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## YEN BAI

GREAT ENDEAVOR TO BECOME  
RELATIVELY DEVELOPED  
PROVINCE BY 2025

VIETNAM ECONOMY  
EXTENDS STEADY  
RECOVERY AND GROWTH



**Add:** 8th Floor, VCCI Tower, No. 9 Dao Duy Anh, Hanoi

**Tel:** 84-24-3577 1365      **Fax:** 84-24- 3577 1563, 3577 2595, 3577 2629

**E-mail:** patent@vcci-ip.com; trademark@vcci-ip.com      **Website:** www.vcci-ip.com

VCCI Intellectual Property Sole Member Company Limited (VCCI-IP CO., LTD.), belonging to Vietnam Chamber of Commerce and Industry, is specialized in Intellectual Property legal services. VCCI-IP was established in 1984 (right after the establishment of National Office of Intellectual Property of Vietnam (NOIP) in 1982), formerly as the Patent & Trademark Bureau of Vietnam Chamber of Commerce and Industry, to take the task authorized by the Government to exclusively represent for the registration and protection of intellectual property assets of foreign individuals/entities in Vietnam for years.

In the course of the economic renovation and global economic integration during nearly 40 years, VCCI - IP has been continuously developing and enhancing the professional manner with the firmly asserted position as one of the largest and most prestigious IP agencies in Vietnam. VCCI-IP has annually ranked among the Vietnam's best IP agencies by intellectual property magazines such as Managing IP Magazine and Asia IP Magazine.

At present, VCCI-IP has been cooperating with about 500 hundreds of international law firms, representing for more than 1000 domestic and foreign clients among which are leading industrial groups, multinational corporations such as Sony, Sharp, Panasonic, LG, Toshiba, GlaxoSmithKline, NTT Docomo, Sanyo, Hitachi, etc. VCCI - IP is also the membership of International Associations such as the International Association for the Protection of Intellectual Property (AIPPI), the International Trademark Association (INTA) and the Asian Patent Attorney Association (APAA), etc. With a strong team of more than 70 experienced and devoted lawyers, attorneys and technical experts in various fields, VCCI - IP always commits itself to bring the best services based on close and opportune coordination with clients in establishing and protecting effectively intellectual property rights in Vietnam and foreign countries.

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- 7** Providing legal advices and representing for settlement of IPRs infringement and anti-counterfeits in Vietnam and foreign countries;
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PHAM NGOC TUAN  
EDITOR-IN-CHIEF

PHAM THE NAM  
DEPUTY EDITOR-IN-CHIEF  
In Charge of VIETNAM BUSINESS FORUM

**BOARD OF ADVISORS**

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*Chairwoman of Board of Directors, BRG Group*

Designer: HOANG ANH  
Sub-editor: STEVEN GROFF

**HEAD OFFICE**

4th Floor, 9 Dao Duy Anh St., Hanoi  
Tel: (84-24) 35743985/35743063  
Fax: (84-24) 35743985  
Email: vbfhanoi@gmail.com; vbf@vcci.com.vn  
Website: www.vccinews.com

**SOUTHERN REP. OFFICE**

171 Vo Thi Sau St., Dist.3, HCM City  
Tel: (84-28) 39321099/39321700  
Fax: (84-28) 39321701

**NORTHERN REP. OFFICE**

4th Floor, 208 De La Thanh St.,  
Dong Da Dist., Hanoi  
Tel: (84-24) 6275 4809  
Fax: (84-24) 6275 4835

**Chief Representative**

NGO DOAN KHUYEN

**JAPAN**

2nd Floor, Hirkawacho-Koizumi Bldg.,  
1-9-5, Hirakawacho, Chiyoda - ku,  
Tokyo 102-0093  
Tel: 81-3-5215-7040  
Fax: 81-3-5215-1716

**Chief Representative**

AKI KOJIMA



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**Cover photo:** Paragliding festival in Yen Bai province - an annual event to promote local spectacular beauty to visitors far and wide



# VUONG DINH HUE ELECTED CHAIRMAN OF NATIONAL ASSEMBLY OF VIETNAM

All present deputies cast aye ballots to elect Mr. Vuong Dinh Hue Chairman of the National Assembly of the Socialist Republic of Vietnam and Chair of the National Election Council.

Addressing the inauguration, newly elected Chairman Hue emphasized: "Under the sacred red flag with yellow star of the Fatherland, to the National Assembly, fellow citizens and voters nationwide, I - Chairman of the National Assembly of the Socialist Republic of Vietnam - take an oath: Absolutely loyal to the Fatherland, to the People, to the Constitution of the Socialist Republic of Vietnam, strive to fulfill all the tasks I am entrusted by the Party, the State and the People."

Speaking after the oath ceremony, he expressed his sincere gratitude to the National Assembly for having elected him Chairman of the National Assembly of the Socialist Republic of Vietnam. "This is an extremely great honor and a very heavy responsibility for me as well," he stressed.

This is the last session of the 14th National Assembly, held in the context that the entire Party, the entire people and the entire army are actively fulfilling the Resolution of the 13th National Party Congress and preparing for the election of deputies to the 15th National Assembly and the People's Councils at all levels for the 2021 - 2026 term. Therefore, it is necessary to simultaneously perform the



**Mr Vuong Dinh Hue takes the oath as he becomes Chairman of the National Assembly and the National Election Council**

dual task of pandemic containment and economic development while ensuring continuous operation of the National Assembly.

"As Chairman of the National Assembly, I vow to do my best, together with all the staff of the National Assembly Standing Committee, organs of the National Assembly, organs of the Standing Committee of the National Assembly and National Assembly deputies, to promote the fine traditions and great achievements of the National Assembly over the past periods, further reform methods, improve working quality and performance of the National Assembly for the ultimate goal of service to the nation and the people, for the happiness of the people," said Chairman Hue.

As the Chairman of the National Election Council, he pledged to seriously carry out the Council's functions, duties and powers, together with its members, in line with the Law; and successfully organize elections to elect outstanding deputies representing the will, aspirations and ownership of the people in the National Assembly and the People's Councils at all levels in the new term.

At the following meeting, with a majority of votes in favor, the National Assembly elected three Vice Chairmen: Mr. Tran Thanh Man - President of the Central Committee of the Vietnam Fatherland Front, Mr. Nguyen Khac Dinh - Secretary of the Khanh Hoa Provincial Party Committee, and Mr. Nguyen Duc Hai - Chairman of the National Assembly's Finance and Budget Committee. With this result, the National Assembly currently has four Vice Chairmen, including Mr. Do Ba Ty, incumbent. ■



**NA Chairman Vuong Dinh Hue congratulates three new NA Vice Chairmen - Mr. Tran Thanh Man (second from left), Mr. Nguyen Khac Dinh (first from left), and Mr. Nguyen Duc Hai (fourth from left)**

## VIETNAM - SINGAPORE

## SEEKING STRONGER BUSINESS COOPERATION

Vietnam and Singapore have given great priority to strengthening economic, trade and investment cooperation on the basis of promoting the advantages of each country.

HA THU

Speaking at the meeting with Singapore Ambassador Jaya Ratnam recently at VCCI headquarters, Dr. Vu Tien Loc, President of VCCI, emphasized that the Vietnam-Singapore strategic partnership has enjoyed positive and substantial developments over the years. The great achievements in trade and investment relations between the two countries have created trust between both sides. VCCI President Loc expected the two sides to promote cooperation in many other fields. Singapore is an important partner of Vietnam, in which the Vietnam - Singapore Industrial Park (VSIP) is operating very effectively as a symbol of cooperation between the two countries. All the provinces of Vietnam where he came to work wanted Singapore to boost investment and build more model industrial parks like VSIP, he added.

According to Dr. Vu Tien Loc, Vietnam and Singapore still have a lot of room for the two countries to promote cooperation in the coming time, in which Singapore has advantages in capital and Vietnam has advantages in natural resources and human resources. Vietnam encourages Singaporean businesses to invest in high-tech, establish innovation centers, R&D centers, and develop infrastructure of industrial parks; processing and manufacturing industry, supporting industries, high-quality services, and participate in the equitization of state-owned enterprises. Besides, Vietnamese enterprises also want to learn from Singapore in building transparent governance and sustainable development.

Regarding the support program for Vietnamese small and medium-sized enterprises (SMEs), Dr. Vu Tien Loc said that Singapore could help Vietnamese enterprises improve their competitiveness through support and training programs. The more developed Vietnamese enterprises are, the better and more productive cooperation with Singapore will become. VCCI President Loc believed Vietnam and Singapore relations will continue to be nurtured and developed as Mr. Ratnam takes the position of Ambassador Extraordinary and Plenipotentiary in Vietnam. Previously, Mr. Ratnam was an ambassador to the EU. VCCI President Vu Tien Loc



VCCI President Vu Tien Loc ( R) hosts a reception for Singapore Ambassador Jaya Ratnam

also hoped that Ambassador Jaya Ratnam would promote Vietnam-Singapore relations in particular and Vietnam-EU as well as ASEAN-EU relations in general.

In agreement with VCCI President Vu Tien Loc, Singapore Ambassador Jaya Ratnam affirmed that Singapore was increasingly interested in expanding investment in Vietnam. Singapore businesses define Vietnam as a market of primary interest not only in traditional economic sectors but also in new areas such as infrastructure and urban solutions, innovation and start-up, e-commerce. "The Embassy and VCCI need to work together to increase cooperation opportunities for businesses of the two countries," Ambassador Jaya Ratnam emphasized.

Regarding the further development of the model of industrial parks like VSIP, Ambassador Jaya Ratnam affirmed that Singapore was ready to build more industrial zones in Vietnam. Ambassador Jaya Ratnam also hoped that the two countries can cooperate closely to turn the Vietnam - Singapore innovation centers into effective and typical innovation centers in the future.

In particular, Ambassador Jaya Ratnam said that, next August, when the World Economic Forum (WEF) will hold an annual special meeting in Singapore, he hopes that Vietnam and VCCI will participate directly in Singapore. In addition, in the context that the pandemic has been gradually controlled in the two countries, Ambassador Jaya Ratnam highly hoped that Vietnam and Singapore will gradually open their borders so that businesses can travel more easily. ■



# Toward Sustainable Trade Development

**A**t the workshop on promoting the implementation of the Comprehensive and Progressive

Agreement for Trans-Pacific Partnership (CPTPP) and developing trade relations between Canada and Vietnam, coordinated by the Embassy of Canada in Hanoi and VCCI, Ms. Deborah Paul said that the CPTPP has helped improve the competitive advantage of products in the two countries' markets. Thanks to the CPTPP, the merchandise trade between Canada and Vietnam reached a record 8.9 billion CAD in 2020, up 12% year-on-year and 37% after two years the agreement took effect, despite the negative impact of the Covid-19 pandemic on global trade.

The CPTPP came into effect for both Vietnam and Canada in January 2019. CPTPP provides a rules-based trading environment and enhances market access for exporters and investors and establishes duty-free access to trade in goods between Canada and Vietnam, eliminating tariffs on major Canadian exports.

In addition, the CPTPP helps improve market access in areas such as financial services, information and communication technology, and infrastructure. The CPTPP also allows Canadian and Vietnamese companies to invest in each other's markets more confidently while enhancing predictability and transparency.

Canada's services industry also benefits from more predictable and transparent accessibility in areas such as business and environmental services. The agreement makes short-term entry easier for entrepreneurs and helps improve the transparency of the business environment, enables two-way direct investment and helps companies establish a more favorable commercial presence.

Dr. Vu Tien Loc, President of VCCI, said that the rate of taking advantage of preferential tariff for Vietnam's export goods to Canada is modest, but still superior to the rest of the CPTPP partners. In 2019, while the rate of Vietnamese exports taking advantage of the general CPTPP preferences was only 1.67%, this rate with Canada reached 8%.

"The CPTPP has improved accessibility for trade in goods and services between Canada and Vietnam, strengthening a set of common rules, reducing trade costs and making investment more predictable," said Ms. Deborah Paul, Canadian Ambassador to Vietnam.

ANH MAI



**Delegates at the workshop on Vietnam – Canada trade relations in the post Covid-19 period**

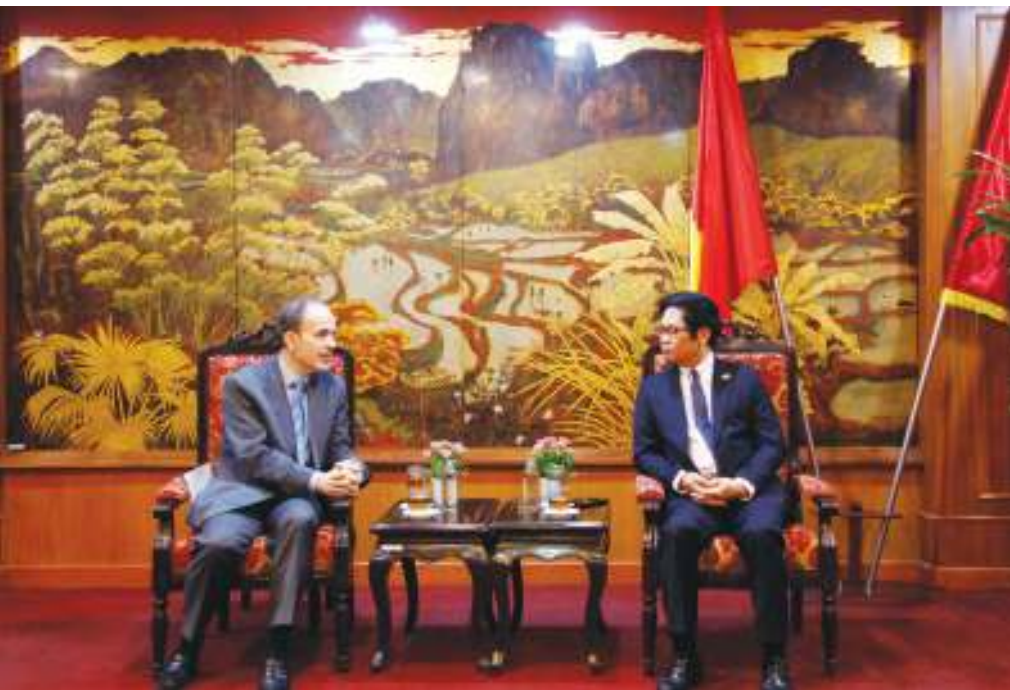
According to VCCI President Vu Tien Loc, the CPTPP has contributed a great part in the business cooperation process between Vietnam and Canada, especially import and export activities with preferential tariff opportunities that the two sides offer, bringing significant improvements in non-tariff barriers toward greater transparency and convenience for the flow of goods between the two sides.

According to the Embassy of Canada in Vietnam, Vietnam has been Canada's largest trading partner in the Association of Southeast Asian Nations (ASEAN) since 2015. Vietnam was the second-largest market in ASEAN in 2020 for agricultural and marine products exported from Canada. Canada's top agricultural and marine exports to Vietnam include grains, oilseeds, fish and crustaceans, fruits, beef, pork and dairy products. The CPTPP establishes duty-free access to merchandise trade between Canada and Vietnam and makes high-quality Canadian products more affordable to Vietnamese consumers.

The total value of Vietnamese exports to Canada saw 16% growth, with a significant contribution of mobile phones, footwear, furniture and apparel. This value will continue to grow as the CPTPP expands after the ratification and accession of new members.

