



VIETNAM

The Major Cities and New Destination in Mekong Delta

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Overview of Vietnam

- **Official name:** The Socialist Republic of Vietnam
- **Capital:** Hanoi
- **Area:** 331,211.6 square kilometers
- **Border country:** Laos, Cambodia, China
- **Official language:** Vietnamese
- **Currency:** Vietnam Dong (VND)
- **Population:** 97.36 millions habitants (5 June 2019)
- **Workforce:** 55.4 million (5 June 2019)
- **Unemployment rate:** 2.17% (5 June 2019)
- **Politics:** Stable, communist party only
- **Religions:** None 82%; Buddhist 7.9%; Catholic 6.6%; etc.



Vietnam Economic Indicators

Indicators	2013	2014	2015	2016	2017	2018	Q1/2019
GDP (US\$ Billion)	170.7	184	186	136.5	220.8	648.2	290.1
GDP growth rate (%)	5.42	5.98	6.68	6.21	6.81	7.08	6.79
GDP per capita (USD/capita)	1,900	2,028	2,035	2,164	2,385	2,587	2,980
Inflation - CPI (%)	6.6	4.09	0.63	1.83	1.41	2.8	1.83
FDI (US\$ Billion)	21.6	21.9	22.7	15.2	73.5	35.4	16.7
Export (US\$ Billion)	132.1	150.0	162	175.9	213.8	243.48	58.5
Import (US\$ Billion)	131.3	148.0	166	173.3	211.1	236.68	57.5
Jobless Rate (%)	2.2	2.08	2.31	2.30	2.24	2.0	2.0

Source: Cushman & Wakefield Research, Vietnam General Statistic Office

Trade statistics (Vietnam-Global)

Top 5 exports

Products

- Telephone, mobile phones and spare parts
- Textiles and garments
- Computer, electronics & components
- Agricultural products
- Machines, equipment, tools and components

Markets

- China
- USD
- Japan
- EU
- ASEAN

Top 5 imports

Products

- Computer, electronics & components
- Machines, equipment, tools and components
- Telephone, mobile phones and spare parts
- Fabrics
- Plastic ingredient

Markets

- South Korea
- China
- Japan
- Taiwan
- USA

Table: Trade statistics between Vietnam and Global

Unit: Million USD

Items	2016		2017		2018		Q1/2019	
	Value	Δ (%)	Value	Δ (%)	Value	Δ (%)	Value	Δ (%)
Trade Volume	351,385	7	425,123	21	480,171	12.2	116,309	6.6
Export	176,581	9	214,019	21	243,483	13.2	58,860	5.3
Import	174,804	6	211,104	21	236,688	11.1	57,449	8.0
Trade Balance	1,777	-150	2,915	64	6,795	221.7	1,411	-47.5

Source: Vietnam Ministry of Industry and Trade, General Department of Vietnam Customs

Trade statistics (Vietnam-Thailand)

Table: Trade statistics between Vietnam and Thailand

Unit: Million USD

Items	2016			2017			2018			Q1/2019		
	Value	Δ (%)	%	Value	Δ (%)	%	Value	Δ (%)	%	Value	Δ (%)	%
Trade Volume	12,540	9	4	15,281	22	4	17,517	13.4	3.6	4,358	11.7	3.7
Export	3,691	16	2	4,786	30	2	5,494	14.3	2.3	1,389	5.9	2.4
Import	8,849	7	5	10,495	19	5	12,023	13.0	5.1	2,969	14.6	5.2
Trade Balance	-5,158	1	-290	-5,709	11	-196	-6,529	11.9	-96.1	-1,580	23.5	-112.0

Exports to Thailand

- Telephones, mobile phones and parts
- Computers, electrical products & components
- Crude oil
- Other means of transportation, parts and accessories
- Machine, equipment, tools and instruments

Imports from Thailand

- Electric consumer products and parts
- Plastic materials
- Machine, equipment, tools and instruments
- Computers, electrical products & components
- Fruits and vegetables

Foreign Direct Investment (FDI) in Vietnam

- ❖ 1 Jan – 20 Mar 2019: 785 newly licensed projects with newly registered capital of US \$3,82 billion, +80.1% y-o-y
- ❖ 1988 – Mar 2019 (accumulatively): 28,125 projects with registered capital of US \$346.5 billion
- ❖ Top 3 biggest investors (1988 – Mar 2019)
 1. South Korea: US \$64 billion
 2. Japan: US \$56.8 billion
 3. Singapore: US \$48.8



