

Enabling Environment of the Water-Energy-Food Nexus

COUNTRY PROFILE -VIETNAM



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1 SUMMARY

1.1 Policies and Trends in the Water-Energy-Food Nexus

Annual GDP growth in Vietnam is among the highest in world: averaged 5.9% (2011–2015) and 6.8% (2016–2019). Economy remains resilient despite COVID-19 pandemic, Vietnam agriculture sector increased in 2020 by 2.65% (with USD 41.2 billion in exports) year-on-year. Trade surplus of agriculture sector estimated at USD 10.3 billion, up 10.2% vs. 2019. Agriculture sector is 14% of GDP, contributes over USD 40 billion to total exports (2019). Major exports are pepper, rice, coffee, cassava, rubber, seafood, tea. High technology, vegetables and fruits exports surpassed rice. As 2017, rice is the dominant staple crop in Vietnam, accounting for 77% of total harvested land area, followed by maize (11%) and cassava (5%). Industrial crops such as coffee, rubber, cashew, and fruit trees occupy the remaining harvested area (15%). Pork and shrimp production are usually produced in intensive farming systems and do not require a large land area.¹ In 2018, Ministry of Agriculture and Rural Development (MARD) listed 13 key products eligible for preferential support measures, including exemptions from land or water rents; credit; transfer/application of high-tech agriculture; human resources training; market development and promotion activities. Vietnam's wind energy potential is considerably high compared to others in the region.

Successful containment of COVID-19 cemented position of Vietnam as attractive and safe investment destination in the region before and post pandemic. Major drivers for growth and economic development are foreign direct investment (FDI) and exports. Vietnam is one of the most vulnerable countries to climate change and ranked of 84 coastal developing countries affected by sea level rise, Vietnam ranked 1st in population-related consequences and GDP growth; and 2nd in impacts to land area and agricultural production.²

Women in agriculture: gender inequalities in agriculture, food and nutrition security are visible in labor and in access to resources (land, finance, technology, training and markets) and agricultural extension services. Women constitute a critical workforce in agricultural production, especially in rural areas, where 63.4% of working women are in agriculture compared to 57.5% of working men. Traditionally, women are more involved in agriculture as they are burdened with unpaid care work and women's knowledge and skills remain limited when it comes to new technologies. Furthermore, although women are more involved in agriculture, they are also more likely to work on smaller farms and to cultivate subsistence crops.³ Women, furthermore, own less than 10% of commercial farms (UN Women and FAO, 2014).

1.2 Priorities and Resources for Innovators in the Water-Energy-Food Nexus

Ministry of Industry and Trade has guidelines on development of rooftop solar power, especially enterprises investing in solar power system farms combined with agriculture. As of February 2021, total 101,996 rooftop solar power projects with capacity of 9,583 MWp. Tax incentives based on location (e.g., difficult socio-economic areas) and others (e.g, investment in agriculture-enterprises applying high-technology). Vietnamese Dong is not freely convertible. The payment and remittance of foreign currencies whether inbound, outbound or within Vietnam, in general, all monetary transactions and payments must be Vietnamese Dong.⁴

See Annex 1 for a summary of relevant policies in Nexus.

See Annex 2 for local enabling environment actors and stakeholders in the nexus.

See Annex 3 for a summary of the emerging players in SME support landscape in Vietnam. See Annex 4 for water and energy product and service providers' profiles.

See Annex 5 for a tax profile related to WEF nexus investment.

See Annex 6 for a Vietnam landcover map.

2 MACRO-LEVEL: POLICIES AND TRENDS IN THE WATER-ENERGY-FOOD (WEF) NEXUS

2.1 Economic Growth and Agriculture

- Small and medium enterprises (SMEs) are vital to Vietnam's economic growth, accounting for more than 98% of all business, 40% of GDP, and 50% of total employment. The number of SMEs grew by around 100,000 in 2016, encouraged in part by increased government efforts to facilitate new business.
- Annual GDP growth in Vietnam is among the highest in world: averaged 5.9% (2011-2015) and 6.8% (2016-2019). A recent resolution of 13th National Party Congress adopted GDP growth targets of 7% for 2021-2030.
- Economy remains resilient despite COVID-19 pandemic, Vietnam agriculture sector increased in 2020 by 2.65% (with USD 41.2 billion in exports) year-on-year. Trade surplus of agriculture sector estimated at USD 10.3 billion, up 10.2% vs. 2019.⁵ Newly registered capital in Vietnam rises up by 13.8% (by value) compared to last year.
- In response to the COVID-19 pandemic, government ordered private traders to maintain rice reserves to stabilize domestic market, set monthly quota for rice exports, stockpiled paddy rice to ensure domestic food availability.
- Private sector creates up to 40% of GDP, over 50% economic growth, 30% of state budget revenue, and 85% of labor force. With nearly 800,000 enterprises, 98% are small or medium size. Over 3,000 startups in operation with merging startup hubs and vibrant startup ecosystems in Ha Noi, Ho Chi Minh City, Da Nang and many other provinces all over Vietnam (see Annex 4 – Incubators and Accelerators).
- Economy breakdown of GDP in 2019: services sector (42%), industrial and construction (34%), agriculture, forestry and fisheries (14%); and product taxes less production subsidies (10%).⁶
- Total population of 92.7 million (2016): 66% live in rural areas with 25 million engaged in agriculture (of which 59% female and 32% aged 15-25). There are approximately 10,500 agriculture cooperatives and over 33,000 agricultural businesses.
- Vietnam's agriculture sector is 14% of GDP, contributes over USD 40 billion to total exports (2019). Major exports are pepper, rice, coffee, cassava, rubber, seafood, tea. High technology, vegetables and fruits exports surpassed rice. Rice is staple commodity and 77% of total harvested area; others include maize (11%), cassava (5%), and industrial crops (15%) of area.
- Ministry of Agriculture and Rural Development (MARD) In 2018 listed 13 key products eligible for preferential support measures, including exemptions from land or water rents, credit, transfer/application of high-tech agriculture, human resources training, market development and promotion activities.

- 71% of working women in Vietnam are self-employed (versus 60% of men) (World Bank, 2013). Agriculture and services are sectors which employ largest number of women. In recent decades, there is a significant feminization of agriculture as women are responsible for most work in many agricultural value chains.

2.2 Water in the Nexus

- With nearly 3,500 rivers of more than 10 kilometers (km) in length spread across 16 major river basins and with plentiful rainfall—almost 2,000 millimeters (mm) a year—the country is rich in water resources.⁷
- Agricultural production accounts for 95% of total water consumption in Vietnam. Existing irrigation system capable of covering 49% of total agricultural land; two-thirds located in two deltas primarily for rice production. Government policy to exempt/subsidize irrigation fees for farmers but is burden on state budget and reduces motivation to use water economically in agriculture. About 60% of water resources originate from high lands; reduced flow in dry season, sea level rise and saltwater intrusion, limiting freshwater resources.
- Narrow and fragmented land in production are barriers to commercialization and profits in agriculture production. Agriculture land per capita in Vietnam (0.34 ha/person) is significantly lower than Cambodia, Myanmar and the Philippines.
- Women farmers involved in irrigation management for agricultural production at local level, especially at community level; however, their role has not been recognized officially.

2.3 Energy in the Nexus

- Revised National Development Plan VII (PDP 7 rev) (2016) mentions deployment of renewable energy (wind energy, solar energy, and bioenergy) as priority for future of national electricity mix; target 9% renewable electricity production (2025) and 10.7% by 2030.⁸
- Government recognizes important role of renewable energies, especially rural off-grid areas, and encourages clean energy investments. Investors must comply with relevant laws and request investment license from government.⁹
- To date, total installed capacity of solar power nationwide 19,400 MWp (of which 48% rooftop solar power), equivalent to 16,500 MW – or 25% of total power installation capacity of national power system.
- Vietnam's wind energy potential is considerably higher compared to Thailand, Laos or Cambodia (UPI Asia 2009). Wind potential is significant in the central coastal region (i.e., Quang Binh, Quang Tri, Thua Thien-Hue and Binh Dinh) and the south (including Ninh Thuan, Binh Thuan, Lam Dong, Tra Vinh and Soc Trang).¹⁰
- *Decision 2068 on Vietnam Renewable Energy Development Strategy*: developing use of biomass energy for electricity production, biogas, and biomass. Used directly as fuel and liquid biofuel. Increase rate of using waste from industrial and agricultural crops and livestock waste (when biological) for energy purposes to 60% in 2030 and 70% by 2050.

2.4 Investment and End-user Finance

- Successful containment of COVID-19 cemented Vietnam's position as attractive and safe investment destination in the region before and post pandemic. Government efforts to protect peoples' health and restore the economy through "overreaction" and early aggressive contact tracing, testing, mass quarantining, and mobilization of state agencies (i.e., armed forces) to disinfect/lock down COVID-19 hot spots. Lessons learned now used to handle new wave COVID-19.¹¹
- Major drivers for growth and economic development are foreign direct investment (FDI) and exports. In 2019, FDI was USD 38 billion (10-year high). Exports increased 8.4% to USD 264 billion driven by growth in imports from Europe and U.S; major markets for exports of consumer electronics (25% and 41% respectively); textiles and garments/footwear (35% and 22%).¹²
- To help businesses recover from COVID-19, Vietnam's central bank cut interest rates with refinancing rate reduced to 4.5% from 5%, and discount rate to 3% from 3.5%. Other government support includes cash handout package (USD 1.5 billion) to low income, unemployed, suspended businesses; electricity rebate (USD 430 million) for firms/households.¹³
- EU and Vietnam signed a bilateral free trade agreement to progressively reduce and eliminate duties in June 2019.