At the seminar, the handbook on CPTPP compiled by VCCI with the support of the Canadian Embassy was also introduced to Vietnamese and Canadian businesses. The handbook provides key information on the important results and benefits of the Agreement, and provides useful advice to help businesses take advantage of the Agreement to expand trade and investment. ■

# Bolstering Business Ties with Greek and Argentinean Enterprises



**VCCI President Vu Tien Loc receives Greek Ambassador Georgios Stilianopoulos**

**A**mbassador Georgios Stilianopoulos said Greece is currently a developing market in Europe where there are a lot of opportunities for foreign businesses, including Vietnam. Greece's current potential key sectors include maritime, tourism, and high-quality agriculture, sustainable development, high technology, infrastructure, innovation and energy. Currently, the Government of Greece has more open policies to woo investors into tourism, infrastructure and other sectors. Besides, the signing of the EU - Vietnam Free Trade Agreement (EVFTA) provided a legal corridor and opportunities to promote trade between the two countries.

According to Ambassador Georgios Stilianopoulos, Vietnam is considered a dynamically developing economy of Southeast Asia, becoming an attractive destination for foreign investors. Many Greek businesses are eager to learn about the market and their reliable partners in Vietnam. "In the coming time, we hope to work together with trade promotion agencies as well as governmental agencies of the two sides to promote Vietnam - Greece cooperation," said the Ambassador.

**VCCI President Vu Tien Loc recently hosted meetings with Greek Ambassador Georgios Stilianopoulos and Argentine Ambassador Luis Pablo Maria Beltramino at the VCCI Tower in Hanoi.**

**THU HA**

Asserting the cooperation of Vietnamese and Greek businesses, VCCI President Vu Tien Loc said that Greece has many fields attractive to Vietnamese businesses such as tourism, high technology, and maritime transportation. Given the complicated development of the Covid-19 pandemic, he proposed that the two sides could coordinate to open Vietnam - Greece Business Forum, combined with a B2B online meeting to share information, explore potential and expand cooperation opportunities in new fields. In the coming time, VCCI will also propose the Government organize a high-level delegation to visit Greece to tighten and strengthen the bilateral cooperation.

On the same day, VCCI President Loc also welcomed and worked with Ambassador Luis Pablo Maria Beltramino of Argentina. He congratulated the Ambassador on the new mission in Vietnam and hoped the Vietnam - Argentina friendship will be expressed by specific actions to bring real benefits to businesses.

Sharing this view, Ambassador Luis Pablo Maria Beltramino also wished to further deepen cooperation between Vietnam and Argentina in general and between the two Chambers of Commerce in particular. Ambassador proposed coordinating to organize an online meeting between businesses of the two countries to exchange information to seek cooperation opportunities. Especially, 2021 is the 30th anniversary of the founding of the Mercosur bloc. The Ambassador wished to organize

activities to promote business cooperation between the two sides with the participation of the Presidents of the Chamber of Commerce and representatives of the governments of the two countries.

Agreeing with this proposal, VCCI President Loc affirmed that VCCI is always ready to cooperate with the Embassy and the Chamber of Commerce of Argentina to promote business cooperation. VCCI is willing to support and facilitate Argentine businesses to seek investment and cooperation opportunities in Vietnam. ■





## SUPPORTING WOMEN-OWNED BUSINESSES IN DIGITAL TRANSFORMATION

The current digital transformation is not only a trend but a vital development requirement of all economies in the world. Vietnamese businesses cannot avoid this reality, especially for micro, small and medium-sized enterprises (MSMEs).

**ANH MAI**

In order to help women-owned MSMEs update information, improve knowledge of digital transformation and quickly adapt to the digital economy, Vietnam Women Entrepreneurs Council (VWEC)- VCCI, with the support of the Embassy of Canada in Vietnam, recently organized a training program on "Capacity building for women entrepreneurs in the digital economy."

### **Boost to digital transformation**

Ms. Nguyen Thi Tuyet Minh, Chair of VWEC - VCCI, said, the Covid-19 pandemic is a "big accelerator" that has hastened digital transformation, which has become stronger than ever. Digital transformation brings great benefits to the Vietnamese business community in general and women-owned businesses in particular, especially in commercial transactions and customer base development, fills the geographical gap, reduces time, slashes various costs while increasing profits for businesses. The national digital transformation program, devised to enable a digital government, digital economy and digital transformation, will help create a more favorable and transparent business environment and boost the capacity of enterprises, especially SMEs.

Ms. Deborah Paul, Canadian Ambassador to Vietnam, said, Covid-19 has shown the strong efforts of Vietnam to bolster the economy as well as digital transformation. Currently, many SMEs are still facing difficult access to e-commerce and digital transformation. Therefore, Canada will continue to partner with VWEC to support female entrepreneurs in approaching and changing business outlook and perception to be more competitive in the digital economy.

### **Innovations must be uninterrupted**

Mr. Nguyen Hoa Cuong, Vice President of the Central Institute for Economic Management (CIEM), said that Vietnam has many digital transformation policies, including Resolution 52-NQ/TW of the Politburo dated September 27, 2019 on active participation in the Fourth Industrial Revolution; Decision 749/QĐ-TTg of the Prime Minister dated June 3, 2020 on approval of the "National Digital Transformation Program to 2025 and further to 2030" - Digital transformation at national and local levels: Digital government, digital economy and digital society; and Decision 2289/QĐ-TTg of the Prime Minister dated December 31, 2020 on promulgation of the National Strategy on the Fourth Industrial Revolution to 2030: Overall action plans at all levels and sectors.

In addition, the Ministry of Planning and Investment has cooperated with the United States Agency for International Development - USAID (SmeLink Project) from December 2020 to carry out the Digital Transformation Business Program for the 2021-2025 period (<http://digital.business.gov.vn>), which sets a target of giving 100,000 businesses technical support and making at least 100 model enterprises successful.

Together with other programs and plans at the central level, digital transformation plans launched by many ministries are taking place. Therefore, in 2021, this opportunity is in the hands of businesses themselves, he said.

However, in reality, the rate of companies interested in science and technology, digital transformation and innovations is not high. According to VCCI's data, only 21% of Vietnamese enterprises have joined global value chains, compared with 30% in Thailand and 46% in Malaysia. Their revenue for science and technology is very low. Data released by the

*(continued on P.27)*

# Vietnam Economy Extends Steady Recovery and Growth

Many economies of East Asia and the Pacific (EAP) began to bounce back after severe economic shock in 2020. However, only China and Vietnam have followed a V-shaped recovery path with an output surpassing pre-COVID-19 levels in 2020. Most of the other countries have not seen a full-fledged recovery in terms of either output or growth momentum.

QUYNH CHI

According to East Asia and Pacific Economic Update released by the World Bank (WB), growth in the region is expected to accelerate from an estimated 1.2% in 2020 to 7.5% in 2021. But they are likely to see a three-speed recovery. Vietnam is expected to grow even more strongly in 2021, by 6.6%, up from 2.9% in 2020.

Other large economies, more scarred by the crisis, will grow about 4.6% on average, slightly slower than pre-crisis growth. Recovery is expected to be particularly protracted in tourism-dependent island economies.

According to the report, economic performance has depended on the

effectiveness of virus containment, the ability to take advantage of the revival of international trade, and the capacity of governments to provide fiscal and monetary support.

According to the General Statistics Office (GSO), the gross domestic product (GDP) in the first quarter of 2021 was estimated to expand by 4.48% from a year ago, up from 3.68% in the first quarter of 2020.

The agriculture, forestry and fishery sector rose by 3.16%, contributing 8.34% to the general growth rate. The industrial and construction sector expanded by 6.3%, contributing 55.96%; and the service sector climbed by 3.34%, contributing 35.70%.

Particularly, the agricultural sector





grew by 3.19%, only lower than that in the first quarter of 2011 and 2018 in the 2011-2021 period, thus adding 0.29 percentage points to the GDP growth. The forestry sector increased by 3.78% but made up for just 0.02 percentage points. The fishery sector added 2.90%, higher than the growth of 2.79% in the same period of last year, contributing 0.07 percentage points.

In the industrial and construction sector, industry advanced 6.5% year on year in the first quarter, higher than the growth of 5.1% a year earlier but much lower than 10.45% and 9% in the same period of 2018 and 2019, respectively, contributing 2.2 percentage points to the GDP growth.

The processing and manufacturing sector continued to play a leading role in economic growth, jumping 9.45% to add 2.37 percentage points to the GDP expansion.

However, entering the second quarter, Vietnam's social and economic performance still faced many difficulties and challenges, especially the opening economy of Vietnam, influenced by mixed aspects as the world economy is increasingly complicated and unpredictable. Although COVID-19 has been basically contained in Vietnam, complicated global developments have disrupted global supply chains and hurt trade, tourism and transportation, and unemployment will increase damage to social security.

GSO believed that Vietnam's economy will face numerous difficulties in 2021. Achieving the growth target of 6.5% is a huge challenge. Vietnam needs cooperation and consensus of the Government, businesses and people.

In the short term, according to GSO, it is necessary to control the COVID-19 pandemic well, quickly deploy COVID-19 vaccinations, and adopt solutions so businesses can quickly and effectively access support packages and speed up public investment disbursement.

The agricultural sector needs to adapt to appropriate rice structure, cultivated area, stock structure, and respond to climate change.

In particular, it is necessary to support the business community to deal with difficulties in consumer markets like finding and expanding export markets, supporting taxes and export tariffs, and stimulating domestic consumer demand. ■

## FDI Inflows Reach over US\$10 Bln in Jan-Mar Period

As of March 20, foreign direct investment capital inflows to Viet Nam increased by 18.5% to US\$10.13 billion, according to Foreign Investment Agency (FIA) under the Ministry of Planning and Investment. Of the above figure, newly registered capital reached US\$7.2 billion, up 30.6% over the same period last year while adjusted capital grew by 97.4% to US\$2.1 billion. Meanwhile, total volume of capital contribution and share purchases by foreign investors stood at US\$908 million, or a year-on-year decrease of 58.5%. The capital inflows were committed in 17 sectors, in which processing and manufacturing took the lead with US\$5 billion, accounting for 49.6% of the total investment capital, followed by electricity generation and distribution with US\$3.9 billion. In the reviewed period, Singapore was the biggest foreign investor with nearly US\$4.6 billion, or 45.6% of the total registered capital while Japan ranked second with US\$2.1 billion, followed by the Republic of Korea with US\$1.2 billion. Noticeably, almost all the investment capital inflows from Singapore and Japan were newly-registered, reported the FIA. In the first quarter, the country granted investment licenses to several big projects, including the US\$3.1 billion LNG-to-power complex in Long An province and O Mon II power plant in Can Tho City. The disbursed volume of FDI capital was estimated at US\$4.1 billion, up 6.5% in comparison to the same period last year. As the national economy began gradual recovery, export value of the foreign-invested sector rose by 27.5% to US\$58.59 billion, making up 76.4% of the total export turnover. The sector's import turnover was estimated at US\$49.8 billion, a year-on-year increase of 30.3% against the same period last year and accounting for 66.8% of the nation's total import volume.

VGP

## Over 29,000 New Companies Established in Q1, 2021

Vietnam had 29,300 new companies with a total registered capital of VND447.8 trillion (US\$20 billion) in the first quarter of 2021, which hired 245,600 workers, up 1.4% in companies, 27.5% in value and in 0.8% employees from a year earlier, according to the General Statistics Office (GSO).

Newly founded companies average registered capital of VND15.3 billion, up 29.2% year on year. Including the VND525.3 trillion (nearly US\$23 billion) added by 9,600 existing enterprises, the total registered value reached VND973.1 trillion in the first three months of 2021.

In addition, 14,700 enterprises resumed operation, down 0.5% from the same period of 2021, bringing the total number of newly established companies and resumed companies to 44,000 in the reporting period. On average, each month saw nearly 14,700 companies starting operations.

From January to March, 40,300 enterprises suspended their operations for a definite period, stopped operations or settled bankruptcy procedures, 15.6% more than a year ago, including 23,800 enterprises temporarily suspending their business for a given term (up 28.2%), 11,300 enterprises ending their operations and waiting for dissolution procedures (down 7.3%), and 5,200 enterprises completing dissolution procedures (up 26.4%). On average, 13,400 enterprises withdrew from the market each month.

Ha Thu



Delegates at the forum on "Capital Market Development - Opportunities in the New Era"

## What Prospects for Vietnam's Capital Market?

Speaking at the Forum "Capital Market Development - Opportunities in the New Era" in Hanoi, Ms. Nguyen Le Thuy, Editor-in-Chief of the Economy and Forecast Review, said that Vietnam's economy is showing the likelihood of positive recovery. The country's GDP expanded by only 2.91% in 2020, hammered by the COVID-19 pandemic impacts, but grew by 4.48% year on year in the first quarter of 2021.

Remarking on the stock market, Dr. Nguyen Tu Anh, Director of the Central Economic Commission, affirmed that Vietnam's stock market has so far achieved remarkable development since its inception, but its fundraising function is underperforming. Stock diversification is still poor, resulting in high volatility in the market. Meanwhile, ample unemployed funding in the economy, a sharp slump in deposit rates, and a steep drop of government bond yields are facilitating the development of the stock market in particular and the capital market in general in a new context.

Mr. Dang Quyet Tien, Director of the Department of Corporate Finance under the Ministry of Finance, said the capital market development will also stimulate State-owned enterprises (SOEs) to mobilize capital on the equity market to reduce the ratio of commercial credit loans, ease pressures on domestic fees and diversify forms of capital mobilization.

From the perspective of an independent expert, Dr. Can Van Luc, said, the opportunity for balanced development in Vietnam's capital market is huge. Specifically, capital market development is favorable. The legal framework is increasingly improved (with the introduction of the Securities Law, the Enterprise Law and the Investment Law, effective from January 1, 2021); the macroeconomic foundation is solid; prospects for recovery and development are quite good; the market size and liquidity are

Despite facing many unpredictable events, Vietnam's capital market is expected to develop more strongly and more evenly in the new era.

HA THU

increasing; P/E ratios attractive in comparison with regional markets; and incomes look up rapidly as more and more investors enter the stock market, resulting in more capital flows into the market from individuals.

However, according to economist Can Van Luc, the new era will also require efforts for better corporate governance, investor professionalism and market operation. He predicted that people and technology are two breakthroughs for the coming development of the Vietnamese capital market.

On the business side, a representative of HAPACO Group - the first northern company listed on the Vietnam stock market, said that before there was the stock market, the company had had only one way to get funding - through banks. Since the stock market was opened, HAPACO and many other businesses have been able to raise a lot of money from public investors, thus enabling them to expand investment funds, shareholders, partners and markets.

Regarding investment prospects in the new decade, Mr. Pham Tien Dung, Research Director of Bao Viet Securities Company, predicted that the Industry 4.0 era will change the way investment banks, securities companies and investment funds interact with customers. Conventional business models will be changed.

To develop the capital market in the coming time, he suggested studying and considering life insurance and pension insurance as deductible expenses when personal income tax is calculated to encourage public savings to support the capital market development. In addition, stock market regulators need to set up research funds and mechanisms to support Fintech research and startup projects concerning securities, asset management and fund management. ■



# Vietnam Sustains Growth Momentum in Bond Market

An improving global economic outlook and progress in Covid-19 vaccinations have pushed up bond yields in emerging East Asia, including Vietnam, according to the latest issue of the Asian Development Bank's (ADB) Asia Bond Monitor.