Thailand's investment in Vietnam					
Items	2015	2016	2017	2018	Q1/2019
No. of new projects	25	35	47	40	8
Total new registered investment capital (Million USD)	168.4	432.6	299.6	898.6	106.7
Rank	14	9	10	8	8

Thailand's investment in Vietnam

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Source: Vietnam Ministry of Planning & Investment



Investment capital

- As of March 2019: 532 projects with total registered capital of US \$ 10,467 million, ranked the 8th out of 131 countries investing in Vietnam

Main sectors

- Manufacturing and processing
- Agriculture, forestry and fishery
- Wholesale and retail
- Construction materials

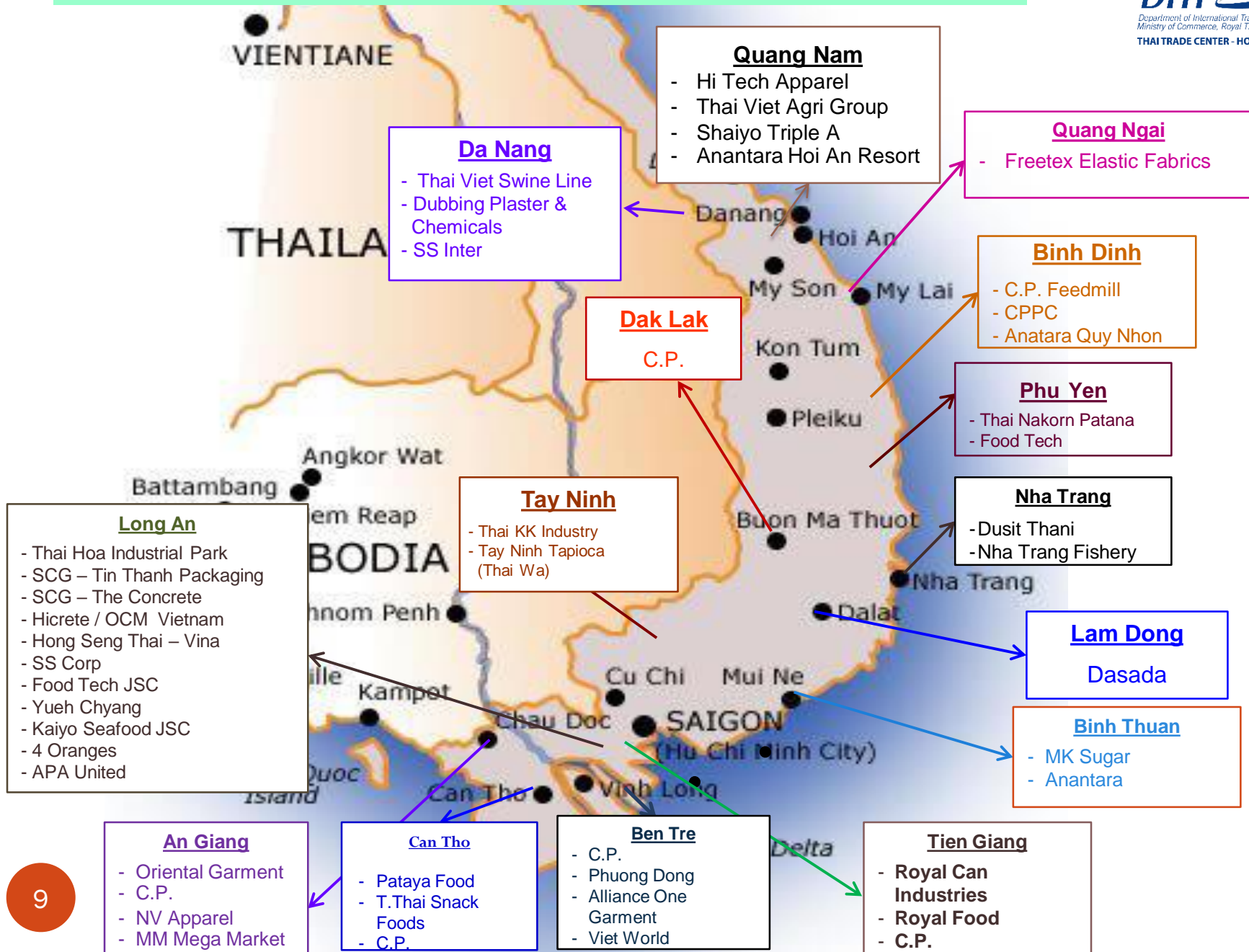
Thai investors in Vietnam



Thai investors in 4 economic hubs of Southern Vietnam



