

SUMMARY REPORT

# SECURITY & FIRE PROTECTION EQUIPMENT INDUSTRY AND INVESTMENT SUPPLY CHAIN IN VIETNAM

**7 MONTHS 2024**



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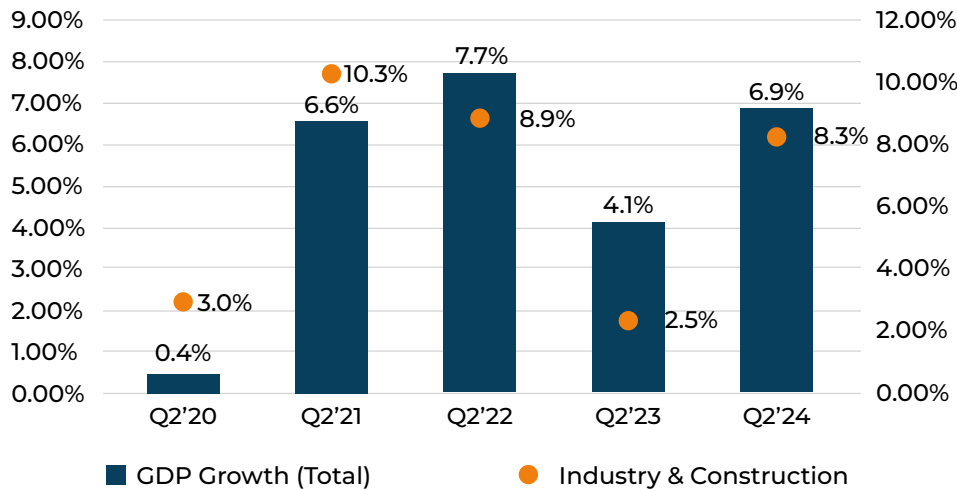
I.

# SEVERAL VIETNAM'S MACROECONOMIC INDICATORS

## ➤ 1. GROWTH OF GROSS DOMESTIC PRODUCT (GDP)

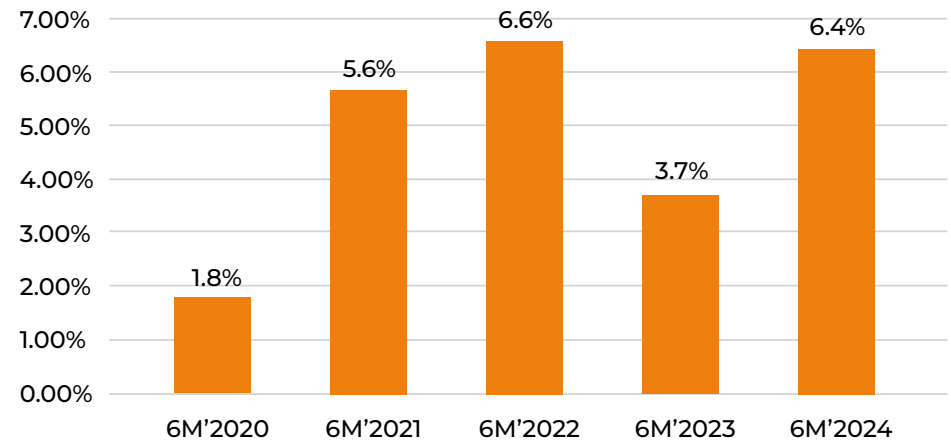
The Gross Domestic Product (GDP) in the second quarter of 2024 saw positive growth, reaching 6.93% compared to the same period last year, slightly lower than the growth rate of 7.99% in the second quarter of 2022 within the 2019-2024 period. Notably, the industry and construction sector showed good growth (about 8.29%, with the industry alone increasing by 8.55%), which is also much higher than the scenario outlined in Resolution 01/NQ-CP (6.6%). Overall, the GDP growth for the first six months of 2024 was 6.42%, slightly lower than the 6.58% growth rate in the first six months of 2022. It is forecasted that Vietnam's economy in 2024 could achieve a fairly positive growth rate, with GDP growth projected to be in the range of 6% - 6.5%.

**GDP GROWTH BY INDUSTRY & CONSTRUCTION AND QUARTER, 2020 - 2024 (%)**



Source: General Statistics Office of Vietnam - GSO

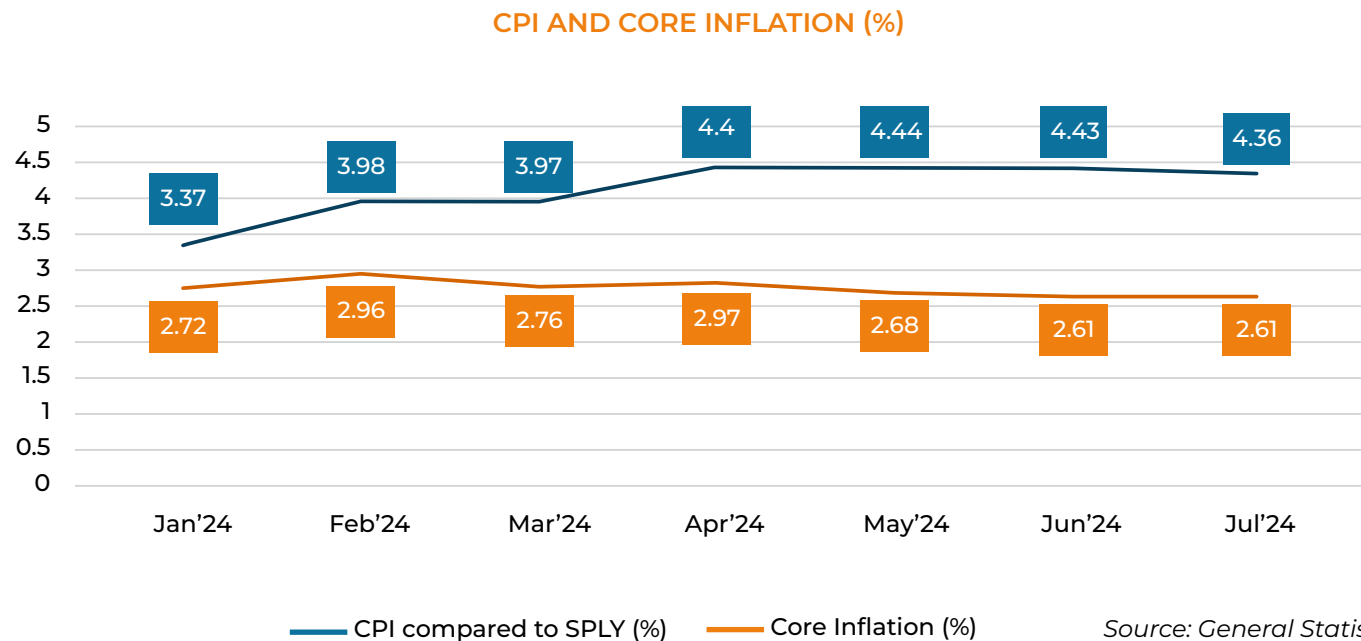
**GDP GROWTH FOR THE FIRST SIX MONTHS OF EACH YEAR**



Source: General Statistics Office of Vietnam - GSO

## ➤ 2. INFLATION AND FOREIGN EXCHANGE RATE

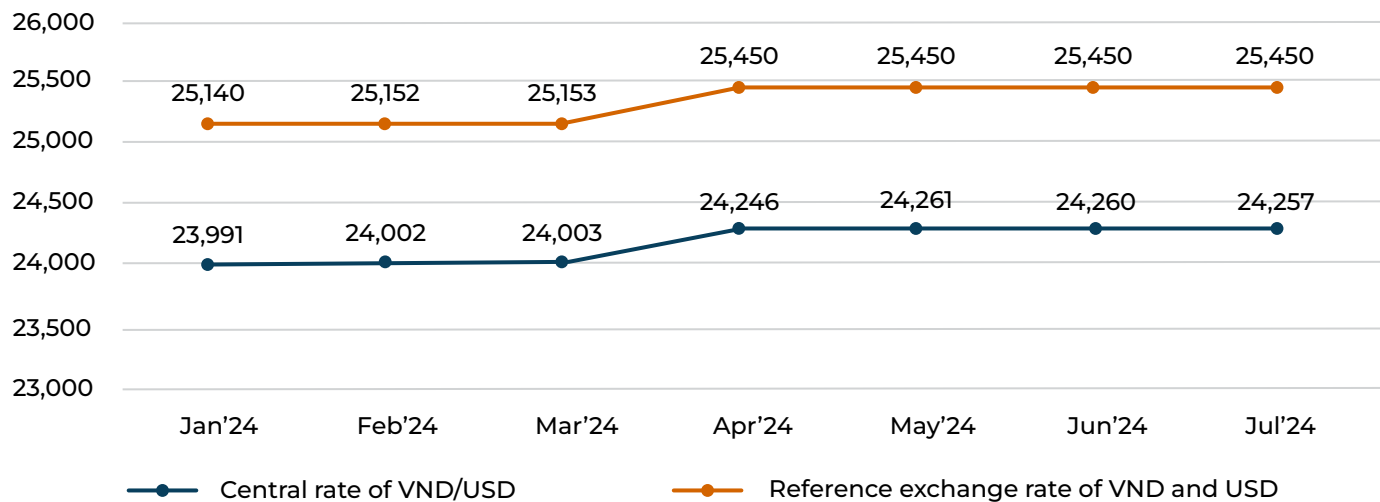
Although there are positive signs of economic growth in the first half of 2024, the Vietnamese economy is currently facing significant pressure in controlling inflation and maintaining macroeconomic stability. Inflation pressure increased in the first seven months of 2024, with the Consumer Price Index (CPI) in July rising by 4.36% and core inflation increasing by 2.61% compared to the same period last year. Overall, in the first seven months of 2024, the average CPI increased by 4.12%, and average inflation rose by 2.73% compared to the same period last year. Core inflation grew at a lower rate than the CPI because the items that caused the CPI to rise were mostly excluded from the core inflation calculation. Despite the potential inflation risks, compared to the CPI growth target set by the National Assembly (4% - 4.5%), the CPI and inflation rates remain relatively under control.



Source: General Statistics Office of Vietnam - GSO

As of the end of July (July 30, 2024), the central exchange rate of VND/USD had risen to 24,257 VND (an increase of 2.2% compared to the same period in 2023), with the reference selling rate at 25,450 VND. Starting from the second quarter of this year, the VND/USD exchange rate has shown an upward trend compared to the first quarter. The depreciation of the VND and the appreciation of the USD will impact import activities. When the USD exchange rate remains high, import businesses will have to spend more money on these activities, especially increasing the cost of importing raw materials. Therefore, while Vietnamese exports will benefit from lower prices in the international market, the rising costs of importing raw materials will also affect production costs, selling prices, and export prices. It is forecasted that the VND/USD exchange rate will start to decline from the third quarter of 2024 when the Federal Reserve begins to cut interest rates.

