



THEMATIC REPORT

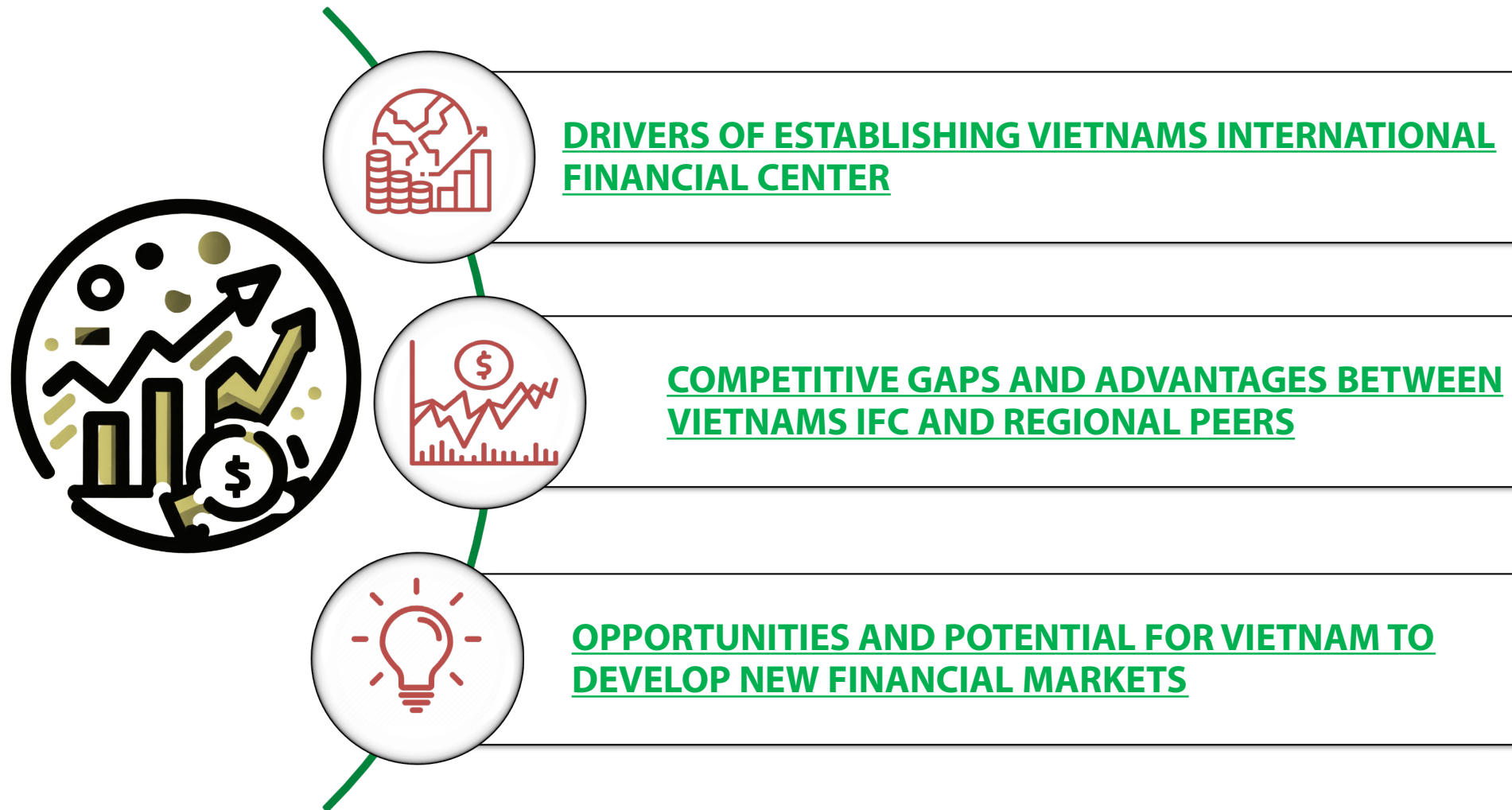
VIETNAM INTERNATIONAL FINANCIAL CENTER

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This report provides a foundational assessment of Vietnam's prospects to establish an international financial center (IFC). Our objectives are to map the current state of institutions and infrastructure, explain why Vietnam needs to accelerate IFC development, and benchmark Vietnam's competitive gaps versus regional peers. Building on this, we extend the lens to new policy aligned market segments that could differentiate Vietnam in the next cycle, helping investors identify opportunities and risks.

- **Part I shows Vietnam at the intersection of internal reform and external market opportunity.** Three priority workstreams, completing the legal framework and one stop mechanisms, upgrading digital and urban connectivity, and expanding the core product suite, are being advanced. Executed decisively, these can narrow the gap with regional centers and define Vietnam's unique position on the regional finance map.
- **Part II benchmarks Vietnam's IFC against regional financial centers.** The distance can compress quickly if Vietnam rolls out a true one stop regime for licensing and supervision, strengthens talent policies, and phases in new products under a prudent roadmap.
- **Part III examines new markets that can shape Vietnam's identity.** Fintech is a natural growth engine anchored in digital payments, personal finance, and alternative finance, supported by controlled sandboxes and a legal pathway for digital assets. Green finance is a differentiated wedge given sizable carbon credit potential from forestry, agriculture, and renewables, alongside the domestic carbon market initiative and international linkages. A commodity exchange is grounded in Vietnam's leadership in several key agriproducts, enabling the development of deliverable domestic contracts.

Vietnam's goal of achieving upper middle income status by 2045 is a key driver for establishing an international financial center. This imperative is pushing domestic institutional reforms and capital market restructuring to lower long term funding costs. Externally, Vietnam benefits from the regional reallocation of multinational enterprises and high net worth investors, alongside ASEAN's expanding trade network.

- **Policy and institutional framework.** Four flagship resolutions on science and innovation, next generation integration, institutional reform, and private sector development lay the foundation for a Doi Moi 2.0 phase. The National Assembly and Government have streamlined the apparatus and shortened procedures. Clear legal rules reduce operating risk and are essential for IFC operations.
- **Develop capital markets beyond bank credit.** Credit is high relative to the size of the economy. Equity and corporate bonds have risen over the past decade but remain modest, leaving room to rebalance capital structure and reduce dependence on banks. As stock and bond markets scale, the average cost of capital for firms will fall.
- **Geopolitics and capital relocation.** Hong Kong faces institutional uncertainty, while costs in Singapore are elevated, prompting MNCs and wealthy investors to seek partial alternatives. Vietnam offers a cost advantage and a large domestic market, sufficient to support a financial services ecosystem while remaining open to regional value chains.
- **Trade expansion and physical connectivity.** Vietnam ranks near the top of ASEAN in trade, has 16 free trade agreements, and sits on global shipping lanes. Priority seaport plans, Long Thanh airport, and the expressway network provide aviation and maritime connectivity that underpins trade finance, cross border payments, and cash management. Strong physical links are a prerequisite for scaling financial services sustainably.

Vietnam aims to reach **high income status by 2045**. To that end, Vietnam is advancing **4 policy pillars under Resolutions 57, 59, 66, and 68**, alongside three economy wide reform solutions to lift productivity and investment. International experience shows that economies achieving high income sustain investment above 30% of GDP and productivity growth above %. Vietnam's financial system remains overly reliant on bank credit. An international financial center is therefore essential to channel capital to the economy, rebalance funding sources, and reduce the cost of capital.

Resolutions 57

Breakthroughs in science, technology, and innovation

Resolutions 59

Strategic decisions on international integration in the new context

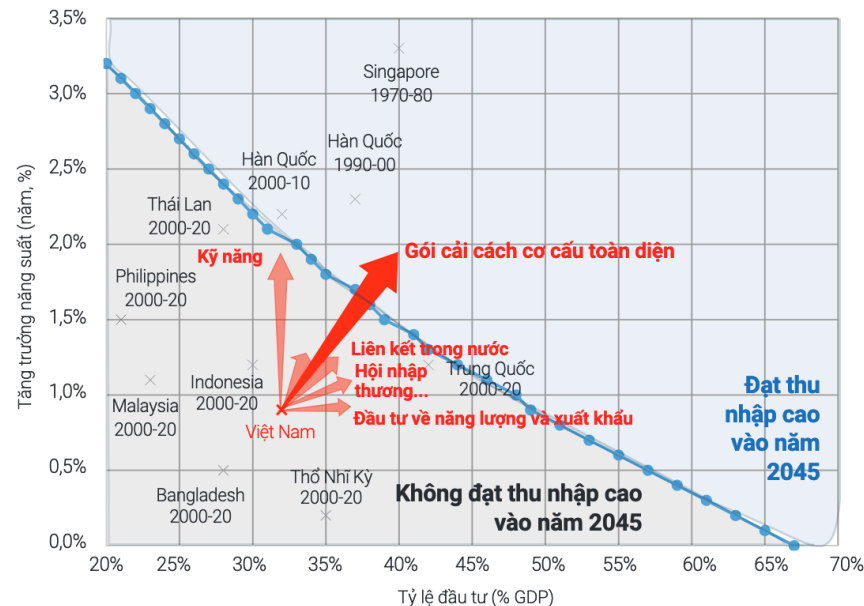
Resolutions 66

Institutional reform to build a modern, effective legal system

Resolutions 68

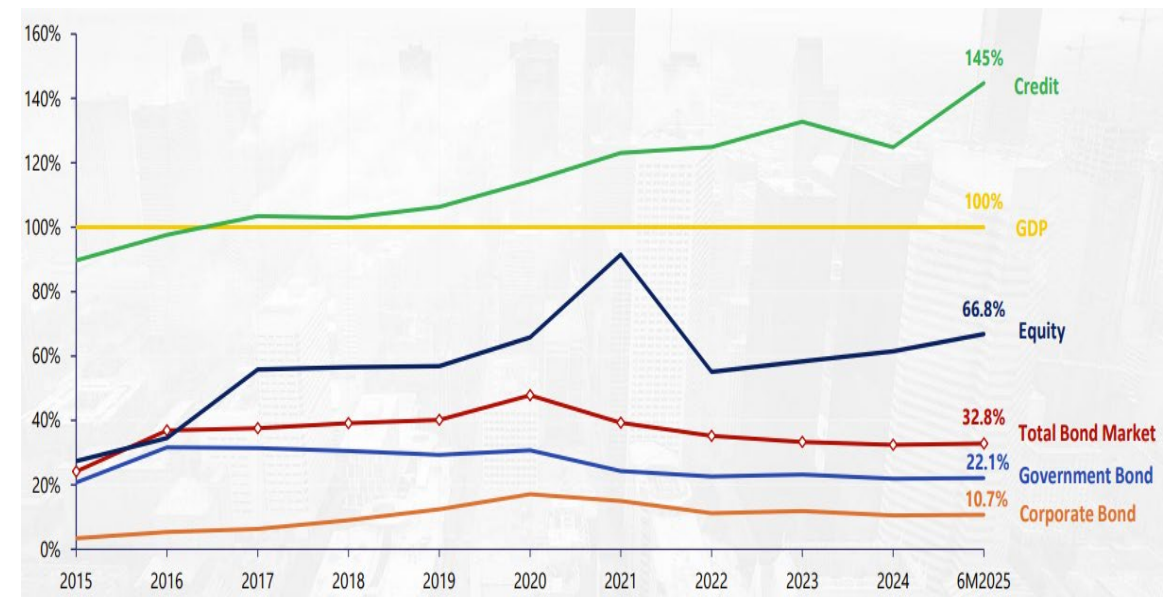
Develop the private sector as the primary engine of growth