2.5 Environmental, Social, and Governance (ESG)

- Vietnam is the 58th most vulnerable and 108th out of 192 least-ready country in climate change adaptation; vulnerability challenges exist but Vietnam is moderately ready to combat climate change effect.¹⁴
- According to ADB poverty data, in 2016, 5.8% of the population lived below the national poverty line; in 2019, the unemployment rate was 2.0%.
- Global Gender Inequality Index (GII) ranked Vietnam 65 out of 189 countries: index measures reproductive health, empowerment and economic activity. Relatively equal female participation (73% vs. 82% men) in labor force¹⁵. The share of women in the labor force is high at 73%, and there has been a remarkable improvement in the female-to-male income ratio for formal employment, which rose from 70% in 2007 to 83% in 2015. Furthermore, women hold approximately 30% of senior management positions and nearly 14% of board seats.
- Vietnam's women own about 21% of formal enterprises. The majority 57% are microenterprises. Existing SME policies indicated that women-owned SMEs are eligible for development support but did not specify the kinds of support and eligibility criteria. There are no guiding documents identifying specific areas of support, priority policies, implementation process, responsible agencies, or funding sources.¹⁶

- The State Bank of Vietnam has set a goal that by 2025, each bank will have created its own department dedicated solely to ESG analysis, and it will incorporate ESG factors into its overall risk analyses.

3 BUSINESS-LEVEL: PRIORITIES AND RESOURCES FOR INNOVATORS IN THE WEF NEXUS

3.1 Business Operations

- Vietnam's 2020 Ease of Doing Business (EODB) index score was 69.8 out of 100; ranking 70th globally and 8th within the East Asia and Pacific Region.¹⁷
- Most business activities and investments in Vietnam will be affected by corporate income tax; foreign contractor tax; capital assignment profits tax; value added tax; import duties; employment taxes. Other taxes affect specific activities: special sales tax; natural resources tax; property taxes; export duties; environment protection.¹⁸
- Foreign exchange controls: Vietnamese Dong is not freely convertible and cannot be remitted overseas. Government implementing measures to reduce dependency on US dollar. All buying, selling, lending and transfer of foreign currency must be through banks / financial institutions authorized by State Bank of Vietnam. In general, all monetary transactions and payments must be Vietnamese dong. Outflow of foreign currency authorized for certain transactions (e.g. imports of goods and services, repayment of loans/interest, transfers of profits and dividends or royalties). Foreign investors and foreigners working in Vietnam permitted to transfer abroad profits/income earned in Vietnam and remaining invested capital upon liquidation of investment project.¹⁹
- New SME law (2018) introduced a slightly different definition of SMEs. According to new Law, SMEs are micro, small and medium-sized enterprises which have average number of employees contributing social insurance of no more than 200 and meet one of the following two criteria: (i) Total capital shall not exceed VND 100 billion (around USD 4.4 million); or (ii) Total revenue of the preceding year shall not exceed VND 300 billion (around USD 13.2 million). New SME Law contains more concrete measures to support the sector, including incentives for commercial banks that offer preferential interest rates to SMEs or that allocate at least 30% of their loan portfolio to SMEs. It also foresees tax incentives for startups, defined as enterprises operating for fewer than five years.

3.2 Tax policy

- The standard CIT rate is 20%. Companies operating in the oil and gas industry are subject to CIT rates ranging from 32% to 50% depending on the location and specific project conditions.
- Tax incentives based on location (e.g., difficult socio-economic areas) and other criteria (investment in agriculture enterprises applying high-tech): 10% preferential Corporate Income Tax (CIT) rate for 15 years; and 4 years tax exemption plus 9 years 50% reduction).²⁰
- Business operating in the renewable energy, clean energy, and waste-to-energy sector can enjoy preferential tax rates and tax holidays if it qualifies for the incentive investment sector or encouraged investment location conditions.²¹

3.3 Market Growth

- Ministry of Industry and Trade has guidelines on development of rooftop solar power, especially enterprises investing in solar power system farms combined with agriculture.
- As of February 2021, there are total 101,996 rooftop solar power projects with capacity of 9,583 MWp.²² Currently, there is no new regulations and guidelines for solar power. Lending for renewable energy is mainly through green credit; investors said bank interest rate for renewable energy is too high (10-11.5%/year). Rooftop solar PV costs is still high and there is no national technical standard for devices, no regulations for building permit on roof structure during installation.
- 3TIER34 is a global leader in weather-driven renewable energy assessment and forecasting for wind projects of all sizes, and able to provide high-level wind data including a wind energy potential map in Vietnam.²³

3.4 End-User Access

- According to General Department of Water Resources (MARD) area of crops with advanced irrigation and water saving is 276,000 hectares. Types of technology used: rain-fed (79%); drip irrigation (12%); net houses/greenhouses (9%). Most irrigation technology and equipment imported Top 10 provinces using advanced irrigation, saving water (with area over 10,000 hectares): Lam Dong, Binh Phuoc, Dong Nai, Tay Ninh, Gia Lai, Tra Vinh, Vinh Long, Bac Lieu, Kon Tum, An Giang. However, application of economical irrigation limited due to information on water saving irrigation for crops, technology transfer, training, and awareness for farmers. Initial investment for advanced irrigation technology still high for farmers.²⁴
- There are a range of policies and financial resources such as: Social policy Bank, Women support Fund, Agricultural development projects in Vietnam provide technical and financial support to farmers (poor and nearby poor households, in particular women in rural areas through the Farmers' Association, Women's Union and Youth Union. For better-off households and farms, credit sources for Agriculture and Rural Development (ARD) managed by the Bank of Agriculture and Rural Development are important channels providing capital support for women.
- Access to loans for farmers and women is still quite difficult. Specifically, any individual or household, when borrowing credit capital, has to pledge or mortgage assets with a red book (land use right) and encounter many difficulties in administrative procedures for a loan of over VND 50 million. Unsecured loans are very small, not enough to invest in agricultural production.²⁵
- There were 68.17 million internet users in Vietnam in January 2020. The number of internet users in Vietnam increased by 6.2 million (+10.0%) between 2019 and 2020. Internet penetration in Vietnam stood at 70% in January 2020. In 2020, Vietnam market has 43.7 million people using smartphone devices out of a total population of 97.4 million people, reaching a rate of 44.9% of which in urban areas is 95% while in rural areas it was 69%.²⁶ In terms of supply in the banking market, the number of service providers in Vietnam has continued to accelerate the adoption of digital technology in their operation to meet the demands of non-cash payment and business digitization. All telecommunication units have payment services or telephone cards on the internet. Despite this large coverage of digital services, the use of mobile technology for financial transactions is relatively rare and cash transactions is dominant for payment and banking for both

women and men in the rural areas. The central bank, the State Bank of Vietnam (SBV), is now in the process of revising existing regulation to create a complete framework for fintech and support digitalization in banking.²⁷ Through the Australian Department of Foreign Affairs and Trade's (DFAT) Business Partnerships Platform (BPP), The Asia Foundation is collaborating with DFAT, Vietnam Bank for Social Policies (VBSP) and Mastercard to expand an initiative to build Vietnam's first-ever digital finance platform for low-income clients and women-led microenterprises.

- The Department of Electricity and Renewable Energy (Ministry of Industry and Trade) is currently coordinating with consulting units to study the new Rooftop solar PV, including solar application in farming and household level encouragement schemes, is expected to be submitted in the first quarter of 2021.
- There are the incentive and incentive mechanisms and policies (credit, taxes, capital sources, other policies) for enterprises, organizations and individuals participating in research, production and supply of materials, advanced irrigation equipment, structures and systems that save water, apply water-saving irrigation in farming.

3.5 Scale-up and Expansion Support

- Vietnam Women Union scheme supports women entrepreneurs (2017-2025) with focus on rural women and agriculture sector. Rural women increasingly accessing and benefiting from these policies/programs. Estimated over 46% of female workers in total received vocational training under schemes and programs of Ministry of Labor, War Invalids and Social Affairs. Preferential credit policies for poor women headed households, especially women in rural areas.
- *Resolution No. 55-NQ / TW (Feb 2020)* policies and guidelines on national energy development which prioritize exploitation and use of renewable energies, new energies and clean energy efficiently and effectively. Renewable energy prioritized and encouraged: solar, wind, biomass and hydroelectricity.
- Large public sector investments in application of high technology in agriculture and fisheries from enterprises and government science and technology. Agricultural development support fund implemented by State Bank (SBV) with functional agencies to improve efficiency land and labor to increase and agricultural productivity.²⁸
- Government mechanisms and policies to attract investment in agricultural production with high technology applications; support for hi-tech agricultural production enterprises and farmers through: (i) favorable conditions for land accumulation and concentration; (ii) capital support in agriculture development and investment in high-tech agriculture; and (iii) training human resources for agriculture; (iv) mechanism for science and technology towards the market; and (v) expand market for agricultural products.
- See Annex 3 for details for other related policies and incentives included.

