



VIETNAM

A Destination for Endless Possibilities

2025



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01.

Vietnam – An Overview

Vietnam - A Destination of Endless Possibilities



General Statistics Office

Vietnam's GDP grew 7.09% in 2024, having beat forecasts from international institutions. A higher growth target of at least 8% was set by the government for 2025.

- 2025



"Viet Nam was the fastest growing digital economy in ASEAN in 2022 and 2023 and it is expected to maintain this position until 2025.

- 2024



"Vietnam is the most attractive destination for US investors in the field of semiconductors and can play a role as a strategic partner in human resources supply.

- 2023

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**ECONOMIST
INTELLIGENCE**

EIU

Vietnam is the world's most improved place to do business between 2003 and 2023.

- 2025



Vietnam has consistently achieved higher innovation results compared to its level of development for 14 consecutive years, ranked 1st globally in high-tech exports and creative goods exports.

- 2024



NVIDIA.

President and CEO of NVIDIA Jensen Huang spoke highly of Viet Nam's resources and committed to making Viet Nam "the second home" of NVIDIA.

- 2024



Vietnam: A Transformative Journey



2000 – 2020

2020 - 2022

2022 - 2024

2025 and onwards

Digital X



Introduction of the **Vietnam e-Government Architecture Framework** (2013) and the **National Public Service Portal** (2014) made way for technological advancements.

FPT began to design and implement comprehensive IT products for early e-government initiatives from the early 2000s.

Exponential DX growth during and post-Covid, including IT spending, digital platforms, e-commerce, and digital payments.

Vietnam became a top destination for global IT services, achieving over 100% revenue growth in DX **through FPT's global IT service division**, from 2020-2022

Vietnam is poised as an **emerging IT Hub**, experiencing positive FDI growth every year.

FPT became the first Vietnamese corporation to achieve **\$1 billion dollar in global IT services** (2023)

Vietnam's National Digital Transformation Program by 2025, oriented towards 2030 aims at promoting three pillars (digital government, digital economy, and digital society) delivered on one digital platform.

Green X



Vietnam adopted the **National Green Growth Strategy** (2012), focusing on reducing greenhouse gas emissions, promoting renewable energy and green lifestyle.

Vietnam issued first internationally verified green bonds (2022)

LEGO's first carbon neutral factory begun construction Vietnam (2022)

Vietnam ESG Initiative 2024: Driving sustainable development practices to boost competitiveness and access green capital.

FPT is committed to achieve **Net Zero target** by 2040, a decade earlier than Vietnam's carbon neutrality commitment by 2050.

Intelligence X



Establishment of AI Research Labs by universities and private companies, such as **FPT.AI** (2017)

Vietnam's **National Strategy on Research and Application of Artificial Intelligence** (AI) was officially approved (2021)

Vietnam ranked 39/193 countries in terms of **global AI readiness** (2024)

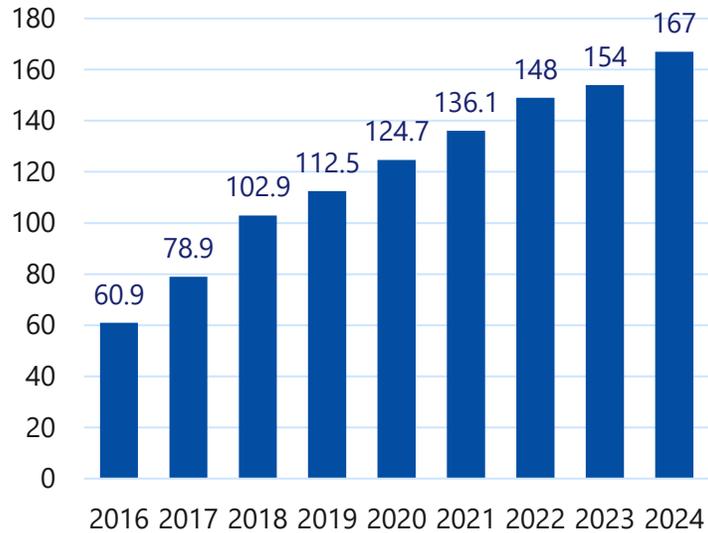
FPT and NVIDIA signed an MoU to establish **AI factories** in Vietnam and Japan (2024)

