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Enhancing Cultural Value of OCOP Products

ENABLING BUSINESSES TO ENTER GREEN ERA

Add: 8th Floor, VCCI Building, 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.

VCCI-IP's areas of specialization include

- 1** Providing information of legal framework, economic and technical environment of Vietnam and foreign countries in relation to intellectual property for domestic and foreign individuals/enterprises;
- 2** Providing investigation and search services on prior art, freedom-to-operate, protection status, patentability and registrability of inventions, industrial designs, trademarks etc.,
- 3** Providing legal advices and representing for filing and prosecuting applications for inventions, industrial designs, trademarks, copyrights etc., of domestic and foreign individuals/enterprises;
- 4** Providing legal advices and representing for filing and prosecuting international application for inventions under PCT Treaty;
- 5** Providing legal advices and representing for filing and prosecuting international trademark applications under Madrid Protocol/Agreement and Community trademarks (CTM);
- 6** Providing legal advices and representing for settlement of appeals, disputes of IPRs;
- 7** Providing legal advices and representing for settlement of IPRs infringement and anti-counterfeits in Vietnam and foreign countries;
- 8** Providing legal services and representing for Recordal of license/assignment of IPRs and technology transfer;





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Minister of Planning and Investment Nguyen Chi Dung and VCCI President Pham Tan Cong award the most sustainable companies of 2024

ENABLING BUSINESSES TO ENTER GREEN ERA

The Vietnam Chamber of Commerce and Industry (VCCI), through the Vietnam Business Council for Sustainable Development (VBCSD-VCCI), recently hosted the Announcing Ceremony of Sustainable Companies 2024 themed "Enterprises Thriving in the Green Era." Marking its ninth consecutive year, the event underscored VCCI's ongoing effort to promote and encourage participation in the Program for Benchmarking and Announcing Sustainable Companies in Vietnam (CSI Program).

HUONG GIANG

The ceremony welcomed Minister of Planning and Investment Nguyen Chi Dung, Vice Chairman of the National Council for Sustainable Development, and key leaders from ministries, agencies, and the business community. Aligning with the government's directive to honor enterprises excelling in sustainable production and business practices, VCCI spearheaded the CSI 2024 program in close collaboration with the Central Economic Commission, the Ministry of Labor, War Invalids, and Social Affairs, the Ministry of Natural Resources and Environment, and the Vietnam General Confederation of Labor.

CSI 2024 - Leading businesses in sustainable transformation

In his opening remarks, Pham Tan Cong, VCCI President and Head of the CSI 2024 Steering Committee, emphasized: "To seize new opportunities, we must not only drive breakthroughs in development policies and eliminate barriers hindering the business community - the core production force - but also foster a paradigm shift in business strategy. This includes harnessing internal strengths, embracing innovation, and advancing humane, creative, and sustainable business models that contribute to societal progress,





Top 10 sustainable companies honored in the trade-service sector

economic prosperity, and the well-being of the people.”

The decade-long results of the CSI program demonstrate that businesses committed to sustainable production and operational models are better equipped to enhance resilience, overcome challenges, and capitalize on opportunities arising from green and digital transformations, Cong said.

In 2024, the CSI program attracted nearly 500 enterprises nationwide, representing different types and sizes. The Organizing Committee conducted a preliminary screening, selecting 142 applications for official evaluation. The program saw strong growth in participation from domestic enterprises and first-time applicants, increasing to 62% and 35%, respectively, compared to the past three years. This rise reflects a growing awareness and commitment among Vietnamese businesses to embrace transformation and adopt sustainable business practices.

The most notable improvement in the CSI 2024 program is the introduction of industry-specific categorization for candidate companies into three groups: manufacturing, trade-service, and mixed (a combination of both). It adjusts the weighting of economic, environmental, and social criteria to align with the

distinct characteristics and activities of each sector. By tailoring the evaluation framework, the program ensures fair and equitable scoring for all participants.

The CSI 2024 program also reflects updates aligned with international commitments and significant changes in the domestic legal framework. The 153 indicators in the program comprise 62% compliance indicators and 38% advanced indicators, enabling a comprehensive evaluation across economic performance, environmental, social, and governance (ESG). The emphasis on compliance indicators highlights that sustainable development is neither distant nor overly complex for businesses. By adhering to legal requirements, enterprises establish a robust foundation for long-term sustainability.

The CSI 2024 features the highest number of quantified indicators in the program’s nine-year journey, requiring businesses to implement a system for monitoring and calculating key data, addressing sustainability topics such as “net revenue from activities with significant climate impacts” and “operating or investment costs allocated to sustainable development initiatives.” This not only drives companies to invest in research and data systems but also encourages a review of all operations, and resource allocation for sustainability.

Vietnam Business Council for Sustainable Development (VBCSD)



Sustainable Business, Prosperous Societies

Address: 4th floor, VCCI building, 9 Dao Duy Anh, Hanoi | Tel: 024 3577 2700 | Website: vbcscd.vn





The CSI 2024 ceremony recognizes the top 100 sustainable businesses across the production, trade, and service sectors

Honoring 100 sustainable businesses in production and trade-service sector

The CSI 2024 ceremony recognized top 100 sustainable businesses across the production and trade-service sector. Notably, the top 10 in these categories comprised an equal mix of 50% domestic and 50% foreign-invested enterprises, underscoring great progress by domestic businesses. This progress demonstrates that sustainable development is no longer exclusive to FDI enterprises with established governance frameworks. Beyond the primary recognition of most sustainable enterprises, the program also highlighted trailblazers in two thematic areas: excelling in circular economy practices and greenhouse gas reduction, and fostering diverse, equitable, and inclusive values within their operations.

Also at the ceremony, Mr. Nguyen Quang Vinh, Vice President of VCCI, Chairman of VBCSD, Deputy Head of the Steering Committee of the CSI 2024 Program, once again emphasized the important role of enhancing sustainable corporate governance capacity aligned with the ESG pillars, which strengthens "internal resilience" and enables enterprises to integrate sustainable development strategies into their core production and business operations. This approach enhances competitiveness and adaptability in today's environment. He said that applying the CSI effectively supports sustainable corporate governance and reaffirmed VCCI's commitment to expanding the index in the domestic business community. He also urged to promote the activities of the "CSI Club," a new platform for businesses recognized in the CSI program over the years to



Top 5 pioneering companies honored for adopting and implementing diversity, equity, and inclusion values

collaborate and innovate in sustainability practices.

He also said that just before the ceremony, on the morning of November 29, VBCSD-VCCI, in collaboration with Nestlé Vietnam, organized the first activity of the CSI Club. This event focused on the "Carbon Credit Offset Exchange Mechanism in Vietnam and the Roadmap toward Net Zero 2050." "By continuously innovating to deliver new added value in each initiative, the recognition and support from the business community drive us to persist in promoting sustainable and responsible business practices, while also strengthening and advancing the CSI program in the future," Vinh said.

The CSI 2024 program is supported by key partners, including Nestlé Vietnam Co., Ltd., Coca-Cola Vietnam Beverages Co., Ltd., British American Tobacco Vietnam (BAT), Saigon Beer-Alcohol-Beverage Corporation (Sabeco), along with many other partners and members of VBCSD. ■



VCCI President Pham Tan Cong and Sri Lankan Ambassador Poshitha Perera

VIETNAM, SRI LANKA AIM TO STRENGTHEN TIES IN KEY SECTORS

On November 29, 2024, Pham Tan Cong, President of the Vietnam Chamber of Commerce and Industry (VCCI), met with Sri Lankan Ambassador Poshitha Perera to discuss strengthening economic and trade ties, particularly in agriculture, textiles, tourism and technology.

HUONG LY

During the meeting, Ambassador Poshitha Perera expressed hope that VCCI would help connect Vietnamese businesses to the Premier Industrial Exhibition in Sri Lanka scheduled for January 2025, representing a valuable opportunity for trade and investment. He also invited Vietnamese businesses to participate in other networking activities, including visits to Sri Lanka's port city and the country's gemstone mining industry, aimed at promoting cooperation in trade and investment.

VCCI President Cong acknowledged the great potential for cooperation between the two countries, affirming VCCI's role in fostering economic ties between Vietnam and other nations. He also emphasized that VCCI is ready to serve as a key bridge between businesses and governments of both countries, facilitating information exchange, sharing experiences, and helping businesses better understand market dynamics, business cultures and relevant regulations.

He also pointed out Vietnam's proximity to China, the world's second-largest economy, and Sri Lanka's strategic location near India, a country with a massive market and significant influence in South Asia, creates tremendous cooperation opportunities.

According to VCCI's President, trade between Vietnam and Sri Lanka has been significantly affected by the COVID-19 pandemic and global supply chain disruptions. However, he believed that this downturn is temporary and does not reflect the long-term potential of cooperation between the two countries. He emphasized the importance of organizing events such as forums, seminars, trade exhibitions and study visits, which will serve as important platforms for businesses to meet, exchange ideas and establish partnerships. VCCI is committed to playing an active role in organizing and supporting these events, helping Vietnamese and Sri Lankan businesses better understand each other's business environments and identify potential cooperation opportunities. ■

ARGENTINA PLEDGES SUPPORT FOR VIETNAM'S DEVELOPMENT

Argentine Ambassador to Vietnam Marcos A. Bednarski reaffirmed Argentina's support for Vietnam's economic growth during a meeting with Tran Ngoc Liem, Director of Ho Chi Minh City Branch of the Vietnam Chamber of Commerce and Industry (VCCI-HCM). The visit aimed at strengthening trade and investment ties with Ho Chi Minh City and other key southern economic hubs.

MY CHAU



VCCI-HCM Director Tran Ngoc Liem receives Argentine Ambassador Marcos A. Bednarski

At the meeting, Ambassador Marcos A. Bednarski and Director Tran Ngoc Liem discussed recent socioeconomic developments and business activities in Vietnam and Argentina. Liem highlighted the untapped potential in their trade and investment ties, expressing hope for improvement, especially as US-China trade tensions impact the Chinese economy. He suggested Vietnam focus on investing in Argentina for Latin American production, while Argentina could invest in Vietnam to meet its own needs and capitalize on

Vietnam's FTAs for broader market access.

Ho Chi Minh City has always led the country in all indicators from FDI attraction, import and export value to contributions to budget revenue, he added. With more than 10 million people, the city is a high potential consumer market for Argentina. In trade, Argentina is currently the fourth largest export market of the city. In investment, the country has four investment projects in HCM City with a total registered investment capital of nearly US\$38,000. "HCM City is a dynamic economic locomotive, with an open and transparent investment and business environment. The city's leaders are always concerned about generating the most favorable conditions for FDI investors, including Argentine investors, with the desire to enhance the cooperative relationship between Ho Chi Minh City, Vietnam and Argentina," Liem emphasized.

Ambassador Marcos A. Bednarski said that Vietnam and Argentina celebrated the 50th anniversary of diplomatic relations last year. He highlighted the strong ties between the two countries, marked by high-level visits and achievements in economic, educational and medical cooperation. He hoped that business cooperation will further strengthen, elevating Vietnam-Argentina relations to new heights.

Highlighting that Vietnam is Argentina's third-largest market in Asia, Ambassador Marcos A. Bednarski emphasized the importance of strengthening trade with Vietnam for Argentina's economy. He expressed hope for more collaborative events and opportunities between VCCI and the Argentine Embassy to boost trade and investment, thereby further enhancing diplomatic ties between the two countries. "Vietnam has strong economic growth and Argentina will actively accompany Vietnam on this development journey. The two sides will give top priority to advocating the signing of the Vietnam - Argentina Free Trade Agreement to expand trade relations," Ambassador Marcos A. Bednarski emphasized.

In response, VCCI-HCM Director Tran Ngoc Liem said that, as a representative of the business community, VCCI, including VCCI-HCM, is focused on trade and investment promotion, policy advocacy, and labor relations. Recently, VCCI and the Argentine Embassy have maintained strong cooperation by jointly organizing events during visits by senior Argentine leaders to Vietnam and regularly sharing information about trade and investment promotion activities with the business communities of both countries. "VCCI looks forward to strengthening cooperation with the Argentine Chamber of Commerce - Industry and the Argentine Chamber of Commerce - Services, as well as welcoming Argentine business delegations to explore investment opportunities in Vietnam. Through these trade and investment activities, Vietnam can connect with business associations in Argentina and other countries like the US, South Korea and Japan. With its strong ties to domestic trade associations, VCCI is confident in its ability to connect the business communities of both countries. VCCI-HCM is ready to support Argentine businesses in the southern region, offering a dedicated trade and investment promotion department to ensure their success in Vietnam," he said. ■



VCCI Vice President Nguyen Quang Vinh poses for a group photo with the Polish delegation, led by Deputy Minister of Agriculture and Rural Development Jacek Czerniak

Strong Potential for Vietnam and Poland Agriculture Cooperation

During a meeting on November 28 with Mr. Nguyen Quang Vinh, Vice President of the Vietnam Chamber of Commerce and Industry (VCCI), Polish Deputy Minister of Agriculture and Rural Development Jacek Czerniak emphasized Poland's focus on sustainable agriculture, food security, and the adoption of advanced digital technologies.

Deputy Minister Czerniak noted that Polish agricultural exports to Vietnam reached €175.5 million in 2023, up 14% compared to the previous year. Meanwhile, Vietnam imported nearly €299 million worth of Polish agricultural products, demonstrating the strong appeal of Poland's goods in Vietnam.

Currently, Poland exports products such as beef, pork, poultry, frozen salmon, and canned fish to Vietnam. However, Czerniak suggested that Vietnamese businesses explore additional imports, including feathers, fruits, vegetarian food, and health-focused products. He expressed confidence that Vietnamese goods would continue to expand their presence in the Polish market, catering to its diverse consumer needs.

VCCI Vice President Nguyen Quang Vinh emphasized that agricultural, forestry, and fishery products from both countries complement each other, presenting great collaboration potential. He proposed increasing the organization of business forums, agricultural trade fairs, and reciprocal visits to promote understanding and partnerships between Vietnamese and Polish enterprises.

Additionally, VCCI is working with the Polish Center for Agricultural Cooperation Support to sign a Memorandum of Understanding (MOU) to further boost agricultural cooperation. Vinh pledged that VCCI would actively support Polish companies in accessing the Vietnamese market and connecting with reputable local partners.

Enhanced agricultural cooperation between Vietnam and Poland holds the potential to not only diversify trade structures but also unlock opportunities for technology transfer, sustainable development, and greater value creation for both nations.

Giang Tu

Customs Sector Accelerates State Budget Revenue

To meet the target of collecting VND375 trillion, the General Department of Vietnam Customs (GDC) directed all local customs departments to enhance collection efficiency in the final months of the year.

HIEN PHUC

Removing difficulties for enterprises

The GDC reported positive economic signs for Vietnam, with exports rebounding as global market demand recovers. Over the first 10 months, the country's total import-export turnover reached US\$647.87 billion, up 15.8% (US\$88.57 billion) compared to the same period last year. Exports in the first 10 months reached US\$335.59 billion, up 14.9% (US\$43.54 billion), while imports totaled US\$312.28 billion, up 16.8% (US\$45.03 billion). Vietnam recorded a trade surplus of US\$23.31 billion, down 6% from the same period last year.

Given the achievements of the first 10 months and the recent growth rate, experts forecast that Vietnam's import-export turnover could reach a record US\$800 billion in 2024.

Deputy General Director Nguyen Van Tho of the GDC highlighted the positive third-quarter results, particularly in trade facilitation, revenue collection, and anti-smuggling efforts. However, with limited time left in 2024 and a heavy workload, he urged local customs departments to prioritize key measures, ensuring timely and compliant goods clearance and tax refunds to support enterprises.

Strengthening inspection and control

The GDC urged accelerated reforms, a better business environment, and stronger national competitiveness. Priorities include addressing enterprise challenges, attracting investment, expanding production, and boosting growth to support state revenue. Customs departments will enhance policy communication, diversify enterprise support, innovate taxpayer outreach, and ensure timely revenue collection to meet 2024 targets.

The GDC also instructed units to enhance state management effectiveness and prevent revenue loss in budget collection. This includes strengthening information gathering, identifying potential risks, and implementing measures for inspection, monitoring and control.

In the third quarter, smuggling and cross-border violations surged, with customs prosecuting 10 cases and transferring 39, adding VND141.1 billion to the state budget. Prosecutions rose 25%, and transfers increased 50% year-on-year. In the first nine months, customs handled 12,949 violations worth VND23,757 billion.

The GDC requested a review and inspection of goods names, codes and tax rates during both customs clearance and post-clearance stages. This aims to detect and address cases of incorrect code declarations, disguised goods names, or incomplete descriptions used to apply lower or

preferential tax rates. Special attention should be given to items on the list of risky import and export goods, particularly regarding classification and tax rate applications, as well as items that have been specifically addressed in official dispatches for guidance and correction.