Thai investors in Southern Vietnam



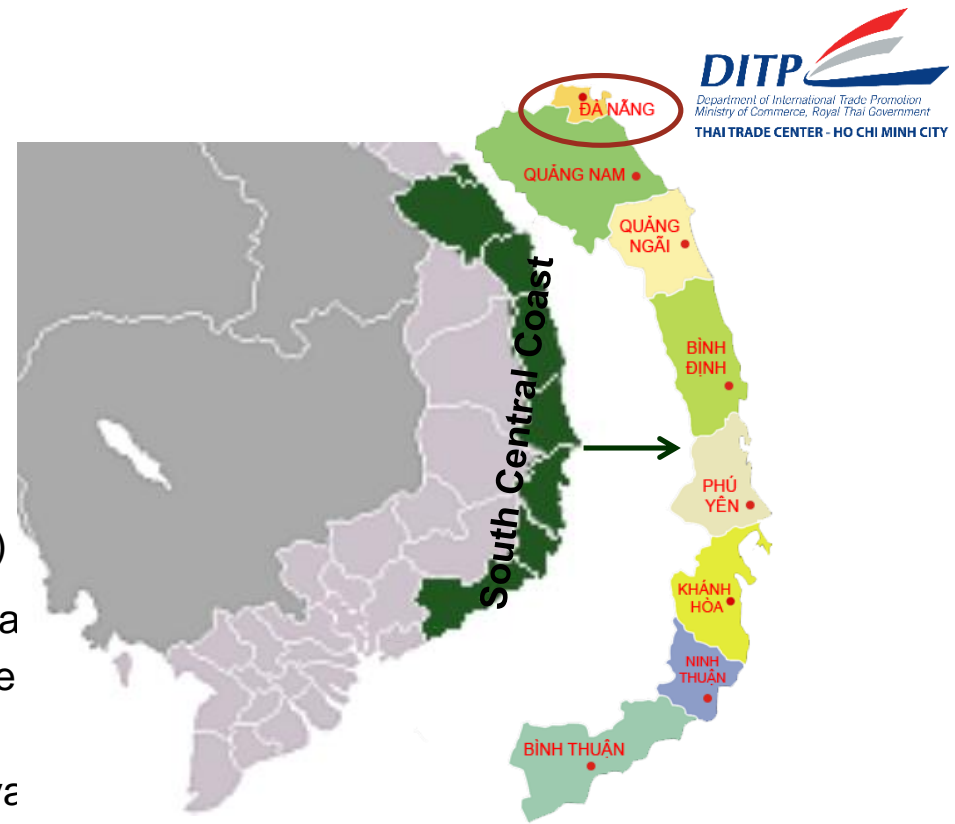
Economic hubs by geographic area

- ❖ **Central Part**
 - North Central Coast
 - South Central Coast
 - Central Highlands
- ❖ **Southern Part**
 - South East (1)
 - Mekong Delta (2)



South Central Coast

- Main north-south transport corridors, main gateway to Central Highlands
- Area: 44,360.7 km² (13.4% share)
- Population: ~ 11.36 million people (10.2% share)
- Includes 1 city and 7 provinces
(**Da Nang** is economic hub and largest city)
- Flagship products: seafood, drinks, handicraft textile & garment, leather & foot-ware, cement electronic & components, IT, agricultural products (pepper, vegetable, rattan, cassava wood, tea, cashew-nut).



