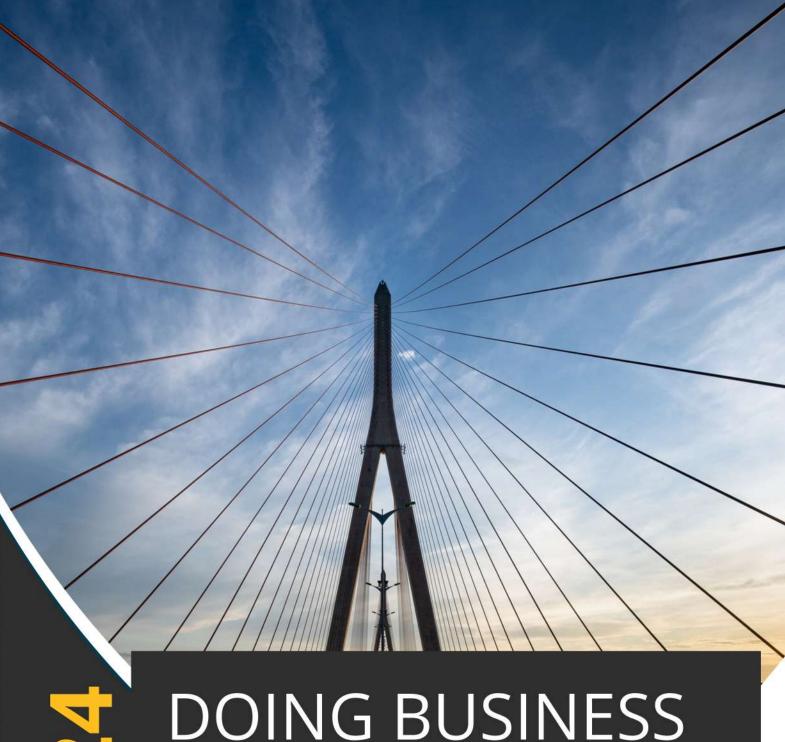


CAN THO EXPORT PROCESSING AND INDUSTRIAL ZONES AUTHORITIES



DOING BUSINESS IN CAN THO CITY

A reference guide to entry into Can Tho City



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CHAPTER 1. OVERVIEW OF VIETNAM'S ECONOMY



1.1. Statistics on Key Economic Indicators

After the COVID-19 pandemic, Vietnam's economy showed strong recovery thanks to effective policies and reopening robust export performance. However, challenges remain, including inflationary pressures, weakening global demand, slow public investment disbursement, and the need for institutional reform. While services and manufacturing sectors rebounded well, industries like real estate and finance faced difficulties. Vietnam is now shifting toward a more resilient and sustainable growth model in response to global uncertainties.

Vietnam GDP growth in 2022

8.02%

the strongest performance since 2011

CPI was kept stable despite global price volatility.

< 3.5% - Q4/2023

FDI disbursement in 2024

25,35 Billion USD

Vietnam hit a new record in FDI disbursement last year.



VIETNAM'S OVERVIEW

"A Dynamic Country at the Heart of ASEAN - Key Figures 2024"





Capital City **Hanoi**

Total Population

+101.1 millions

Population Density

305 persons/km²

Provinces/Municipalities

63

Coastline

3,260 km²





Hanoi The capital of Vietnam and the nation's political and administrative center.

Hai Phong 🥻

A major port city and an industrial and logistics center in the North.

Paracel Isla

Da Nang

The economic, educational, and tourism center of Central Vietnam.

Thua Thien Hue

lly-administered

Recently upgraded to a centrally-administered city in 2024, known as a cultural, historical, and tourism center in Central Vietnam.

Truong Sa Spratly Islands

Ho Chi Minh Cty

The country's largest economic and financial hub.



Can Tho

The economic and educational heart of the Mekong Delta region.