The GDC instructed the implementation of value inspection and consultation during customs procedures, as well as post-clearance value inspections for goods and enterprises at risk of false value declarations. This is to ensure accurate determination of customs and tax values, using verification measures to prevent and detect price fraud. Appropriate actions will be taken based on regulations. Additionally, a review and classification of collectible and uncollectible debts is required, along with efforts to collect and settle tax debts.

The GDC instructed a strengthened inspection and review process for tax-exempt and non-taxable subjects under the Law on Export Tax, Import Tax and other tax laws. Tax exemption procedures must be properly followed in accordance with legal and guidance documents from the Ministry of Finance and the GDC.

In cases where issues arise during tax exemption procedures, especially those involving specialized management ministries (e.g., determining domestically produced goods for raw materials and components exempt from import tax, or goods for environmental protection as per the Ministry of Natural Resources and Environment), these should be promptly reported to the GDC for further communication with the Ministry of Finance. Additionally, the GDC emphasized the urgent need to review and process tax refunds and excess tax payments to the correct entities by December 2024.

The GDC directed the strengthening of inspections and reviews for cases exempted from additional import taxes, such as anti-dumping, self-defense and anti-subsidy taxes, based on decisions from the Ministry of Industry and Trade (MoIT). If the quantity of exempted goods exceeds the amounts specified in the MoIT's decisions, or if the goods are not used for production, the relevant organizations and individuals should be notified. The tax on non-compliant goods will be determined according to the additional import tax rate specified in the official decisions of the MoIT, and further procedures should be carried out in accordance with tax management laws. ■



The customs sector supports businesses by facilitating trade, providing information, and helping expand markets

HCM City Customs Curbs IP Violations in Imports

Since the start of the year, the Ho Chi Minh City Customs Department has proactively implemented a range of inspection and control measures to detect and prevent violations directly at border gates.

Executing the plan of the General Department of Vietnam Customs to control smuggling, merchandise counterfeiting, IP-faked goods and IP-violated goods in 2024, the HCM City Customs Department has dispatched 43 documents on intellectual property (IP) enforcement to customs offices and customs control teams.

At the same time, the department directed relevant units to focus on items with high risks of counterfeiting and IP infringement like consumer goods, electrical appliances, electronic devices, household electronic devices, functional foods, sugar, pharmaceuticals, cigarettes, new generation cigarettes, alcohol, iron and steel, and scrap.

As a result, the department has uncovered and fined many violators. In August 2024, the Saigon Port Customs Office - Zone 1 fined a company VND30 million for infringing industrial property rights on nearly 40 tons of imported detergents, softeners, and toothpaste, valued at VND1 billion. In September, the office issued another VND30 million fine and ordered the removal of infringing elements from a shipment of heat-resistant clothing, valued at nearly VND1.5 billion.

Additionally, the Customs Office of Investment Goods Management penalized a foreign-invested enterprise for intellectual property violations. The company imported clay from the US and provided misleading information on trademarks protected in Vietnam, breaching industrial property regulations.

The HCM City Customs Department emphasized the growing sophistication of counterfeiting and IP violations, which harm ownership rights and economic interests. It pledged to intensify prevention efforts during customs clearance for imports and exports, deploying control forces and cargo teams to enforce regulations.

Hien Phuc

Hai Phong Customs Sees Soaring Trade Volumes

The import and export value via Hai Phong Customs Department reached US\$12.15 billion in October, up 15.73% month on month and 10.8% year on year.

Of the sum, exports valued nearly US\$6.33 billion, rising 22.46% against the previous month and 13.8% against the same period of 2023.

Particularly, the turnover of taxed exports reached US\$26.16 million, up 8.33% month on month but down 41.2% year on year. The import turnover was US\$5.82 billion, up 9.21% month on month and 7.7% year on year. Of the sum, taxed imports were worth US\$2.29

billion, up 16.91% over September and up 17% from the corresponding period of 2023.

High-growing imports include automobiles (US\$135.06 million, up 28.8%), auto components (US\$42.77 million, up 21%), motorcycle parts (US\$1.78 million, up 5.4%), petroleum products (US\$28.79 million, up 1.2%), alcoholic beverages (US\$2.9 million, up 55.4%), iron and steel (US\$511.76 million, up 46.6%), and cosmetics (US\$1.86 million, up 67.4%).

L.H

Customs Cracks Down on Counterfeits and Online Fraud

In response to the "Fight against counterfeits and online fraud" contest and the "Scratch anti-counterfeit stamps - Get lucky" award program, the General Department of Vietnam Customs (GDC) requested its subordinated units and employees to participate in the fight against counterfeit goods and online fraud. This contest was organized by the Commission for Information and Education and the Communist Party of Vietnam (CPV) Electronic Newspaper in coordination with the Vietnam Directorate of Market Surveillance, the GDC, the Vietnam Association for Anti-Counterfeiting and Trademark Protection, the National Intellectual Property Office, VNet Joint Stock Company and related agencies.

The contest is also one of the coordinated activities to implement Decision 319/QĐ-TTg of the Prime Minister dated March 29, 2023 approving the project on "anti-counterfeiting and consumer protection in e-commerce to 2025" and Decision 1907/QĐ-TTg dated November 23, 2020 approving the project on "communication, awareness raising and dissemination of knowledge on information security in 2021-2025" and, at the same time, respond to the campaign on "skills to detect and prevent online fraud to protect people in cyberspace in 2024" launched by the Ministry of Information and Communications.

The contest is organized online via the website chonghanggia.dangcongsan.vn. Contestants can join the contest on the Communist Party of Vietnam Electronic Newspaper (dangcongsan.vn), the VNet social network (vcnet.vn), electronic newspapers/magazines, or electronic information pages/portals of agencies and localities that link to the contest.

The contest runs from November 25, 2024, to May 26, 2025, with weekly multiple-choice tests starting Mondays at 10 a.m. and ending the following Monday at 9 a.m. Open to participants aged 14 and above in Vietnam, it offers a prize pool of VND240 million (around US\$10,000).

Public employees can join the "Scratch the Anti-Counterfeit Stamps - Get Lucky" program by verifying VTrue stamps on purchased products for a chance to win prizes worth up to VND600 million.

Hien Phuc

Strengthening Anti-Counterfeit Cooperation

Avoiding fake goods in the biggest annual sale

A series of brands have launched early discount policies on Black Friday, which takes place at the end of November, because this biggest promotional event stimulates this year's sales with a discount of up to 70%.

Many shopping streets in Hanoi, particularly those featuring fashion retailers, have begun displaying "Black Friday Sale" billboards to capture the attention of passersby. However, according to statistics, uptake has not been very strong. In addition, in recent years, consumers have switched to preferring online shopping channels, such as social networking sites or e-commerce platforms. The shopping atmosphere has been very exciting. However, perhaps consumers also need to be more vigilant during this occasion because some sellers and merchants will take advantage of this increased purchasing power to mix fake, counterfeit and knockoff goods.

More than 41,700 cases of counterfeit, fake and smuggled goods have been unearthed and handled by market authorities in the past 10 months. To help consumers avoid the risk of buying fake and knockoff goods, on November 22, the Vietnam Directorate of Market Surveillance (DMS) under the Ministry of Industry and Trade (MoIT) launched the "Understanding Genuine Goods - Avoiding Fake Goods" event, a practical activity to respond to the Anticounterfeiting Day (November 29).

Surprisingly, anti-counterfeiting stamps were found to be affixed to counterfeit products. This deceptive tactic has been employed by numerous merchants to mislead consumers. With the use of fake stamps, counterfeit designs and imitated styles, many products are being replicated with increasing sophistication, particularly popular items from Germany, the United States and Japan.

Fostering cooperation

At the event, Ms. Miho Misawa, Director of International Affairs, Daiichi Sankyo Company (Japan), said: "Japanese products are typically trusted by Vietnamese consumers for their quality but when consumers are confused about genuine and fake products. When they use fake products without desirable effectiveness, their trust in the brand will weaken and they may leave. Counterfeit products often have quality not controlled, thus resulting in health risks to consumers."

Mr. Naito Yasuaki, Director of Intellectual Property at the Japan External Trade Organization (JETRO), said: "We want to strengthen measures to deal with products that pose health risks such as cosmetics and medicines. To do this, it is necessary to have activities to raise awareness of the severity of counterfeit goods for consumers."

To help consumers compare genuine products and fake ones, DMS displayed more than 450 different products, aiming to provide more knowledge for consumers to avoid buying quality-unguaranteed products that may harm users' health.

More than 41,700 cases of counterfeit, fake and smuggled goods have been unearthed and handled by market authorities in the past 10 months.

HIEN QUYEN

DMS General Director Tran Huu Linh said: "Recently, we have asked the Government for amendments and changes in administrative penalties on counterfeit goods by raising the level of sanctions and penalties to the highest to prevent counterfeiters from making more counterfeit goods. Many consumers buy cheap goods of unclear origin from unreliable sellers because of very good advertising on social networks where they cannot check the authenticity of sellers."

Previously, on November 7, in Hanoi, DMS also coordinated with the Korean Intellectual Property Office (KIPO) and the Korean Intellectual Property Protection Agency (KOIPA) to organize a workshop on the status and

solutions on identification of counterfeit goods and intellectual property-infringed goods from the perspective of South Korean businesses in 2024.

Mr. Jeong In-Sik, Director of the Korean Intellectual Property and International Cooperation Agency, said that these similarities have contributed to strongly bolstering economic cooperation and cultural exchange between Vietnam and South Korea. This proved that Vietnam is an important and third largest partner of South Korea.

The use of counterfeit goods not only hurts genuine businesses but also negatively harms the health and safety of Vietnamese consumers, he added. To firmly tackle this problem, cooperation between countries is needed. Therefore, the event aimed to prevent widespread damage to South Korean businesses caused by counterfeit goods and help protect the health and safety of Vietnamese consumers.

Experts also warned that the year-end shopping demand often increases, so counterfeit goods are often smuggled into the market. Therefore, consumers need to carefully research information, access official websites to learn about products, and buy at trusted addresses. ■



The Vietnam Directorate of Market Surveillance is intensifying inspections to combat smuggling and trade fraud

Leveraging Economic Resources to Strengthen Market Economy

Industrial Revolution 4.0 and the evolving global landscape in the Indo-Pacific region present many development opportunities for Vietnam in this new era.

Dr. DOAN DUY KHUONG

In order to achieve the target GDP growth rate of 6 - 6.5% in 2024 set by the National Assembly, in early 2024, the Government issued Resolution 01/NQ-CP on the main tasks and solutions to implement the Socio-Economic Development Plan and the State budget estimate for 2024.

However, data indicates that Vietnam is confronting many challenges causing instability in the macroeconomy. These include a slowdown in economic growth, difficulties in the real estate and financial markets, rising bad debts in banks, and increasing pressure from bond maturities. The economic outlook for 2024 remains challenging, with external risks and uncertainties showing no signs of resolution and potentially intensifying compared to 2023. The situation is further exacerbated by threats to global economic growth, driven by the ongoing pandemic, inflation and a weakened global financial system. Escalating military conflicts in Ukraine and the Middle East, alongside disruptions in raw material supply chains, pose additional risks.

In addition, Super Typhoon Yagi caused severe destruction, with estimated damages of VND40 trillion to northern localities, resulting in a 0.15% reduction in this year's GDP compared to previous projections. Furthermore, the market economy is facing unhealthy and unfair competition, and the inefficiency of state-owned enterprises and projects, hindering the full potential of the market economy.

In particular, currently, enterprises and workers are facing many difficulties and challenges directly related to production and business activities and affecting the employment and income of workers. According to a survey report by the Vietnam Chamber of Commerce and Industry (VCCI) conducted in Ho Chi Minh City and some southern provinces and cities recently, regarding the production and business prospects of enterprises: Nearly 70% of businesses have experienced a reduction in orders, and over 20% are uncertain about their production outlook in the near future, driving companies to continue cutting jobs, while consumer demand continues to decline.

In addition, the internal challenges of an open economy and the impact of the current global crisis on Vietnam are becoming increasingly serious, as the manufactured capital of the economy in general as well as input prices of many businesses increase (gasoline prices have increased sharply and retail electricity prices tend to increase). Forecasts show that climate change and environmental pollution not only affect health but also increase living and travel costs for people, in the context that we are also facing the challenge of reforming



Monetary policy is among the key solutions for strengthening the market economy

wage policies for workers. Moreover, as a trade deficit country, Vietnam is highly vulnerable to inflationary pressures in other nations. When inflation rises abroad, it significantly impacts import businesses.

Solutions to strengthen the market economy

We need to implement a package of both short-term and long-term macroeconomic solutions that generate positive effects across the broader economy, aiming to strengthen the market economy as a whole, rather than favoring a single sector or individual enterprise. The following five solutions are proposed:

Monetary policy: It is necessary to closely monitor price developments to consider reducing interest rates and credit conditions so that businesses and people, especially those in the agricultural sector, which is the sustainable foundation for the current economy, can access credit. Regarding debt settlement, the State Bank should continue to implement measures to support credit institutions and foreign bank branches to restructure debt repayment terms and maintain debt groups to support customers in difficulty, because 2024 remains a difficult year for many businesses and banks.

In managing price, wage and monetary policies, it is necessary to ensure that the consumer market operates healthily so that honest workers can access essential goods. Special attention should be given to ensuring that middle-income families, particularly young couples with stable incomes, have access to affordable housing to ensure a



→ sustainable society.

The monetary market (especially in the context of a weak domestic currency) is always closely linked to the real estate market, strong foreign currencies and precious metals. Therefore, it is necessary to combine monetary policy with effective fiscal and tax policies as well as exchange rates to combat speculation and waste of resources, ensure the circulation of money and sectors that create infrastructure and jobs for society.

Fiscal policy: We should continue to extend the implementation of tax deferral and reduction measures and accept a certain level of budget deficit to support more sustainable economic growth. We need to build a fair and transparent fiscal policy to enhance the efficiency of the market economy. Tariff policy needs to be operated proactively and flexibly to protect domestic production and consumption markets during the integration process.

Public investment: It is necessary to promote the planning and development of synchronous transport infrastructure. This measure will help increase production capacity in the long term, promote public investment, stimulate aggregate demand, support economic growth in the short and medium term, create jobs and reduce dependence on labor export policies. The draft amended Law on Public Investment, approved by the National Assembly during its 8th Session, must shift away from the traditional mindset of "asking and giving." It should focus on enhancing initiative and accountability at the grassroots level to accelerate disbursement. Additionally, strengthening relationships with both the domestic and foreign investment communities is needed to mobilize resources for the capital market.

Science and technology policy: It is necessary to increase the investment/expenditure ratio on science and technology, research and development (R&D) in the total state budget expenditure. This ratio in Vietnam is still low, according to statistics, only about 0.42% of GDP. There should be a mechanism to encourage the private sector to invest in science and technology activities and R&D through state funds, and through perfecting the mechanism for venture capital funds to develop sustainably, through creating credits to support innovation - creativity in science and technology development as well as management of development resources.

Forecasting: We need to forecast market supply and demand based on summarizing the results of implementing solutions to stabilize the macro-economy and research the international market, finding suitable economic development models so that Vietnam can best respond to fluctuations in the world and in the country. ■

VIETNAM STRENGTHENS POSITION IN GLOBAL VALUE CHAIN

Over the past four decades, global integration has been the main driving force for Vietnam's remarkable development, fueling one of the most sustained and rapid periods of economic growth in modern history. Today, Vietnam ranks among the world's most open economies, with exports directly or indirectly contributing to approximately 50% of its GDP and employment.

ANH MAI

Aiming for upper-middle-income status by 2030

Dr. Duong Trung Y, Deputy Director of the Ho Chi Minh National Academy of Politics, highlighted Vietnam's remarkable transformation over the past 40 years through the Doi Moi reforms. The country has shifted from a centrally planned, bureaucratically subsidized economy to a socialist-oriented market economy, driving rapid growth. Between 1986 and 2023, Vietnam achieved an average annual GDP growth rate of 6.5% (at constant prices), among the highest in the region. Real GDP per capita has surged nearly 45 times from US\$96 in 1986 to approximately US\$4,400 in 2023. Vietnam has also become a global exporter in key sectors such as textiles, footwear, furniture, electronics and agriculture. These achievements position Vietnam to attain upper-middle-income status by 2030.

Alongside its economic achievements, Vietnam's transformation has also improved social outcomes, lifting millions out of poverty. The multidimensional poverty rate dropped from over 60% in the late 1980s to below 6% in 2023, reflecting considerable progress in improving living standards and social well-being.

