violating credit limit and conditions for securities investment or trading activities.

(Source: Vietbiz24)

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ANALYSIS – OPINION

The greatest risk is the risk of delay

Vietnam is doing the economic restructuring to improve efficiency and to address macro-economic woes that have pushed thousands of enterprises to the verge of bankruptcy. Deepak Mishra, chief economist of the World Bank in Vietnam, had a talk on issues related to the restructuring program. Excerpts:

Could you please let us know your opinion about the current restructuring process of Vietnam's banking system?

The banking system restructuring is one of the three economic restructurings currently underway in Vietnam. We believe this was long overdue and is the right thing to do. We think the relevant functional bodies have already expressed their intention quite clearly. We are waiting for more clarity on how the resolution will be implemented. At the moment we do not have specific and full information about how the 8-10 weak banks will be restructured, but it is believed by many that the process is already underway. It is very difficult to provide a good assessment of the impact of the restructuring on the economy due to limited information. We hope that the Government will make more information available to the market. For example, a number of banks need additional capital, and the question is who will pay for their recapitalization.

What is the most significant risk?

The most significant risk of the restructuring process is the risk of delay. If not implemented promptly, the cost of restructuring will be much higher. Therefore, restructuring of the banking sector needs to be carried out in a timely manner, and supported by an effective action plan and with the right instruments. Recognizing the need for restructuring was already late to start with, and it is therefore crucial not to waste any more time and opportunities. The second most important point is to retain the trust of the general public during the restructuring process. This could be done through a clear roadmap and a credible plan.

What is your experience in prevention of vested interests from interfering in this process?

It is unfortunate that the vested interest groups are gaining significant influence, which is also a feature in some of the other transitional economies. This issue needs to be examined closely and solutions identified clearly. It would have been a good thing if the interests of these groups were in line with the national interests. However, when they are driven by personal gains, the country needs a more transparent policymaking process and a sound legal system to neutralize their effects. We believe that among all economic reforms, the ones that would lead to greater transparency of the system will produce the biggest benefits for Vietnam. This is especially valuable in case of public projects and contracts, as well as in granting permits or information related to the State Budget. Once things are made more transparent, vested interest groups will find it difficult to lobby in favor of their personal gains.

Vietnam started their transition to the market economy 25 years ago, but a recent survey jointly conducted by the World Bank, the Embassy of Ireland and VCCI has indicated that the pace as we have seen is below expectations of the general public. Do you agree with this remark?

Vietnam has not completed its transition, which explains why the size of the private sector is still relatively small and state-owned enterprises account for a large proportion of the economy. Therefore, Vietnam needs to continue moving towards market orientation, along with improving regulatory capacity of the State agencies. From a long-term perspective, Vietnam has changed drastically during the last 20 years, leading to a sharp fall in the role and importance of the State (see Vietnam Development Report 2014 at www.worldbank.org/vn/vdr and I believe nobody would wish to return to the old days. In VDR 2012 we find that the share of State enterprises has been reduced while the opposite is true for private and foreign enterprises. However, this has happened at a much slower pace, which explains why the share of State owned enterprises in absolute terms is still relatively high. Also in the VDR 2012 we find that despite the reduction in quantity, the influence of State-owned-enterprises is still significant. This is because large State-owned enterprises have invested in subsidiary companies of

other economic corporations/groups and therefore they still enjoy control over a large part of the economy indirectly.

Is this improvement happening fast enough, if compared with similar economies like Indonesia, African countries, and maybe Myanmar next?

There is a perception that the reform process could have been faster than has been the case so far. People are still hopeful of further changes. A number of reforms have been implemented and we hope more positive changes will occur in the future.

A number of specialists said that if not carefully implemented even the State can be a risk for the market. What is your opinion on this?

This is because the State can potentially become a very dominant player in the market. In many countries, the State is allowed to participate in the market provided that a comprehensive regulatory framework, such as a credible competition law, is available where the State, private enterprises and foreign enterprises can compete against each other in a level playing field.

The year 2012 has been predicted to be a challenging year for Vietnam's economy. What is your projection of Vietnam's economic growth?

While 2012 will be a challenging year, we think it will be less challenging than 2011. If you remember, 2011 was a year of significant difficulties for the Vietnamese economy, especially in Quarter 1, when foreign reserves were falling and interest rates were being raised. We believe 2012 will be a year with greater macroeconomic stability. Obviously we will face some new challenges such as slower growth, a troubled banking system, slowdown in the real estate market, and an unpredictable world economy, but they can be handled with appropriate policies. We believe that Vietnam's GDP growth rate for 2012 will be close to last year's level (5.89% for 2011) – in the range of 5.5-6%.