2024 Vietnam's economy 05

KEY ECONOMIC INDICATORS IN 2024



GDP

USD 476.3 Billion

+7.09 YoY



GDP per captita

USD 4,700

Source: GSO



Inflation

3.63%

Source: GSO



Newly registed enterprises

157,200

-1.4% YoY

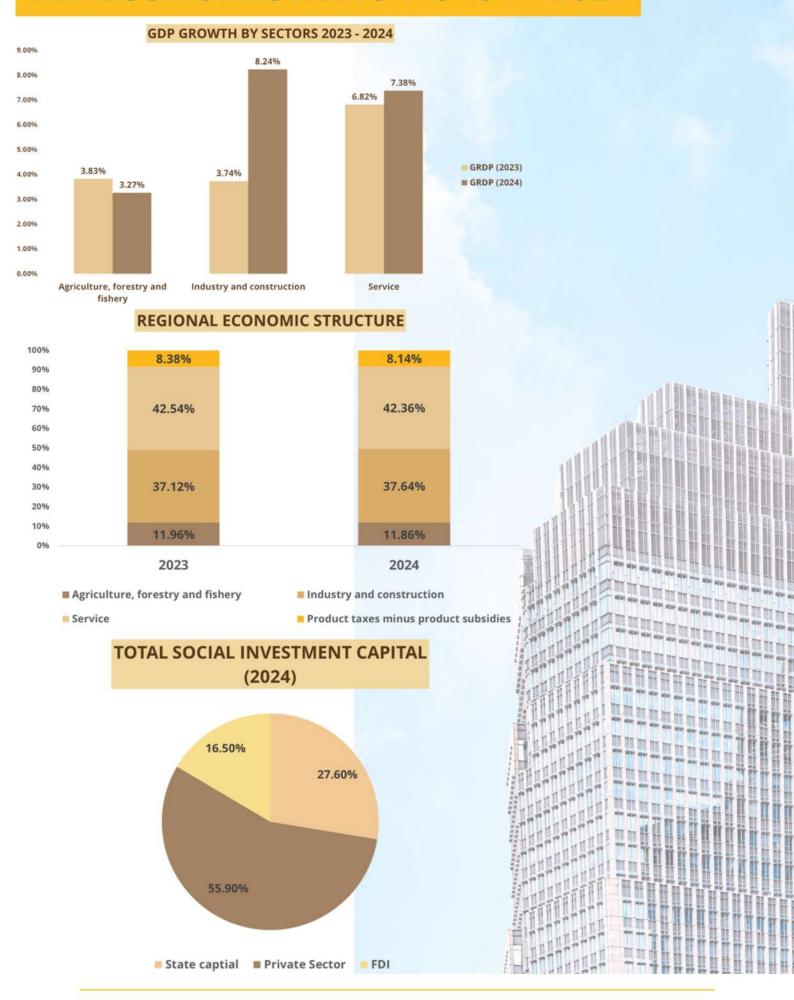


Total registed Capital

USD 62 Billion



KEY ECONOMIC INDICATORS IN 2024



2024 Vietnam's economy 06



LABOUR FORCE

+53M

+ 1.1% YoY



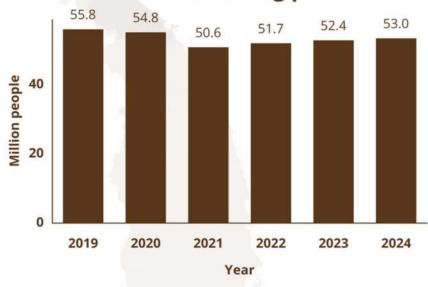
575,400

increased due to 2023

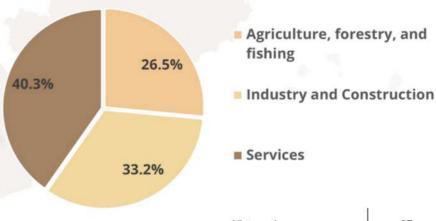
Vietnam's labour force aged 15 and over in 2024 was 53 million persons, an increase of 575.4 thousand compared to 2023. The labour force participation rate was 68.9%, unchanged from the previous year.



Labour force during period



LABOR FORCE BY ECONOMIC SECTOR



TRADE BALANCE

USD Billion





IMPORT

380.76



EXPORT

405.53

▲ 14.3% YoY



08

24.77

144.02 China USA 119.50 Korea (55.93 China 61.21 **Trade** partners ASEAN (EU 47.06 51.72 ASEAN Ta<mark>iwan ⁴</mark> 22.74 36.88 **()** Korea Ja<mark>pan</mark> 21.59 25.62

2024 Vietnam's economy

1.2. Industrial Park Statistics in Vietnam





♠ Vietnam - Singapore Industrial Park

VSIP - The leading integrated Township & Industrial Park developer in Vietnam

Vietnam Singapore Industrial Park (VSIP) is a successful joint venture between Vietnam and Singapore, established in 1996 with its first project in Binh Duong. Since then, VSIP has expanded to several provinces, including Bac Ninh, Hai Phong, Quang Ngai, and Can Tho. These industrial parks have attracted significant FDI, created jobs, and promoted local economic transformation. With its integrated model of industry, urban development, and services, VSIP stands as a symbol of modern and sustainable industrial growth in Vietnam.