4 WEF INNOVATIONS MARKET READINESS: FACTORS INFLUENCING ADOPTION OF INNOVATIONS

Actors	Opportunity	Threat
Digital penetration:	<ul style="list-style-type: none"> - Around 50% of the population using smartphone devices and internet suppliers cover all over Vietnam including very remote area - COVID 19 encouraged and pushed the use of internet and digital transaction of the farmers. - High tech agriculture encouragement policies, digital agriculture/agriculture 4.0/smart agriculture 	<ul style="list-style-type: none"> - Most of the agri-businesses are small scale - Legal system is not attractive for foreign investment in agriculture sector - Use of mobile technology for financial transactions is relatively rare and cash transactions is dominant for payment and banking for both women and men in the rural areas
Access to subsidies:	<ul style="list-style-type: none"> - The government has prioritized market-oriented encouragement policies for agricultural sectors in coming years - Increasing presence High tech - start-up accelerators/ incubators - Smart agriculture development policies with multiple subsidies. Incentives in the past 3 years 	<ul style="list-style-type: none"> - Capacity of local innovators in accessing financial resources limited such English, writing proposal, searching funds, networking
Transaction cost to reach the farmers:	<ul style="list-style-type: none"> - Outreach activities cost are getting lower due to the presence of grassroot level NGOs, civil society, internet and Micro-finance Institutions 	<ul style="list-style-type: none"> - Prefer cheap solution for their farming Entrepreneurs and farmers have limited knowledge/skills on business management
Affordability:	<ul style="list-style-type: none"> - To businesses recover from COVID-19, Vietnam central bank cut interest rates with refinancing rate reduced to 4.5% from 5%, and discount rate to 3% from 3.5%. Other government support includes cash handout package (USD 1.5 billion) to low income, unemployed, suspended businesses; electricity rebate (USD 430 million) for firms/households 	<ul style="list-style-type: none"> - High interest rates of micro-finance institutes, - limited subsidy amount to farmers
Access to finance for women in rural Vietnam	<ul style="list-style-type: none"> - Commercial banks offer preferential interest rates to SMEs or that allocate at least 30% of their loan portfolio to SMEs. - 13 key products eligible for preferential support measures, including exemptions from land or water rents; credit; transfer/application of high-tech. agriculture; human resources training; market development and promotion activities. 	<ul style="list-style-type: none"> - Access to loan is challenging, when borrowing credit capital, has to pledge or mortgage assets Collateral requirement (land use right) for high amount (more than VND 50 million)

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ANNEX 1: SUMMARY OF RELEVANT POLICIES IN THE NEXUS

Agriculture

- **Decree No. 115/2005/ND-CP (2005)** and **Decree No. 80/2007/ND-CP (2007)**: basis for science-technology to focus more on markets and customers and encourage investment in technology research and innovation.
- **Resolution No. 26-NQ/TW (2008)**: human resources development plan for training in agriculture, forestry and fishery sectors.
- **Decision No. 176/QĐ-TTg (2010)**, approves the Agricultural Development Project with high technology application to 2020;
- **Decree No. 41/2010/ND-CP, (2010)**, A government credit policy for agricultural and rural development, with policy of unsecured loans at appropriate limits;
- **Decision no. 124/QĐ-TTg/2012** master plan on agricultural production development to 2020 and vision 2030: Plan of agricultural production must be based on innovation thinking, marketing, combining rapid application of scientific and technology achievements, efficient use of land resources, water, trained human resource.
- **Decision No. 1895/QĐ-TTg,(2012)** approving High-tech Applied Agricultural Development Program under National High-Tech Development Program to 2020.
- **Decision 62/2013/QĐ-TTg** on high-tech agricultural policy encourages the development of cooperation, linking production with consumption of agricultural products, building large sample fields;
- **Decree 118/2015/ND-CP** guiding implementation of the Law on Investment; in which, regulations on fields of cultivation, livestock and poultry husbandry, preservation and processing of agricultural products ... are areas eligible for investment incentives.
- **Decree No. 55/2015/ND-CP** credit policies serving agricultural and rural development, contributing to building a new countryside and improving lives of farmers and residents. Credit policy for agricultural and rural development specified in this Decree does not include credit policies for agricultural and rural sectors of Social Policy Bank and the Vietnam Development Bank.
- **Resolution No. 06-NQ/TW, (2016)**: modernization and commercialization of agriculture. industry, strongly shifting to intensive agricultural development, large production, science-technology based, high productivity, quality, competitiveness and added value. From staple food production to diversified agriculture in accordance with advantages of each region.
- **Decree 57/2018/ND-CP** on agricultural policy, high-tech industries encourage businesses to invest in agriculture and rural areas had many changes in support mechanisms, from direct cash support to land rent exemption, reduced administrative procedures, and interest subsidy, training support. Specifically, enterprises with agricultural projects are exempt from money for changing land use purpose for area of land for construction of houses for employees working in project, exemption of

land use fees for land area after conversion. Exemption from land and water surface rent of the State for first 15 years for enterprises with investment incentive projects. State supports 80% of the budget, but not more than VND 300 million / topic / copyright / technology for enterprises that conduct scientific research, buy technology copyright, or purchase technology or purchase results of scientific research and technology development to create new products, improve technologies, technologies to minimize environmental pollution, technologies to save raw materials and fuels and save energy.

- **Decision No. 22/2019/QĐ-TTg (2019)** adjusted with Decision No. 03/2021/QĐ-TTg on implementation of policies to support agricultural insurance: provides for implementation of agricultural insurance support policies in accordance with **Decree No. 58/2018/ND-CP (2018)** on agricultural insurance, including: supported agricultural production organizations and individuals; types of crops, domestic animals and aquaculture supported; types of insured risks supported; level and time of support; supported areas; level of support from central budget to local budget to support agricultural insurance premium.
- **Resolution No. 30/NQ-CP (2017)** spend at least VND 100,000 billion to implement loan program with interest rates lower than market interest rate from 0.5% -1.5% for agriculture in field of hi-tech application and clean agriculture.
- The State Bank issued Circular 10 dated July 22, 2015 guiding the implementation of some contents of Decree 55 and issued a document 7892 instructing the State Bank branches in provinces and cities to implement. Regarding the interest rate policy, the State Bank has set the ceiling interest rate for short-term loans for 5 priority areas, including the agricultural and rural sectors, 1-2% lower than the interest rate for ordinary commercial loans; expand regulations on loan purposes and lending methods to suit the actual credit activities.
- **Decree No. 116/2018/ND-CP, (2018)**, amending and supplementing *Decree No. 55/2015 / ND-CP (2015)* on credit policy for agricultural and rural development; many breakthroughs in lending for hi-tech agricultural projects: lending to enterprises without collateral (up to 70% -80% of value of hi-tech agriculture project) with flexible loans; land rent incentives, cutting down admin. procedures, reducing lending interest rates by 0.2% / year if buying insurance. It regulates on increasing loan levels for individuals and households without collateral are allowed to borrow up to VND 200 million instead of VND 100 million.
- Ministry of Agriculture and Rural Development Gender Action Plan 2016–2020: Among the six objectives of MARD’s Gender Action Plan, only the first objective focuses on women farmers while the other components target working women in the public sector in agriculture and rural development. The targets for the first objective (Exercise equal rights of women in the field of labor and employment) are: Target 1: Each sex comprises at least 40 % out of the total people getting new jobs or employed yearly. Target 2: 50% of rural women laborer under 45 years old receive vocational and technical training by 2020.¹
- Saline intrusion in Mekong Delta and recent severe drought in Central Highlands are examples of climate change on agricultural production. Vietnam is one of most vulnerable countries to climate

¹ <http://www.fao.org/3/ca6503en/ca6503en.pdf>

change. Of 84 coastal developing countries affected by sea level rise, Vietnam ranked 1st in population-related consequences and GDP growth, and 2nd in impacts to land area and agricultural production.

- A lot of mechanization in the agriculture sector tends benefit men, who tend to be in charge of the parts of farm work such as tillage, harvesting, post-harvesting and transportation, and large farmers who can afford to use these technologies.
- Agricultural land: 69% small (<0.5 ha / household); 25% average (0.5-2ha / household); 6% large (> 2ha / household); Approximately. 13% owners of agricultural land are women. Agriculture production facing competition for resources (land, water) from other industries and services as well as competition pressure on land use.

Water/Energy

- **Decision No: 104/2000/QĐ-TTg** approve National Strategy on Rural Clean Water Supply and Hygiene until 2020.
- **Decision no.33/QĐ-TTg 2020 on Irrigation strategy of Vietnam to 2030, vision to 2040:** to ensure supply of water for daily life and agricultural production; supply and create sources for urban areas, industrial parks, export processing zones, economic zones and hi-tech parks from system of irrigation works; pay special attention to areas with frequent water shortage (e.g. Central Coast, Central Highlands, and the Mekong River Delta); attaching importance to environmental protection and protection of aquatic ecosystems, serving sustainable development; Actively supplying water for 2-crop rice-growing land with 85% irrigation, out of which, 30% by 2030 and 60% by 2050 by advanced farming methods; By 2030, 70% of irrigated crop areas will be irrigated, including advanced irrigation, saving 30% of water; by 2050, 100% will be reached, including advanced watering and 60% water saving; Ensuring active water supply and drainage for intensive, industrial intensive aquaculture, hi-tech applications, high-value commodity agricultural production areas and other objectives in agricultural production. Water supply for coastal economic activities, populated islands, and fishery services.
- **Decree 77 Law on Irrigation** encourages application of advanced and water-saving irrigation.
- **Article 11 of Decree No. 96/2018/ND-CP** supports irrigation public products and services for households and individuals that use agricultural land to grow vegetables, crops, and seedlings; perennial industrial trees, short-term industrial trees, including winter crops; fruit trees; flower; medicinal plants; and aquaculture.
- **Decree No. 77/2018/ND-CP:** to develop small irrigation, in-field irrigation, and advanced irrigation, and save water, including investment in new construction of water storage works, systems advanced irrigation, water saving, electric pump stations, culverts and canals solidifying to meet requirements of agricultural restructuring, associated with construction of new rural Development Program. Support up to 50% of cost of materials, constructional machines, and equipment to invest in building advanced irrigation system, save water for upland crops, support level does not exceed VND 40 million/ha. Support up to 50% of cost to flatten fields; not to exceed VND 10 million/ha.