EXCHANGE RATE OF VND/USD AT THE END OF EACH MONTH

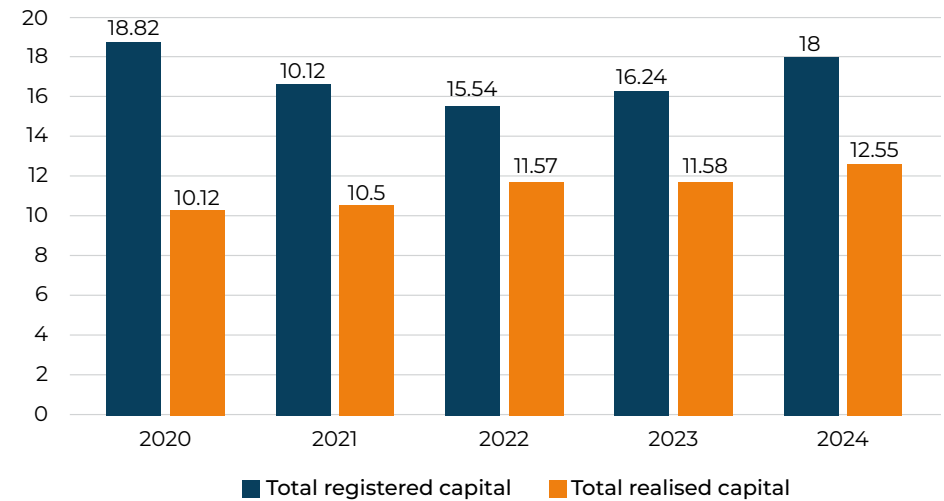


Source: SBV

## 3. THE SITUATION OF ATTRACTING FDI

As of July 2024, total FDI (Foreign Direct Investment) capital reached over 18 billion USD, an increase of 10.9% compared to the same period in 2023. At the same time, total implemented capital reached 12.55 billion USD, an increase of 8.4% compared to the same period last year. This is the highest implemented capital in the first seven months of the year in the past five years. Notably, newly registered capital inflows increased in terms of both registered capital (10.76 billion USD, up 35.6% compared to the same period) and the number of projects (1,816 projects, up 11.6% compared to the same period), as well as the scale of investment capital (an average of over 5.9 million USD per project compared to 4.9 million USD per project in the first seven months of 2023). Regarding adjusted capital, although the number of projects registering for capital adjustment decreased (734 projects, down 0.3% compared to the same period), the total registered capital reached over 4.97 billion USD, a significant increase compared to the same period (19.4%). Amidst global investment challenges, the growth in new and adjusted capital in Vietnam demonstrates its attractiveness for FDI projects, affirming Vietnam as an ideal destination for global investors.

FDI OVER THE PAST 7 MONTHS ACROSS THE YEARS (BILLION USD)



Source: General Statistics Office of Vietnam – GSO

THE SITUATION OF FDI INVESTMENT ATTRACTION IN 7 MONTHS OF 2024

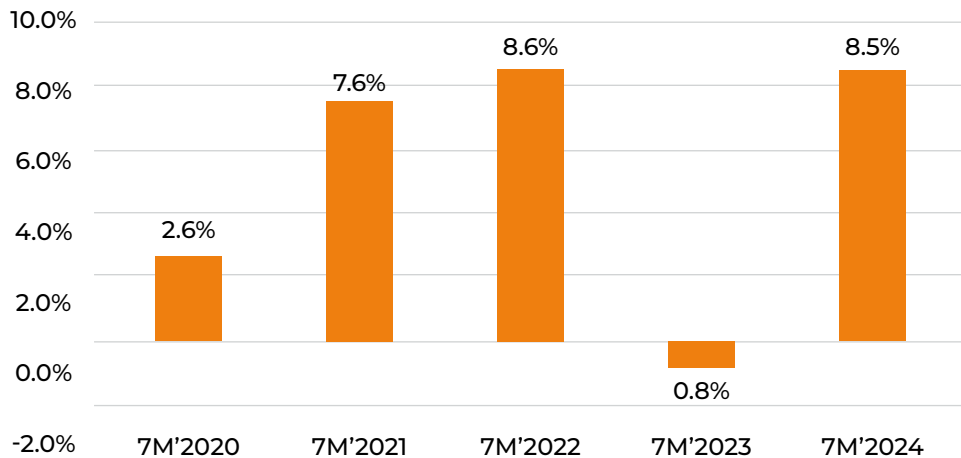
	Total newly registered capital	Total adjusted capital	Capital Contribution for share purchase
Number of projects	1816 (↑11.6% compared to the same period)	734 (↓0.3% compared to the same period)	1795 (↓3.1% compared to the same period)
Value (billion USD)	10.76 (↑35.6% compared to the same period)	4.97 (↑19.4% compared to the same period)	2.27 (↓45.2% compared to the same period)

Source: General Statistics Office of Vietnam - GSO

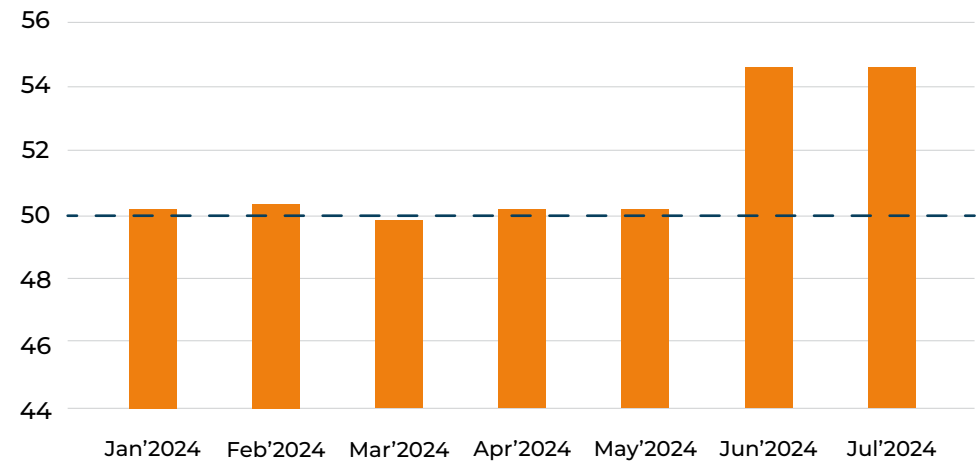
## ➤ 4. INDEX OF INDUSTRIAL PRODUCTION (IIP) & PURCHASING MANAGERS' INDEX (PMI)

The IIP (Index of Industrial Production) of the manufacturing sector in the first seven months of 2024 increased by 8.5% compared to the same period last year, marking a significant recovery after a 0.8% decline in the first seven months of 2023, and just slightly below the 8.6% growth of 2022. This improvement is clearly reflected in the Purchasing Managers' Index (PMI) for Vietnam's manufacturing sector, which remained at 54.7 points in July, compared to 50.3 points in May and April. This is the highest consecutive increase over two months since the beginning of 2024. These results not only indicate an improvement in the health of the manufacturing sector but also show that business conditions have become significantly stronger. This improvement mainly reflects the increase in output and the number of new orders around mid-year, signaling a positive outlook for Vietnam's industrial production sector in 2024.

**INDEX OF INDUSTRIAL PRODUCTION (IIP) FOR THE FIRST SEVEN MONTHS OF EACH YEAR**



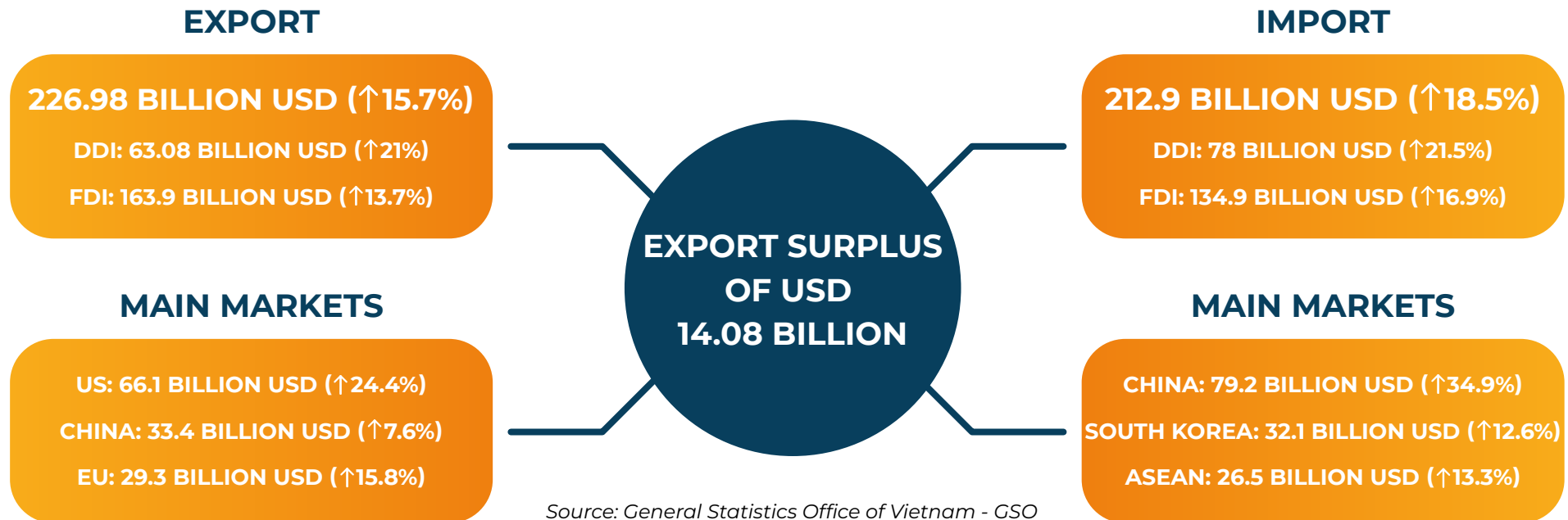
**PURCHASING MANAGERS' INDEX (PMI) BY MONTH, 2024**





## ➤ 5. THE SITUATION OF EXPORTS AND IMPORTS

In the first seven months of 2024, the total trade turnover of goods reached USD 439.99 billion, an increase of 17.1% compared to the same period in 2023. Exports grew by 15.7% and imports increased by 18.5% compared to the previous year. The trade balance recorded a surplus of USD 14.08 billion. The United States, China, and Europe remain Vietnam's main export markets in the first seven months of 2024, with exports to the United States experiencing the strongest growth (up 24.4% compared to 2023). Meanwhile, in the first seven months of this year, Vietnam's imports from China increased by 34.9% compared to the same period, followed by imports from South Korea and ASEAN countries.





II.

# VIETNAM'S SECURITY & FIRE PROTECTION EQUIPMENT MARKET

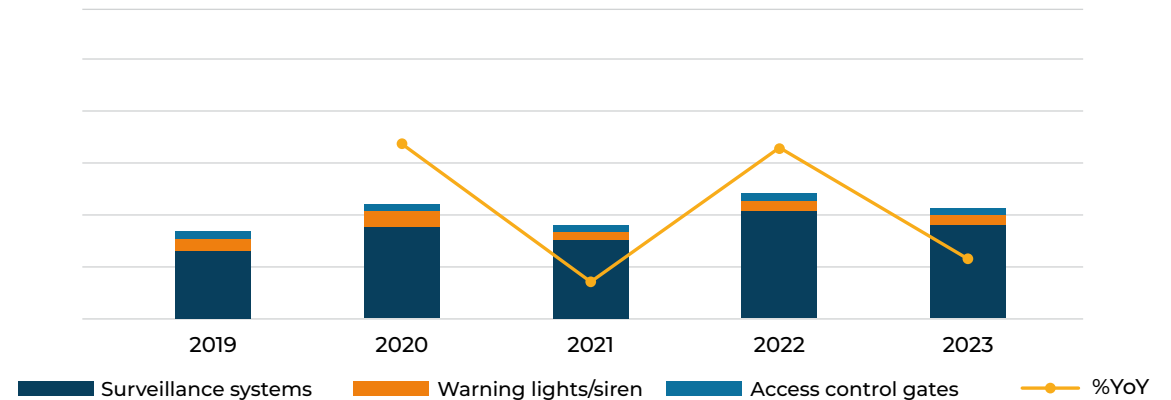
## ➤ 1. IMPORT AND EXPORT OF SECURITY & FIRE PROTECTION EQUIPMENT

### 1.1 IMPORT AND EXPORT OF SECURITY EQUIPMENT

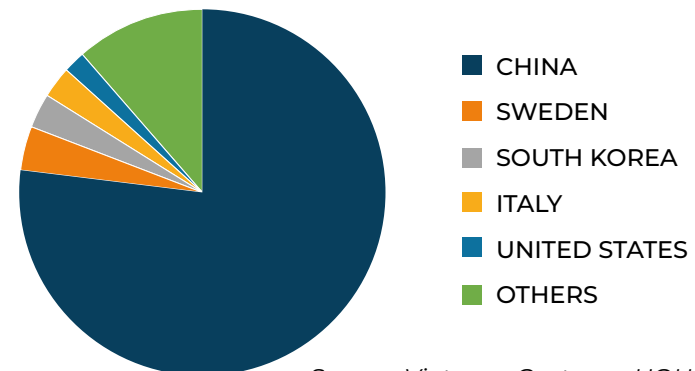
Security equipment import and export data in this report focuses on surveillance cameras, video recorders, warning lights/siren and access control gates.