## QUYNH ANH

**L**ocal currency bond markets in the region expanded to US\$20.1 trillion by the end of 2020. Investor sentiment and financial conditions also improved. Particularly, Vietnam's local currency bond market grew 8.1% quarter-on-quarter (q-o-q) to reach US\$71.0 billion at the end of December 2020. The steady growth in government bonds and corporate bonds supported this growth.

Government bonds outstanding rose 7.1% q-o-q to US\$58.8 billion in the fourth quarter of 2020, accounting for 82.8% of the total bonds in the country. Corporate bonds outstanding increased at a much faster rate of 13.6% q-o-q and 169.5% year-on-year (y-o-y) to US\$12.2 billion.

Vietnam's government bonds increased by 7.1% q-o-q to reach US\$58.8 billion by the end of December 2020, accounting for 82.8% of the country's total bond volume. Corporate bonds also maintained growth momentum, with an increase of 13.6% q-o-q and 169.5% y-o-y, reaching US\$12.2 billion.

Previously, Vietnam's local currency bond market posted strong quarterly growth of 11.6% by the end of September 2020 - the highest quarterly growth in emerging East Asia, reaching US\$65.3 billion. This growth was supported by expansion in both government bonds and corporate bonds.

Emerging East Asia comprises the People's Republic of China; Hong Kong, China; Indonesia; South Korea; Malaysia; the Philippines; Singapore; Thailand; and Vietnam.

"Bond markets in emerging East Asia continued to grow, mobilizing funding for the region's sustainable recovery from the pandemic," said ADB Chief Economist Yasuyuki Sawada. "Successful vaccination campaigns, accommodative monetary policy stances, and easing of restrictions are spurring economic activity and shifting the recovery into a higher gear."

Government bond yields in most advanced economies and emerging East Asian markets increased between 31 December 2020 and 15 February 2021. Meanwhile, improved sentiment boosted most equity markets and regional currencies. Capital flows into the region's equity and bond markets also recovered in the last quarter of 2020.

Emerging East Asia's local currency bond market reached US\$20.1 trillion at the end of December 2020, 3.1% higher than the preceding quarter and 18.1% higher than a year earlier. The size of the bond market grew to the equivalent of 97.7% of the region's gross domestic product at the end of the fourth quarter of 2020. Local currency bond issuance stood at US\$2 trillion.

Government bonds dominated the region's bond stock at US\$12.4 trillion as of the end of December, while corporate bonds amounted to US\$7.7 trillion. China remained the region's largest bond market, accounting for 77.4% of emerging East Asia's total bond stock. ■

## Vietnamese Economy Projected to Grow 6.6% in 2021

The World Bank forecasts that Viet Nam's GDP growth in 2021 is set to rebound to 6.6%, higher than the Vietnamese Government's target for the nation's economic growth this year.

According to the international lender's East Asia and Pacific Economic Update April 2021, many of the economies in the region began to bounce back in the second half of 2020 after an initial slump.

However, among major economies of the region, only China and Viet Nam have followed a V-shape recovery path with output surpassing pre-Covid-19 levels in 2020.

Against this backdrop, only China and Viet Nam are expected to grow strongly in 2021, by 8.1% and 6.6%, respectively, while the rest of the region is expected to grow by only 4.4%.

Regarding the race between infections and vaccination in Viet Nam, the WB supposed that the nation is effectively pursuing Covid-19 elimination, have space to develop a more suitable vaccination strategy for its large populations.

For example, even as the country moves quickly to vaccinate the more vulnerable, it may choose to implement mass vaccination gradually as it obtains better evidence on the efficacy of vaccines and against the variants of concern, the report writes.

VGP

# Improving Policy Access for Cooperatives

Up to 41% of total cooperatives are unaware of the zero-interest lending policy applied to layoff allowances for their employees; and 38% do not know power bill reduction policy for business entities, according to a survey conducted by the Vietnam Cooperative Alliance (VCA) and the United Nations Development Program (UNDP) in four provinces and cities in Vietnam adversely affected by the Covid-19 pandemic.

QUYNH CHI

## Limited access to preferential policies

VCA President Nguyen Ngoc Bao said, since the Covid-19 outbreak in Vietnam in January 2020, Vietnam has successfully controlled the pandemic and achieved relatively good results in keeping it at bay, thus enabling the country to recover and develop social and economic activities. The Government introduced many support policies, each of which is instrumental and inspirational to all actors in all sectors such as tax exemption, access to the accommodative fund, simplified administrative procedures and other special incentives. However, in reality, some policies did not mention cooperatives in their scope of regulation, resulting in many limitations in accessing these policies.

In addition, up to 41% of total cooperatives are unaware of the zero-interest lending policy applied to layoff allowances for their employees; and 38% do not know the power bill reduction policy for business entities.

To actively cope with the pandemic and adopt sustainable business models; build the spirit and sense of actively preventing the pandemic, adapting to climate change, minimizing risks and damages, developing and scaling up new cooperative models for each cooperative member and each cooperative, many cooperatives have also sought solutions to improve resilience and mitigate damage caused by the pandemic.

The findings showed

that 76.8% of the cooperatives applied digitalization to exchange information and adopted collective decision-making meetings; 37.4% used information technology in training and communication; 35.6% supported their members and workers with personal protective equipment.

Besides, some cooperatives still made more revenue than in 2019. Profitable cooperatives accounted for 17.8% (mainly active in some agricultural sectors.)

## Clearly defining cooperatives as policy beneficiaries

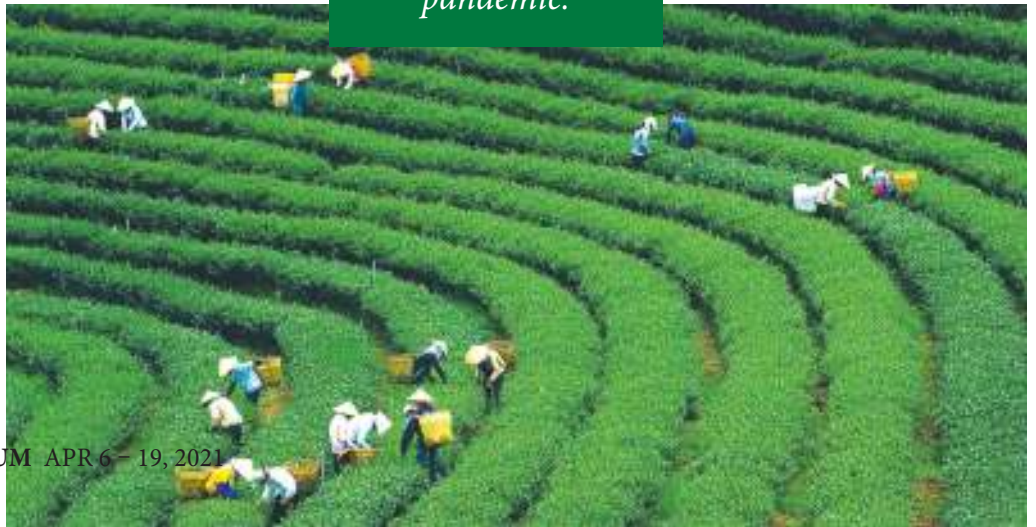
Dr. Pham Thi Hong Yen, Head of International Cooperation Department - VCA, said that for cooperatives to access to support policies, in the coming time, the Government should define that cooperatives are policy beneficiaries; and amend current regulations to enable cooperatives to access those policies in a flexible and practical manner.

In the long term, it is necessary to focus on solutions and policies on financial support and development of professional skills and workmanship, she said. Cooperative support and development policies need to be practical and suitable with specific characteristics.

Communications should also be promoted so that cooperatives that really need support don't miss out. The policy enforcement mechanism for cooperatives should also be simpler, clear, accessible and easy to implement.

Ms. Sitara Syed, UNDP Deputy Resident Representative in Vietnam, said, it is important that cooperatives have access to resources to respond to immediate impacts of the pandemic, maintain their labor force, keep their operations and ultimately recover and build better in the new normal. ■

*Up to 82.2% of cooperatives reported a shrinking revenue, 42.5% of which lost more than half of their revenue as a result of the Covid-19 pandemic.*





# Vietnamese Boosts Export via E-Commerce

Given the Covid-19 pandemic contagion, the shift to digital platforms for export is no longer an option for enterprises but an essential solution for them. The Alibaba.com e-commerce platform is effectively supporting many Vietnamese exporters in this regard.

HUONG LY



analyzed the buying behaviors of importers around the world, enabling it to approach more than 100 customers a month and have export orders worth more than US\$100,000.

Given the huge potential of online exports, the Ministry of Industry and Trade requested that the Vietnam Trade Promotion Agency (Vietrade) focus on researching and adjusting many trade promotion activities on the e-commerce environment to support enterprises to boost export growth.

The ministry cooperated with Alibaba.com to provide technical assistance for trade promotion agencies and Vietnamese SMEs on digital transformation. According to a ministry official, Alibaba.com is one of the most reputable global e-commerce platforms with more than 260 million buyers in 190 countries and territories. This is a potential market for Vietnamese businesses to expand their business and sell their products to customers around the world. Therefore, the cooperation with major partners such as Alibaba.com to launch comprehensive solutions on trade promotion and export support is providing growth opportunities for Vietnamese businesses in foreign markets.

This partnership initiative of the Ministry of Industry and Trade and Alibaba.com will support Vietnamese SMEs in three main aspects: Faster participation in e-commerce platforms, especially Alibaba.com to establish global reach; access to tailored solutions to drive business growth; and access to tailored services for SMEs to boost e-commerce capabilities.

Mr. Vu Ba Phu, Director of Vietrade under the Ministry of Industry and Trade, said that the cooperation program with Alibaba includes a series of training events for businesses to directly consult and connect businesses to the service network specifically tailored for the program. Hence, this activity obtained encouraging results with more than 1,000 enterprises registering for training, more than 300 enterprises participating in

*(continued on P.15)*

Three free trade agreements (FTAs) signed in 2020 with the European Union (EVFTA), with the ASEAN and its partners (RCEP), and the United Kingdom (UKVFTA) have opened up great opportunities for companies to adopt digital transformation to boost online export, join global supply chains and utilize advanced solutions and technologies.

Deputy Minister of Industry and Trade Do Thang Hai said that, in 2020, Vietnam's e-commerce expanded by 18% to US\$11.8 billion, a high growth rate, notwithstanding being lower than the forecast. Vietnam is also the Southeast Asian country to have a double-digit e-commerce growth.

Some businesses have effectively used various e-commerce forms. Ms. Doan Thuy, Export Manager of Glovimex Co., Ltd., said, the company's e-commerce revenue grew twice as much as that of conventional commerce in the past three years, while the former required less cost than the latter which required joining fairs and exhibitions abroad to reach more customers and sign more orders.

Mr. Thai Thien Hao, Director of International Market Development of Thai Binh Company, said using databases on e-commerce platforms, the company

# 5G PROJECTED TO CONTRIBUTE 7.34% TO

5G is expected to contribute to 7.34% to GDP growth by 2025. The Government and the Ministry of Information and Communications are taking momentous decisions to promote large-scale 5G testing, commercialize and use Made-in-Vietnam equipment.

HA LINH



Deputy Minister of MoIT Phan Tam addresses the World Mobile Broadband & ICT Conference 2021

## Telecom is key infrastructure of digital economy

Vietnam's digital economy reached a total value of US\$14 billion, over US\$2 billion more than last year, according to the report on Southeast Asia's internet economy 2020 released by Google, Temasek and Bain. Of all digital service consumers in Vietnam, 41% are new, the highest among surveyed countries in the region.

According to the General Statistics Office (GSO), Vietnam is one of three Asian countries with positive growth, with

an economic size of more than US\$343 billion (Singapore: US\$337.5 billion and Malaysia: US\$336.3 billion). The Government of Vietnam determined that one of the pillars of the digital economy is telecommunications infrastructure, including mobile broadband and landline broadband.

Speaking at the World Mobile Broadband & ICT Conference 2021 recently held in Hanoi by Vietnam International Data Group (IDG Vietnam) in collaboration with the Radio and Electronics Association of Vietnam (REV),





# VIETNAM'S GDP GROWTH

Deputy Minister of Information and Communications Phan Tam said that telecommunications infrastructure is becoming the foundation infrastructure for the digital economy, digital society and digital government. 5G mobile broadband and landline broadband will play an important role in Vietnam development. Experiences from developed countries are also showing that there are great opportunities for the digital economy and digital transformation powered by 5G technology, broadband infrastructure in particular and digital infrastructure in general.

In fact, in the past 2-3 years, broadband infrastructure development has paved the way for many other economic sectors to develop. By the end of February 2021, in Vietnam, landline broadband subscribers exceeded 17.2 million and mobile broadband subscribers reached nearly 69.5 million (data from the Vietnam Telecommunications Authority). In particular, within two months, revenue of telecommunications services increased by nearly 28% on Covid-19 pandemic impacts, and was expected to keep growing in the coming months.

However, according to many experts, in order to further promote the digital economy and realize the goal of the national digital transformation project to 2030, long-term investment strategy is needed.

## Commercializing Made-in-Vietnam 5G equipment

The Ministry of Information and Communications licensed three operators - Viettel, Mobifone and Vinaphone - to test 5G commercialization. REV President Tran Duc Lai said, in the past time, these operators have deployed 5G and achieved very positive results. From 2021, Vietnam will test 5G on a large scale, one of the first steps to achieve the goal of becoming one of the countries to successfully test 5G technology in the world. At the same time, it will use "Made in Vietnam" 5G devices of high quality and cost-effectiveness.

In addition to infrastructure development and coverage expansion, Vietnam is also particularly interested in applying 5G to boost agricultural production and high-tech industries and regards telecom infrastructure development as a decisive factor to take long strides to seize the best opportunities of the Fourth Industrial Revolution, he said.

Agreeing with this point of view, Deputy Minister Phan Tam added that science, technology, innovation and digital transformation are strategic breakthroughs of the next 10-year stage to make Vietnam a top middle-income country by 2030 and a high-income industrial country in 2045. In that context, the Ministry of Information and Communications determined to keep tune with the world and actively commercialize 5G in Vietnam.

Regarding the continued expansion of the 5G commercialization, the representative of Viettel Network Corporation (VTNET) said Viettel is currently applying for a license from the Vietnam Telecommunications Authority (Ministry of Information and Communications). In March and April 2021, Viettel will launch a 5G commercial trial in some provinces such as Da Nang, Hai Phong, Can Tho, Quang Ninh and Vinh Phuc. Previously, this operator broadcasted 5G in Hanoi, Ho Chi Minh City, Bac Giang, Bac Ninh and Binh Phuoc. Many ICT experts predicted that this move of Viettel will lead to a race in the 5G trial commercialization from other carriers such as VinaPhone or Mobifone.

Regarding challenges of 5G expansion in Vietnam, according to Michael Jiang, Chief Technology Officer (CTO) of Huawei Vietnam, Vietnamese carriers will face a lot of challenges such as infrastructure, service delivery time, cost optimization or user experience.

Mr. Nguyen Phong Nha, Deputy Director of the Vietnam Telecommunications Authority, recommended that Vietnamese carriers need to research new telecommunications services for 5G to grasp new opportunities such as 3-way telecommunications services, digital twin system, and IoT industry with cloud computing. ■

export consultancy and e-commerce capacity improvement and more than 50 potential enterprises will be successfully listed, mainly selling agricultural products, aquatic products, wooden products and packaged processed foods.