- **Directive no. 3837-2019** on enhancing the development of small irrigation, infield irrigation and advanced and saving water irrigation.
- **Electricity Law No. 28/2004/QH11** (2004 amended 2012).
- **Decree No. 21/2011/ND-CP (2011)** on elaborating to Law on Economical and Efficient Use of Energy.
- **Decision No. 1393/QĐ-TTg/2012** “National Green Growth Strategy (2011-2020) with vision to 2050” to achieve low carbon economy and enrich natural capital, will be dominant trend in sustainable economic development and requires mitigation of greenhouse gas emissions and increased capability to capture greenhouse gas.
- **Circular 19/2013/TT-BNNPTNT** (2013) Ministry of Agriculture and Rural Development (MARD): guiding implementation of energy efficiency and conservation (EEC) measures in agricultural production. Circular mentions EEC measures in agricultural sector, (e.g. cultivation, plant protection, animal husbandry, vet medicine, irrigation and drainage, aquaculture, forestry, salt making, and fishing). Among all measures stated by Circular, only two focus on agricultural areas with largest energy consumption and possible calculation assumptions – Fishing: using high-efficiency lighting and solar batteries to reduce amount of electricity generated (from diesel oil) on seafaring vessels. Irrigation and drainage: using high-efficiency pumps to reduce electricity consumption.
- **Decision 2068/QĐ-TTg (2015) on the Vietnam Renewable Energy Development Strategy:** mention Renewable Energy targets and resolution such as Import duties exemption from import duties for goods imported to establish project fixed assets; goods imported as raw materials, materials and semi-finished products that are not domestically produced and imported for project’s production purposes under the provisions of the existing laws on export and import taxes; Preferential treatment for land: the exemption/reduction of land use/rental costs as prescribed in the existing laws applicable to projects in the fields of investment priorities; Corporate income tax (CIT) exemption and reduction the same as to projects in the fields of investment priorities as stipulated in the existing laws on taxes. Organizations/ individuals that use fossil fuels for energy purposes shall be required to pay environmental fees for the fuel volume used. A portion of environmental fees collected shall be used for the promotion of RE development and utilization via Sustainable Energy Promotion Fund.
- **Dispatch No. 5533/TCHQ-TXNK/2020 of Ministry of Finance (MOF)** on import duties of solar projects duties imposed on imported goods to serve the operation of renewable energy (solar power) projects.
- **Decision No. 280/QĐ-TTg/2019 National Energy Efficiency Programme (VNEEP)** for period of 2019-2030.
- **Circular No. 25/2020/TT-BCT** on planning and reporting the implementation of plans for economical and efficient use of energy and energy audit.

- **Decision No. 24/2014/QĐ-TTg (2014)** supporting mechanisms for development of biomass power projects in Vietnam; and the **Decision No. 08/2020/QĐ-TTg (2020)** amending and supplementing **Decision No. 24/2014/QĐ-TTg (2014)** supporting mechanisms for development of biomass power projects in Vietnam.
- **Circular Ref. 16/2020/TT-BCT and Circular No. 44/2015/TT-BCT (2015)** of Minister of Industry and Trade on Project development, Avoided Cost Tariff and Standardized Power Purchase Agreement for biomass power projects.
- **Resolution 55-NQ/TW on Orientation of Vietnam's National Energy Development Strategy to 2030 and outlook to 2045.**
- **Circular 07/VBHN-BNNPTNT** guiding measures to use energy economically in agricultural production.
- **Decision No. 13/2020 / QĐ-TTg (Apr 2020)** mechanism to encourage development of solar power in Vietnam.
- **Circular No. 18/2020 / TT-BCT (July 2020)** on project development and standard power purchase and sale contracts applicable to solar power projects, including rooftop solar PV development regulations.
- **Document No. 7088 / BCT-DL (Sep 2020)** guiding implementation of solar power development, sky roof.

Environment

- **National Strategy on Climate Change (NCCS)** focuses on adaptation goals and mitigation goals, **National Green Growth Policy (VGGS)** mainly focuses on mitigation. Most **Green Growth Action Plan (GGAP)** activities focus on green growth and low emissions but ignore climate change adaptation related activities.
- **Action Plan on climate change 2021-30 (2020)** includes plans to adapt/mitigate climate change in agriculture sector.
- **National Target Program to Respond to Climate Change (NTP-RCC)**, under **Decision 158/2008/QĐ-TTg (2008)** and **Decision No. 1183/QĐ-TTg (2012)**: emphasizes need to integrate climate change adaptation activities into socioeconomic development plans (SEDP), disaster risk reduction (DRR), coastal management and energy use. Focus on adaptation rather than mitigation.
- **2021-2030 Socioeconomic Development Strategy** highlights national strategic priorities: (i) institutional development for socialist-oriented market economy; (ii) human resource development, leadership, management in key sectors; and (iii) modern infrastructure to develop national transport facilities and adapt to climate change.
- In agriculture and forestry sector, policies include **National REDD + Action Program 2011-2020 (Decision 799/QĐ-TTg, 2012)**, and **National REDD + program (Decision Decision No. 419/QĐ-**

TTG, 2017), approving the action plan of the agriculture and rural development sector to respond to climate change for the period 2016 to 2020 with a vision to 2050 (**Decision No. 819/QĐ- BNN- HCN, 2016**) and approved the Green Growth Action Plan of MARD until 2020 (**Decision 923/QĐ- BNN-KH, 2017**).

- **National Target Program on Energy Efficiency and Conservation (NTP-EE). The Law on Environmental Protection (2014):** establishment and development of carbon credit market and international emission compensation system. Renewable energy is also gradually being considered as an effective solution to mitigate climate change impacts (the Renewable Energy Development Strategy issued in 2015 and the revised Energy Development Plan in 2016).
- **The National Strategy on Environment Protection to 2020 With Visions to 2030 (2012)** includes the target to “improve the capability of actively responding to climate change and reduce the increase of GHG emissions” and sets out actions to (i) improve public awareness and adaptability to climate change; (ii) mainstream climate change response into strategies, plans, program and projects and improve the resistance and adaptability of ecosystems against the impacts of climate change and sea level rise; and (iii) reduce GHG emissions.
- **The National Green Growth Strategy** was approved in 2012. The strategy sets out objectives towards a green economy, energy efficiency, GHG reduction and improvement of living standards. It includes the target to reduce the intensity of GHG emissions by 8-10% (as compared to the 2010 level) between 2011 and 2020; and reduce GHG emissions by at least 1.5% - 2% a year until 2030. The strategy focuses on improving energy efficiency, changing the fuel structure in industry and transportation, increasing the proportion of new and renewable energy sources and the development of organic agriculture.
- **Law on Environmental Protection (2014)** – relevant Chapters to the nexus include Chapter 2 which contains articles for environmental planning, strategic environmental assessment and environmental impact assessment. Chapter IV concerns itself with the response to climate change; Chapter VI deals with protection of water, land and air resources; Chapter 9 deals with waste management while Chapter 7 has articles specifically dealing with environmental protection in agricultural production and aquaculture, chemicals and pesticides.

Investment and Finance

- **EU-Vietnam Free Trade Agreement (EVFTA) and Investment Protection Agreement (EVIPA):** most ambitious free trade deal between EU and developing country; to boost industries such as manufacturing and create new motivation for exports post COVID-19 pandemic. On 30 June 2019, under EVIPA Vietnam agreed to progressively eliminate duties for EU food products over ten years. At end of implementation period, an average tariff of 1.1% to apply to agricultural goods originating in Vietnam and 2.1% to processed agricultural products. Average tariff for EU agricultural exports to Vietnam to be reduced to 2.6%. Vietnam agreed to recognize and protect Geographical Indications (GIs) of 169 European food and drink products, at comparable level to EU legislation. Vietnamese GIs will also be recognized as such in the European Union, and agreement allows new GIs to be added in future.

- **Resolution No.50-NQ/TW (2019):** established special taskforce to welcome new FDI and policies to improve quality and efficiency of foreign investment activities to 2030. To date, over USD 383 billion worth of registered FDI for over 33,000 projects.²
- “Supporting National Innovative Start-up Ecosystem to 2025.” In 2016, the Prime Minister approved the Project, or Project 844, through **Decision 844/QĐ-TTg/2016**. It focuses on supporting the national innovation startup ecosystem through 2025 and developing a legal system and a national e-portal for startups by 2020. In addition, it will also provide funding support to 200 startup enterprises. Decree 76/ND-CP builds on the Law on Technology Transfer and allows for the use of Science and Technology Development Funds which have tax exemptions to invest in startups. Regulatory trends suggest that the government’s focus is on attracting foreign investment in startups, promoting crowdfunding and P2P lending, and sustaining investor networks in Vietnam.³
- **Ministry of Agriculture and Rural Development Gender Action Plan 2016-2020:** overarching goal to reduce the gender gap and enhance the status of women in agriculture and rural development. Targets included – each sex comprises at least 40% out of the total people getting new jobs or employed yearly; and 50 % of rural women laborer under 45 years old receive vocational and technical training by 2020. Also identifies targets for strengthening capacity of the sector’s staff on gender equality work through training and gender mainstreaming in legal normative documents of the sector.
- In 2013, Ministry of Science and Technology launched the “Vietnam Silicon Valley” initiative to support growth of tech startups. Government-issued **Decision No. 844/QĐ-TTg** (2016) outlined a scheme to support the ecosystem for innovation and startups at the national level through 2025 and declared 2016 the Year of the Startup. Various support events were organized for the startup community in 2016, such as Techfest 2016, ISUM 2016, HATCH!FAIR 2016.
- Yet farmers who own land or other assets as a guarantee/collateral have easier access to finance. Poor farmers, especially women, have very limited access to larger loans and to commercial banks. Women also have less access to extension services and the market. Factors determining degree of access to knowledge and skills by women include social-economic context, household conditions (i.e., whether one’s husband has migrated to an urban area for a paid job) and the subsector. Social norms may also hinder women’s mobility and their interaction with extension officers, who are mostly men.⁴