Security equipment imports fluctuated significantly from 2019 to 2023. Imports increased sharply in 2020 and 2022, with growth rates of 37% and 36%, respectively, but decreased in 2021 (down 20.4%) and in 2023 (down 11.4%). Although imports decreased in 2023, the value remained higher than in 2019 and 2021. Surveillance systems (surveillance cameras and video recorders) were the most imported items, accounting for 85% of the total import value of security equipment into Vietnam. Products such as warning lights/sirens and access control gates accounted for a smaller share of about 15%. Vietnam primarily imported security equipment from China, which accounted for 77% of the import value, followed by Sweden, South Korea, and Italy.

IMPORT OF SECURITY EQUIPMENT, 2019 - 2023, USD MILLION



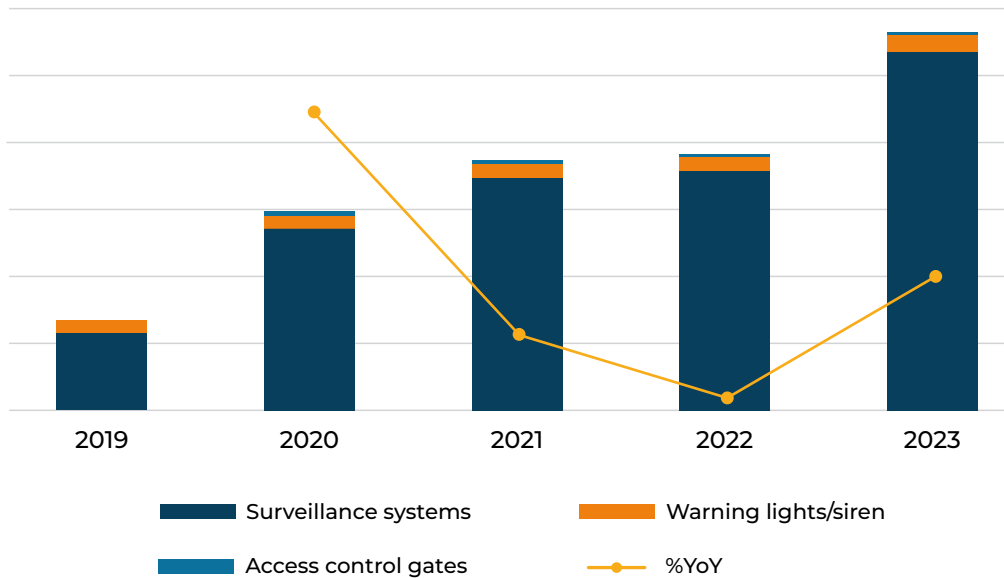
TOP EXPORTER OF SECURITY EQUIPMENT TO VIETNAM 2019 -2023 (BY VALUE)



Source: Vietnam Customs, HOUSELINK research

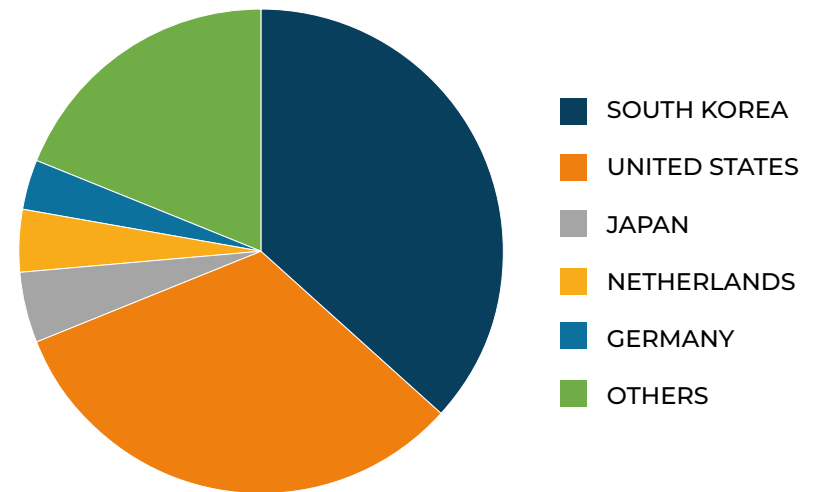
Vietnam's security equipment exports reached 2.5 times the value of imports and showed an upward trend from 2019 to 2023. Export growth was highest in 2020, with a 107% increase. In 2023, the growth rate also reached 47% compared to the same period last year. This indicates that Vietnam is gradually becoming an attractive destination for companies looking to invest and expand their manufacturing operations in this sector. Among the exported equipment, surveillance systems, including surveillance cameras and video recorders, accounted for 95% of the share. Most of this export value comes from three major companies that have established manufacturing plants in Vietnam and then export products to their branches and countries. This indicates that there is significant potential for investment and production of security equipment in Vietnam, but it remains underutilized.

**EXPORT OF SECURITY EQUIPMENT, 2019 - 2023, USD MILLION**



Source: Vietnam Customs, HOUSELINK research

**TOP IMPORTER OF SECURITY EQUIPMENT FROM VIETNAM, 2019 - 2023, (BY VALUE)**



Source: Vietnam Customs, HOUSELINK research

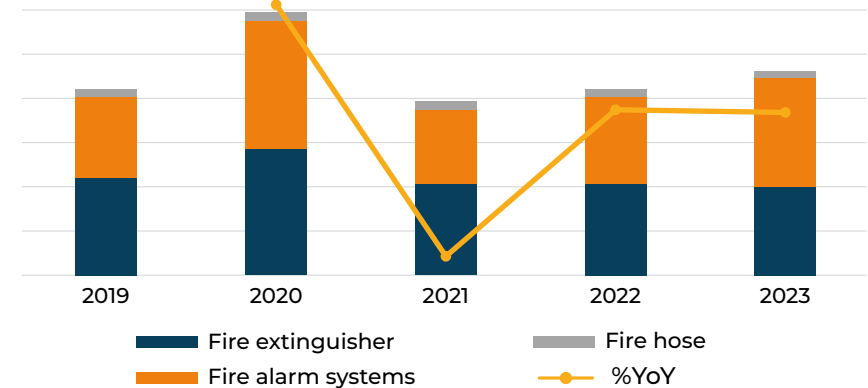
## 1.2 IMPORT AND EXPORT OF FIRE PROTECTION EQUIPMENT

Fire Protection equipment import and export data in this report focus on fire extinguishers, fire hoses, and fire alarm systems, which are representative items among fire protection products.

Actual data shows that the import of fire protection into Vietnam is on the rise. The import scale peaked in 2020 (up 38% compared to 2019), mainly because the Vietnamese government tightened regulations related to the installation of fire protection systems under Decree 136/2020/ND-CP (Detailing a number of articles and measures to implement the Law on Fire Protection and the Law on Amendments and Supplements to the Law on Fire Protection), leading to increased demand for fire protection products. Although there was a sharp decline in 2021 (down 35%), this decrease was mainly due to external factors such as COVID-19. The import market showed signs of recovery in 2022 and 2023, with growth rates of 8% and 7%, respectively, compared to the same period in the previous year.

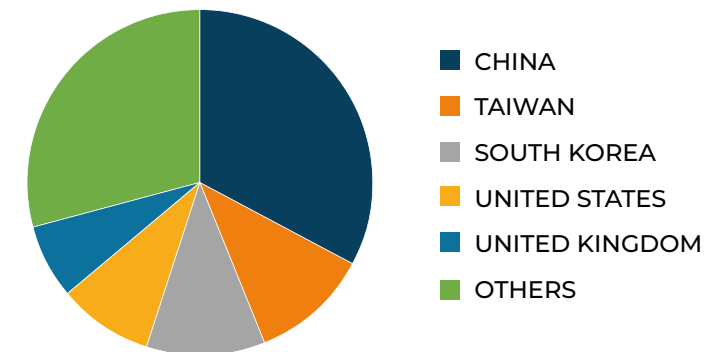
The most imported fire protection products in Vietnam are fire extinguishers and fire alarm systems. These products are mainly imported from China, as products from this market are cheaper than those from other countries. Following China are Taiwan (accounting for 11% of import value), South Korea (11%), and the United States (9%).

IMPORT OF FIRE PROTECTION PRODUCTS, 2019 - 2023, USD MILLION



Source: Vietnam Customs, HOUSELINK research

TOP EXPORTER OF FIRE PROTECTION PRODUCT TO VIETNAM, 2019 - 2023, BY VALUE

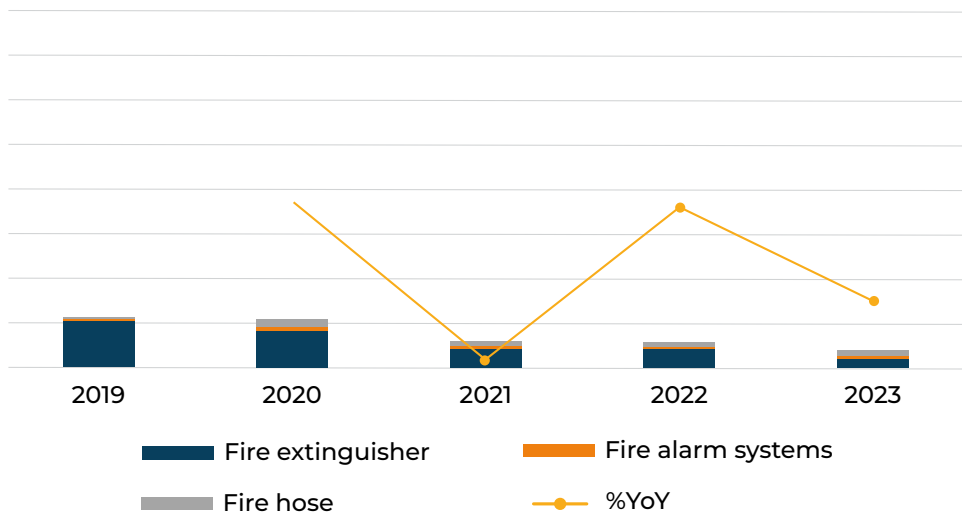


Source: Vietnam Customs, HOUSELINK research

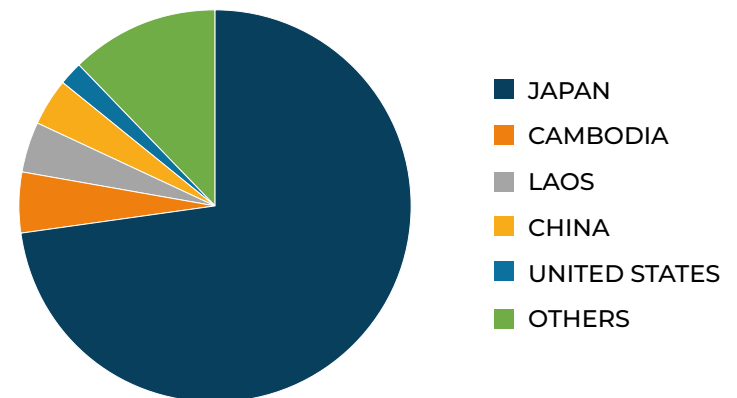
Compared to import value, the export value of fire protection products from Vietnam is significantly lower, averaging only 4% of the import value. The scale of fire protection product exports is on a downward trend. In 2020, exports saw a negative growth of 3% (compared to the same period in 2019), and by 2023, the negative growth reached 31% (compared to the same period in 2022), marking the lowest growth rate since 2020.

Japan is the main export market for Vietnam's fire protection products (accounting for 73%), followed by Cambodia (5%), Laos (4%), and China (4%).