Past success does not guarantee future progress, and Vietnam's development journey is no exception. Dr. Duong Trung Y emphasized that achieving a high-income future will demand breakthrough, even landmark, policy and institutional reforms, including measures to ensure effective implementation. According to Manuela V. Ferro, World Bank Vice President for East Asia and the Pacific, global trade integration has been a major driver of Vietnam's progress, with GDP per capita rising to US\$4,347 in 2023, averaging 5.1% annual growth. However, she said that attaining high-income status by 2045 will require Vietnam to accelerate its growth rate, supported by a comprehensive reform agenda to transform its growth model and capitalize on evolving global opportunities.



Vietnam's export-led growth model faces a lot of challenges, including a shortage of highly skilled labor

Promoting innovation

Building on its achievements, Vietnam has set an ambitious goal of becoming a modern, high-income economy by 2045. To achieve this, the country must sustain an annual GDP per capita growth rate of approximately 6% over the next two decades. Success hinges on advancing up the global value chain through robust investments in technology, skills, and innovation. However, this transition must be navigated amidst profound shifts in the global trade landscape, posing significant challenges to Vietnam's economic strategy.

"To maintain rapid growth, Vietnam must transition from relying on labor-intensive, low-value-added final assembly to fostering higher-value-added manufacturing and services. Furthermore, in the face of changing global trade dynamics and rising uncertainties, diversifying trade and investment partnerships will be essential for building resilience and securing long-term success," said Manuela V. Ferro.

A new World Bank report, "Vietnam 2045: Trading Up in a Changing World – Pathways to a High-Income Future," showed that Vietnam must triple its current per capita income to achieve high-income status by 2045. This goal requires sustaining an average GDP per capita growth rate of 6% over the next two decades. However, Vietnam's export-led growth model faces major challenges, including a shortage of highly skilled labor,

weak linkages between domestic and foreign enterprises, infrastructure constraints, and high carbon emissions in export-driven industries. Ms. Mariam Sherman, Country Director for Vietnam, Cambodia and Laos, stressed the need for Vietnam to shift its development and growth trajectory to escape the "middle-income trap." This transition will require comprehensive reforms, fostering innovation, and significantly improving labor productivity across industries and sectors.

Mariam Sherman emphasized the importance of fostering private sector participation and prioritizing education and skills development to build a workforce capable of driving technological adoption and facilitating the shift from low-value to high-value industries within the global value chain. These efforts are needed to enhance Vietnam's economic position and competitiveness.

The World Bank outlined a comprehensive strategy to boost productivity, attract private sector investment, and strengthen Vietnam's role in the global value chain. Key policy recommendations include deepening trade integration, strengthening linkages between domestic enterprises and global value chains, promoting high-tech and specialized skill-based industries, advancing high value-added service sectors, and transitioning to a low-carbon production model to address climate change challenges. ■

Roadmap for Vietnam's Electric Vehicle Transition, Emission Decarbonization

Vietnam is committed to building a green, sustainable economy and contributing to the global fight against climate change. Achieving the goal of 50% electric urban vehicles, along with all buses and taxis by 2030, and transitioning all road vehicles to electric or green energy by 2050 is an ambitious yet challenging objective.

PHUONG ANH

The World Bank's report, "Vietnam: Recommendations to the National Roadmap and Action Plan for the Electric Mobility Transition", highlighted that successful implementation of this transition could reduce CO2 emissions by 5.3 million tons by 2030 (8% of Vietnam's target) and 226 million tons by 2050 (60% of the target). The roadmap for Vietnam's electric vehicle transition and transport sector decarbonization should focus on five key pillars: vehicle production, consumption stimulation, charging infrastructure development, electricity supply, and training skilled human resources.

Positive development prospects

Mr. Bowen Wang, a transport specialist at the World Bank, said that two-wheeled vehicles are expected to dominate the Vietnamese market until 2035, despite an overall decline in demand. Vietnam is currently the world's second-largest market for electric two-wheelers, after China, with electric models making up 12% of total two-wheeler sales. The market for electric two-wheelers in Vietnam is diverse and competitive, with many suppliers offering varying quality and price options. Consumer acceptance is high, particularly in urban areas.

The market for electric two-wheelers in Vietnam is projected to reach 12 million units between 2024 and 2035 if support policies are implemented at the target pace, or 16 million units with a faster implementation, representing 42% and 56% of total two-wheeler sales in Vietnam during this period.

The report suggested several policies to promote the transition, including financial support for consumers, improving safety standards and inspection procedures, encouraging the production of electric motorbikes with larger capacities and longer ranges, and gradually phasing out gasoline motorbikes. With these measures, the market share of electric two-wheelers in Vietnam could rise from 12% to 75% by 2035.

After 2035, private cars are expected to become more popular in Vietnam. While car ownership remains a luxury for many, electric cars are already an attractive alternative to gasoline and diesel vehicles for those who can afford them. As electric vehicle performance improves, their price will become

increasingly competitive with traditional cars. With a fully developed charging station network, electric cars could become the top choice for first-time car buyers. By 2036-2050, electric vehicles are projected to account for 93% of car sales in Vietnam.

Investment in upgrading electricity infrastructure is needed

The transition to electric vehicles is important for public and commercial transport. Although buses and trucks make up just 2% of registered vehicles, they contribute to 65% of emissions. To promote electric buses, the World Bank recommended strong policies to boost passenger numbers, update technical standards, and ensure financial feasibility. For trucks, developing electric models under 5 tons is a promising solution, while for heavy trucks, improving fuel standards and shifting freight transport to rail and waterways will help reduce emissions.

The World Bank acknowledged that the rise in electric vehicle charging will increase electricity consumption in Vietnam. However, their forecast indicated that before 2030, this demand will not significantly impact electricity production. The effect on the electricity sector is expected to become clearer after 2030.

To accommodate the electric vehicle (EV) charging demand after 2030, the World Bank estimated that Vietnam will need to increase grid capacity by 3-5% annually and add up to 15% additional transmission capacity by 2050 to enable full electrification of road transport. To mitigate the impact on the electricity sector, Vietnam must enhance grid efficiency, utilize batteries, and encourage the shift of EV charging to public stations during off-peak hours. To support these needs, Vietnam will require investments of up to US\$9 billion in the electricity sector by 2030 and US\$14 billion annually from 2031-2050 to expand capacity. The EV transition is expected to save Vietnam up to US\$498 billion in oil imports by 2050, create 6.5 million new manufacturing jobs, and reduce environmental costs from local air pollution by US\$30 million in 2030 and US\$6.4 billion in 2050.

The transition to electric vehicles is a complex process that requires a multi-sectoral ecosystem, with a focus on developing electric public transport. An important first step is the establishment of an intergovernmental body to lead and coordinate the transition. According to the World Bank, the Ministry of Industry and Trade, the Ministry of Transport, the Ministry of Planning and Investment, the Ministry of Science and Technology, and the Ministry of Finance will take a leading role in their respective areas within this body. The effectiveness of this coordination will be important in optimizing the speed and costs of the transition.

"The transition to green transport with EVs is a significant challenge, but Vietnam's commitment is an important first step. Success requires close coordination between ministries, private investors, and the public in reshaping the vehicle market, transportation habits, and energy usage," said Mariam J. Sherman, World Bank Country Director for Vietnam, Cambodia, and Lao PDR. ■

Hanoi Aims for Green, Smart, Sustainable Agriculture

Hanoi has identified agricultural sector restructuring as a key foundation, focusing on transforming each field to develop green, smart and sustainable agriculture.

BAO DINH

Restructuring the agricultural sector is an important component of Program 04-CTr/TU by the Hanoi Party Committee, which aims to effectively implement the National Target Program for New Rural Development. This program focuses on agricultural restructuring, rural economic development, and improving the material and spiritual lives of farmers from 2021 to 2025.

The One Commune One Product (OCOP) program has positively impacted rural economic development by unlocking land potential, product advantages, and cultural values. It integrates agriculture with services and tourism, fostering creativity among individuals, households, and cooperatives. The program requires strict technical standards, ensuring high-quality, well-designed and safe products that meet market demand and go beyond traditional markets.

Program 04-CTr/TU of the Hanoi Party Committee sets goals for restructuring the agricultural sector and developing the rural economy, including annual growth of 2.5% to 3% in agriculture, forestry, and fishery production. It aims for over 70% of agricultural products to be high-tech, evaluates and classifies more than 2,000 OCOP products, and establishes at least one center for creative design, promotion, and sales of OCOP products in each district. The program also targets recognition of more than 50 craft villages and traditional occupations, with over 80% of cooperatives operating effectively.

According to Director of Hanoi Department of Agriculture and Rural Development Nguyen Xuan Dai, to achieve these goals, the department and localities have implemented many solutions, with significant progress made. For example, the annual growth rate of agricultural, forestry and fishery production has been maintained at 2.5% to 3% over the past three years. High-tech agricultural models and agricultural service chains have flourished, and ecological agriculture has strengthened. Between 2021 and June 2024, Hanoi evaluated 1,657 OCOP products, needing 343 more to meet the 2,000-product target. In 2024, 510 products are registered for evaluation, putting Hanoi on track to exceed the target by the end of the year. Agricultural restructuring has also contributed to shifting production structures, boosting the rural economy, raising incomes, and improving living standards. In 2023, rural per capita income reached VND66.01 million, expected to rise to VND75



Hanoi's agriculture restructuring has boosted the rural economy, raised incomes, and improved living standards

million in 2024, with many localities eliminating poverty.

The production of OCOP products has shifted the mindset of producers and cooperatives from small-scale spontaneous methods to large-scale market-oriented production with planned, closed value chains. This approach ensures stable, quality raw material supply. Currently, Hanoi has developed 159 value chains, 93 of which are based on cultivated products. Through these models, farmers are trained in production processes, management techniques and new scientific advances, improving efficiency, boosting incomes, and driving agricultural and rural economic growth, all while contributing to sustainable poverty reduction.

Each OCOP product serves as an "ambassador," sharing the unique stories of regions such as My Duc lotus silk, Bat Trang pottery, and Chuon Ngo mother-of-pearl inlay. These products help promote the image of localities, attracting visitors and tourists to explore and learn more.

Despite efforts, agricultural sector restructuring has not fully met development needs. Scientific and technological advancements have not yet become key drivers for agricultural and rural development, and their application in production remains limited. For example, while the target was to recognize 50 craft villages, only 24 were recognized by the end of 2023. Similarly, the goal of having 80% of cooperatives operate effectively only reached 65%, and the target of over 70% of agricultural products using high technology was only 46% by the end of 2023.

"In the future, Hanoi will continue restructuring agricultural production to improve land use efficiency. This includes reducing rice cultivation areas, focusing on high-quality rice varieties, expanding vegetable, flower and ornamental plant areas, and prioritizing crops, services, and technologies that support urban development. Agricultural models will be tailored to the needs of both urban and suburban areas, with a focus on developing farm models in urban regions," emphasized Mr. Nguyen Xuan Dai. ■

Effort to Keep Essence of National Traditions

Ha Thai lacquerware, from Duyen Thai commune in Thuong Tin district, is a renowned craft village in Hanoi, known for its decorative products and souvenirs. In recent years, many producers have joined the One Commune One Product (OCOP) Program, earning 3-star and 4-star certifications.

BAO DAN

Ha Thai lacquerware village was formerly the Cu Trang lacquerware and gold-plating ward, which existed from around the 17th century. At that time, the village only had the lacquering profession, which was highly regarded because it had a lot of talented and skillful artisans. Because it specialized in making products for aristocrats and mandarins, this place was then called the "king-offering" craft village.

Artisan Vu Huy Men said: "In the past, lacquer mainly served spiritual activities or the lives of the aristocracy. The lacquering technique was a traditional cultural feature of the nation. Later, in 1927, an elderly Ha Thai villager, Dinh Van Thanh, who was working at the Indochina College of Fine Arts, made very important improvements in painting and lacquering, paving the way for lacquer painting techniques and creating the premise for other techniques such as eggshell attachment, embossed lacquer, silver plating and gold plating to generate more beautiful effects for lacquer. However, no matter what is added, the core of the lacquering technique is the application of Vietnamese paint. After the product is painted, it is put in the drying chamber and then polished. It takes about 12 coats of paint to get the 'core'. This is the traditional standard process of Ha Thai lacquer."

Ha Thai lacquer products stand out for using natural materials and patterns rooted in traditional culture, such as river life, banyan trees, lotus flowers and the One Pillar Pagoda. They are also known for their unique hand-lacquering technique.

Through the skillful hands of talented craftspeople, the natural beauty of our country is illustrated vividly and attractively while still retaining the charm and tenderness of the Vietnamese countryside.

Ha Thai lacquer village now has around 70% of households involved in the craft, producing gifts, interior decorations and spiritual items for both domestic and international markets. Product quality is measured by customer satisfaction and the value of orders.

In addition to traditional products, Ha Thai villagers also create many attractive product models to meet different tastes and needs of domestic and foreign customers such as bowls, plates, vases, trays, paintings and mosaics. Besides popular materials like wood and paper that have been used for a long time as the core of shaping and patterning, other materials such as bamboo, composite and ceramics have been commonly used to create more complex and unique shapes of products in recent years. While inheriting the traditional experience handed over by their ancestors, artisans in the village have invented many new colors with many different shades.

In recent years, many producers in the craft village have registered to participate in OCOP Program and got 3-star and 4-star certified rankings. The 4-star typical OCOP products recognized by the Hanoi People's Committee are lacquer boxes inlaid with mother-of-pearl and lacquer boxes inlaid with horns made by An Huy Lacquer.

The 4-star OCOP-certified products help the company expand its domestic and international markets. With an annual revenue of nearly VND5 billion, employees earn a stable income of VND5-6 million per month. In the final months of the year, orders typically increase by 60% due to higher demand during public holidays and Tet, ensuring the company's confidence in its production and sales plans.

Do Van Hung, Vice Chairman of the People's Committee of Duyen Thai Commune, said: To promote the resources of craft villages, many producers have participated in the evaluation and classification stage of the OCOP Program. In particular, An Huy Production and Trading Service Joint Stock Company has two 4-star OCOP products which are being upgraded to a 5-star class. With many 3-star and 4-star OCOP-certified products and the village recognized by the Hanoi People's Committee as a tourist destination of Hanoi, Ha Thai is gradually promoting its resources for local socioeconomic development. ■



Ha Thai lacquer products are distinguished by their use of natural materials and patterns inspired by traditional culture

HELPING SILK AND BROCADE PRODUCTS GO GLOBAL

Representatives of the Hanoi Department of Agriculture and Rural Development, the Hanoi Coordination Office for New Rural Development and some Vietnamese businesses recently met with Barbara Ebbli, founder and designer of Italy's renowned Malaika brand.

LE HIEN

Enhancing connectivity and value of craft products

At the meeting, Mr. Ta Van Tuong, Deputy Director of the Hanoi Department of Agriculture and Rural Development, shared that the delegation had previously met Ms. Barbara Ebbli at the AF L'ARTIGIANO International Craft Fair in Milan in late 2023.

From January 11-19, 2024, Barbara Ebbli visited Hanoi to survey local silk producers and suppliers. Her goal was to understand Hanoi's silk production and offer design consultancy for fabric, silk and brocade products for One Commune One Product (OCOP) producers. This helped Hanoi businesses adapt their fashion designs for European and international markets, paving the way for selling souvenirs to global tourists and exporting to Europe and beyond. Nguyen Van Chi, Standing Deputy Chief of the Hanoi Coordination Office for New Rural Development, noted that in 2024, the collaboration with Ms. Ebbli resulted in 10 product samples crafted from Vietnamese silk and linen.

Supporting businesses to introduce Vietnamese products to world markets

Speaking at the meeting, Barbara said that the collection truly illustrates her trip to Vietnam in January 2024. The designs are aesthetic and fashionable, but also carry traditional and modern cultural identities of Vietnam and Italy.

"The collection is designed to the style and liking of European and international consumers, characterized by bright, sharp colors and creative, unique designs. We do hope that the designs will be positively received in both Italian and Vietnamese markets," she added.

Silk products from Hanoi and Vietnam at large are untapped "treasures" that need a well-prepared marketing approach to be tapped, she said. Sharing this view, Tuong emphasized the role of the business community in bringing traditional craft products to the world market since Vietnamese artisans find it difficult to approach designers and creators in the world.

A representative of HANHSILK Joint Stock Company, which cooperated in carrying out this silk and linen design and production collection (OCOP products) with Ms. Malaika Ebbli, added: With support from the Hanoi Coordination Office for New Rural Development in organizing traditional



A collection of designs crafted from Hanoi's traditional silk and linen by Barbara Ebbli, founder of the Italian fashion brand Malaika

craft fairs both domestically and internationally, HANHSILK has gained opportunities to foster such collaborations. Learning from the working methods and experiences of global designers is essential for growth and innovation. Their way of making fashion products is also very different. For example, A 20-meter piece of silk fabric can be used to create only one costume, as it is believed that this is the best way to showcase the most quintessential patterns of the product. I hope to receive further support from authorities to fully harness the potential and enhance the value of Vietnamese OCOP-certified silk and linen products.