Policies to reach high income status by 2045



Source: World Bank, RongViet Securities

Vietnam's financial system (% GDP)



Source: GSO, VBMA, RongViet Securities

From the 1980s to the 2000s, Hong Kong served as China's "capital gateway," while Singapore acted as the coordination hub for multinational corporations thanks to a stable legal environment. After the 2019 turmoil and the 2020 National Security Law¹, institutional risk in Hong Kong prompted many firms and high net worth individuals to consider relocating to Singapore and elsewhere. However, Singapore's operating costs are among the world's highest, creating demand for a partial alternative in the region to lower costs.

Regional contenders each have strengths but carry material risks:

- Thailand² long history of instability with coups in 2006 and 2014; political risk has risen again since 2025.
- Indonesia³ persistent political risk and policy uncertainty highlighted in recent reports.
- Philippines⁴ advantages in English proficiency and service labor, but archipelagic geography limits logistics; corruption and a less attractive macro base.
- Malaysia⁵ close to Singapore with competitive costs, yet exposed to political volatility, corruption concerns, and frequent government changes.

¹ <https://www.atlanticcouncil.org/in-depth-research-reports/report/fractured-foundations-assessing-risks-to-hong-kongs-business-environment/>

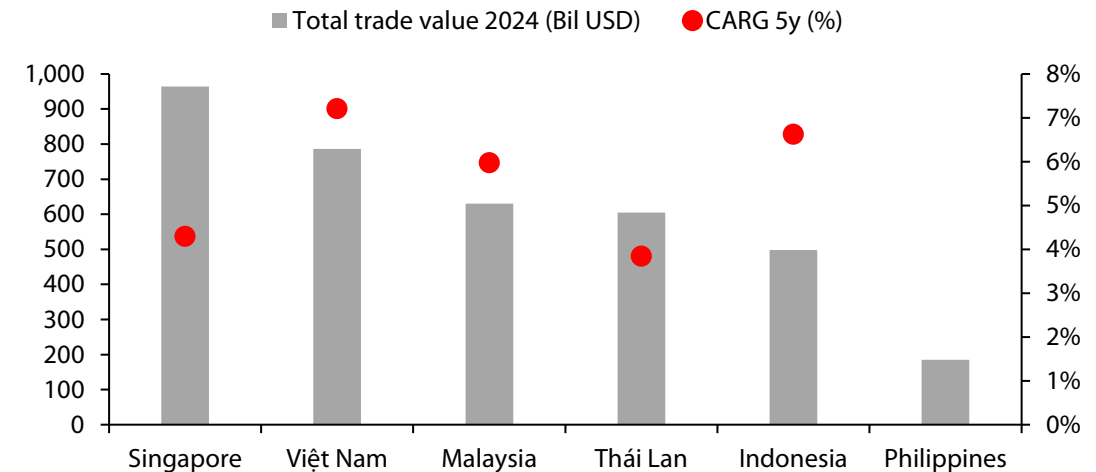
² <https://bti-project.org/en/reports/country-report/THA?>

³ <https://www.state.gov/report/custom/b8f100210d-2?>

⁴ <https://lpi.worldbank.org/index.php/international/scorecard/line/C/PHL/2023?>

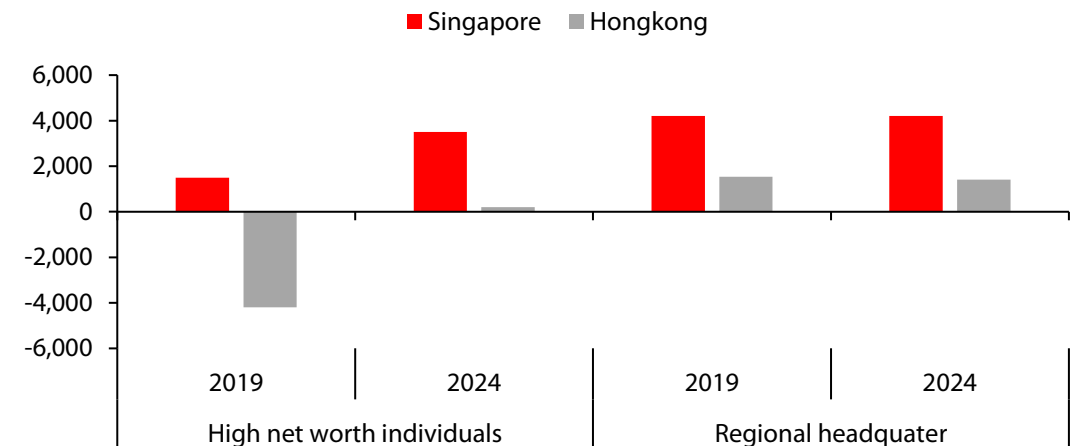
⁵ <https://transparency.org.my/pages/news-and-events/press-releases/corruption-perceptions-index-2024-2?>

ASEAN 6 total trade and 5 year average growth



Source: WTO, RongViet Securities

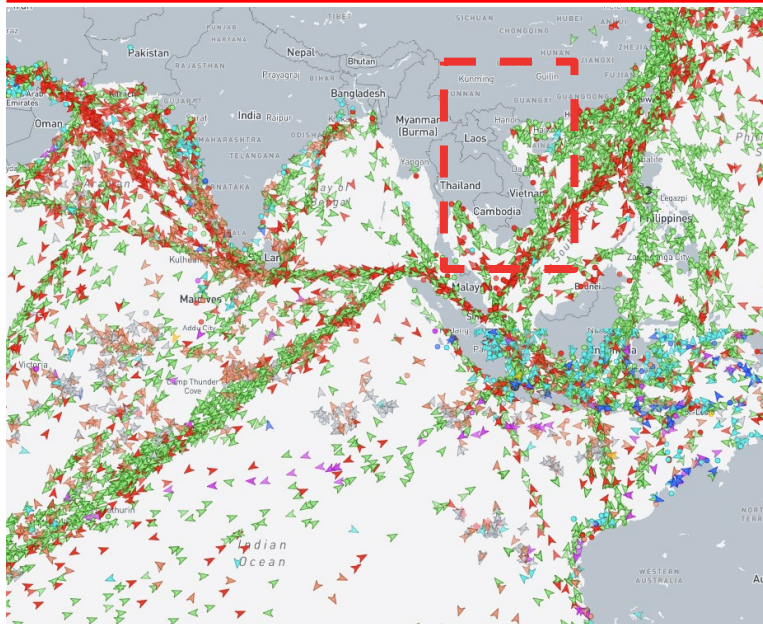
Net millionaire migration and regional headquarters of MNCs



Source: Henley, C&SD, JLL, RongViet Securities

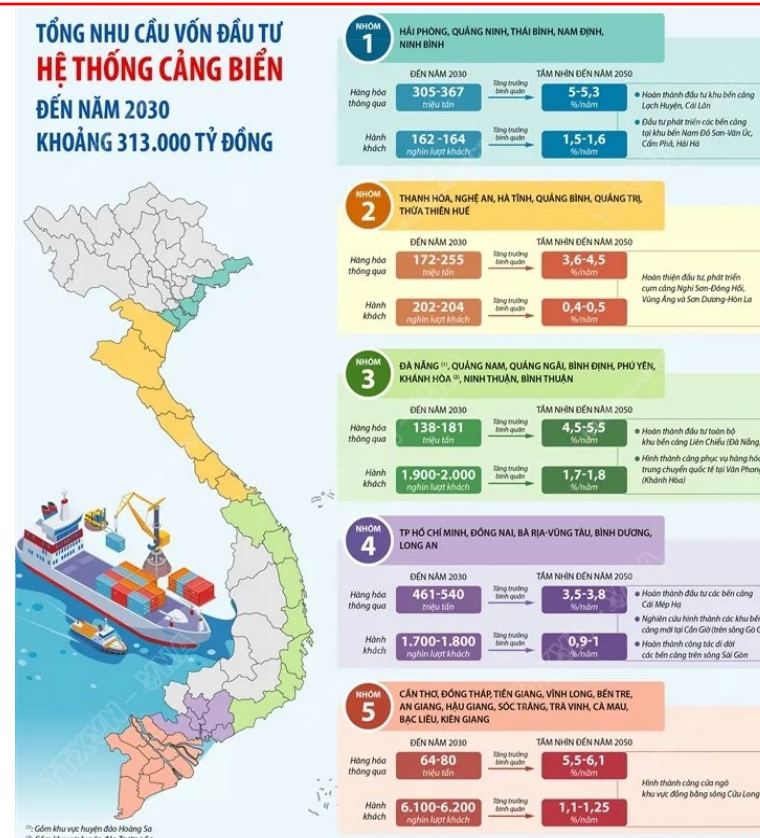
Vietnam's **total trade** reached 786.29 billion USD in 2024, **ranking 2nd in ASEAN** for goods trade after Singapore. The country has signed 16 FTAs, creating a broad network of tariff preferences and rules of origin. **The national seaport plan under Decision 1579** prioritizes the Lach Huyen, Cai Mep Thi Vai, and Van Phong clusters to meet international standards, while major airports Tan Son Nhat and Long Thanh are being upgraded to strengthen transshipment capacity and hinterland connectivity, laying the groundwork for integrated logistics and trade finance services. In June 2025, Vietnam announced a pilot free trade zone in Da Nang, establishing a priority customs corridor for transshipment, contract manufacturing and packaging, trade finance, and value added services. This is the missing piece to elevate Vietnam's role in the regional finance and trade center network.