**EXPORT OF FIRE PROTECTION PRODUCTS, 2019 - 2023, USD MILLION**



**TOP IMPORTER OF FIRE PROTECTION PRODUCTS FROM VIETNAM, 2019 - 2023, BY VALUE**



Source: Vietnam Customs, HOUSELINK research

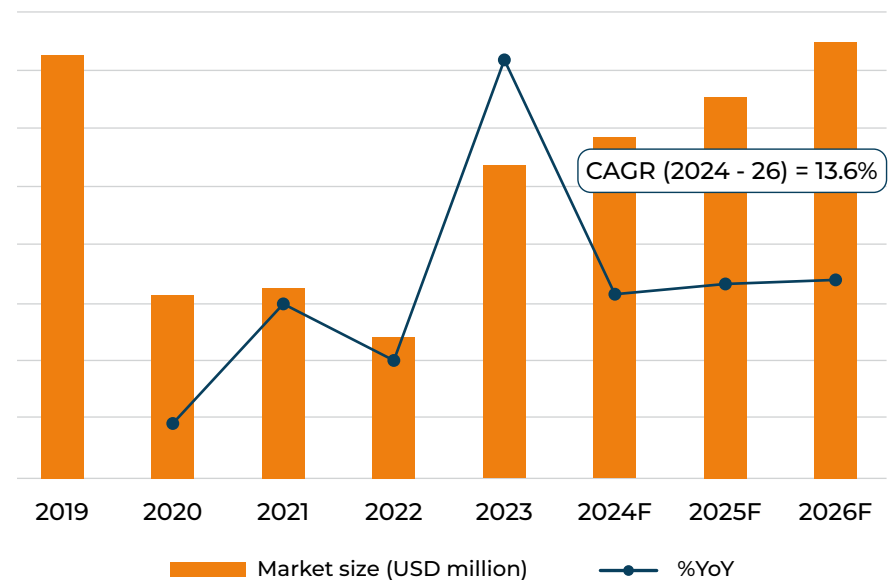
## ➤ 2. MARKET SIZE OF SECURITY AND FIRE PROTECTION EQUIPMENT IN VIETNAM

### 2.1 MARKET SIZE OF SURVEILLANCE CAMERAS IN FACTORIES AND INDUSTRIAL PARKS IN VIETNAM

Concerns about security, safety, and asset protection, along with the increasing industrial investment in Vietnam and the future supply of new industrial parks, are driving the growing demand for surveillance camera products in general and in factories and industrial parks in particular, to manage security, maintain order, and prevent theft.

Overall, the market size for surveillance cameras in factories and industrial parks in Vietnam declined during the COVID-19 period but has been improving since 2023. Specifically, in 2020, the market size decreased by nearly 2.5 times compared to 2019 and continued to decline until the end of 2022. In 2023, there was a strong recovery with the market size showing a robust growth trend (an increase of 119% compared to 2022). Although the value is still lower than in 2019, this recovery indicates significant potential in the surveillance camera market for factories and industrial parks in Vietnam. The market for surveillance cameras in factories and industrial parks in Vietnam is forecasted to reach 37.5 million USD by 2026, with a compound annual growth rate (CAGR) of 13.6% from 2024 to 2026.

MARKET SIZE AND FORECAST OF SURVEILLANCE CAMERAS IN FACTORIES AND INDUSTRIAL PARKS IN VIETNAM, 2019 – 2026, USD MILLION



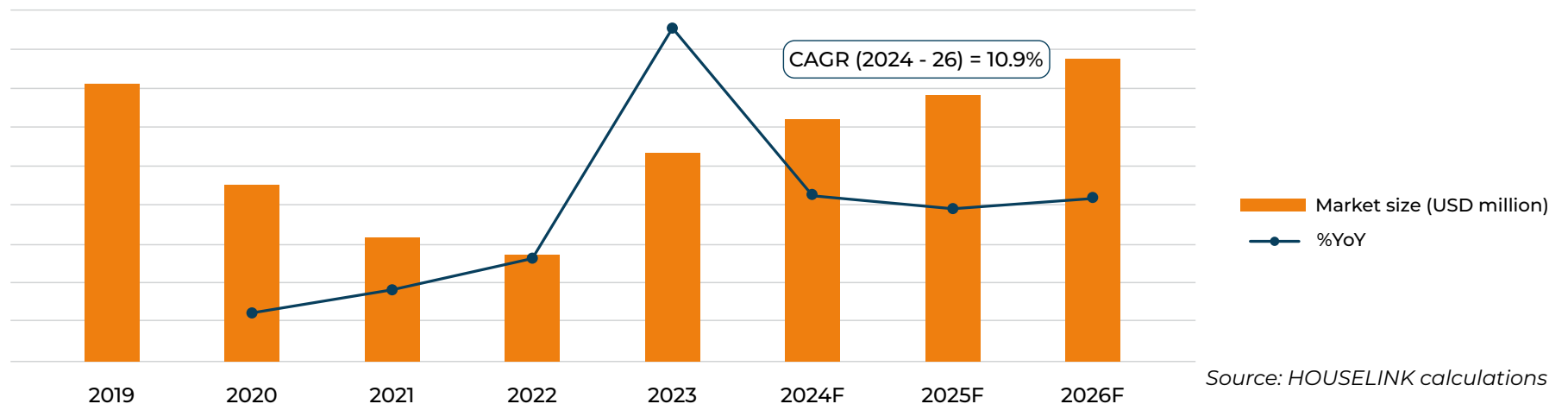
Source: HOUSELINK calculations

## 2.2 MARKET SIZE OF FIRE PROTECTION EQUIPMENT IN FACTORIES AND INDUSTRIAL PARKS IN VIETNAM

The increasing number of casualties and property damage caused by fires and explosions, along with stricter fire protection regulations and heightened public awareness, are key factors driving the development of fire protection systems in factories and industrial parks in Vietnam.

The severe impact of the COVID-19 pandemic on the Vietnamese economy in general, and on investment attraction in particular, made it difficult for investors to establish new manufacturing facilities. As a result, the market size for installing fire protection systems in factories and industrial parks in Vietnam stagnated from 2020 to 2022. However, in 2023, alongside a strong recovery in investment projects in Vietnam, the market for installing fire protection systems began to grow again, reaching approximately 26.6 million USD (a 91% increase compared to 2022). The market size for installing fire protection equipment systems in factories and industrial zones in Vietnam is projected to reach 38.3 million USD by 2026, with a CAGR of 10.9% from 2024 to 2026.

MARKET SIZE AND FORECAST FIRE PROTECTION SYSTEM IN FACTORIES AND INDUSTRIAL PARKS IN VIETNAM, 2019 – 2026, USD MILLION



Source: HOUSELINK calculations



### ➤ 3. SITUATION OF THE SUPPLY CHAIN OF SECURITY AND FIRE PROTECTION EQUIPMENT INVESTMENT IN VIETNAM

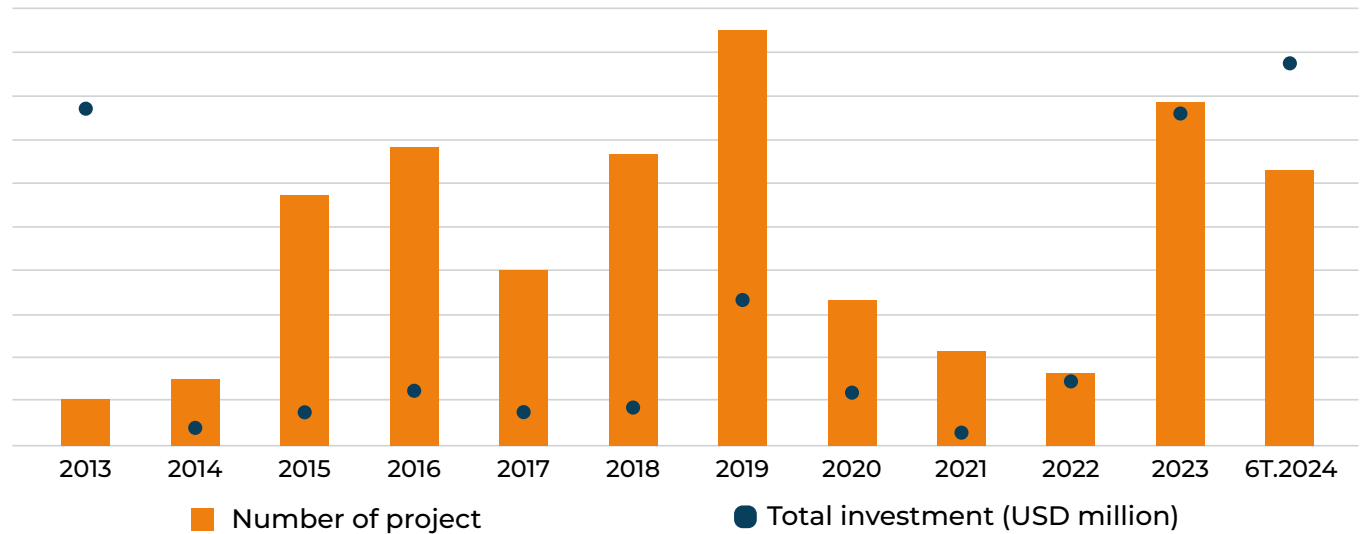


#### 3.1 THE SECURITY EQUIPMENT SUPPLY CHAIN

In the period of 2013 – 2024, the projects of security equipment supply chain are showing a good growth trend. This growth is particularly evident in the project attraction situation from 2015 to 2019, with the peak occurring in 2019, when the number of project reached an impressive figure (42% increase compared to 2018). In terms of project quantity, after a decline due to the impact of the Covid-19 pandemic, by 2023, security equipment projects had a notable recovery, reaching nearly 5 times in the number of projects compared to the same period in 2022. Additionally, in the first half of 2024, the number of investment projects in Vietnam is showing positive figures, reaching 3/4 of the total number of projects for the entire year of 2023. Notably, the total investment in the two years following the pandemic has grown significantly, achieving 452% and 16% growth, respectively. It can be seen that in the second half of 2024, the project growth will achieve quite impressive figures both in terms of the number of projects and total investment.

Components are currently the segment with the highest number of projects in the supply chain (62% of the total number of projects), followed by raw material projects at 26% and manufacturing and assembly projects at 12%. Overall, the proportion of manufacturing and assembly project is still quite small, however, with a relatively large number of projects in the components segment, along with the completed electronics supply chain, there is a significant incentive to attract more projects into the supply chain sector.

**THE PROJECTS SITUATION OF SECURITY EQUIPMENT BY YEAR (2013 - NOW)**



Source: HOUSELINK Data

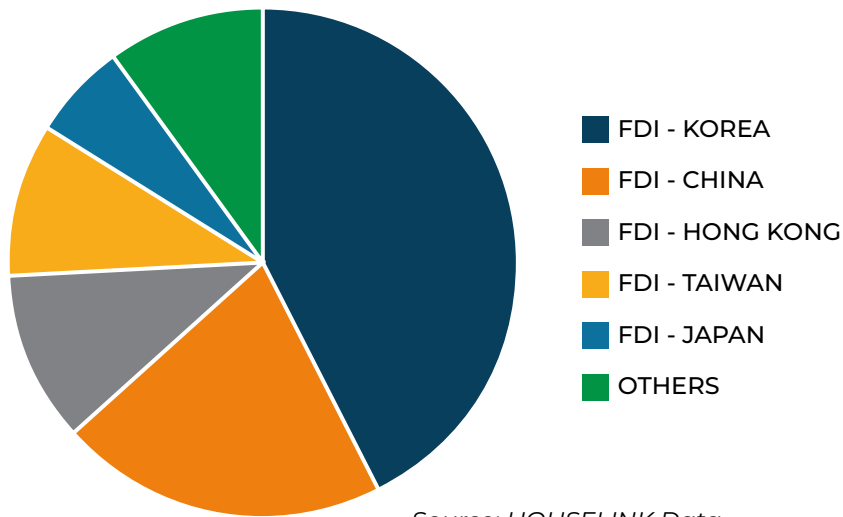
**INVESTMENT PROJECTS SITUATION IN SUPPLY CHAIN BY STAGES**



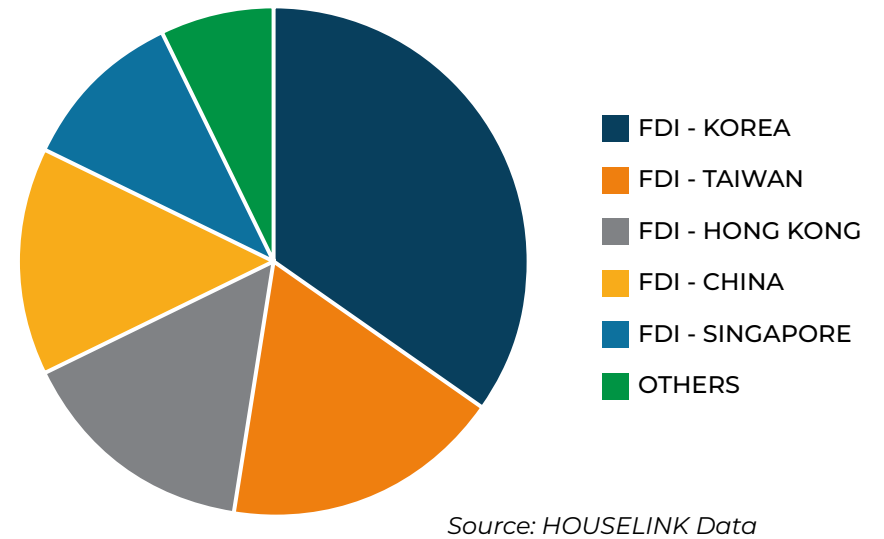
Source: HOUSELINK Data

Korea is the country with the largest share of investment projects by number (43% of the total projects). Following by FDI from China, Hong Kong, Taiwan and Japan. In terms of total investment, Korea is also the country with the largest investment source (35% of the total investment), followed by Taiwan, Hong Kong, China and Singapore.