(Source: SGT)

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Hong Kong is the better gateway for Vietnam to enter China

John C Tsang, Financial Secretary of Hong Kong Special Administrative Region Government (China), has just paid a two-day visit to Vietnam to bolster bilateral economic cooperation. He highlights the opportunities for Vietnamese companies to further tap the huge market of China via Hong Kong under the Closer Economic Partnership Arrangement (CEPA) signed in 2003 between the territory and mainland China. CEPA is in fact a free trade agreement that breaks down trade barriers for goods entering China.

Hong Kong signed a unique free trade agreement known as Closer Economic Partnership Arrangement (CEPA) with China in 2003. So how can Vietnamese enterprises take advantage of this agreement?

As you know, the Chinese market is the largest and the most potential one. However, successfully tapping this market is far from easy. In Vietnam, you have mostly small and medium sized enterprises (SME). And we understand that Vietnamese SMEs, when trying to access a new market, often find it very difficult because they have limited resources. However, if Vietnamese companies want to access the Chinese market, they can access through Hong Kong. Hong Kong people have quite better understanding on doing business in China than anybody else in the world. Vietnamese SMEs can use Hong Kong as a base to gain access to the Chinese market through the expertise that we have in Hong Kong.

Regarding CEPA, this is a unique free trade agreement (FTA). Under CEPA, all products with the “Made in Hong Kong” label are exempt from tariffs when entering the mainland. Because CEPA rules are nationality-neutral, companies from Vietnam and around the world can enjoy the same benefits as local Hong Kong firms. As long as you register as Hong Kong firms, you can make use of the CEPA and can easily access the Chinese market.

Hong Kong is considered a costly place to invest in. What is your opinion?

For most businessmen, cost is not a major factor but the profit. So you may have to pay for extra cost but at the end of the day, if you can make more money that is more important. Doing business in Hong Kong is more expensive but there are alternatives that you can choose. You do not need to have an office in the tallest tower in the center of Hong Kong but on the outskirts of the city.

Currently 47 service sectors are included in CEPA covering key areas, such as trade, banking, tourism, legal and medical services as well as transport and logistics services. The number of areas covered under CEPA has increased each year since the beginning of implementation in 2003, making this an ongoing and expanding commitment to break down trade barriers between the two. Moreover, we maintain our own financial system with a well-known and much-envied low and simple tax regime. In Hong Kong, people pay no more than 15% salaries tax, and the profit tax is capped at 16.5%. I think those preferences are worth considering instead of cost. The important thing is how much profit you can make from the business transaction.

How is your assessment about the economic relationship between Vietnam and Hong Kong in the future and do you have any recommendation for Vietnamese firms doing business in Hong Kong?

There are quite a number of Vietnamese firms that are already doing business in Hong Kong. I just cite one example that is the export of Vietnamese rice to Hong Kong. In the past, it is mainly rice from Thailand but right now, rice imported from Vietnam makes up about 20% of our total intake. Rice from Vietnam is gaining a strong foothold in Hong Kong and that is a very good example. It takes hard work to build up a kind of interest, but it can be done.

Vietnamese rice companies are building up a very strong base in the wholesale market. But once they gain access into the supermarket and the retail market, then the business can grow even bigger. The most important thing is that you have to have good products. Rice trade is the good example and this can happen in other areas as well and I think that why it is important to maintain a close relationship and a better understanding of each other.

Vietnam was our 15th largest trading partner in 2011. Our bilateral trade reached USD8.4 billion (equal to HKUSD 65.7 billion), a 35% increase compared to 2010. Hong Kong can provide the service space whereas in Vietnam, you have a large, young population, and a lot of natural resources. I think that is a complementary relationship.

Hong Kong signed the Comprehensive Agreement for Avoidance of Double Taxation with Vietnam in December in 2008, which is a very useful instrument for the businesses in both places to have a lot more certainty in terms of the tax commitment. However, Hong Kong intends to sign the FTA with ASEAN countries in the coming time. I have talked with Mr. Vuong Dinh Hue, the Minister of Finance of your country, and he is positive about that. I think the FTA signed between Hong Kong and ASEAN countries will benefit anybody concerned.

(Source: The Saigon Times)

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Market forces should prevail

The Government should not interfere deeply in economic restructuring, Nguyen Duc Kien, vice chairman of the National Assembly Economic Committee, told the newspaper Thoi bao Ngan Hang (Banking Times).

What's your comment on the Ministry of Planning and Investment's proposal to restructure the national economy, which was discussed recently by the National Assembly Standing Committee?

The proposal has pinpointed existing problems in our current economic development model and what should be changed in the new model. However, the proposal fails to come up with a model suitable to our economy in the near future. That's the government's role in orienting the macro economic development. The proposal came up with suggestions for what the Government should do, not what policies the Government will come up with and how different economic sectors will participate in the implementation process. This is a very important objective which must be specified in the proposal.

In my opinion, good policy must reflect what's happening in the society and the country's economy. For example, results of a survey on the market economy made public in April showed that the majority of respondents support the idea of a market economy. Yet, in the Party's guidelines, that must be a socialist oriented market economy. Anyway, both the Party and people agree to take our economy along the market economy track with the State's intervention. This also presents a challenge: in a circumstance that requires the State's intervention, it must respect the market rules.

