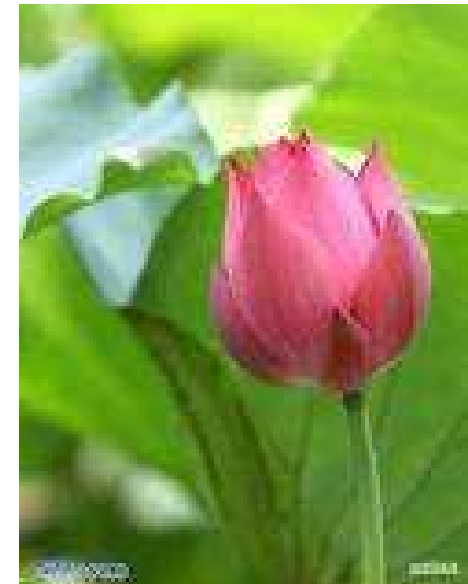


DISCOVER VIETNAM ,
VIETNAM IT INDUSTRY
&
ACCOMPANY WITH VINASA



Vietnam – The Country



Slide # 2



Vietnam – The Country



Vietnam – The Country



Vietnamese Food



Vietnam – The People





Country Background

Area: 331,150 sq km
Population (2011): 90 million people

- ~50.5% women
- 60.4 % in rural areas
- 20.9 % in urban areas

Population growth rate: 1.28%

- 0.93% in rural areas
- 2.18% in urban areas

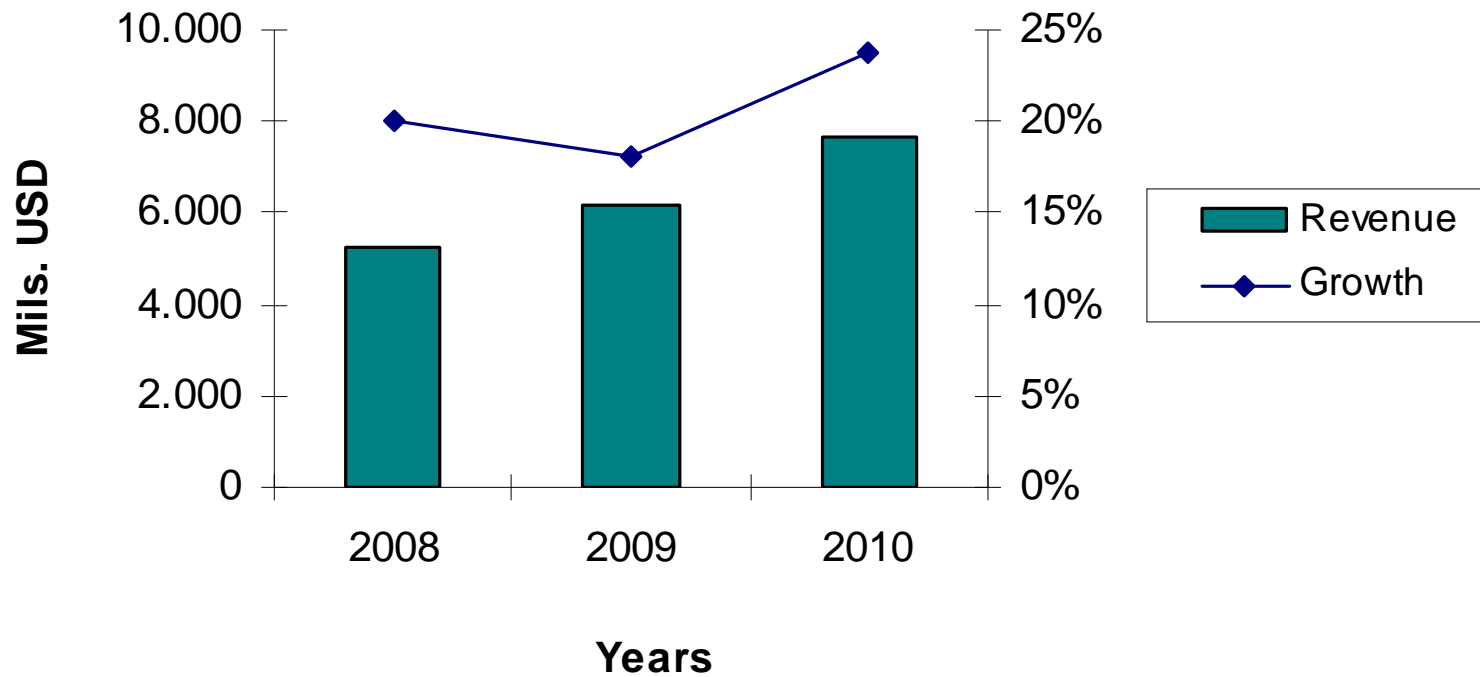
GDP (2011): ~122 billion USD
GDP Growth rate (comp. with 2010): 5.89 %
FDI (2010): ~ 11 billion USD