**INVESTMENT COUNTRY BY NUMBER OF PROJECTS**

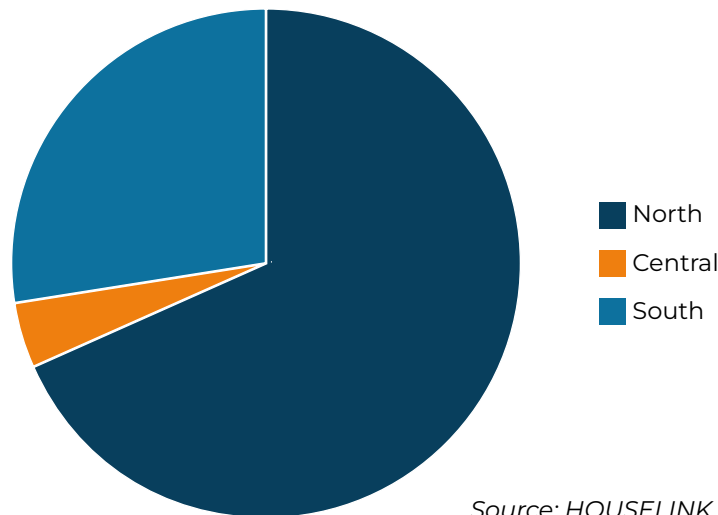


**INVESTMENT COUNTRY BY TOTAL INVESTMENT**



“The investment projects of security equipment sector are mainly concentrated in the northern region (68% of the total projects). Notably, some provinces such as Bac Ninh, Binh Duong, Bac Giang and Vinh Phuc are prominent in this distribution”

**DISTRIBUTION OF THE SECURITY EQUIPMENT SUPPLY CHAIN BY REGION (BY NUMBER OF PROJECTS)**



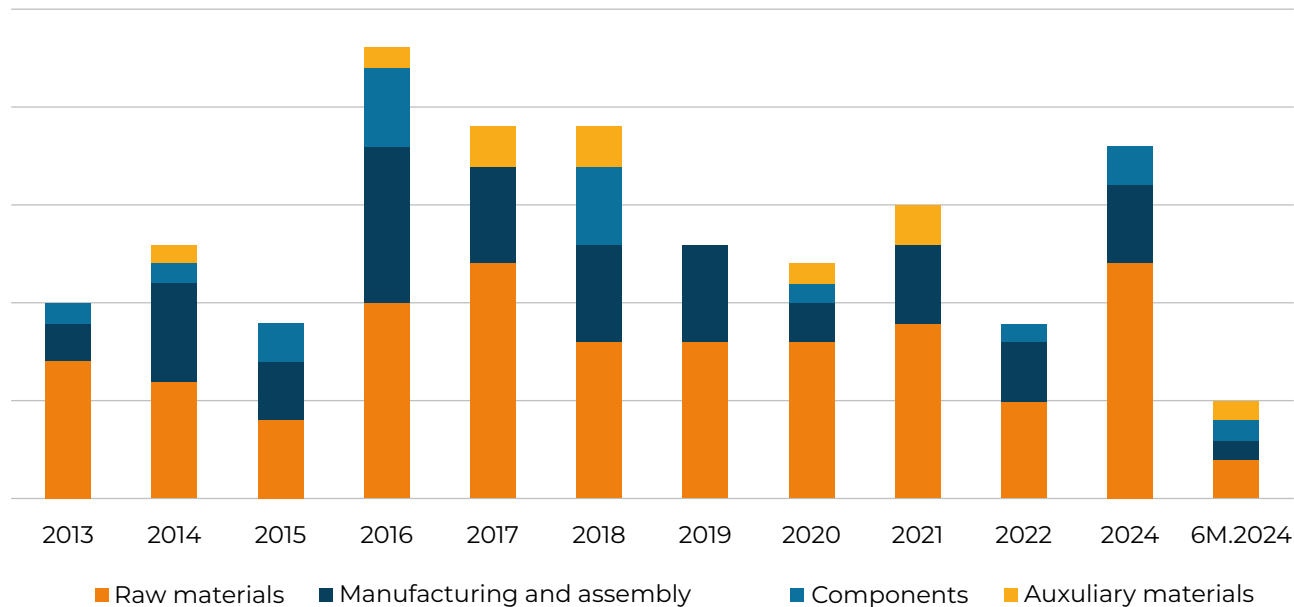
Source: HOUSELINK Data



**3.2 THE SUPPLY CHAIN OF FIRE PROTECTION EQUIPMENT**

Overall, the investment situation in fire protection equipment projects has been quite bleak over the past 11 years. After a boom in 2016, when the number of projects increased by about 2.5 times compared to 2015, the investment projects have shown a declining trend in the following years. By 2023, a recovery was evident with the number of projects increasing by about 2 times compared to 2022. However, with the investment projects in the first half of 2024 reaching only about 1/4 of those in 2023, it is forecasted that the entire year of 2024 will continue to experience negative growth.

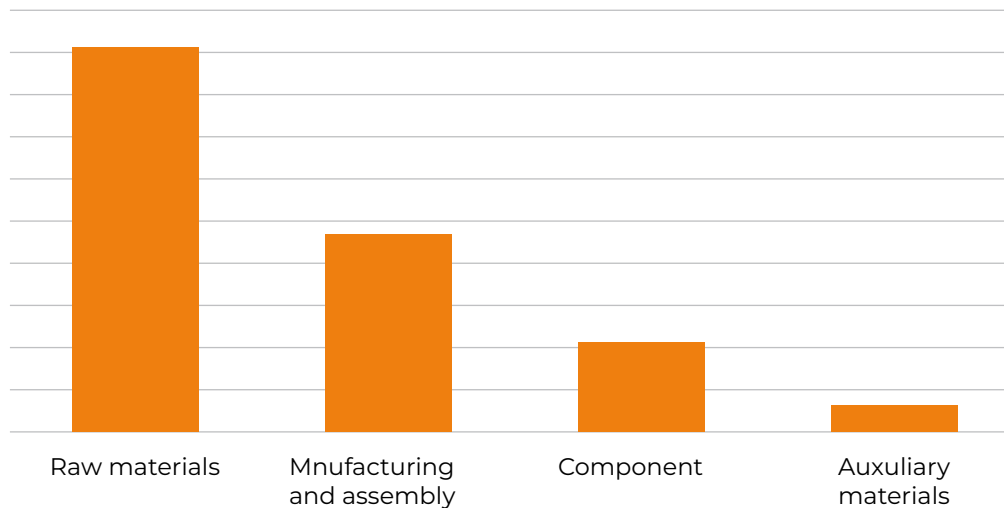
**THE SUPPLY CHAIN OF FIRE PROTECTION EQUIPMENT**



Source: HOUSELINK Data

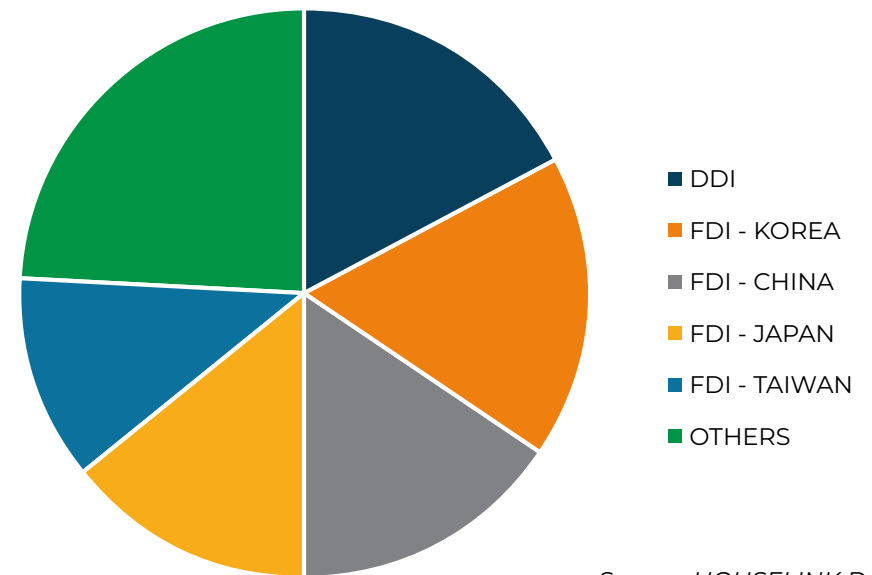
In terms of the supply chain of fire protection equipment, the raw materials are the largest segment (about 55% of total projects). Followed by manufacturing and assembly projects, which make up roughly 1/3 of annual investment projects, with over 60% of these coming from DDI. Additionally, component projects account for 13%, while auxiliary material projects make up 4%. Regarding the investment types, DDI is the largest source of funding at 21%, followed by Korea, China, Taiwan and Japan.

**SUPPLY CHAIN OF FIRE PROTECTION EQUIPMENT  
(BY NUMBER OF PROJECTS)**



Source: HOUSELINK Data

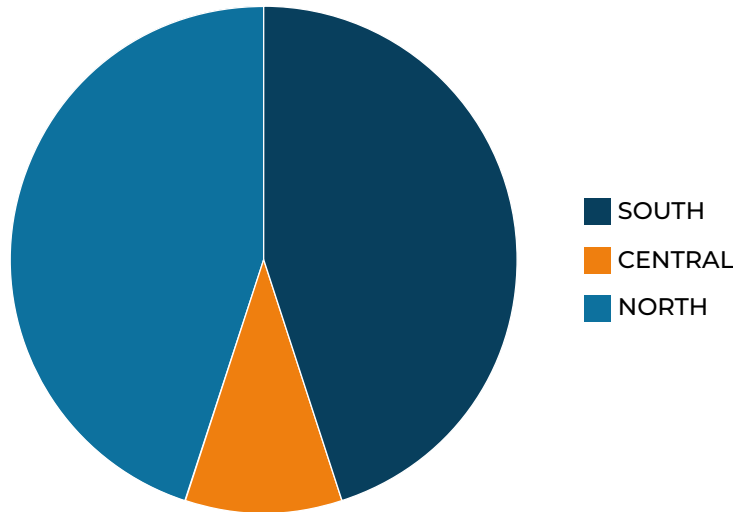
**INVESTMENT COUNTRY BY NUMBER OF PROJECTS**