14 PROVINCES

30 COUNTRIES & TERRITORIES

880 TENANTS

12,000 HECTARES OF LANDS

\$128.37 million

NET PROFIT IN 2024

93% YoY

NET PROFIT GROWTH

\$15 billion

INVESTMENT CAPITAL FROM TENANTS

250,000

PERSONNEL EMPLOYED BY TENANTS







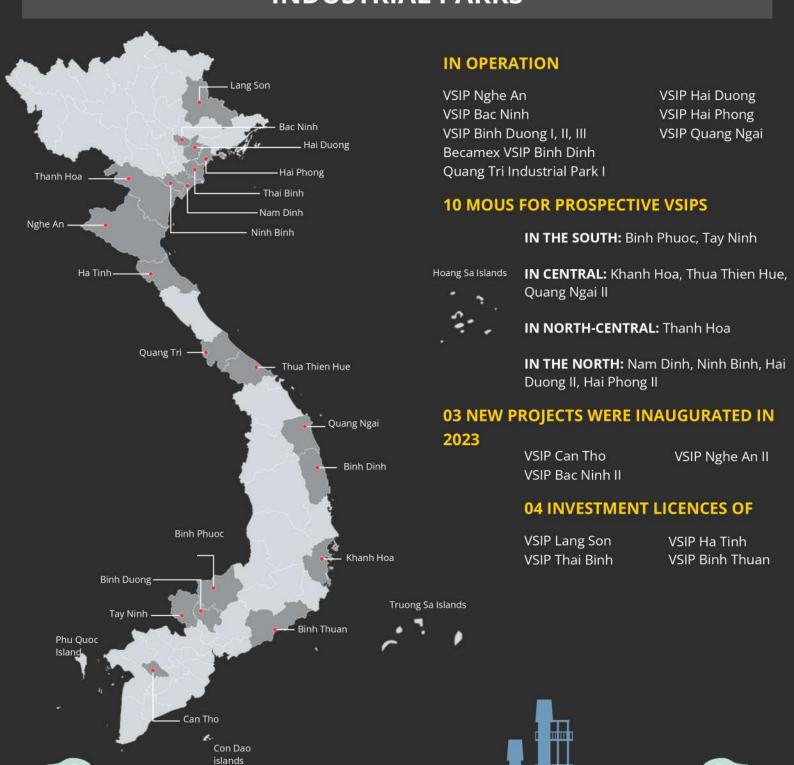


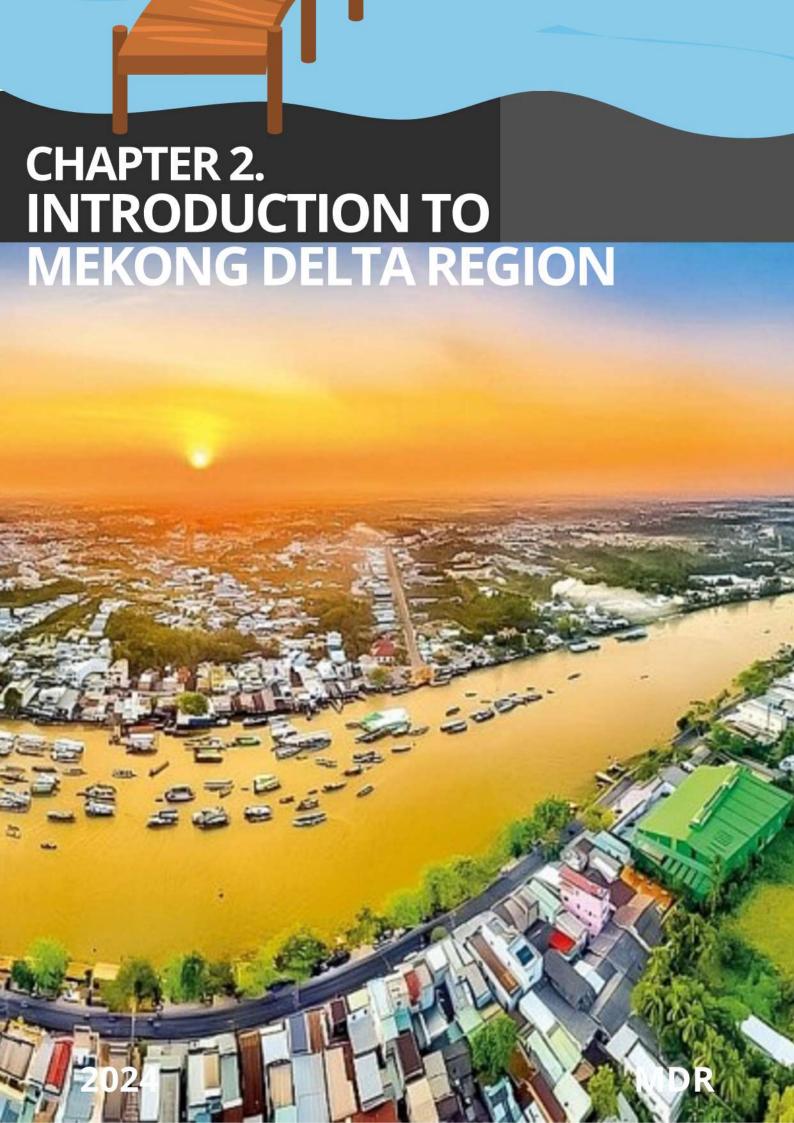


VIETNAM AND SINGAPORE



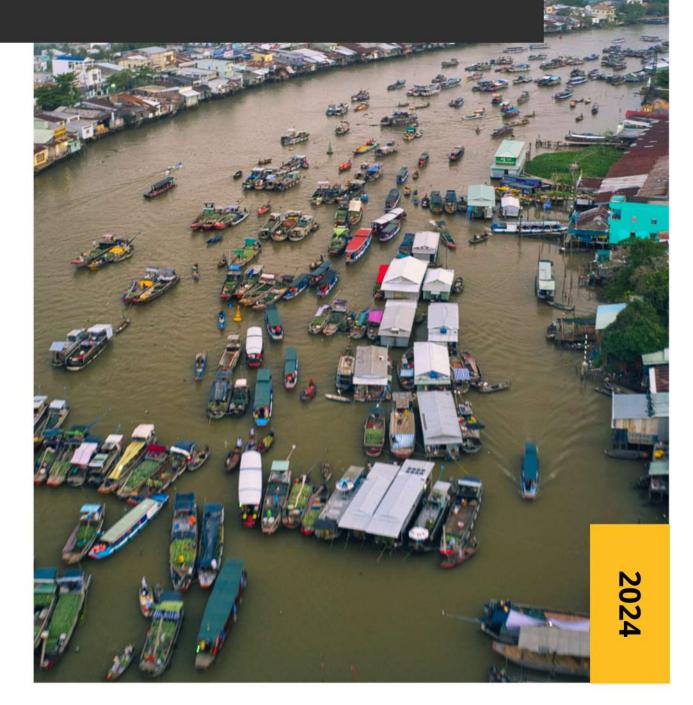
DEEPEN COLLABORATION ON SMART AND SUSTAINABLE INDUSTRIAL PARKS





2.1. Key economic indicators of the Mekong Delta Region

Overview of Key Economic Indicators of the Mekong Delta Region



Investment handbook Mekong Delta Region

Geographical Location



A Brief Story About Mekong Delta Region

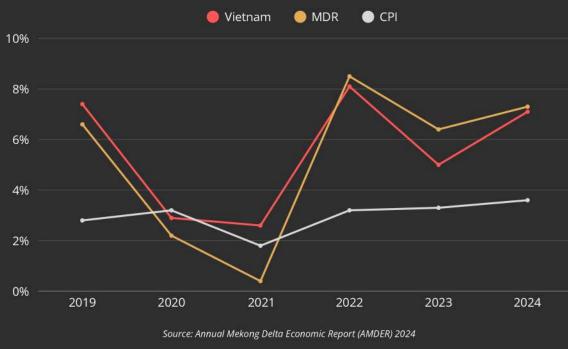
The Mekong Delta, located in southern Vietnam, is where the Mekong River reaches the sea, splitting into nine branches-hence its name "Cửu Long" or "Nine Dragons." Known as the nation's agricultural powerhouse, it plays a vital role in rice, fruit, and seafood production. Life in the region revolves around rivers and canals, with floating markets and boat-based transport being distinctive cultural features. Despite its richness, the delta faces growing threats from climate change, saltwater intrusion, and erosion. Yet, it remains a symbol of resilience, deeply rooted traditions, and the harmony between people and nature.