Mr. Zhang Kuo, General Manager of Alibaba.com emphasized the cooperation with partners in Vietnam and around the world is aimed to achieve the gross merchandise value (GMV) of more than US\$100 billion by 2024. Alibaba.com is expected to support more than 10 million SMEs around the world and more than 10,000 Vietnamese suppliers who do B2B trade on Alibaba.com.

Through research, Alibaba.com found that strong points of Vietnamese sellers are their improved manufacturing capacity in terms of quality and output, diversified product portfolio, competitive prices and export-oriented focus. "Some Vietnamese industries posted impressive growth, including food, beverage, housing, gardening and construction," he said.

Pledging to support 10,000 Vietnamese SMEs in five years and accelerate digital transformation, in 2021, Alibaba.com will work closely with local authorities to provide suitable and effective online services and solutions. Currently, the two sides have organized training courses for SMEs in five provinces and cities namely Hanoi, Lao Cai, Da Nang, Can Tho and Ho Chi Minh City, and will expand those activities to Vung Tau, Quang Ninh, Hai Duong, Son La, Quy Nhon and Buon Me Thuot.

In addition, Mr. Zhang Kuo affirmed that Alibaba.com will continuously build partnerships with associations, business partners and banks with the aim of helping Vietnamese SMEs improve their technical capacity, operational skills, customer management and order fulfillment.

Alibaba experts also said that businesses should find specific instructions and rules set by international e-commerce platforms and understand roles of sellers and buyers to avoid risks. ■

# YEN BAI

## GREAT ENDEAVOR TO BECOME RELATIVELY DEVELOPED PROVINCE BY 2025



Yen Bai has already achieved the so-called “dual goal” of effectively controlling the Covid-19 pandemic and boosting socio-economic development. This is an important foundation for the province to carry out objectives and tasks in 2021 and the new term, and especially to materialize the goal of building Yen Bai into a fairly-developed province in the country by 2025 and one of the developed provinces in the northern midland and mountainous region by 2030, said Mr. **Tran Huy Tuan**, Chairman of the Yen Bai Provincial People's Committee, in an interview granted to Vietnam Business Forum. **Ngoc Tung** reports.

### Could you please briefly introduce the remarkable socio-economic development results of Yen Bai province in 2020?

In the context of the Covid-19 pandemic that has adversely impacted all aspects of social and economic life, with the spirit of solidarity, determination and resolution of the entire political system, the business community and the masses, with innovative, flexible and consistent solutions, in 2020, Yen Bai completed the “dual goal” of effectively controlling the Covid-19 pandemic and boosting socio-economic development, enabling it to maintain its growth momentum, fulfill 24 out of 32 socio-economic development targets (with 13 targets surpassed and 11 completed).

Despite the country's slowing economic growth, even declines seen in some localities, Yen Bai province still maintained good growth of 5.41%, ranking 4th out of 14 provinces in the northern midland and mountainous region. The economic structure was shifted toward a positive pattern with budget revenue reaching nearly VND3,600 billion, making it one of three provinces with a budgetary surplus.

The new rural development program achieved outstanding and sustainable results, with 11 more communes recognized to meet new rural standards, bringing total certified communes to 75 (50% of all communes in the province). Social and economic infrastructure was invested and urban areas were given a facelift. Social security policies were applied consistently in a timely manner for the right beneficiaries. People's lives continued to be improved. Environmental protection, natural disaster prevention and response to climate change were strengthened. Political security, social order and safety were guaranteed.

Together with socio-economic development, the province focused on enhancing the investment and business environment. In light of the 2020 motto “Further acceleration, discipline, innovation and performance”, Yen Bai province made great efforts to improve the investment and business environment, especially local investment promotion; publicized all administrative procedures in a transparent manner; reduced the time needed to handle construction permit and business establishment procedures; and promptly removed difficulties faced by enterprises. In 2020, Yen Bai province licensed 71 investment projects with a total





**The delegation of Party, State leaders at a working visit to Yen Bai province**

registered funding of VND4,600 billion and US\$2.08 million.

The above results showed the will and aspirations for further growth, for difficulties and challenges turned into opportunities, for potential and advantages tapped to make Yen Bai a rapidly and sustainably developed province.


In 2021, the first year of implementing the Resolution of the 19th Provincial Party Congress of Yen Bai province, in order to further boost its achievements, restructure the economic economy and change innovative growth models in line with its development approach for green, harmony, identity and happiness", Yen Bai province proposed seven groups of tasks and solutions, with a focus on promoting three strategic breakthroughs focused on administrative reform: building e-government together with smart city, digital economy and digital society; creating an open and favorable investment and business environment for people and businesses; and encouraging entrepreneurship and economic sector development.

The province will also prioritize investment resources for synchronous socioeconomic infrastructure, human resource training and recruitment with a focus on high-quality human resources; science, technology and innovations to effectively accelerate the Fourth Industrial Revolution; better material and spiritual life of people and rapid and sustainable poverty reduction; strengthened resource management and environmental protection; and adaptive response to natural disasters and pandemic control.

**To carry out strategic development breakthroughs by "Concentrating on administrative reform, strongly improving the**

**investment and business environment" according to the Resolution of the 19th Yen Bai Provincial Party Congress of the 2020 - 2025 term, what specific programs, projects, solutions and actions will Yen Bai be implementing?**

In the 2020 - 2025 term, to make Yen Bai a relatively developed province by 2025 in the country and a developed locality in the region by 2030, the Party and government of Yen Bai province will determinedly reform administrative procedures and improve the investment and business environment, one of the breakthrough stages. Then, the province will further enhance local competitiveness, attract more development resources, and create a premise for the next breakthrough: Engaging investment resources to build a modern and synchronous socio-economic infrastructure system.

To achieve this goal, the province is carrying out 





**Mr. Tran Huy Tuan pays a working visit to a production facility in the province**

specific programs and projects like Action Plan 90-CTr/TU dated November 15, 2017 of the Provincial Party Committee to implement Resolution 10-NQ/TW dated June 3, 2017 of the 12th Party Central Committee on private economic development into an important driving force of the socialist-oriented market economy and Resolution 12-NQ/TW June 3, 2017 of the 12th Central Party Committee on continued restructuring, reform and improvement of state-owned enterprises; and Action Plan 183-CTr/TU dated September 18, 2019 of the Provincial Party Committee on implementation of Resolution 23-NQ/TW dated March 22, 2018 of the Politburo on national industrial development to 2030, with a vision to 2045.

At the 5th expanded meeting of the Yen Bai Party Executive Committee, three thematic resolutions were adopted, including a resolution on sustainable, efficient and environment-friendly industry development in 2021-2025; a resolution on service development in 2021-2025; and a resolution on tourism development in 2021-2025 and to 2030.

Administrative reform is key to improve the performance of executive direction and socio-economic development of the province. Clearly defining this key factor, in the coming years, Yen Bai province will further promote its achieved results and is determined to realize the goal of building Yen Bai into a land of beauty, civilization and high growth in the country by 2025 so as to become a developed locality in the northern midland and mountainous region by 2030.

### **What do you share and pledge to the business community and investors who are, and will, accompanying Yen Bai development?**

Without doubt, in the past year, despite facing numerous difficulties and challenges caused by the Covid-19 pandemic, businesses and investors carrying out investment and business activities in Yen Bai province made great efforts to address their hardships; foster their dynamism and creativity in

business operations and market access; boldly invest and upgrade equipment, improve production capacity and diversify products; fulfill their obligations to the government and employees. At the same time, the business community also made very important contributions to local social security.

Yen Bai province always recognizes valuable contributions of the business community, domestic and foreign investors to the province's socio-economic development and clearly understands that the business community is a very important factor and greatly contributive to the local development process.

Entering 2021, the first year of implementing the 5-year plan to 2025, according to the Resolution of the Provincial Party Congress, the government of Yen Bai province expects businesses and investors to further share their hardships in doing business and making investment with provincial leaders, constantly upgrade their production technology to raise operational efficiency and ensure the environment; and strengthen production connectivity and foster social security.

Yen Bai is always ready to welcome businesses and investors to seek investment, production and business opportunities in the locality and accompany them in the local socio-economic development process. For its part, the province will have appropriate solutions to boost the local investment environment to be more complete and effective. The province directs departments, agencies and localities to support and facilitate businesses and investors to do business, building an open, healthy and positive investment climate; and actively improve the effective support and settlement of difficulties faced by them and cooperate with them to handle emerging matters in investment, production and business activities.

**Thank you very much!**



**Terraced fields in Yen Bai province**





# Resolute to Enhance Competitiveness, Spur Investment Attraction

Yen Bai province has created an open and attractive business environment and is willing to provide timely support for businesses and investors, said Mr. **Doan Huu Phung**, Director of the Yen Bai Department of Planning and Investment in an interview with Vietnam Business Forum.

**What do you think about Yen Bai province's investment attraction in the past five years? How will the province promote its achievements and address existing limitations in the coming time?**

In order to draw investors, in recent years, Yen Bai province has effectively carried out investment promotion programs. The province has made great efforts to create and carry out flexible investment promotion activities to seek potential investors and introduce its increasingly open, dynamic and transparent business investment environment.

In particular, investment promotion programs are designed on Party and government policies and

adhered to provincial socio-economic development plans. The Department of Planning and Investment has worked closely with relevant agencies, businesses and investors in investment promotion programs. Administrative procedures have been greatly simplified.

Besides, the province has attached much importance to appealing to existing investors to recommend the province to other potential investors. To do this, Yen Bai has focused on supporting investors to prepare and submit procedures for investment license, complete post-licensed administrative procedures to speed up project progress (especially procedures concerning construction, land and site clearance).



The groundbreaking ceremony of a factory manufacturing and processing white limestone in Yen Bai province



With those efforts, in addition to open and favorable policies, Yen Bai is becoming an increasingly attractive destination for domestic and foreign enterprises. In 2015-2020 period, the province had 285 new projects with a total registered investment fund of nearly VND52,788 billion (US\$2.1 billion) and US\$302.5 million. These projects largely focused on industry, trade, services, agriculture, forestry and fisheries.

In 2020 alone, the province licensed 66 projects with VND4,488 billion (US\$200 million) and US\$2.08 million of investment capital. To date, the province has licensed 520 projects with VND112,006 billion (US\$4.8 billion) and US\$381.83 million of the investment fund.

Some giant corporations such as Vingroup, TH, Sungroup, EuroWindow, Hoa Sen, APEC, Alphanam, Cuong Thinh Thi and Bao Lai have been carrying out large-scale projects in the province. This will be the driving force for local socio-economic development in the coming time.

However, the province's investment attraction still faces certain limitations. The licensed investment value is not commensurate with its potential. Investors still feel hesitant to locate their investment projects in local industrial zones because of lack of synchronization.

These matters need the province's focus for a better investment climate, and stronger competitiveness in the coming time to make breakthroughs of investment attraction and create a driving force for rapid and sustainable socio-economic development.

**What sectors and fields will the province focus on attracting investors in 2020-2025? How about the size and quality of the projects the province is keen on?**

The Resolution of the 19th Yen Bai Provincial Party Congress outlined solutions to create investment attraction breakthroughs toward a modern, environmentally friendly direction, creating a driving force for rapid and sustainable socio-economic development. Therefore, regarding investment attraction in the coming time, the province will give priority to strategic investors, who have experience and real potential with environmentally friendly high-tech projects as follows:

**Agriculture and forestry:** Focusing on attracting businesses to produce, culture and process agriculture, forest and aquatic products; encouraging industrial development, applying quality management standards, high-tech application to slaughtering and processing facilities; attracting large tree-afforestation projects and wood processing projects; developing clean and high-tech ecological production zones; and developing production aligned with value chains to promote key products.

**Industry:** Attracting investment capital for building and operating industrial zone infrastructure, with priority given to large-scale labor-intensive production projects; drawing projects that process agricultural and forest products, process timber to make consumer goods for export, developing supporting industries for mechanical engineering, electronic and medical equipment; attracting biotech and IT projects; developing energy-efficient mining and mineral processing;





**Tourism is one of the investment priorities in Yen Bai province**

manufacturing high-quality energy-efficient construction materials for domestic consumption and export; prioritizing the development of clean energy and renewable energy projects.

**Tourism - service:** Focusing on developing advantageous service sectors with strong local advantages, advanced technology; applying Industry 4.0 achievements to healthcare, education, finance, banking and other sectors; prioritizing the development of key tourism services such as ecotourism, cultural tourism, historical and religious tourism and MICE tourism in four key tourist areas of the province.

**Yen Bai province's PCI Index has kept rising since 2013. What do you think about this performance? How have you advised the provincial government on further improvement of this index in the coming time?**

According to VCCI's PCI report, in the last seven years, Yen Bai province has continuously made breakthrough PCI scores and rankings. Specifically, it climbed from No. 60 out of 63 provinces and cities with 50.38 points in 2013 to No. 36 with 64.98 points in 2019, and ranked No. 5 out of 14 provinces in the northern midland and mountainous region. The province secured a position in the group of well-governed localities in the country and a high position in the northern mountainous region. Particularly, many component indices have increased strongly and stably every year.

The above results come from the province's efforts for public administration reform, with the focus placed on administrative procedure reform. The business environment has been upgraded with greater opening, dynamism and transparency. Besides, the infrastructure system, especially the transport infrastructure, has been upgraded, synchronized and highly connected with other localities, especially via Noi Bai - Lao Cai Expressway. The province has also gradually completed the technical infrastructure of industrial zones.

Meanwhile, the province has paid close attention to supporting businesses and investors by improving the quality of advice and guidance with respect to procedures for businesses. The province has applied appropriate mechanisms and policies to encourage all economic sectors and boost investment funding from businesses and investors into the province.

Given the impact of the Covid-19 pandemic, authorities and businesses in the province have focused on performing the so-called "dual tasks" to prevent and combat the Covid-19 pandemic while carrying out

solutions to support businesses to deal with emerging hardships to prevent an economic decline.

These determined actions have confirmed the openness and attractiveness of the province to businesses and investors. In order to promote the above achievements to further improve local competitiveness in 2021 and the following years, the Department of Planning and Investment has advised the Provincial People's Committee to introduce the following tasks and solutions:

First, advising on the Program and Action Plan to implement the Government's Resolution 02 on improving the business environment, enhancing the competitiveness in 2021 and effectively providing business support and development;

Boosting the performance of the PCI Steering Committee and working groups to better help and encourage enterprises to remove difficulties, attract investment; and assist the provincial government;

Closely grasping the administration of the local government, departments, and branches by gauging business satisfaction;

Second, speeding up the introduction of the local investment environment, potential and opportunities that investors are interested in, particularly natural resources, human resources and policies; further reviewing and simplifying administrative procedures relating to business registration and investment; improving the quality of consultation and guidance with respect to procedures for citizens and businesses to ensure full compliance with the law;

The results of improving the business investment environment plus the determination, effortful companionship and strengthened connectivity between enterprises and the government will leverage investment attraction in 2021 and beyond. Thus, Yen Bai province is expected to offer more new investment cooperation opportunities to investors.

**Thank you very much!**

# Stepping up Administrative Reform to Sharpen Competitiveness



Yen Bai province has always defined administrative reform as the most important solution for a service-styled government and an open and enabling business environment. Therefore, over the past years, thanks to administrative reform, the province has significantly raised the Provincial Competitiveness Index (PCI). Vietnam Business Forum has an interview with Mr. **Dinh Xuan Cuong**, Deputy Director of the Department of Home Affairs, on this topic. **Ngoc Tung** reports.