² <https://www.vir.com.vn/party-congress-to-highlight-critical-role-of-private-sector-81922.html>

³ <https://www.vietnam-briefing.com/news/why-vietnams-emergence-as-startup-hub-promising-for-investors-2.html/>

⁴ Country gender assessment of agriculture and the rural sector in Vietnam (fao.org)

ANNEX 2: LOCAL ENABLING ENVIRONMENT ACTORS AND STAKEHOLDERS IN THE NEXUS

Sector(s)	Name	Relevance to WE4F
Local NGOs/CSO or Policy advocacy groups		
Energy/Water/ Agriculture	Green Innovation and Development Centre (GreenID)	<ul style="list-style-type: none"> – Vietnamese non-profit organization (NPO) est. December 2011 with programs in green growth, clean air and water, and sustainable energy – http://en.greenidvietnam.org.vn/who-we-are-1.html
Energy/Water/ Agriculture	Vietnam Sustainable Energy Alliance (VSEA)	<ul style="list-style-type: none"> – Established in 2012, with 12 Vietnamese and international NGOs to strengthen sustainable energy development in Mekong region through participatory energy policy-making process, decentralized renewable energy solutions, and application of energy efficiency – https://www.facebook.com/vsea2016/
Energy	Vietnam Initiative for Energy Transition (VIET) Vietnam Sustainable Energy Alliance	<ul style="list-style-type: none"> – https://vietse.vn/en/our-vision-mission/ – https://www.facebook.com/vsea2016/
Energy	Vietnam Energy Association (VEA); Vietnam Energy Scientific Council (VESC) Vietnam Energy Consulting Center (VECC)	<ul style="list-style-type: none"> – http://nangluongvietnam.vn/news/en/home
Energy	Vietnam Association of Science and Technology uses energy economically and efficiently (VECEA)	<ul style="list-style-type: none"> – For organizations, individuals, and business related to economical and efficient use of energy (EE). Scientific research, technology development, training, training and transfer of scientific and technological advances on economical and efficient use of energy. Also provide consultancy at request of Association or other organizations and individuals. – http://vecea.vn/gioi-thieu/c1/gioi-thieu.html
Energy	Vietnam Energy Partnership Group (VEPG)	<ul style="list-style-type: none"> – Established in 2017, VEPG to strengthen cooperation, dialogue and exchange of experiences and knowledge in Energy Sector. VEPG to work towards effective and efficient international support to sustainable energy development in Vietnam, in line with national law and international agreements of which Vietnam is member. https://vepg.vn/about-us/
Agriculture	Centre for Agriculture Policy (CAP)	<ul style="list-style-type: none"> – Centre for Agriculture Policy (CAP) of Institute of Policy and Strategy for Agriculture and Rural development (IPSARD) established in 2006. CAP is public research agency specializes in science and technology, operates with autonomy, self – responsibility, and own legal status. – http://en.cap.gov.vn/news/tID386_Introduction.html
Agriculture	Institute of Policy and Strategy for Agriculture and Rural development (IPSARD)	<ul style="list-style-type: none"> – Provide Information, Research Consulting, evaluating and reviewing strategies and policies in agriculture and rural development and regulations of law; Studying scientific basis, evaluating agricultural and rural planning, plans, programs, schemes and projects; Researching markets, commodity lines, and international economic integration in the agricultural and rural sectors; Research on economy, society, environment, and climate

		<p>change in agricultural and rural sectors; Agricultural and rural institutional research.</p> <ul style="list-style-type: none"> - http://ipsard.gov.vn/vn/tID5021_chuc-nang-nhiem-vu.html
Agriculture	National Institute of Agricultural Planning and Projection (under Ministry of Agriculture and Rural Development)	<ul style="list-style-type: none"> - Main duty is research, survey, evaluate and protect all agricultural-related natural resources, such as land, water, etc. as well as to formulate and implement the strategy for agricultural and rural development accompanied by the protection of the environment. Development in line with general strategy for national socio-economic development. - http://www.niapp.org.vn/info/en/ln/about/nhiemvu
Agriculture	Vietnam Council of Agricultural Companies (VCAC)	<ul style="list-style-type: none"> - Connecting businesses operating mainly in the field of agricultural production at home and abroad (especially units with products for agriculture; technology products applied in agriculture, organizations and individuals dedicated to the agricultural sector) share and support each other for effective business operations, contribute to the socio-economic development of the country in general and Vietnam's agriculture sector in general. - help members with opportunities to connect, promote trade, exchange, cooperate, link, support and help each other in development, career, improve production - business efficiency and protect the legal interests of members in agriculture activities. - https://www.facebook.com/pages/category/Agriculture/H%E1%B%99i-%C4%90%E1%BB%93ng-Doanh-Nghi%E1%BB%87p-N%C3%B4ng-Nghi%E1%BB%87p-Vi%E1%BB%87t-Nam-VCAC-100713018392691/
Agriculture	The Institute of Agricultural Science for Southern Vietnam – IAS	<ul style="list-style-type: none"> - Multi-disciplinary research institution on crops, livestock, agricultural economics. IAS responsible for following activities: Research on selecting, breeding of plant varieties and animal breeds; pests and diseases control; and on technical aspects of crop and livestock production. - Research on improvement and establishment of sustainable farming systems and transfer of technologies; biological environment protection; and agro-product and animal feed storage and processing. Research on market economy, agricultural and rural infrastructures. Investment consultation. - http://iasvn.org/en/menutop/About-us-0016b.html
Agriculture/ Gender	The Institute for Social Development Studies	<ul style="list-style-type: none"> - Actively engaged in research on gender in agriculture, focusing on themes such as women's access to land, gender and technology, gender and social inclusion in agricultural value chains, indigenous food systems and resilience to climate change, transformation of gender norms in agriculture through innovation, and natural resource management. - http://isds.org.vn/en/
Donor-funded Projects and Public Private Partnerships (PPP)		
Energy/ Agriculture	Biomass Gasification Technology - Sustainable Energy Solutions for Agricultural Processing and Waste Management in Rural	<ul style="list-style-type: none"> - Funded by European Union (2020 – 2024) in provinces of Thai Nguyen, Lao Cai, Tuyen Quang and Yen Bai. Will work with 2,500 agricultural processing households, 100 mechanical enterprises and 400 biomass suppliers promoting small scale biomass gasification technology (VCBG). Managed by Oxfam Vietnam, implemented in collaboration with Center for Research and Consultancy for

	Vietnam (BEST) Project	Innovation and Sustainable Development (CCS). Total budget 3.0 million Euro (EU 80%, Oxfam/CCS 20%)
Energy	<i>GIZ Energy Support Programme</i>	<ul style="list-style-type: none"> – Partnership between Vietnam's Ministry of Industry and Trade (MOIT) and Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH on emissions reduction and green growth strategy by improving existing regulatory framework for Renewable Energy and Energy Efficiency to foster private sector investment and develop professional/organizational capacities of key institutions and stakeholders. – http://gizenergy.org.vn/en/
Agriculture	Better Life Farming program	<ul style="list-style-type: none"> – Focuses on strengthening smallholder's farms as businesses, by providing training and initiatives around improving financial literacy and access to finance. – http://www.bayer.com – https://www.betterlifefarming.com/home – https://www.betterlifefarming.com/projects/vietnam-coffee
Agriculture	Grow Asia Partnerships for Sustainable Agriculture in Vietnam (PSAV) under MARD	<ul style="list-style-type: none"> – PSAV promotes agricultural sustainable standards; develop and support policies and best farming practices in Vietnam. – Facilitates Partnership with MARD and other government agencies, international organizations and non-governmental organizations, and general public (Public Private Partnership) on agricultural sustainable development. – www.psav-mard.org.vn and www.growasia.org
Energy	EU – Vietnam Energy Facility	<ul style="list-style-type: none"> – Objective is economic, ecologic and socially equitable provision and use of power in Vietnam by way of further developing capacities of governmental and non-governmental actors in power sector for successful implementation of the goals and targets of the Green Growth Strategy, – http://energyfacility.vn/about-eu-vietnam-energy-facility
Women entrepreneurs	IGNITE Initiative: Unleashing the power of women entrepreneurs	<ul style="list-style-type: none"> – One of four implementing partners under the Ignite Initiative: Unleashing the Power of Women Entrepreneurs sponsored by Mastercard Impact Fund from 2020 – 2020. IGNITE Initiative unleashes power of women entrepreneurs in major urban and periurban centers of Vietnam. Increases access to finance, technology, information, and entrepreneurial networks through collaboration among financial service providers (FSPs), business accelerators, and NGO partners. – http://wisevietnam.org/2020/06/08/ignite-initiative-unleashing-power-women-entrepreneurs/?lang=en
Banking	Vietnam Prosperity Bank	<ul style="list-style-type: none"> – VPBank launched CommCredit in 2015 to bank informal businesses, about 80% are women owned. Nearly 65,000 informal women-owned businesses banked as a result of efforts. – https://financialallianceforwomen.org/members/vietnam-prosperity-bank/
Government Organization/Regulatory Bodies		
Energy	Ministry of Industry and Trades (MOIT)	<ul style="list-style-type: none"> – In energy, MOIT is responsible for state management of all energy industries, namely electricity, new and renewable energy, coal, and the oil and gas industries. – http://www.moit.gov.vn/web/web-portal-ministry-of-industry-and-trade/organization