Vietnam aims to be among the top 50 countries in **AI** research & development. The **semiconductor** industry is forecasted to grow up to US\$30 billion in value, with a pipeline of 50,000 semiconductor engineers (by 2030)

Vietnam's ICT Market Landscape



ICT Revenue 2016-2024



US\$ 167B

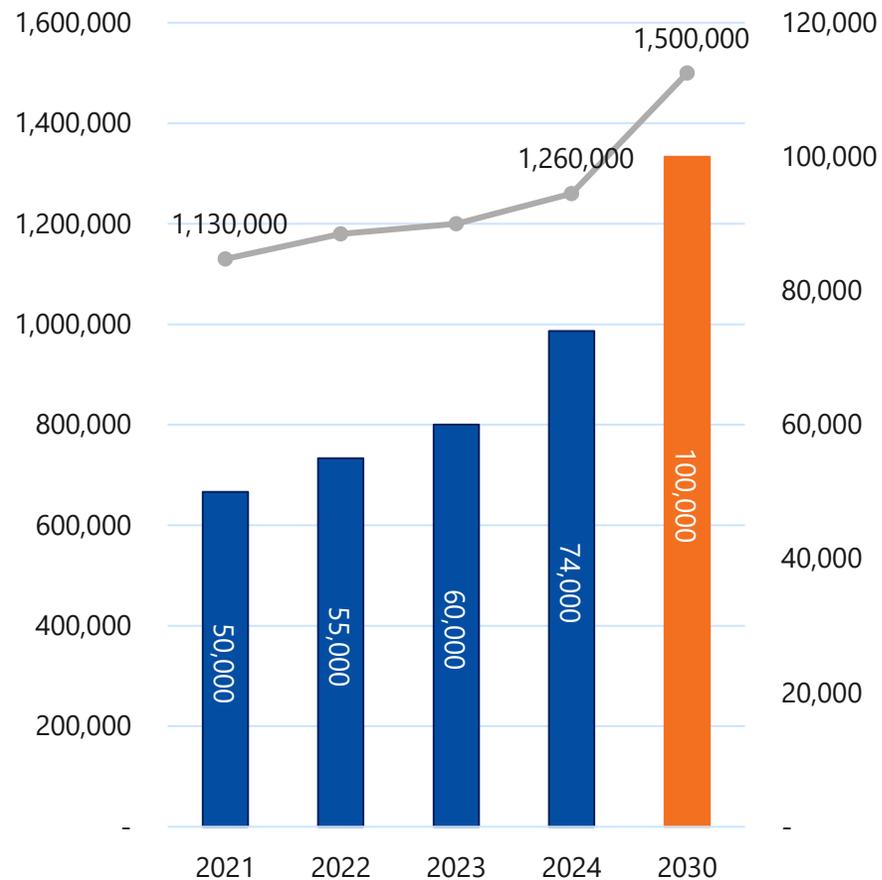
2024 Revenue

74,000

Digital Technology Enterprises

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Digital Technology Companies & Workforce By 2030



Source: Ministry of Information & Communications

Strongest Tech Industries



Fintech



E-Commerce



EdTech



AI & Machine Learning



Electronics & Hardware



02.

Possibilities Powered by Geopolitical Stability

1 Outstanding economic growth rate

- Vietnam's GDP grew at **7.09%** in 2024, beating projections from international institutions.
- Among fastest growing economies with an average GDP growth rate of nearly **7.0%** since 1990.
- Vietnam's economic growth between 1990 & 2030 is projected to outpace its ASEAN peers, growing **2x times faster** than ASEAN-5 countries' average.

2 Emerging destination for investment

- Disbursed FDI hit a record high of **25.35 billion USD** in 2024.
- **1 in 5 countries** that together, have attracted over 10% of global greenfield investment since 2017.
- Ranked **7th** in the 2023 Global Service Location Index – a measure of offshoring destinations' attractiveness

3 Political stability setting the foundation

- Free trade agreements with **60 economies** & comprehensive strategic partnerships with **12 countries**.
- Ranked **#41** in Global Peace Index in 2024 (China #88, India #116)
- **Top 10** safest countries globally, based on crime rates, political stability, and secure environment.