The plan to restructure our economy has been discussed for some time already but different points of view remain. How do you respond to that?

The answer is very easy. We cannot define its ultimate objective. What do we want to gear to? In my opinion, to restructure the economy is to shape a development model appropriate to the Vietnamese condition, particularly with regard to financial and human resources.

Under the plan, all economic sectors will be subject to change; seven sectors with comparative advantages will be priorities. Can it be understood as a road map?

It can be. However, the proposal does not fully reflect what is written in the Resolution of the 11th National Party Congress.

According to Party Congress documents, sectors given top priorities are the manufacturing industry; electronics and computers; oil and gas industry; energy production; coal and mineral mining; chemicals; steel metallurgy; cement and fertiliser.

In fact, garments and textiles and leather shoes account for more than 20 % of the export turnover of our country at present, yet their roles in the national future economy are not mentioned in the proposal. Does that mean the proposal does not have a comprehensive take on our economy: the industries that contribute most to State coffers – the garment and textiles and leather shoes?

In my view, what industries are the main pillars of our economic development must be decided by the market. That means their products sell well in the market and return high profits. By the market here I mean the global market. If the industries are selected by the Government, I'm afraid to say our economy will return to the subsidised system of the past.

Just assume that in the new economic development model, the State will play the role of director while different economic sectors and the people will be the implementers. Do you think that this economic development model is appropriate to our country?

That's what has been happening in many localities in Viet Nam. A case in point is the securities market. With approval from the Government, the stock market became an important channel to mobilize the capital for the economy. Its operation is totally based on the market economy. Or take the case of the electronics industry. The Government only supports it with land for infrastructure construction and some capital in the initial period.

In the field in energy, the Government has started to gradually withdraw from its domineering role. These are good experiences to be replicated with other industries. And they should be reflected in the proposal.

(Source: VNS)

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NEWS IN BRIEF

Vietnam's tourism industry is set to open a representative office in South Korea after signing a memorandum of understanding with a Japanese partner to open an office in Japan in March. The Ministry of Culture, Sports and Tourism on Wednesday presented to Prime Minister Nguyen Tan Dung the plan and a scheme to attract South Korean tourists. The ministry has also proposed a number of policies to lure foreign tourists such as offering free visas, extending the visa-free period or issuing visas at border gates. South Korea is Vietnam's second largest source market, after China, with a steady growth. There were around 274,000 arrivals from South Korea in the first four months, up 49.3% from the same period last year.

A joint circular guiding Criminal Code provisions for crimes in securities trading is currently being drafted by the Ministries of Justice, Finance, Public Security, and the Supreme People's Procuracy and the Supreme People's Court. The Ministry of Justice plans to release the draft document this month for public comment.

The Prime Minister has asked to suspend importation of old machinery and obsolete technology that could cause environmental pollution. The PM also requested that relevant ministries and sectors to monitor the quality of all new machinery, equipment, production lines and technologies that are brought into the country, as well as implement technical regulations for better management.

Vietnam exported USD81.9 million in goods to Norway during the first quarter of this year, up 26.3 % against the same period last year, according to Statistics Norway. Among export items recording significant growth were footwear, garments and textiles, interior decor and seafood. Over the reviewed period, Vietnam's imports from Norway increased by 33.7 % to USD46.7 million compared with last year's level.

Over 18,700 enterprises have registered in the first quarter of this year, compared with 16,500 from the same period last year, according to a report issued by the Vietnam Chamber of Commerce and Industry. However, many firms still face difficulties as a result of the economic downturn. Nearly 10% of enterprises have suspended production and gone into liquidation in the first quarter of this year. Of that number, nearly 4.5% failed after attempting new business ventures and 4.7% were integrated into other enterprises. According to the VCCI, the high liquidation rate in Vietnam is ordinary and understandable since 25 to 30% of companies and enterprises in developed countries also encounter problems within the first three years of existence. Many measures have been proposed to solve the problems and help enterprises, including reducing taxes and interest rates.

Finland's flagship carrier Finnair on May 3 opened its representative offices in Hanoi and Ho Chi Minh City. Finnair flies to 60 destinations in Europe and 11 in Asia. The airline operates a fleet of more than 70 aircraft, making it one of the most modern air service providers in Europe. Retteri Kostemaa, sales manager of Finnair in the Singapore and Southeast Asian region, said the presence of the flag carrier in the Vietnamese

market is a milestone in expanding its network among Asian countries. Finnair hopes to penetrate the Vietnamese market successfully, he noted.

Vietnamese travelers can now take advantage of Emirates Airline's daily, non-stop flights from HCM City to Dubai, where they can transfer to reach almost all destinations in Europe, the Middle East, South America and Africa beginning June 4, 2012. Emirates Airline also announced special fares for flights from HCM City to Dubai and Europe starting at USD905 in honor of the launch of the new service. The announced fares include all surcharges and taxes. The HCM City flight will be the eighth new route initiated by Emirates Airline in 2012 and its 124th destination world-wide.