Da Nang City - Overview

- Fifth largest city in Vietnam, biggest city in Central Part
- One of the major port cities (together with Hai Phong and Ho Chi Minh City)
- Area: 1,255.53 km² with 8 districts
- Population: ~ 1.231 million people (6 June19)
- Workforce: 677,050 people (6 June19)
- Jobless rate: 1.95%
- Facilities: 1 international airport, 1 international port, 1 high-tech park and 6 industrial parks



Central Highlands

- Area: 54,641 km² (16.5% share)
- Population: ~ 6.5 million people
(Kinh – 65%, Jrai – 8%, Ede – 6%,
Bana – 4%, K'Ho– 2.9%, others – 14.1%)
- Includes 5 provinces
(**Dak Lak** is economic hub and largest city)
- GDP (2016): 7.47%
- GDP per capita (2016): US \$1,742.7
- Flagship products: agricultural products (coffee, tea, rubber, maize, tea, pepper, cotton, cashew-nut, cassava, fruit & vegetable), paper materials, fertilizer



Dak Lak Province

- GDP: US \$919 million
 - + Agriculture-Forestry-Fishery: US \$253.6 million (30.9% share)
 - + Service: US \$466.6 million (46.6% share)
 - + Industry-Construction: US \$179.5 million (20.5% share)
- GRDP growth rate: 6.1%
- GDP per capita: US \$1,400
- Export: US \$30 million (-10.7%)
- Import: US \$61 million (+105.4%)

Data in H1/2018



South East

- Most economically developed and highly urbanized
- Area: 23,555 km² (7.1% share)
- Population: ~ 16 million people (17.3% share)
- Leading FDI destination with 14,458 projects and US \$146,526.1 million, 51.4% share (as of Mar 2019)
- Includes 1 city and 5 provinces
 - ✓ **Ho Chi Minh City**: largest city, economic hub, industrial products
 - ✓ Dong Nai: industrial center (foot-ware, textile & garment, fiber)
 - ✓ Binh Duong: industrial center (wood, textile & garment, leather & foot-ware, rubber, handicraft)
 - ✓ Ba Ria-Vung Tau: oil exploration, maritime transport , fishery exploration and processing
 - ✓ Binh Phuoc: cashew-nut, rubber, cement & clinker, electronic components, wood processing
 - ✓ Tay Ninh: sugarcane, cassava, salt, rubber, mineral, agricultural processing, rubber, textile & garment