4 Appealing business environment

- Vietnam's business environment is the **world's most improved** between 2003 and 2023.
- **Investment incentives** granted for encouraged sectors, encouraged locations, and large-scale projects (e.g., high-tech, IT products, software products)
- **Attractive tax incentives:** preferential CIT (10 – 17%), tax holidays, exemption/reduction from land rental fee and water rental fee.

Strengthening the global connection (part 1)



As of 2025, Vietnam has developed diplomatic relations with nearly 200 countries and established comprehensive strategic partnership with 12 nations, including the United States of America, China, the Republic of Korea, France, Russia, India, Japan, Australia, Malaysia, New Zealand, Indonesia, and Singapore.



Since: 2023



Since: 2008



Since: 2022



Since: 2012

Highlights

- The US is Vietnam's **largest** export market in 2024.
- Vietnam is the **8th largest** trading partner of the US.
- China is Vietnam's **largest** trade partner for over 20 years.
- Vietnam is China's **largest** trading partner in ASEAN.
- The RoK is Vietnam's **largest** investor as of June 2024.
- Vietnam is the **third largest** trading partner of the RoK in 2024.
- 2025 marks the **75th year of diplomatic relations** between Vietnam and Russia.

Areas of collaboration

- **Semiconductor:** launched the semiconductor workforce development initiatives with an initial seed funding of \$2 million from the U.S. government.
- **Digital infrastructure:** explore the launch of O-RAN training lab in Vietnam, secure 5G and emerging technologies adoption.
- **Infrastructure:** promote standard-gauge railway connectivity across borders, accelerate the connection and construction of border infrastructure.
- **Intensify investment** in agriculture, energy, digital economy, and green development.
- **Technology:** e.g., the RoK to share its database on artificial intelligence (AI), support with capacity improvement training, establish R&D centers.
- **Minerals:** signed MoU to establish a joint supply chain center for rare earths and minerals.
- **Energy:** cooperation projects in natural gas and hydrogen.
- **Oil & Gas:** Russia is a traditional partner with a long history of collaboration, e.g., joint ventures between Zarubezhneft and Petrovietnam.
- **Renewables:** explore the potential of offshore wind power development.
- **Trainings and R&D:** atomic energy, AI, language.

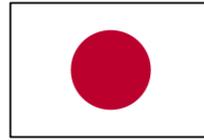
Strengthening the global connection (part 2)



Since: 2016

Areas of collaboration

- **Energy:** partnership between ONGC Videsh Limited & PetroVietnam in oil & gas exploration.
- **Technology:** cooperation in civil nuclear energy and the establishment of tracking and data reception station and data processing facility.
- **Education:** e.g., establishing Vietnam-India English and IT Training Centre, Centre for Excellence in Software Development and Training.



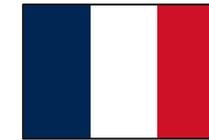
Since: 2023

- Japan is Vietnam's **largest** provider of ODA.
- **Technology:** Smart power grids, smart cities, power market development, digital government, digital economy, digital society, & semiconductors.
- **Training:** Consider reviewing the Technical Intern Training Program and establishing a new program aimed at securing and developing human resources.



Since: 2024

- **Agriculture:** promote technical, research collaboration and capacity development initiatives for sustainable agriculture.
- Deepen cooperation on **digital transition** and **digital inclusion**, including through a Digital Economy Memorandum of Understanding.
- **Education:** enable Australian universities to open foreign branch campuses in Vietnam.



Since: 2024

- **France is the first EU country** to have comprehensive strategic partnership with Vietnam.
- **Technology:** strengthen collaboration in aerospace, artificial intelligence, airport traffic infrastructure, as well as renewable energy, and hydrogen energy.
- **Training:** advance training of high-quality human resources in health and education, increase exchange students to France on scholarships.
- **Defense:** create a new driving force for military industry cooperation through joint structural projects.

Strengthening the global connection (part 3)



Since: 2024

Areas of collaboration

- **First ASEAN country** to have comprehensive strategic partnership with Vietnam.
- Target to achieve bilateral **trade of US\$18 billion** or higher.
- Deepen cooperation in areas such as green economy, innovation, science and technology, digital transformation, green energy, education, etc. to realize the goal of **sustainable development**.