## Could you briefly introduce administrative reform in Yen Bai province in 2020?

Over the past years, Yen Bai province has adopted consistent solutions to strongly shift from “administrative” to “service-based” thinking. The province has paid attention to renewing leadership methods, improving administrative quality, and building a democratic and modern administration in order to enhance competitiveness and bolster the investment and economic environment.

In particular, the province has drastically changed perceptions of civil servants to adapt to new thinking (from administration to service); change the vision of each individual to encourage them to raise their initiatives for better work done. State administrative agencies have kept a close attitude to people and businesses to hear their feedback so that “we give what people need not what we have.”

The province has focused on upgrading public administrative service quality, which is an important step to modernize and professionalize the administration. Since 2018, the province has operated the Provincial Public Administration Service Center and similar divisions at district and commune levels to enhance

operational quality and raise the outcome of administrative settlement for organizations and individuals. This is an important step to boost the business investment environment and raise the Provincial Competitiveness Index (PCI). In particular, the completion of public service portals and single-window electronic information systems of the province has enabled smooth interconnectivity across all three levels of administration.

In the coming time, Yen Bai province will further renovate and improve the quality of public administrative services like planning and implementing the entire process of receiving, appraising, approving, and returning administrative procedures (with result) at the public administrative service centers. These procedures, electronically signed, are flexibly settled with high effectiveness, publicity and transparency, with less cost and time needed.

## What has the province achieved with administrative reform in 2011-2020?

Over the past 10 years, the province’s administrative reform has achieved remarkable results, with a lot of clear





**Yen Bai province is aggressively reforming administrative procedures**

progress in all six contents: Legal documents were drafted within its jurisdiction in a strict and focused manner; Administrative procedures were reformed consistently, with many innovations and many positive results; The apparatus of administrative bodies was consolidated, streamlined and operated effectively; Public employees were arranged according to their positions, with improved quality; public finance reform was firmly carried out. Administrative modernization was effectively focused.

With the above efforts, the Public Administration Reform Index (PAR Index) of the province has steadily increased in the past years, from No. 56 out of 63 provinces and cities in 2016 to No. 26 in 2019. Its Satisfaction Index of Public Administrative Services (SIPAS) ranked No. 19 out of 63 provinces and cities, with a satisfaction rate of 86.84%.

The Provincial Competitiveness Index (PCI) in 2019 of Yen Bai province ranked No. 36 out of 63 provinces and cities, standing among well-governed localities, 15 places higher than in 2015.

**As an advisory body to the Provincial People's Committee on administrative reform, what plans do you propose for the 2020 - 2025 period?**

Yen Bai province has defined administrative reform as one of three breakthrough stages of socio-economic development strategy and one of key tasks of all levels, branches and localities. The province uses public and business satisfaction as a performance measure of authorities at all levels and leadership and competence of agency leaders.

The province will try to be among the best performers of administrative reform and business climate improvement in the northern upland and mountainous region in the next 10 years, among Top 10 provinces and cities in PAR Index and Top 20 in the PCI Index and the Vietnam Provincial Governance and Public Administration Performance Index (PAPI Index).

To achieve these goals, based on administrative reform results in 2011 - 2020, the guidance of the government, the resolution of the 19th Yen Bai Provincial Party Congress, the department will continue to build, coordinate and direct the serious and effective implementation of the province's annual and 2021 - 2030 master programs to match administration requirements and local socio-economic development plans.

**Thank you very much!**

# Driving Force for Socio-Economic Development

In the 2016-2020 term, Yen Bai province synchronously deployed many investment promotion solutions; improved production and business capacity and supported enterprises to effectively contribute to the improvement of its investment environment and socio-economic development.

NGO SAN

2020 is a year with many difficulties and challenges; however, with the consensus and determination of the Party, government, people and business community in the province, the industry and trade sector's targets have been maintained and achieved certain growth. The economic structure has shifted in the right direction (reducing the proportion of agriculture, forestry and fisheries, increasing the proportion of industry - construction and services); sharply reducing raw products, increasing the proportion of products in the manufacturing and processing sectors. The value of industrial production in 2020 (constant prices in 2010) reached VND13 trillion; The total retail sales of goods and service revenue in 2020 reached VND19 trillion; The export value in 2020 reached US\$200 million. Industrial products have become more prestigious in the domestic and foreign markets.

The field of trade - service has achieved impressive results. The structure of the trade and service industry in the area has developed strongly; the market has been expanded with the participation of many economic sectors, the volume of goods increasing continuously, the variety of goods becoming increasingly plentiful, the network of businesses rapidly developing to all areas. The quality of exported goods has become deeply processed products, such as garments, plastic beads, votive paper, tea, cinnamon bark, cinnamon essential oil, tapioca starch, and various types of wooden boards. The consumption market has gradually shifted from Asia such as Taiwan, China, and South Korea to more difficult markets such as Japan, the US and EU.

According to Mr. Vu Vinh Quang, Director of the Department of Industry and Trade of Yen Bai province, to achieve the above

results, the Department has actively performed many key tasks. Accordingly, the Department has advised the Provincial People's Committee to immediately issue a plan to implement the EVFTA in the province, focusing on and renewing propaganda and dissemination of this trade pact. It has also strengthened coordination with the Ministry of Industry and Trade and the system of Vietnamese Trade Offices abroad to consolidate and enhance information work to provide businesses with analysis and forecasts of market situations as well as laws and policies and specific trading practices of each market area.

In addition, in business support, with the assigned tasks, the Department has actively advised and implemented the administrative reform to ensure simplicity of administrative procedures. In addition, the Department has also actively supported businesses in the province, especially small and medium enterprises, cooperatives, and business households to use services in searching for market information; legal consulting services; and promoting the search for partners. In 2020, the industry and trade increased 17 places in Business Support Services Index in 2019.

With the results achieved, in the next term, the Department will continue to promote start-ups; attract and encourage enterprises to invest, develop and trade in the infrastructure of industrial parks and clusters. It will encourage all economic sectors to invest in developing industrial products with high competitive advantages; continue to attract investment in production development, export to the EU market on the basis of advantages gained from EVFTA and advantages of natural conditions, labor, and production of the province to have suitable development and exporting plans.

In addition, the Department will also promote the restructuring of industries in the direction of prioritizing the construction of production projects associated with raw material areas, deep processing projects using modern and advanced technology; re-arranging, renewing and improving the operational efficiency of state-owned enterprises; and improving quality standards of goods. ■





# Many Solutions for Human Resource Development

In recent years, the provincial department of Labor, War Invalids and Social Affairs has implemented many solutions to develop human resources such as arranging, organizing and improving the efficiency of vocational training institutions; focusing on supporting enterprises in recruiting, training employees; promoting the propagation of policies on labor and employment; and strengthening administrative procedure reform.

## NGOC TUNG

### **Satisfying vocational training and learning requirements**

In recent time, implementing Resolution 19-NQ/TW dated October 25, 2017 of the 12th Party Central Committee and resolutions and programs of the Provincial Party Committee and Provincial People's Committee, the Department has sped up the review, arrangement and merging of vocational training institutions. It has ensured the interests of the contingent of administrators, teachers and learners and improved the training capacity and quality of units.

Up to now, the whole province has 13 vocational training institutions (4 colleges, 3 intermediate schools, 6 centers for vocational training at district level). Vocational institutions have improved quality, gradually meeting the requirements of training high-quality human resources of the province.

In particular, Yen Bai Vocational College has been approved by the Prime Minister for investment to become one of the 70 high-quality schools in the country by 2025; approved by the Ministry of Labor, Invalids and Social Affairs for two professions to reach international level; three professions to reach ASEAN level; and one profession to reach the national level. There are four public colleges and intermediate schools approved for upgrading 11 professions to national quality.

The vocational institutions have basically met the needs of vocational training, contributing to improving the quality and quantity of human resources of the province; helping trained workers find jobs and improve their incomes.



### **Business-oriented strategy**

In order to improve the effectiveness of vocational training, every year, the Department of Labor, War Invalids and Social Affairs has organized meetings between vocational institutions and enterprises; and job bazaars to strengthen the connection and cooperation between vocational institutions and enterprises in training associated with job creation for learners.

Vocational institutions have strengthened links with enterprises, encouraged enterprises to participate in organizing the recruitment and training of workers. Many schools have proactively set up a business relations department, surveyed the needs of enterprises to use labor and signed cooperation agreements with enterprises to train and supply labor for enterprises, solve job demands for learners. Many businesses have actively supported facilities, resources, and arranged positions for interns; sent staff to jointly develop training programs.

More than 80% of learners after graduation at vocational training institutions get jobs after graduation, especially students and graduates of key training occupations at international, ASEAN and national levels.

Some effective cooperation agreements have been signed between schools, vocational training centers and enterprises in training, inside and outside the province,

according to the needs of enterprises such as between Yen Bai Vocational College and LG Group in Hai Phong to train technicians; between schools and businesses with investment projects in the province in the tourism sector; between schools and garment enterprises having investments from South Korea in the province; between schools and labor export companies inside and outside the province; between schools and Yen Bai Viettel, Yen Bai Telecom, Canon Vietnam, Hanoi Electromechanical Company, Thang Long Metal Wares Joint Stock Company, and Duc Giang Garment Company.■

*In 2020, Yen Bai province created over 21,000 jobs, reaching 118.7% of the plan. In 2021, the province has set a target to create 19,500 jobs; recruiting and providing vocational training for 18,000 people; implementing labor restructuring for 6,600 people.*

# Nearly 43% Increase in Budget



The conference on the tasks for 2021 of provincial finance sector

In 2020, in the extreme difficulties caused by the Covid-19 pandemic, which heavily affected economic growth and budget revenues, Yen Bai Department of Finance proactively and effectively accomplished the “dual tasks” of preventing the pandemic and developing socio-economic activities, contributing to excellently fulfilling the task of the state budget collection in 2020 and the five-year period 2016-2020.

## NGUYEN BACH

**M**s. Nguyen Thi Trang Nhung, Director of Yen Bai Department of Finance, said that after identifying difficulties, the Department of Finance actively coordinated with other sectors and localities to evaluate the impact of the Covid-19 pandemic to promptly advise and adjust tasks and solutions for budget revenue collection in order to achieve the goals. At the same time, it implemented many timely and flexible

solutions such as exemption, reduction, extension of taxes, fees, charges, land rental support for businesses and people to overcome difficulties caused by the pandemic. It closely coordinated with the Department of Planning and Investment to perform various tasks such as balancing and allocating funding sources; Restructuring budget spending in the direction of converting from budget allocation to contracting for bidding under Decree 32/2019/ND-CP, thereby saving recurrent expenditures, increasing resources for development investment spending.

In addition, the Department of Finance paid attention to promoting administrative procedure reform to better handle dossiers of administrative procedures for local people and businesses in a quick and favorable manner, contributing to the improvement of the provincial business investment environment and improving competitiveness. Currently, the Department of Finance has 27 administrative procedures under its jurisdiction; of which 100% of administrative procedures are carried out at the Provincial Public Administration Center. By the end of December 2020, the Department of Finance received and processed 1,082 dossiers, mainly online public services at level 4, with all administrative procedures handled before and within deadlines rated satisfied and very satisfied.

As budget revenue collection in 2020 faced many difficulties due to the impact of the Covid-19 pandemic, the director and deputy director of the department directly joined the Working Group of the provincial



# Revenue

(from P.7)

People's Committee to conduct a field trip in order to remove difficulties, urge localities in the province to complete the work of budget collection with the highest determination to ensure the budget collection goals.

With synchronous and continuous solutions, by 2020, the state budget revenue in Yen Bai province reached VND3,592 billion, or 142.5% of the estimate assigned by the Central Government equal to 108.8% of the estimate assigned by the province and it was one of the three provinces in the country with a higher budget revenue than the estimate assigned by the Central Government. The total state budget revenue for the 2016-2020 period reached VND14,849 billion.

Striving to successfully implement the financial - state budget tasks in 2021

In 2021, the first year of implementing the five-year socio-economic development plan of 2021-2025, Yen Bai province sets the target for total state budget revenue in the province to be VND4,000 billion, an increase of more than VND400 billion compared to results achieved in 2020.

Ms. Nguyen Thi Trang Nhung shared that this would be a very heavy task. To ensure the completion of the State budget revenue target in 2021 and for the whole period of 2021-2025, it would be necessary to well promote development potential, mobilize all resources and the participation of the entire political system, especially highlight the efforts under the leadership and direction of the party committees, local authorities in realizing the targets. It is important to restructure revenues and expenditures, implement synchronous solutions to develop and nurture sustainable revenue sources. It is essential to continue to attract investment capital, improve the business investment environment and create favorable conditions for businesses.

The Department of Finance will coordinate with other departments, sectors and localities to advise and implement groups of specific solutions such as building annual socio-economic growth scenarios to help agencies, units, localities, especially the agencies that directly carry out the budget collection work to establish appropriate collection progress. It will strengthen the reform of administrative procedures, shorten the time for handling related documents and procedures and speed up the implementation of investment projects. It will mobilize resources to accelerate the disbursement of basic construction and investment capital to create a basis for completion of estimates and increase budget revenues. It will actively review revenue sources, well exploit revenue sources and taxes; strengthen inspection, analysis and evaluation of data, and combat budget revenue loss. At the same time, it will promote the implementation of procedures and documents related to the transfer, issuance of land use right certificates, ground clearance for land fund development to generate revenues for the budget, contributing to successful completion of the targets and tasks of the budget revenue collection in 2021 and the period 2021-2025 according to the goals set in the 16th Provincial Party Congress Resolution.■

Ministry of Science and Technology showed that, among 7,641 surveyed companies, 4,709 (61%) had innovations, 2,841 (37%) had no innovations, and 91 (2%) had no idea about innovations. Meanwhile, according to data from the Academy of Military Technique, the cost for science, technology and R&D of Vietnamese enterprises only accounts for an average of 0.3% of revenue, too little compared to foreign countries (India, 5%; South Korea, 10%; and Japan, 50%). The average cost for this in developed ASEAN countries (Singapore, Thailand and Malaysia) is at least 9% of total revenue. According to the statistics of the Ministry of Industry and Trade, up to 98% of Vietnamese industrial enterprises have done either nothing or very little to prepare for Industry 4.0.

To enhance the capacity of women-owned MSMEs in the digital economy, Nguyen Nhat Quang, Vice President of Vietnam Software and Information Technology Services Association (VINASA), said that it is necessary to improve knowledge of digital transformation and quickly adapt to digital economy; review stages, restructure the market, restructure the business, choose business plans, opt for technology, and train employees; work out plans, prepare resources and define a roadmap for each step of transformation in accordance with their conditions.

To have smart products and services, it is necessary to position the business in the marketplace and innovate products and services, he said. To have smart business, it is necessary to integrate digital technology to automate and optimize the process, reduce costs, and improve competitiveness. In order to have an intelligent management system, they need to rely on data to make decisions, make breakthroughs in business models, and promptly respond to changes in the business environment.