Overview of GDP, GRDP and CPI in the Mekong Delta during period 2019-2024

MDR experienced a steep decline in 2020–2021, hitting the lowest point in 2021, then sharply rebounded in 2022 and remained stable. In comparison, Vietnam's GDP showed a similar trend, while CPI gradually increased.



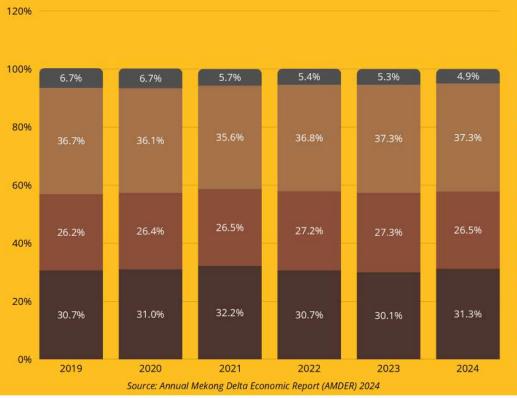
Regional economic structure of MDR period 2019 - 2024



Sector II (Industry and construction)

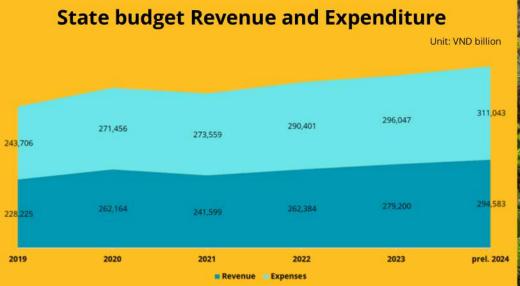
Sector III (Service)

Taxes – Subsidies





14



Source: Annual Mekong Delta Economic Report (AMDER) 2024

Budget revenue and expenditure in the Mekong Delta steadily increased from 2019 to 2023. Throughout the period, expenditure consistently exceeded revenue, indicating the region's reliance on central budget support and the government's prioritization of development investment.



FDI capital in the Mekong Delta Region

Unit: USD million



~2,100

Total cumulative registered capital

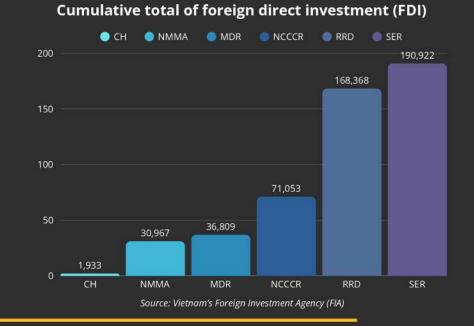
USD 36.81 billion

Project atrraction in 2024

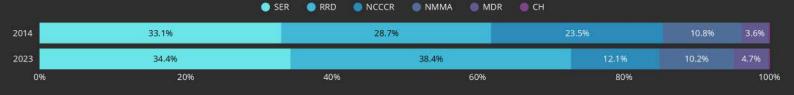
142

Project atrraction in 2024

USD 759 millions



FDI Investment Proportion by Vietnam's Six Socio-Economic Regions

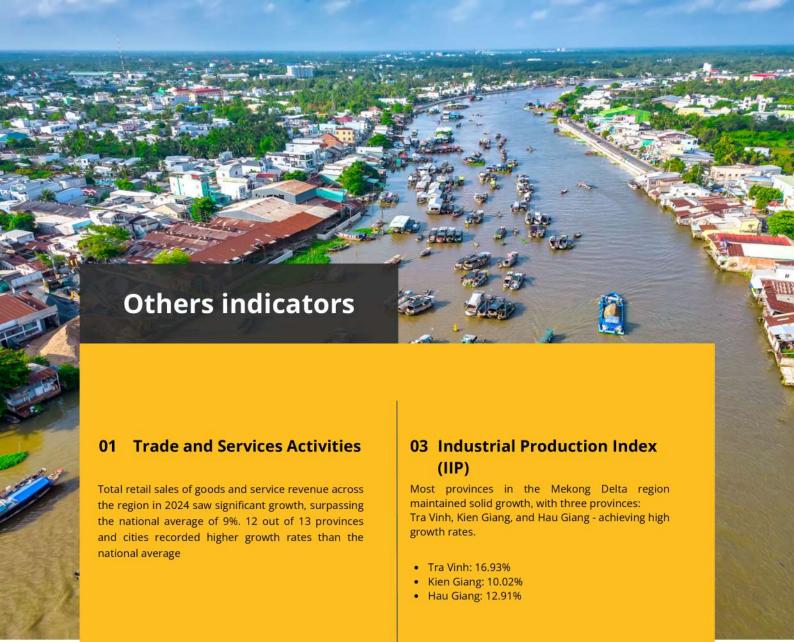


Source: Annual Mekong Delta Economic Report (AMDER) 2024

IMPORT - EXPORT

In recent years, the Mekong Delta has emerged as a dynamic export hub, especially in staple commodities like rice, seafood, and tropical fruits. By 2024, the region recorded an export turnover of over USD 28 billion and achieved a trade surplus of USD 14.3 billion. Among the top performers, Long An and Tien Giang stood out, playing a pivotal role in driving the region's export growth.





02 Public Investment Disbursement

As of December 31, 2024, the total disbursed public investment in the region reached VND 64.586 trillion, accounting for 72.13% of the allocated plan (VND 89.544 trillion), surpassing the national average of 70.24%.