Vietnam sits on major global shipping lanes



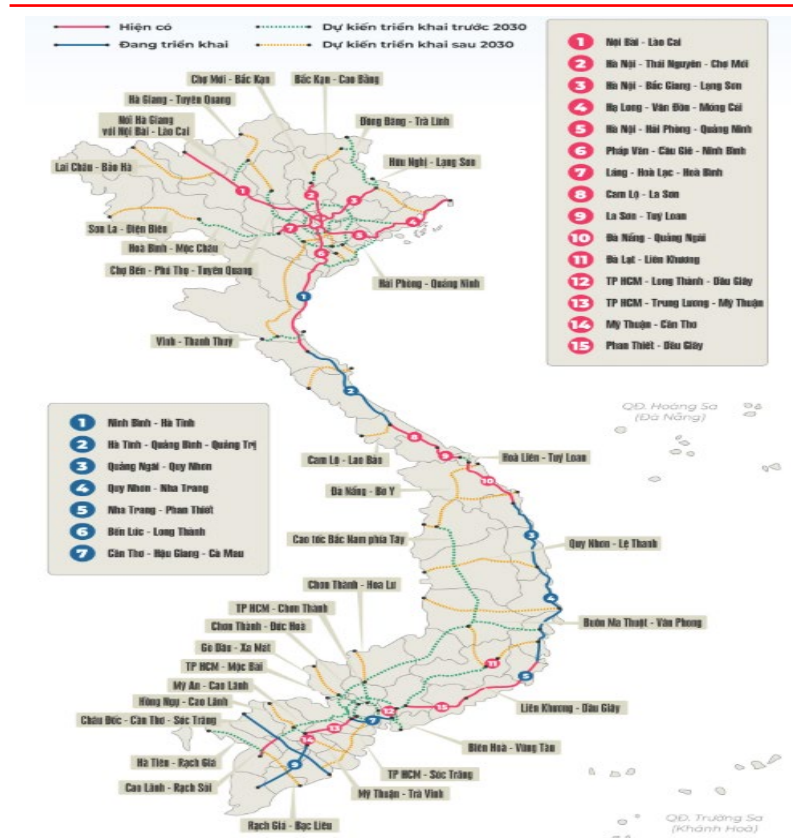
Source: Marine traffic, RongViet Securities

National seaport system to 2030



Source: TTXVN, RongViet Securities

Expressway network from 2030 onward



Source: Labor Newspaper, RongViet Securities

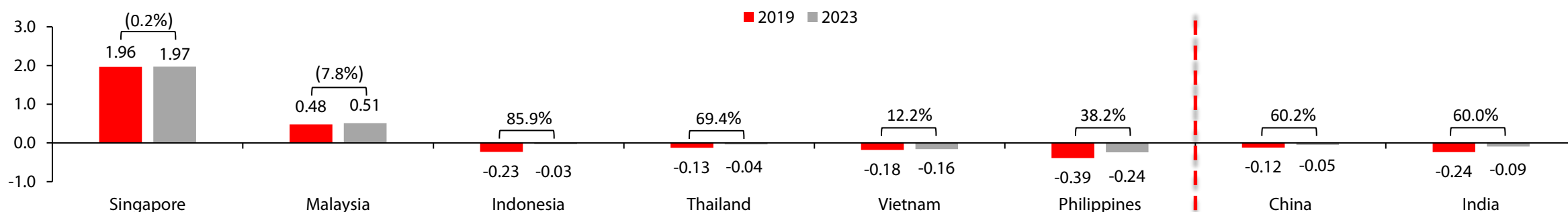
- **Vietnam is entering a Doi Moi 2.0 phase with positive signals on governance and institutional reform.** The Worldwide Governance Indicators for Vietnam improved by about 12 percent during 2019 to 2023. The National Assembly has adopted resolutions to streamline the executive apparatus, simplify licensing, and reduce overlap across levels of government. For IFC architecture, Vietnam designs three pillars including an Operating Authority, a Supervisory Authority, and a Dispute Resolution Authority with a specialized court and an international mediation and arbitration center. This structure aligns with practices in Singapore and Hong Kong and provides the legal base to develop modern financial center components.
- **The legal framework is being updated across core domains.** The new Electricity Law expands the role of renewables and storage, which is critical for data center operations. Land and Urban Planning laws enable auctions of cleared land and mandate international audit standards. The Data Law sets the policy foundation and protection rules, but will need to balance localization with cross border flows required for real time finance. The accounting and auditing roadmap toward mandatory IFRS adoption will raise disclosure quality and lower the cost of capital.
- **Membership policy and incentives for the IFC zone take a selective approach.** Vietnam prioritizes large scale institutions and global name enterprises, while opening appropriate entry routes for foreign banks, securities firms, and insurers. On taxation, priority sectors receive a 10% corporate income tax for a long horizon and other sectors 15% for a medium horizon. Foreign experts receive personal income tax relief under priority schemes. Land policy allows long term allocation or lease of cleared land with expanded rights to mortgage and transfer, creating an edge versus many regional locations.
- **On cost and service pricing, Vietnam holds a clear advantage.** Domestic listing fees for equities and corporate bonds are in the hundreds of US dollars, far below Singapore and Hong Kong where fees range from tens of thousands to over one hundred thousand dollars plus add ons. Appraisal timelines are competitive at about 30 days for IPOs and about 15 days for corporate bonds. Grade A office rents and finance salaries in Ho Chi Minh City and Da Nang are materially lower, positioning Vietnam as an optimal cost base. This underpins the case to attract regional institutions' cost efficient operations.

- **Binding constraints: human capital and talent attraction.** Vietnam faces shortages in finance professionals. Domestic practicing licenses are limited, and the share of internationally certified talent and English proficiency are not yet best in class. Long term visa and residency programs offer 10 year terms and work permit waivers for qualified experts, but tax incentives and talent passports are less competitive than in Singapore, Hong Kong, Shanghai, or Dubai. Education targets to 2035 and 2045 set a path to upgrade universities and expand research and innovation, but large scale university–industry programs are needed to build a bilingual finance talent pipeline.
- **Digital infrastructure and data centers as decisive advantages.** Fixed broadband download speeds remain below regional leaders and network stability is held back by recurring subsea cable disruptions each year. Data center power capacity is only in the tens of megawatts, far below peer hubs. By contrast, Singapore and Hong Kong sustain high, stable access with multi route international fiber. To catch up, Vietnam should adopt DC friendly policies including competitive electricity tariffs, renewable power purchase agreements for data centers, one stop licensing, and committed service levels for international connectivity.
- **Air and urban transport bottlenecks.** Air connectivity and urban transit directly affect cross border finance operations. Tan Son Nhat remains congested despite the new terminal. Long Thanh phase one at 25 million passengers per year is targeted for 2026, but expressway and metro links to the CBD must be accelerated. Ho Chi Minh City has only one metro line and no direct connection to the airport or the financial district, while Shanghai, Singapore, and Hong Kong operate dense rail networks. Closing this gap is essential to attract international talent and business travelers.
- **Two hub strategy and positioning. Vietnam is pursuing a dual center model.** Ho Chi Minh City is the nucleus for capital markets, investment banking, and fintech anchored in Thu Thiem and the central districts. Da Nang plays a differentiated complementary role focused on green finance, digital financial products, and technology sandboxes, linked to a deep sea port and a free trade zone. This mirrors the China pattern that pairs Shanghai's traditional capital markets with Shenzhen's fintech leadership.

- **Product lineup is the priority gap.** Single stock equity derivatives, short selling and same day settlement, internationally standard real estate investment trusts, foreign ownership bypass instruments similar to Thailand or Hong Kong, deeper FX derivatives, and listed digital asset funds are absent or only at pilot scale. Phased expansion under tight controls would deepen liquidity, lower domestic corporate funding costs, and strengthen Vietnam's role in regional capital intermediation.
- **Family office and ultra high net worth management is a new arena of competition among financial centers.** Singapore and Hong Kong have built targeted tax regimes and clear AUM thresholds that attract capital and specialist talent. Vietnam lacks investment income tax incentives tailored to family offices, limiting the ability to attract large pools of assets. Introducing exemptions or reductions for offshore sourced income, together with flexible residency rules, could open a new growth wedge in premium financial services.
- **Free trade zones are the missing link that connects finance with trade and logistics.** Da Nang has approved the first large scale FTZ. To anchor financial and technology operations, Vietnam should finalize flexible FX rules, digital customs, and land incentives. Linking the FTZ to deep sea ports and logistics clusters such as Cai Mep Ha would enable integrated trade finance services and raise Vietnam's transshipment role in regional supply chains.
- **Vietnam's competitive position versus peers can be summarized as follows.** Singapore and Hong Kong lead on institutional openness, product depth, digital infrastructure stability, and international talent. Shanghai offers superior market scale and urban infrastructure but retains capital account constraints. Dubai optimizes tax and residency incentives for specialists. Malaysia is pushing family office with favorable tax terms. Vietnam's current edges are low cost, fast processing of filings, and a clean land bank for financial district planning, but it must upgrade digital infrastructure, human capital, product breadth, and talent policies to close the gap.
- **Key risks to monitor include delays in implementing decrees and guidance, supervisory execution capacity,** the timelines for Long Thanh airport and metro lines, and the balance between cybersecurity and cross border data flows. Policy competition from Singapore, Hong Kong, and Dubai could narrow the window of opportunity if reform momentum slows.

- Vietnam has improved on global governance by 12.2% over 2019–2023, and durable political stability remains a key driver of growth and FDI appeal. **The country is entering a new reform phase “Doi Moi 2.0,”** centered on institutional upgrades, central government restructuring, streamlined local administration, and digital government to remove bottlenecks and raise policy quality, supporting better governance scores and a more business-friendly environment.
- The National Assembly approved Resolution 176 2025 QH15 to restructure the 2021–2026 Government** to 14 ministries and 3 ministerial level agencies effective 01 Mar 2025, with a roadmap to merge certain ministries to cut overlap and shorten licensing timelines. **At the provincial level, Resolution 202 2025 QH15** 12 Jun 2025 consolidates jurisdictions from 63 to 34, creating larger regions to optimize infrastructure, talent, and procedures.

