



Doing business in Vietnam

October 08, 2025

AGENDA

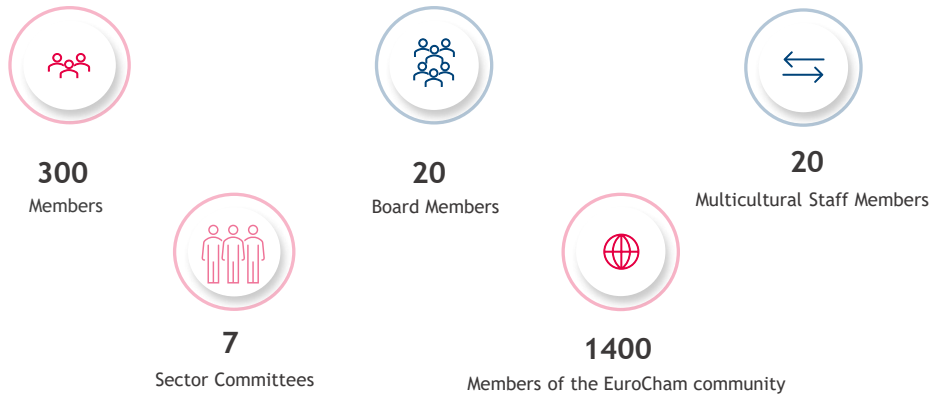
- 1 CCIFV presentation
- 2 Vietnam: Economy and Market Fundamentals
- 3 Vietnam: Opportunities and Strategic Partnerships

CCIFV presentation

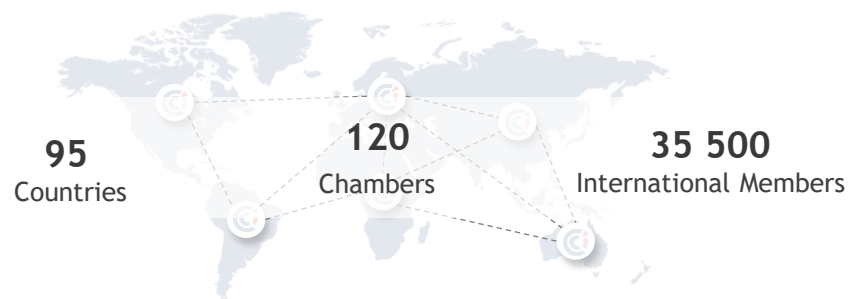
CCIFV PRESENTATION

Since 1989, the CCIFV has been supporting the French-European-Vietnamese business community and fostering the development of trade relations between Vietnam and Europe.

Key Figures



An International Network



Our services



BUSINESS SUPPORT

- Market studies
- Implementation studies
- Prospecting and sourcing missions



LEGAL STRUCTURE SETUP

- Through partner law firms



OFFICE RENTAL & PAYROLL PORTAGE



INCUBATOR | ACCELERATOR PROGRAM



TRAINING & RECRUITMENT

- 1,000 candidats qualifiés
- +40 formations



TRADE SHOWS

- SIAL
- VINEXPO
- Maison & Objet, Première Vision

CCIFV & EEN - EXCLUSIVE PARTNERSHIP IN VIETNAM

Enterprise Europe Network (EEN) - World's largest SME support network, co-funded by the European Commission.

CCIFV has been entrusted with the **exclusive representation** of EEN in Vietnam since 2022, with its mandate confirmed until December 2028.

Our mission:

- Connect EU SMEs and clusters with Vietnamese partners.
- Facilitate B2B matchmaking, technology transfer, and research collaboration.
- Support SMEs to benefit from FTAs (incl. EVFTA) and access innovation opportunities.

Added value: 35+ years of local expertise + EU-wide EEN network = a trusted gateway to Vietnam's fast-evolving market.

→ *Through its exclusive EEN role in Vietnam, CCIFV bridges European innovation with Vietnamese opportunities.*



x



Vietnam: Economy and Market Fundamentals

ASEAN IN FIGURES



10 countries

+ 4.5 million km²



+ 690 million inhabitants (2025)

30.2 median age (years)



+ 5,0 % GDP growth (2024)



Sources: ASEANstats, IMF 2025, French Ministry of Economy and Finance and Ministry of Industrial and Digital Sovereignty

VIETNAM IN FIGURES

Vietnam is a destination of choice, with one of the strongest growth rates in Asia, a skilled and affordable workforce, and a dynamic, fast-upgrading industry.