The collection was presented on the evening of November 29, 2024, the opening of the 3rd Hanoi Agricultural Products and Craft Villages Festival 2024 to celebrate the 70th anniversary of the Hanoi Department of Agriculture and Rural Development. At the same time, the collection was exhibited at the opening of AF-L'ARTIGIANO 2024 in Milan, Italy on November 30, 2024 and the opening of the marketing launch of HANHSILK Joint Stock Company's products at the showroom of Malaika, a creative design consulting company in Italy, on December 8, 2024. ■

HANOI FOCUSES ON OCOP DEVELOPMENT IN SPECIALIZED FARMING AREAS



Van Duc commune in Gia Lam district is a traditional hub for growing vegetables, tubers, and fruits in Hanoi

Hanoi currently has nearly 1,500 agricultural cooperatives. The city has expanded concentrated specialized agricultural production areas to create a huge agricultural source.

Lying at the foot of Tam Dao Mountain Range, the soil of Nam Son commune (Soc Son district) is very suitable for growing fruit trees. Bananas grown in Nam Son are not only sweet but also fragrant and papayas are both sweet and nice-looking. Hence, in 2020, Nam Son General Agricultural Services and Trading Cooperative picked banana and papaya for OCOP evaluation and classification and got 4-star and 3-star certifications.

Nguyen Van Viet, Director of Nam Son General Agricultural Services and Trading Cooperative, said: “We plant 65 banana plants a sao (360 square meters). A group of banana plants, if harvested during Tet (Lunar New Year), brings in VND300,000-500,000 in revenue. On normal days, a kilo of banana fruit costs VND6,000. On average, a bunch of bananas weighs 20-25kg, earning VND120,000-125,000. Since being certified as an OCOP product, Nam Son agricultural products have been comprehensively upgraded. The cooperative has received support from the city in labelling and trade promotion, so it often does not have enough goods to sell.”

Van Duc commune (Gia Lam district) is one of the traditional areas for vegetables, tubers and fruits in Hanoi. Specialized farming areas all apply science and technology to cultivation, including high-quality seeds, mechanization, greenhouse systems and net houses, thus increasingly improving the quality of products. Dinh Thi Luyen, Deputy Director of Van Duc Agricultural Production and Service Cooperative (Gia Lam district), said that the commune has 285 ha of agricultural land, including nearly 200 ha of vegetable area. Each year, Van Duc supplies about 35,000 tons of green vegetables to supermarkets and wholesale markets. To increase production value, in 2019, the cooperative selected products for OCOP evaluation and classification and 17 products got certified.

Hanoi aims to develop OCOP products while building certified agricultural and medicinal material areas. This includes promoting organic production and ecological agriculture, conserving resources, protecting nature and biodiversity, ensuring food safety and traceability, and preserving rural landscapes and the environment.

NGOC MINH

“From the effectiveness of the OCOP Program, in 2024, the cooperative fully prepared documents for OCOP evaluation and re-classification for expired products,” she added.

According to the Department of Agriculture and Rural Development, Hanoi currently has 1,491 active agricultural cooperatives. The city also has 35 rice growing areas, 104 vegetable growing areas, 56 fruit growing areas, 66 aquaculture areas, and 162 key concentrated livestock farming areas. Since 2019, Hanoi has evaluated and classified 2,711 OCOP products, many developed by cooperatives from specialized farming areas. The city has 406 high-tech agricultural models, including 262 cultivation models, primarily in districts like Hoai Duc, Me Linh, Gia Lam and others. These models have delivered strong economic results, fitting Hanoi's context. Additionally, 159 safe agricultural production and consumption chains have been developed, attracting businesses, cooperatives and farming households to collaborate in their growth.

Nguyen Xuan Dai, Director of the Hanoi Department of Agriculture and Rural Development, said that Hanoi is the second largest city in Vietnam, with about 10 million people. To promote its potential and strengths, ensure effective, stable and sustainable agricultural development, the city needs to invest more in agriculture to enhance productivity and product quality, and protect the ecological environment to respond to climate change and increase income and livelihoods for farmers.

Hanoi will continue agricultural restructuring and build a concentrated, environmentally friendly, climate-adaptive and internationally integrated agriculture by 2030. The city also aims to have at least 2,000 more products evaluated and classified for OCOP certification. Developing OCOP products together with specialized farming areas has contributed positively to economic restructuring and crop and livestock restructuring; developed high-valued commercial crops and livestock to improve effective production and business models; and created a lot of high-quality agricultural products for the market and society, thus contributing to promoting and enlivening rural economic activities. ■



Minister of Agriculture and Rural Development Le Minh Hoan (center) visits Artisan Phan Thi Thuan's booth showcasing lotus silk scarves

Enhancing Cultural Value of OCOP Products

Cultural "messengers"

According to the Hanoi Coordination Office for New Rural Development, Hanoi leads the country in implementing the OCOP program, with over 2,710 products, representing 25% of the nation's total. After six years, Hanoi has six five-star products, 12 potential five-star products, 1,473 four-star products, and 1,220 three-star products.

Products like Bat Trang ceramics, Xuan La figurines, Me Tri green rice, Chang Son fans, Dao Thuc water puppets, and Van Phuc silk are not only popular with domestic consumers but also serve as cultural "ambassadors" for Vietnam, praised by international tourists.

Chuong conical hats, made by over 4,000 households in Thanh Oai district, have strong domestic demand and are exported globally. Since 2021, Chuong hats have been recognized as 4-star OCOP products.

Hanoi's "One Commune One Product" (OCOP) Program has significantly boosted rural economic development by unlocking local potential and showcasing regional strengths, with each OCOP product acting as an "ambassador" for its area.

MINH NGOC

A unique "lotus silk" product, created by artisan Phan Thi Thuan from Phung Xa commune (My Duc district), has gained recognition. The "Lotus silk scarf" from her My Duc Mulberry Silk Company is now a potential 5-star OCOP product.

Four products from Quang Vinh Ceramics Co., Ltd. have been recognized as 5-star OCOP products, out of the six 5-star OCOP products in Hanoi. The company's products are exported to markets including Japan, the USA, Germany, the UK and France.

Each craft village and OCOP product reflects a unique cultural identity, contributing to the sustainable development of the rural economy and improving people's lives.

Marketing stories behind OCOP products

To succeed in the OCOP program, farmers and cooperatives must shift their focus to building product





stories. This includes investing in production stages, packaging, design, labels and branding. The product's value increases significantly when it includes a compelling story, such as cultural significance, unique features, origins, special uses or the business's guiding principles.

Mr. Nguyen Van Chi, Standing Deputy Chief of the Hanoi Coordination Office for New Rural Development said that the department has worked with districts and towns to assist participants in selecting products, guiding them in document preparation and standardizing products for OCOP evaluation and classification, including crafting product stories.

Minister of Agriculture and Rural Development Le Minh Hoan shared that each OCOP product embodies multiple values, showcasing indigenous cultural pride. Today, consumers seek more than just products; they buy the story, culture and emotions behind them. Hanoi is effectively leveraging its cultural heritage and local strengths to develop OCOP products. The promotion of these products through events and festivals has become increasingly professional and appealing, drawing in more consumers.

Each OCOP product results from collective efforts, driving the rural economy and creating high-value products. To foster the development of craft village products, it's important to implement supportive policies while improving product quality, aesthetics and cultural identity. This will enable products to stand out, remain competitive and attract consumers.

To enhance the cultural value of OCOP products, Hanoi should focus on developing craft village policies, including training skilled labor, ensuring quality materials, minimizing environmental impact, and linking craft villages with tourism for added economic value. Between 2021-2025, Hanoi aims to evaluate 2,000 OCOP products. By early 2024, 1,657 products have been evaluated, with over 510 more set for evaluation by the end of the year, putting Hanoi on track to exceed its target a year ahead of schedule. ■

Yellow-Pollen Sticky Rice Aims for Brand Development and Market Expansion

Yellow-pollen sticky rice, a delicious glutinous round-grain variety, thrives in specific soil and cultivation conditions. With suitable soil and experienced farmers, Thuy Lam commune has successfully developed a thriving yellow-pollen sticky rice growing area in recent years.

DINH BAO

Currently, farmers in Thuy Lam commune only grow yellow-pollen sticky rice once a year with a total area of over 570 ha, all its arable rice-growing area.

Thuy Lam yellow-pollen sticky rice is a renowned OCOP product of Dong Anh district. In 2019, it was awarded a 3-star OCOP certification, paving the way for brand development and market expansion.

Currently, Thuy Lam commune is growing yellow-pollen sticky rice on about 570 ha. Farmers only grow one crop a year, using the SRI improved rice cultivation method in which no pesticides are used but the yield is always high.

Nguyen Thi Cuc, Director of Thuy Lam Agricultural Cooperative, said: Thuy Lam has fertile soil, suitable for crop cultivation, especially rice. In particular, this land has long been planted with yellow-pollen sticky rice, a specialty. Thuy Lam currently has about 545 ha of yellow-pollen sticky rice of which the growing season starts in the sixth lunar month and the harvest time is around the 11th lunar month.

Since the 2010 crop, with training and support from Hanoi agricultural agencies, farmers in Thuy Lam commune have boldly adopted the SRI rice cultivation method. Accordingly, the amount of fertilizer and especially pesticide has been cut by more than half compared to before, but the rice has achieved high productivity. With its outstanding quality, at the end of 2013, the yellow-pollen sticky rice of Thuy Lam commune was granted a collective trademark by the National Office of Intellectual Property of Vietnam (NOIP) under the Ministry of Science and Technology.

"In addition to high output, the quality of yellow-pollen sticky rice of Thuy Lam Agricultural Cooperative is also the best among other sticky rice varieties on the market. When cooked, Thuy Lam glutinous rice is pure and dry, soft but unbroken, full round, fragrant and well-flavored. The well-done rice is soft, shiny, and lightly fragrant. The yellow-pollen sticky rice is processed into many dishes such as steamed sticky rice, banh chung, and wine. Banh chung made from yellow-pollen sticky rice can be kept for a long time without being hardened



Thuy Lam yellow-pollen sticky rice is a famous OCOP product from Dong Anh district

or moldy like some other kinds of sticky rice. Besides banh chung, on the Tet holiday, every family in Thuy Lam brews a few liters of wine from yellow-pollen sticky rice to enjoy, entertain guests and present it to their relatives,” she added.

In recent years, Thuy Lam people have produced and sold yellow-pollen sticky rice throughout the country. The product is well-known, trusted and ordered in large quantities by consumers. Nowadays, Thuy Lam yellow-pollen sticky rice has become famous in Hanoi and other markets because it has high nutritional value, 100% pure rice grains, produced by traditional methods, featured with a characteristic aroma, soft and sticky grain, sold at reasonable prices, and packaged in small bags for convenient use.

After achieving the 3-star OCOP certification, the

cooperative has received valuable support from Dong Anh district and Hanoi agricultural agencies to develop the brand and promote trade. However, it remains hard to expand its consumer market. Nguyen Tuan Ha, Director of Dong Anh Economic Office, to develop OCOP products, Dong Anh has allocated funds for certified products to boost brands, sales channels and promotional activities through trade fairs and trade promotion programs of the district and the city. Nonetheless, to promote consumption, owners need to actively develop their brands and build specific marketing roadmaps.

Nguyen Van Chi, Standing Deputy Chief of the Hanoi Coordination Office for New Rural Development, said: Participating in the OCOP Program, farmers and cooperatives need to change their awareness of building stories for their products; pay attention to all production stages; invest in packaging, designs, labels and brands associated; and promote and develop the market. “OCOP entities need to pay more attention to packaging and naming products. This must be given the proper focus to bring OCOP products into full play,” he emphasized.

To overcome existing shortcomings, Director Cuc said that Thuy Lam Agricultural Cooperative is centering on packaging design, investing in harvesting and drying systems to improve product quality. The cooperative also launched a website to introduce its products on the internet.

Nguyen Xuan Dai, Director of the Hanoi Department of Agriculture and Rural Development, said, the list of Hanoi’s OCOP products has been increasingly diversified, with high quality and traceable origin. Not only traders but also many OCOP producers have focused on applying science and technology to create beautiful, sophisticated and unique product designs and packaging, and utilized local advantageous resources and traditional culture. As a result, many OCOP products have been exported well and accepted by consumers in demanding markets such as Europe, South Korea and Japan. This proves that Hanoi’s OCOP products are constantly being invested in and upgraded. For its part, Dong Anh has continuously developed, actively upgraded, expanded the market and built brands for its OCOP products, including Thuy Lam yellow-pollen sticky rice. ■

Endeavor to Promote Phu Thuong Sticky Rice as Intangible Cultural Heritage

In early 2024, Phu Thuong sticky rice was recognized as a National Intangible Cultural Heritage, a source of pride for both Phu Thuong and Tay Ho people, and a shared responsibility to preserve and promote.

DAN NGOC

Phu Thuong sticky rice has long been renowned as one of Hanoi's famous specialties, captivating diners with its delicious flavor and fragrant, plump grains. This combination has been passed down through generations of artisans in the area.

Preserving the quintessence of traditional cooking crafts

In Phu Thuong, almost everyone in the village knows how to cook sticky rice, make cakes and brew wine. Generation after generation has created a strong flow for hundreds of years for the ancient village. Currently, the village is home to three artisans and around 600 families, all dedicated to cooking sticky rice and sharing this beloved specialty throughout Hanoi.

Artisan Nguyen Thi Tuyen, Vice President of Phu Thuong Sticky Rice Traditional Craft Village Association, shared that since she was seven years old, her mother taught her to soak beans and peanuts, and sift rice to cook sticky rice. The cooking ingredients must be prepared the afternoon before. From washing rice, soaking beans, washing wrapping leaves, everything must be done meticulously. The rice must be of the standard golden flower sticky rice. Beans and peanuts are carefully selected, without moldy grains. The rice is thoroughly washed, then soaked for about 3 hours to make the water really clear. At this stage, the fire-lighting process officially begins. After being blown, the sticky rice is placed in a large basket, where villagers use chopsticks to stir it evenly, allowing the steam to escape. It is then left for a few hours before being sprinkled with water and pressed evenly. The next morning, the rice is steamed again, sorted, and loaded onto motorbikes for delivery across Hanoi.

Phu Thuong sticky rice is not only famous in everyday life. This special gift is also present in important national celebrations. Artisan Tuyen shared that Phu Thuong sticky rice often participates in festival booths promoting Hanoi's OCOP products. To date, five-color sticky rice, sweet sticky rice, and "xeo" sticky rice have earned the 4-star OCOP certification from the Hanoi People's Committee.

At the Hanoi Food Culture Festival 2024 with the theme "Hanoi connecting five continents" taking place from November 29 to December 1, Phu Thuong sticky rice products continued to be invited to participate in the booth promoting traditional cuisine. With efforts to promote traditional products and the spirit of persistently preserving the craft village, Phu Thuong sticky rice positions the culinary brand of the capital, contributing to making Hanoi an attractive

culinary destination for domestic and international friends.

Reaching the world

Mr. Nguyen Cong Bong, a local resident, said that it is not known when the sticky rice cooking profession in Phu Thuong village started, but his family alone has gone through four generations, and he is the 5th generation to follow the profession, nearly 50 years. Although the sticky rice cooking profession is very hard, the results are a point of pride because it is enthusiastically received by customers. Phu Thuong sticky rice has become famous far and wide; sticky rice cooks in the village are always aware of quality to be competitive, contributing to preserving the traditional features of the village. "Currently, Phu Thuong sticky rice is present in many places, not just around Hanoi, so I am trying to research and learn from other traditional products that have been exported. Not only does it help increase the economic value but it also helps the traditional beauty of Phu Thuong sticky rice reach out to the world," Bong said.

Ms. Pham Thi Thuy Linh, Vice Chair of the Phu Thuong Ward People's Committee, said that the committee collaborated with the Social Policy Bank to provide preferential loans to sticky rice households, particularly supporting young entrepreneurs in developing traditional local businesses. They also coordinated with Tay Ho Electricity Company to provide electricity at a single price to support sticky rice households. The committee also organized sessions to share experiences and knowledge of sticky rice cooking from artisans of the craft village to sticky rice households in the area; and provided free stamps, labels and brand identification for products of Phu Thuong traditional sticky rice craft village.

