



Top News

Vietnam's stock market has the potential to attract US\$ 25 billion from foreign investors by 2030

Vietnam outlines ambitious goals for energy efficiency and conservation until 2030

Also in the issue

Vietnam continues to emerge as a pivotal market for the export of Japanese fruit products

Business-to-consumer sales in Vietnam's e-commerce sector is projected to increase by nearly 40% this year

Thai investors are doubling down on Vietnam's vibrant market

Vietnam has issued a directive urging sustained investment in the development of urban railways and subways in major cities





Vietnam's stock market has the potential to attract US\$ 25 billion from foreign investors by 2030

The World Bank asserts that Vietnam's stock market has the potential to attract US\$ 25 billion from foreign investors by 2030 if it undergoes an upgrade from Frontier to Emerging status. This strategic move aligns with Vietnam's ambition to attain high-middle-income status by 2035 and high-income status by 2045, as stated by Ketut Ariadi Kusuma, a senior financial sector specialist at the Finance & Markets Global Practice of the World Bank Group.

The upgrade to Emerging market status by 2025, as desired by Vietnam, would expand foreign investors' access to the market. Substantial reforms to the insurance industry and the overall investment environment could further boost investments, potentially reaching \$78 billion.

Market classification by firms like MSCI is based on factors such as market capitalization, liquidity, market accessibility, and openness to foreign ownership. For Vietnam to achieve an upgrade, Kusuma suggests increasing foreign ownership caps for stocks and privatizing more state-owned companies. Failure to do so might limit the attraction to a modest \$5 billion, but with reforms, the figure could rise to \$8-15 billion.

Luu Trung Thai, Chairman of MB Bank, emphasizes the importance of enhancing the quality of assets on the stock market to meet the requirements for a higher market status. Chairwoman of the State Securities Commission of Vietnam, Vu Thi Chan Phuong, affirms ongoing efforts to address issues faced by the stock market, aiming to expedite the upgrade process.

Prime Minister Pham Minh Chinh emphasizes the significance of financial markets and directs government agencies to eliminate obstacles in the upgrade process, with a report expected by June. Deputy Minister of Planning and Investment Nguyen Thi Bich Ngoc urges securities authorities to accelerate the approval process for foreign companies looking to list their shares in Vietnam, responding to increasing interest from foreign entities. Notably, large companies like CP Vietnam express interest in listing, and the government is proactively working to facilitate foreign listings in the country. Vnexpress

[Back to top](#)



Vietnam has issued a directive urging sustained investment in the development of urban railways and subways in major cities

The Party Politburo in Vietnam has issued a directive urging sustained investment in the development of urban railways and subways in major cities, including Hanoi and Ho Chi Minh City. This directive, outlined in Conclusion No. 72-KL/TW, aligns with Resolution No. 13-NQ/TW, established by the Party Central Committee in 2012, which focuses on enhancing infrastructure to propel Vietnam towards becoming a modern industrial nation. The directive emphasizes the necessity of completing key national infrastructure projects that connect Vietnam with the region and the world, envisioning a modern infrastructure system by 2045 associated with developed, high-income countries.

To achieve these goals, the Politburo calls for the urgent review, amendment, and promulgation of policies and laws related to infrastructure development, particularly in areas such as public investment, planning, public-private partnerships, government budgeting, and the advancement of digital infrastructure. The directive also advocates for research and trials of innovative models like public investment - private management, private investment - public use, and the transportation on demand (TOD) urban development model for public transport.

Recognizing the role of urban railways in reducing congestion, pollution, and fostering socio-economic development along their routes, the directive stresses steady investment in large-scale urban railways and subways in major cities. While acknowledging slow progress in construction, especially in Hanoi and Ho Chi Minh City, the directive underscores the importance of completing ongoing projects and meeting targets. It highlights the positive impact of urban railways, with projections indicating that completion of Hanoi's network could lead to 35-45% of the population using it, reducing reliance on private vehicles to 30%.

Despite challenges, the Politburo emphasizes the need to prioritize investment in completing key transportation projects, including the North-South Expressway, east-west expressway axis, international airports, large ports, inland waterways, and high-speed rail projects, to ensure a comprehensive and modern infrastructure network for Vietnam's future development.

[Back to top](#)



Business-to-consumer sales in Vietnam's e-commerce sector is projected to increase by nearly 40% this year

Business-to-consumer (B2C) sales in Vietnam's e-commerce sector are anticipated to experience robust growth, projected to increase by nearly 40% year-on-year, reaching approximately VND650 trillion (equivalent to US\$28.1 billion) in the current year, according to a report jointly released by the Ministry of Industry and Trade's Department of E-commerce and Digital Economy and the Vietnam E-commerce Association (VECOM). In comparison, B2C online sales in the previous year were reported at US\$20.5 billion.

The substantial growth in online shopping is attributed to the widespread adoption of the internet and smartphones in Vietnam, with penetration rates reaching 70% and 60%, respectively. The expanding middle class is also identified as a significant factor contributing to the surge in online commerce.