Source: Conference Documents - Mekong Delta Regional Coordination Council - 5th Meeting

04 Poverty Reduction

The multidimensional poverty rate in the region decreased to 4.15%, lower than the national average of 5.71%.

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2.2 Overview of Industrial Parks in the Mekong Delta



Current Development of Industrial Parks

Currently, the Mekong Delta has over 90 industrial parks and clusters, mainly concentrated in Long An, Tien Giang, Can Tho, An Giang, Dong Thap, Tra Vinh, Hau Giang, and Kien Giang.

Some provinces with a significant number of industrial parks include:

Long An	Can Tho	Tien Giang, An Giang,Dong Thap
The province with the highest number of IPs in the region, with over 30 industrial parks.	Home to major IPs such as Tra Noc IP, Hung phu IP, etc.	Specializing in agricultural and seafood processing industrial parks.

Investment Attraction and Growth Opportunities



Industrial parks in the Mekong Delta are increasingly attracting foreign direct investment (FDI) from Japan, South Korea, Taiwan, and other countries.

The government is promoting sustainable and environmentally friendly industrial park development by:





Enhancing

Enhancing infrastructure investments, especially in transportation, to improve connectivity between the Mekong Delta, Ho Chi Minh City, and neighboring regions.



Encourage

Encouraging high-tech and green industrial development to increase competitiveness.



Transforming

Transforming Industrial Parks into Eco-Industrial, Smart, and High-Tech Parks



Strengths

- Abundant raw materials from agriculture and aquaculture.
- Lower labor costs compared to the Southeastern region.
- Ports and logistics systems are being strongly developed.

Weaknesses



- Inconsistent transportation infrastructure.
- Climate change and saltwater intrusion affecting production.
- Limited high-tech industries.





Opportunities



- Transition to sustainable agriculture and adoption of high-tech farming.
- Significant investment in transportation and logistics infrastructure.
- · Development of renewable energy (wind, solar, biomass).
- Expansion of export markets through free trade agreements (FTAs).
- Leveraging the potential for eco-tourism and cultural tourism.

Threats /



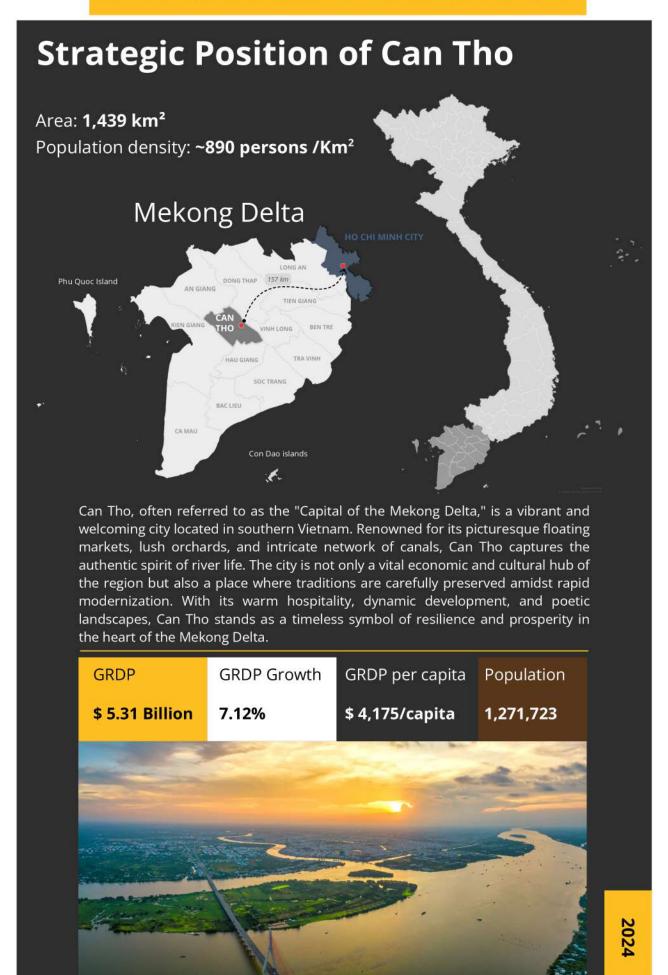
- Increasing severity of climate change (saline intrusion, loss of arable land).
- Intensified competition in agricultural exports.
- Volatility in input and logistics costs.
- Risks of outbreaks in agriculture and aquaculture sectors.
- Shortage of freshwater due to changes in Mekong River flow.



CHAPTER 3. INTRODUCTION TO CAN THO CITY



3.1. CAN THO OVERVIEW



Key economic indicators

Socio-economic Situation

Can Tho is undergoing economic restructuring, with a gradual shift toward industry and services, while the share of agriculture is decreasing. However, the transformation remains slower than required for development.