Vietnam

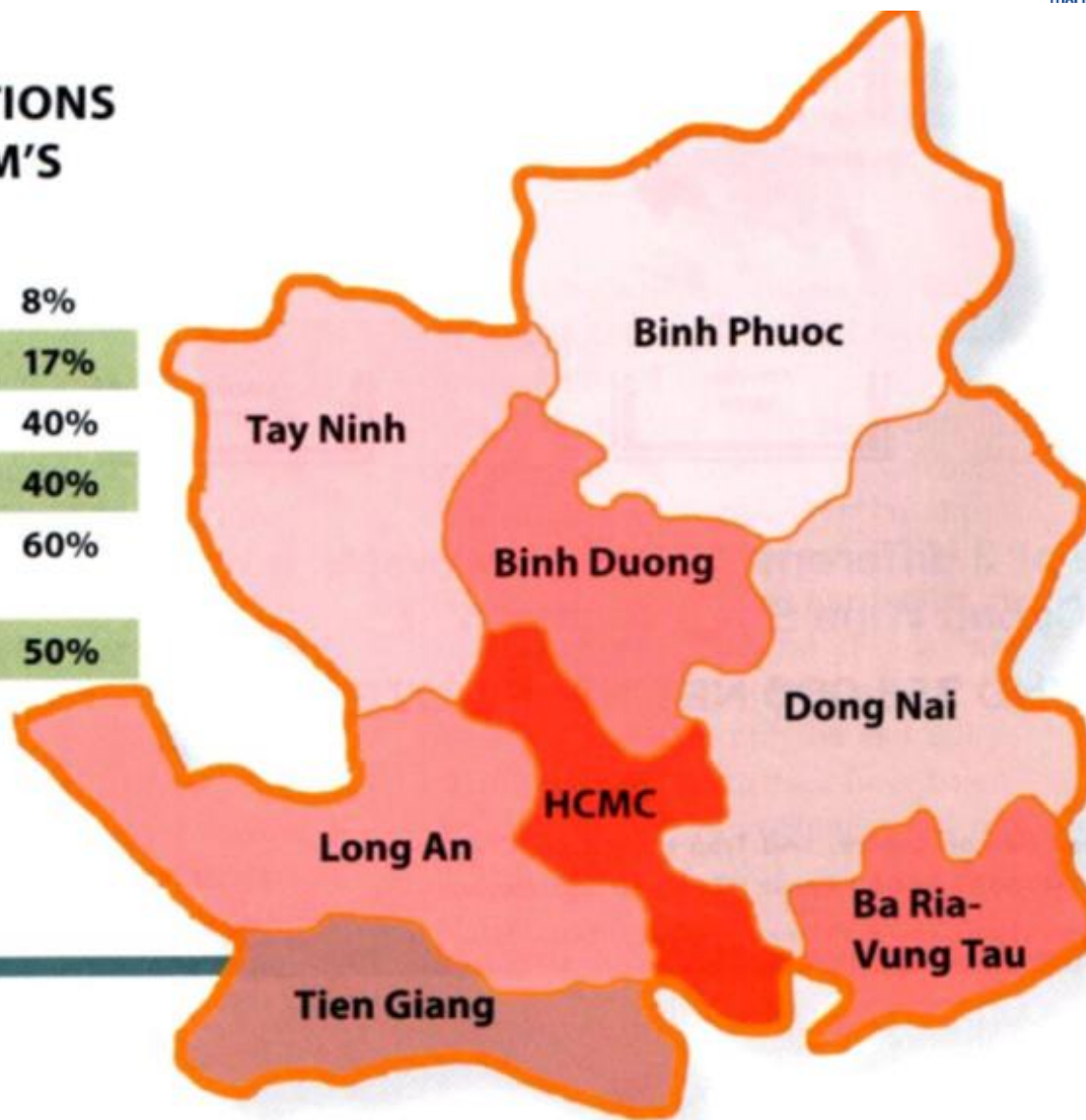


(Southern Key Economic Region: SKER)

SKER'S CONTRIBUTIONS TO VIETNAM'S ECONOMY

Area	8%
Population	17%
GDP	40%
Export value	40%
State budget contribution	60%
FDI	50%

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Ho Chi Minh City : Overview



Ho Chi Minh City
An economic hub of the nation

- Ho Chi Minh City, formerly known as Saigon
- Locates at the heart of the southern part of Vietnam
- Area: 2,096 km² with 24 districts
- Population (2019): 8.8 million The biggest economic center of Vietnam with economic value of US \$56.65 billion
- Contribute about 23.97% to the national GDP
- 296,329 companies (1/3 of Vietnam)
- Jobless rate (2018): 3.8%
- 1 international port, 38 ports and 22 industrial parks

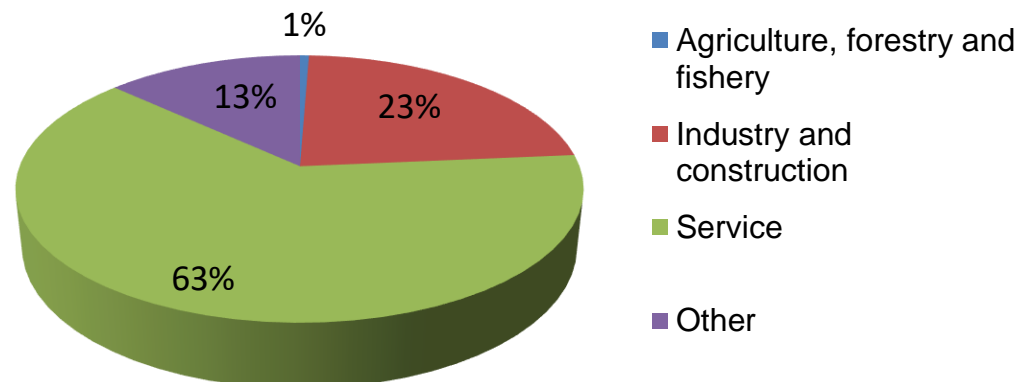
Data in 2019

Ho Chi Minh City – Economic Indicators

Indicator	2016	2017	2018	Q1/2019
GRDP (Billion USD)	45.1	46.7	56.6	19.7
GRDP growth rate (%)	8.05	8.25	8.3	12.3
Export value (Billion USD)	31.8	35.5	38.3	15.7
Export growth rate (%)	5.2	16.1	7.5	7.3
Import value (Billion USD)	37.9	43.3	47.4	19.8
Import growth rate (%)	12.4	13.6	8.8	5.4
CPI (%)	1.98	4.23	1.03	1.04
FDI (Billion USD)	1.44	2.5	7.39	0.68