Environment	National Committee on Climate Change (NCCC)	<ul style="list-style-type: none"> - Established in 2012 and chaired by the Prime Minister - NCCC to run and supervise development of policies on climate change/green growth, and implementation of related programs. Important role in intl. cooperation for climate change programs
Energy, Water	Ministry of Science and Technology (MOST)	<ul style="list-style-type: none"> - State management on science and technology, including scientific research, technology development and innovation activities; development of science and technology potentials; intellectual property; standards, metrology and quality control; atomic energy, radiation and nuclear safety; and management on public services in fields under Ministry as stipulated by law. - Water saving technology standards - https://www.most.gov.vn/en/Pages/LegalDocument.aspx
Energy	Electricity of Vietnam (EVN) and its Page www.tietkiemnangluong.vn	<ul style="list-style-type: none"> - Creating high interaction between EVN and customers, which is an "online guide" on electricity saving. - https://tietkiemnangluong.evn.com.vn/
Energy, Water, Environment, Climate Change	Ministry of Natural Resources and Environment (MONRE).	<ul style="list-style-type: none"> - State management in land; water resources; mineral resources and geology; environment; meteorology and hydrology; climate change; survey and mapping; integrated management and protection of natural resources and environment of seas and islands; remote sensing; management of public services in fields of Ministry's management. - http://www9.monre.gov.vn/wps/portal/introduction/lut/p/c5/04_SB8K8xLLM9MSSzPy8xBz9CP0os3hnd0cPE3MfAwP3MEczA8fg4EB_T3MvIwNXU_1I_ShzXPLuBqb6BdmBigB80hCg/ - www.monre.gov.vn
Water, Energy, Agriculture	Ministry of Agriculture and Rural Development (MARD)	<ul style="list-style-type: none"> - Performing state management functions in agriculture, forestry, salt production, fishery, irrigation/water services and rural development nationwide, and delivery of public service in accordance with legal documents - https://www.mard.gov.vn/en/Pages/mandate.aspx
Water, Energy, Agriculture	Ministry of Finance (MOF)	<ul style="list-style-type: none"> - Implementing management in finance (including: State budget, tax, fees and other revenues of the State budget, national reserve, State financial funds, financial investment, corporate finance and financial services); customs; accounting; independent auditing; insurance; prices; securities; conducting the ownership rights to the State's investment capital in enterprises according to regulations of the Law. - (i) preferential conditions; (ii) concessional loans; and (iii) tax reductions and exemptions - https://www.mof.gov.vn/webcenter/portal/mof/r/m/gioithieubo/nhienvuquyenhan?_afLoop=3972536897041191
Energy, Water, Environment	Institute of Strategy and Policy on Natural Resources and Environment (ISPONRE) under MONRE	<ul style="list-style-type: none"> - Research, propose and develop strategies and policies in areas of MONRE's mandate; and to conduct scientific and technological research and provide consultancy services, training courses on natural resource management and environmental protection in accordance with Law. - https://isponre.gov.vn/home/en/about-us/purpose-a-principles
Water	Department of Water Resources	<ul style="list-style-type: none"> - Organization under Ministry of Natural Resources and Environment, advising/assisting Minister in state management of

	Management under MONRE	<p>water resources, river basins nationwide; implementation of public services on water resources according to law provisions.</p> <ul style="list-style-type: none"> - http://dwrn.gov.vn/index.php?language=vi&nv=about&op=Cuc-Quan-ly-tai-nguyen-nuoc
Investment	Center for Industry and Trade Information (VITIC) - Ministry of Industry and Trade (MOIT)	<ul style="list-style-type: none"> - Update information and data on policies relating investment to water and energy and other sectors - http://vinanet.vn/van-ban-phap-luat/quyet-dinh-032021qd-ttg-ve-thuc-hien-chinh-sach-ho-tro-bao-hiem-nong-nghiep-738632.html
Foreign Direct Investment (FDI)	Foreign Investment Agency (FIA), under Ministry of Planning and Investment (MPI)	<ul style="list-style-type: none"> - Advise Minister of Planning and Investment, to implement state management function related to foreign direct investment activities in Vietnam and Vietnam direct investment activities abroad (inward and outward investment). - https://dautunucngoai.gov.vn/detail/5721/new-policies-effective-from-july-2018
Energy	Page Dataenergy.vn (under MOIT)	<ul style="list-style-type: none"> - Updated news, policies, programs relating to Energy sector - http://dataenergy.vn/
Energy	Electricity Regulatory Authority of Vietnam under MOIT	<ul style="list-style-type: none"> - Management and organizing law enforcement in electricity regulation; implementation of regulating electricity activities to supply electricity with safety, stability, quality, economical, efficient and fair and transparent use of electricity; organize and manage public service activities according to provisions of law and authorization decentralization of Minister. - http://www.erav.vn/c3/about/Chuc-nang-nhiem-vu-2-53.aspx
Water, Energy, Agriculture, Investment	General Statistics Office (GSO) of Vietnam	<ul style="list-style-type: none"> - Under Ministry of Planning and Investment (MPI) as adviser for state management for statistics; conducting statistical activities and providing social and economic information to organizations and individuals domestically and internationally - https://www.gso.gov.vn/en/agriculture-forestry-and-fishery/
Women, business	Vietnam Women Entrepreneurs Council	<ul style="list-style-type: none"> - Support for women entrepreneurs' and women-owned business' rights; support for trade, investment, and technology development for women entrepreneurs; and trainings and capacity building for women entrepreneurs - http://vwec.com.vn/
International Bodies/Agencies		
Energy, Water, Agriculture	World bank Vietnam	- https://www.worldbank.org/en/country/vietnam/overview
Energy, Water, Agriculture	Asia Development Bank Vietnam (ADB)	- https://www.adb.org/countries/viet-nam/main
Energy, Water, Agriculture	GIZ Vietnam	- https://www.giz.de/en/worldwide/357.html
Energy, Water, Agriculture	EU Vietnam	- https://eeas.europa.eu/delegations/vietnam_en
Water, Agriculture	IFAD Vietnam	- https://www.ifad.org/en/web/operations/country/id/viet_nam
Energy, Water, Agriculture	International Cooperation Dept. of Embassies in Vietnam	
Women	UN Women in Vietnam	- https://asiapacific.unwomen.org/en/countries/vietnam

ANNEX 3: EMERGING PLAYERS IN SME SUPPORT IN VIETNAM (INCUBATORS AND ACCELERATORS)

Key Players	Key Activities
USAID Green Invest Asia	<ul style="list-style-type: none"> Supports mid-growth agriculture and forestry companies with business strategies, environmental assessments, and advice to improve sustainable commodity production and business practices. Initial focus on rice, rubber, timber, coffee, coconut and cacao in Cambodia, Indonesia, Malaysia, Philippines, Thailand, and Vietnam. Links investors and financial institutions with pipeline in sustainable, low-emission agricultural/ forestry companies, and de-risks lending through improving clients' environmental risk management. They partner with firms to support their current and prospective clients; grow their ESG-lending portfolios, and lower their transaction costs https://greeninvestasia.com/#home
Renewable Energy Transaction Assistance Fund	<ul style="list-style-type: none"> USAID/Vietnam launched INVEST Activity (Aug 2019) to explore and facilitate private investments in energy, healthcare, education, and infrastructure sectors. Renewable Energy Transaction Assistance Fund designed to offset transaction costs and reduce risk profiles of renewable energy projects for American, Vietnamese, and regional firms hesitant to invest or unable to secure investment in current climate. https://www.dai.com/our-work/projects/worldwide-the-invest-project
USAID Vietnam Urban Energy Security Activity Fund	<ul style="list-style-type: none"> Offering support for project developers and enterprises providing advanced, distributed energy solutions in Ho Chi Minh City and/or Danang, via participation in an Investor Roadshow. Based on premise that if clean energy developers and enterprises better prepared for engagement with investors and have better access to appropriate capital through USAID support.
Vietnam Energy Accelerator Program	<ul style="list-style-type: none"> Provides in-depth business support services to outstanding startup teams working on innovative energy sector ventures. Program will help entrepreneurs to further develop and validate their business models and Clean Energy initiatives to be commercialized by accessing local and international networks, as well as raising awareness in community of Clean Energy and potentially leading to potential funding from investors and business partnerships. https://www.newenergyxexus.com/region/vietnam/
Clean Energy Investment Accelerator (CEIA)	<ul style="list-style-type: none"> Public-Private Partnership initiative supported by the U.S. and German governments, P4G, and other donors to drive deployment of renewable energy (RE) solutions for large electricity consumers in key markets. In Vietnam, CEIA convenes business and government stakeholders to overcome market barriers, prove aggregated RE procurement models, and scale renewable deployment. CEIA is co-led by Allotrope Partners, World Resources Institute, and U.S. National Renewable Energy Laboratory. https://static1.squarespace.com/static/5b7e51339772aebd21642486/t/5db8a4e017931d4d63ca72b4/1572381921004/CEIA+Vietnam+One+Pager+2019.pdf https://www.cleanenergyinvest.org/vietnam
Business Partnerships Platform (BPP)	<ul style="list-style-type: none"> Supports partnerships between the Australian Department of Foreign Affairs and Trade (DFAT) and inclusive businesses to create both development impacts and sustainable commercial returns through their core business operations. With BPP support, businesses are creating sustainable change by: <ul style="list-style-type: none"> creating and adapting products and services that improve lives, helping to create more inclusive and productive value chains; and