POPULATION

101 million (2025)
Birth rate: 1.9 child/woman



WORKING POPULATION

56.0% | Average age: 32



AVERAGE ANNUAL SALARY

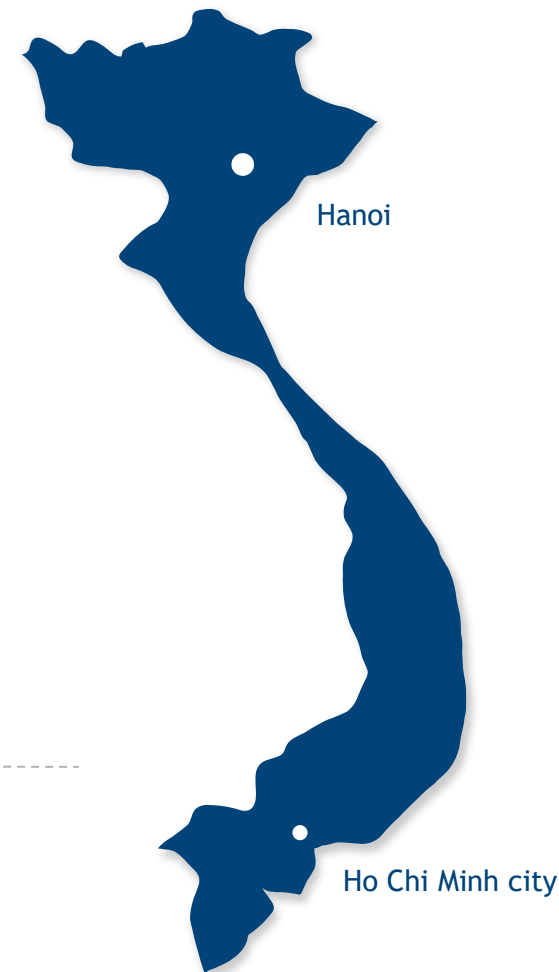
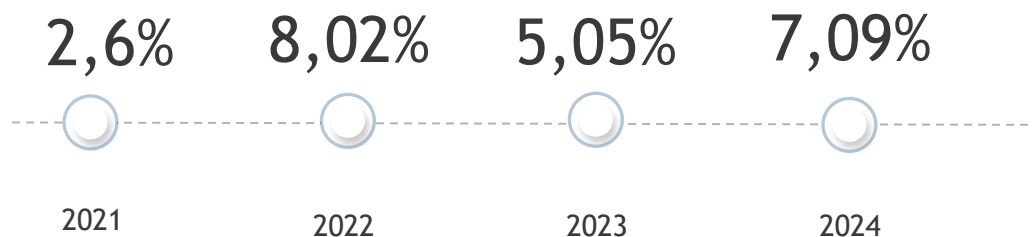
~ USD 4,700



GDP






USD 433.3 billion (2023)
USD 476.3 billion (2024)