According to Mr. Nguyen Van Chi, Standing Deputy Chief of the Hanoi Coordination Office for New Rural Development: Phu Thuong sticky rice, recognized as part of the National Intangible Cultural Heritage, honors traditional occupations and promotes Hanoi's culinary heritage. Craft villages should focus on preserving traditions, attracting customers and diversifying products for sustainable growth.

To elevate Phu Thuong sticky rice, Tay Ho district should enhance promotion efforts, improve product quality and diversify offerings. Additionally, it is important to develop management skills and update knowledge for stakeholders to support growth and integration, Mr. Nguyen Van Chi said. ■



Phu Thuong village's sticky rice-making craft has earned the title of national intangible cultural heritage



Dan Phuong district's high-tech orchid farming model in Hanoi is a prime example of modern urban agriculture



Advancing OCOP Products

Dan Phuong district has leveraged local potential to advance the One Commune One Product (OCOP) Program, earning recognition for many products. This has boosted agricultural value and fostered sustainable economic growth.

NGOC DAN

Dan Phuong district has affirmed its right economic development approach, especially through the OCOP Program. With 100 OCOP-certified products, the district not only preserves and promotes local traditional and unique cultural values, but also creates a new driving force for the rural economy.

Nguyen Thi Thu Hien, Deputy Director of the Dan Phuong Economic Office, said that the district's typical OCOP products such as mushroom products of Nghia Minh Mushroom Cooperative, Phung Thai Cam spring rolls and Bao Ngoc peanut candies have been registered with the program and the district has adopted many practical policies such as supporting packaging designs, labels and traceability stamps, and organizing fairs and exhibitions to boost product marketing. As a result, many OCOP products of Dan Phuong district have been present in large supermarket systems and are well received by consumers.

OCOP-certified products are supported to be displayed at promotional events and exhibitions organized by Hanoi City and their producers are provided with knowledge training and online marketing skills in a bid to boost production expansion, develop professional products, create jobs and increase income for workers.

Boldly registering its organic vegetables with the OCOP Program, Dang Thi Cuoi, Director of Cuoi Quy Organic Vegetable Production and Consumption Cooperative, Dan Phuong district, said: "Organic vegetables are highly appreciated by consumers. Previously, the cooperative only carried out on a small scale, with poor sales, mainly retailing to local residents and some stores in the district.

"After being guided and oriented by the Dan Phuong Economic Office to join the OCOP Program, I realized that this was an opportunity to promote products and expand the market, so I boldly registered. Currently, the cooperative has grown 5 ha of organic vegetables. Thanks to support for product marketing, commercial yield is much higher than before. Up to now, the cooperative has had 17 organic vegetable products recognized as OCOP with 3-star quality at the city level," she said.

Mr. Nguyen Van Long (Ba Duong Noi agricultural processing

village, Hong Ha commune) said, after his sticky rice wine was certified as OCOP, his family's production has remained stable and grown in value. The gerbera flower of Dong Thap Gerbera Cooperative has brought in annual average revenue of VND2 billion, higher than before being recognized as an OCOP product.

Dan Hoai Cooperative, which is mainly engaged in high-tech agriculture, has produced Phalaenopsis orchids since 2004. After 15 years of production investment, the cooperative has cooperated with many leading domestic and foreign agricultural scientific agencies to apply high technology to Phalaenopsis orchid production. Currently, it is producing about 50 types of Phalaenopsis orchids. At the same time, it has also participated in many projects on high-tech orchid research, production and consumption with governmental agencies on a large scale.

Participating in projects has helped the cooperative gain experiences in investing in facilities, scientific and technological capabilities and managing Phalaenopsis orchid production. Since then, the cooperative has been expert in planting, tending and processing flowers in greenhouses; invested in building modern greenhouses and net houses to produce high-quality Phalaenopsis orchids on a large scale. In addition, the cooperative has applied an electronic information system using QR codes to encode imported and exported goods and provide transparent information on flower products on the market.

According to the Dan Phuong Economic Office, Dan Phuong district has had more than 56 highly appreciated OCOP products, ranked from 3-4 stars, mainly foods, beverages and ornamental plants. Twenty-one 4-star products include Phalaenopsis orchids, black tea, chicken feet, cordyceps and 35 3-star products consist of vegetables, fruits, wine, Phung nem (sliced sour pork), sweet potato and grapefruit. These products are being strongly developed by Dan Phuong district. After being certified as OCOP products, producers continue to receive support from Hanoi City and Dan Phuong in designing packaging, labels and OCOP stamps with QR codes. They are also provided with information and support to join connection programs, product exhibitions and promotion events organized by the central and municipal authorities. Dan Phuong district also connects OCOP producers with retailers such as commercial centers and supermarkets to bring products to consumers.

However, Dan Phuong district has also faced difficulties in implementing the OCOP Program. Some producers and traders of agricultural products are not really interested in this program because their production scale is still small and seasonal, failing to meet large and regular market demands. Many production households do not see major benefits from this program, and they do not join as a result.

To promote its achievements and address existing limitations, in the coming time, the Dan Phuong People's Committee will continue to direct professional agencies as well as the Economic Office to coordinate with communes and towns to inform, encourage and guide people to participate in the OCOP Program

Nguyen Thac Hung, Vice Chairman of the Dan Phuong People's Committee, said: "In 2024, the district will evaluate five OCOP products and continue to persuade people to choose good products of the locality and families, especially products from traditional craft villages, to join the OCOP competition. At the same time, the district will continue to effectively implement policies to support OCOP product development, build points of sale and introduce products, and boost trade promotion to introduce its OCOP products to the market." ■

Vinh Phuc Enhances Comprehensive Care for Industrial Park Workers



Since the beginning of the year, the Vinh Phuc Industrial Zones Management Board has enhanced cultural and sports activities for industrial park workers

Beyond developing industrial parks (IPs) in Vinh Phuc province, the Industrial Zones Management Board has prioritized worker welfare, fostering motivation and long-term commitment. Our reporter discussed this with Mr. Vu Kim Thanh, Deputy Director of the board.

NGUYET THAM

What activities have you taken to promote the care for workers in IPs in recent times?

We have partnered with the Vinh Phuc Industrial Park Trade Union to enhance worker welfare through initiatives such as monitoring tenant compliance with labor policies, recognizing outstanding workers and students, promoting thrift and efficiency, improving workplace conditions, and hosting annual exchange events for tenants.

During the COVID-19 pandemic outbreak that seriously affected the life and employment of many workers, many of whom suffered dismissal, layoff and rotational work, the Vinh Phuc Industrial Zones Management Board together with the Standing Committee of the Vinh Phuc Industrial Park Trade Union visited and presented gifts to tenants respecting distancing regulations; coordinated with relevant agencies to promptly resolve workers' recommendations on

policies and benefits regarding labor contract termination and redundancies as a result of COVID-19 pandemic. For migrant workers in IPs currently facing difficulties in accommodation, renting outside houses, living in poor conditions and a polluted environment, and being affected social insecurities like theft and disorder, the board asked the Provincial People's Committee to invest in building houses and cultural institutions for workers in IPs.

Besides, Vinh Phuc province announced a plan to build five pilot models in companies equipped with cultural publications, televisions, loudspeakers, cultural, artistic and fitness activities for workers to participate in cultural and artistic activities, thus improving the life of workers after working hours and

motivating them to work hard and feel secure in long-term loyalty to their employers.

Could you tell us about some typical movement activities recently carried out by tenants in IPs recently?

Since the beginning of the year, we have collaborated with industrial park trade unions and tenants to enhance cultural and sports activities for union members and workers. Tenants have organized many movement activities for workers as follows:

To arouse the spirit of physical training and sporting to improve workers' health and create an enthusiastically competing atmosphere in business, the trade unions of Vina Newflex Co., Ltd and Vina New Flex Technology Vina Co., Ltd successfully coordinated in opening the 4th Newflex Trade Union Games 2024 from September 14 to October 6, 2024. The organizing committee awarded six first prizes, six second prizes, 12 third prizes, and three consolation prizes to winning teams and athletes. This annual activity was organized by the trade unions of Vina Newflex Co., Ltd and Vina New Flex Technology Vina Co., Ltd. This activity has created a joyful, exciting, united and mutually supportive atmosphere for their employees to compete in labor and boost labor productivity for their development.

On October 13, Thang Long Vinh Phuc Industrial Park Co., Ltd hosted the second "Ekiden Thang Long Vinh Phuc Industrial Park 2024" Relay Race in Thang Long Vinh Phuc Industrial Park. The race was aimed to create a healthy playground for workers in the industrial park, thus helping workers improve their health, solidarity and sportsmanship and strengthening business stability for investors; and promote

a healthy and happy lifestyle as well as worker exchange and connection among tenants in Thang Long Vinh Phuc Industrial Park and between Vietnam and Japan in general.

The 15th Prime Group Games 2024 concluded with the men's and women's tug of war finals on October 15 at Vinh Phuc Gymnasium. Held in September and October, the games featured six sports and 17 events, with over 500 athletes from eight teams across Prime's 10 northern companies. Prizes were awarded to top performers, promoting employee health and enhancing Prime Group's sports culture.

What key tasks will you implement to balance business and worker interests in industrial parks?

To effectively take care of their life, provide them with good jobs, income and livelihoods, and ensure security and order in businesses, we issued Document 1318/BQLKCN-QLLD dated June 12, 2023 to request tenants in Vinh Phuc province-based industrial parks to implement the following contents:

First, actively grasping legitimate aspirations and wishes of workers; caring for and creating a favorable working environment for them; strictly carrying out worker policies like salary, wage and support payment; fully and promptly purchasing social insurance, health insurance and unemployment insurance policies for them; actively coordinating with grassroots trade unions and Vinh Phuc Industrial Park Trade Union to resolve their recommendations and problems, avoiding collective work stoppages and strikes.

Second, promptly informing workers to share difficulties with their employers in the context of rotating power cuts on insufficient supply; ensuring their legitimate rights by law.

Third, strictly carrying out measures to ensure occupational safety and hygiene for workers in the workplace; effectively preventing occupational accidents and diseases in industries and fields; providing occupational safety and hygiene training for workers subject to strict requirements on occupational safety and hygiene; strictly complying with regulations on occupational safety and hygiene, conducting annual health checkups for them; strengthening coordination with grassroots trade union and workers to closely monitor food safety and hygiene in the workplace.

Fourth, actively respecting labor laws, fostering employer-employee dialogues, promptly ensuring legitimate and legal rights and interests of workers.

Thank you so much!

Vinh Phuc's Economy Shows Strong Recovery

Despite facing unprecedented challenges, Vinh Phuc province has made significant strides in socio-economic development in 2024. The province's economy has rebounded strongly, with most indicators showing good growth.

THANH LOAN



Provincial leaders are always dedicated to addressing challenges and promoting economic development

The estimated Gross Regional Domestic Product (GRDP) growth rate for 2024 is projected to be between 7.5% and 7.8%.

Vinh Phuc's GRDP growth exceeds national average

Despite challenges, Vinh Phuc's GRDP growth exceeds the national average (6.8 - 7%) and meets the set target (7.5 - 8.5%). The industry-construction sector is expected to grow by 10.4 - 10.7%, agriculture by 1.5 - 1.6%, and services by 7.5 - 7.8%. The province's GRDP at current prices is estimated at VND172,000 - 173,000 billion, an increase of 8.8 - 9.3% from 2023. GRDP per capita is projected to reach VND140 - 141 million, up 7.5 - 8.0%. The economic structure continues to shift positively, with industry-construction at 62.39 - 62.49%, services at 30.88 - 31.0%, and agriculture at 6.61 - 6.63%.

Despite challenges in industrial production during the first quarter, the situation improved in the second quarter as businesses



received new orders and saw increased demand, particularly in the electronic components sector. This contributed to a strong industrial growth rate in Vinh Phuc, with the Industrial Production Index (IIP) estimated to rise by 11.3% for the year, and the processing and manufacturing sector up by 11.4%. Key industrial products saw significant growth, including laptops (up 1.5 times), wifi transmitters (up nearly 3 times), animal feed (up 21.6%), tiles (up nearly 17%) and motorbikes (up 7.5%).

Export activities in Vinh Phuc have seen strong growth compared to 2023, with total export turnover for the year estimated at US\$16.3 billion, up 12.55%. Key exports include complete motorbikes, motorbike spare parts, phones, computers, electronics, auto parts, wood products and textiles.

Credit services in Vinh Phuc have continued to grow, meeting the capital needs of the economy. The average new loan interest rate is 6.2 - 6.5% per year, down 0.88% from the end of 2023, making it easier for businesses and individuals to access credit. Total mobilized capital is estimated at VND142,600 billion, up 12.98% from 2023. Local banks have reduced interest rates, promoted business connections, launched preferential credit packages, simplified loan procedures, embraced digital transformation, restructured debt, and maintained debt groups for customers. Outstanding loans are estimated at VND143,500 billion, up 12% from the end of 2023.

FDI attraction in Vinh Phuc has surpassed targets, serving as a key driver for economic growth during challenging times. The total FDI capital attracted is estimated at US\$600 million, 150% of the target, matching 2023 levels. Domestic direct investment (DDI) is estimated at VND5,500 billion, meeting the plan. The number of newly registered enterprises is estimated at 1,550, up 1.8% from 2023, with registered capital of about VND13,000 billion.

Strengthening investment promotion and business support

Vinh Phuc province has focused on enhancing investment promotion, attraction, and business development. The Provincial People's Committee has signed cooperation agreements with Chungcheongbuk Province (Korea), Pernik province (Bulgaria), and the Toscana region (Italy), as well as an MOU with Signetics Company. Provincial leaders have met with corporations such as Young Poong Group, META Fund and Grandway (Singapore) to discuss investment policies. Strategic investors like Samsung, Signetics, T&Y SuperPort and Hoan My Medical Corporation have shown interest in collaboration. Notably, Signetics has partnered with CNCTech Group for a semiconductor factory project worth over US\$100 million, and Polaris Vietnam has opened a factory producing motorcycles and spare parts with an investment of over US\$40 million.

Recently, Mr. Tran Duy Dong, Chairman of the Vinh Phuc Provincial People's Committee, met with a Bulgarian business delegation led by Mr. Boyko Takow, Executive Director of the Bulgarian Small and Medium-Sized



Provincial Party Secretary Duong Van An and Provincial People's Committee Chairman Tran Duy Dong pay a working visit to Honda Vietnam's factory

Enterprises Agency, to explore investment opportunities in the province. During the meeting, Chairman Dong addressed questions from Bulgarian businesses regarding investment costs, the province's strengths in training high-quality human resources, and its investment attraction policies, particularly preferential tax rates, land rental prices, and incentives for priority sectors such as high-tech industries, semiconductors, and health and education projects.

In 2025, Vinh Phuc province aims for a GRDP growth target of 8.0 - 9.0%, setting the highest target for the 2021-2025 5-year plan and laying the foundation for the goals and tasks of the 2026-2030 plan.

Vinh Phuc will implement synchronized policies and mechanisms to unlock resources and drive growth. The focus will be on compensating and clearing land for industrial park development, supporting businesses to boost exports, especially for key products with high market potential, and maximizing revenue sources while preventing budget losses. The province will promptly apply tax, fee, and land rent reductions to help businesses recover. It will also ensure compliance with State Bank regulations on currency, foreign exchange, and banking activities, providing direct credit to priority sectors driving economic growth.

Vinh Phuc called on the government to direct ministries and agencies to continue developing economic recovery policies, including extending existing measures and introducing new ones. Specifically, the province advocates for policies that promote domestic production with longer cycles (3-5 years), particularly for industries such as automobile, motorbike and finished electronic product manufacturing. These policies aim to increase the localization rate and further boost domestic production.

Vinh Phuc also recommended that the government direct ministries and agencies to establish mechanisms allowing localities to allocate land for projects without collecting land use fees, or to exempt land use fees for several years, particularly for large-scale projects like industrial parks in cleared areas. This approach aims to ensure the smooth implementation of these projects. ■

VINH PHUC INDUSTRIAL ZONES MANAGEMENT BOARD

ADVANCING EFFICIENT ADMINISTRATION



Local authorities pledge to support industrial parks in becoming reliable and attractive destinations for domestic and foreign investors

Assigned by Vinh Phuc province to administer industrial parks (IPs) and to support local IP development, the Vinh Phuc Industrial Zones Management Board has upheld the high sense of responsibility and made efforts to complete its assigned tasks well and develop investing and business activities in IPs more prosperously.

BAO NGOC

Optimistic investment inflows

In the first 11 months of 2024, industrial parks in Vinh Phuc province attracted 29 new foreign direct investment (FDI) projects and saw 38 existing projects to increase their investment fund, totaling US\$493.06 million (new grants: US\$188.43 million and increased fund: US\$304.63 million), down 11% year on year and equal to 141% of the full-year plan. In the meantime, 14 new domestic direct investment (DDI) projects and seven existing DDI projects registered to invest VND4,517.3 billion (new projects: VND3,313.28 billion and existing projects: VND1,204.02 billion), down 28% year on year and equal to 301% of the yearly plan.