Average Worldwide Governance Indicators



Source: World Bank, RongViet Securities

Worldwide Governance Indicators




	Singapore		Malaysia		Indonesia		Thailand		Vietnam		Philippines	
	2019	2023	2019	2023	2019	2023	2019	2023	2019	2023	2019	2023
Control of corruption	2.12	2.04	0.23	0.30	-0.47	-0.49	-0.47	-0.49	-0.55	-0.42	-0.61	-0.54
Government effectiveness	2.23	2.32	0.97	0.88	0.14	0.58	0.26	0.17	0.03	0.13	0.06	0.15
Political stability and absence of terrorism	1.48	1.42	0.15	0.17	-0.50	-0.40	-0.49	-0.28	0.04	-0.04	-0.93	-0.57
Rule of law	1.84	1.75	0.49	0.57	-0.35	-0.15	0.09	0.24	-0.05	-0.09	-0.57	-0.42
Regulatory quality	2.15	2.31	0.55	0.66	0.03	0.30	-0.02	0.16	-0.38	-0.38	0.10	0.16

Source: World Bank, RongViet Securities

The governance index covers five dimensions excluding Voice and Accountability, scaled from -2.5 to 2.5 where higher values indicate better governance, summarizing national governance quality.

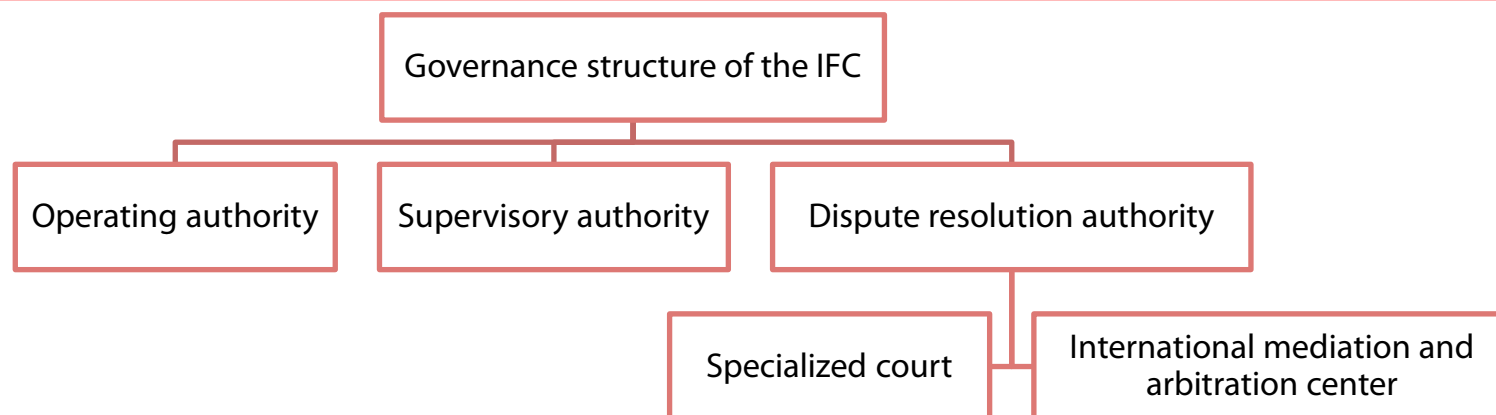
Vietnam has enacted and amended a suite of core laws and decrees to increase market transparency reduce compliance costs and lay the groundwork for a green economy

 <p>Power: Broaden scope for renewables, promote storage, and incentivize investment in energy.</p> <ul style="list-style-type: none"> • Electricity Law 61 2024 QH15; • Decree 57 2025 ND CP; • Decree 58 2025 ND CP; • Decision 768 QD TTg. 	 <p>Land: Overhaul land rent and valuation; clarify foreign firm land price references.</p> <ul style="list-style-type: none"> • Land Law 2024 No 31 2024 QH15; • Decree 43 2024 QH15; • Decree 151 2025 ND CP; • Draft amended Land Law to National Assembly Oct 2025. 	 <p>Urban and rural planning: Align accounting and audit standards with global norms; expand mandatory audits.</p> <ul style="list-style-type: none"> • Urban and Rural Planning Law 47 2024 QH15; • Decree 178 2025 ND CP; • Draft revised Urban and Rural Planning Law. 	 <p>Data: Clarify national data architecture and simplify procedures with unified rules.</p> <ul style="list-style-type: none"> • Data Law 60 2024 QH15; • Decree 165 2025 ND CP.
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 <p>Accounting and auditing: Clarify cross border data transfers and related data protection rights; establish a National Data Center to enable a data market.</p> <ul style="list-style-type: none"> • Decree 90 2025 ND CP; • Law 56 2024 QH15; • Draft circular on 31 Vietnamese Accounting Standards; • Roadmap to apply IFRS mandatorily from Q1 2026. 	 <p>Securities: Enhance transparency in issuance and strengthen market supervision.</p> <ul style="list-style-type: none"> • Resolution 192 CP TTg; • Amended Securities Law within Law 56 2024 QH15; • Decree 245 2025 ND CP; • Capital Market Development Strategy to 2030; • Draft amended Securities Law. 	 <p>Planning, investment, and PPP: Delegate approvals to local levels and simplify project procedures.</p> <ul style="list-style-type: none"> • Decree 243 2025 ND CP; • Government Resolution 02 NQ CP 08 01 2025; • Amended PPP Law 90 2025 QH15; • Decision 1142 QD TTg Da Nang Free Trade Zone; • Resolution on Vietnam IFC; • Draft Comprehensive Land Law amendments.
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Source: RongViet Securities

Governance structure of the Vietnam IFC



Source: NQ222, RongViet Securities

Vietnam's international financial center will operate under three independent authorities: an Operating Authority, a Supervisory Authority, and a Dispute Resolution Authority.

- **The Operating Authority manages day to day IFC operations and issues** its own rules and guidance governing administration and operations.
- **The Supervisory Authority conducts supervision, inspection, enforcement, and violation handling.** It is supported by the State Bank of Vietnam, the Ministry of Finance, the Ministry of Industry and Trade, the Ministry of Public Security, and other agencies.
- **The Dispute Resolution Authority handles member disputes through courts and an arbitration center.** IFC contracts may specify English as the language of arbitration, the governing law of a designated country, and a named arbitral institution. The parties may agree that the arbitral award is final and not subject to review by Vietnamese courts. If the parties do not waive judicial review, any application for review can only be brought before three provincial People's Courts in Hanoi, Da Nang, and Ho Chi Minh City.

The arbitration framework established under Resolution 222 is designed to ensure enforceability and finality of awards while limiting domestic court intervention in commercial disputes.

Membership requirements for the IFC

Membership criteria

- Financial capacity and reputation standards
- Business scope aligned with the IFC's development orientation

Members eligible for recognition without registration

- Financial institutions, investment funds, or enterprises on the Fortune Global 500 at the time of application, or their direct parent companies, excluding entities in banking, securities, and insurance
- Domestic financial institutions ranked among the top 10 by charter capital in their respective sectors, excluding banking, securities, and insurance

Special entities required to establish a local presence in the IFC

- Foreign banks and domestic commercial banks: must set up a commercial bank single-member LLC or a foreign bank branch in Vietnam
- Securities sector investors: must establish a limited liability company licensed by the State Securities Commission
- Insurance sector investors: must establish a limited liability company licensed by the Ministry of Finance

Source: NQ222, RongViet Securities

Benefits of IFC membership

Describe	
Outbound investment	IFC members may invest abroad and partner with foreign investors without current restrictions; investment approvals by Vietnamese authorities may be waived.
Foreign fundraising	IFC members may establish entities overseas and raise capital from foreign investors without prior consent from the Ministry of Finance or the State Bank of Vietnam.
Language and accounting standards	English is the official operating language in the IFC; financial reporting follows IAS IFRS.
Foreign exchange transactions	FX payments are permitted between IFC members and with foreign institutions. Deals with onshore Vietnamese entities must comply with Vietnam's FX rules, with further facilitative guidance expected.
Profit repatriation	One hundred percent foreign owned IFC members may freely remit profits overseas, without the usual FX controls.
Establishment, M&A, and foreign ownership	Foreign investors may found enterprises inside the IFC without investment approval. M and A of IFC member equity does not require pre clearances and is not subject to foreign ownership caps. Outside the IFC, two way transactions with domestic firms remain subject to standard foreign ownership limits for certain sectors for example banking.

Source: NQ222, RongViet Securities

Vietnam is charting a new model IFC with a ring-fenced zone and a distinct legal and supervisory framework, closer to the UAE approach and different from legacy models in Singapore and Hong Kong. **This signals strong policy openness and adherence to international standards, enhancing credibility** and attracting FDI into higher-value financial services. The trade-off is higher upfront implementation costs and the operational challenge of running dual regimes within one country. Overall, Vietnam’s IFC incentive package is broadly comparable to many competing regional financial centers.

Tax incentives for IFC members vs domestic entities

	Priority sectors	Non-priority sectors	Domestic organizations
CIT rate	10% for 30 years	15% for 5 years	20% (revenue < 3 billion VND: 15%; 3–50 billion VND: 17%)
Reductions	Up to 4 years tax-exempt; 50% reduction for the next 9 years	Up to 2 years tax-exempt; 50% reduction for the next 4 years	Per the 2025 CIT Law (exemptions/reductions by sector and location)
Foreign experts	Personal income tax (PIT) exemption on priority wages and on transfers of shares, capital contributions, and rights until 2030		

Source: NQ222, RongViet Securities

Incentive packages in peer financial centers

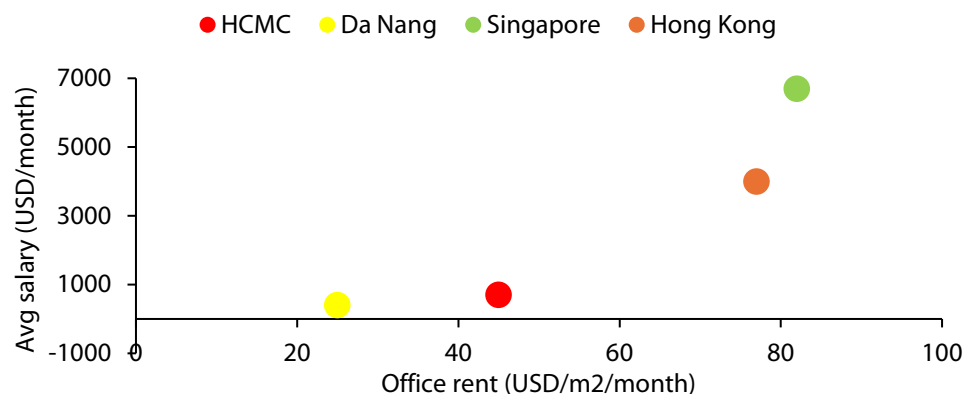
	Singapore	Hong Kong	Shanghai (China)	Dubai (UAE)
CIT	Flat 17% with partial exemptions; startup tax relief for the first 3 years for qualifying firms.	Two-tier system—8.25% on the first HKD 2 million of profits, 16.5% thereafter.	Standard 25%, reducible to 15% for 5 years for qualifying encouraged sectors.	<ul style="list-style-type: none"> 0% on income up to AED 375,000; 9% above that threshold; 0% in free zones.
PIT	Progressive 0%–24%.	Progressive 2%–17%.	Progressive 3%–45%; selected expatriate allowances tax-exempt through 31/12/2027.	No PIT

Source: PwC, RongViet Securities

Land use incentives

- Projects may receive long-term land-use rights, with allocation or lease of cleared land for up to 70 years for large priority-sector investments and up to 50 years for other projects.
- Land held by IFC entities and land designated for IFC projects may be pledged as collateral to foreign creditors.