Air Mekong will launch a new direct route between Ha Noi and Con Dao starting May 19 to meet increasing demand during the summer, the airline announced. The two-hour flights will depart from Ha Noi at 1pm every Wednesday and Saturday. The airline also said it would raise that number to four flights a week if demand for travel to Con Dao keeps increasing during the summer. Air Mekong will also add more flights from Ha Noi to Phu Quoc island, up to nine flights a week. The flights, which last slightly over two hours, would take off at 6:30am on weekdays and at 1pm on weekends. Customers now can enjoy cheap flights from Ha Noi to Con Dao and Phu Quoc island through the airline's promotional campaign until May 20.

PetroVietnam Finance Corp, or PVFC, will turn into a bank and issue shares to raise its registered capital by 50 % to 9 trillion dong (USD431.9 million), a state-run newspaper said on Friday (4 May). State oil and gas group PetroVietnam has approved the plan to change the operational model of PVFC and plans to bring its ownership in its financial arm to 52 % from 78 % by not buying the shares to be issued, said an online report of Dau Tu Chung Khoan newspaper (tinnhanhchungkhoan.vn). It gave no reason for PetroVietnam's decision to turn PVFC into a bank. PVFC is currently structured as a non-banking financial institution. Petrovietnam plans to divest from Ocean Bank, in which it holds a 20 % stake, to comply with the government's requirement that state groups hold stakes in no more than one commercial bank, the report said.

An engineering, procurement and construction contract for an undersea cable system linking Ha Tien township and Phu Quoc island in the southern province of Kien Giang was signed in HCM City in 3 May. EVN Southern Power Corporation (EVNSPC) and Prysmian Powerlink SRL Group of Italy agreed that the cable would be laid within 18 months at a cost of over USD112 million, funded by the World Bank and EVNSPC. As the longest of its kind in Southeast Asia, the 110-kV cable system is expected to ensure a stable supply of electricity to local residents in the island district of Phu Quoc, while promoting the economic development and defense of the region.

A second processing plant using hot steam technology to treat fruit for export to Japan and South Korea will become operational soon, according to the Plant Protection Department. Good Life, a fruit treatment plant developed by a local company in the Saigon Hi-Tech Park, has been checked by local experts. However, it is waiting for recognition by the Japanese plant protection authority. Binh Duong-based Yasaka was the first fruit processing enterprise to be allowed to ship dragon fruit to picky markets like Japan and South Korea. Fruit importing countries such as Japan, South Korea, Australia and New Zealand have high quarantine standards for fruit originating in Asian countries. To make its way to these markets, Vietnam sought Japanese government help with fruit quarantine.

Vietnam consumer price index (CPI) in May is foreseen to rise in higher level compared with that of April, the local news provider Gafin.vn reported, citing the domestic market regulator's forecast. The higher increase is due to influences of petroleum price hike, salary increase (from May 1st) and long holiday that will boost travel activities and consumption. Besides, increase in prices of construction steel, fertilizers, sugar will increase CPI, the experts at the domestic market regulation said. Of note, food prices are in uptrend and the people have used pork meat back will increase the prices of the main commodity groups that contribute large %age points in the CPI's calculation in May. However, May's CPI rise is forecast to be only slight higher compared with April's level as abundant supplies and low demand.

The General Statistics Office showed that in Jan-April period, Vietnam has about 3.5 million new telephone subscribers, increasing by 20% against the same period last year. Of which, there were 102,000 fixed telephone subscribers, equivalent to 38.1% and 3.5 million mobile subscribers, up 20.8% year-on-year. Up to the end of April, the number of telephone subscribers nationwide was estimated at 134.4 million, a year-on-year increase of 2.5%. Meanwhile, there are 4.4 million internet subscribers, up 20.4% against the same period last year. Vietnam has about 32.2 million Internet users by late April, increasing by 13.9% year-on-year. The country's accumulative net revenue in post and telecommunication sector in the first four months of 2012 was estimated at 45.8 trillion dong, up 13.7% year-on-year.

Import duties on several types of automobile will increase starting next Monday (10 May), in accordance with regional trade and economic co-operation frameworks, said the Ministry of Finance. Tax rates will be raised by 4-5 % up to 78 % for ambulances and four-wheel-drive vehicles, and by 5 % up to 70 % for buses and coaches weighing 6-18 tons.

Garment and textile exports in April reached USD1.1 billion, down 7.25 % from last month, bringing the country's first four-month export turnover to roughly USD4.5 billion, the Vietnam Textile and Apparel Association (Vitas) said. In addition, Vietnam earned USD565 million from exporting fabric products, down 10.3 % against the same period last year. According to Vitas, the decrease in exports is attributable to a reduction in consumption demand from major markets such as the US, EU and Japan. Many local businesses still find it difficult to sign export contracts.