GDP GROWTH

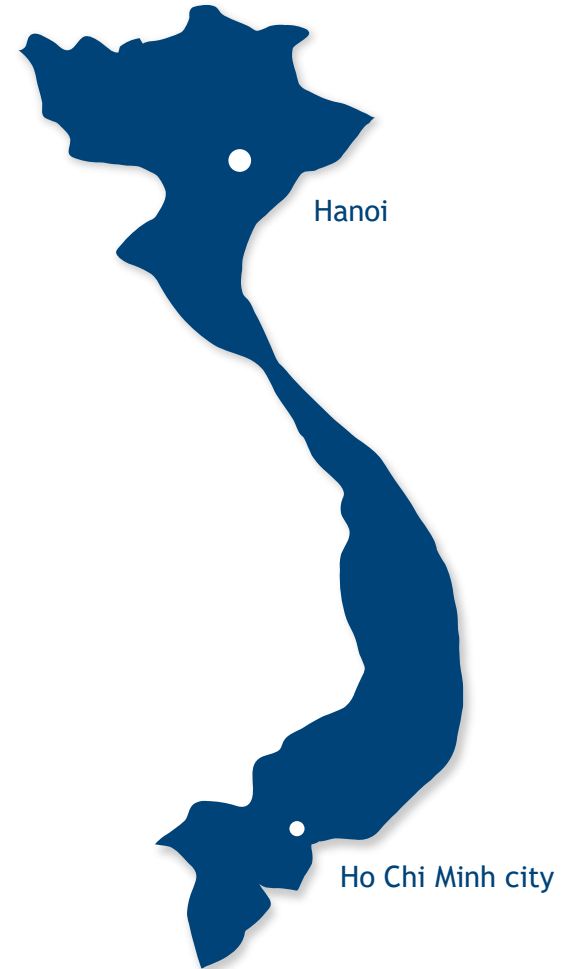


Sources: General Statistics Office of Vietnam, World Bank Data

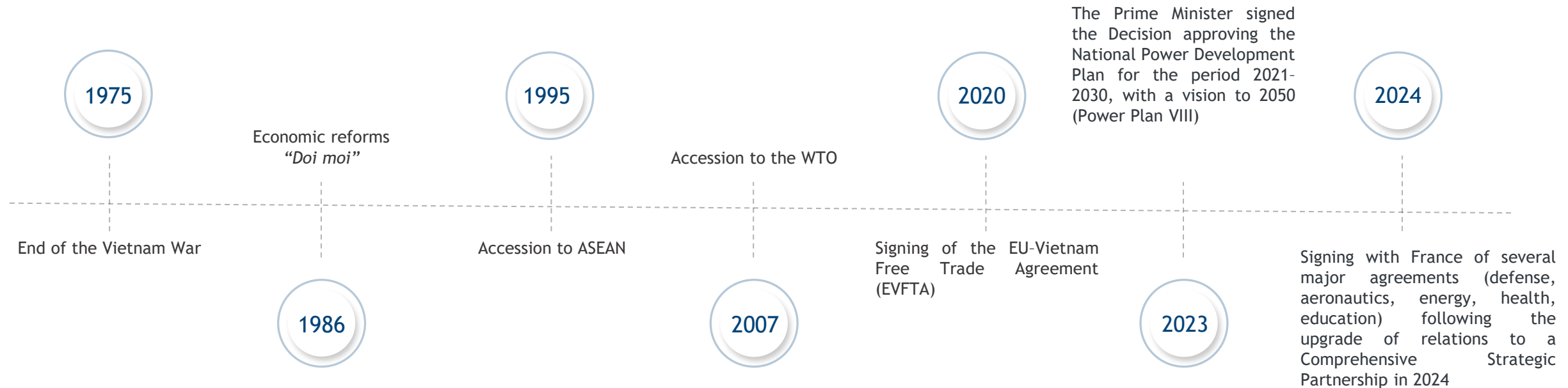
VIETNAM MARKET UPDATE - SEPTEMBER 2025

-  **US tariffs impact:** Exports to USA down -19.2% → potential loss of USD 34 bn.
-  **Electronics boom:** Exports up +43% (USD 66.9 bn, Jan-Aug 2025).
-  **EV market surge:** 42% of new car registrations in H1 2025 (led by VinFast).
-  **Footwear leadership:** Vietnam has overtaken China as the world's top sneaker producer.
-  **Key challenge:** Sustain 8.5% growth target while diversifying beyond the US market.

→ *Vietnam combines short-term trade risks with strong long-term opportunities for diversification and innovation*