- ❖ **Provinces: 63**
- ❖ **Districts: 697**
- ❖ **Communes: 11.111**
- ❖ **Villages: 80.331**



IT Industry

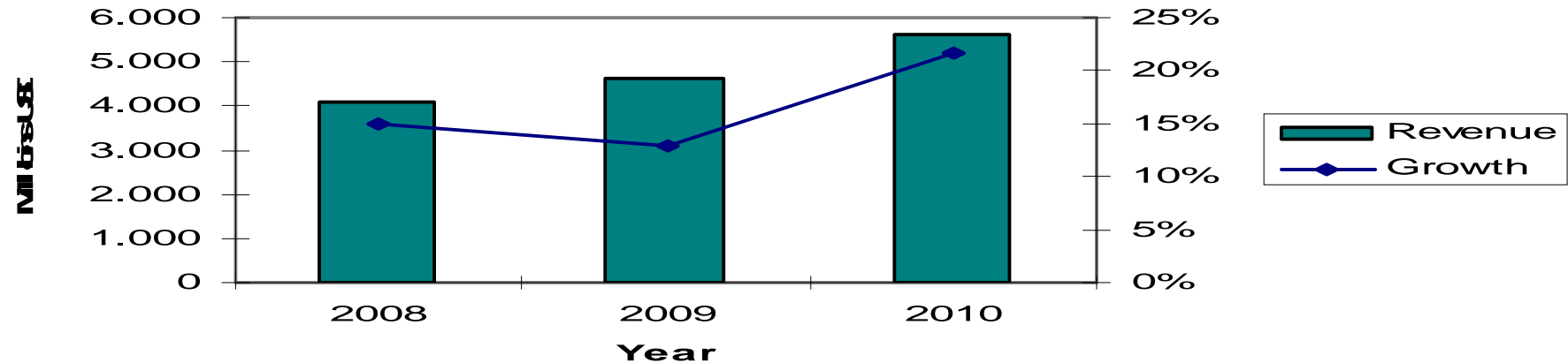
IT Industry Revenue



Top 3 fastest growing ICT markets in Asia

Hardware Industry Revenue

Hardware Industry Revenue



| 2010 Statistics | |
|---|---------|
| Total Revenue (Millions USD) | 5.631 |
| Number of Employees (persons) | 127.548 |
| Average of revenue per employee (USD/person/year) | 44.148 |
| Average of wage (USD/person/year) | 2.201 |
| Export (billions USD) | 3,6 |