Two-way trade turnover between Vietnam and Norway reached USD128.5 million in the first three months of the year, up 17.6% against the same period last year, according to the Statistics Norway. Bilateral trade surplus rose 17.6% to USD35.2 million from a year earlier. In the first three months of the year, Vietnam's exports to Norway reached USD81.9 million, up 26.3%. Footwear topped the list with USD23.6 million (up 0.1%), followed by garment and textiles USD12.3 million (up 12.8%), interior decoration USD7.6 million (6.2%), seafood USD4.2 million (up 15.5%), handicraft USD1.6 million (down 1%) and cashew nuts USD1.9 million (down 69%). In the reviewed period, Vietnam's imports from Norway increased by 33.7% to USD46.7 million compared to last year's level.

The High-Quality Vietnamese Products Business Association has arranged for 23 Vietnamese businesses to conduct a fact-finding tour of China. A representative from the association said that the tour aims to find ways of bringing Vietnamese products to the Chinese market. The businesses are scheduled to meet some Chinese distributors and import-export companies and visit supermarkets and commercial centers in Shenzhen and Guangzhou provinces. This is part of an advertising and marketing project by the Center of Business Studies and Assistance.

The Philippines will in the next three weeks choose Cambodia, Thailand or Vietnam to supply up to 120,000 tons of rice it needs to boost its buffer stocks, a senior government official said on Wednesday. The country's state grains procurement agency said last month it would import the rice to deepen its reserves before the lean harvest season begins in July, with rice producers in its Southeast Asian neighbors eagerly awaiting a decision. The Philippines usually buys about three-quarters of its annual rice imports from the world's No. 2 exporter, Vietnam, and small volumes from the biggest seller, Thailand. But Agriculture Secretary Proceso J. Alcala said a general agreement for Cambodia to supply rice to the Philippines could be finalized by next week, meaning that the country would be in the running for the latest contract.

The State Bank of Vietnam issued Decision No. 857/QĐ-NHNN, tightening lending to customers being residents by credit institutions and branches of foreign banks. Accordingly, credit institutions and branches of foreign banks licensed to operate in foreign exchange shall consider providing short-term loans in foreign currency to customers to make payment for imported goods and accessories used for production of export products. However, borrowers must demonstrate they will have sufficient foreign currency to repay loans. Borrowers are then required to sell foreign currency back to lending credit institutions via spot foreign exchange transactions, except for cases in which borrowers acquire bank loans to execute transactions that require

settlement in foreign currency as prescribed by laws. The Decision will be effective from May 2 to December 31, 2012.

The southern province of Bac Lieu is calling for investment in residential and new urban areas, culture, tourism, infrastructure, healthcare and agriculture this year. Key projects include a VND600 billion (USD28.8 million) port, a VND1.36 trillion (USD65.4 million) hi-tech agricultural production zone and a VND100 billion (USD4.8 million) marine tourism complex. The local trade promotion center said it expected the province to lure four foreign direct investment projects involving hi-tech agriculture, aquatic products and cardiovascular hospital in 2012.

Nha Trang Textile and Garment (Nhatexco), a subsidy of Vietnam's leading textile manufacturer Phong Phu Corp, has opened a new VND328bn (USD15.7m) spinning plant in Khanh Hoa province. The facility has 40,000 spindles and will produce 4,200 tons of fibre and yarn per year. Products include polyester yarn and thread for both export and local markets as well as Nhatexco's own textile plants. Using modern production lines imported from Japan, Germany, Switzerland and China, the plant will employ more than 300 local workers. The new facility means that Nhatexco now has three spinning plants with a total installed capacity of 166,000 spindles.

With help of the Vietnam Environment JSC, the very first batch of oil was produced at an all-new recycling facility built at major port city Da Nang. This marks the country's first chapter in solid waste to fuel recycling. Investing roughly USD 25 million in the cutting-edge plant, the Vietnam Environment JSC has ensured a productivity equalling nine tons of oil every day. According to the company's Director, Nguyen Van Tuan, approximately three tons of plastic bags can be recycled into one ton of oil. All materials, predominantly discarded plastics, are obtained from the garbage site, which is ideally located next door. Moreover, by opting to process this material, the plant is prospecting to recycle 90%, leaving only 10% to be buried – where in the past all of it was simply landfilled.

Plastics exports to Cambodia earned USD20 million in the first quarter of this year, reported the Vietnam Plastic Association. In March alone, export turnover reached USD8 million, with plastic bags accounting for about 40 % of the value, the association said, noting that Vietnamese companies faced few challenges when exporting this product to Cambodia due to a lack of strict regulations in the neighboring nation. Packaging materials accounted for another 17.6 % of the total export value during the period. Exports of plastic construction materials to Cambodia were also expected to recover this year as the building industry recovered. The association warned, however, that Vietnamese plastics weren't competitive with those from other countries, and it suggested the industry aim to improve technology and cut costs. Cambodia is now one of the biggest markets for Vietnamese plastics, following Japan, the US, Germany and Thailand.