	<ul style="list-style-type: none"> o expanding inclusive business practices. - https://thebpp.com.au/call-for-partnerships/the-bpps-call-for-green-recovery-partnerships-in-vietnam/
World Energy Council Việt Nam (WEC Vietnam)	<ul style="list-style-type: none"> - WEC, through initiative of Vietnam Green Energy Network (VGEN), with goal of "Promoting the supply and use of sustainable energy for great benefits most of all". - WEC informs world and local energy policy debates, provide platform for dialogue, provide opportunities to network WEC members worldwide (e.g. CEOs of major energy companies, government ministers and policy makers, regulators, investors and energy professionals). Connect with organizations from WEC's wide network of partners including United Nations, World Bank, Asian and African Development Bank, UNDP, IEA, OPEC, OLADE, OAPEC, Eurelectric and World Economic Forum Promoting international business opportunities and policy goals.
Vietnam Fund for Technical Innovation (VIFOTEC)	<ul style="list-style-type: none"> - VIFOTEC main functions and tasks: <ul style="list-style-type: none"> o Exploit all available capacities at home and abroad to create financial resources for Fund to ensure implementation of Fund's functions. o Support creative talents in creating and quickly applying new solutions to production and life. - https://www.vifotec.com.vn/tin-tc.html
<i>"Supporting an innovative start-up ecosystem to 2025"</i> (referred to as Project 844) under Ministry of Science and Technology (MOST)	<ul style="list-style-type: none"> - Signed by Prime Minister on May 18, 2016. Project to create favorable environment to promote and support the process of forming and developing new type of business; urgently perfect legal system to support innovative startups; established an innovative startup portal in country; supported 800 projects, 200 start-ups, of which 50 successfully raised capital from venture capitalists, implemented mergers and acquisitions, with a total value of about VND 1,000 billion. - List of Fund/investors: http://csdl.startup.gov.vn/Investor.html?page=2 - List of Start-up support organizations: http://csdl.startup.gov.vn/organization.html?page=1 - Links of Start-up programs: https://khoinghiiep.org.vn/quoc-gia-khoi-nghiep-c13 ; https://techfest.vn/about-us/
Southeast Asia Energy Transition Partnership (ETP) under UNOPS	<ul style="list-style-type: none"> - ETP brings together governments and philanthropies to work with partner countries in region. Support transition towards modern energy systems to simultaneously ensure economic growth, energy security, and environmental sustainability. Enabling transition toward greener energy systems will greatly contribute to achievement of the UN's Sustainable Development Goals (SDGs) and Paris Climate Agreement objectives. - https://www.energytransitionpartnership.org/#about-us
Vietnam Accelerative Startup Accelerator (VIISA)	<ul style="list-style-type: none"> - Launched in January 2017 co-founded by FPT Ventures and Dragon Capital, VIISA's Startup Accelerator Program to help early-stage start-ups. Start-ups selected will participate in 3-month training course with investment of \$ 15,000 and other services such as co-working spaces, Amazon Web Services, HubSpot, Google. Cloud, Mapbox, Zendesk. VIISA committed to introducing startups to local business partners with variety of resources (Example: FPT, Dragon Capital, ...), cultivating innovative and practical action methods to help companies develop as fast and powerful as possible, connect startups with potential investors to help companies reach even bigger milestones on its development path. - https://doimoisangtao.vn/ecosystem/qu-h-tr-tng-tc-khi-nghiep-vit-nam-viisa
The Ho Chi Minh City Startup Investment Fund (HSIF)	<ul style="list-style-type: none"> - Founded by Vietnam Youth Federation – HCMC, together HCMC Finance and Investment Company (HFIC) and Saigon Hanoi Commercial Joint Stock Bank (SHB). Orient Commercial Joint Stock Banf (OCB) and HDBank – HCMC are first

	<p>organizations to contribute to the fund. HSIF will increase total investment capital (2016–2020) to around 100 billion dong. HSIF established to support startup enterprises in HCMC in particular and Vietnam in general. Developing startup projects means contributing to development of HCMC –city of young startups. Fund contributed by investors, enterprises, individuals.</p> <ul style="list-style-type: none"> – http://hsif.vn/
Start-up Vietnam Foundation (SVF)	<ul style="list-style-type: none"> – Non-profit organization, SVF boosting Vietnam economic growth through two vehicles: innovation and entrepreneurship ecosystem. Main focus is developing national innovation system: Raising awareness about innovation and entrepreneurship among local authorities; Strengthening business management capacity of SMEs, household businesses, and increasing technology adoption investment, improving digital skill sets; Enhancing engagement of big firms with small and growing businesses; Empowering future-readiness programs and activities; Developing early-stage investment infrastructure through public-private partnerships; Strengthening linkages among stakeholders and existing programs, to align and optimize resources for all meaningful objectives. – https://svf.org.vn/en
Startup Viet Fund	<ul style="list-style-type: none"> – Annual startup voting event organized by Vn Express online newspaper with aim of connecting, searching and incubating prominent startups in many fields in Vietnam. – https://startup.vnexpress.net/startup-viet-2020/the-le
Aus4Innovation (AI startup) under MOST	<ul style="list-style-type: none"> – An AUD \$11 million development assistance program to strengthen Vietnam's innovation system, prepare for and embrace opportunities associated with Industry 4.0, and help shape Vietnam's innovation agenda in science and technology. Australia and Vietnam will together explore emerging areas of technology and digital transformation, trial new models for partnerships between public and private sector institutions, and strengthen Vietnamese capability in digital foresight, scenario planning, commercialization, and innovation policy. – https://research.csiro.au/aus4innovation/ – https://ai.vsvfoundation.com/#about-us
Vietnam Silicon Valley Accelerator (VSVA)	<ul style="list-style-type: none"> – First Business Promotion Organization established in 2014 in Vietnam, based on studies from Vietnam Silicon Valley Project – first Government project to provide direct support for startups. VSVA currently only entity in Vietnam to invest in startups from the beginning. VSVA established and supported by Ministry of Science and Technology, Ministry of Finance and Ministry of Planning and Investment of Vietnam. – http://www.siliconvalley.com.vn/
Vietnam start up Women entrepreneur Fund under VNU	<ul style="list-style-type: none"> – Annual Women Start-up business contest – https://phunuvietnam.vn/hoi-lhpn-viet-nam-phat-dong-cuoc-thi-phu-nu-khoi-nghiep-nam-2021-20210208161903086.htm
Poor women support Fund under Vietnam Women Union in 63 provinces	<ul style="list-style-type: none"> – Specializes in providing financial services, microfinance for poor women in 63 provinces in Vietnam – http://vwu.vn/vwu-in-brief – https://www.facebook.com/hotrophunuhanoi/
Saigon Silicon City – Hi-tech Park	<ul style="list-style-type: none"> – One of three National Hi-Tech Parks of Vietnam, established by Prime Minister, Saigon Hi-Tech Park (SHTP) developing vision to become a technology and science city to enhance economic, technological, and intellectual base of Ho Chi Minh City and Southern Economic Region of Vietnam and serve as model for Vietnam technological innovation, intellectual capital development, and innovation economy. – http://www.saigonsiliconcity.com.vn/about-us/saigon-hi-tech-park

Mekong Business Initiative (MBI)	<ul style="list-style-type: none"> - Mekong Business Initiative is partnership program between Asian Development Bank and Government of Australia that focuses on alternative financing, including venture capital, angel investments, and fintech in Cambodia, Laos, Myanmar, and Vietnam. In Vietnam, MBI is working with government to enable robust private sector policies and thriving innovation ecosystem through public-private sector dialogue. - http://mekongbiz.org/vietnam/
National Technology Innovation Fund (NATIF)	<ul style="list-style-type: none"> - Government agency and financial institution under Vietnam's Ministry of Science and Technology provides grants and preferential loans for R&D, innovation, and technology transfer. - http://natif.vn/
National Agency for Technology, Entrepreneurship, and Commercialization Development (NATECD)	<ul style="list-style-type: none"> - National platform under Vietnam's Ministry of Science and Technology provides training, mentorship, and financial aid; functions of developing technology market and supporting establishment and development of S&T enterprises. - www.natec.gov.vn

ANNEX 4: LIST OF WATER AND ENERGY PRODUCT SERVICE PROVIDERS' PROFILE

Sectors	Service Provider Name	Service Provider Profiles
Water	Hi Farm company	- https://thehifarm.com/gioi-thieu-ve-hifarm/he-thong-cua-hang/
	HBQ Technology company	- https://web.hbqsolution.com/he-thong-bom-nuoc-nang-luong-mat-troi-cho-nong-nghiep/
	Agricook SJC	- http://trongtrotcongnghecao.com/tin-bai/ap-dung-tuoi-tiet-kiem-nuoc-vao-nong-nghiep-viet-nam.html
	VHL Technology Company – Smart Garden	- http://vuonthongminh.com/phong-cach-vuon-nhie%CC%A3t-doi/
	Binh Minh Watering Technology SJC	- https://www.hethongtuoi.vn/
	Tropical Garden Engineering and Trade Company	- https://vuonnhietdoi.vn/
	LISADO Technology SJC Vietnam	- https://www.lisado.vn/danh-muc/thiet-bi-tuoi/
	HTA Agricultural SJC	- https://hmkfarm.com/
	Finom Co., Ltd. under Kinelong group	- https://finom.vn/giai-phap-tuoi-he-thong-tuoi-nho-giot - http://www.kingelong.com.vn/
	Nha Be Agri and Food Co., Ltd	- https://nhabeagri.com/giai-phap-tuoi/
	Khang Thinh Irrigation Technology SJC	- http://www.irritech.vn/en-us/danh-muc-san-pham.aspx
	CTY TNHH TMDV VNPLANT	- https://vnplant.vn/giai-phap-tuoi.html
	Toan Phat Agri production and trading Co., Ltd	- https://www.bectuoiphukien.vn/baiviet/danhmuc/du-an-48
	Hebei Plentirain Irrigation Equipment Technology Co., Ltd.	- https://www.plentirain.com/
	WALTON Vietnam/green light Co., Ltd.	- http://walton.fr/rain-bird/
	Công Ty GreenTech Solutions	- http://www.greentechso.com/
Energy	D&H Engineering and solar Co. Ltd	- https://solardh.com/ung-dung-dien-mat-troi-cho-nong-nghiep/
	GIVASOLAR electricity Company	- https://givasolar.com/giai-phap-ung-dung-dien-mat-troi-ket-hop-voi-nong-nghiep/
	CKT VIETNAM GROUP SJC Company	- https://ckt.com.vn/about/
	DAT Engineering Co. Ltd	- https://datsolar.com/ho-gia-dinh/
	SOLARPLUS SJC company	- https://solarplus.vn/tag/gia-dien-mat-troi/
	Quang Anh Green Circus Technology Equipment Co., Ltd	- https://quanganh-energy.com/thu-tuc-lap-dat-dien-mat-troi/
	PALCO Group SJC	- https://palcosolar.com/nang-luong-dien-mat-troi-ket-hop-nong-nghiep-xu-huong-moi-tai-viet-nam
	GP Solar technology Co. Ltd	- https://gpsolar.vn/cap-nhat-cac-du-an-dien-mat-troi-gpsolar-da-trien-khai.html