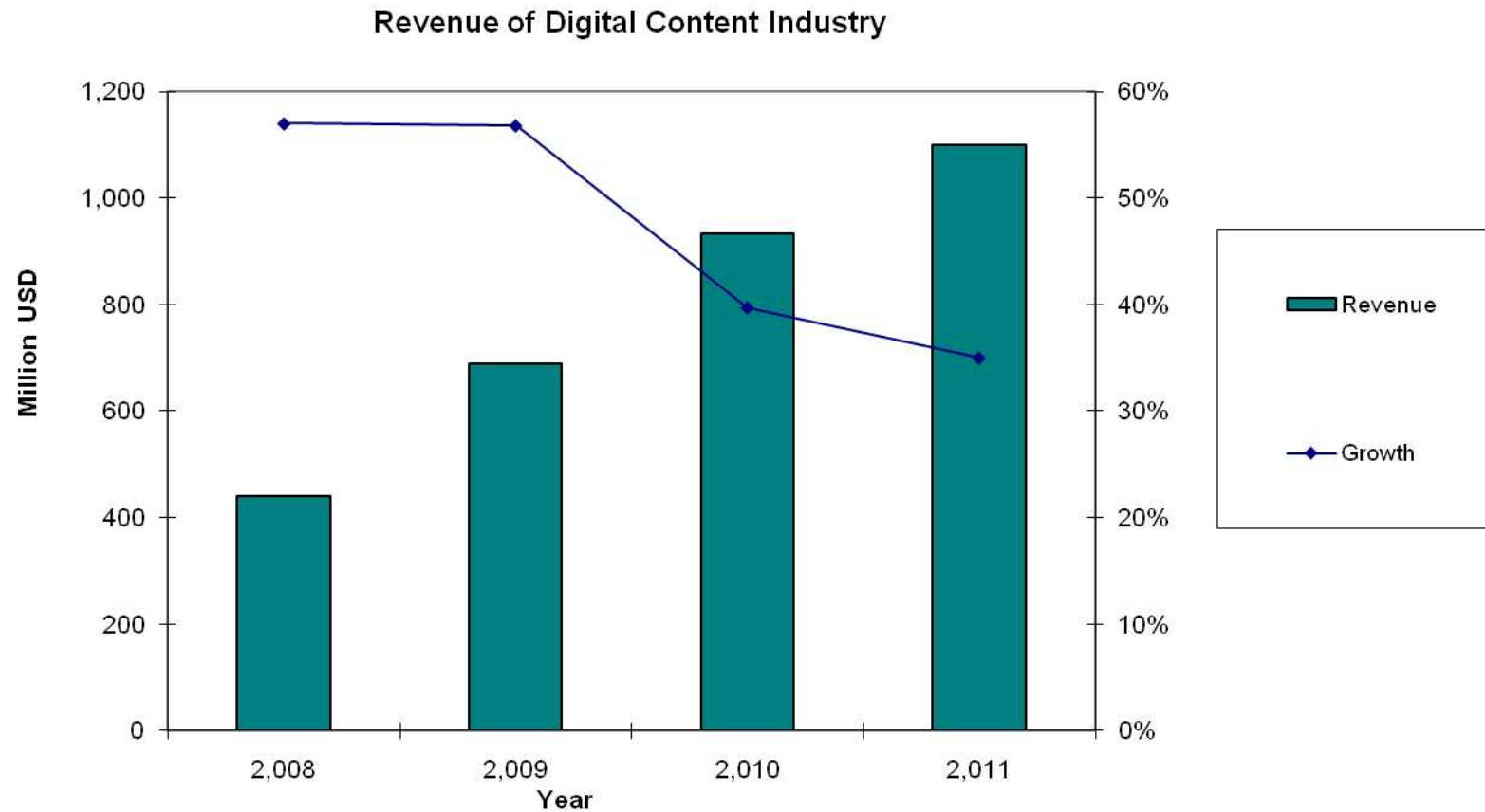
Software and Service Revenue

| 2011 Statistics | |
|---|---------|
| Total Revenue (Millions USD) | 2,300 |
| Software (million USD) | 1,200 |
| Digital Content (million USD) | 1,100 |
| Number of Employees (persons) | 120,000 |
| Average of revenue per employee (USD/person/year) | 15,000 |

Top 50 Emerging Global Outsourcing Cities

| Rank 2009 | City | Country | Region | Rank 2007 | Rank 2008 |
|-----------|------------------|----------------|------------------------|-----------|-----------|
| 1 | Cebu City | Philippines | Southeast Asia | 4 | 1 |
| 2 | Shanghai | China | East Asia | 8 | 2 |
| 3 | Beijing | China | East Asia | 10 | 3 |
| 4 | Kraków | Poland | Eastern Europe | 10 | 5 |
| 5 | Ho Chi Minh City | Vietnam | Southeast Asia | 6 | 4 |
| 6 | Buenos Aires | Argentina | South America | 14 | 9 |
| 7 | Cairo | Egypt | Middle East and Africa | 11 | 7 |
| 8 | São Paulo | Brazil | South America | 15 | 8 |
| 9 | Shenzhen | China | East Asia | 13 | 10 |
| 10 | Hanoi | Vietnam | Southeast Asia | 12 | 11 |
| 11 | Curitiba | Brazil | South America | 17 | 13 |
| 12 | Dalian (Dairen) | China | East Asia | 18 | 16 |
| 13 | Chandigarh | India | South Asia | 9 | 12 |
| 14 | Prague | Czech Republic | Eastern Europe | 20 | 14 |
| 15 | Kolkata | India | South Asia | 5 | 6 |
| 16 | Santiago | Chile | South America | 19 | 18 |
| 17 | Colombo | Sri Lanka | South Asia | 7 | 19 |
| 18 | Coimbatore | India | South Asia | 21 | 17 |
| 19 | Johannesburg | South Africa | Middle East and Africa | 25 | 20 |
| 20 | San José | Costa Rica | Central America | 29 | 27 |