Grade A office rents and finance talent costs



Source: JLL, RongViet Securities

- **Vietnam's cost structure is distinctly competitive versus regional financial centers:** financial service fees are reasonable, while Grade A office rents and finance talent costs in HCMC and Da Nang are materially lower than in Singapore and Hong Kong.
- **With attractive rents and salaries,** a growing domestic market, and a young workforce, Vietnam is a compelling base for institutions seeking cost-quality optimization, regional expansion, and operational diversification across ASEAN.

Financial service fees for equities and corporate bonds versus regional financial centers

	Vietnam (HOSE/HNX)	Singapore (SGX)	Hongkong (HKEX)	Shanghai (SSE)
Listing fee equities (USD)	380	77,000 – 154,000 + processing 15,400	19,500 – 84,500	9,800 – 24,500 (temporary waiver to end-2025)
Annual fee equities (USD)	570 – 1,900	27,000 – 115,500	19,000 – 154,000	7,000 – 10,500 (temporary waiver to end-2025)
Appraisal and listing timeline equities	30 days (NĐ 245/2025/NĐ-CP)	depends on filing	~100 days	≤3 months
Listing fee Corp-Bonds (USD)	380	11,500 USD + processing 7,700	900 – 11,700	700 – 2,800 (temporary waiver)
Annual fee Corp-Bonds (USD)	570 – 1,900	Free	Free	140 – 1,400 (temporary waiver)
Trading fee	Equities: 0.027%; Corp-Bonds: 0.0054%	0.04%	0.00845%	0.00887%
Appraisal and listing timeline Corp-Bonds	15 days (NĐ153/2020/NĐ-CP)	5-10 days	5 days	5 days

Source: SSC, SGX, HKEX, SSE, RongViet Securities

Vietnam's tertiary-educated workforce

	Vietnam	Singapore	Hongkong	Shanghai
Domestic professional licenses (accounting, securities) (persons)	8,000	36,000	91,700	364,000
International professional certifications (CFA, ACCA) — (persons)	1,700	13,500	8,400	35,300
Tertiary-educated or certified workforce — (persons) (% of labor force)	15.7 million (29.5%)	1.5 million (63.8%)	2.69 million (73.2%)	5.4 million (40%)
English proficiency (EF EPI score)	498 (low)	609 (very high)	549 (medium)	455 (low)

Source: GSO, ACCA, CFA, EF EPI, RongViet Securities

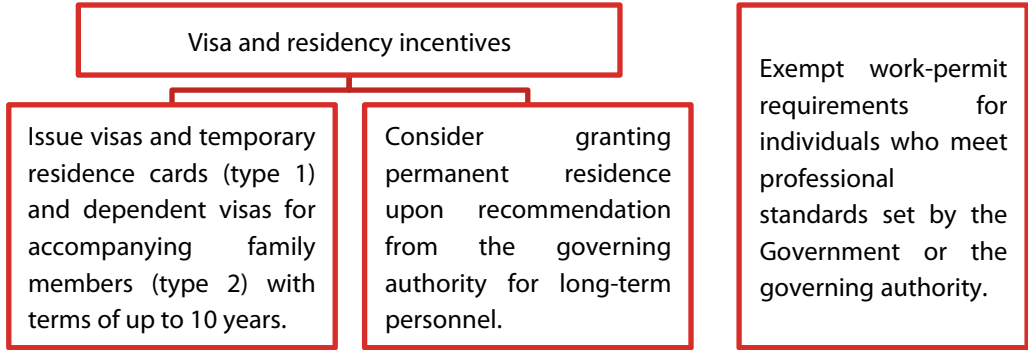
Talent-attraction programs in peer financial centers

Singapore	Hong Kong	Shanghai (China)	Dubai (UAE)
<ul style="list-style-type: none"> • Visas: Employment Pass, ONE Pass, Tech Pass for senior experts. • Partial tax exemption for foreign-sourced income. • Training and wage support via SkillsFuture. • Sector incentives: preferential personal income tax 10–15% for qualifying finance talent. 	<ul style="list-style-type: none"> • Visas: Top Talent Pass Scheme. • Tax relief on overseas income. • Housing subsidies and other benefits. • Investment migration: from HKD 30 million under the Capital Investment Entrant Scheme. 	<ul style="list-style-type: none"> • Preferential PIT rate around 15% for qualifying talent in key FTZ/IFC zones. • Unrestricted remittance of lawful foreign income. 	<ul style="list-style-type: none"> • Long-term “Golden Visa” for talent and investors. • Tax exemptions and flexible choice of business location via free zones.

Source: RongViet Securities

- Vietnam faces a shortage of finance professionals, and language remains a barrier for the domestic workforce.
- Vietnam’s foreign-talent attraction programs are broadly similar to peer countries.

Attracting foreign talent to the IFC



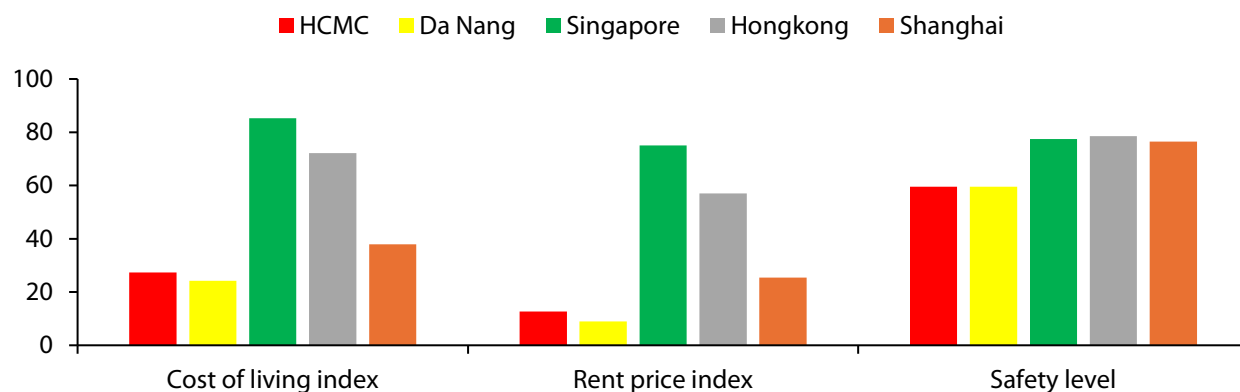
Source NQ222, RongViet Securities

VN's training programs are limited and capability indicators remain low

	Vietnam	Singapore	Hongkong	China
Top 100 universities	0	2	5	1
Professional capability programs	Limited	Strong (SkillsFuture and MAS sector funds)	Strong (many short courses)	Strengthening (talent programs and overseas study)
University-industry linkage	Weak	Strong	Strong	Fairly strong
Global Innovation Index	37.1 (rank 44)	59.9 (rank 5)	51.5 (rank 15)	56.6 (rank 10)
Human development	0.77	0.77	0.95	0.96

Source: Wibo, UNDP, RongViet Securities

Vietnam offers low cost of living and high safety



Source: Numbeo, RongViet Securities

- Vietnam is restructuring its universities and colleges with the goal of **elevating education to international standards**.
- With a low cost of living, relatively high safety, and welcoming people**, Vietnam is an attractive place for foreigners to live and work.

Education development targets per Resolution 71 NQ TW

	2030	2035
Universities	<ul style="list-style-type: none"> 100% meet standards; 20% are modern facilities. Universities serve as R&D, innovation, and entrepreneurship hubs. Recruit at least 2,000 high-caliber foreign faculty. 	
Workforce education	<ul style="list-style-type: none"> Post-secondary enrollment rate 50%; 24% of labor force with college/university degrees. ≥35% of workers in science-technology fields; ≥6,000 PhD candidates; 20,000 participants in talent programs. 	
Innovation	<ul style="list-style-type: none"> Global Innovation Index on par with upper-middle-income peers; S&T publications +12% p.a.; patents +16% p.a. 	GII above the upper-middle-income average.
Rankings	≥8 universities in Asia Top 200; ≥1 university in World Top 100.	≥2 universities in the World Top 100