As of November 15, 2024, Vinh Phuc industrial parks were home to 497 valid investment projects, including 121 DDI projects with VND38,973.01 billion and 376 FDI projects with US\$6.8 billion. In November 2024, two more projects came into commercial operation, bringing total operational projects to 416 projects as of November 15 (337 FDI projects and 79 DDI projects), accounting for 83.7% of total projects.

FDI projects come from 20 countries and territories in the world, with electronics manufacturing and automobile and motorbike manufacturing accounting for 50.4% and 12.8%, respectively. Disbursed capital accounted for 60 - 65% of the registered value. IPs have created jobs for more than 142,440 workers. Notably, among 20 foreign investors in the province, South Korea takes the lead in both investment projects and value, particularly 238 projects and more than US\$3 billion. Many large South Korean corporations are operating effectively in the province and contributing positively to local socioeconomic development, such as Sindoh, Cammsys, Partron, Daewoo Bus, JH Vina, Heasung Vina, ShinWon, Vina Korea, ISC Vina and Solum Vina.

One of the outstanding secondary investment projects licensed into the province's IPs in 2024 is a US\$100-million semiconductor manufacturing factory on over 5 ha in Ba Thien Industrial Park - Section I. This project is part of a cooperation agreement between Signetics Joint Stock Company (South Korea) and CNCTech Group (Vietnam). The project is hoped to become a powerful magnet to draw South Korean investors to Vinh Phuc province.

Speaking at the signing ceremony, Chairman of Vinh Phuc Provincial People's Committee Tran Duy Dong affirmed that the cooperation agreement between CNCTech and Sinetics proved that Vinh Phuc continues to be an attractive destination for investors, including South Koreans. Emphasizing the view that "Investors in Vinh Phuc are citizens of the province, the success of businesses is the success of the province", he pledged to continue improving the investment and business environment, stand by investors and facilitate investors, including South Korean investors.

Many new IPs to be formed

Up to now, Vinh Phuc province has 17 industrial parks with a total area of 3,146 ha, including nine in operation (Kim Hoa, Khai Quang, Binh Xuyen, Ba Thien, Binh Xuyen II - Phase 1, Ba Thien II, Tam Duong II - Section A, Thai Hoa - Lien Son - Lien Hoa - Section II - Phase 1, and Thang Long Vinh Phuc), three under construction (Son Loi, Tam Duong I - Section 2 and Song Lo II) and five in blueprint (Binh Xuyen II - Phase 2, Nam Binh Xuyen, Phuc Yen, Song Lo I, and Dong Soc).

Among licensed projects into IPs in 2024, some large-scale IP infrastructure investment projects are expected to create attractive, vibrant destinations for investors and contribute effectively to local economic and social development. Typically, the Phuc Yen IP infrastructure investment project was granted to SHINEC Joint Stock Company and Vinh Phuc Industrial Park and

(continued on P.37)

Bulgarian Businesses Explore Opportunities in Vinh Phuc Province

Mr. Tran Duy Dong, Chairman of the Provincial People's Committee of Vinh Phuc, recently hosted a working meeting with the Bulgarian business delegation led by Mr. Boyko Takow, Executive Director of the Bulgarian Small and Medium-Sized Enterprises Agency, to explore investment and business opportunities in the province.

NGUYEN MAI

At the meeting, he said that Vinh Phuc province has a developed economy, with the scale ranked 15th out of 63 provinces and cities and the annual average growth of 13%. Its human development indicator and per capita income level are ranked Top 10 nationwide. In recent years, the province has paid great attention to attracting investment, especially foreign investment projects. Currently, the locality has about 470 FDI projects from 20 countries and territories to invest in many fields, including two giant manufacturers - Toyota Vietnam and Honda Vietnam, making important contributions to local socioeconomic development. Particularly for Bulgaria, Vinh Phuc signed a memorandum of understanding (MoU) on establishment of friendly cooperation relations with Pernik province in September 2023, thus opening up many cooperation opportunities in various fields between the two localities.

Vinh Phuc has four strong advantages to draw investment fund, including a favorable geographical location and a developed transportation system; a developed education system that meets the demand for high-quality human resources; a favorable investment and business environment; and a synchronous modern industrial park infrastructure ready to serve investors and attract high-tech, semiconductor, health and education investment projects. Vinh Phuc province will cooperate with Bulgarian businesses in health and high-quality human resources, Dong emphasized.

Expressing gratitude to the provincial leaders for their warm welcome, Mr. Boyko Takow conveyed that his delegation was honored to accompany Bulgarian President



Chairman of the Provincial People's Committee Tran Duy Dong addresses the working session with the Bulgarian business delegation

Rumen Radev and First Lady Desislava Radeva on their official visit to Vietnam from November 24 to 28, at the invitation of President Luong Cuong. In particular, visiting companies are currently engaged in healthcare, science and technology, information and communication, tourism, finance, electronics, aviation and space equipment manufacturing, energy, food and other industries. Boyko Takow hoped that Vinh Phuc province will soon establish a working group to visit Bulgaria and have working sessions with investors.

Also during the working session, Tran Duy Dong provided Bulgarian businesses with detailed information on investment costs, the province's strengths in training skilled labor, and policies for attracting investment, including tax and land rental incentives, as well as preferential policies for high-tech, semiconductor, health and education projects.

Bulgaria is one of the first countries to establish diplomatic relations with Vietnam in 1950. The two countries have traditional and extremely important cooperation in education and training. Bulgaria has trained about 3,600 scientists and about 30,000 high-tech workers for Vietnam. ■

Accelerating Investment Inflows

By advancing industrial park (IP) infrastructure and boosting investment promotion, especially locally, Vinh Phuc has attracted significant foreign investment and sustained impressive economic growth, with the gross regional domestic product (GRDP) rising 7.5–7.8% annually, surpassing the national average.

TRAN TRANG

Accelerating infrastructure construction in IPs

Recently, in addition to applying many open mechanisms and policies and attracting investment capital for industrial development, Vinh Phuc province has focused on accelerating infrastructure construction and development in industrial parks to create clean land to welcome a new investment wave.

With construction started in June 2023 on over 165 ha in Dong Thinh and Yen Thach communes, Song Lo II Industrial Park, invested by Vinh Phuc Infrastructure Development Joint Stock Company, has a total investment budget of over VND1,500 billion. Song Lo district authorities have actively removed difficulties in land compensation and site clearance to facilitate infrastructure investors to speed up the progress and put factories into operation soon. To date, Song Lo district has handed over 152.7 ha out of 165.6 ha to Vinh Phuc Infrastructure Development Joint Stock Company which was supported over VND471 billion for land compensation and site clearance. The remaining area that needs to be cleared is over 6.6 ha of 90 households. Besides, Vinh Phuc Infrastructure Development Joint Stock Company has invested more than VND561.5 billion to build infrastructure and compensate and clear the land.

To build Song Lo II into a model modern and standard industrial park, the investor has applied advanced technology to create a green ecosystem and meet tenants' high standards. The company designed a synchronous technical infrastructure system, integrated a green eco-friendly space, built a modern wastewater treatment plant, and installed a solar power system to save electricity and protect the environment. As expected, Song Lo II Industrial Park will attract mechanical engineering, electronics, electrical equipment, construction materials, textile and garment, leather and footwear, cosmetics, vegetable and fruit processing and other industries. When completed and operated, Song Lo II will create jobs for about 13,000 workers.

Nam Binh Xuyen Industrial Park is designed to be the greenest, smartest, most modern industrial park in the north to entice investors of electronics, telecommunications, machinery, auto parts, medical equipment and optical devices. Recently, Vinh Phuc authorities have hosted many working sessions with the



Chairman of Vinh Phuc Provincial People's Committee Tran Duy Dong inspects the construction site at Song Lo II Industrial Park

Vinh Phuc Industrial Zones Management Board, provincial agencies, the Binh Xuyen People's Committee and the investor - Nam Binh Xuyen Green Park Development Co., Ltd to remove difficulties arising from land compensation, site clearance and human resource development.

To date, 56 ha out of 290 ha of land has been cleared and over 97 ha still needs to be counted, declared and assigned to the developer and 33.7 ha of land was approved of land compensation and support. Binh Xuyen Site Clearance Council has paid for site clearance of over 70.8 ha. In the coming time, the Vinh Phuc Industrial Zones Management Board and the Binh Xuyen People's Committee will continue to accelerate land compensation and site clearance to soon have available space for the investor to build the infrastructure. The Department of Natural Resources and Environment will coordinate with relevant agencies to review, resolve and guide the settlement of the recovery of interspersed and difficult-to-cultivate land areas outside the project boundary while the investor will complete the construction design and seek the construction permit.

Mr. Vu Kim Thanh, Deputy Director of the Vinh Phuc Industrial Zones Management Board, said: As of November 15, 2024, Vinh Phuc had 17 industrial parks covering 3,146 ha, including nine operational parks (Kim Hoa, Khai Quang, Binh Xuyen, Ba Thien, Binh Xuyen II - Phase 1, Ba Thien II, Tam Duong II - Section A, Thai Hoa - Lien Son - Lien Hoa - Section II - Phase 1, and Thang Long Vinh Phuc), three under construction (Son Loi, Tam Duong I - Section 2, and Song Lo II), and five in the planning stage (Binh Xuyen II - Phase 2, Nam Binh Xuyen, Phuc Yen, Song Lo I, and Dong Soc).

According to the industrial park development plan in the Provincial Planning for the 2021-2030 period, with a vision to 2050, approved by the Prime Minister (in Decision 158/QĐ-TTg dated February 6, 2024), Vinh Phuc will have 28 industrial parks with a total area of 4,815 ha by 2030 and 29



👉 IPs with 5,489.68 ha by 2050. Priority will be given to developing new IPs along key traffic routes such as Hanoi-Lao Cai Expressway, Ring Road 4 and Ring Road 5.

Accelerating FDI attraction

According to a report released by the Vinh Phuc Industrial Zones Management Board, in the first 11 months of 2024, Vinh Phuc-based industrial parks attracted 29 new foreign direct investment (FDI) projects and saw 38 existing projects to increase their investment fund, totaling US\$493.06 million (new grants: US\$188.43 million and increased fund: US\$304.63 million), down 11% year on year and equal to 141% of the full-year plan. In the meantime, 14 new domestic direct investment (DDI) projects and seven existing DDI projects registered to invest VND4,517.3 billion (new projects: VND3,313.28 billion and increased investment from existing projects: VND1,204.02 billion), down 28% year on year and equal to 301% of the yearly plan.

As of November 15, 2024, Vinh Phuc industrial parks attracted 497 valid investment projects, including 121 domestic direct investment (DDI) projects with VND38,973.01 billion of investment capital and 376 foreign direct investment (FDI) projects with US\$6.8 billion. FDI projects come from 20 countries and territories in the world, with electronics manufacturing and automobile and motorbike manufacturing accounting for 50.4% and 12.8%, respectively. Disbursed capital accounted for 60 - 65% of the registered value. IPs have created jobs for more than 142,440 workers. Basically, FDI projects are being carried out on a registered schedule.

In December 2024, the Vinh Phuc Industrial Zones Management Board expected to attract US\$10-15 million from 2-3 FDI new and existing projects and VND100-150 billion from 1-2 DDI projects. The board hoped to see 2-4 more projects to go into operation and the disbursed capital was estimated to reach US\$40-45 million (from FDI projects) and VND200-300 billion (from DDI projects).

In the coming time, the board will continue to strengthen administration across all areas, focusing on accelerating administrative reforms and improving the investment and business environment. It will coordinate with investors and relevant agencies to expedite site clearance for remaining areas and invest in infrastructure for operational industrial parks. Additionally, the board will monitor project progress, push for on-schedule implementation, work with delayed projects to expedite them, and assess business situations to assist tenants in overcoming challenges. ■

Vinh Phuc IP Tenants Overcome Challenges to Meet Targets

Tenants in Vinh Phuc's industrial parks (IPs) are now ramping up the "Excellent Workers, Creative Workers" program, refining techniques to boost productivity and product quality, while exploring new markets to meet their 2024 targets.

NGUYET THAM

Promoting the "Excellent workers, creative workers" movement

In recent years, Prime Dai Viet as well as other member companies of Prime Group have confronted fierce competition from tile rivals. To overcome difficulties, create differences and affirm its market position, Prime Dai Viet has invested nearly VND400 billion to upgrade six modern production lines with a yearly capacity of over 16 million square meters of products. At the same time, the company has implemented 3-time firing and HD digital printing technologies, using molds and sinking effects to create products with natural colors, extended durability and eco-friendliness. It also prioritizes employee training, supports the "Excellent Workers, Creative Workers" movement, and encourages staff to innovate and enhance techniques for the Vinh Phuc Tech Innovation Contest.

With a variety of sizes and designs, the company's ceramic tile products are not only popular in the Vietnamese market but also favored in many international and regional markets such as France, Thailand, Laos, the Philippines, Cambodia, South Korea, Taiwan and Malaysia, with exports accounting for an average of 25 - 30% of total output. In 2023, Prime Dai Viet produced and supplied more than 8 million square meters of various types of tiles to the market and earned nearly VND700 billion of revenue, thus creating stable income for nearly 400 employees with an average monthly salary of VND10.5 million each. Its revenue was expected to exceed the planned target by 10 - 20% in 2024.

To bring its products to the world market, in the coming time, Prime Dai Viet will continue to invest in upgrading machinery, technology, improve product quality and design, sharpen competitiveness and dominate the market. Besides, it will focus on researching and developing new products, applying ISO standards to ensure good product quality and reduce emissions to the environment. The firm will strengthen



At Kohsei Multipack Vietnam Co., Ltd. in Binh Xuyen IP, employees are working overtime to fulfill year-end orders

training professional qualifications and skills for management staff and technical skills for workers. It will build a strong distributor network, develop a professional showroom system nationwide, and meet domestic consumption and export needs.

As a 100% Japanese-invested producer and trader of flexible PP and PE plastic packaging and related accessories for export to Japan, South Korea, Singapore and other markets and about 10% for the Vietnamese market, Kohsei Multipack Vietnam Co., Ltd in Binh Xuyen Industrial Park is also applying overtime work to meet rising year-end orders. According to a company representative, the year-end demand for packaging from partners is quite high, to ensure quality and delivery time and fulfill all business targets in 2024, right from the start of the year, the company has invested in upgrading machinery, equipment and new technology; improved labor quality, enhanced productivity and planned raw materials; established a business structure staffed with local workers and furnished with advanced equipment systems to promptly meet customer needs under the operating motto of "Japanese quality, globally competitive prices and on-time delivery to anywhere in the world".

Aiming to become a major packaging manufacturer in Vietnam, Kohsei Multipack Vietnam will continue to invest and upgrade technologically modern production equipment in its two factories; improve product models such as 4-piece laminated bags, U-shaped laminated bags, round bags, square bags and big bags with guaranteed quality, durability and size to meet the needs of domestic and foreign customers; and create jobs and stable income for more than 700 employees, each of whom has an average monthly income of nearly VND11 million.

In Ba Thien Industrial Park, the Trade Union of Interflex Vina Co., Ltd also regularly launches emulation movements like "Excellent workers, creative workers", "High productivity, good quality" and "Green - clean - beautiful, safe and hygienic at work" to promote the creativity of workers. The Chairman of the Trade Union of Interflex Vina Co., Ltd said: "Currently, the company's Trade Union has more than 1,200 union members. Considering



Prime Dai Viet focuses on employee development, fostering innovation, and continuously improving skills and techniques

employees as valuable assets of the company, its leadership always encourages and promptly rewards outstanding workers and visits and presents gifts to individuals with technical innovation initiatives at their home.

As a result, its "Excellent workers, creative workers" emulation movement is increasingly effective. Each year, the company has about 200 technical innovation initiatives that are effectively applied to production, helping reduce production costs and improve labor productivity.

Supporting businesses to overcome difficulties

Since the beginning of 2024, as global economic recession negatively hit their business performances and activities, many tenants in Vinh Phuc industrial parks have encountered difficulties and challenges from reduced orders and had to cut staff or terminate employment contracts with employees. Against this backdrop, Vinh Phuc province directed all levels and branches of authority to review and remove obstacles against enterprises while local credit institutions strictly followed the State Bank's regulations on interest rates, slashed deposit interest rates, reduced operating costs to maintain stable lending interest rates to support local companies in recovering and developing their business operations.