REMARKABLE ECONOMIC EVOLUTION

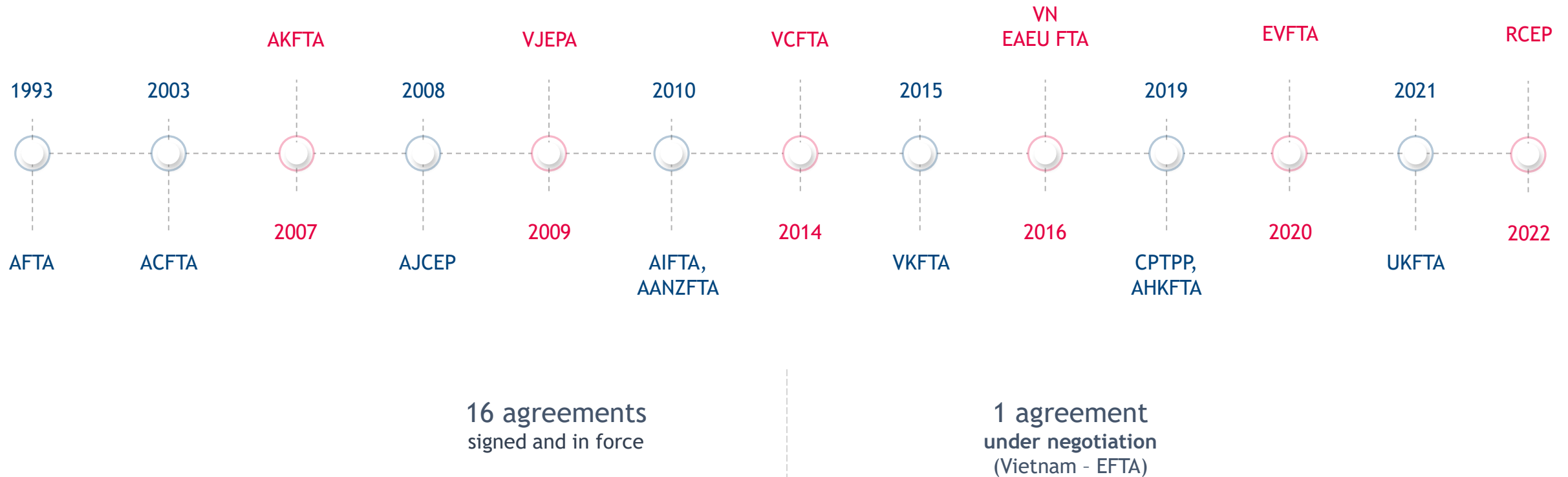


Source: Vietnam's future digital economy towards 2030 - 2045

*EVFTA: Europe-Vietnam Free Trade Agreement

AN OPEN ECONOMY

Vietnam's trade integration through free trade agreements (1993-2024)



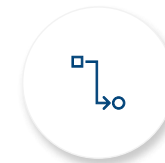
THE EVFTA: UNLOCKING OPPORTUNITIES

99%

of customs duties eliminated
(EU within 7 years, Vietnam within 10 years)



Gradual reduction of
customs duties



Facilitation of procedures



Opening of public
procurement markets



Securing trade and investments

VIETNAM'S KEY STRENGTHS

- Gateway to ASEAN with market access through EVFTA, CPTPP, and RCEP
- “China +1” strategy and diversification of supply chains
- Record FDI inflows and expanding infrastructure (energy, logistics, transport)
- Young, dynamic, and skilled workforce
- Fast-growing manufacturing hub (electronics, textiles, automotive, renewable energy)
- Political and macroeconomic stability

Vietnam: Opportunities and Strategic Partnerships

PROMISING SECTORS



MANUFACTURING INDUSTRY

electronics, textiles,
automotive



AGRI-FOOD

ASEAN leader, rising exports



RENEWABLE ENERGY

target of 186 billion kWh by
2030, solar & wind



CONSTRUCTION

~8.5% annual growth,
megainfrastructure projects



HEALTHCARE

growing demand, aging
population



TECHNOLOGY

e-commerce, fintech, AI,
+14% in 2023



RETAIL

rapid growth, expanding
middle class

Sources : Trade.gov, ResearchAndMarkets, Vietnam Briefing

MAJOR INVESTMENTS

- **Apple:** Cumulative spending with suppliers in Vietnam ≈ USD 15.84 bn - 2024
- **Foxconn:** Cumulative investments > USD 3.2 bn; new projects approved in 2024: USD 383 m (Bac Ninh) and USD 551 m (Quang Ninh)
- **Intel:** Cumulative investment in Intel Products Vietnam ≈ USD 1.5 bn (Ho Chi Minh City) - 2023; no new expansion confirmed in 2024
- **LEGO:** USD 1 bn factory in Binh Duong, carbon-neutral; inauguration expected in 2025
- **Samsung:** Cumulative investments in Vietnam ≈ USD 23.2 bn - 2024

Sources: Reuters, VietnamPlus, LEGO Newsroom, Vietnam Briefing, AP

VIETNAM, KEY QUESTIONS



What is your target market?



Who to partner with?



Where to set up operations?



How to attract top talent?



How to navigate legal requirements?

OUR PATRON MEMBERS

DIAMOND

HAVAS

GOLD



SILVER



THANK YOU

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