The export turnover of mobile phones and spare parts in four months reached USD3.490 billion, up 154 % against the same period last year. In April alone, exports hit USD800 million. Last year saw the sharpest growth of 40 %, with Samsung making up 70 % of the total value.

Vietnam's State budget revenues reached VND234 trillion (USD11.23 billion) in the first four months of 2012, up 3.5% over the same period last year, according to the Ministry of Finance. The State budget increased by VND61.62 trillion (USD2.96 billion) in April. Domestic revenues rose VND6.51 trillion (USD312.48 million) while exports fell by VND1.3 trillion (USD62.4 million). As of April 20, Vietnam had raised VND37.55 trillion (USD1.8 billion) through Government bonds, accounting for 37% of the 2012 target. The financial sector also swapped VND350 billion (USD16.8 million) in Government bonds to reduce the number of bond codes and boost market liquidity.

Murray Goulburn will open offices in Singapore and Vietnam as it continues to expand its Southeast Asia presence. MG managing director Gary Helou in 2 May announced the company would open a regional head office in Singapore to oversee sales, marketing and distribution functions across Southeast Asia. The Vietnam office will focus of increasing sales in the country. In a statement the company said the region, which covered Hong Kong, Philippines, Thailand, Malaysia and Indonesia, represented 15 % of the world dairy trade with

imports of about 1.8 million tons valued at more than USD6 billion a year. "The region's local dairy production will not meet future demand growth and consequently these markets will continue to look to key exporting countries like Australia to meet future dairy food demand," Mr Helou said.

Hanoi Building Commercial Bank (Habubank) will merge with Saigon-Hanoi Commercial Bank (SHB) with the nod given by most Habubank's shareholders at a recent meeting. With over 85.2 % of Habubank's voting shares approving the plan, the merger ratio between Habubank share, coded HBB, and SHB, coded SHB, will be 1:0.75. The new bank, the result of the merger, will take the name of SHB with chartered capital of VND8.865 trillion (USD425.6 million). It will not raise capital and pay dividends in the next 2-3 years. After the merger, the new bank's total assets will be VND123.724 trillion with capital adequacy ratio of 13.22 %, total outstanding loans at over VND 51 trillion, the return on equity and asset rate (ROE, ROA) at 14.9 % and 1.16 % respectively.

The Mekong Delta region targets annual economic growth of 12 % through 2020, hoping to raise per capita income to VND70 million (USD3,350) per year, according to the Southwest Region Steering Committee. The region will be developed into a focal economic zone, an area specializing in food and fisheries produce, according to a report released at an exhibition that opened in Can Tho in 2 May to showcase its achievements in the past decade. In the first decade of this century, the region grew at 11.7 % and accounted for 18-19 % of the country's GDP and 10 % of exports. Its average annual industrial growth rate in the period was 18.8 %. Eleven industrial parks were established, attracting USD743 million and offering over 70,000 jobs.

The State Securities Commission will shorten the stock market transaction settlement period from four days (T+4) to three (T+3), beginning in June, if all brokerages have sufficient funds to settle payments prior to 4 pm of the T+2 date and the depository center can ensure a smooth clearance system. The Vietnam Securities Depository also plans to issue a regulation which strengthens sanctions against brokerages which violate settlement regulations.

Exports to South Africa generated over USD133 million in the first quarter of the year, up 80 % over the same time last year, according to the Vietnam General Department of Custom. Among the exports seeing high turnover were electronics and component, cashews, footwear and equipment.

Bao Viet Holdings has targeted consolidated earnings this year of VND17.6 trillion (USD837 million), an increase of 18.2 % over the previous year, the insurance group announced at its annual shareholders meeting in Ha Noi on Thursday (3 May). Profits were expected to top VND1.7 trillion (USD82 million) by the end of the year, a rise of 13.2 %. To meet the targets, Bao Viet said it would restructure the group to boost cross-subsidiary co-operation, enhance governance, accelerate implementation of information technology projects, restructuring the group, enhancing the corporate governance model, and increase the effectiveness of investments and risk management systems.

The total number of 3G subscribers in Vietnam has reached 12.8 million, accounting for 14.7 % of the population, the Ministry of Information and Communications announced at a meeting earlier this week to review tasks in 2012. After three years, network providers have exceeded targets and deployed 33,700 3G stations nationwide, the ministry said.

The board of directors of Vietnam Prosperity Bank, or VPBank, said on Tuesday (1 May) that it would pay a stock dividend even though shareholders wanted cash. A representative of the board explained the bank would rack up losses if it offered shareholders a cash dividend. Meanwhile, the stock dividend payment will help it secure capital and also raise chartered capital. VPBank plans to raise its chartered capital to over VND5.7 trillion this year after shareholders finally agreed to receive the 2011 stock dividend at 13.46% and bonus shares at 0.79%. The plan is expected to be completed in June, supporting the bank in developing business, investment and information technology. The bank also said it had no plan for listing on the bourse, citing unfavorable stock market conditions.