Seeing businesses as a pillar of the economy, especially with the view that no companies with good business plans fall short of capital, the banking sector in Vinh Phuc province has adopted many solutions to boost credit growth, maintain deposit interests and lending rates, facilitate all customers, especially corporate customers, to access preferential loans. As of October 2024, the total outstanding loans of local credit institutions reached VND139,489 billion, a year-on-year growth of 13.3%, of which outstanding short-term loans were over VND100,500 billion, up 8.2%, and outstanding medium- and long-term loans were worth VND35,985 billion, an increase of nearly 1.9%.

The State Bank of Vietnam - Vinh Phuc Branch





directed credit institutions to effectively carry out the Bank - Business Matching Program. Credit institutions have also actively implemented soft loan programs for enterprises, focused on priority areas and fields, to motivate borrowers to overcome difficulties and maintain production and business.

Particularly, as an administrator of local industrial zones, the Vinh Phuc Industrial Zones Management Board has actively supported, facilitated and quickly resolved administrative procedures for investors and enterprises to implement projects, expand production and business, increase investment capital, or carry out procedures to adjust and supplement project targets and project progress. As a result, many enterprises have overcome difficulties, maintained stable production, and signed new orders to provide more jobs for workers. Eventually it has helped boost local socioeconomic development.

In the coming time, the board will focus on addressing challenges and supporting industrial park tenants, improving the investment and business environment, and helping reduce costs. It will prioritize tenant feedback with a commitment to sharing, understanding and assistance, in line with its core principle of "Placing businesses at the center of development." The board will continue to effectively handle feedback on investment and business-related issues, strengthen post-investment support, and prevent disputes. Additionally, it will accelerate administrative reforms, utilize information technology for better management, and offer full-process online services to foster a conducive investment environment.

With the timely support of all-level authorities and their active efforts to overcome difficulties, tenants in Vinh Phuc industrial parks have boosted their business performance, completed signed orders, and launched new product lines onto the market. This is also the driving force and foundation for them to work out business plans in 2025 and the following years. ■

Greening IPs to Capture New Investment Trends

Vinh Phuc has prioritized green and eco-friendly industrial parks (IPs) to promote sustainable development, attracting large-scale, high-tech, and green investments.

TRAN NGOC

Developing green, ecological IPs

Developing green, ecological IPs is becoming a high selection criterion of foreign investors pursuing sustainable development goals and aligning business benefits combined with social responsibility. With the innovative and consistent vision of provincial leaders in the past terms, Vinh Phuc is determined to take industry as a major leader, a driving force for growth, state budget collection and economic development and focus on developing green, ecological IPs to create sustainable competitive advantages. The province has issued many mechanisms and policies, promoted administrative reforms, eased the settlement of investment procedures, and prioritized clean land funds for IP infrastructure development.

From a place where industrial production was still rudimentary and there were no industrial parks, with efforts and attempts of all levels and branches of authority and localities, Vinh Phuc province planned to establish 29 industrial parks, of which 17 were founded, covering a total land area of 3,146 ha. As of November 15, 2024, Vinh Phuc IPs attracted 497 valid investment projects, including 121 DDI projects with VND38,973.01 billion of investment capital and 376 FDI projects with US\$6.8 billion. Tenants in IPs currently employ over 140,000 workers and make important contributions to local socioeconomic development.

Given locational advantages along with well-invested synchronous technical infrastructure designed towards green and sustainable industrial development, Ba Thien 2 Industrial Park, invested by Vina-CPK Joint Stock Company, has become an attractive destination for more than 70 investment projects, which registered to invest a total of nearly US\$1 billion and created jobs for more than 23,000 workers. Many big investors come from the United States, South Korea, Singapore and Sweden and many are doing very effective business like Nippon Paint Vinh Phuc, Weldex Vina, Assa Abloy and Polaris.

Ba Thien 2 Industrial Park attracts investors not only for its prime location but also for its modern infrastructure and technology. The wastewater treatment system, with a daily capacity of 10,000 cubic meters, meets international standards. The internal road network, built to concrete road standards, reduces production disruptions from road upgrades and repairs. The addition of trees and greenery along sidewalks and median strips creates a pleasant, green environment. Underground water supply and drainage systems ensure safety for both vehicles and workers. These features facilitate quick project implementation, improve the local investment environment, and boost the region's competitiveness and appeal to investors.



Developing green, ecological IPs is a key criterion for foreign investors pursuing sustainable development and social responsibility

Approved in principle by the Prime Minister in Decision 399/QĐ-TTg dated March 19, 2021 and approved of the detailed construction planning by the Vinh Phuc Provincial People's Committee in Decision 36/QĐ-UBND dated January 7, 2022, Nam Binh Xuyen Industrial Park has a total area of 295.74 ha, of which the rentable industrial land is 200.41 ha. The project costs VND2,200.74 billion for construction (of which the investor contributes VND360.740 billion). Mr. Nguyen Van Hung, Chairman of the Board of Directors of CNCTech Group Joint Stock Company, the investor of the project, said, Nam Binh Xuyen Industrial Park will be invested with an IMS automatic warehouse system, an AI-powered security and epidemic control system, a green park with a 10-ha regulating lake, and rooftop solar panels.

Moreover, Nam Binh Xuyen IP exempts tax in the first two years and reduces 50% of tax for the next four years. At the same time, it has a strategic location, right at the southern gateway of Binh Xuyen district and near to many large industrial parks in Vinh Phuc province like Binh Xuyen, Ba Thien, Thang Long Vinh Phuc and Son Loi. Currently, many investors are expressing their interest in Nam Binh Xuyen IP, especially investors from South Korea. The park aims to attract investors of software production, information technology, electronics, telecommunications, machine components, aviation components, household appliances and consumer goods.

According to the Provincial Planning for the 2021-2030 period, with a vision to 2050, Vinh Phuc will have 29 industrial parks, attract giant projects, strategic investors and multinational corporations, and realize green and sustainable economic growth goals. The province will further accelerate transformation from traditional IPs to ecological IPs, high-tech parks and specialized industrial parks; and develop industrial production and services on the principle of saving and effectively using land resources.

Aiming to attract 1-5 multinational corporations

According to the Strategic Investor Attraction Project, Vinh Phuc province aims to attract an additional US\$2-2.5 billion of FDI fund by 2030, entice 1-5 multinational

corporations on the Top 500 world-largest corporations, and increase the share of registered FDI capital from countries and territories in some regions to more than 80%. To achieve these goals and turn Vinh Phuc into a modern industrial province, the Provincial People's Committee directed relevant agencies to focus on completing plans according to the Vinh Phuc Provincial Planning for the 2021-2030 period, with a vision to 2050, especially construction planning and industrial park infrastructure planning to help optimize land and resource use, create a favorable environment for investors - a key factor for economic development, enhance competitiveness and sustainable development; and research and develop preferential policies for FDI projects in order to maximize central preferential policies.

In the near term, the province will consider and apply infrastructure rent support for tenants in non-State budget-invested IPs administered by the Vinh Phuc Industrial Zones Management Board, establish investment promotion funds and inter-regional policies, and introduce policies to attract startup businesses. In addition, the province will strengthen exchange and cooperation with central agencies, embassies, counselors, the Vietnam Chamber of Commerce and Industry (VCCI), JICA, JETRO, KCCI, KOTRA and other agencies. It will regularly participate in conferences, forums and exhibitions to meet investors, and introduce the local investment and business environment. It will continue administrative reform, remove difficulties and obstacles for investors, improve the effectiveness of local investment promotion, and boost the province's reputation to businesses searching for business expansion and reinvestment.

Furthermore, Vinh Phuc province will further develop logistics and support services; develop social housing and worker housing projects, cultural, entertaining and recreational areas to provide a better working and living environment for domestic and foreign workers and experts. Doing so, the province will create an attractive investment environment, retain and attract strategic investors, boost local socioeconomic development and advance transition to its desired outcome.■

DRIVING SUSTAINABLE GROWTH IN ELECTRONICS MANUFACTURING



The signing ceremony of a cooperation deal between CNCTech and Signetics to develop a US\$100-million semiconductor facility

With its strategic location, modern industrial park infrastructure, open investment policies, and focus on high-tech electronics, Vinh Phuc has become a hub for major electronics firms, boosting job creation and socioeconomic growth. However, the province faces challenges requiring sustainable development strategies.

THANH LOAN

Attractive destination for giant electronics firms

The province is near major economic centers and has a developed transportation system, enabling it to quickly connect with domestic and foreign markets. Synchronous modern transportation infrastructure creates competitive advantages in investment attraction, especially for the electronic parts manufacturing industry. Besides, Vinh Phuc now has 17 industrial parks with a total area of 3,142.96 ha, including nine in operation (Kim Hoa, Khai Quang, Binh Xuyen, Ba Thien, Binh Xuyen II - Phase 1, Ba Thien II, Tam Duong II - Section A, Thai Hoa - Lien Son - Lien Hoa - Section II - Phase 1, and Thang Long

Vinh Phuc), and three under construction. Basically, operational industrial parks are filled with secondary investment projects.

Given its locational advantages plus well-invested industrial parks, Vinh Phuc province has become a leading light in attracting investment capital into electronic components manufacturing. Currently, over 200 electronic components manufacturers are operating in the province, with many giant foreign direct investment (FDI) firms like Partron Vina Co., Ltd (investing US\$270 million), Heasung Vina Co., Ltd (US\$165 million) that manufactures electronic

components, mobile phones and camera products, Power Logics Vina Co., Ltd (US\$100 million), and BH Flex Vina Co., Ltd (US\$61 million).

Most of the electronic companies in Vinh Phuc province are foreign invested from Japan, South Korea, Taiwan (China) and other markets. They use modern automated technological lines and equipment. Many are deeply involved in global supply chains and can maintain and meet large orders. This not only affirms Vinh Phuc's position on the electronics manufacturing map of Vietnam but also enhances its competitiveness in the Southeast Asian region.

Although global economic slowdown and political turmoil caused supply chain disruptions at times and shrinking orders, electronics businesses in Vinh Phuc still actively slashed costs and improved productivity and product quality. Besides, they carried out strong digital transformation in all fields and increased the demand for electronic products such as tablets, smartphones, laptops and smart watches, thus electronic components manufacturers in Vinh Phuc province such as Compal, BG Flex, DKT Vina, Interflex Vina and Arcadyan still had stable orders from world-leading technology corporations such as Apple, Dell, Samsung and Google. Some big manufacturers of electronic components in the province are expected to achieve high revenue growth as compared to 2023. For example, Compal Vietnam Co., Ltd was expected to increase revenue by 27%, BHFLEX Vina Co., Ltd by 49%, and Arcadyan Technology Vietnam Co., Ltd by 47%. In 2024, the province's electronics components manufacturing was forecast to expand by 14 - 16% year on year.

Recently, Signetics Joint Stock Company (South Korea) officially signed a cooperation agreement with CNCTech

Group (Vietnam) on the implementation of a US\$100-million semiconductor manufacturing factory in Vinh Phuc on over 5 ha in Ba Thien Industrial Park - Section I. After completing legal procedures on investment and construction, the company will start construction on the factory and start production by the end of 2024. The project was expected to become a strong magnet to strongly draw South Korean investors to Vinh Phuc province.

Sustainable development strategy

In addition to the above advantages, the electronic components manufacturing industry in Vinh Phuc is facing enormous challenges such as dependence on imported components and a low localization ratio. This dependence makes the supply chain vulnerable to disruptions when the global economy or politics are volatile. When input prices rise or when the supply is volatile, businesses will find it hard to maintain production, leading to the risk of losing orders from international partners. Moreover, despite having an abundant labor source, the industry still faces a shortage of high-quality human resources, especially in engineering and technology. This shortage not only weakens productivity but also hinders innovation and high-tech product development.

To boost the sustainable development of the electronic parts manufacturing industry in Vinh Phuc, the province proposed some important strategies like increasing localization and developing supporting industries. The provincial government actively called for domestic and international corporate investment for supporting industries, aiming to increase the

localization ratio. Developing domestic suppliers not only reduces dependence on imports but also improves the supply chain, stability and competitiveness of electronic components manufacturers.

Investing in high-quality human resource training: Vinh Phuc cooperates with educational and vocational schools to address the shortage of highly skilled human resources. Training programs focus on information technology skills, automation and production management according to international standards, helping improve the quality of human resources in the electronics industry.

Developing high-tech parks: Vinh Phuc is developing high-tech parks to attract projects with high added values and advanced technologies. These projects not only improve production capacity but also enhance the province's competitiveness in the international market. The province is applying Technology 4.0 to production, encouraging businesses to apply Technology 4.0 to optimize production processes and enhance productivity and product quality. Technology transfer and digital solutions will help businesses compete better and quickly meet market demand.

Furthermore, investment support and administrative procedure reform: The province will continue to implement priority policies to woo electronics, telecommunications and supporting companies. At the same time, administrative procedures will be reformed in a public and transparent manner to facilitate corporate investment. Vinh Phuc will also focus on developing industrial park infrastructure to create available land for investment projects and form an effective and attractive investment environment. ■



Jahwa Vina Co., Ltd, a wholly Korean-owned enterprise, specializes in the production of high-quality electronic components

Industrial Parks Accelerating Infrastructure Development

Removing "bottlenecks" in site clearance

Vinh Phuc province is currently focused on compensation and site clearance for 10 major industrial park projects covering over 1,987.9 ha. Recognizing the challenges in this process as a key obstacle to attracting investment and industrial development, the Provincial Party Committee, People's Council and People's Committee have issued directives to enhance leadership, coordination, and the efficiency of state management across relevant departments and districts. Efforts include addressing land valuation and sourcing issues, expediting land-related administrative procedures, and facilitating reforms in construction, licensing and fire safety approvals. To date, 1,292.71 ha have been cleared, accounting for 65% of the required area, though progress remains behind schedule.

Binh Xuyen district, alongside relevant departments, is actively working to attract experienced and capable investors for the development of industrial infrastructure. The district is also advancing site clearance efforts for planned industrial parks and clusters to ensure timely land handover for infrastructure construction. Notably, the Son Loi Industrial Park project spans over 276 ha, with more than 257 ha designated for industrial use. To date, Binh Xuyen has cleared and compensated for over 117 ha. The district is continuing to review and finalize the clearance process, including assessing the resettlement needs of households affected by the industrial park development.

Tam Duong district is focused on achieving its goal of becoming an industrial hub by 2030, with ongoing efforts in site clearance, infrastructure development, and investor attraction. Currently, compensation, clearance and resettlement are underway for two-thirds of the industrial park area. At the Tam Duong II Industrial Park project, Zone A, the total area is 127.87 ha, with 103.247 ha (80.74%) cleared and compensated. The remaining 24.623 ha are still pending. For the Tam Duong I Industrial Park Project, Area 2, which covers 162.33 ha, over 109 ha have been cleared, but 1.2 ha face unresolved issues. The main challenge remains the compensation and clearance of 71 households, who, despite the approval of compensation plans from 2014-2016, have not accepted payment and are requesting compensation based on current land prices. The district continues to work with these households to resolve the issue in accordance with regulations.

The households whose land was recovered by the Tam Duong District People's Committee and approved for compensation and site clearance under the 2014-2016 plan have raised concerns due to the delayed completion of the resettlement area infrastructure, which was only finalized in 2024. This delay has led to a discrepancy in land prices between the time of land recovery (2014-2016) and the current resettlement period. As a result, these households

Vinh Phuc province has been speeding up infrastructure development in industrial parks and clusters to create a clean land for attracting investment, alongside new policies to boost industrial growth.

THANH LOAN

have not agreed to the compensation based on the original prices, requesting instead that the price difference between the two periods be addressed.

To resolve the "bottleneck" in industrial park land development, at the "Sustainable Development of Industrial Parks in Vinh Phuc Province" conference in late September, Chairman Tran Duy Dong instructed relevant authorities to finalize the auction of land for industrial park site leveling by December 2024. The Department of Natural Resources and Environment, in coordination with district People's Committees, was tasked with finalizing land price determinations and facilitating the issuance of Land Use Right Certificates. The

Department of Planning and Investment, together with the Department of Finance, was assigned to allocate funds for resettlement projects, ensuring the completion of land acquisition and clearance activities. Additionally, efforts would be made to raise public awareness and secure support for the land acquisition and clearance process.

Effectively supporting investors

Since 2021, Vinh Phuc has implemented effective infrastructure development and investment attraction strategies, resulting in the approval of investment policies for 8 new industrial parks, covering a total area of over 1,300 ha, bringing the total number of industrial parks in the province to 17. Newly registered investment capital exceeded VND9,400 billion and US\$129.4 million. The registered investment capital for industrial park infrastructure projects since 2021 has increased 2.14 times compared to the 2016-2020 period. Currently, 9 out of the 17 industrial parks in the province are operational.