	Viettel Construction SJC	- https://viettelaio.com/san-pham
	Vu Phong Solar Jsc	- https://vuphong.vn/ho-gia-dinh/
	Round Green Technical And Trading Joint Stock Company	- https://vongtronxanh.com.vn/su-dung-den-nang-luong-mat-troi-trong-san-xuat-nong-nghiep.html
	Vietn Nam Solar Co. Ltd	- https://vietnamsolar.vn/dien-mat-troi-cho-nong-nghiep/
	Viet Charcoal Joint Stock Company	- https://vietcharcoal.vn/en/about-vietnam-charcoal-manufacturer/
	Than Viet Charcoal Co. Ltd	- http://thanvietbbq.com/than-trang-binchotan/
	Altus Group Ltd.	- http://www.altuslogistics.com/
	MHT charcoal SJC	- http://mhtcharcoal.com/eng/
	Thaloca Sjc (Vina Charcoal)	- http://thannuong.com/san-pham/
	Tan Phat Trading Investment And Production Co., Ltd	- http://tanphatgroup.net/
Energy	VEC Vietnam Co., Ltd (Another Name Vinaflame)	- http://thanxuatkhu.com/gioi_thieu/
	Pink Fire Vietnam Jsc	- http://thancuivuong.com/gioi-thieu/
	Minh & Nao Co., Ltd.	- https://minhnao.com/en/products0-1/
	Tan Anh Duong Trading Services & Import Export Joint Stock Company	- http://thanhoattinhthad.com/Product/DANH-MUC-SAN-PHAM/Than-hoat-tinh-tre-khu-mui/2/381.html
	Thasa Vina Sjc	- http://thannuongsach.com/
	Thanusa Vietnam Sjc	- http://thanbbq.net/
	Huy Minh Technology Co., Ltd	- http://huyminhtechco.com/index.php?act=home&lang=en
	Biomass Nam Anh Vo., Ltd	- http://namanhjsc.vn/
	Shb Vietnam Import Export Company Co., Ltd	- http://shbcharcoal.com/?language=eng
	Yellowstar Co. Ltd	- http://yellowstar.bizz.vn/
	Nam Thai Investment Group Co., Ltd.	- http://thecharcoalsupplyco.com/
	Anh Ngan Co.,Ltd	- http://thanhoattinhhanhngan.com/
	LONG AN Yellow Star Co. Ltd	- http://yellowstarlongan.bizz.vn/
	Hoang Giang Green Energy Company Limited	- http://thancuihoanggiang.com/

ANNEX 5: TAX PROFILE⁵ (RELATED TO WEF NEXUS INVESTMENT)

Corporate Income Tax (CIT)	<ul style="list-style-type: none"> – The standard CIT rate is 20%. Companies operating in the oil and gas industry are subject to CIT rates ranging from 32% to 50% depending on the location and specific project conditions. Companies engaging in prospecting, exploration and exploitation of certain mineral resources are subject to CIT rates of 40% or 50%, depending on the project's location. – Additional tax reductions may be available for companies engaging in manufacturing, construction and transportation activities which employ many female staff or ethnic minorities.
Incentive for SMEs/Renewable Energy Sector	<ul style="list-style-type: none"> – certain incentives, including a lower CIT rate are granted to small and medium enterprise ("SMEs") (various criteria apply to be considered an SME) – Business operating in the renewable energy, clean energy, and waste-to-energy sector can enjoy preferential tax rates and tax holidays if it qualifies for the incentive investment sector or encouraged investment location conditions.
Special provision for Foreign investor	<ul style="list-style-type: none"> – Foreign investors are permitted to remit their profits annually at the end of the financial year or upon termination of the investment in Vietnam. Foreign investors are not permitted to remit profits if the investee company has accumulated losses.
Tax exemption	<ul style="list-style-type: none"> – Supply of goods in Vietnam or associated with services rendered in Vietnam (including in-country export-import and import, distribution of goods in Vietnam.
Tax Exempt Goods and Services	<ul style="list-style-type: none"> – There are stipulated categories of VAT exemption, including: Certain agricultural products; Goods/services provided by individuals having annual revenue of VND 100 million or below

⁵ Vietnam Pocket Tax Book 2020, PWC

ANNEX 6: VIETNAM LANDCOVER MAP

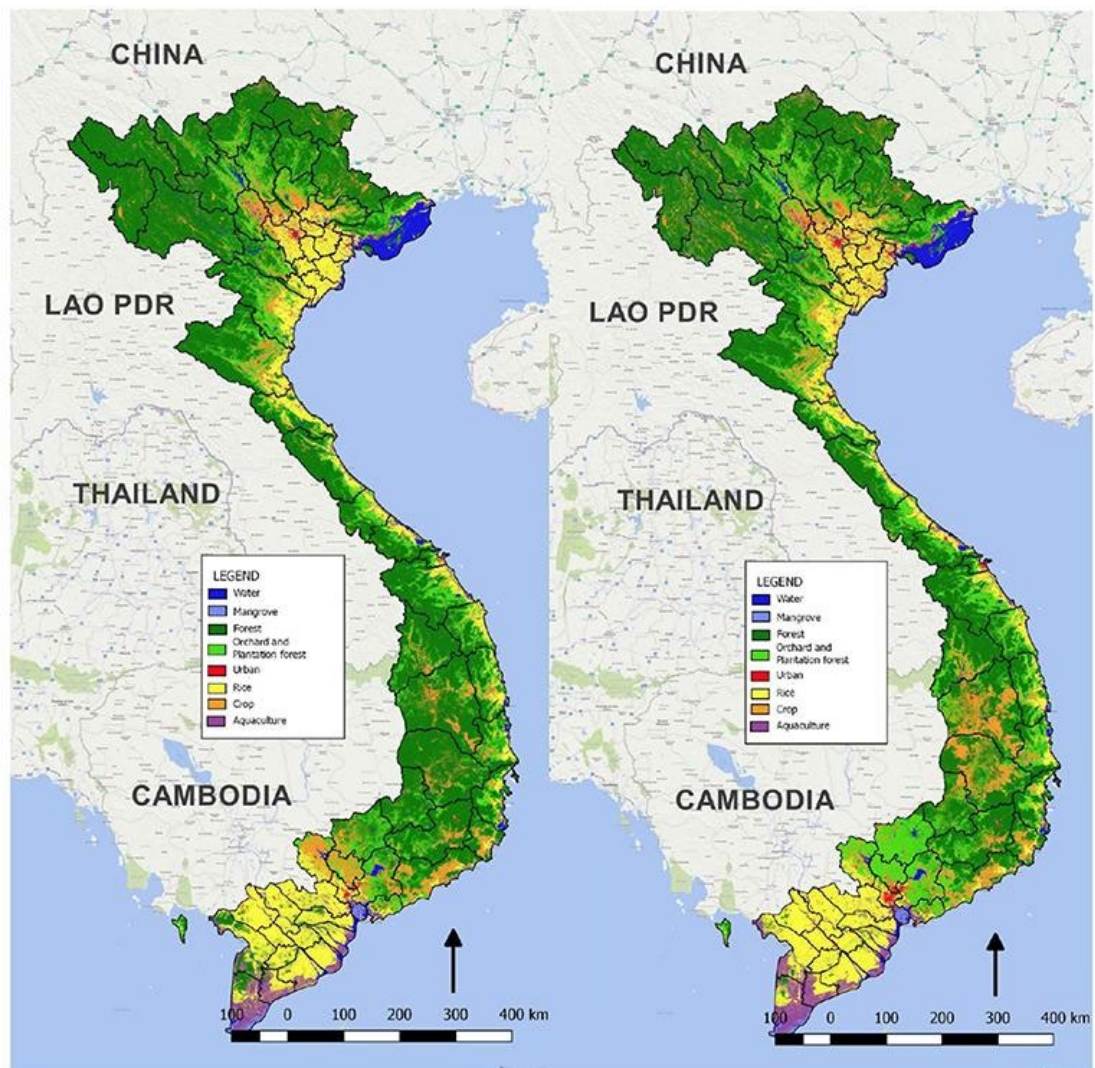


Figure 1:
Vietnam land cover map for the years 1988 (Left) and 2017 (Right)

Source: Retrieving from Linking Earth Observations for Assessing the Food Security Situation in Vietnam: A Landscape Approach <https://www.frontiersin.org/articles/10.3389/fenvs.2019.00186/full>