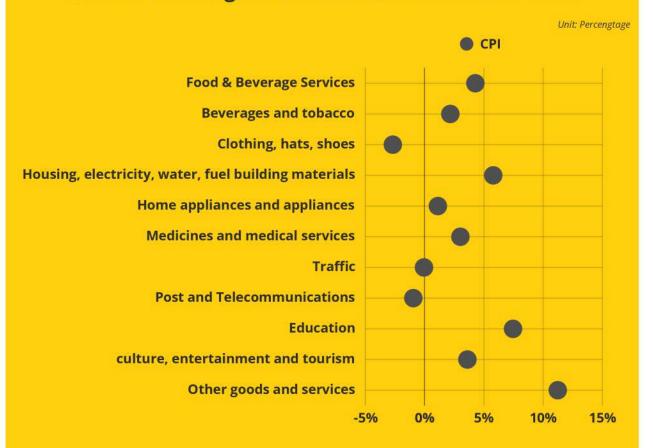
GRDP Proportion by sectors in 2024



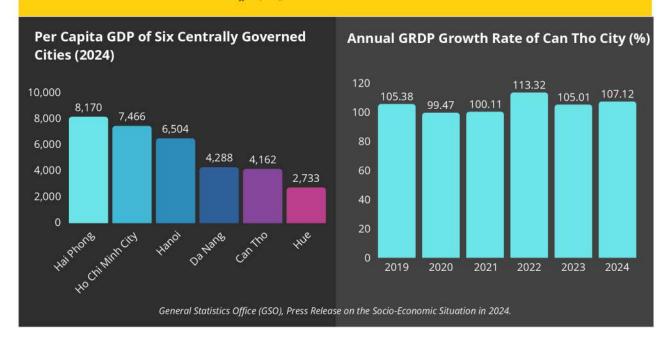
Can Tho City

Performance Dashboard

Can Tho's Average Price Index as of December 2024.



General Statistics Office (GSO), Press Release on the Socio-Economic Situation in 2024.



General Economic Information



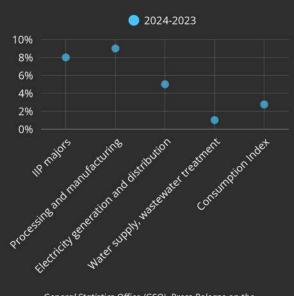
Agriculture	2024	2024 - 2023
Rice planting area	212,614	-1.67%
Rice production	1,339,037	-1.70%
Area of fruit trees	26,100	4.10%
Area of other annual plants	14,891	-4%

	Unit: offspring		
Livestock	2024	2024 - 2023	
Rice planting area	253	-3.07%	
• Cows	3,774	16.7%	
• Pigs	131,767	1.46%	
Poultry	2,449,000	-1.18%	

Fisheries	2024	2024 - 2023
Seafood production	267.52	4.9%
Farming	259.36	4.91%
Harness	5	4.44%

Industry

Group of Industrial Indicators in Can Tho City



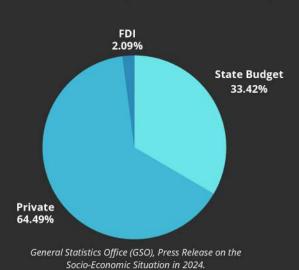
General Statistics Office (GSO), Press Release on the Socio-Economic Situation in 2024.



Development Capital

Unit: Billion VND

Structure of Development Investment Capital



State budget

10,044 -11.08% YoY

Private

19,383 +31.30% YoY

2

m

FDI

627 -74.6% YoY

Σ

Total

30,054 +5.35% YoY

Business situation

Enterprises in Can Tho City continue to face many challenges.

In Can Tho City, business activity showed positive dynamics with 1,800 newly registered enterprises (up 5.60%) and 400 enterprises resuming operations (up 7.82%). However, challenges remain as 909 enterprises temporarily suspended operations (up 27.82%), while the number of enterprises dissolved decreased by 17%.



₹ Newly registered enterprises +1,800 ▲5.6%

Enterprises resume operations
400 47.8%

Enterprises to be dissolved

195 • 17%



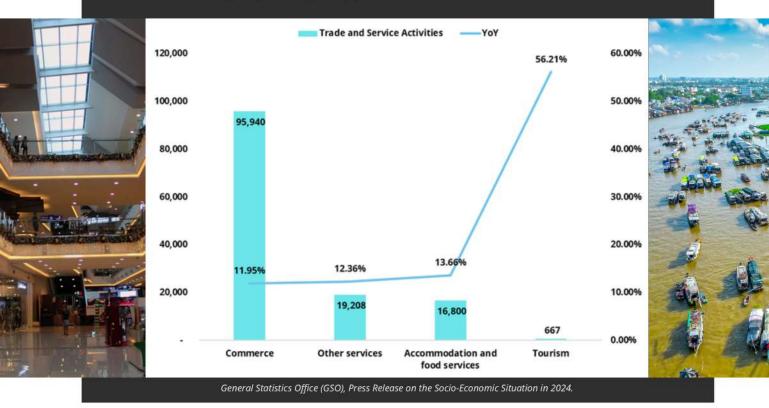
Can Tho City

28

Trade and Service Activities

Commerce continues to hold a key position

The chart of Can Tho's trade and service activities suggests a promising outlook. While commerce remains the backbone with the largest value, the sharp 56.21% surge in tourism signals a potential growth driver ahead. If current trends continue, tourism is likely to become a key pillar of the city's service economy, complementing steady gains in commerce and other services.



Labour Workforce

Average income per capita per year (USD)

3,031

640,560

A13.75%

Number of employed persons aged 15 and above

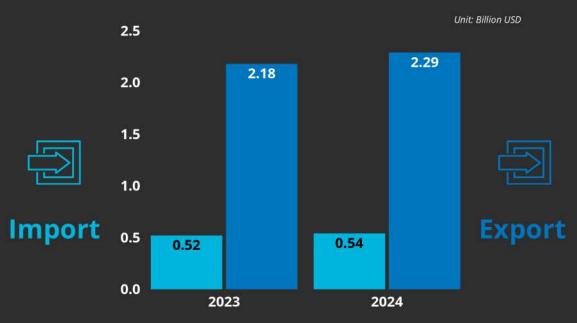
Number of employed persons aged 15 and above

15 and above

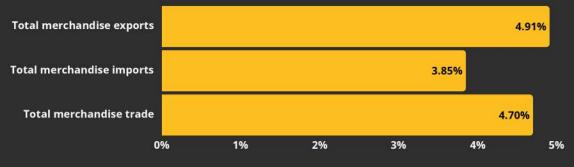
A3.15%

Import - Export

Can Tho City's Export and Import in 2024



Compared to 2023 (YoY)



General Statistics Office (GSO), Press Release on the Socio-Economic Situation in 2024.



