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The Official & largest ICT Event in Vietnam!

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- Vietnam Posts & Telecommunications Group (VNPT)
- Adsale Exhibition Services Ltd

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Telecom

- Mobile/ Wireless
- Managed Services
- Internet/ IP Services
- Value-Added Services & Messaging, Mobile
- Navigation & Location Based Services
- Network
- Network Infrastructure/ Backhaul
- Personal Digital & Accessories
- Emergency & Risk Communications
- Green IT

IT

- Enterprise Solutions & eGovernment
- Modern Enterprise Communications
- Software, Hardware & Data Security

Satellite

Broadcast & Entertainment

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Fabulous ICT Market

- ◇ Vietnam will mobilise 144 trillion VND(US\$8.5 billion) to develop information and communication technologies (ICT) during 2010-2020 period in order to become a strong ICT country by 2020, according to a project drafted by the Ministry of Information and Communications.
- ◇ In Sept 2009, total number of Total numbers of fixed and mobile subscribers in 2009 reached 110 millions in Vietnam. It represents the increase of 31.25 millions new users in 1 year time and 38% increase year on year.
- ◇ Four 3G licenses were just launched in Apr 2009. US\$2 billion will be invested in 3G technology in three-years with 30,000 BTS by 4 operators.
- ◇ The country's software industry has had a consistently high growth rate, around 30-40% per year, accounting for 0.4% of GDP, with over 720 companies. The rapid growth of the software industry in Vietnam showed its potential in market.
- ◇ Vietnam has made a big hop in the world's e-government rankings due to increased website usage and telecom infrastructure upgrades. A MIC (Vietnam) report said the development of online public services had been promoted. With strong government's encouragement on Internet usage, enormous business opportunities in ICT market will be driven.

Concurrent Summit

- ◇ High-level Summit with Keen Participation from leading local & international corporations

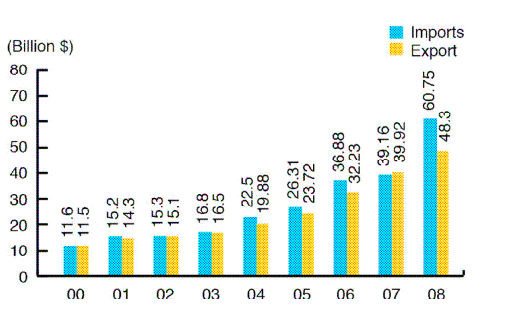
Concurrent Event:

VIETNAM CONSUMER ELECTRONICS
 ELECTRONICS MANUFACTURING
ELECTRONICS 2010

Please Attach Business Card

Vietnam at a Glance

➤ Basic Information

Population	87 million (With over 50% of the population is under 35)																														
GDP (USD)	USD85 billion (2008), 5.2 percent growth rate																														
FDI	US\$21.48 billion (2009)																														
Status of Free Trade Agreements	Market Access Agreement for Industrial Goods signed with U.S. in 2006; precursor of future trade pacts. Vietnam joined WTO in 2007.																														
Other Memberships	<ul style="list-style-type: none"> ➤ Member of the Association of Southeast Asian Nations (ASEAN) Free Trade Area (AFTA) ➤ Free Trade Area(AFTA) ➤ Join Trans-Pacific Partnership (TPP) as an associate member 																														
Literacy Rate	90 % of population																														
Urban Population	2009 ~ 29 % 2015 estimate: ~ 32 % 2030 estimate: ~ 43%																														
Largest Metro areas	Hanoi (6.2 million population) Ho Chi Minh City (formerly Saigon) (6.6 million) Haiphong (1.7 million)																														
Languages	Vietnamese, English, French and Chinese																														
Import/ Export Sales	 <table border="1"> <caption>Import/Export Sales (Billion \$)</caption> <thead> <tr> <th>Year</th> <th>Imports</th> <th>Exports</th> </tr> </thead> <tbody> <tr><td>00</td><td>11.6</td><td>11.5</td></tr> <tr><td>01</td><td>15.2</td><td>14.3</td></tr> <tr><td>02</td><td>15.3</td><td>15.1</td></tr> <tr><td>03</td><td>16.8</td><td>16.5</td></tr> <tr><td>04</td><td>22.5</td><td>19.88</td></tr> <tr><td>05</td><td>26.31</td><td>23.72</td></tr> <tr><td>06</td><td>36.88</td><td>32.23</td></tr> <tr><td>07</td><td>39.16</td><td>39.92</td></tr> <tr><td>08</td><td>60.75</td><td>48.3</td></tr> </tbody> </table>	Year	Imports	Exports	00	11.6	11.5	01	15.2	14.3	02	15.3	15.1	03	16.8	16.5	04	22.5	19.88	05	26.31	23.72	06	36.88	32.23	07	39.16	39.92	08	60.75	48.3
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Doing Business in Vietnam	<ul style="list-style-type: none"> ➤ Joint Ventures ➤ Finding a Local Partner ➤ Franchising <p>* Foreign distributors can set up foreign-owned companies in Vietnam * After January 1, 2010, Consumer electronics products shall be under free trade condition</p>																														

* All info is for reference only

Vietnam 10-year plan in ICT (2010-2020)

Vietnam will mobilise USD8.5 billion to develop information and communication technologies (ICT) during 2010-2020 period in order to become a strong ICT country by 2020, according to a project drafted by the Ministry of Information and Communications.

