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## New financial regulations take effect in June, impacting households, SOEs, and foreign investors

From June 2025, several key economic and financial regulations come into effect in Vietnam, with notable implications for household businesses, state-owned enterprises (SOEs), and foreign investors.

First, under Decree No. 70/2025/ND-CP, household and individual businesses with annual revenues from 1 billion VND (approx. 38,400 USD) must adopt e-invoices generated through cash registers connected to the tax authorities. This requirement spans various sectors, including F&B, hospitality, transport, and entertainment, aiming to enhance tax transparency and compliance.

Second, starting June 15, a new circular introduces a performance-based wage mechanism for SOEs. Salaries, bonuses, and other remunerations will be linked to pre-tax profits, labor productivity, and return on equity. This policy encourages greater efficiency and accountability in state-run firms.

Third, foreign investors will now be allowed to open only one indirect investment account in VND at a single bank, under Circular No. 03/2025/TT-NHNN effective June 16. This move simplifies account management and improves the monitoring of foreign capital flows.

Lastly, Circular No. 20/2025/TT-BTC requires all parties involved in foreign securities investment to submit electronic reports via the State Securities Commission's system starting June 20. Data must be retained for at least five years, reinforcing transparency and oversight in capital markets.

These regulatory changes signal Vietnam's continued push for digital transformation and tighter financial governance. VNA



## Haiphong emerges as strategic logistics gateway with new deep-water terminal investment

The recent partnership between CMA CGM Group and Saigon Newport Corporation (SNP) to develop Lach Huyen terminals 7 and 8 in Haiphong marks a major milestone in Vietnam's logistics landscape. With a \$600 million investment and a planned capacity of 1.9 million TEUs, the new terminal—scheduled to open in 2028—will significantly enhance northern Vietnam's port infrastructure.

As one of Southeast Asia's fastest-growing industrial zones, northern Vietnam has seen a surge in container volumes driven by FDI and manufacturing relocations. The new deep-water terminal directly addresses this growth by providing long-term capacity and direct global connectivity, reducing dependence on transshipment hubs like Singapore. This strategic investment strengthens Haiphong's position as a critical node in regional and global supply chains.

The terminal is expected to catalyze intermodal logistics development, offering opportunities in road, rail, and barge transport, along with warehousing, bonded logistics, and inland container depots. Logistics providers will be well-positioned to offer integrated factory-to-port solutions to manufacturers across Bac Ninh, Hai Duong, and Hung Yen.

With CEVA Logistics in CMA CGM's ecosystem, there is growing potential for collaboration or competition in contract logistics and supply chain optimization. The project will also stimulate technology adoption in smart port operations and digital logistics solutions.

Beyond infrastructure, this development will boost employment, local SMEs, and skills training in logistics, turning Haiphong into a high-value logistics hub. For logistics players, this is a pivotal opportunity to expand capabilities and deepen regional supply chain integration. VIR

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## Vietnam's E-Commerce sector adapts to policy shifts and rising competition

Vietnam's e-commerce market is undergoing significant changes, driven by new regulations, evolving business strategies, and intensified competition. Recent legal updates, especially tax-related policies effective from April 2024, require e-commerce platforms to deduct, declare, and pay taxes on behalf of sellers. This shift places greater responsibility on platforms and demands extensive system upgrades and seller coordination. The Vietnam E-commerce Association is actively working with tax authorities and stakeholders to ensure smooth implementation and clearer guidance.

Meanwhile, the market continues to grow in both scale and influence. E-commerce accounted for 10% of Vietnam's retail market in 2023, up from 8.5% in 2022, and contributes about two-thirds of the country's digital economy. Foreign investors and local businesses alike are eyeing this growth, particularly in cross-border e-commerce, which enhances global market access for Vietnamese products.

Key trends shaping the sector include the integration of AI and IT to streamline operations, the rise of mobile and social commerce, and a strong focus on customer experience. Businesses are not only looking to retain existing users but also expand their reach through innovation and collaboration.

Looking ahead, projections suggest Vietnam's e-commerce sales may hit \$45 billion by 2025, placing the country among Southeast Asia's top three markets. Growth will be propelled by cross-border trade, sustainability goals, digital innovation, and fierce platform competition—all of which are reshaping how businesses operate and consumers shop online. VIR





## Vietnam charts ambitious clean energy path with focus on exports and industrial hubs

Vietnam's Ministry of Industry and Trade (MoIT) has approved a detailed implementation plan for the revised National Power Development Plan VIII (PDP8), outlining an ambitious roadmap to 2030. The plan emphasizes electricity security, renewable energy growth, and Vietnam's emerging role in regional power trade.