In conclusion, Can Tho City's external trade in 2024 demonstrated stable growth, with exports continuing to play a pivotal role in driving the local economy. The positive trade balance and steady expansion in merchandise trade turnover underscore the city's capacity to sustain its position as a key export center in the Mekong Delta.

The foreign currency revenue from services

increasing by

USD 541.67 million

3.55%YoY



Port, Airport, and Transportation Infrastructure



The Current Status of Can Tho.

Can Tho is recognized as the logistics hub of the Mekong Delta, featuring a comprehensive transportation network, including ports, an international airport, and regional connectivity infrastructure. This strategic positioning enhances trade, investment, and supply chain efficiency across the region.

Seaport:



Cái Cui Port: Capable of handling vessels up to 20,000 tons.

International Airport 🛪



Can Tho International Airport: Capacity of 3 million passengers per year.

Transportation Network



- Trung Luong My Thuan Can Tho Expressway (Completed)
- Châu Đốc Can Tho Soc Trang Expressway (Under construction)
- National Highway 1A, National Highway 91
- Can Tho Bridge: Connecting the Mekong Delta with Ho Chi Minh City and other southwestern provinces.

Future Development Orientation of Can Tho

Can Tho's Development Orientation

Can Tho is planned to become the economic and financial center, logistics hub, industrial processing zone, high-tech agriculture zone, science and technology hub, and green urban area of the Mekong Delta. The city's development strategy for 2030, with a vision toward 2045, focuses on economic growth, infrastructure expansion, investment attraction, industrial development, and urbanization.







Can Tho City

Economic Development Orientation



2023

Decision No. 1519/QĐ-TTg – Approval of the Master Plan for Can Tho City for the 2021–2030 Period, with a Vision to 2050.

2025

- Complete key transportation projects: ring roads and expressways.
- Establish an initial regional logistics hub.
- Accelerate the development of industrial parks and high-tech zones.

• 2030

- Elevate Can Tho to a "special-class" urban center (the most prominent in the Southwest region).
- Basically complete the intra-city and regional transportation system.
- Achieve an urbanization rate of over 80%.

2050

- Transform Can Tho into an eco-friendly, civilized, and modern city.
- Become the financial, commercial, and high-end service center of the Mekong Delta.
- Develop a sustainable economy based on high technology, smart agriculture, and ecotourism.

Infrastructure and Transportation Development





Logistics Development Orientation

- Establishing an air logistics center linked to Can Tho International Airport.
- Developing waterway logistics hubs connected to Cai Cui Port,
 Tra Noc Port, and Thot Not Port.
- Integrating road, waterway, and air transport to reduce logistics costs for businesses.



Key Transportation Projects

- North-South Expressway (Can Tho Ca Mau section): Completion by 2026.
- Châu Doc Can Tho Soc Trang Expressway: Implementation from 2022 - 2027.
- Cái Cui Port and Hậu River port system upgrade project.
- Expansion of Can Tho International Airport, increasing capacity to 5 million passengers per year by 2030.
- Dinh An channel project, enabling larger vessels to access Can Tho Port.

Can Tho City 3

Investment Attraction Strategy

How can Can Tho attact the investors all over the world?

Can Tho focuses on attracting investments in industrial processing, high technology, logistics, smart urban development, and renewable energy.

Tax incentives 10%	Corporate income tax reduction to 10% for 15 years for high-tech and logistics enterprises.
Land lease incentives 5 to 15 years	of land lease reductions or exemptions for investments in green industrial parks.
Clean land fund Industrial Park	Expedited development of Vĩnh Thạnh Industrial Park (VSIP Can Tho), Ô Môn Industrial Park, and Thốt Nốt Industrial Park.
Financial and credit support Interest rate	Interest rate subsidies for high-tech and green manufacturing enterprises.



Can Tho City 35

Strategic Investors



Areas of Interest

Light industry manufacturing, mechanical engineering, transportation infrastructure

Notable projects

- Shoe manufacturing plant in Hung Phu 2B Industrial Park investment of USD 171 million, the largest FDI project in the Mekong Delta as of 2016.
- **Proposed investment in the road connecting National Highway 91** to the Southern Hau River Road improving regional transportation connectivity.



Areas of Interest Smart urban development, energy, processing industry.

Notable projects

- Can Tho Smart City Project total investment of approximately USD 29 million, with USD 28.4 million as non-refundable aid from IICA.
- O Mon IV Thermal Power Plant currently negotiating ODA loans from Japan



Areas of Interest

Industrial processing, building materials production, manufacturing, logistics, electronics.



Areas of Interest

High technology, electronics, high-tech agriculture.



Areas of Interest

Green technology, renewable energy, agricultural processing.



Areas of Interest

Processing industry, electronic component manufacturing.





3.2. VSIP Can Tho

As of now, industrial parks in Can Tho have

Area

- 257 active projects
- leasing 393.39 hectares of industrial land.