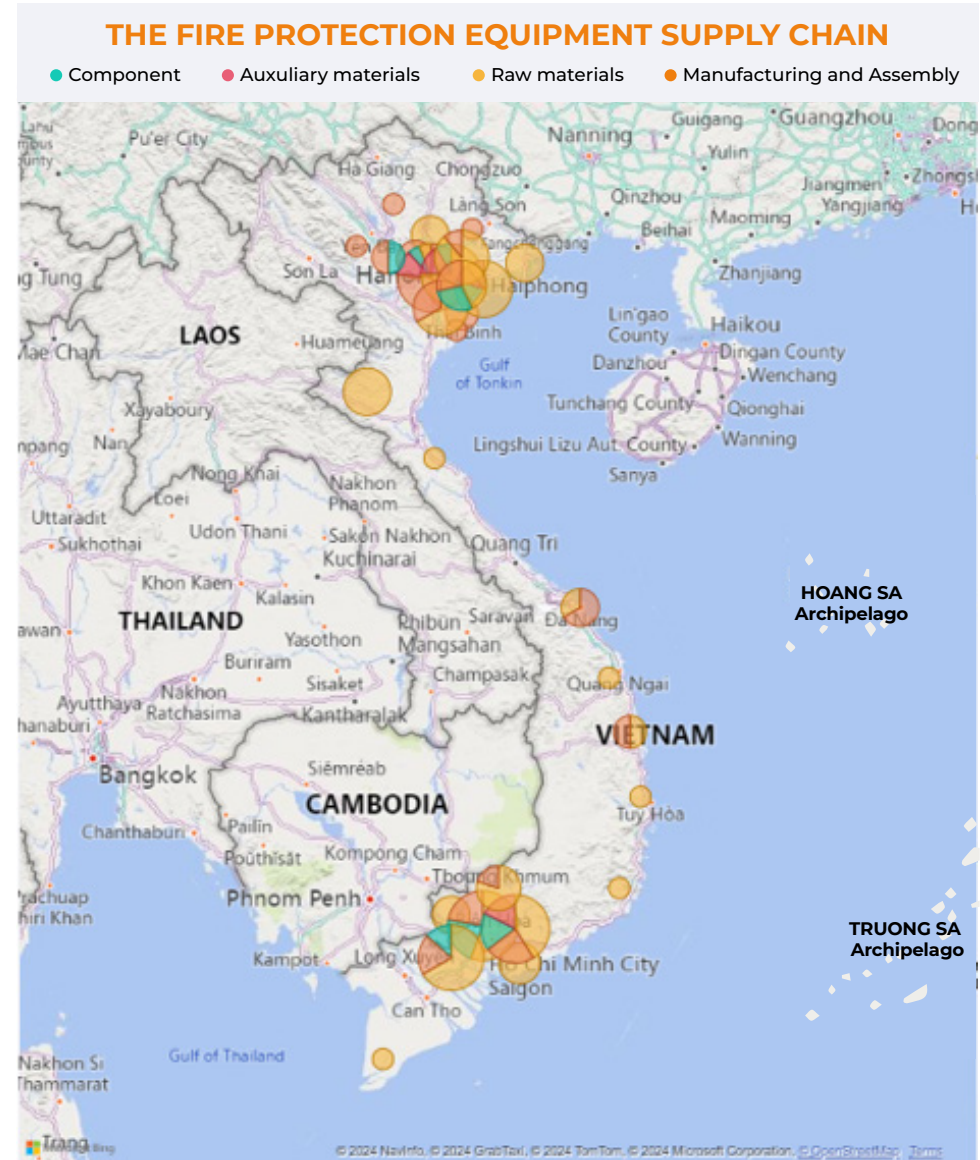
Source: HOUSELINK Data

*“Investment projects in the security equipment industry are concentrated mainly in the Northern region (accounting for 68% of the total number of projects). Especially some provinces and cities such as Bac Ninh, Binh Duong, Bac Giang, Vinh Phuc”*

**DISTRIBUTION OF THE FIRE PROTECTION EQUIPMENT SUPPLY CHAIN BY REGION (BY NUMBER OF PROJECTS)**



Source: HOUSELINK Data





**III.**

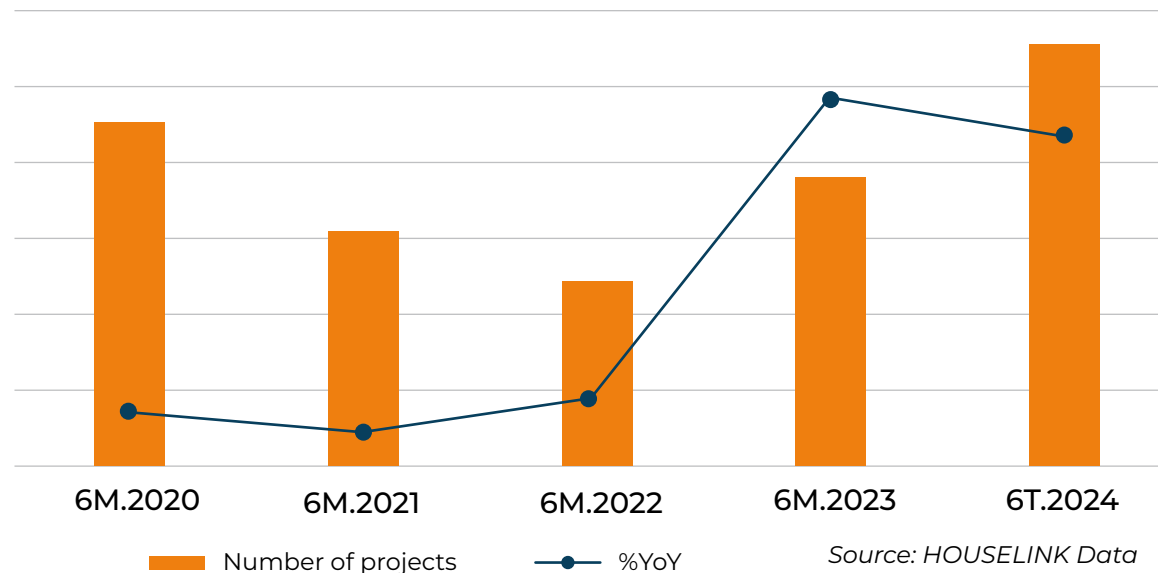
**INVESTMENT DRIVERS IN SECURITY AND FIRE PROTECTION EQUIPMENT INDUSTRIES**



**➤ 1. THE ATTRACTING INDUSTRIAL FDI PROJECTS SITUATION IN VIETNAM**

In the first six months of the 2020 – 2024 period, the attraction of FDI projects has shown a positive growth trend. Although FDI project growth slightly decreased from 2020 to 2022 due to external factors, there was a notable recovery in the first half of 2023, with an increase of approximately 57% compared to the same period previous year. This growth peaked in the first half of 2024 with 554 projects (an increase of 47% compared to the first half of 2023). These positive figures demonstrate that Vietnam is an ideal destination for industrial investment projects. With the improved investment conditions, enhanced infrastructure capabilities and strong investment attraction policies have made industrial investment a bright spot in Vietnam’s economy.

**FDI PROJECT ATTRACTION IN THE FIRST 6 MONTHS BY YEAR  
(BY NUMBER OF PROJECTS)**



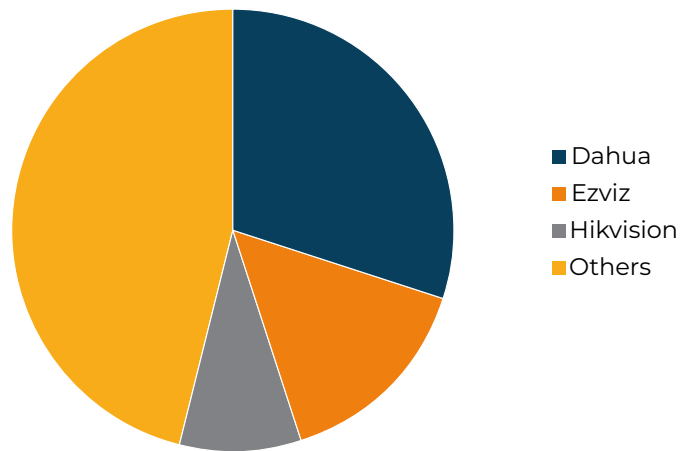
## ➤ 2. THE INFRASTRUCTURE OF SECURITY AND FIRE PROTECTION EQUIPMENT IN INDUSTRIAL PARK AND FACTORY

### THE CHANGES IN THE FUNCTIONALITY OF SURVEILLANCE CAMERAS IN FACTORIES AND INDUSTRIAL PARKS IN VIETNAM

	Before	Now
<b>Image recognition</b>	X	X
<b>Infrared sensors</b>	X	X
<b>Integration of AI and deep learning algorithms for image and fire analysis</b>		X
<b>Integration of speakers and voice</b>	Less	X
<b>Storage capacity</b>	Low to Medium capacity	Larger capacity
<b>Field of view</b>	Moderate angle	Wide angle

In 2023, most of the surveillance cameras imported came from Chinese brands, with Dahua being the leading brand, followed by Hikvision. The production of these brands have advantages in AI integration for surveillance, including features such as built-in speakers and voice capabilities, among other functionalities. Moreover, with their reasonable prices, surveillance cameras from China are popular among consumers in Vietnam.

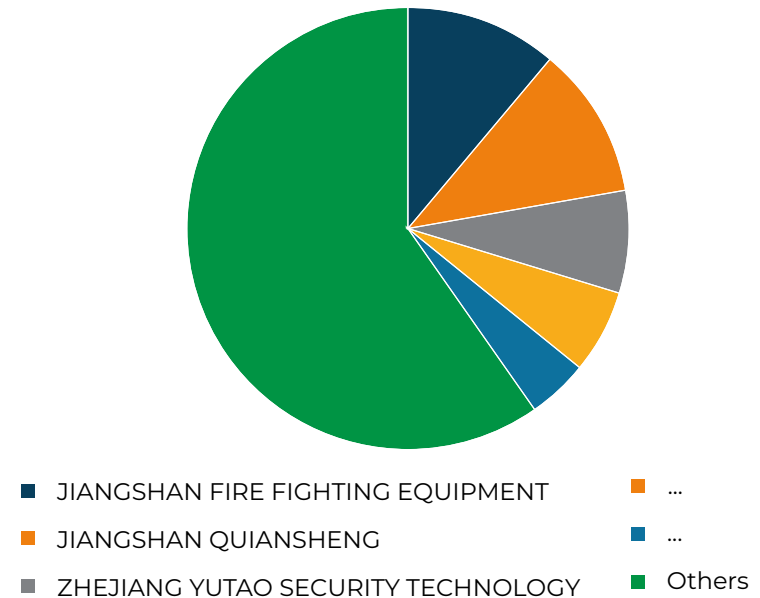
**TOP SURVEILLANCE CAMERA BRANDS EXPORTED TO VIETNAM (BY VALUE), 2023**



Source: Customs, HOUSELINK research

In 2023, approximately 60% of fire extinguishers imported into Vietnam came from Chinese manufacturers. Leading in import value is Giang Son Fire Protection Equipment, followed by Jiangshan Quiansheng trading company and Zhejiang Yutao security technology.

**TOP FIRE EXTINGUISHER EXPORTERS TO THE VIETNAMESE MARKET (BY VALUE), 2023**



Source: Customs, HOUSELINK research

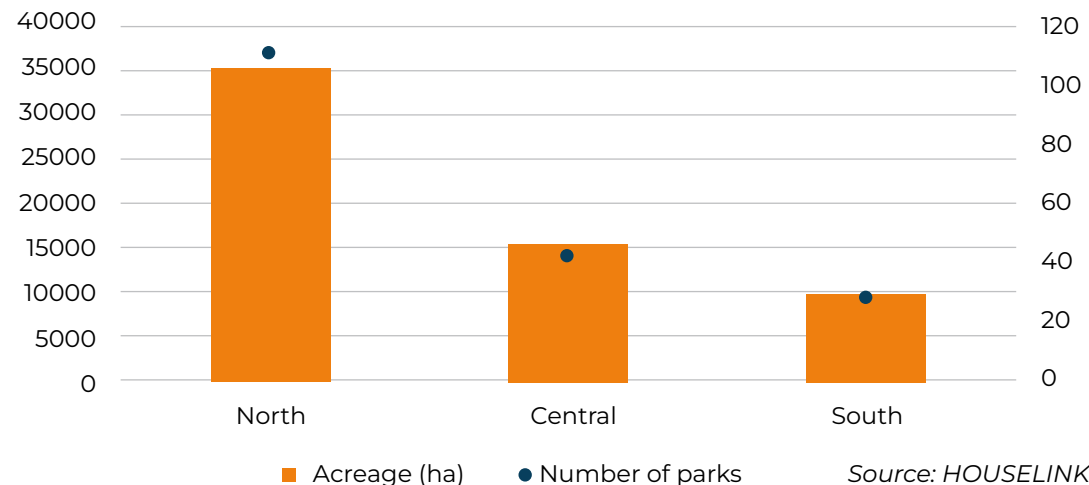
### ➤ 3. THE SUPPLY OF NEW INDUSTRIAL PARKS AND DEVELOPMENT ORIENTATION OF INDUSTRIAL PARK IN VIETNAM

#### ➤ ADDITIONAL INDUSTRIAL LAND AREA IN THE FUTURE

Regarding the supply of new industrial parks in the future, most of it will be added in the northern region, followed by central region and finally the southern region. It is evident that the supply of new industrial real estate in the northern region will be quite dynamic in the future.