It is impossible to describe exactly what the digital future is like, thus, adaptive innovations must be continuous. The culture of innovation must be incorporated into each member, starting from investment in adopting the new, the strange. On the other hand, companies must always keep an eye on new externalities and competitors; always listen to customers and partners and discuss internally what is heard. "Customer opinion is an important source of information for making products and services better," Quang affirmed.■

# Accelerating IT Application as Foundation for E-Government Development



Mr. Nguyen Quoc Chien, Deputy Director of the Department of Information and Communications

Yen Bai province has greatly enhanced the performance of the information and communication sector, making great contributions to overall socio-economic development.

## Great progress in e-government construction

In the past years, the Yen Bai Information and Communications Department has made efforts to advise and assist the Provincial People's Committee to carry out many important projects contributing to local socio-economic development.

Defining that information technology development and application as a key step in public administration reform and e-government construction, the Yen Bai Provincial People's Committee has assigned the Department of Information and Communications to lead the digital transformation development plan in 2021-2025 and to 2030 to fit local socio-economic conditions. The department has advised the province to invest in broadband infrastructure and internet connectivity for governmental agencies, hospitals, and schools. All governmental agencies in all provincial, district and commune levels are connected to the intranet and high-speed broadband internet. Data transmission network used exclusively in Party and State administrative agencies has been deployed with 399 connection terminals.

With the sector's efforts to apply information technology to administration and administrative reforms, the Department of Information and Communications has actively and promptly advised the Provincial Party Committee and the Provincial People's Committee to issue programs, plans and architectures of e-government (smart cities) from which the province has invested in building urban landscapes and smart cities in a methodical and comprehensive manner to ensure the desirable scale and achieved encouraging results. Evidently, the department has effectively deployed management software in State agencies, built a single-window model from provincial to grassroots levels and built smart cities featured by many utilities that not only serve management and administration but also practically serve the people's life. In late 2020, the agency advised the Provincial People's Committee to issue a decision approving

the architectural framework of Yen Bai e-government version 2.0 in place of version 1.0 and approve the plan to maintain and develop video conferencing systems at provincial, district and commune levels. This is an important foundation for the province to move toward a digital government, a digital economy, and digital society. It is especially important to improve public satisfaction with the government.

## Confidently entering a new stage

Mr. Nguyen Quoc Chien, Deputy Director of the Department of Information and Communications, said: In the coming time, the department will continue to advise the provincial government to promulgate mechanisms and policies on resource priorities for information and communication infrastructure development and synchronous digital infrastructure for comprehensive digital transformation in the province.

Postal infrastructure will be developed toward delivery infrastructure and logistics infrastructure for e-commerce and digital economy. Post will be an extended arm of governmental agencies at all levels to deploy e-government in order to bring more benefits to people and businesses.

The province will develop a professional and modern press system to catch up with multimedia trends. The press must faithfully demonstrate societal mainstreams, create social consensus and trust. Yen Bai will focus on external information and improve informational quality; apply and upgrade technology, combine information and communication types so as to narrow the gap of information enjoyment of the people with other regions.

To become the most developed province in the northern highland and mountainous region, Yen Bai has focused on fostering ICT development in all aspects of life, enhance effective management and administration of State agencies, improve the business environment, raise competitiveness, and facilitate people and businesses, and introduce Yen Bai as a desirable destination for domestic and foreign investors. ■



# Developing Transport Infrastructure to Attract Investment



## Impressive breakthroughs

Implementing one of the three strategic breakthroughs of the Resolution of the Provincial Party Congress (term 2015-2020) of “building a synchronous socio-economic infrastructure system with a focus on traffic infrastructure”, the Provincial Party Committee, People's Council and Provincial People's Committee have

drastically directed the traffic development work, gradually completing the transport infrastructure in the province. In particular, the Provincial Transport Department has made great efforts to advise on investment in development and improvement of transport infrastructure, especially key projects of the province.

While implementing these projects, the province has faced a lot of difficulties. However, with the attention of the Government, ministries, the Provincial Party Committee, People's Council and People's Committee, together with the efforts of all levels and branches of the locality, the transport system in the province has been improved both in urban and rural mountainous areas.

Since 2016, the province has mobilized more than

In recent years, Yen Bai has worked hard on transport infrastructure development, especially key projects to serve the socio-economic development of the province.

NGOC TUNG

VND12,435 billion to invest in the development of transport infrastructure, with priority given to a number of important points that have a great impact on the development and expansion of urban space, overcoming the effects of natural disasters on the province. Typical projects include Bach Lam Bridge; Tuan Quan Bridge; Co Phuc Bridge; Khe Dai Bridge; the road connecting Highway 32C with Noi Bai - Lao Cai Highway; the road connecting Highway 32, Highway 37 with Noi Bai - Lao Cai Highway.

The projects that have been completed and put into use and gradually bring into play great efficiency, facilitating traffic connections across the province and with the Noi Bai - Lao Cai Highway, paving the way for local economic development to quickly transform the economic structure, eradicate poverty, and step by step improve the life and spirit of the people.

## Continuing to improve traffic infrastructure

In the period 2020-2025, the transport sector will continue to advise the Provincial People's Committee on the development of transportation in areas such as construction investment, road repair and management, transportation, and rural transport, with a focus on major solutions:

Firstly, actively taking advantage of the support of the Government, ministries and central branches to have more resources to invest, upgrade and renovate highways, national highways, provincial roads and other traffic projects in the province.

Second, continuing to advise the Provincial People's Committee to implement transport projects, especially key projects of the province, while strengthening inspection, supervision, and promptly removing problems related to construction progress and quality.

Third, coordinating with the other departments, branches and localities to advise the province to have appropriate policies and mechanisms to mobilize social resources together with promoting internal investment in transport infrastructure development; effectively using central support capital sources, ODA capital, aid capital from international organizations, local budget support capital, capital of the people, enterprises and communal organizations to invest in the development of transport infrastructure.

Fourth, closely coordinating with localities in the province to well implement rural development in association with the national target program on building new rural areas, successfully implement the Rural Development Project in the province in the period 2021 - 2025, with the target of hardening 900km of road and opening 150km of new road. ■

# Further Raising Land Access Index

The Access to Land Index is one of the important elements of the Provincial Competitiveness Index (PCI), reflecting the quality and effect of State management of land to build an enabling business investment environment and create an attractive and reliable destination for investors. Being aware of this importance, in the past years, the Yen Bai Department of Natural Resources and Environment has actively carried out solutions for better service quality and support for people and businesses with respect to land access, thus helping draw more investors to the province and raise its PCI rankings.

**NGUYEN BACH**

According to the PCI 2019 released by the Vietnam Chamber of Commerce and Industry (VCCI), Yen Bai province ranked 36 out of 63 provinces and cities, to secure a position in the well-governed basket. Among 10 PCI component indicators, none declined from 2018, with nine gaining scores. Specifically, the Access to Land Index rose from 5.99 points to 6.11 points, to play a considerable role in raising the province's PCI - the third straight year of growth of this indicator.

To achieve this result, in the past years, the Department of Natural Resources and Environment has actively worked with local authorities to reduce the time required to issue certificates of land-use rights, house and property ownership for organizations and individuals; announce market-based land prices; and make land-use plans to arrange the land fund for investors. The department has drastically stepped up administrative procedure reform to reduce harassment, improve service quality, and increase support for people and businesses.

Mr. Ho Duc Hop, Director of the Department of Natural Resources and Environment, said, to boost service quality for people and businesses, the department has concentrated on reviewing and assessing administrative procedures under its jurisdiction to make necessary regulatory amendments; reducing the time needed to carry out land administrative procedures concerning land acquisition, land allocation, land lease, land-use repurposing and land-use right certification. The department has publicly announced all public administrative procedures at its working offices and public administration centers; published, updated and announced administrative procedures and legal documents on its website and the province's website. It has applied the single-window mechanism in settling administrative procedures to facilitate people and businesses to easily access information on land use, and ensure publicity and transparency of land access.

To make the business investment environment better, especially the Access to Land Index in 2020-2025, the Department of Natural Resources and Environment has worked out plans, tasks and solutions like perfecting mechanisms and policies on land; built the Yen Bai



**Officers of the Department of Natural Resources and Environment receive administrative procedures at the Yen Bai Public Administration Service Center**

Development Plan in 2021 - 2030 and to 2050, the Yen Bai Land Plan in 2021 - 2025 and the District Land Plan in 2021 - 2030 and to 2050; and completed land information, land database and cadastral records with greater publicity and transparency.

Besides, the department will accelerate administrative reform and raise the Public Administration Reform Index with respect to natural resources and environment; receive administrative documents and deliver results hereof via public postal services and online public service portals (Category 3 and Category 4); strengthen scientific and technological application to administrative reform; inspect and assess land quality, land statistics and inventories; introduce land price maps, monitor changes in land resources integrated with environmental factors; build a truly transparent and effective public administration to ensure good State management and public land services to facilitate the people and businesses.

The agency will continue to arrange and consolidate the organizational structure, streamline personnel, build up the workforce with higher quality, higher qualifications and better ethics; strictly carry out the Central Resolution 4 (12th term) on strengthening the construction and regulation of the Party, prevention and suppression of deterioration of ideology, politics, morality, lifestyle and self-evolving and self-transforming factors. ■



# Enhancing Legal Support for SMEs

In response to the Government's Decree 55 on legal support for small and medium-sized enterprises (SMEs), the Department of Justice of Yen Bai province has advised the Provincial People's Committee to facilitate SMEs to get accurate, prompt and complete access to legal information and provided legal advice for local enterprises.

The department has hosted three training workshops with professional training on capacity building and legal support for enterprises; disseminated and exchanged legal provisions on business investment specified in the Law on Enterprises, the Law on Investment, and the Law on SME Support for agencies, organizations and people in charge of legal support for enterprises and business communities in the province. One of the popular activities is "Biz Coffee". The program is designed as a dialogue between entrepreneurs and authorities to exchange proposals, hardships and problems, and to disseminate business laws and policies to businesses.

To carry out the process and procedures of drafting and promulgating legal documents, specialized agencies affiliated to the Provincial People's Committee have coordinated with the Department of Justice to propose 28 resolutions of the Provincial People's Council and

83 decisions of the Provincial People's Committee, suggest legal documents and implement the order and procedures for formulation and promulgation of legal documents under the jurisdiction of the Provincial People's Council and the Provincial People's Committee, fully adhere to the legal process and ensure quality. Therefore, in 2019, Yen Bai province was amongst the best performers of "legal document making and enforcement index".

In the coming time, the Department of Justice will continue to update and post legal documents issued by the Provincial People's Council and the Provincial People's Committee pertaining to SMEs on the national law database; organize legal knowledge training programs for leaders and persons in charge of legal affairs for SMEs as well as legal conferences and forums to provide information and advice on investment and business activities of SMEs, thus helping raise awareness of regulatory compliance and legal consultation of enterprises. ■



The conference reviewing "Biz Coffee" program - an effective dialogue between entrepreneurs and authorities



Mr. Nguyen Manh Khoi, Deputy Director of the Yen Bai Tax Department

Affected by the Covid-19 pandemic and complicated weather, many companies, business households and individuals in Yen Bai province face mountains of difficulties, thus adversely hurting State budget revenue. Amid this reality, the Party Committee and the Management Board of the Yen Bai Tax Department have closely coordinated with relevant bodies and branches to direct and execute solutions to complete assigned budgetary tasks.

## Effort to Complete Budgetary Tasks

Mr. Nguyen Manh Khoi, Deputy Director of the Tax Department, said that to help local companies to deal with difficulties and ensure social security to cope with the Covid-19 pandemic, the Tax Department has effectively carried out resolutions initiated by the Government, including Decree 41/2020/ND-CP on extension of time limit for tax and land rent payment; Resolution 42/NQ-CP on support for people in difficulty; Resolution 84/NQ-CP on tasks and solutions on continued settlement of business difficulties and public investment disbursement and social order and safety amid the Covid-19 pandemic; Resolution 116/2020/QH14 of the National Assembly on corporate income tax reduction in 2020 for enterprises, cooperatives, non-business units and other organizations. Thus, the total budget revenue of Yen Bai province as of December 31, 2020 reached VND3,592.1 billion, equal to 143% of the estimate assigned by the Ministry of Finance, 109% of the estimate assigned by the Provincial People's Council and the Provincial People's Committee and 106% of the value collected in 2019.

To achieve the above targets, the department has proactively advised and promptly proposed the Provincial Party Committee and the Provincial People's Committee allocate and assign budget tasks and adhere to budgetary management and administration in line with the Budget Law. On this basis, districts, towns, cities and relevant bodies have actively implemented their tasks right from the beginning of the year. The sector hosted monthly sector-wide meetings to evaluate progress, estimate the chance to fulfill the target and propose specific measures for the following months.

The department has also actively consulted the Provincial Party Committee and the Provincial People's Committee to host meetings with local enterprises to discuss and remove difficulties faced by them.

According to Deputy Director Khoi, the Covid-19 pandemic contagion is still complicated and unpredictable in the world; extreme weather and natural disasters are causing enormous economic damage to many regions and localities; and the economy is forecast to recover slowly in 2021, resulting in stiff difficulty in tax collection. For that reason, to carry out the Government's solutions on business and public support but strictly manage revenue sources, ensure sufficient, timely budget collection for State coffers, the tax sector of Yen Bai province is determined to complete State budget revenue tasks in 2021 as guided by the Ministry of Finance, the General Department of Taxation, and the Provincial People's Committee.

By assessing advantages, disadvantages and impacts on the Government's support policies for enterprises and taxpayers, the Yen Bai Provincial Tax Department will actively carry out action programs to realize economic and social development plans and state budget estimates in 2021. The department will fully and comprehensively adopt solutions to support taxpayers to overcome difficulties, restore production, and generate sustainable revenue for the State budget. It will closely monitor the progress of budget collection, specifically assess and analyze each locality, each region, each tax item on a monthly and quarterly basis to make revenue forecasts close to reality. By doing so, the department can identify potential sources of revenue, areas and taxes for sufficient collection.

At the same time, the tax sector will further speed up tax reform; improve electronic tax declaration, payment, refund and invoice services; and ensure the around-the-clock operation of the information technology system. In order to support taxpayers to overcome difficulties, the sector will guide them to arrange timely tax payment when their extension schedule is over. It will strengthen meetings, dialogues and instructions on tax policies, e.g. tax extension, tax reduction and tax administration, according to the Law on Tax Administration 38/2019/QH14, which came into effect as of July 1, 2020. ■



# Leading Light in the Northwest



The Party Congress of Tran Yen District, term 2020 - 2025

### Economic restructuring makes disruptive breakthroughs

As a district of agriculture and forestry, Tran Yen has focused on inclusive agricultural production development. The district has established some large-scale agricultural and forestry production areas linked to sustainable value chains: 3,500-ha Bat Do bamboo area capable of yielding 70,000 tons of fresh bamboo shoots; 600-ha mulberry area for silkworm farming capable of producing nearly 800 tons of cocoon; 16,000-ha cinnamon area capable of producing over 3,000 tons of cinnamon bark and processing over 22 tons of cinnamon essential oil; and 700-ha citrus fruit farm capable of yielding over 2,000 tons. The district also has over 592 animal farms that produce over 8,000 tons of meat a year and 12 OCOP products of 3-star standards or higher.

Furthermore, with the efforts of the whole political system, over the past years, the National Target Program on New Rural Development in Tran Yen district has achieved many positive results. Tran Yen is the first district in the Northwest region to be recognized as a new countryside district in 2019. The people's livelihoods have increased and the rural face has improved.