The first batch of Vietnamese dragon fruit, weighing 1,000 kg, has arrived in Chile. The successful shipment via the US by a company in Binh Thuan province to Chile has opened up opportunities for Vietnam to export

dragon fruit to other countries in the central and southern American region. Dragon fruit is largely grown in Binh Thuan, Long An and Tien Giang provinces for export.

Vietnam imported 1,000 Complete Built Unit (CBU) motorbikes worth USD2 million in April, according to the General Statistics Office (GSO). The figure showed a sharp decrease in volume and value, by 80% and 75% respectively compared to March. The GSO estimated Vietnam's total import value of automobiles in April at USD172 million, a slight reduction compared to USD185 million in March. In the first four months, Vietnam imported 14,000 CBU motorbikes and 9,000 CBU automobiles worth USD170 million, equal to 50.1% and 40% of the levels recorded in the same period last year.

Vietnam's garment exports to the Republic of Korea (RoK) in the first four months of this year reached USD380 million, up by 50 % compared to the same period last year. From February to April, the average monthly turnover level was estimated at USD90-96 million. The RoK is the fourth biggest importer from which the Vietnamese garment industry is expected to earn as much as USD1 billion by the end of this year. Other major importers include the US, the European Union and Japan.

The Republic of Korea (RoK) is one of the five biggest importers of Vietnamese seafood products, according to the Vietnam Association of Seafood Exporters and Producers (VASEP). The country currently imports 7.8% of Vietnam's exported seafood total, of which bivalve mollusks make up 35.5%, shrimp 33% and fish 29%. To take advantage of the market's full potential, economic experts warn that businesses should learn more about it to understand the demand and raise the quality of seafood products to improve competitiveness. The VASEP will cooperate with the Korea Fishery Trade Association (KFTA) to facilitate information exchanges, expand the market, and explore the taste for new products in the RoK. The two sides also agreed to inform each other about faulty or low-quality products, unhealthy trade practices.

Quang Nam Province has asked Xuan Thanh Group to accelerate implementation of its 57.4ha Thach My cement plant project in Nam Giang District in order to ensure its completion as scheduled in 2013. The plant, being built at a total estimated cost of VND4 trillion (USD190 million), was identified as a key provincial project when ground broke back in July 2010. Xuan Thanh Group has blamed a shortage of needed construction materials for the sluggish progress on the plant, but Nam Giang District People's Committee chairman Alang Mai has refused to accept the explanation as a good excuse in this case.

Two-way trade between Vietnam and Pakistan is forecast to rise around 30 % from last year's figure, trade experts said. Two-way trade reached a record USD113.6 million in the first quarter of the year, a year-on-year rise of 85.6 %, according to the Imports-Exports Department of the Ministry of Industry and Trade. According to the Department, tea exports fetched USD6.6 million, representing 17 % of Vietnam's exports to Pakistan. It was followed by fiber and yarn with USD6.3 million; seafood, USD4.5 million; and pepper, USD4.4 million. Head of the ministry's Africa, West Asia and South Asia Department Ly Quoc Hung said Pakistan imported almost 17,600 tons of green and herbal tea worth USD32 million from Vietnam last year.

Vietnam Deputy Prime Minister Vu Van Ninh approved the Asean+3 Emergency Rice Reserve (APTERR) agreement on Thursday (26 April), which will be implemented by the Ministry of Agriculture and Rural Development. Under the APTERR agreement, country members agreed to provide 787,000 tons of rice to enhance the quick response capacity of Asean+3 when supply and production are affected by natural disasters. Under the agreement, Vietnam and Myanmar will each contribute 14,000 tons, Thailand 15,000 tons, Indonesia and the Philippines 12,000 tons each, Malaysia 6,000 tons, Singapore 5,000 tons, and Brunei, Laos and Cambodia 3,000 tons each. China, Japan and South Korea will provide 300,000 tons, 250,000 tons and 150,000 tons respectively. The APTERR agreement is important to price stability in Asean+3 countries.

A seminar was held in HCM City on April 26 to discuss ways for Vietnamese businesses to penetrate the Chinese market. The event themed "Chinese market - Potential and Opportunities for Development" aimed to provide Vietnamese businesses with practical information about business activity, purchasing power, and distribution networks in China as well as market research methods. Many speakers emphasized that processed seafood and farm products play an important part in the Chinese market and through a distribution chain of 1

million supermarkets and convenient stores, Vietnamese businesses can bring them to Chinese consumers. A senior economist Tran Duc Hanh from HCM City said that China is Vietnam's largest importer. In the 2006-2011, the Chinese market makes up over 20 % of the country's total export value.