Since: 2025

- Target to achieve bilateral **trade of US\$3 billion** in 2026.
- **Sustainability:** signed a Memorandum of Arrangement on Climate Change Cooperation.
- **Education:** New Zealand to increase scholarships for Vietnamese students & promote exchanges programs.



Since: 2025

- Vietnam & Indonesia strive for a **US\$18 billion** trade target by 2028.
- Deepen cooperation in defense & security, agriculture, and emerging sectors: digital economy, green economy, EV, AI, software development, etc.
- **Technology:** plan to establish a digital partnership & promote people-to-people exchanges.



Since: 2025

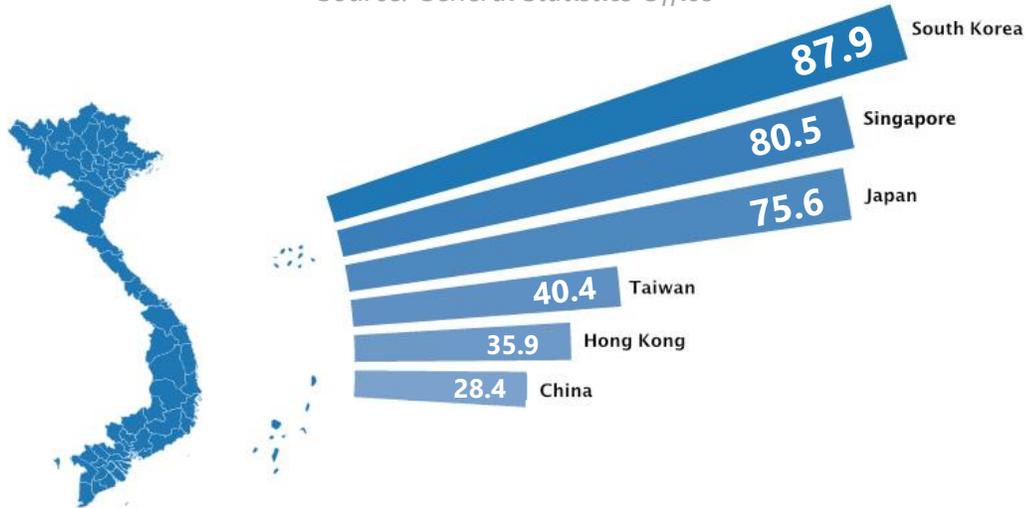
- Singapore is the **2nd largest** investor of Vietnam as of June 2024.
- **Trade:** Singapore to consider request for favorable conditions for Vietnam's export items & supports for Vietnamese firms in the global market.
- **Investment:** encourage Singapore firms to invest in Vietnam's fields of interest, such as seafood processing, clean vegetable cultivation and genetic technology.
- **Defense:** consider signing a co-operation agreement on submarine rescue procedures.
- Deepen collaboration in education, energy, ICT, etc.

A Favorite Investment Destination



Top 6 biggest sources of FDI in Vietnam (as of June 2024 – in billion USD)

Source: General Statistics Office



Prominent sectors for FDI attraction

Manufacturing and Processing

Real Estates

Electricity & Utilities

Accommodation & Catering Services

Retail

Construction

Logistics

Semiconductor

Information Communication & Technology



The Next R&D Hub for Global Giants



1997

Hung Yen, Vinh Phuc, Hanoi, Quang Ngai, Khanh Hoa

~US\$ 3 billion*
total investment

- Developed **3 industrial parks** in Hanoi, Hung Yen & Vinh Phuc, totaling 1,012 ha. Constructing 1 industrial park in Quang Tri with 100 ha.
- Partnered with BRG Group to develop a **smart urban area** for the people and businesses, with harmonized technical and social infrastructure.

2006

Ho Chi Minh City

US\$ 1.5 billion
in total, largest U.S. high-tech investment in Vietnam

- Intel's single-largest assembly and test plant, **employing 10,000+ people**. Production site for microprocessors, chipsets, and memory modules
- Potential cooperation on **semiconductor** field in Vietnam and high-quality **AI human resource** development.