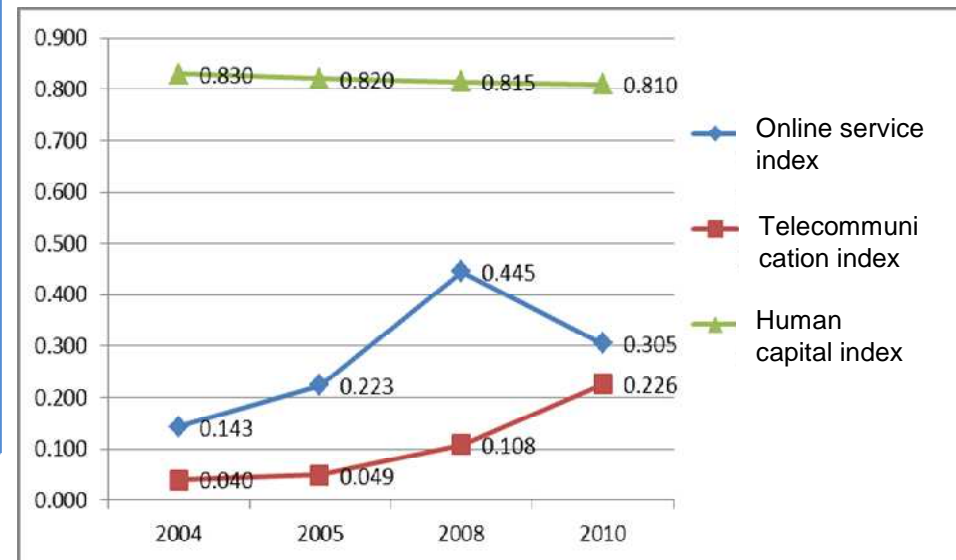
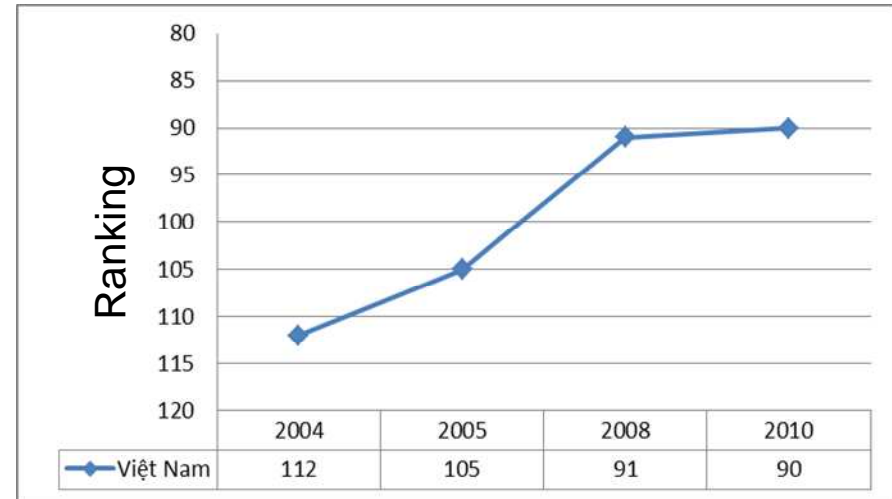
Digital Content Industry Revenue



E-Gov ranking by UN: ASEAN Countries

| Order | Countries | 2004 | 2005 | 2008 | 2010 |
|-------|-----------------|------------|------------|-----------|-----------|
| 1 | Singapore | 8 | 7 | 23 | 11 |
| 2 | Malaysia | 42 | 43 | 34 | 32 |
| 3 | Brunei | 63 | 73 | 47 | 68 |
| 4 | Thailand | 50 | 46 | 62 | 76 |
| 5 | Philippines | 47 | 41 | 66 | 78 |
| 6 | Viet Nam | 112 | 105 | 91 | 90 |
| 7 | Indonesia | 85 | 96 | 106 | 109 |
| 8 | Cambodia | 129 | 128 | 115 | 140 |
| 9 | Myanmar | 123 | 129 | 145 | 141 |
| 10 | Laos | 144 | 147 | 156 | 151 |
| 11 | Timor-Leste | 174 | 144 | 155 | 162 |

