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**BANGKOK**  
**HIGH LEVEL DIALOGUE**  
**ON ASEAN ITALY**  
**ECONOMIC RELATIONS**

**October 4, 2023 - Grand Hyatt Erawan, Bangkok**

PRESENTATION BY  
**NGUYỄN CHIẾN THẮNG**

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**Digital Economy, Inclusiveness in Vietnam,  
and possible partnership with ASEAN countries and Italy**

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**Bangkok, 3-4 October 2023**

# “Doi Moi” – Renovation Policy since 1986

- Vietnam's socialist-oriented market economy model, with the goal of transforming Vietnam from centrally planned economy to a market economy.
- The Doi Moi policy focuses on:
  - Liberalization measures to unleash resources in society such as permanent land allocation to farmers, development of private enterprises, and promotion of trade liberalization and FDI investment attraction, creating an equal business environment among economic sectors.
  - Policies that ensure social justice, reduce inequality such as the social security system, redistribute income through a progressive personal income tax system, etc.

# Achievements

- Vietnam has made many achievements in economic development and poverty reduction, hailed by UNDP as the world's success story in poverty reduction
- GDP per capita increased from \$97 in 1990 to \$1,158 in 2008, surpassing the low-income threshold to join middle-income countries, and reaching \$4,110 in 2022.
- The poverty rate fell from 58% in 1993 to a low of 4.8% 2020. Income inequality through the GINI coefficient decreased from 0.43 to 0.37
- The business environment for the private sector is increasingly improved, people have more access to public services and the level of access is more and more equal

*BUT growth slowdown, due to Extensive model → needs new model based on S&T and Innovation (Intensive model)*

# Digital Economy in IR 4.0 & digital era

- The Party and Government's view that proactively participating in the 4th Industrial Revolution is an opportunity for Vietnam to make a breakthrough in socio-economic development
- Strategy “Make in Viet Nam” (endogenous capacity) for high-tech industries
- National Digital Transformation Program to 2025, orientation to 2030
- Project "Supporting the national innovation startup ecosystem until 2025"