Vinh Phuc is committed to supporting and partnering with investors in industrial parks

According to the Provincial Industrial Zones Management Board, industrial parks developed in the 2021-2025 period have created clean land funds and established relatively complete technical infrastructure, along with auxiliary and welfare facilities, meeting the basic requirements for investment attraction. Many of these industrial parks have prioritized building technical infrastructure combined with green initiatives, including advanced wastewater and exhaust gas treatment systems. Significant infrastructure investments have enabled these parks to attract many projects, produce key industrial products, create over 140,000 jobs and contribute to increased budget revenues, thereby making substantial contributions to the province's socio-economic development.

To promote in-depth industrial development and drive breakthroughs in productivity and quality, Vinh Phuc aims to enhance investment in industrial park infrastructure, focusing on green and sustainable growth. In the next phase, the province will continue addressing challenges in compensation, site clearance, and delays in construction progress. Efforts will be made to improve the quality of detailed planning for industrial parks, attract more secondary investors, and increase the occupancy rate of industrial parks. These measures will support the province's long-term industrial and economic development goals.

In carrying out its management responsibilities for industrial park development, the Vinh Phuc Industrial Zones Management Board has continuously strengthened its role and responsibilities as assigned by the Provincial People's Committee. It has made efforts to promote and attract investment, while also developing the infrastructure of industrial zones. In addition, it has supported and worked closely with investors and enterprises, providing effective assistance throughout the process: from handling administrative procedures and site clearance to coordinating with relevant agencies to swiftly resolve any challenges or issues faced by investors and businesses.

By capitalizing on opportunities and positioning itself as a safe destination for investment, Vinh Phuc has actively worked to improve its investment environment, attract investment, and upgrade the infrastructure of its industrial zones and clusters. Notably, through systematic and synchronized investment in technical infrastructure and professional management practices, companies developing industrial park infrastructure have gained the trust of both domestic and international investors, particularly strategic ones. This approach has set Vinh Phuc's industrial parks apart, creating a unique competitive advantage and strong appeal for investment in the province. ■

According to the Provincial Industrial Park Development Plan for 2021-2030, with vision to 2050, as approved by the Prime Minister in Decision 158/QĐ-TTg dated February 6, 2024, Vinh Phuc is set to have 28 industrial parks covering 4,815 ha by 2030. By 2050, this will expand to 29 industrial parks spanning 5,489.68 ha. Additionally, there are plans for potential industrial parks, with a total area of 10,000 ha, to be established if planning indicators, land use plans and legal conditions are met. Priority will be given to developing new industrial parks along key transportation routes, such as the Hanoi-Lao Cai expressway, Ring Road 4 and Ring Road 5.

(from P.27)

International Services Joint Stock Company by the Vinh Phuc Provincial People's Committee. Situated in Phuc Yen City, the 111.3-ha industrial park, which was estimated to cost nearly VND2,000 billion for construction, will have the infrastructure system built from the second quarter of 2025 to the first quarter of 2027 and start official operation from the second quarter of 2027. Phuc Yen Industrial Park with a synchronous and modern infrastructure system plans to draw technologically advanced eco-friendly projects involved in mechanical engineering, precision engineering, medical machinery and equipment and electrical equipment.

In late June, CNCTech Group Joint Stock Company hosted the workshop "Investment Promotion into Industrial Parks in Vinh Phuc in 2024", which was attended by nearly 100 South Korean investors and tenants in Vinh Phuc province-based industrial parks. Speaking of the investment license in Vinh Phuc province at the event, Mr. Nguyen Van Hung, Chairman of the Board of Directors of CNCTech Group, highly appreciated local advantages and investment environment, adding that the firm is carrying out many industrial zone projects in Vinh Phuc province. Particularly, CNCTech Group coordinated with PNX Group of South Korea to invest in Nam Binh Xuyen Industrial Park, which is designed to be a green, smart, modern industrial park, an attractive destination for domestic and foreign firms. This positive signal is expected to strongly woo high-quality FDI projects in line with the sustainable development vision of Vinh Phuc province.

In the coming time, the Vinh Phuc Industrial Zones Management Board will continue to work with investors and relevant agencies to accelerate the progress of IP infrastructure investment, particularly Binh Xuyen, Ba Thien II, Tam Duong II - Section A industrial parks. The board will urge investors and relevant agencies to accelerate land compensation, site clearance and infrastructure construction investment in Son Loi, Song Lo I, Song Lo II, Tam Duong I - Section 2, Thai Hoa - Lien Son - Lien Hoa - Section 2 (Phase 1), Nam Binh Xuyen, Phuc Yen and Dong Soc industrial parks.

Besides, the board will continue to urge investors to carry out Song I, Song Lo II, Tam Duong I - Section 2, Son Loi, Nam Binh Xuyen, Phuc Yen and Dong Soc industrial parks, and speed up the commencement on infrastructure construction in Song Lo I, Phuc Yen, Dong Soc and other industrial parks.

Promoting its achievements, the board will continue to uphold its solidarity, creativity, determination and effort to outperform its assigned tasks to make industrial parks reliable and attractive destinations for domestic and foreign investors. ■

IMPROVING LABOR MANAGEMENT IN IPs

Rising investment in Vinh Phuc's industrial parks (IPs) has created jobs but also challenges in labor management, requiring improved administration to foster stable employer-employee relations.

QUYNH NGOC



Harmonious employer-employee relations in industrial parks stabilize labor supply and attract new investors

Vinh Phuc province has 17 industrial parks with a total area of 3,146 ha, including nine in operation. As of November 15, 2024, its industrial parks attracted 497 valid investment projects, including 121 DDI projects with VND38,973.01 billion of investment capital and 376 FDI projects with US\$6.8 billion. IPs have created jobs for more than 142,440 workers. Given the rapid IP development, the labor demand in industrial parks will increase as a result. Therefore, State labor management in industrial parks has also faced many difficulties to ensure a harmonious, stable and growing relationship between employers and employees.

The Vinh Phuc Industrial Zones Management Board has implemented comprehensive measures to enhance labor management in industrial parks. These include strengthening legal education for employers and workers, prioritizing welfare policies, advocating for worker housing and cultural projects, collaborating with agencies to improve training and vocational skills, supporting tenant recruitment efforts, reinforcing labor inspections and advancing IT-driven management solutions.

In addition, the board has worked out plans for implementation of the “Developing harmonious, stable and progressive labor relations in local businesses in 2021-2025” Project and the “Improving the lives of workers in local industrial parks in 2022-2026” Project; informed and carried out “Labor Safety and Hygiene Month”; and deployed plans to investigate and

survey labor demands by tenants in IPs. It has advised and asked the Provincial People's Committee to adopt various mechanisms and policies to attract and retain workers in local companies.

In October 2024, the Vinh Phuc Industrial Zones Management Board, in collaboration with the Industrial Park Trade Union, engaged with tenants to encourage trade union participation. The board also requested companies to report compliance with the base salary requirements under Decree 74/2024/ND-CP, conducted inspections on labor management enforcement per Decision 91/QĐ-BQLKCN (Sept. 7, 2024), and processed six labor regulation and four overtime notices from businesses. In November, eight labor regulations and three overtime notices were received and processed. As a result, many businesses have fostered stable, harmonious labor relations, ensuring employment stability. Some have implemented rotational work and reduced operating capacity, while others, having received renewed orders, are actively recruiting more workers.

For example, 100% South Korea-invested Jahwa Vina Co., Ltd (in Khai Quang Industrial Park) has a large workforce of more than 3,000 workers. Every year, the company organizes many useful and meaningful programs and activities like Propagating and educating legal knowledge for employers, supervising regulatory compliance and protecting legitimate rights and interests of employees, providing free medical checkups and consultations, visiting and presenting gifts to employees, supporting poor employees to build houses, organizing cultural, artistic, physical education, sports and family festivals to care for their cultural and spiritual life. It also launched emulation movements, promptly praised and rewarded employees with outstanding achievements in the “Excellent workers, creative workers” movement and “Studying to improve qualifications and professional skills to meet national industrialization and modernization requirements” movement.

As a result, the employer-employee relationship has kept developing harmoniously and stably. The company always strictly applies the salary and bonus regime, ensures full social insurance, health insurance and unemployment insurance for employees; regularly organizes periodic dialogues at the workplace to promptly grasp and resolve emerging production matters; and sign collective bargaining agreements with many provisions beneficial to employees like shift meal allowance increased to VND20,000 and pregnant women working seven hours a day to get eight-hour pay from the seventh month of pregnancy. The company always strives to find new orders to provide enough work for employees and pay salary on time. Currently, an employee has an average monthly income of VND9-10 million.

Cosmos Technology Co., Ltd (in Khai Quang Industrial Park), which specializes in precision engineering, currently has more than 190 employees. In recent years, the company has developed regulations to ensure personnel for business operations and workforce development; fully complied with recruitment regulations, publicized recruitment information, rejected underage labor, and adopted non-discrimination in recruitment. To ensure income for workers, the company has developed salary and income regulations as a basis for wage payment. At present, the average monthly salary of an employee is VND7.2 million.

In general, tenants in Vinh Phuc industrial parks have fully adhered to worker benefit policies, with improving understanding and implementation of labor laws among both employers and employees. Guided by relevant authorities and trade unions, labor relations have become increasingly harmonious. Challenges in labor relations have been effectively addressed, fostering mutual understanding between employers

Vinh Phuc Committed to Supporting Japanese Investors



Chairman of Vinh Phuc Provincial People's Committee Tran Duy Dong welcomes Japanese Ambassador Ito Naoki on his working visit to the province

Vinh Phuc province pledged support for Japanese enterprises, affirmed by Chairman of the Provincial People's Committee, during a meeting with a delegation from the Japanese Embassy.

NGUYET THAM

During the meeting, Japanese Ambassador to Vietnam Ito Naoki praised Vinh Phuc's investment environment and the province's support for Japanese enterprises.

Ambassador Ito suggested that Vinh Phuc continue improving administrative procedures, ensure reliable electricity supply for Japanese businesses, and expedite the development of the Vinabeef Tam Dao livestock and beef processing complex project, a joint venture between Japan's Sojitz Corporation, Vietnam Dairy Products JSC and Vietnam Livestock Corporation

JSC. He also recommended strengthening cooperation between Vinh Phuc and Japanese localities and expressed support for the Japanese Sumitomo Group's investment in the Binh Xuyen-Yen Lac II Industrial Park.

Mr. Tran Duy Dong expressed that Japanese enterprises have been investors in the province since its early days of re-establishment. He highlighted their significant contributions to import-export activities, budget revenue, job creation and local economic development. He reaffirmed Vinh Phuc's commitment to supporting Japanese enterprises in their investment and business endeavors, ensuring their success in the province.

Mr. Tran Duy Dong assured that Vinh Phuc would provide optimal conditions for addressing

issues related to electricity supply for production, flood prevention and the reform of administrative procedures. He emphasized the importance of implementing the Vinabeef Tam Dao complex, considering it a key initiative to mark the 18th Provincial Party Congress.

Mr. Tran Duy Dong approved in principle Sumitomo Group's investment in the Binh Xuyen-Yen Lac II Industrial Park project. He also urged the Japanese Embassy to engage directly with Toyota Vietnam and Honda Vietnam on a roadmap for transitioning vehicle production to hybrid engines, aligning with the government's green production policies. He urged the Japanese Embassy to attract more investors to Vinh Phuc, focusing on high-tech industries, electronic components, and semiconductors. He also sought support for training human resources in the digital and circular economies and called for enhanced collaboration with Vinh Phuc's sister cities in Japan, Tochigi and Akita.

Currently, Japan ranks second in both the number of investment projects and registered capital in Vinh Phuc, with 75 projects and a total investment of over US\$1.9 billion. The majority of Japan's investment projects in the province have been successful and are continuously expanding their production scale. ■

and employees. This positive shift has enhanced the business environment and contributed to further business growth.

Nevertheless, tenants in Vinh Phuc IPs confronted shortcomings in labor law enforcement. Workers are still living a hard life. Therefore, to improve labor management in industrial parks, provide enough laborers for companies and successfully realize the goal of having 23-25 industrial parks in 2021-2030, the Vinh Phuc Industrial Zones Management Board will continue to closely coordinate with relevant labor

authorities, carry out policies and strategies on high-quality human resource development, survey labor recruitment needs of tenants in IPs to consult the province on developing demand-based training policies and mechanisms.

Lastly, the board will complete the digitization of the labor database for industrial parks, actively inform and guide tenants to ensure proper compliance with labor laws, foster harmonious employer-employee relations, stabilize the labor supply, and meet the demands of new investors in the industrial parks. ■



Provincial People's Committee Chairman Tran Duy Dong chairs the conference on the organization of the Forum for Green Solutions in IPs and Investment Promotion

Vinh Phuc Plans Forum on Green Solutions for IPs and Investment Promotion

Mr. Tran Duy Dong, Chairman of the Vinh Phuc Provincial People's Committee, recently chaired a conference on the organization of the "Forum on Comprehensive Green Solutions for Industrial Parks and Investment Promotion in Vinh Phuc Province".

NGOC ANH

The Vinh Phuc Provincial People's Committee, in collaboration with the Vietnam Industrial Park Finance Association, will host the forum in December 2024 in Vinh Yen city. It will feature three sessions on industrial zone development, international investment trends, and solutions for attracting high-quality investment. The forum will also include an exhibition on local products and projects, field trips to industrial parks and a golf

tournament for delegates and investors.

This is an opportunity for industrial park infrastructure developers in Vinh Phuc province to access development models of eco-industrial parks and smart industrial parks as well as solutions to reduce carbon emissions. It will enhance domestic and international investment attraction by promoting the potential and investment opportunities of Vinh Phuc province and other localities; and creating opportunities to connect the industrial development ecosystem and promote investment in local industrial parks.

Basically, agreeing with the forum agenda, Chairman Tran Duy Dong requested relevant agencies to review all contents, programs and components to make sure that the forum will take place solemnly and create a ripple effect on high-quality investment attraction and eco-industrial park development.

He also asked related bodies to research and select foreign and domestic experts with extensive experience in developing eco-industrial parks and required provincial leaders to participate in the forum sessions. He also requested arranging interpreters and delegations for field trips to industrial parks. ■

Sumitomo, CNCTech Sign MoU on Strategic Cooperation

Sumitomo Corporation and CNCTech Group officially signed a memorandum of understanding (MoU) for strategic cooperation in Tokyo, Japan, marking an important turning point between the two parties in green smart urban and industrial area development strategy .

NGO SAN

At the signing ceremony, a representative of Sumitomo Corporation said: "Sumitomo is honored to cooperate with CNCTech Group, a dynamic and prestigious partner in Vietnam. This cooperation will open up many opportunities for both parties to develop sustainably and contribute to the prosperity of the region."

Sumitomo Corporation is a member of Sumitomo Group, one of the oldest multinational corporations in Japan with over 400 years of history. Contributing to the sustainable development of the community and the world as its business motto, Sumitomo Corporation is engaged in many fields, including energy, finance, industry and construction. In Vietnam, the firm is a pioneering investor of industrial real estate, featuring such projects as Thang Long Industrial Park, Thang Long II Industrial Park and Thang Long Vinh Phuc Industrial Park. Its green industrial parks of international standard actively contribute to sustainable local development.

Meanwhile, CNCTech Group is also a dynamic general industrial group in Vietnam. CNCTech started with industrial manufacturing such as precision mechanical processing, mold manufacturing and engineered plastic

manufacturing and then gradually expanded to automation, oil and gas equipment. With its reasonable investment strategy, CNCTech's products have gradually conquered customers in more than 15 countries while its factory system has expanded in many provinces and cities of Vietnam. Currently, CNCTech is investing a lot in developing green and smart industrial parks and international logistics centers in Vietnam on a combined land area of over 600 ha, mainly in Vinh Phuc province.

Mr. Nguyen Van Hung, Chairman of CNCTech Group, emphasized: "The cooperation with Sumitomo Group is an important step for CNCTech's globalization strategy. We believe that the combination of the two sides' capabilities and experience will create different values, not only for customers but also for Vietnamese and regional industries."

Sumitomo Corporation and CNCTech aim to develop green, smart urban and industrial zones, enhance living and working spaces, and deliver innovative solutions to meet customer and partner needs. Their upcoming strategic products are expected to drive Vinh Phuc's economic growth and support its goal of becoming a leading high-tech industrial hub in Vietnam. ■



CNCTech Complex at Thang Long Vinh Phuc Industrial Park

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EDITOR-IN-CHIEF: NGUYEN LINH ANH

DEPUTY EDITOR-IN-CHIEF: PHAM THE NAM

BOARD OF ADVISORS

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Designer: HOANG ANH

Language advisor: STEVEN GROFF

HEAD OFFICE

4th Floor, 9 Dao Duy Anh St., Dong Da Dist., 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

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