In addition, defining industrial and handicraft production as the focus of economic development, Tran Yen district has carried out many consistent solutions to unlock local potential and advantages, attract businesses to develop industry and handicraft. In the 2016 - 2020 period alone, the district attracted 12 large-scale industrial

To effectively utilize local potential and advantages, Tran Yen district has carried out many investment attraction solutions while greatly supporting enterprises and investors to boost their business performance, thus helping local sustainable economic growth.

investment projects that registered to use cutting-edge technology.

### Active infrastructure development and business support

As investment in infrastructure development is defined as a breakthrough stage, the district has gradually completed the infrastructure system synchronously and effectively. As much as VND1,756 billion funded by the State Budget has been invested in socio-economic infrastructure construction in the past five years, accounting for 27.8% of the total fund for development investment and rising by 1.3 times over the previous five-year period. Many important and large-scale projects are effective, especially the traffic system with 378 km of roads. Roads leading to village administrative centers have been hardened. Power grid, education, healthcare and cultural systems have been upgraded to meet new rural standards. Up to now, all villages have access to the national grid and all schools and clinics meet national standards.

The district has reformed administrative procedures to make the business investment environment more attractive and support business development. The district has proactively introduced many investment incentives in line with the law to increase its attractiveness to investors. Typically, Tran Yen has applied preferential policies on land rent, water surface rent, site clearance support, infrastructure construction and local labor training support; maintained regular meetings and dialogues between district leaders with investors and businesses to promptly handle difficulties and problems faced by them in the implementation of investment projects as well as their matters of concern.

Mr. Tran Dong, Chairman of the Tran Yen People's Committee, said that Tran Yen has been trying to build its image as an attractive investment destination for investors of agricultural development, mining and processing, service development and tourism.

In the coming time, the district will focus on courting capable investors that tap local potential and strengths and pursue sustainable development; give priority to projects that use high technology, have high added value, employ a lot of workers, require smaller areas and use resources economically and efficiently. ■

## VAN CHAN DISTRICT

# Effort for Rapid Sustainable Economic Development



Van Chan district has joined forces to deliver rapid sustainable socio-economic development to achieve greenness, harmony, identity and happiness and accomplish goals and tasks defined in the Resolution of the 21st District Party Congress and the 5-year socio-economic development plan in 2021-2025.

**TRUC LINH**

## Agriculture and new rural development accelerated

In the 2015-2020 term, Van Chan district formed large-scale production areas, including 1,200 ha of high-quality rice, 100 ha of Tu Le glutinous rice (450 tons a year), 2,000 ha of citrus trees (10,000 tons a year), 8,400 ha of cinnamon (more than 7,500 tons of fresh cinnamon bark a year), and 4,950 ha of tea (54,000 tons of fresh tea buds a year).

By the end of 2020, 11 communes in the district met new countryside standards (including two very poor communes), 3.6 times higher than the target of the Party Congress. Agricultural restructuring associated with new rural development helped reduce the poverty rate from 39.5% in 2015 to 10.7% in 2020, a decrease of 5.76% a year on average.

The district economy developed significantly, with its structure shifted toward the desired pattern. Per capita income was 1.8 times higher than that in 2015. Its key products and specialties continued to increase in both output and quality and maintain their brand names in the market. Van Chan district accounted for 40% of excellent farmers of Yen Bai province, with farmers earning net income of more than VND100 million a year accounting for 30% of the province.

Mr. Dang Duy Hien, Chairman of Van Chan District People's Committee, said, "Promoting the achievements in the past term, Van Chan district will further accelerate agricultural restructuring, raise product quality and build new countryside. Based on local potential, strengths and support policies for the development of agriculture, forestry and fisheries, the district will launch projects and support policies for the development of agriculture and forestry production in 2021-2025; effectively carry out production development projects along the value chain; and extend the One

Commune One Product (OCOP) Program. The district will carry out land planning, production zoning and farmer development support projects. In particular, Van Chan will focus on encouraging the development of cinnamon, citrus fruit and Shan tea areas and support people to raise cattle. It will actively direct relevant sectors and localities to guide and engage people to restructure crops and animals, produce clean agricultural products, strengthen linkage and support production expansion of the value chain. The district pays great attention to training farmers, establishing businesses and cooperatives, fostering trade promotion, branding and product quality management.

## Promoting achievements

For 2021, Van Chan district has adopted 36 targets of social, cultural and economic development, national defense and security. Determining that 2021 is a year of acceleration to lay the foundation for the following years, the district has launched four groups of solutions, closely followed by five key programs and three breakthrough stages in line with Yen Bai province's orientation. The locality has announced 17 economic development indicators, including a number of important indicators such as total food crop output of over 44,750 tons, fresh tea bud output of 46,000 tons, newly planted forests of over 3,500 ha, total cattle herd of over 120,500 heads, industrial production value of VND1,400 billion, the state budget revenue of VND225.7 billion, 25 newly established enterprises, 10 cooperatives and 130 cooperative groups, and the poverty rate reduced by 3.75% a year.

Furthermore, Van Chan district continues to maintain and improve the quality of six communes that meet new rural development standards and



support Thuong Bang La and Tan Thinh communes to reach this status. It aims to have three more communes to fulfill new rural development standards in 2021, including Tu Le commune - a very poor mountainous commune.

The district will strengthen trade promotion to introduce and advertise products to partners inside and outside the province; invite investors to unlock local potential and strengths with their investment projects, promptly remove difficulties for businesses; develop raw material areas to ensure inputs for industrial production; develop hydropower potential; launch industrial promotion and startup and SME support for strong growth of the business community. The district will strive to have 25 new enterprises and 10 cooperatives in 2021.

To successfully carry out comprehensive targets, the district has assigned specific targets to each sector, agency and responsible person to mobilize public and private resources for rural infrastructure construction; settle outstanding tax debts; and create an enabling mechanism for investment promotion. Van Chan has focused on reforming administrative procedures, improving the investment and business environment, encouraging startups, and realizing the dual goal of "economic development and disease prevention"; giving priority to synchronous infrastructure construction, applying scientific and technical advances to production and sustainable economic development in line with cultural and social development, environmental protection and national security, raising people's quality of life, strengthening land management and responding to climate change. It will concentrate investment resources for building new countryside communes in 2021 and beyond. ■

## TRAM TAU DISTRICT

# Rising above Challenges

Facing difficulties caused by the Covid-19 pandemic, the Tram Tau District People's Committee has closely followed Action Program 190 of the Provincial Party Committee, Plan 106 of the Tram Tau District Party Committee, concretized the programs and plans on the socio-economic development. Thanks to the good implementation of the proposed solutions, Tram Tau has achieved many outstanding results in its socio-economic development.

**S**pecifically, the district has accomplished 31/31 indicators of socio-economic development. In which, many difficult targets have been completed such as the production value of agriculture, forestry and fishery reaching VND337 billion; the industrial production value reaching VND153 billion; the total

output of cereal grains of over 24,000 tons; the total of main cattle herds of over 35,800 head; budget revenue reaching over VND67 billion; the rate of trained workers reaching 53.7%; and the rate of household poverty decreasing at 7.91%. The district has attracted over 31,000 tourist arrivals, the revenue from tourism reaching over VND18.3 billion. It has completed one product one commune (OCOP) program; the quality of teaching and learning has been improved; the medical system from district to localities has been upgraded to meet the needs of the people for medical examination and treatment; social security policies have been guaranteed; the political security situation, social order and safety have been maintained.

In 2021, the People's Committee of Tram Tau district set out 28 targets for socio-economic development and environment. To achieve these targets, Tram Tau District People's Committee will focus on the effective implementation of agricultural restructuring, continuing to mobilize and integrate all resources to effectively implement the national target program on building a new countryside; well implementing forest protection and development; paying attention to investment in the development of industry - handicraft industries, increasing trade marketing and promotion, forms of cooperation and marketing services to promote production of goods in order to exploit the local strengths and potential.

The district will also focus on directing the comprehensive fundamental renovation of education and training, focusing on improving the quality of teaching and learning. It will strengthen health care for people, improving efficiency of health network operations from district to localities. It is important to continue to well implement social security policies, especially policy beneficiaries, people with meritorious services and policies to help the poor. It will maintain political security and social safety in ethnic minority areas. It will also step up the reform of administrative procedures and the application of information technology in the operations of state agencies, creating a favorable environment for the locality to develop comprehensively and sustainably. ■



Conference on registration of trademark of local taro

## YEN BAI INDUSTRIAL ZONES AUTHORITY

# Making Best Preparation for New Investment Flow



**Mr. Trinh Huynh Yen,**  
**Director of the Yen Bai Industrial Zones Authority**

To make breakthroughs in investment attraction into industrial zones, Yen Bai Industrial Zones Authority has adopted many solutions to improve the business investment environment and provide the most convenient conditions for businesses.

NGO SAN

### Speeding up administrative reform

Over the past time, Yen Bai province has obtained significant success in industrial zone development, supporting local socio-economic development goals. The Prime Minister has approved the province's plan for building three industrial zones with a total planned land area of 632 ha including 400-ha Phia Nam Industrial Park, 112-ha Minh Quan Industrial Park, and 120-ha Au Lau Industrial Park. These industrial parks have attracted 62 investment projects, including 57 domestic direct investment (DDI) projects and five foreign direct investment (FDI) projects with a combined registered investment fund of VND11,828 billion. 30 projects have already gone into stable operation. Tenants in industrial parks employ about 4,000 workers, paid about VND6 million a month on average.

To achieve the above results, the Yen Bai Industrial Zones Authority has made efforts to improve technical infrastructure of industrial zones, carry out domestic and foreign trade promotion, and especially promote administrative reform for better business support. The authority has focused on the timely settlement of investment procedures, coordinated with relevant departments and branches to assist them to complete procedures concerning construction, land, environment and labor; updated and submitted to competent authorities for approval of new administrative procedures and abolition of old ones. Documents received and delivered at the Public Reception Department are quickly handled, thus building up investor confidence.







Mr. Trinh Huynh Yen, Director of the Yen Bai Industrial Zones Authority, said, among 26 investment administrative procedures under the jurisdiction of the authority, seven require a shorter time for completion, 48 days fewer than Decision 805/QĐ-UBND dated April 24, 2020 of the People's Committee of Yen Bai province regulates on coordination to settle investment procedures in accordance with the Law on Investment 2014 in Yen Bai province.

In addition to administrative reform, Yen Bai province has gathered joint forces to develop human resources and the labor market; invested in upgrading and perfecting high-quality vocational training facilities to meet socio-economic development and serve the employment needs of tenants in industrial parks.

### **Ready for new investment wave**

In the context of global supply and production chain restructuring, along with right and strategic steps, Yen Bai industrial zones have made necessary preparations to accommodate the next wave of redirected investment flows.

Accordingly, Yen Bai province has licensed Viglacera Corporation to research, survey and propose planning initiatives for a 496-ha industrial, urban and service

complex in Tran Yen district and Yen Bai City at the IC12 Intersection on Noi Bai - Lao Cai Expressway. This facility is expected to draw high-tech, electronics and telecom investors, provide social utility services, help increase State budget revenue, and ensure effective and sustainable socio-economic development of the province.

Moreover, the Yen Bai Industrial Zones Authority has focused on building and completing infrastructure in the industrial parks and improving administration apparatus. It has adopted a growth pattern driven by science, technology and high-quality human resources to utilize local advantages and potential. It has picked up projects in line with sector development plans and socio-economic development plans with priority given to environment-friendly industries that use advanced technology.

According to Director Trinh Huynh Yen, in the coming time, to draw high-quality funding from the EU, the industrial parks will strengthen interconnectivity; align planning with policymaking to effect investment attraction. Additionally, the authority will diversify methods of investment cooperation for industrial zone infrastructure development, encourage private resources and public-private partnerships in construction and development of industrial zone infrastructure. ■

YEN BAI CONSTRUCTION INVESTMENT CONSULTING CO., LTD

# Leading Brand Name in Construction



Yen Bai Construction Investment Consulting Co., Ltd has made steady strides to become a leading consultant of civil, industrial, technical, transport and irrigation construction investment, thus effectively helping local socio-economic development.

**Mr. Nguyen Quang Trung, Director of Yen Bai Construction Investment Consulting Co., Ltd,**

**E**stablished in 2003, Yen Bai Construction Investment Consulting Co., Ltd is mainly involved in master planning, detailed planning, regional planning for socio-economic development; civil engineering, transport and irrigation construction projects; technical design of civil and industrial constructions; project consulting and appraisal services, technical design, cost estimation of civil and industrial construction, transportation and irrigation project investment. Since 2016, in addition to consulting and supervision, the company's business scope has expanded to construction and installation.

Mr. Nguyen Quang Trung, Director of Yen Bai Construction Investment Consulting Co., Ltd, said, "With the working motto of upholding construction quality and progress, over the past years, the company has boldly invested in upgrading and supplementing equipment for survey, measurement, evaluation, experimentation and designing; applied advanced scientific technology and technical innovations to meet strict requirements of survey, consultation, design, construction and installation. Besides, by helping workers and engineers gain experience and professionalism in investment, consulting and construction design; constantly improving professional qualifications, fostering innovations as well as raising the sense of responsibility for assigned jobs, the company has achieved higher labor productivity, consulting quality, and construction progress."

In 2016-2020, Yen Bai Construction Investment Consulting Co., Ltd conducted many projects of different scale, mainly traffic, irrigation, civil engineering construction projects. Its typical projects included surveying, designing and constructing extended Pham Van Dong Road in Luc Yen district, Yen Bai province with an investment of VND60 billion; consulting, surveying, designing and constructing the infrastructure in Yen The Industrial Complex in Luc Yen district, Yen Bai province with an investment of VND51 billion; consulting, surveying and constructing Tu Hieu irrigation works in Luc Yen district to ensure irrigation for 660 ha

of agricultural land; consulting, surveying, designing and constructing VND30 billion Khao Mang semi-boarding junior high school for ethnic minorities in Khao Mang commune, Mu Cang Chai district; consulting, surveying, designing and constructing the residential land in Mu Cang Chai town, Mu Cang Chai district - a VND91 billion technical infrastructure investment project; consulting and surveying the adjustment detailed planning for Tram Tau town, Tram Tau district in the 2016-2025 period; consulting, surveying and adjusting detailed planning of Mu Cang Chai town in the 2016-2025 period; consulting, surveying, planning and adjusting the general construction planning of Yen Binh town, Yen Binh district to 2030; and consulting, surveying and making general planning of Lien Son Farm, Van Chan district to 2030. Its partners and customers highly appreciate projects undertaken by the company for construction quality, schedule, architecture, labor safety, and environmental sanitation, thus actively contributing to local socio-economic development.

In addition to business, Yen Bai Construction Investment Consulting Co., Ltd cares about employees' livelihoods; applies full employment policies and benefits for employees like salaries, bonuses, health insurance and social insurance. The Party cell (20 Party members affiliated to the City Party Committee), Trade Union, Youth Union, and Women Union are facilitated and motivated for operation and development to ensure the material and spiritual life of employees. At the same time, the company actively carries out social security launched by local agencies and mass organizations such as building a new countryside, helping the poor, delivering relief to people suffering natural disasters and floods, and supporting poor children.