2008

Bac Ninh, Thai Nguyen, Ho Chi Minh City, Hanoi

US\$ 22.4 billion
in total investment, largest foreign investor in Vietnam

- Add **\$1 billion** investment annually.
- Currently has **6 factories, 1 sales entity, and 1 research and development center**.
- In 2024, **over 50%** of its smartphone production came from Vietnam.
- Samsung's tier 1 and tier 2 Vietnamese suppliers has increased **twelfefold** since 2014.

2021

Binh Duong

US\$ 1 billion
In initial investment. The Group's 6th factory globally and 2nd in Asia.

- Lego's **first carbon-neutral** factory.
- The Vietnamese government made several **sustainability commitments**, aligning with Lego's own sustainability goals.

2024

US\$ 250 million
In initial investment, excluding projects in 2024 & joint projects with Vietnamese firms

- Jointly set up an **AI research and development center** and an **AI data center** with the Vietnamese government.
- Collaborated with FPT to build a **\$200-million AI Factory**.
- Acquired local firm VinBrain.



03.

Possibilities for an Ever-growing Digital Market

1

Digital Government



- In 2024, Vietnam accelerated the **National Population Database** implementation, ensuring seamless data connection across 18 ministries and 63 localities.
- Climbed **15 places** in the United Nations e-Government Development Index (EGDI) in 2024 – first time classified among countries with a **"very high" e-government development index**.

2

Digital Society



- Internet usage rate reached **80%** of the total population in 2024, projected to have **100 million** users by 2029.
- **84%** of mobile phone subscribers use smartphones, target to raise smartphone ownership to **100%** of adult population by 2025.
- Cashless payments grew by **50% annually** – region's fastest growth rate

3

Digital Economy



- Digital economic growth rate is about **20%/year**, 3 times faster than GDP growth rate, and **fastest in SEA**.
- E-commerce grew **20%** in 2024 – **top 10 fastest** globally.
- Ranked **1st globally** in high tech exports & creative goods exports as a % of total trade,

4

Digital Infrastructure



- 4G mobile network coverage reached **99%** of the population, closely on par with developed nations.
- Ranked **37/110** globally in mobile broadband speed. **82.4%** households uses fiber-optic internet, with targets to cover **100%** population by 2030.
- Issued the national **digital infrastructure strategy**
- Established facilities for **semiconductor** production & **AI** development with local & global firms (FPT, NVIDIA, etc.)
- Recognized as a **global leader** in **cybersecurity**, securing a position in the top tier of the 2024 Global Cybersecurity Index.

Resolution 57: Breakthroughs in Science – Technology Development, Innovation, and National Digital Transformation



Top 30

Countries in innovation & digital transformation by 2045

Top 3

ASEAN in AI research & development by 2030

10+

Digital enterprises on par with developed countries by 2045

Digital Economy

- Account for at least 30% of total GDP by 2030, 50% by 2045
- Cashless payments to reach 80% by 2030
- At least 40% of total businesses having innovation activities by 2030
- Master technologies such as AI, IoT, big data, cloud, semiconductor, etc.

Research & Development

- Allocate 3% of annual budget for funding R&D. Total R&D investment to reach 2% of GDP
- Have 40-50 science and technology organizations ranked regionally and internationally by 2030
- Applications for patent registration and patent protection titles to increase by 16-18% annually until 2030

Digital Infrastructure

- To reach the level of advanced countries
- 5G network to be accessible nationwide by 2030
- Top 50 countries in e-government with online public services reaching 80% by 2030
- Attract at least 3 more leading tech companies to set up headquarters or research & production facilities by 2030, 5 more by 2045
- Among leading countries in cyberspace safety and security, data security and data protection



Industries in Focus: Artificial Intelligence (AI)



Ranked 39th

globally in AI readiness in 2023, climbing 37 places since 2020.

Top 3

ASEAN in AI research & development by 2030.

Top 50

globally in AI research, development and application by 2030.