Proportion of GDP structure



Source: Ho Chi Minh City Statistic Office

Supermarkets in Ho Chi Minh City



Shopping malls in Ho Chi Minh City



Diamond Plaza



Takashimaya



Aeon Mall



CRESCENT MALL



The garden mall



Parkson Plaza



SC VIVOCITY



An Dong Plaza



Vincom Center



Robins



Pearl Plaza

Convenient stores in Ho Chi Minh City



Traditional trade



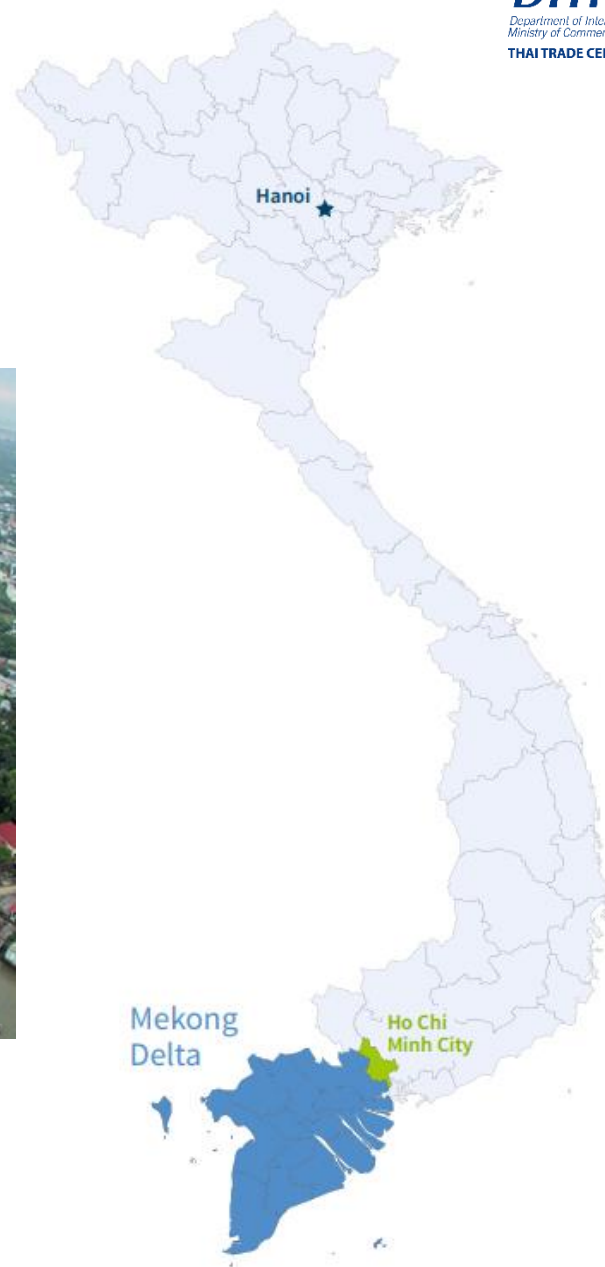
Ben Thanh market

Traditional trade

Thu Duc Agriculture wholesale market



MEKONG DELTA AT A GLANCE



KEY FACTS AND FIGURES



POPULATION

21.5 million

Vietnam: 97.36 million

POPULATION GROWTH

0.46%

Vietnam: 1.05%

LITERACY RATE (above 15 years)

92.6%

Vietnam: 94.7%

POPULATION DENSITY

431 persons/km²

HCMC: 3,731 persons/km²

Vietnam: 271 persons/km²

LABOR FORCE

10.3 million

Vietnam: 54.4 million

PERCENTAGE OF TRAINED WORKERS

10.4%

HCMC: 31.6%

Vietnam: 18.2%

ETHNIC GROUPS

Kinh (or Viet, majority), Khmer, Cham, Hoa

AREA

40,572 km² (12% of Vietnam)

AVERAGE ELEVATION

0.7 – 1.2 m

HIGHEST ELEVATION

Sam Mountain, 230 m

MAJOR CITIES (POPULATION)

1. Can Tho	(1,237,000)	4. My Tho	(240,000)
2. Long Xuyen	(280,000)	5. Ca Mau	(220,000)
3. Rach Gia	(250,000)		

PROVINCES OF THE MEKONG DELTA (POPULATION)