SUPPLY OF NEW INDUSTRIAL PARKS IN THE FUTURE, HECTARES



Source: HOUSELINK research

## ► DEVELOPMENT ORIENTATION FOR TYPES OF INDUSTRIAL PARKS

In 2023, the majority of surveillance cameras will be imported from Chinese brands, the most used is Dahua, followed by Hikvision brands. The products of these brands have the advantage of integrating AI in video, speaker and voice monitoring and many other features. Furthermore, with reasonable prices, surveillance cameras from China are popular with consumers in Vietnam.

- (i) Provide specific orientations for the number of industrial parks to be developed according to new types of industrial parks.
- (ii) Guide and accompany industrial park infrastructure investors in proposing new types of industrial park projects, especially in localities with many industrial parks developing under the industrial park type attract multi-sector investment.

Accordingly, the development orientation of new types of industrial parks, such as Ecological industrial parks, Supporting industrial parks, Specialized industrial parks and High-tech industrial parks, along with clear investment attraction strategies, has driven infrastructure upgrades to align with these new industrial park models. This includes the need for synchronized investment in security, safety and fire protection equipment. This presents a significant opportunity to attract both domestic and foreign companies to the market for manufacturing security, safety and fire protection products. Companies involved in the production and supply of these equipment should be aware of these government development strategies to ensure they meet technical standards and market demands.

ENCOURAGING THE DEVELOPMENT OF ECO-INDUSTRIAL PARKS

DEVELOPING SEPCIALIZED INDUSTRIAL PARKS

DEVELOPING HIGH-TECH INDUSTRIAL PARKS

## ► INVESTMENT ATTRACTION STRATEGY

Prioritize attracting investment in high-tech industries.

Focus on strengthening the development of the supporting industry sector.

Regional areas have distinct characteristics that attract specific industries. Among these, projects related to the production of security and fire protection equipment are increasingly concentrated in the Northern region.



## ➤ 4. ATTRACTIVE INVESTMENT INCENTIVES

### ▶ GENERAL INVESTMENT INCENTIVES

Corporate income tax (CIT)	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
Ordinary Tax	20%																		
For new projects in industrial parks: - Applicable to businesses from the first year of revenue. - For cases of consecutive losses in the first 3 years from the establishment year, the policy applies from the 4th year onwards.	0%		10%				20%												
- For the projects within Economic Zones. - Projects in the fields of: High technology, scientific research and technology. - Projects with investment capital exceeding 6 billion VND.	0%		5%					10%			20%								

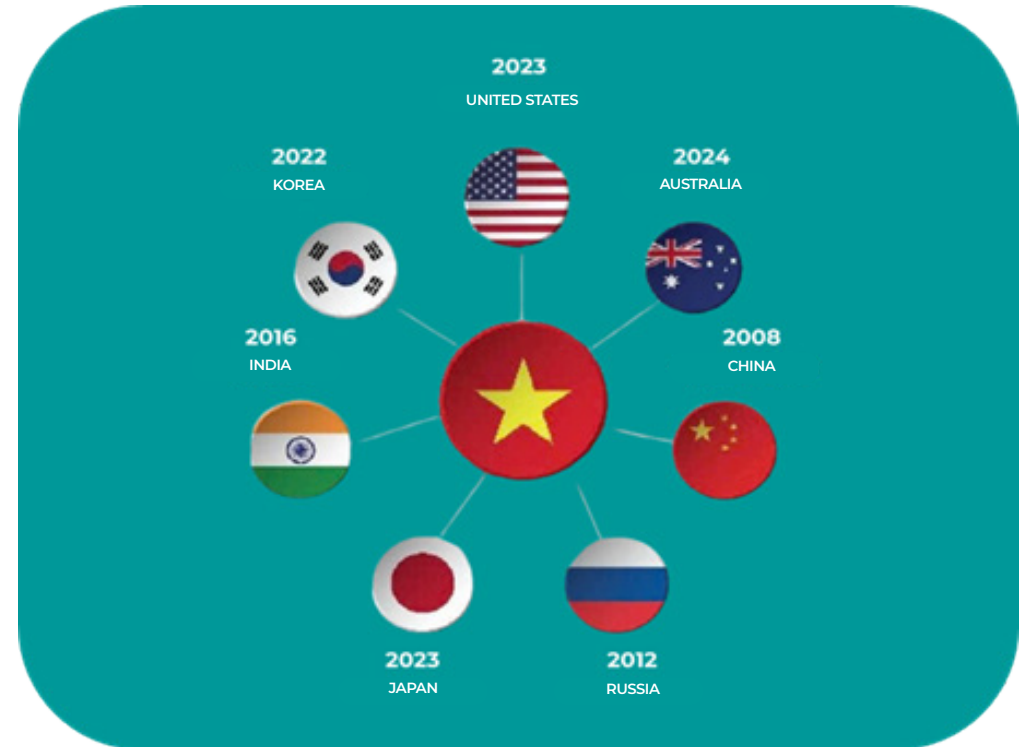
### ▶ TAX INCENTIVES FOR IMPORT AND EXPORT

- According to Official Letter No. 4907/BTC-CST on tax policies for the manufacturing and assembly of fire protection equipment: Fire trucks have an import tax rate of 3%, while fire-resistant clothing has a tax rate of 5%.
- In cases where businesses import machinery and equipment as fixed assets for production and operational needs:
  - *Import Tax: Businesses are exempt from import tax when importing goods to create fixed assets for projects that fall under investment incentives. Conversely, they will need to pay the corresponding import tax if the project does not qualify for these incentives.*

**➤ 5. VIETNAM IS EXPANDING INTERNATIONAL COOPERATION**

**▶ VIETNAM’S COMPREHENSIVE STRATEGIC PARTNERS**

As of the end of July 2024, Vietnam has established comprehensive strategic partnerships with seven countries: China (2008), Russia (2016), Korea (2022), USA (09/2023), Japan (11/2023) and Australia (2024). At the Vietnam – US investment and innovation conference, the US announced several new initiatives to enhance future partnership. Notably, the development of the Development of Electronic and Advanced Technology partnership (DELTA) network was highlighted. This agreement is expected to boost the export of electronic components from Vietnam to US, including those related to security and safety. This will facilitate Vietnamese electronics manufacturers in expanding their exports to the US market in the near future.





## ► SIGNED FREE TRADE AGREEMENTS

Vietnam has currently participated in and signed 16 Free Trade Agreements (FTAs) at both bilateral and multilateral levels with various parties, establishing free trade relations with many leading economies worldwide. This serves as a foundation and proof of Vietnam’s open economy on the international stage, while also providing favorable conditions for Vietnamese businesses to enhance their export activities.

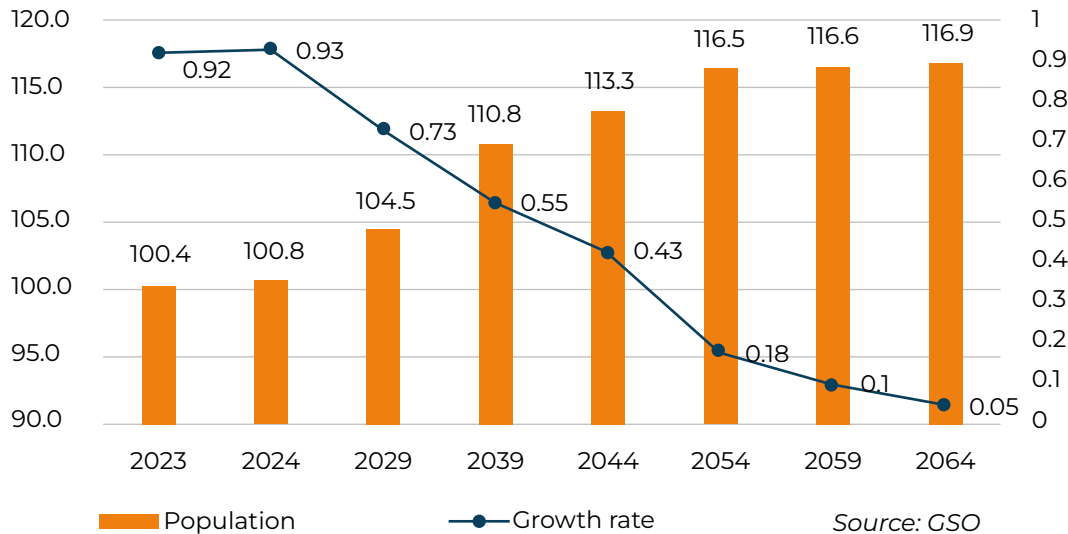
 <b>ACFTA</b> Effective from 2003	 <b>AKFTA</b> Effective from 2007	 <b>AJCEP</b> Effective from 2008	 <b>VJEPA</b> Effective from 2009	 <b>AIFTA</b> Effective from 2010	 <b>AANZFTA</b> Effective from 2010
 <b>VCFTA</b> Effective from 2014	 <b>VKFTA</b> Effective from 2015	 <b>VN – EAEU FTA</b> Effective from 2016	 <b>CPTPP</b> Effective from 30/12/2018, effective in Vietnam from 14/1/2019	 <b>AHKFTA</b> Effective for all member	
 <b>EVFTA</b> Effective from 01/08/2020	 <b>UKVFTA</b> Officially effective from từ 01/05/2021	 <b>RCEP</b> Effective from 01/01/2022	 <b>VIFTA</b> Officially signed from 25/07/2023	 <b>ATIGA</b> Effective from 17/05/2010	

**➤ 6. OTHER FACTORS**

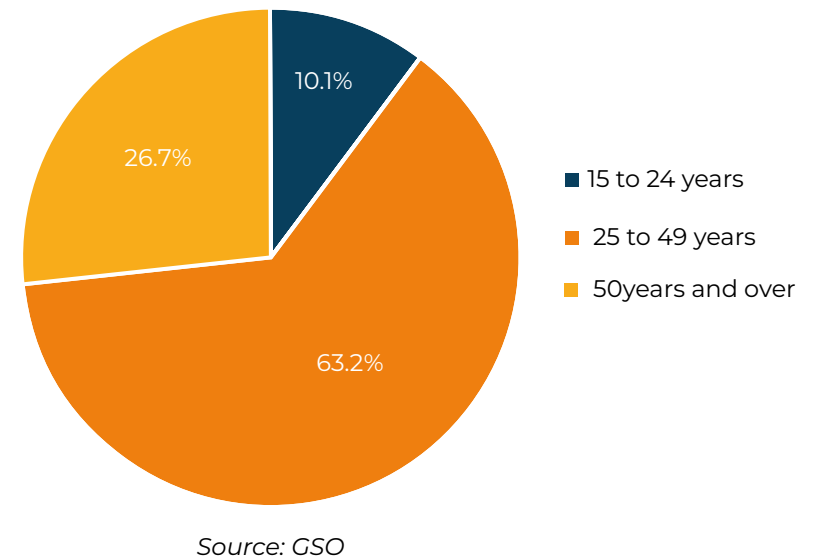
**➤ POPULATION AND LABOR**

In 2023, Vietnam’s average population reached 100.4 million people. The population growth rate is trending downward as the birth rate has decreased in most provinces in recent years. It is forecasted that by 2029, Vietnam’s population will be around 104.5 million, entering a phase of slowing population in the working-age group (66.6 million people). Among these, over 63% are aged 25 to 49, an age range characterized by work experience and strong professional skills.