The Vietnam National Administration of Tourism (VNAT) said over the first four months, Vietnam has welcomed more than 2.5 million foreign visitors, up nearly 23 % compared to the same period last year. April alone saw an increase of 18 % to 620,000, mostly coming from the Republic of Korea (RoK). The number of Korean visitors to Vietnam rose 49 % in four months and 71 % in April, a record level so far. The total number of foreign visitors to HCM City reached 1.24 million, up 9 % compared to last year's same period.

An inaugural flight ceremony was held in 26 April at the Macau International Airport to commemorate the first Macau - Da Nang flight of Vietnam Airlines, now providing two flights a week by the 184-seat Airbus 321 aircraft. Four years ago, Viva Macau was the only airline providing direct flights to Vietnam, but stopped its operation in April 2010 due to bankruptcy. During the ceremony, Vietnam Airlines General Manager for Southern China, Vu Manh Cuong, gave a speech stating that "Da Nang is one of the six most beautiful beaches in the world, one of the 50 destinations worth visiting in one's life". He also added that with the new services, Vietnam Airlines shall further contribute to the development of the Vietnam-China diplomatic, economic (including trade and investment), as well as cultural and tourist relations.

The southern province of Long An has suspended the licenses of 20 projects so far this year, revoking land-use rights totaling 1,500ha, Deputy Director of the provincial Department of Planning and Investment Ngo Ly Hoa has said. The province would continue to review projects and respond to difficulties faced by investors in an attempt to hasten the implementation of slow-moving projects, she said.

Multi-industry conglomerate C.T Group will work with South Korea's CJ Group to develop a large logistics network in Vietnam. C.T Land, a subsidiary of the C.T Group, on Tuesday (24 April) signed a memorandum of understanding with CJ GLS Co Ltd on co-operating with each other in exploiting existing logistics facilities and developing new ones. Existing facilities include workshops and warehouses in the southern province of Binh Duong, the northern province of Bac Ninh and the central city of Da Nang. The two companies said they would also consider the establishment of a joint-venture company to develop a large-scale logistics system in Vietnam.

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COMING EVENTS

Automation Vietnam

Venue: Hanoi International Center for Exhibition (I.C.E. Hanoi)

Country: Ha Noi, Vietnam

Industry: [Automation](#)

Start Date: 24 May 2012

End date: 26 May 2012

Event profile

Automation Vietnam promises to showcase the latest and best in industrial automation solutions covering all the aspects of - factory, industrial building & process automation - for industrial manufacturing as well as engineering & maintenance services from individual components to complete automation solutions.

Exhibitors' Profile

Analyzers/Analytical Equipment, Automation Elements, Cable and Cable Handling, Control Systems and Software, Computer Integrated Manufacturing Systems, Data Acquisition Equipment/Loggers,

Electrical Energy Distribution, Conversion, and Storage, Electronics Instrumentation, Flexible Manufacturing Systems, Frequency Converters, Industrial Robotics, Instrumentation, Pick & Place Mechanisms, PLC's, Plant Monitoring System, Production Control Systems, Software Development.

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Plastics Fair

Venue: Saigon Exhibition & Convention Center (SECC)

Country: Ho Chi Minh, Vietnam

Industry: [Plastics](#)

Start Date: 19 Jun 2012

End date: 21 Jun 2012

Event profile

Vietnam Plastics Fair is a premium exhibition providing the latest and the best in plastic materials for all manufacturing and processing industries alike. Vietnam Plastics Fair presents products and services, technologies and innovations, trends and tendencies for the markets of tomorrow. As the previous editions of the show in the region have been very successful.

Exhibitors' Profile

Profile for exhibit includes Machines and equipment for preprocessing and recycling, Extruders and extrusion plants, Injection moulding machines, Blow moulding machines, Machinery for foam reactive or reinforced resins, Other Processing machines, Post processing machines, Moulds and dies, Ancillary equipment, Other thermoplastic materials, Fillers and reinforcements, Other Additives and process auxiliaries, Customized processing services.

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Vietnam International Construction & Building Exhibition

Venue: Saigon Exhibition & Convention Center (SECC)

Country: Ho Chi Minh, Vietnam

Industry: [Construction](#)

Start Date: 19 Jun 2012

End date: 21 Jun 2012

Event profile

Vietnam is one of the world's best-performing developing economics. The on-going construction, building industries has been boomed by the increasing demand from the expansion of the industrial, residential and infrastructure projects. 'VICB 2012' is a one-stop ideal arena to exhibit the latest construction and building industrial machinery, equipment, products, services and technologies.

Exhibitors' Profile

Profile for exhibit includes Construction machinery / equipment / parts / material / vehicle / tools / hardware / electrical / technology / engineering / services and design. HVAC systems and products; building intelligent & automation ; elevator & escalator ; security & fire protection ; building & decorative equipment / materials ; building engineering & services.

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Edited by: Huy Nguyen & Trieu Nguyen