Total registered investment capital

USD 1.932 billion

Total implemented investment capital

USD 1.258 billion

65% of registered capital

Breakdown of Investment Sources

227 domestic investment projects

Registered capital

Implemented capital

USD 1.310 billion USD 811 million

29 FDI projects

Registered capital

Implemented capital

USD 612 million

USD 437.56 million

1 ODA-funded project

Implemented capital

USD 9.49 million

Economic and Social Impact

Over 45,000 jobs created

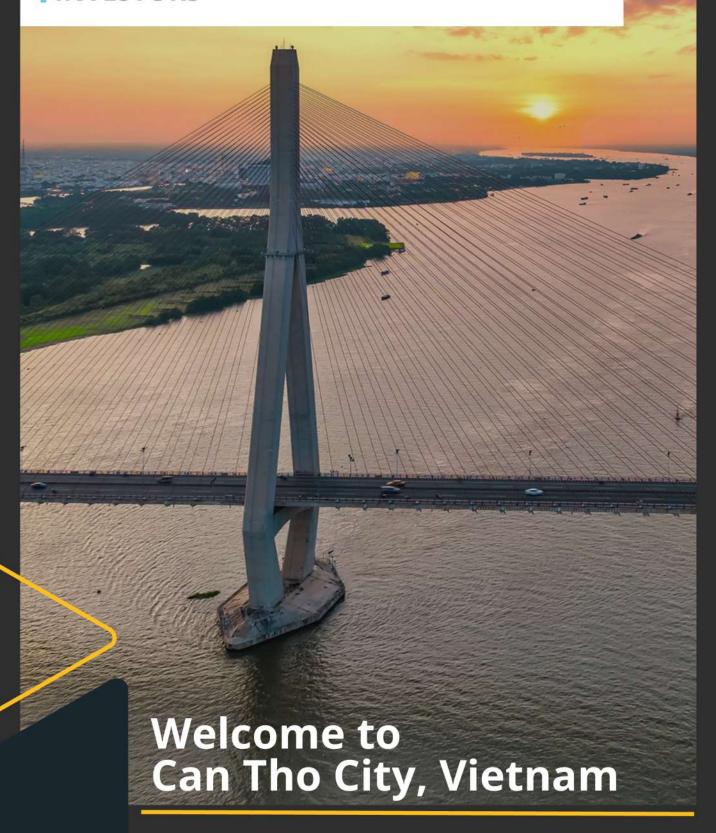
Annual tax contributions exceeding

USD 77.08 Billion

VSIP Can Tho

CHAPTER 4. HOW KPM SUPPORTS

INVESTORS

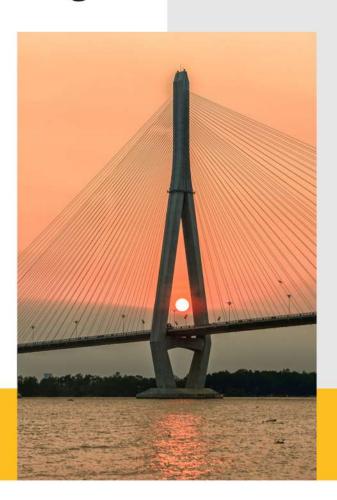


Our Services

4.1. New Business Establishment Consulting

Pre- and Post-Establishment Legal Support

- Industrial Park (IZ) Selection: Recommending IZs that align with business development strategies.
- Investment Sector Selection: Advising on industries with growth potential and incentives.
- Investment Timeline Planning: Assisting in project implementation scheduling.
- Investment Licensing Support: Helping obtain investment registration certificates.
- Construction Permit Support: Assisting in securing building permits.



M&A Consulting Aligned with Investment Strategy



Legal Due Diligence

Advising and supporting legal procedures related to business formation and operations.



Financial Due Diligence

including financial review, business valuation, and advisory on appropriate pricing.



Industry-based screening

Selecting companies operating in relevant industries.

How KPM supports

Our Services

4.2. Business Operations Consulting



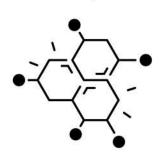
Developing internal policies and operational procedures tailored to industry requirements.

Financial and accounting system consulting to ensure compliance and efficiency.





Business restructuring advisory for growth and optimization.



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Procedure

Setting up a Business in Vietnam

Limited-liability company/ Joint-stock company

The provincial department of planning and investment (For projects located outside of industrial zones, export processing zones, high-tech zones and economic zones) The provincial industrial zone management authority or economic zone management authority (For projects located inside industrial zones, export processing zones, high-tech zones and economic zones)



Step 1

15 days



Investment Registration Certificate





The provincial department of planning and investment

03 days



Enterprise Registration Certificate

1 Representative office

The provincial department of industry and trade

07 days

Representative Office Licence







02.

Public-Private Partnership (PPP) project (such as BOT/BTO/BT project)

The investment agreement is signed with an "Authorised State Authority" ("ASA") The Ministry of Planning and Investment



Investment Registration Certificate



The project contract is signed with the relevant state body and the project company is set up in the form of a limited liability company or a joint stock company.





Legal Procedures & Responsible Authorities

Legal Procedure	Responsible Authority
1. Investment Registration	Can Tho Industrial Zone Management Board
2. Environmental Regulations	Can Tho Industrial Zone Management Board
3. Construction Permit	Can Tho Industrial Zone Management Board
4. Business Registration Certificate	Can Tho Department of Planning and Investment
5. Fire Safety Permit	Police Department
6. Labor Regulations	- Can Tho Industrial Zone Management Board (Workplace regulations & labor reporting) - Can Tho Department of Labor, War Invalids, and Social Affairs (Work Permit Issuance)
7. Visa & Temporary Residence for Foreigners	Immigration Department



Contact Information of Regulatory Agencies in Can Tho

Agency	Website	Email	Phone Number
Can Tho Industrial Zone Management Board	www.bqlkcnct.vn	bqlkcn@cantho.gov.vn	(0292) 3830 773
Department of Planning and Investment (DPI)	www.skhdtct.vn	skhdt@cantho.gov.vn	(0292) 3830 235
Department of Construction	www.sxdct.vn	sxd@cantho.gov.vn	(0292) 3820 335
Department of Natural Resources and Environment	www.stnmtct.vn	stnmt@cantho.gov.vn	(0292) 3822 751

How KPM supports

Thank You

We are ready to assist you

To empower clients with exceptional expertise and strategic insights in professional services. Through collaborative partnerships, customized solutions, and a commitment to excellence, we strive to help businesses optimize their financial performance, achieve compliance, and unlock their true growth potential.



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