* Number of Countries and regions were ranked by year: 2004: 178/191, 2005: 179/191, 2008: 182/192 và 2010: 183/192



Current status of e-Gov development

Computer and Internet usage

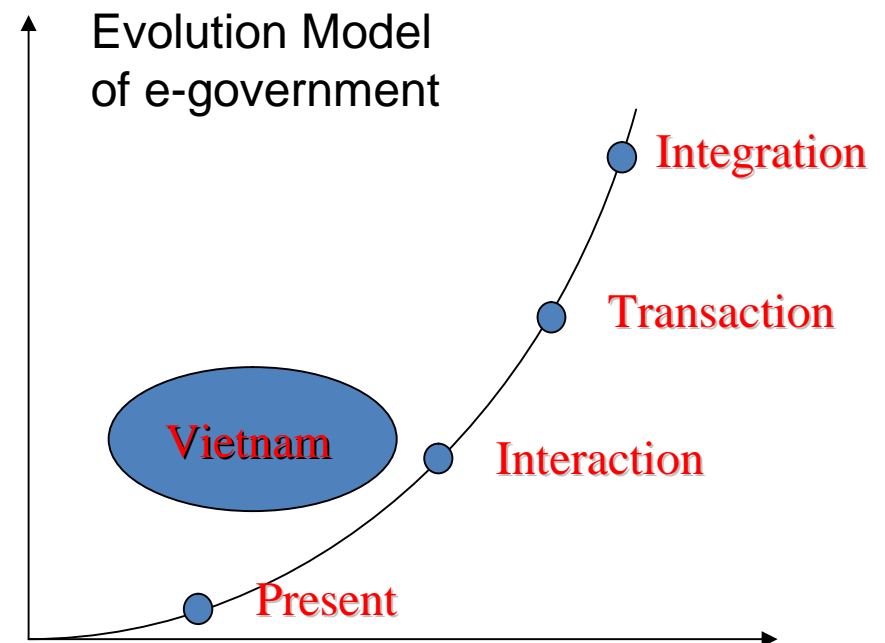
| Administration | Computer over Officials | Computer with Inter. access | Having website |
|---------------------------|-------------------------|-----------------------------|----------------|
| Ministrial-level agencies | 88.5% | 88.37% | 28/30 |
| Provincial agencies | 63.19% | 85.53% | 62/63 |

| | |
|---|------------|
| Inernet Users | 30,044,811 |
| Internet Users per capita | 34.58% |
| Households with Inter. access at home (estimated) | 12.84% |
| Households with computer (estimated) | 14.76% |