1. An Giang	(2,156,000)	8. Can Tho	(1,237,000)
2. Kien Giang	(1,745,000)	9. Ca Mau	(1,216,000)
3. Tien Giang	(1,714,000)	10. Vinh Long	(1,042,000)
4. Dong Thap	(1,681,000)	11. Tra Vinh	(1,029,000)
5. Long An	(1,477,000)	12. Bac Lieu	(877,000)
6. Soc Trang	(1,308,000)	13. Hau Giang	(768,000)
7. Ben Tre	(1,262,000)		

Mekong Delta

- Most productive region in agriculture and aquaculture
 - ✓ Rice: 47% of total plantation area
 - ✓ Fishery: 70% of total aquaculture area
- Area: 40,572 km² (13% share)
- Population: ~ 21.5 million people (19% share)
- Includes 1 city and 12 provinces
(**Can Tho** is the economic hub and largest city)
- Flagship products: rice, fruit, fishery, livestock, processed foodstuff, handicraft,



CAN THO

- ✓ Located in the convenient position, the center of Mekong River Delta
- ✓ Service sector of Can Tho fast develops and creates the impressive accents that make the Can Tho economy more vibrant.



“ Can Tho economy has developed and become a large “rice bowl” of the country”

Can Tho City - Overview

- Fourth-largest city in Vietnam
- Economic hub and largest city in Mekong Delta
- Located 169 km from Ho Chi Minh City
- Area: 1,401,61 km² (544.0 sq. mi)
- Population: >1.5 million people (2018)
- Workforce: > 1 million people (2018)
- Facilities: 1 international airport, 1 large freshwater port, 8 industrial parks
- Number of credit institutions: 49
- Jobless rate (2016): 2.75%



Can Tho City – Economic Indicators

No	Indicator	2015	2016	2017	2018	2020 (f)
1	GRDP (Billion USD)	3.5	n/a	2.9	1.2	n/a
2	GRDP growth rate (%)	12.28	n/a	7.83	7.43	18
3	GPD per capita (USD)	3,566	n/a	3,214	n/a	4,611
4	Export (Million USD)	1,400	1,553	1,768	17.5	n/a
5	Import (Million USD)	387.5	440.2	427	n/a	n/a
6	FDI (Million USD)	219	225	220	377	n/a



Construction and Transportation

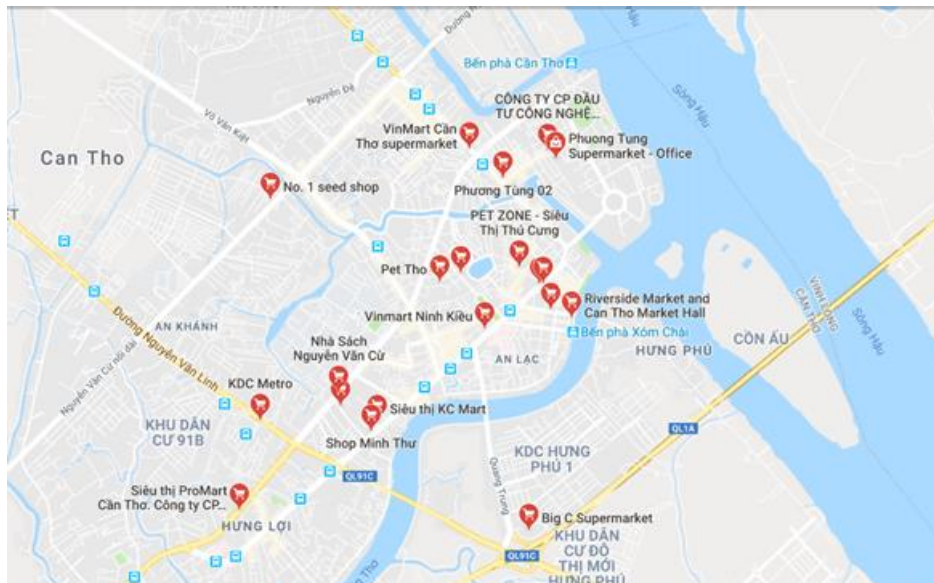
The construction sector develops rapidly along with the process of urbanization;

Many large-scale and high-quality constructions are operation as

- ✓ Can Tho Bridge,
- ✓ Can Tho International Airport,
- ✓ Cai Cui port
- ✓ Expressway



Distribution Channels



The total retail sales increased on average by 30.3% per year