Driving innovation in all phases

1

Research & Development

- **FPT** to build a **\$173-million AI center** in Binh Dinh for research, training, & development of AI solutions.
- **NVIDIA & the government** to build The Vietnam AI Research and Development Center (VRDC) and the AI Data Center
- **FPT partners with Mila, Landing AI for** R&D projects such as large language models (LLMs), natural language processing (NLP), computer vision solutions for automotive, manufacturing, healthcare, and education

2

Application & Training

- **FPT & NVIDIA** to build **AI factories** in Vietnam and Japan to enhance AI & Cloud capabilities with NVIDIA's latest technologies.
- **The National Innovation Center (NIC) & Google** launched the "Build for AI" initiative, offering 40,000 scholarships.
- **Made-in-Vietnam AI solutions** - IvyChat, CodeVista, FPT.AI, etc., have received global recognitions & awards.
- The government plans to establish an **AI Training, Research, and Application Center** for training **7,000 AI engineers** & nurturing **500 start-ups**.

3

Regulation & Governance

- Vietnam issued the **first guideline on research and development of responsible AI** in 2024, outlining 9 principles.
- **FPT** joins the **AI Alliance** with IBM, Meta, etc. to foster responsible AI innovation.
- **FPT & Mila** partner to develop best practices that promote transparency, fairness, accountability, and privacy in AI applications.

Industries in Focus: Semiconductors



50,000+

Semiconductor engineers by 2030, with an investment of **\$1 billion**.

USD25 billion

in revenue annually between 2024 – 2030.

10 – 15%

of added value growth rate.

A collaboration at all levels

1

State level

- Establish a **state-supported high-tech semiconductor fabrication plant** with USD500 million investment.
- Launched the **national semiconductor strategy**, targeting 100 design companies, 1 chip fabrication plant, & 10 packaging and testing plants by 2030.
- Established the **Da Nang Semiconductor and AI Center** for Research and Training.
- Join the **ITSI Fund initiative** by the US for strengthening semiconductor capabilities and supply chain resilience.

2

Government x Enterprise

- Financial supports, tax incentives, and funding available, e.g., up to **50% investment subsidy** for semiconductor & AI R&D projects.
- The National Innovation Center (NIC) corporates with FPT and the US Tech Expert Organization to establish a **Semiconductor Hub for Education**, focusing on training & production of semiconductor projects.
- NIC launched the **Analogue IC Design Course** with Qorvo & Cadence to enhance semiconductor design capabilities.

3

Business level

- **FPT** introduced **first Made-in-Vietnam chips**, securing orders to export **70 million** chips to Taiwan, Japan, South Korea, etc.
- **FPT & Silvaco** partners to synergize business development in StandardCell, IO, and Memory design, and to establish a **Semiconductor Training Center** in Vietnam.
- **FPT & FCC Partners** jointly established the **Vietnam Semiconductor Development Fund**.



04.

Possibilities Fueled by a Future-Ready Workforce

Possibilities Fueled by a Future-ready Workforce



Vietnam has a young population with a high percentage of tech-savvy individuals who are eager to adopt new technologies and innovations. This enthusiasm is fostered by the country's robust STEM education system, which creates a pool of highly skilled tech professionals and positions Vietnam as an emerging talent hub for the tech industry.

- Vietnam National Innovation Center



Vietnam's ICT Software Workforce Landscape



560,000+

Total SW Engineers

55,000 - 60,000+

New SW Graduates

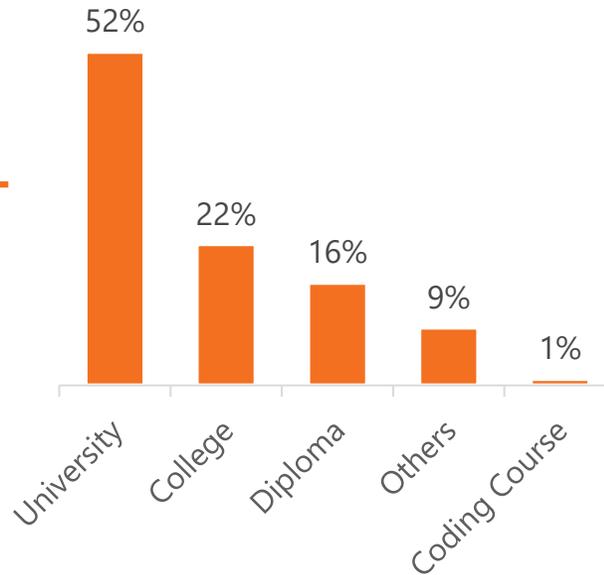
From Universities & Colleges
15% increase every year