The government aims to support this momentum by prioritizing infrastructure improvements, offering business support for e-commerce adoption, and implementing measures to enhance consumer confidence in online transactions. These initiatives are outlined in the national e-commerce development strategy set to span until 2025. With a focus on creating a conducive environment for e-commerce, the government seeks to capitalize on the country's digital transformation and the increasing preference for online shopping among consumers. The Saigontimes



Vietnam outlines ambitious goals for energy efficiency and conservation until 2030

Vietnam's national energy development strategy, approved by the Prime Minister on March 1, 2024, outlines ambitious goals for energy efficiency and conservation until 2030, with a vision to 2045. The strategy emphasizes the importance of efficient and environmentally friendly energy use as a crucial national policy and societal responsibility. It aims to achieve an energy-saving ratio of 7-10% by 2030 and 14-20% by 2045 compared to a business-as-usual scenario.

Key initiatives include enhancing energy audits, establishing synchronized mechanisms and policies with effective sanctions to encourage investment in energy-saving technologies, and fostering innovation in the growth model. The strategy focuses on reviewing and perfecting norms for constructing energy-saving buildings, creating an evaluation and certification system for Energy Efficient Construction, and implementing energy efficiency standards and labeling for construction materials.

To support these efforts, the strategy promotes the Energy Service Company (ESCO) business model, reviews and improves standards and technical regulations, and emphasizes training, inspection, supervision, and evaluation of energy efficiency and conservation implementation. The strategy also emphasizes the need for inspection, supervision, and evaluation of compliance with energy efficiency laws for individuals and organizations, along with the development of handbooks for guidance.

Furthermore, the strategy advocates for the establishment of a fund to promote energy efficiency and conservation, leveraging resources from domestic and international channels. It encourages the study of specific sanctions to monitor electricity usage plans for high-energy-consuming facilities, fostering a comprehensive approach to advancing energy efficiency in Vietnam. vneec

[Back to top](#)



Vietnam continues to emerge as a pivotal market for the export of Japanese fruit products

Vietnam continues to emerge as a pivotal market for the export of Japanese fruit products, as revealed by the Japan Fruit and Vegetables Export Promotion Council. Currently, apples, pears, and tangerines enjoy official import status, resonating well with Vietnamese consumers who prioritize quality, taste, and appearance, often choosing Japanese fruits as thoughtful gifts, even at higher price points.

The Japanese Deputy Consul General in Ho Chi Minh City, Seiki Furudate, highlights Vietnam's high potential as a market for Japanese fruit exporters due to the nation's substantial population and robust demand for safe and quality fruit products.

Australia and New Zealand also play significant roles in Vietnam's fruit import landscape, contributing to a total import value of approximately \$1.96 billion in 2023. Australia, in particular, sees substantial growth in horticultural exports to Vietnam, making it the second-largest export market for horticultural products.

New Zealand's consistent growth in the export of apples and kiwis to Vietnam further underscores the country's evolving taste preferences. However, despite long-term growth potential, foreign fruit importers anticipate a slight market decline in 2024, attributing it to reduced purchasing power amid economic recession.

Despite these challenges, the allure of imported fruits remains strong, with Vietnamese consumers expressing continued interest in diverse and high-quality fruit options, making the nation a dynamic and sought-after market for fruit exporters worldwide. Vietnamnet

[Back to top](#)



Thai investors are doubling down on Vietnam's vibrant market

Thai investors are doubling down on Vietnam's vibrant market, seizing lucrative opportunities across various sectors. SCB X Public Company Limited (SCBX), Thailand's fourth-largest bank, recently unveiled plans to acquire Home Credit Vietnam for approximately \$860 million, marking a significant stride in SCBX's quest to become a leading regional financial technology group. This strategic move is driven by Vietnam's dynamic economy, averaging 7.5% GDP growth over the past decade.

In tandem, Central Pattana, a leading Thai retail property developer, established CPN Global Vietnam, focusing on real estate management for upcoming projects. This aligns with the expansion plans of Central Retail, part of Thailand's Central Group, aiming to invest \$1.45 billion in Vietnam by 2027.

WHA Group, a key player in Thailand's industrial development, is contributing to Vietnam's industrial growth with ongoing and planned projects. The company sets ambitious targets for water supply and wastewater management sales in Vietnam.

Thai Ambassador to Vietnam, Nikorndej Balankura, highlighted the flourishing trade partnership, making Thailand Vietnam's largest trading partner in ASEAN. Thai investments in Vietnam have tripled, exceeding \$14 billion, solidifying Thailand's position as the ninth-largest foreign investor. As both nations aspire to deepen ties through a "Comprehensive Strategic Partnership," 2024 promises continued collaboration for regional stability and prosperity. VIR

[Back to top](#)



For more information, please contact us:

SEIKO IDEAS

Research & Consulting Division

- Our services Marketing Research
 Business Matching
 Investment Consulting
 Translation - Interpretation
 Training (Language & Soft skills)
- Our clients Think tanks, Universities
 Japanese & Vietnamese Government Organizations
 Manufacturers, Retail companies
 Advertisement agencies, Mass media
- Head Office Floor 5th – A Chau Building
 No.24 Linh Lang Str., Ba Dinh Dist., Hanoi, Vietnam
- Rep. Office 〒220-0012, 8F Wework, Ocean Gate Building
 3-7-1 Minatomirai, Nishi ward, Yokohama
 Kanagawa, Japan
- Telephone +84-24-6275-5246 ; +84-24-6273-6989
- Fax +84-24-6273-6988
- URL www.seiko-ideas.com
- Email newsletter@seiko-ideas.com