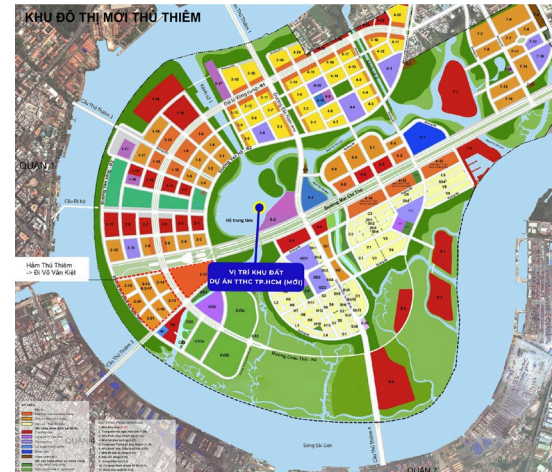
Source: NQ71-NQ/TW, RongViet Securities

Planned IFC zoning in Ho Chi Minh City and Da Nang

HCMC



THU THIEM AREA

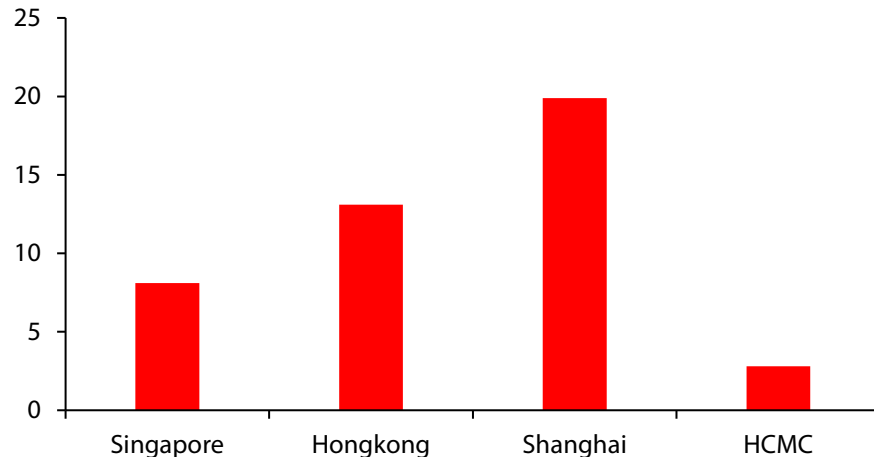


DA NANG CITY



Source: RongViet Securities

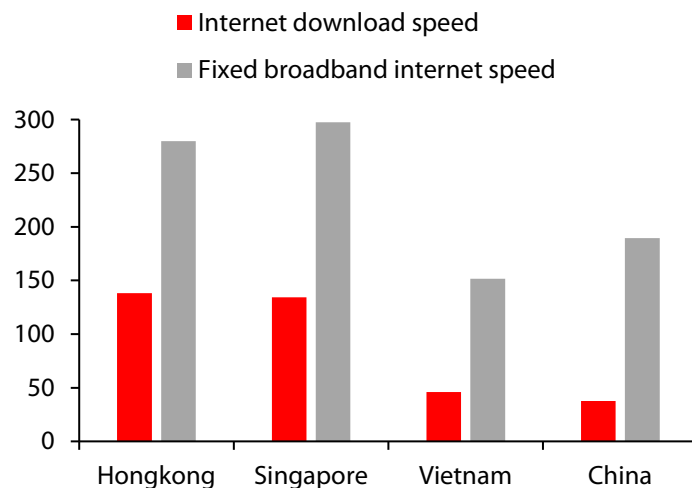
Total office leasable floor area (million m2)



Source: : URA, HK Gov, Savills, RongViet Securities

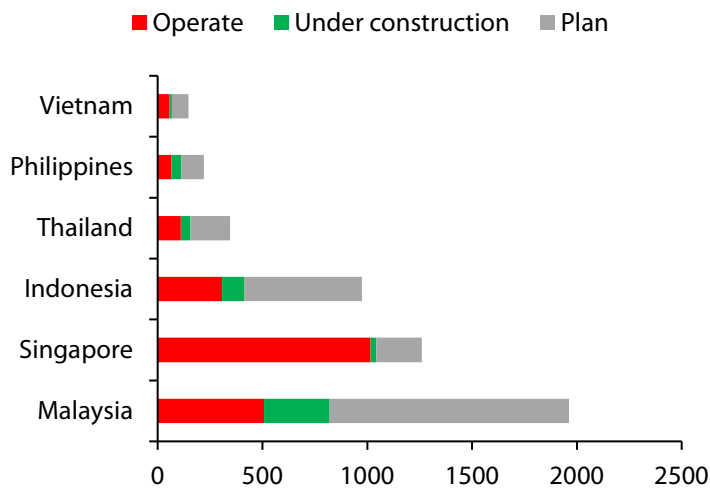
- The IFC is expected to anchor in Thu Thiem and parts of District 1, covering 793 hectares with an estimated investment of 7 billion USD. A 9.2-hectare core zone in Thu Thiem will house financial regulators, a dedicated financial court, banks, and trading venues. Today, many financial institutions cluster in District 1 but remain dispersed without a purpose-built precinct. **Da Nang plans five plots totaling 6.1 hectares** along Vo Van Kiet Avenue in Son Tra District for IFC towers.
- Leading IFCs feature Grade-A towers above 150 meters with international specifications: expansive trading lobbies, high-speed elevators, smart-building systems, and robust fire-life-safety and security (e.g., MBFC in Singapore, IFC 1–2 in Hong Kong, Shanghai Tower). In HCMC, **many offices lack space for ancillary services**, and only a handful of new projects (e.g., Dechaus Hau) meet **green and high-tech standards**; per CBRE, roughly 20 buildings currently hold LEED green certifications.

Internet speed (Mbps)



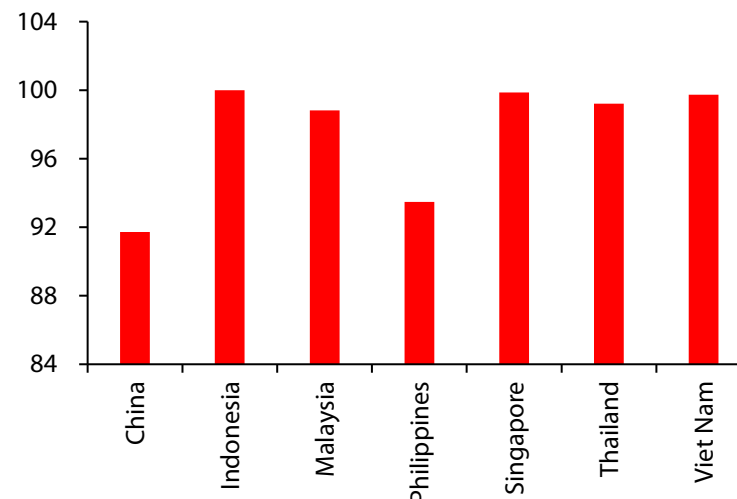
Source: WPR, RongViet Securities

Data center power consumption



Source: Cushman and Wakefield, RongViet Securities

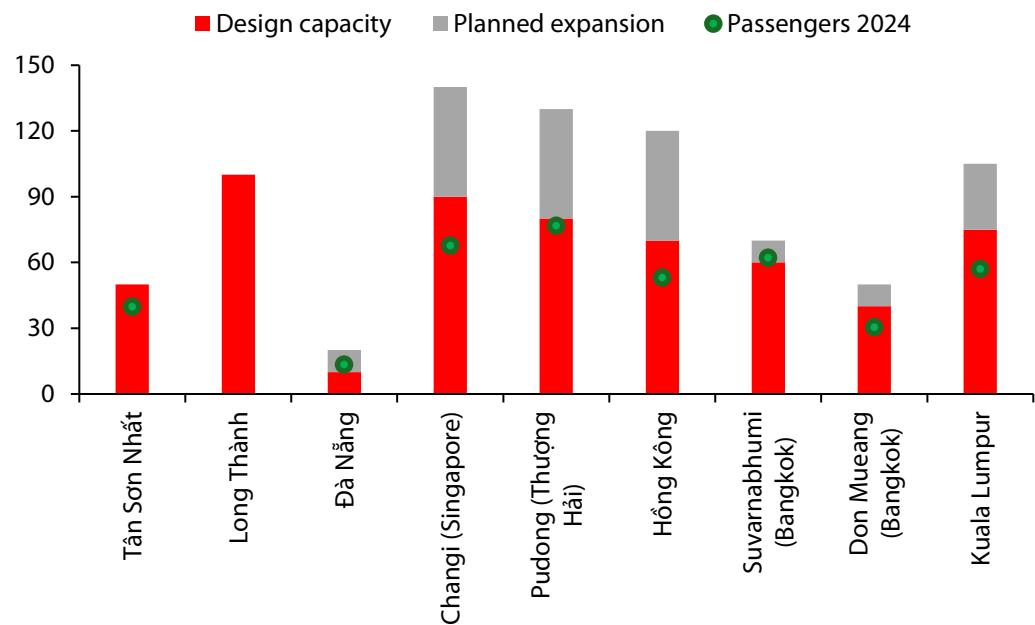
Global Cybersecurity Index



Source: ITU, RongViet Securities

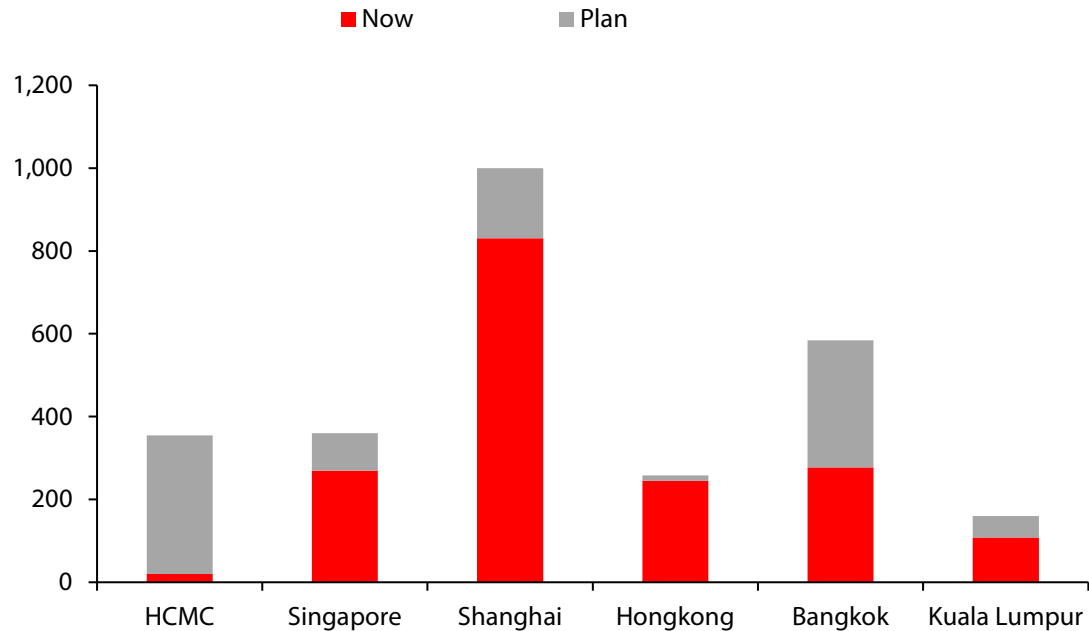
- **Vietnam has improved, but stability still lags Singapore and Hong Kong.** Average fixed download speed was about 152 Mbps in 2024 versus 250–300 Mbps in Singapore and Hong Kong, supported by dense fiber and wide 5G. More importantly, reliability and latency remain weak: international subsea cables suffer frequent incidents (roughly 4–10 per year), degrading domestic service. Low latency and resilient networks are critical for real-time trading.
- **Vietnam trails Southeast Asia on data-center capacity.** Installed capacity is ~55 MW with ~41 operational sites, mostly small and telco-owned (Viettel, FPT, CMC). Limited modern capacity disadvantages HCMC in attracting large-scale digital finance workloads (financial cloud, low-latency market data, high-throughput processing).
- **Cybersecurity is foundational to a competitive fintech and capital-markets stack.** The Law on Cybersecurity (Law No. 24/2018/QH14, June 2018) introduced data-localization and content-oversight requirements. Decree 53/2022/ND-CP provides implementing guidance, detailing data categories to be stored in Vietnam and local-presence requirements for foreign organizations.