Key targets include boosting solar power to over 73,000MW and onshore wind to 38,000MW by 2030, alongside 6,000MW of offshore wind, scaling to 17,000MW by 2035. Battery storage systems of up to 16,300MW will support the renewable surge, with new solar projects required to include storage equivalent to 10% of their capacity.

Vietnam will also revisit nuclear power, with Ninh Thuan 1 and 2 slated for operation between 2030–2035. While coal and LNG remain transitional sources, the country is shifting focus to green hydrogen and ammonia, targeting 15,000MW of offshore wind for green fuel production.

The plan positions Vietnam as both importer and exporter of electricity. By 2030, imports from Laos and China could reach 12,100MW, while exports may start at 400MW to Cambodia and grow to 10,000MW by 2035 to partners like Singapore and Malaysia.

To support this transformation, the MoIT plans two regional clean energy hubs. The northern cluster (Haiphong, Quang Ninh, Thai Binh) will focus on equipment and logistics, while the southern hub (Ninh Thuan, Binh Thuan, Ba Ria-Vung Tau, HCMC) leverages rich solar and wind resources.

This plan aims to elevate Vietnam as a clean energy leader and regional electricity hub.

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## Vietnam targets 12% growth in retail sales to boost domestic market

In a strategic move to stimulate domestic consumption and support economic growth, the Ministry of Industry and Trade (MoIT) has issued Directive No. 08/CT-BCT, aiming to increase total retail sales of goods and services by approximately 12% in 2025. This aligns with the Government's Resolution No. 25/NQ-CP, which sets a GDP growth target of over 8% for the year.

For the first time, the MoIT has assigned specific targets to local Departments of Industry and Trade, enterprises, and industry associations. The directive acknowledges that early-year retail performance has fallen short of expectations due to global market fluctuations and rising protectionism.

To address this, the MoIT urges close collaboration between its Domestic Market Department, local authorities, and enterprises to strengthen supply-demand connections. Key initiatives include promoting programs like "Vietnamese People Prioritize Vietnamese Goods" and "One Commune One Product (OCOP)" to boost the distribution of locally made products.

Additionally, trade promotion will be enhanced through conferences, investment-cultural linkages, and support for expanding market access—both domestic and international. Export enterprises are encouraged to adapt to shifting global trade dynamics while petroleum suppliers must ensure stable supply to meet growing economic demands.

Industry associations are also called upon to lead innovation, brand development, and competitive pricing strategies to invigorate the retail landscape. By coordinating efforts nationwide, Vietnam aims to strengthen its domestic market and contribute meaningfully to its economic growth targets. Vnplus



## US High-Tech investment accelerates in Ho Chi Minh City

Ho Chi Minh City is rapidly emerging as a magnet for US high-tech investment, driven by its strategic position, improved infrastructure, and skilled workforce. Since early 2025, a wave of American companies has shown interest in establishing operations in the southern economic hub, particularly in cutting-edge sectors like semiconductors, biotechnology, AI, and data centers. Major developments include the Trump Organization's exploration of a Trump Tower project in Thu Thiem, and large-scale proposals such as Smart Tech Group's battery storage plant (US\$340–850 million) and Evolution's US\$305 million data center plan. Companies like Omega and Quantum Systems are eyeing opportunities in semiconductors and biotech, respectively.

The Saigon Hi-Tech Park (SHTP) has become a focal point, attracting over 10 investment delegations in 2025 alone. Meanwhile, HCM City is actively promoting its investment environment abroad, including a recent delegation to the US in May.

A standout development is the city's ongoing collaboration with NVIDIA. Following several rounds of talks, plans are advancing for a local R&D center, AI talent development programs, and an AI Center of Excellence, leveraging support from Vietnam National University.

Despite this momentum, experts stress the importance of sustained improvements in infrastructure and human capital. Professor Le Trong Thuy of San Jose State University emphasized that talent supply remains a key concern. If the city can ensure a steady pipeline of industry-ready professionals, it is well-positioned to become Vietnam's high-tech investment leader. VIR

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