Online public services

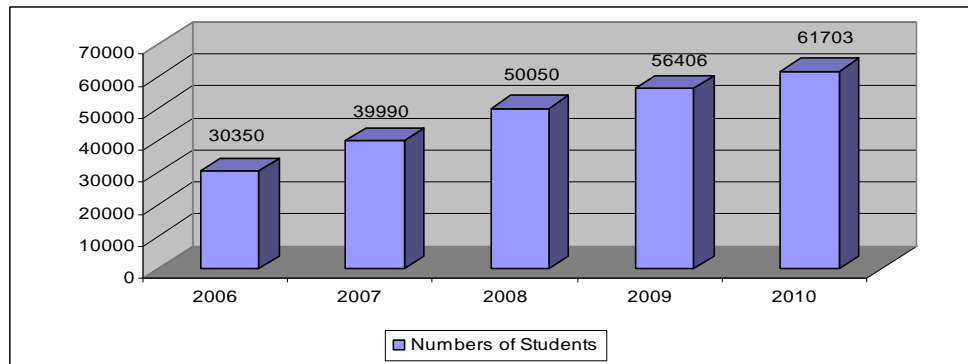
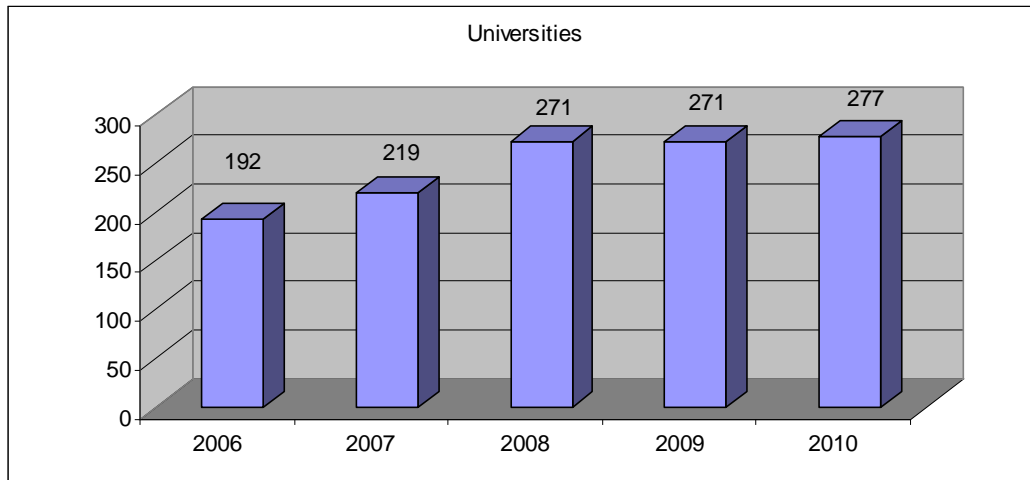
| Administration | Level 1,2 | Level 3 | Level 4 |
|---------------------------|-----------|---------|---------|
| Ministrial-level agencies | 4,841 | 27 | 1 |
| Provincial agencies | 88,387 | 748 | 3 |

- Information technology applied widely but most of IT systems are isolated
- Almost ministries and provinces have their own website
- Some online public administration services in high level
- Majority of public servants use PC and internet
- Information infrastructure is initially built



Data from VN ICT White book 2011

ICT Human Resource



| 2010 Statistics | |
|---------------------------------|----------------|
| Labors of IT Industry (persons) | 250.290 |
| HW industry | 127.548 |
| SW industry | 71.814 |
| DC industry | 50.928 |

Vietnam IT Human Resource

- Human resource is a key competitive advantage of Vietnam software industry.
- 90 million population, of which 65% are young people under 35 of age.
- Science based subjects: first choice (83%) at Vietnamese Universities
- The new enrolment of IT students in universities increases 25-30%/year and reached 50,000 new IT students in 2011
- 277 universities/colleges with ICT education in the country.
- **Ambitious target of education of 1 millions new IT workers by 2020.**

Incentives from Government for IT development

- Income tax incentive:
 - No income tax for the first 5 years
 - 10% income tax for the next (9 years while other industries 25%)
- Support IT companies to get CMMi with up to 25,000 USD
- Prime Minister agreed to be the Chairman of National Commission on ICT

Target to 2020

Vietnam is in top ten of best software outsourcing and digital contents countries.

By 2020, **IT will take 8 – 10% of GDP**

- **1 million IT engineer by 2020**
- **80% IT Students get global quality**
- **Internet user: 70% of total population**
- **The Revolution #4 in Dec. 2012: ICT as an Infrastructure of the countries**

About VINASA

- The only National Software Association in Vietnam
- More than **240** member companies but take 70% of Software production and 60% of SW workforce in Vietnam
- 25 full time staffs; Head Office in Hanoi and Branch office in HCMC
- Main Function: **CONNECTING**

VINASA'S VISION TO 2020

**Vietnam to be an international
software power**

ACTIVITY: VIETNAM ICT SUMMIT 2012

- Time: June 26-27, 2012
- Venue: Hanoi
- **Theme: “ICT – the fundament of national infrastructure”**
- Honor guests:
 - Vietnam: Government leaders
 - International: Chairman of World Information Technology and Services Alliance - WITSA
- 4 main activities:
 - Vietnam ICT Summit 2012
 - Vietnam ICT Best Practices Exhibition
 - Vietnam ICT Golf Open 2012
 - Business matchmaking

SOME PHOTOS OF 2011's EVENT (CONFERENCE)



VINASA's chairman giving welcome speech



WITSA's chairman speech



ASOCIO's chairman speech



Speakers at main session

SOME PHOTOS OF 2011's EVENT (Vietnam ICT Best Practices)



Thank you very much!



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