Airport capacity and passengers served (million)



Source: RongViet Securities

Metro network length of regional financial centers (km)



Source: RongViet Securities

- International airports are critical for seamless business connectivity.** Tan Son Nhat remains a major bottleneck: despite Terminal 3 opening, the airport is constrained by limited land and congested surrounding infrastructure. By contrast, regional peers operate superior airports handling 100 million passengers per year, making HCMC less competitive for regional financial headquarters due to weaker international mobility. The new Long Thanh International Airport 40 km from HCMC is slated for phase-1 operations in 2026 with 25 million passengers, scaling toward 100 million over three phases. However, relying on Long Thanh implies HCMC’s air connectivity will remain at a clear disadvantage in the near term.
- Urban transport is equally pivotal for an efficient financial district, especially mass transit links between the financial center, the airport, and other hubs.** HCMC currently has Metro Line 1 connecting District 1 to the East, but no direct line to the airport; other lines are planned through 2035. As a result, trips from the airport to the CBD depend on road transport and face frequent congestion. In contrast, peer financial centers typically have metro lines that connect the airport to downtown within about 30 minutes and benefit from dense rail networks.

VIETNAM MUST STRENGTHEN THE INSTITUTIONAL FRAMEWORK AND DEFINE CORE FINANCIAL PRODUCTS FOR THE IFC

- Compared with peer financial centers, HCMC remains modest in depth capital base, number of institutions, derivative products and breadth service diversity and internationalization. The city has yet to attract many global institutions to establish headquarters or regional offices, and the presence of foreign banks and international asset managers is limited. Under Resolution 222, HCMC targets further development of capital markets, investment banking, and fintech.
- Da Nang is being positioned as a complementary specialist hub. The focus is on emerging finance segments such as green finance, digital financial services, regulatory sandboxes for digital assets and fintech, and capital market development for startups and venture funds. The two center model mirrors China, with Shanghai as the traditional capital market hub and Shenzhen as a leader in fintech and innovation.

Development roadmap for Vietnams financial centers in HCMC and Da Nang



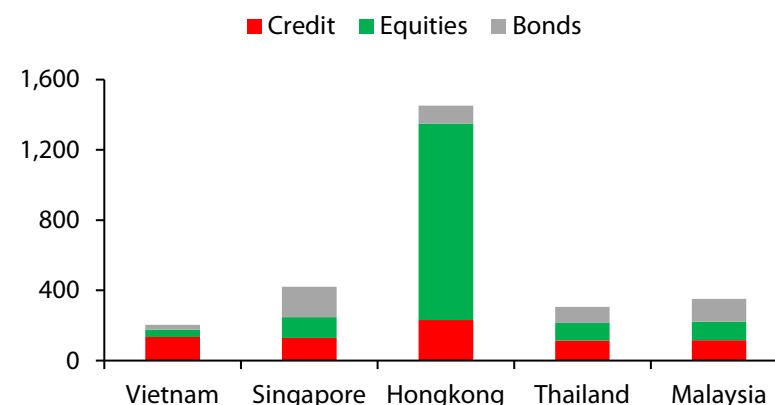
Source: NQ222, RongViet Securities

Financial product gaps versus peer IFC

Products	Vietnam	Singapore	Hongkong	Shanghai	Thailand	Malaysia
Equity derivatives	<ul style="list-style-type: none"> Vietnam offers VN30 VN100 index futures and CW mainly call. Lacks single stock futures and options. 	✓	✓	✓	✓	(Limit)
FX derivatives	✗	✓	✓	✗	✓	✓
Short selling/T+0	✗	✓	✓	✓	✓	✓
Crypto ETPs	Planned	✓	✓	✗	✗	✗
REITs	Limited (FUCVREIT)	✓	✓	✓	✓	✓
FOL (NVDR)	✗ (under study)	✗	✓	✓	✓	✗

Source: RongViet Securities

Funding channels share of GDP 2024 (%)



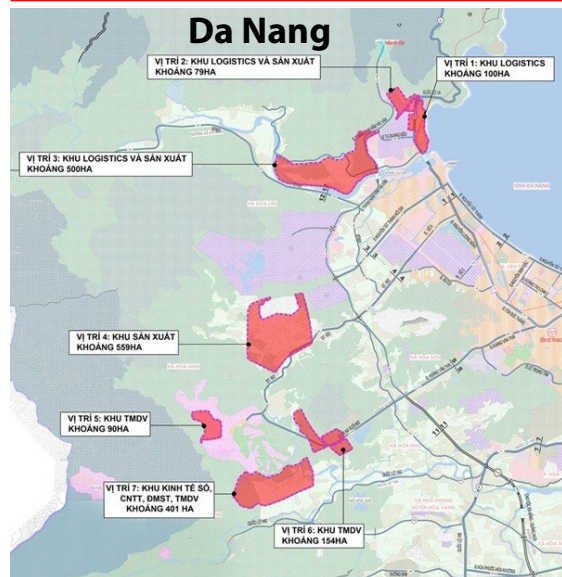
Source: World Bank, CEIC, RongViet Securities

Family office attraction policies in other financial centers

	Singapore	Hongkong	Malaysia
Preferential tax	Investment income exemption under Sections 13O, 13U, 13D for qualifying structures, currently to 2029	0% profits tax on qualifying transactions	0% on qualifying investment income for up to 20 years
Requirements	AUM ≥ 5 million SGD; ≥ 2 investment professionals; tiered local spending 200,000–500,000 SGD by AUM	AUM ≥ 240 million HKD; ≥ 2 qualified staff; annual expenses ≥ 2 million HKD; family generated profits ≥ 75%	AUM ≥ 30 million MYR; local investment of 10 million MYR or 10% of AUM

Source: RongViet Securities

Financial products Vietnam lacks relative to peer financial centers



Source: RongViet Securities



- **Attracting family offices has become a key battleground among financial centers**, with tax incentives used to draw sophisticated capital, broaden product breadth, and deepen market liquidity. Vietnam currently lacks investment income tax exemptions tailored to family offices, leaving it at a competitive disadvantage versus regional hubs.
- **Free trade zones FTZs serve as strategic complements to building financial centers**, prioritizing liberalized trade, investment, and financial policies to attract FDI and strengthen logistics. Vietnam is at an early stage, with the first FTZ in Da Nang approved in 2025 covering 1,881 hectares, but policy features common in regional FTZs such as tariff exemptions within the zone and looser foreign exchange controls have yet to be introduced.

- **Fintech exhibits the strongest growth momentum and the clearest market scale.** Revenue is concentrated in digital payments, personal finance, and alternative finance. The market is estimated at 15 billion USD in 2024 and, under a base case, could approach 80 billion USD by 2034, implying a compound annual growth rate of about 17.8 percent. The new policy stack includes the Fintech sandbox decree effective 01 July 2025 covering credit scoring, open API data sharing, and peer to peer lending, plus the Digital Technology Industry Law effective 2026 that classifies digital assets and provides testing regimes for tech products and services. In parallel, a resolution piloting a tokenized asset market sets targets for offering, issuance, trading, and custody with a limited number of licensed venues under joint supervision of the Ministry of Finance and the State Bank of Vietnam. Together, these measures address two binding constraints, legal certainty and cross border data connectivity, thereby lowering compliance costs and shortening time to market.
- **The medium term outlook hinges on two remaining bottlenecks.** First, risk supervision and consumer protection still require model specific guidance, especially for peer to peer lending, e wallets, data sharing, and tokenized assets. Second, early stage capital remains thin versus Singapore and Hong Kong. Effective operation of national and local venture funds and targeted tax and cost incentives for tech startups would strengthen domestic funding supply.
- **Green finance is a differentiated wedge opportunity given a low starting base but large credit generation capacity.** Vietnam combines multiple potential carbon credit sources, including agriculture with estimated tens of millions of tons annually, forestry with about 14.9 million hectares that could yield 50 - 70 million credits per year under emission reduction initiatives, and renewable energy from wind, solar, hydropower, and biomass. On policy, the government is building a national crediting program and a national emissions trading system. A decision issued in early 2025 approved the carbon market development scheme, mandating regulations for credit management and preparing a carbon credit exchange. If the carbon market is linked to climate disclosure ecosystems aligned with international practice and if corporate emissions inventories are standardized for listed firms, Vietnam can unlock a pipeline of green bonds, green loans, and verification advisory services with attractive margins.

- **Regional carbon market competition is accelerating.** Singapore is lifting its carbon tax toward a high 2030 target and has transition safeguards to limit carbon leakage. Indonesia and Malaysia are combining ETS with offsetting and taxes or finalizing legal frameworks. Vietnam's relative edge is a diversified domestic credit supply and competitive issuance costs. The key risk is slow standardization of MRV and data integrity, which would keep credits below international benchmarks. Policy priority in phase one is a unified MRV standard for domestic and cross border use, alongside pilot auctions with clear clearing and settlement.
- **Commodity exchange as Vietnam's differentiator.** Vietnam leads global trade in several agri products robusta coffee, pepper, cashew and has meaningful positions in rubber and cotton. This foundation supports deliverable futures and options that anchor local price discovery and improve hedging effectiveness. Today, exchange activity relies mainly on internationally referenced contracts and has not launched physical delivery due to gaps in a dedicated commodities derivatives law, electronic warehouse receipt and collateral regimes, and an independent CCP. Regulators are drafting a new decree to clarify agency mandates and create the legal base for clearing, delivery, and custody. A CCP aligned with international standards could be in place by 2027 under the national plan.
- **Execution roadmap to turn the exchange into a strategic anchor.** Leverage free trade zones and bonded warehouses to pilot delivery for core agri contracts. Connect commercial banks via electronic warehouse receipts to enable inventory backed lending and working capital flows. Adopt open listing to attract foreign members and build depth. Once the infrastructure operates at scale, Vietnam can both raise corporate hedging capacity and attract institutional investors to co create benchmark pricing in commodities where the country already has global influence.