**THE POPULATION FORECAST AND POPULATION GROWTH RATE OF VIETNAM, 2023 - 2064 (MILLION PEOPLE)**



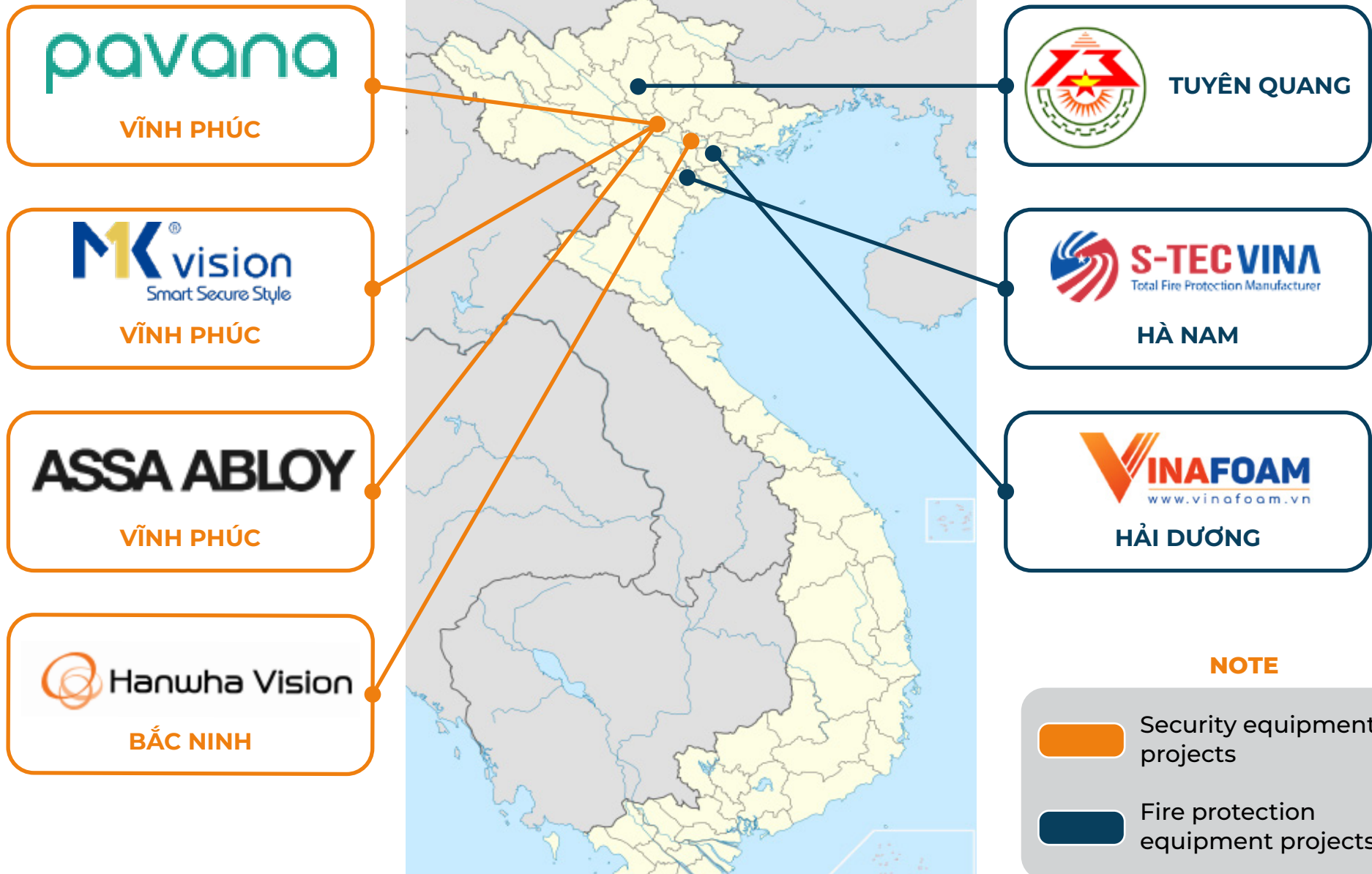
**LABOR FORCE SHARE, BY AGE GROUP, 2022**





**IV.**

**HIGHLIGHTED MANUFACTURING AND ASSEMBLY PROJECTS OF SECURITY AND FIRE PROTECTION EQUIPMENT**



## SOME TYPICAL PROJECTS



### 1. TEXTILE MANUFACTURING PLANT

- Investment type: DDI
- Location: Pho Noi A Industrial Park, Hung Yen, Vietnam
- P.E.B Contractor: PEB Steel Buildings Company Limited
- Contact: (+84) 908 883 531 | [marketing@pebsteel.com.vn](mailto:marketing@pebsteel.com.vn)

PROJECT NAME: TEXTILE MANUFACTURING PLANT



### 2. INSTANT COFFEE EXTENSION PLANT

- Investment type: FDI
- Location: Cu Kuin Industrial Cluster, Dak Lak, Vietnam
- P.E.B Contractor: PEB Steel Buildings Company Limited
- Contact: (+84) 908 883 531 | [marketing@pebsteel.com.vn](mailto:marketing@pebsteel.com.vn)

PROJECT NAME: INSTANT COFFEE EXTENSION PLANT



PROJECT NAME: BROTEX COLOR YARN FACTORY

### 3. BROTEX COLOR YARN FACTORY

- Location: Tay Ninh, Vietnam
- Scale: 1,180,642 m2
- Industry: Textile
- Customer: Brotex - China
- Scope of work: Design, Production & Installation
- Contact: +84 28 3926 0666 | sales@atad.vn



PROJECT NAME: LONGWELL GARMENT HOUSE

### 4. LONGWELL GARMENT HOUSE

- Location: Dau Giay Industrial Park, Dong Nai
- Scale: 120,000 m2 - 7,300 tons
- Industry: Shoe Manufacturing
- Scope of work: Design, Production & Installation
- Contact: +84 28 3926 0666 | sales@atad.vn



## 5. GOERTEK VINA FACTORY

- Location: Nghe An
- Investor: GOERTEK VINA LLC
- Materials: COLORBOND® (wall) & ZINCALUME® (roof)
- Contact: (+84) 28 3821 0066 | colorbond@bluescope.com.vn

PROJECT NAME: GOERTEK VINA FACTORY



## 6. ELECTRICAL CABLE MANUFACTURING FACTORY

- Location: Hung Yen
- Investor: KOREAN ELECTRICAL EQUIPMENT JOINT STOCK COMPANY
- Material: ZINCALUME® (roof)
- Solution: LYSAGHT® KLIP-LOK® OPTIMA™ (roof)
- Contact: (+84) 28 3821 0066 | colorbond@bluescope.com.vn

PROJECT NAME: ELECTRICAL CABLE MANUFACTURING FACTORY



V.

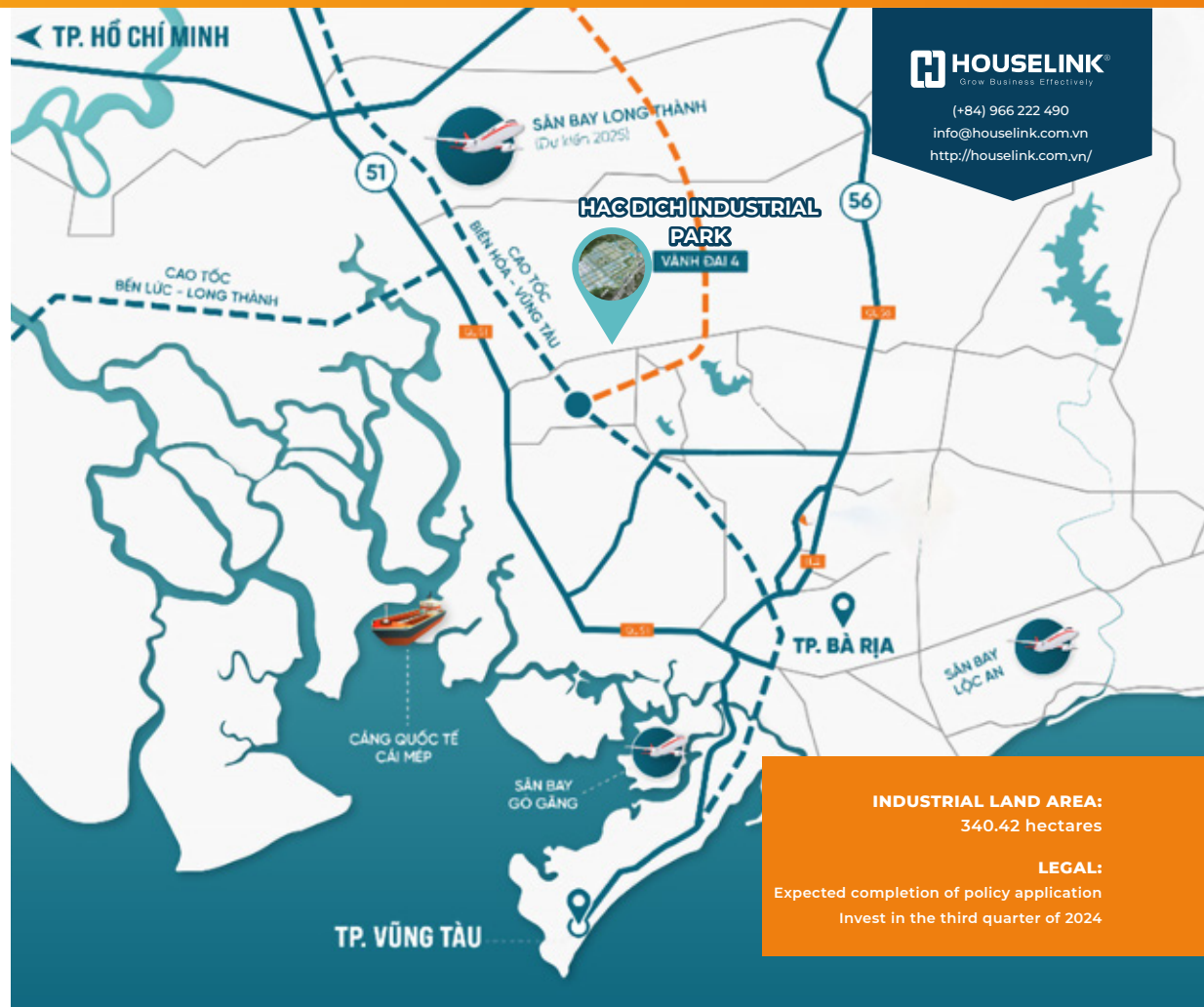
# EXPLORING INVESTMENT POTENTIAL IN SOUTHERN KEY ECONOMIC REGION



**HAC DICH INDUSTRIAL PARK, BA RIA - VUNG TAU PROVINCE**

Ba Ria-Vung Tau is a province with a strategic connection position of the Southeast subregion of the southern key economic region. Hac Dich Industrial Park with an area of up to 450 hectares is about to come into operation. It is an industrial park oriented towards high-tech development with a particularly convenient connection location, very close to seaports, river ports, airports, easy access to the city Ho Chi Minh.

In addition to benefiting from a convenient location, Hac Dich Industrial Park has modern administrative and service subdivision planning and amenities such as spacious parking, product introduction center space, and teaching center. Professional, cultural facilities and services for personnel working in the area will create a perfect experience for Investors.



**INDUSTRIAL LAND AREA:**  
340.42 hectares

**LEGAL:**  
Expected completion of policy application  
Invest in the third quarter of 2024

**GEOGRAPHIC LOCATION ADVANTAGE**

- Distance from Cai Mep inter-port area: ~23km.
- Distance from Long Thanh airport: ~10km.
- Distance from Can Gio seaport: ~40km.
- Distance from Ho Chi Minh City: ~60km.

**AREAS THAT ATTRACT INVESTMENT**

- High-tech industries.
- Medical and health equipment
- Pharmaceuticals - Biotechnology.
- Processing and assembling electronic components.
- High-tech industry - Logistics.

## The report is sponsored by



ATAD STEEL STRUCTURE CORPORATION



NS BLUESCOPE VIETNAM LIMITED



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