~10%

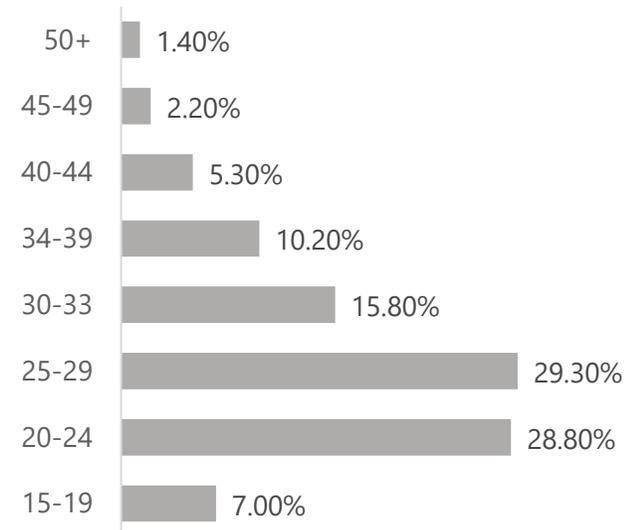
Total Graduates

~550,000 new graduates from
Universities & Colleges every year

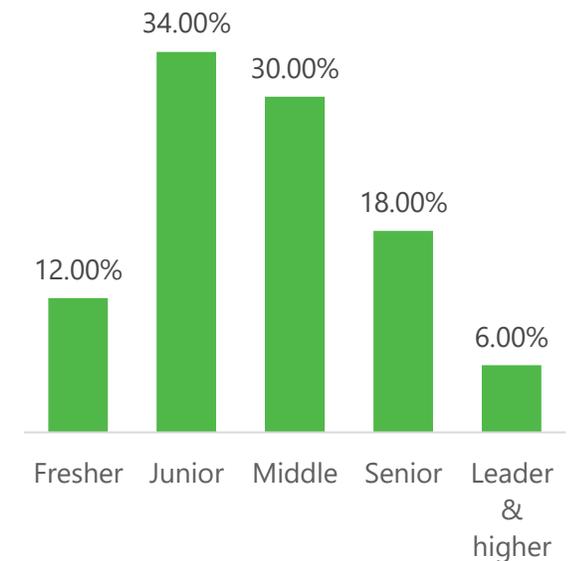
By Graduates Level



By Age



By Level



Source: TopDEV Vietnam IT Market Report 2024



2nd
Ranked

Only after the USA in the
World rank of Best
Freelancers Survey by SKILL
VALUE

10th
Ranked

After USA, UK, France.... in
World Rank of Best
Developers Survey by SKILL
VALUE

23rd
Ranked

Worldwide in
Developer Skills Charts
of HackerRank's
Report

84.5%
of Vietnamese developers

Have actively used or plan to
use **Gen AI** in daily work.



Fostering the Future Workforce



Record high investment in developing digital talents

107% year-on-year increase

In investment for education - a historic high

40,000

Digital talent scholarships committed for 2024

Human Resources for Innovation - Startup Ecosystem Program

Launched in partnership with USAID for strengthening basic digital skills.

Vietnam Network of Higher Education Innovation Entrepreneurship Center (VNEI)

Established & growing with 32 members, aiming to boost R&D among institutions.



Accompany the Future of Vietnam's Workforce



Target to reach **one million** digital transformation personnel by 2035

Industry

Partners

Areas of collaboration

AI



Integrate AI trainings for high-school and college students, aiming to reach 30,000 students in 5 years.

Create a comprehensive AI curriculum for students of all grades & potentially open an AI engineering center.

Corporate in applied research & provide trainings & internships for the university's students>

Semiconductor

Established the Department of Semiconductor and Microelectronics with in-depth training in IC design.

Target to train **10,000 talents** by 2030 - 20% of the government's target.