Vietnam Fintech market segmentation 2024 (%)

- Digital Payments

Alternative Financing

B2C Financial Services Market Places

Others

Personal Finance

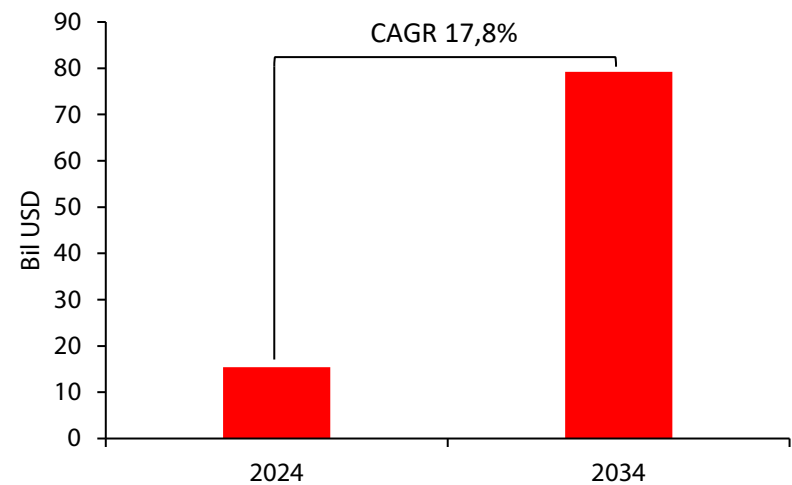
Insurtech

E-Commerce Purchase Financing



Source: IMARC, RongViet Securities

Vietnam Fintech market size



Source: Research and markets, RongViet Securities

Supporting legal instruments for the Vietnamese Fintech market

Regulatory	Effective	Describe
Decree 94/2025/ND-CP – Fintech Sandbox	01/07/2025	Establishes a supervised testing regime in banking for: (1) credit scoring, (2) data sharing via Open API, (3) peer to peer lending, with test windows up to 2 years.
Law 71/2025/QH15 – Digital Technology Industry Law	01/01/2026	Classifies digital assets and creates a sandbox for digital tech products and services; Incentives include corporate income tax at 10%, 4 year tax holiday then 50% reduction for 9 years, import duty exemptions for equipment; Policy target of 150,000 digital technology firms by 2030.
Resolution 05/2025/NQ-CP – Pilot Market for Tokenized Assets	09/09/2025	Launches pilot for offering, issuance, trading, custody, and listing of tokenized assets; Licenses up to five trading venues; oversight by the Ministry of Finance and the State Bank of Vietnam.

Source: RongViet Securities

- Vietnam’s fintech activity is concentrated in three pillars: digital payments, personal finance, and alternative finance. Market size is estimated at 15 billion USD in 2024 and is projected to exceed 70 billion USD by 2034, implying strong double digit growth. Policy momentum is supportive, with approvals for a fintech sandbox, pilots for a tokenized asset exchange, and initiatives tied to green finance.
- That said, **the rulebook and supervisory mechanisms are still nascent, with many areas awaiting detailed guidance. Government support for startups is the swing factor** to realize fintech goals. **Decree 264 2025 ND CP on national and local venture capital funds is a notable step to expand early stage financing.** Regionally, programs such as StartupSG in Singapore and MyStartup in Malaysia illustrate how public funding and networks can bridge early gaps between government and startups.

ASEAN Carbon market overview

Countries	Carbon pricing in climate policy	Carbon tax	Emissions trading system (ETS)	Carbon crediting mechanism
Indonesia	✓	X*	✓	✓
Malaysia	✓	X	X	✓
Philippines	✓	X	X	✓
Singapore	✓	✓	X	✓
Thailand	✓	X	X	✓
Vietnam	✓	X	X	✓

Source: EU-Asean business council, RongViet Securities

Current status of ASEAN carbon policies (cont.)

Countries	Mechanism	Plans	Challenges
Malaysia	Assessing carbon tax options and building the policy framework; designing a domestic emissions trading system ETS	<ul style="list-style-type: none"> Intends to apply carbon tax to steel and energy by 2026 Target to cut emissions intensity by 45 percent versus 2005 by 2030 	<ul style="list-style-type: none"> Policy design must avoid unfair burden sharing across sectors and communities Risk of misalignment with existing policies and international commitments
Việt Nam	<ul style="list-style-type: none"> Developing a national crediting pilot NCP and a national ETS On 24 Jan 2025 the Prime Minister issued Decision 232 QĐ TTg approving the scheme to develop the carbon market 	<ul style="list-style-type: none"> Draft regulations for credit management and operate a carbon credit exchange Provide guidance to implement domestic and international trading and offsetting mechanisms 	Difficult to define carbon crediting criteria and manage industrial stakeholder responses

Source: EU-Asean business council, RongViet Securities

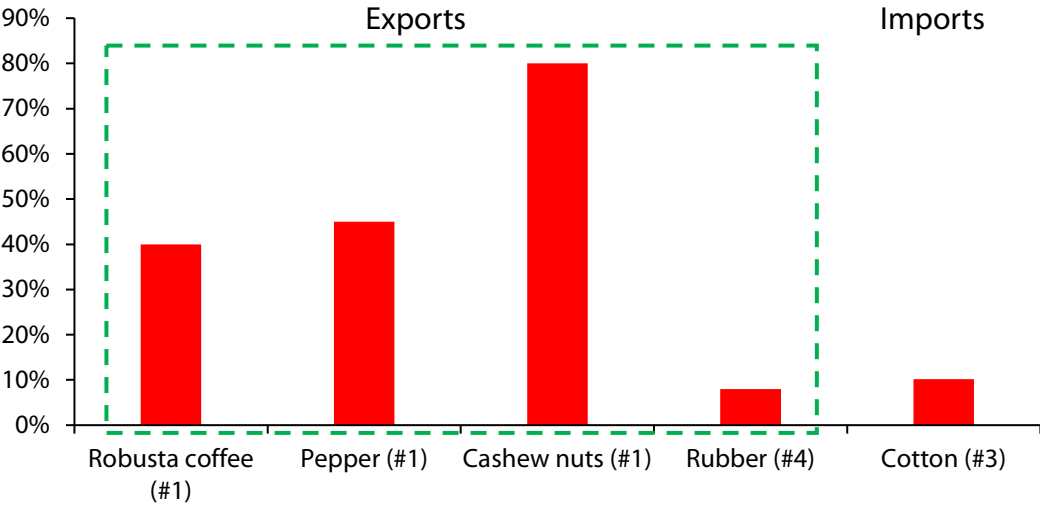
- Vietnam has strong potential to develop a carbon market, supported by favorable natural conditions and carbon-generating sectors. More than 300 projects have been registered under international standards such as CDM, VCS, and Gold Standard. Credit supply is concentrated in agriculture at an estimated 57 million credits per year, energy including wind, solar, hydro, and biomass, waste management, and forestry with 14.9 million hectares of forest that could yield 50 to 70 million credits through REDD Plus initiatives.
- With a rapidly advancing legal framework and early adoption of blockchain for carbon credit issuance and trading**, Vietnam is well placed to build a transparent, liquid, and efficient carbon market while policy gaps across the region remain narrow.

Thực trạng hiện tại đối với chính sách Carbon của các nước Asean (tiếp tục)

Countries	Mechanism	Plans	Challenges
Indonesia	<ul style="list-style-type: none"> Guidance and legal basis for trading, offsetting, verification, and accreditation Carbon trades via emissions trading and offsetting, both OTC and on exchange 	<ul style="list-style-type: none"> Cut emissions by 31.89% by 2030 domestically or 43.2% with international support Reduce fossil fuel dependence toward Net Zero 2060 Fifteen year investment program to 2040 worth 235 billion USD, adding over 100 GW of new capacity 	Market architecture still incomplete, low carbon prices, continued fossil fuel access
Philippines	Considering carbon pricing instruments with World Bank PMR support	<ul style="list-style-type: none"> Build a carbon pricing framework after the Low Carbon Economy Investment Act 2023 Reform markets to raise competition and attract capital into clean energy Introduce measures to mitigate carbon pricing impacts on industrial competitiveness 	<ul style="list-style-type: none"> Pass through to high power tariffs, supply instability, reliance on fossil fuels Large transmission costs and fuel import costs for thermal power Expansion plan requires low cost funding and carries execution risk
Singapore	Carbon Pricing Amendment Bill <ul style="list-style-type: none"> Set the initial carbon tax roadmap for 2019 to 2023 Allow advanced transition to 25 SGD per tCO₂e in 2024 to 2025 and target 50 to 80 SGD by 2030 	<ul style="list-style-type: none"> Gradually raise carbon tax to 50 to 80 SGD per tCO₂e by 2030 Establish transition safeguards to limit carbon leakage for enterprises 	Risk of cost pass through dominating prices due to firm level concentration, affecting competitiveness
Thailand	<ul style="list-style-type: none"> Draft Excise Tax expected to apply carbon tax across three sectors energy, transport, industry from 02 2025 Carbon tax roadmap 2025 aligned with Global Warming Act 	Link to regional markets and expand ETS coverage	Capacity and expertise gaps, difficult to control pass through into power tariffs

Source: EU-Asean business council, RongViet Securities

Global market share and ranking of Vietnams advantaged commodities



Source: GSO, RongViet Securities estimate

Current mechanism and regulatory framework of the Vietnam Commodity Exchange

Factor	Status
Legal and regulatory	<ul style="list-style-type: none"> Operates under Decree 158 2006 and Decree 51 2018 as amended with trading routed via MXV No dedicated commodity derivatives law yet and the legal basis for clearing and for collateralizing goods via electronic warehouse receipts remains incomplete
CCP	<ul style="list-style-type: none"> MXV currently uses a basic internal clearing mechanism under Decision 530 2025 A central counterparty is being developed under the national plan with target launch in 2027
Delivery and storage infrastructure	<ul style="list-style-type: none"> No physical delivery operations in place at present

Source: RongViet Securities

- MXV currently trails international standards in dedicated human capital and trading technology, while regulators are drafting a new decree to replace Decrees 158 and 51. If the new framework clarifies the mandate and coordination among supervisory bodies, MXV would gain the legal depth to scale operations and broaden its product suite.
- Today’s lineup is largely composed of internationally referenced contracts (CME/ICE/LME/SGX, etc.), which gives investors access to global liquidity but offers limited linkage to domestic physical flows, creating basis frictions for local users. This is both a weakness and a catalyst: Vietnam commands regional heft in Robusta coffee, pepper, cashew, rubber, cotton, and more, categories with rich physical datasets, established storage–port–enterprise networks, and rising hedging demand along the supply chain.
- Vietnam can leverage existing free-trade zones (FTZs) and bonded warehouses to pilot deliverable futures (or defined delivery mechanisms), creating a finance-plus-FTZ hub model that anchors localized benchmarks, attracts hedgers, and supports deeper market development.**

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