Estimated Goals	2010-2015	2016-2020
Investment Amount	USD8.5 billion	
	USD3.2Billion	USD5.3 billion
Ranking list of the International Telecommunication Union	70	60
ICT Industry will contribute the country's gross domestic product (GDP)	17-20%	20-30%
Coverage of broadband internet services to communes and wards nationwide, optic fiber cables radio and TV broadcast technologies in five big cities	70%	90%
Households nationwide telephones coverage	100%	100%
Households will have computers and access to broadband internet services	20-30%	70-80%
Households have TV sets	90%	100%
Finish building ICT infrastructure	Urban Areas	Village Areas
Software outsourcing destinations and digital content producers	Top 20	Top 10

Sources: (*The Vietnam Nation*)

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➤ **ICT Industry Information**

ICT Ranking in the World	Vietnam jumped 15 places to rank 92nd in ICT Development Index in 2007, according to a report by the International Telecommunication Union released in March.		
ICT Market Growth	Vietnam's ICT market value is estimated to grow by 1% to \$2.2 billion this year, and to \$3.5 billion in 2010		
Key Institution and organizations Dealing with ICT	Ministry of Information and Communication (MIC) National Steering Committee for ICT Ministry of Science and Technology (MOST) Ministry of Industry and Trade (MOIT) Ministry of Education and Training (MOET) National Assembly – Committee for Science, Technology and Environment Vietnam Association of Information Processing (VAIP) Hanoi Association for ICT Ho Chi Minh City Computer Association (HCA) Vietnam Association of Electronics Enterprises Vietnam Software Association (VINASA) Vietnam Chamber of Commerce and Industry (VCCI) Vietnam e-Commerce Association		
Internet	Internet Penetration: 25% of population Internet User: 21.6million, 2.6 million subscribers (by June,09) Ranking in Internet User: 18 (with ICT industry growing by 20% a year, and one fourth of its population having access to the internet) Total international connection bandwidth : 64,603 Mbps Domestic connection bandwidth : 94,142 Mbps Vietnamese domain names : more than 112,900.		
ISPs (Internet Services Provider)	VNPT, FPT Tel, Viettel, Hanoi Telecom, OCI (One Connection Internet Service Joint Stock Company) & Tienet (Trade Import Export Company – TIE) etc.		
Mobile Subscribers	<ul style="list-style-type: none"> ➤ 96.5 millions (40 per 100 inhabitants) ➤ Vietnam signed up 32.4 million phone subscribers in the first eight months of this year, recording a year-on-year surge of 118.6%, raising the total number to 113.7 million, including 96.5 million mobile subscriptions. 		
Companies List offer Telecom Services	VNPT, VMS, EVN Telecom, Saigon Postel, G-Tel, FPT Telecom, Hanoi Telecom, Vittel, VTC, IndoChina, Vishipel, Piacom		
Electronics	PCs, tele-equipment, electronics products, and components <ul style="list-style-type: none"> ➤ manufactured and assembled PCs from imported SKD components ➤ cooperated with foreign enterprises in assembling computers with brand names from Vietnam such as CMC, SingPC, Mekong Green, VINACom, T&H, Robo, Elead, etc. 		
Tax Scheme on Electronics Parts under WTO	Continuous tax cut as part of its commitment under IT Agreement as a new WTO member: <ul style="list-style-type: none"> ➤ 5% tax bracket -> 0% by 2010; ➤ 10% bracket -> 0% by 2012; ➤ 20-30% bracket -> 0% by 2014 		
Consumer Electronics Sales	2008 : \$908 million (up 21 % from 2007) 2009 : \$1 billion		
Demand in electronics market were served by	<ul style="list-style-type: none"> ➤ Domestic Electronics Industry: 30% ➤ Import Electronics: 70% 		
Market growth in individual sectors in early 2009:	Sectors	Growth Rate	
	Mobile phone	16 %	
	High tech products	24%	
	Digital products	29%	
Personal Computer Penetration	2.2 % per 100 inhabitants		
Retail Outlets	60 commercial centers, 400 supermarkets, 400,000 traditional retail stores		

Sources: U.S. State Department, March 2009; World Development Indicators, 2007; U.S. Department of Commerce, 2008. GfK 2008. Economist Intelligence Unit, Vietnam Retailers Association, CEA09 whitepapers, CIA World Facebook, International Telecommunication Union, General Statistics Office, Vietnam, Vietnam Internet Network Information Centre, VOV News

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