With its ongoing efforts, Yen Bai Construction Investment Consulting Co., Ltd. has become a strong brand name in the market. Director Nguyen Quang Trung emphasized, "In the coming time, the company will maintain, consolidate and focus on intensive investment to enhance competitiveness in consulting, supervision and examination of construction and installation to achieve more and more success." ■



## 50 Years of Sustainable Growth

During half a century of development, Thac Ba Hydropower Joint Stock Company has made great efforts to complete its business tasks, ensure labor safety and social security, especially its responsibility to protect the environment, and effectively and sustainably use natural resources.

### Leading light of the power industry

Thac Ba hydroelectric plant, built on the Chay River in Yen Binh district, Yen Bai province, was the first hydroelectric plant built in the North of Vietnam supported by the former Soviet Union.

The 108-MW project produced an average output of about 400 million kWh of electricity a year. This was one of the key works in the first 5-year socio-economic development plan (1960-1965), the material and technical foundation for the socialist construction of Vietnam. On October 5, 1971, the facility was inaugurated, started the first turbine and fed the national grid.

Thac Ba hydroelectric reservoir is one of the three largest artificial lakes in the country, covering 235 km<sup>2</sup> with more than 1,300 islands and storing about 3 billion m<sup>3</sup> of water. In addition to power generation, Thac Ba hydropower reservoir also played a particularly important role in flood and drought prevention for the northern delta, winter-spring crop production and water supply regulation for domestic consumption and agricultural production.

### Sustainable development in focus

In 2015 - 2020, Thac Ba Hydropower Joint Stock Company achieved very impressive business results, featured by an average electricity output of 381 million kWh a year, the average revenue of VND329 billion (growing 13%), profit after tax of VND145 billion a year, and tax payment value of VND101 billion a year. The company fully implemented employment policies for all employees.

In recent years, with the policy of socializing the electricity industry, in the northern provinces such as Lao Cai, Lai Chau, Dien Bien, Son La and Ha Giang, a lot of hydropower plants have been constructed. Facing these opportunities, the company has decided to establish the Technical Service Center to provide technical services for small hydropower projects.

After nearly 10 years of operation, the center has won many service contracts, trained operators; tested and calibrated electrical equipment; monitored permeability, settlement and displacement of constructions; compiled and adjusted working and troubleshooting procedures; maintained, repaired and installed small and medium hydropower plants in northern provinces, made a good source of revenue for the company, opened a new stage for multi-sector business strategy and sustainable development goals of the company.



The company has also actively invested in expanding business operations, with a focus on research, investment and purchase of small and medium hydropower projects in the north like Thai An Hydropower Joint Stock Company in Ha Giang province (5% of interests), Hai Phong Thermal Power Company (0.6%) and Muong Hum Hydropower Joint Stock Company in Lao Cai province (50.9%). Currently, the firm is cooperating with shareholders - Power Construction Consulting Joint Stock Company No. 2 and REE Corporation - to carry out Thac Ba 2 Hydropower Project (lower level of current Thac Hydroelectric facility).

To have safe and effective business, the company always gives high priority to occupational safety and health, fire prevention and rescue, and places a focus on protecting the environment and ensuring the working environment for employees.

Besides, for many years, Thac Ba Hydropower Joint Stock Company has always actively carried out a good charity movement for the community. In 2015 - 2020, in addition to funding the Golden Heart Fund, the Study Promotion Fund and the Charity Fund, the firm spent a lot of money building schools and rural roads and supporting poor households.

With its great contributions to national development in the past 50 years, the company has been honored with many noble awards by the Party and the State, including Second-class War Resistance Order, Third-class Independence Order, First-class, Second-class and Third-class Labor Orders, Victory Order, and Hero of the People's Army of Vietnam, in addition to many other outstanding certificates of merit and emulation flags granted by central and local authorities. ■

HUU HAO TEA CO., LTD

# Globalizing Local Tea

Tea in Yen Bai province has increasingly affirmed its quality and yield in the past years thanks to its focus on cultivation techniques. In order to raise tea value, Huu Hao Tea Company Limited based in Tran Yen district has boldly invested in technology and machinery to help the local tea access more markets.

NGUYEN TUNG

Utilizing its large hilly cultivated area, favorable soil conditions, fresh and cool climate in the highlands, for decades, farmers in Yen Bai's localities like Tran Yen, Van Chan and Nghia Lo districts have made tea a cash crop of high value. Therefore, the livelihoods of ethnic minorities here are getting better and better.

In the past, people used to manually process tea on a small scale. The product was mainly sold to merchants cheaply and unstably. For that reason, local authorities have issued many projects and programs to improve tea value. One of the solutions is encouraging enterprises to cooperate with farmers to produce tea.

Huu Hao Tea Co., Ltd has effectively implemented this model. Director Nguyen Trong Huu said: "Product quality is always a top priority of the

company. Since its inception, the company has paid attention to building close relationships with tea growers to have premium inputs. In 2004, Huu Hao Tea Company was one of the first investors of tea processing lines powered by India's CTC technology. This advanced technology has enabled organic tea processing to ensure hygiene, safety and automation and allowed it to boost output and reduce human costs and product costs."

Despite the competition from other tea processors in Yen Bai and other provinces, Huu Hao Tea Co., Ltd always uses premium inputs and adopts buying prices accommodative to farmers. Tea cultivation is laborious and growers need good livelihoods from tea cultivation, he added.

Mr. Huu himself used to struggle with tea for years in many localities.



To be trusted and adopted by the market, the cleanliness, safety and quality of tea must be ensured, he said, adding that he had discussed with tea growers to adopt tea criteria.

In addition, determining the market is an important factor for the company to stand firm and continue development. Over the years, the company has always intensively searched and expanded the market for product consumption, regarded this as a decisive business stage. The company management has always been active to capture and process information on domestic and international markets for products. Currently, in addition to the domestic market, the company's products are also sold strongly in fastidious markets such as Japan and South Korea. The company has



diversified its customer base.

Despite being affected by the Covid-19 pandemic, the company was still able to maintain its production output, sales and export. Not only focusing on business, Huu Hao Tea Co., Ltd also takes good care of the employees' lives. The firm ensures all regulatory benefits for employees. It has also given due attention to occupational safety and health. All employees are equipped with sufficient labor protective equipment and personal protective equipment at work.

The income of tea growers and its employees has been raised. The positive reception of international customers has confirmed the effective cooperation it is currently pursuing. These are good signs for the company to globalize

Yen Bai tea. ■



# “Investing in Yen Bai province



This is a confirmation by Mr. Tang Yu Yun, Director of Vietnam Thien An Wood Co., Ltd. Arriving in Phia Nam Industrial Park, Yen Bai province five years ago, the company has quickly become a strong FDI firm, not only being a top importer and exporter but also hiring and equipping local workers with good skills and inspirational and dedicated attitude.

NGO SAN

**Mr. Tang Yu Yun, Director of Vietnam Thien An Wood Co., Ltd**

## Active support of the local government

Yen Bai has abundant natural resources, enough for mining development. With a dynamic administration, the province has introduced many flexible and reasonable mechanisms and policies. The provincial government is very open, friendly, attentive, prompt to deal with difficulties faced

by businesses. In addition, Yen Bai is building a convenient transportation system to reduce delivery time and production costs. At the same time, Yen Bai has an abundant labor force, with a lot of well-trained workers.

These conditions have helped the province to attract many foreign-invested mineral processors including Vietnam Thien An





# is a right choice”

Wood Co., Ltd. Right after exploring the investment environment, the company received enthusiastic support from Yen Bai leaders, especially the authority of industrial parks. In a short time, the company was able to build the factory that makes wood panels, flooring wood and kitchen cabinets on a 6-hectare lot in Phia Nam Industrial Park. Costing VND136.1 billion, the project is capable of making 2 million square meters of flooring wood, 100,000 cubic meters of plywood, 130,000 cubic meters of wood veneer, and 100,000 cubic meters of household wooden boards a year.

Director Tang Yu Yun said, this result came from the attention and support of provincial leaders. Currently, the company is operating stably, employing more than 400 workers, paid VND7.5 million a month on average. Every year, the company exports more than 2 million square meters of wood to the U.S. market.

In 2020, confronting numerous difficulties and challenges caused by the Covid-19 pandemic, Vietnam Thien An Wood Co., Ltd still managed to maintain business operations and expand the factory to boost production to meet increasing market demand.

## Focusing on building corporate culture

Vietnam Thien An Wood Co., Ltd also attaches great importance to building corporate culture, taking care of employees' livelihoods, and creating a friendly, secure and professional working environment. Thus, the company can always draw high-quality labor to meet business expansion demands.

Mr. Tang Yu Yun proudly said, “We always think that people are the most important property of the company. A contingent of talented employees dedicated to the business is the foundation of success. So, the first and foremost core values are the employees. In Thien An, they have a safe and positive working environment. We always strive to invest in healthcare and motivate them to get connected and recognized.”

Accordingly, safety is the top priority of the company. The leadership is always concerned about employee safety, not only in the workplace but also on the way to work. The company has always focused on raising awareness of employee health and safety. Therefore, despite being operational in one



of the industries with a high rate of occupational accidents, Thien An has managed to have no occupational accidents since its inception. Every year, the company organizes occupational health and safety festivals to raise safety awareness such as providing helmets for all employees, organizing training courses on driving safety.

Besides, human development is always a top concern of Vietnam Thien An Wood Co., Ltd. The company develops extensive training programs and clear career roadmaps for its employees to have opportunities to achieve career promotion. Only in Thien An Vietnam, can workers become shift leaders, and technical workers become engineers. Every year, the company hosts events to support its employees to balance their lives and have a healthy lifestyle.

Last but not least, with the motto "Communication is key to business success", the company organizes regular dialogues between the leadership, HR Director and employees to update business results, exchange topics of interest and create opportunities for employees to ask questions directly to the management. These programs are not only opportunities to connect and build solidarity of all employees but also an opportunity to help the leadership to better understand employees' lives to make timely and helpful adjustments. This is also the key feature in the corporate culture of Vietnam Thien An Wood Co., Ltd. ■

# Hanoi Stimulates Domestic Tourism Demand in New Normal

When the pandemic has been basically controlled and vaccinations are getting more available, the Hanoi tourism industry has prepared for the renormalization of social activities.

**GIANG TU**

**A**t the conference on building tourism products to stimulate domestic demand in Hanoi in 2021 held on March 18, delegates discussed how to stimulate domestic demand in 2021 and tourism development solutions in 2021.

According to Mr. Truong Quoc Hung, President of the UNESCO Hanoi Travel Club, as social distancing is eased, travel demand will increase; however, travelers need to pay more attention to safety than before. Grasping their behavioral changes and needs is a way for travel businesses to create suitable product packages, helping visitors feel secure and comfortable. This is also a way for them to adapt to the new normal.

Mr. Nguyen Van Thinh, Director of Northern Branch of Vietnam Airlines, said, the carrier will increase flights on nearly 30 domestic routes from March 28, connecting 15 destinations, including major cities and famous tourist destinations across the country. With this plan, Vietnam Airlines will add 280-400 flights per week, equivalent to 56,000-80,000 seats, to the domestic flight network. Therefore, localities are given strong motivation to restore trade and economy in the post-pandemic period. In addition, the monthly Vietnam Airlines Festa, held at Ho Guom pedestrian streets, receives a warm

welcome by Hanoi citizens. The event is a regular activity hosted by Vietnam Airlines as part of cooperation programs for tourism, cultural and social development between Vietnam Airlines and the Hanoi People's Committee.

To enhance the appeal and tap tourism potential, building and developing a night tourism model is a key approach in the Hanoi tourism development strategy to woo high-spending tourists to Hanoi. Mr. Phung Quang Thang, Director of Hanoitourist Company, said that Hanoitourist and Hoa Lo Prison Relic Management Board are working together to operate a new tourism product "Sacred Night - Shining the Vietnamese Spirit" to scale up this model to many other relic places. The Thang Long Heritage Conservation Center of Hanoi is cooperating with Hanoitourist to build the night tourism product "Deciphering Thang Long Citadel" and further reveal the untold stories about Thang Long Citadel.

Ms. Nguyen Thi Le Huong, Deputy General Director of Vietravel Company, said that to recover in 2021, the Hanoi tourism industry needs to join hands with businesses to organize specific cooperation programs for aviation, railway and road transport companies, service providers, tour operators, hotels and shopping malls to launch large-scale stimulus packages with well-priced products and services to court tourists. Besides, it is necessary to engage not only travel and tourism businesses, but also Hanoi people woo tourists and make advertisements on television and newspapers.

Tourism connectivity is also mentioned by many agencies to shape a closed service supply chain. Mr. Nguyen Cong Hoan, Director of Flamingo Redtours, said that Hanoi needs to link with other provinces and cities by promoting and building regional products for two-way passenger transportation.

Director Dang Huong Giang said that the Hanoi Tourism Department will join hands with businesses to build products to stimulate domestic tourism demand, plan tourism product development and broadcast tourism stimulus programs in some key provinces and cities. In the near term, the department and the Investment, Trade and Tourism Promotion Center will work with interested units to carry out the festival to stimulate tourism and promote Hanoi cuisine in April. ■







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#### HAIPHONG OFFICE

5th floor, Harbour View Tower  
12 Tran Phu, Ngo Quyen, Haiphong,  
Vietnam  
Tel: +84 225 3836 169  
Email: [info@deepc.vn](mailto:info@deepc.vn)  
Website: [www.deepc.vn](http://www.deepc.vn)

#### QUANG NINH OFFICE

No. 8-9, My Gia street, Vinhomes  
Dragon Bay Ha Long residential area,  
Hong Gai ward, Ha Long city,  
Quang Ninh province, Vietnam  
Tel: +84 2033 567 848





# DAI AN SAI GON INDUSTRIAL ZONE

UNDER MOC BAI BORDER GATE ECONOMIC ZONE - TAY NINH PROVINCE  
SCALE 300 HECTARES & 18.76 HECTARES OF VERDURE FOR ISOLATION  
LOCATION AN THANH COMMUNE - BEN CAU DISTRICT - TAY NINH PROVINCE



## INVESTMENT INCENTIVES

**10% of enterprise income tax** within **15 years** since projects come into operation. And **Exemption** from enterprise income tax within **4 years** and **50% of the tax** within **9 following years** since taxable income.

**Deducting 50% of personal income tax.**

**Exemption from import tax within 5 years.**

Commodities produced, processed, reprocessed or assembled in non-tariff areas of border-gate economic zones and exported abroad **are exempt from export duty.**

Other investment incentives of **Value-added tax**, **Excise tax** are complied with the Law.

## STRATEGIC LOCATION

- To Tan Son Nhat Airport 45Km
- To Cat Lai Port 70Km
- To Moc Bai - HCM Highway 4Km
- To Moc Bai Border Gate 8Km
- To Ho Chi Minh City 50Km
- To Tay Ninh City 35Km

## STRATEGIC LOCATION

Dai An Sai Gon IZ is a multi-sector Industrial Zone which attracts domestic and foreign investment, especially offer the priority to: auxiliary industrial fields; projects applied modern and high technology; non-polluted environment projects and strictly environmental treated projects; projects with cleaner production technology; friendly to environment and energy-saving technology.



## DAI AN SAI GON JOINT STOCK COMPANY

**Address** : 143 Hoa Lan Str., Ward 2, Phu Nhuan District, HCMC, Vietnam

**Tel** : +84 28 3517 4686

**Email** : info@daiansai.gov.vn

**Director** : Mr. Duong Dien Thuan

**Fax** : +84 28 3517 4681

**Website** : www.daiansai.gov.vn

**Mobile** : +84 904 146 899