

VIRTUAL BUSINESS MISSION

T6/2021 - T12/2021 •

VINASA •



Thrive despite the Covid-19 pandemic

Meet the best ICT partners from Vietnam

VBM with RUSSIA



Tentative schedule: 30/5-3/6/2022

Activities with within 3 days

- **Meetings with companies, experts and related organizations**
- **Seminar on cooperation opportunities between Russian and Vietnamese companies**
- **Products/Services showcasing**
- **Business matching 1:1**

MAIN ACTIVITIES

Day 1: seminar and meetings with ICT companies, experts, ICT organizations, trade promotion agencies

Participants: Vietnamese companies
Speakers: experts, ICT organizations, trade promotion agencies, some Russian companies

Day 2: Seminar on Cooperation Opportunities between Russian and Vietnam Companies

Participants: Russian and Vietnamese companies
Speakers: Vietnamese ICT companies, Russian companies
Online exhibitions to introduce Vietnamese companies

Day 3: 1-on-1 business matching

Register at onlinematching.biz → upload information → look for matching partners → arrange meetings
Online meeting at the confirmed time via Webex/Zoom/Team 30 – 40 min/ meeting

ORGANIZATION



For VINASA:

- **Building program: seminar, online exhibition,**
- **Inviting Vietnamese IT companies who are interested in Russian ICT market.**
- **Building online matching platform and coordinate schedule**

For Foreign organization

- **Sending invitation to companies in the network**
- **Upload program on the website and social media network**
- **Invite speakers to talk with Vietnamese companies and the seminar**
- **Connect VINASA with other related organizations**

ABOUT VIETNAM AND IT INDUSTRY



-  Capital: Hanoi
-  Population: 96.462.108 (2020)
-  Area: 331.210 km²
-  GDP in 2019: US\$329,537 million
-  GDP per capita in 2019: US\$ 3.416
-  Unemployment rate: 3,3%
-  Total labor force in 2020: 57,7 million (62.5% of the population between the age of 20 and 64)
-  Main Sectors of Industry (2020):
Agriculture: 14% of GDP and 36% of the total workforce, Industry: 34,5% of GDP and 28% of the total workforce, Services: 41,6% of GDP and 35% of the total workforce

Source: World Bank, 2020.

IT sector in Vietnam

\$112,35 bn – ICT total revenue in 2019

\$91,5 bn – ICT export turnover in 2019

\$5,0 bn – Software industry revenue in 2019

\$3,5 bn – Software export turnover in 2018

26,1% – ICT average annual growth (2015 – 2019)

13,8% – Software industry's growth rate

50.000+ – Businesses in ICT sector

Source: TopDEV, 2020.

VIETNAM: MOST ATTRACTIVE ICT DESTINATION



- **Top 1 most attractive destination for BPO services in 2016 & 2017 (Cushman & Wakefield)**
- **Top 1 most favourable destination for IT service outsourcing for Japanese companies (Resorz Japan, 2016)**
- **Top 6 countries in technology transfer in Asian-Pacific region (Gartner report 2016)**
- **Top 6 countries in software outsourcing (AT Kearney, Global Services Location Index 2017, GSLI)**

Open for cooperation in digital transformation

8 industries that are in priority in Digital

Education and Training	Transportation and logistics	Healthcare	Finance
Energy	Environment	Agriculture	Industrial Manufacturing

ABOUT VINASA

NGO - NPO

Founded in

2002

Member Enterprises

>400

70%

TOTAL ICT REVENUE

65%

ICT HUMAN RESOURCES



ACTIVE AREAS



BUSINESS
DEVELOPMENT



IT SERVICES

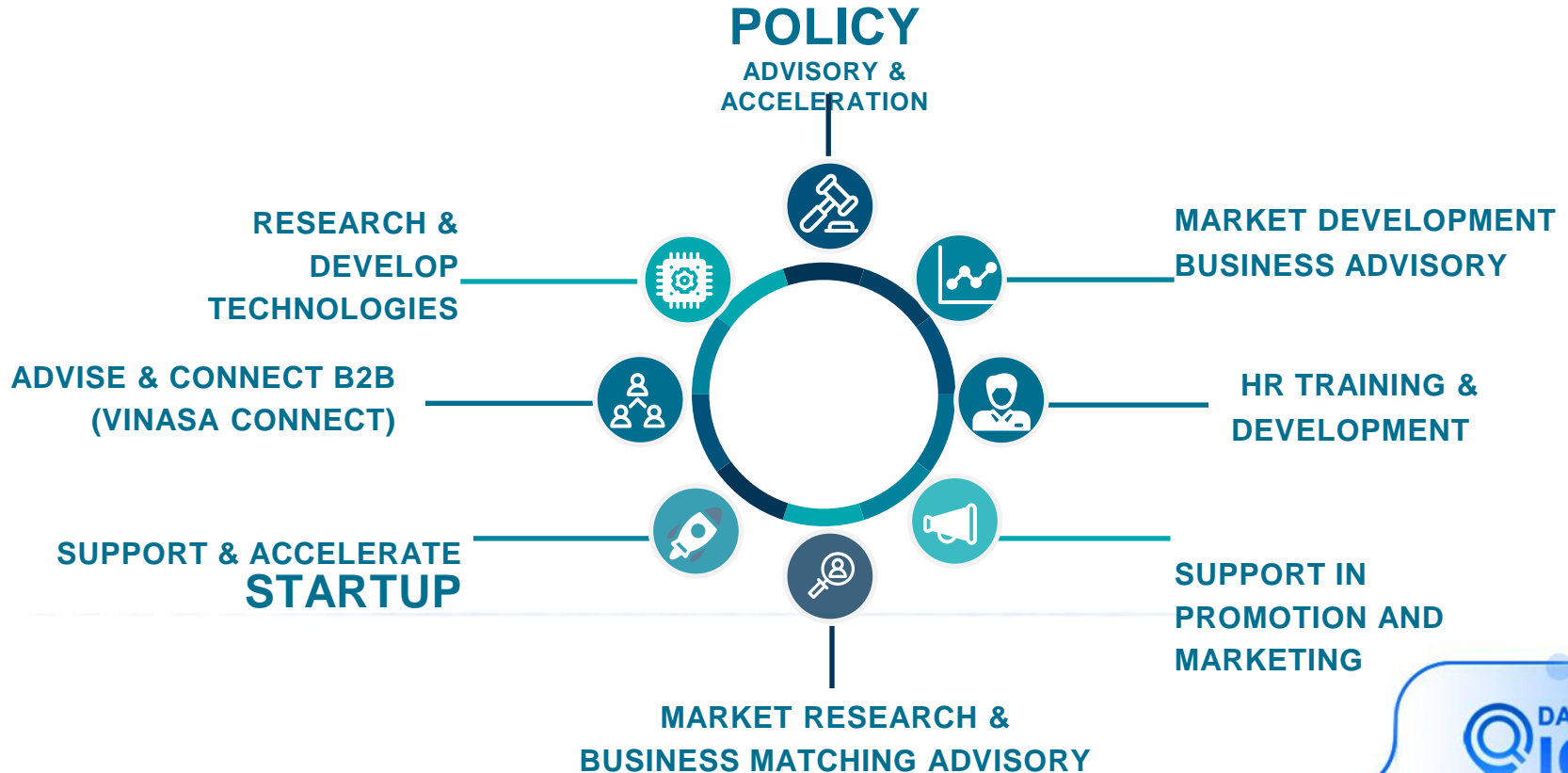


DIGITAL
CONTENT



DIGITAL
TRANSFORMATION

VINASA ACTIVITIES



CONTACT



THANK YOU

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