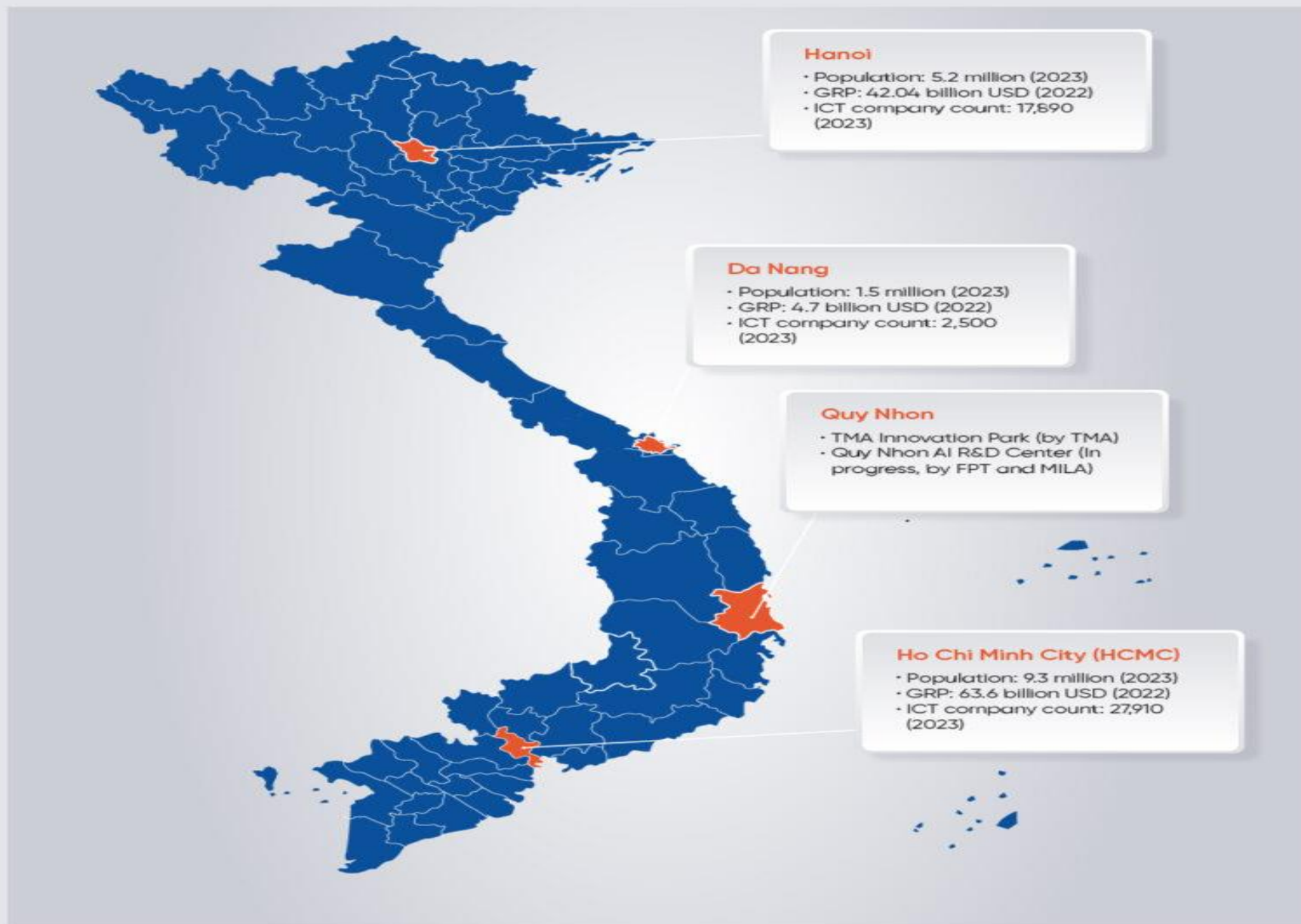
# Performance

	Statistic	Time
Vietnam's ICT Sector revenue	148 billion USD	In 2022
	136.2 billion USD	In 2021
	124.6 billion USD	In 2020
Vietnam's ICT market size	7.7 billion USD	In 2021
Vietnam's ICT market size growth forecast	~8%	During 2022-2026, by International Trade Administration (ITA)
ICT Company	67,311	As of Aug 2023
Software Company	18,162	As of Aug 2023
IT Service Company	9,823	As of Aug 2023
High-tech Park	6	As of 2023
IT Labor Force	1.13 million	As of Dec 2022
Programmer	480,000	As of Dec 2022

# Global Markets of Vietnam's IT Industry



## 4 Major Tech Hubs in Vietnam





# I Vietnam's Unicorn Startups

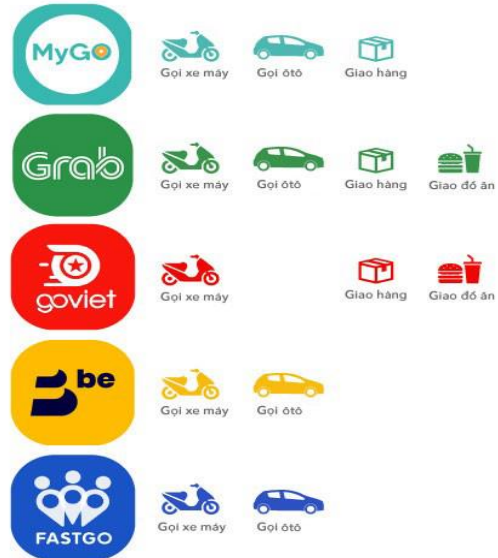


# Sharing economy

## KHU VỰC HOẠT ĐỘNG



## CÁC LOẠI HÌNH DỊCH VỤ CƠ BẢN



\* Các tỉnh thành Hà Nội, TP HCM, Đà Nẵng, Khánh Hòa, Quảng Ninh là những khu vực thí điểm triển khai ứng dụng khoa học công nghệ hỗ trợ quản lý và kết nối hoạt động vận tải hành khách theo hợp đồng Quyết định 24/QĐ-BCT/VT của Bộ Giao thông Vận tải Ban hành ngày 7/1/2016. Trên thực tế, một ứng dụng gọi xe công nghệ đã mở rộng phạm vi hoạt động.

## Home-sharing



# E-commerce & Payment infrastructure



## Mobile Payments

BAOKIM.VN  
Niềm tin mua sắm

FPT

123pay™

NgânLượng.vn  
Thanh toán trực tuyến - Bảo vệ người mua

ononpay ✓

moca

WebMoney

VNPAY  
Online

Pay  
Quick connect. pay. trade.

bank+plus  
Chuyển tiền mọi lúc, thanh toán mọi nơi

OnePAY

VinaPay  
SỨC MẠNH NIỀM TIN

Zing pay

SohaPay

Vimo  
Chuyển từ tiền trong máy sang

2C2F  
TELEPHONE NUMBER

SenPay

mo mo  
mobile money

CYBERPAY

Payoo

VIETTEL

VT@PAY



## POS Management

ibox

SOFTPAY.MOBI

HOTTAB



# Leading technology subsectors in Vietnam

- **Smart City**

**54 among 63 cities and provinces in Vietnam have been approved to develop a smart city.** Among these, 10 have already formed partnerships with both local and global vendors to implement smart cities.

- **Financial Technology (FinTech)**

**Vietnam's FinTech market size is anticipated to hit 18 billion USD by 2024** (According to a representative of Robocash Group).

- **Education Technology (EdTech)**

Vietnam's EdTech market is estimated to reach **3 billion USD** in 2023.

- **Cybersecurity**

According to Statista, revenue in the Vietnam cybersecurity market is projected to reach **269.1 million USD in 2023**

- **Telecommunications**

The Vietnam telecom services market size was valued at \$6.3 billion in 2022.

➔ **HIGH DEMAND FOR ICT PRODUCTS & SERVICES, SOLUTIONS**

# Inclusiveness

- At national level
  - Help disadvantaged groups (SMEs, disadvantaged people: disables, in remote, difficult areas) connect to support, services, opportunities
  - In the context of fragmentation, broken supply chains, digitalization helps to ensure connectivity
- At regional level
  - Help less developed countries catch-up
  - Meet each other's digital demand (complementarity)

**HOWEVER,**

**STILL DIGITAL DIVIDE AT BOTH NATIONAL & REGIONAL LEVEL**

# Prospects for cooperation with ASEAN countries & Italy

- Cooperation framework: AEC; ASEAN Digital Masterplan 2025
- Cooperation domains
  - Connectivity
  - Infrastructure development
  - Cybersecurity assurance
  - Data science
  - Human capital development
- The **ICT sector** is playing an increasingly strategic role in Italy
- Remarkable growth rates for most segments of the ICT market (75 bln euro in 2021): Cloud, Blockchain, Cybersecurity, Big Data, and AI
  - ➔ Potentials for cooperation with ASEAN countries and Vietnam on ICT sector

Thank you  
for  
your attention!