Automotive

Launched the Automotive Software Engineering (ASE) department to equip students with in-depth knowledge about automotive technologies.

Why Choosing Vietnam Talents?

Young & Well
Educated



Ambitious &
enterprising



Eager for global
opportunities



Optimistic on
digital progress



Normally, it takes other countries 18 months to convert a software engineer into a chip design engineer. However, with the right approach, Vietnamese software engineers can switch to chip - making within 3 months.

Dr. Truong Gia Binh, FPT Chairman

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05.

FPT in Global IT Services

**A Trusted Partner for Complex
Opportunities and Challenges**



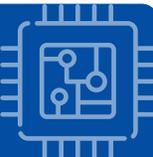
FPT – The Market Leader

Founded	1988
Public Listed	Dec 2006 (HOSE: FPT)
Revenue	USD 2.47 billion (FY2024)
No. of Employees	54,000+ (core business) 80,000+ (including affiliated companies)



Our Core Business

01



Technology Sector

- FPT Software
- FPT IS
- FPT Smart Cloud
- FPT Automotive
- FPT Semiconductor
- FPT Digital

02



Telecommunications Sector

- FPT Telecom
- FPT Online

03



Education Sector & more

- FPT Education
- FPT Invest

Our Affiliated Companies

01



Retail Sector

- FPT Shop
- FPT Long Chau

02



Distribution & More

- Synnex FPT

FPT's Business in Global IT Services (FPT Software)



Global Technology and IT services provider headquartered in Vietnam

33,000+

Employees

30

Countries & Territories

1,100+

Clients

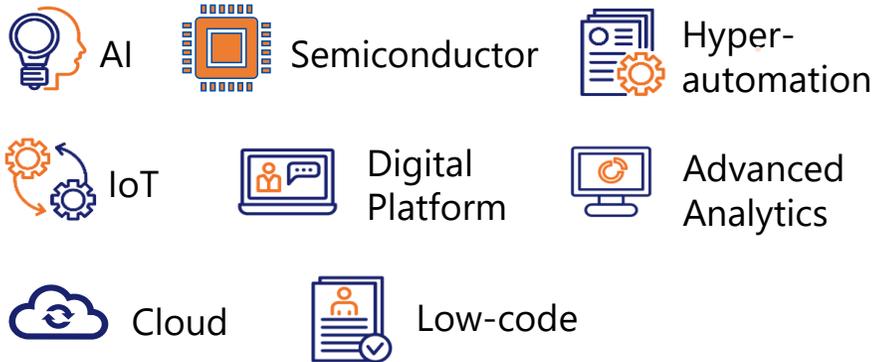
130+

Fortune 500 clients

US\$ 1.22B

in revenue (FY2024)

Areas of Expertise



Skills & Certificates

- 9,600+ NVIDIA Certificates
- 2,000+ Cloud Certificates
- 1,000+ SAP Certificates
- 1,100+ Data Engineers

- 3,000+ Microsoft Certified Engineers
- 1,500+ SAP Consultants
- 1,200+ AWS Experts
- 1,000+ AI Professionals

Partners



Harness Continuous Innovation and AI



In all of FPT's global IT services and solutions, **Artificial Intelligence (AI)** is embedded as an accelerator to enable new levels of performance for clients and enhance efficiency in our own operations.

Healthcare

Cloud & Data

Insurance

Hyper-automation

Automotive

Low-code

Digital Commerce & Experience

ERP Modernization

Legacy Modernization

Global Managed Service

AI Products and Solutions:



CareMate

FPT Education Group



FPT University
FPT Polytechnic
FPT Aptech



FPT Schools
FPT Academy International



FPT School of Business & Technology



FPT International Exchange Center
FPT Education Global Office

FPT University

International Standards:

ITSS
Information Technology Skill Standard

ETSS
Embedded Technology Skill Standard

ACM
Association of Computing Machinery

170,000+

Students

180

Partners from 40 countries

1

Center for international student exchange and development

20+ cities & provinces

Hanoi, Ho Chi Minh City, Da Nang, Hai Phong, Hue, Bac Ninh, Ha Nam, Bac Giang, Binh Dinh, Dong Nai, Tay Nguyen, Quy Nhon & Can Tho



THANK YOU!

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