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# DIỄN ĐÀN BỀN VỮNG VIỆT NAM 2018 VIETNAM SUSTAINABILITY FORUM 2018

18 -19 / 01 / 2018 | 18 -19 January 2018  
Hà Nội & Quảng Ninh | Hà Nội & Quang Ninh



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## WORKSHOP 4

***Van Don – Special Administrative and Economic  
Zone: Sustainable City and Investment***

***Opportunities  
16h00-17h30***

# **WORKSHOP 4 : VAN DON – SPECIAL ADMINISTRATIVE AND ECONOMIC ZONE: SUSTAINABLE CITY AND INVESTMENT OPPORTUNITIES**

## ***Van Don SAEZ and Investment Opportunities***



***MANH TUAN NGUYEN***

*Head of QEZA*

*Quang Ninh Economic Zone Authority*

## ***Sustainable Development Principles and Strategies applied to Build a Green, Knowledge-based, Innovation-driven, and most Liveable City***



***DINH HONG DOAN***

*AVSE Van Don Project Director*



***Moderators:***

***THANH HUONG DINH***

*Risk Manager, Accenture France  
AVSE Global*



***THU TRA NGUYEN***

*Master Programs Manager, CNAM France  
AVSE Global*

# Van Don Special Administrative and Economic Zone (Van Don SAEZ) Quang Ninh Province, Vietnam



**VSF 2018-Jan-18**



Association of Vietnamese  
Scientists and Experts

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# Content

1. **Overview**
2. **Role of AVSE**
3. **Strategic development plan**
4. **Legal framework and special policies**
5. **Investment opportunities: Examples**



# 1. Overview

## Viet Nam - Facts and Figures

### Key dates:

- 1986: Launched the economic reforms (Đổi Mới)
- 1991: Established the first industrial park in Ho Chi Minh city- a milestone for Viet Nam's economic transformation.
- 1995: Became a member of ASEAN.
- 2007: Became a member of WTO.

### Economic Zones in Vietnam (2015):

- 313 economic zones, including 292 industrial parks, 3 export-processing zones, and 15 *special* economic zones;
- 2 500 000 workers;
- 40% Viet Nam's total exports.

→ **Current governance model shows significant constraints** due to the complex administrative procedures and poor human resources

→ **Urgent need for a new development model** with high efficient policies and mechanisms to improve the business environment, competitiveness, and investment attraction.



<b>Area</b>	<b>331 000 km<sup>2</sup></b>
<b>Population</b>	<b>94.5 Million (2016)</b>
<b>GDP (nominal)</b>	<b>\$216 billion (47th) \$2300 per capita</b>
<b>Average annual growth rate</b>	<b>Around 6.5% (from 2010)</b>
<b>Average FDI inflow</b>	<b>6.2% / GDP (2016)</b>



# 1. Overview

## SAEZ development schedule

- 2012: proposed to establish the SAEZs, i.e. Van Don (Quang Ninh province), Bac Van Phong (Khanh Hoa province) and Phu Quoc (Kien Giang province).

Objectives: Drive the economic development of the country

- Attract foreign direct investment (FDI), promote exports and industrialization
  - Create jobs, build and attract highly skilled workers
  - Support a wider economic reform strategy
  - Act as laboratories for the applications of new policies and approaches
- December 2016: Government promulgated Resolution No 103/NQ-CP, agreeing to establish three SAEZs
  - March 2017: The Central Politburo approved the development of the 3 SAEZs
  - Currently: The Law for Special Administrative and Economic Zones is under approval at Parliament



# 1. Overview

## Quang Ninh & Van Don SAEZ

### Quang Ninh province

- North East of Vietnam, 180 km from Ha Noi, 80 km from Hai Phong, and 100km from Mong Cai City.
- Strategic location: corridor linkage between Vietnam & ASEAN to China, an important node on the project One Belt, one road of China
- Famous World Heritage and Wonder: Ha Long Bay



Quan Lan Island, Van Don

China's project : One belt, one road



### Van Don district is in the northern of Quang Ninh Province

- 600 islands with total area of 2,171km<sup>2</sup>; Natural land area: 551km<sup>2</sup>
- Current population: 42K (2016)

### Tourism

- Rich ecosystems and beautiful beaches, plus a number of historical/ heritage sites with rich cultural values;
- Maritime tourism ventures;
- Island ecotourism



## 2. Role of AVSE

### Main advisor of the Quang Ninh province's government :

- ✓ Develop strategist economic model
- ✓ Review and advise the planning, urbanisation and infrastructure
- ✓ Study specific policies, incentives and administrative model
- ✓ Support investment attraction
- ✓ Support talent attraction

### Actively involved in the national legal procedure for the creation of SAEZ in Vietnam :

- ✓ Review and propose amendments for the Law on SEAZ
- ✓ Participate in Parliament debate on the topic
- ✓ Advise the highest Vietnamese authority on lessons learnt from international experience and good/best practices to be used



### 3. Strategic development plan Van Don: objectives 2050

We have a dream



- **Wonderland**
- Intellectual - Innovation (**I**)
- **iSlands**
- **Sustainable (S)**
- Global impact (**circle**)
- Flow of green knowledge
- Pole for climat changes



# 3. Strategic development plan

## Van Don: objectives 2050



# 3. Strategic development plan

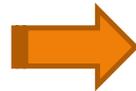
## Van Don: pole for climate change

- Pole for climate change in Asia
- 100 % Renewable energy in 2050
- 100 % Economic activities oriented at sustainability and biomimicry

Vietnam Submits its Climate Action Plan Ahead of 2015 Paris Agreement



Intended Nationally Determined Contribution of Viet Nam



A percentage of GDP dedicated to achieve this objective

# 3. Strategic development plan

## Economics model



Long term development plan 2050

- ✓ Model: Knowledge-based economy
- ✓ Image: Green and sustainable

The key sectors that boost Van Don's competitiveness and development are prioritised & focused on:

- ✓ Tourism : Natural and cultural heritage tourism, high quality medical tourism, MICE, integrated resorts, world class entertainment centres;
- ✓ High technology: Technology green parks, value-added services; research and development parks, innovation centres, and technopoles
- ✓ Cultural and creative industry

*Biomimicry: the discipline of applying nature's principles to solve human problems, serves as a mean to achieve both environmental and economic goals.*



## 4. Legal framework and special policies

- ❖ **Incentive tax** : corporate tax reduction or exemption; duty-free importation, ...
  - ❖ **Legal and regulatory framework** : simplification and streamlining of investment approvals, expatriate work permits; removal of required import and export licenses; accelerate on-site customs inspection procedures and automatic foreign exchange access ...
  - ❖ **Institutional framework** : autonomy and effectiveness of governance
  - ❖ **Special policies for attracting talents** (with income tax exemption, financial aids,...)
- Higher incentives than the limits of current laws and Vietnam's international commitments, ensuring that they are more effective and internationally competitive.

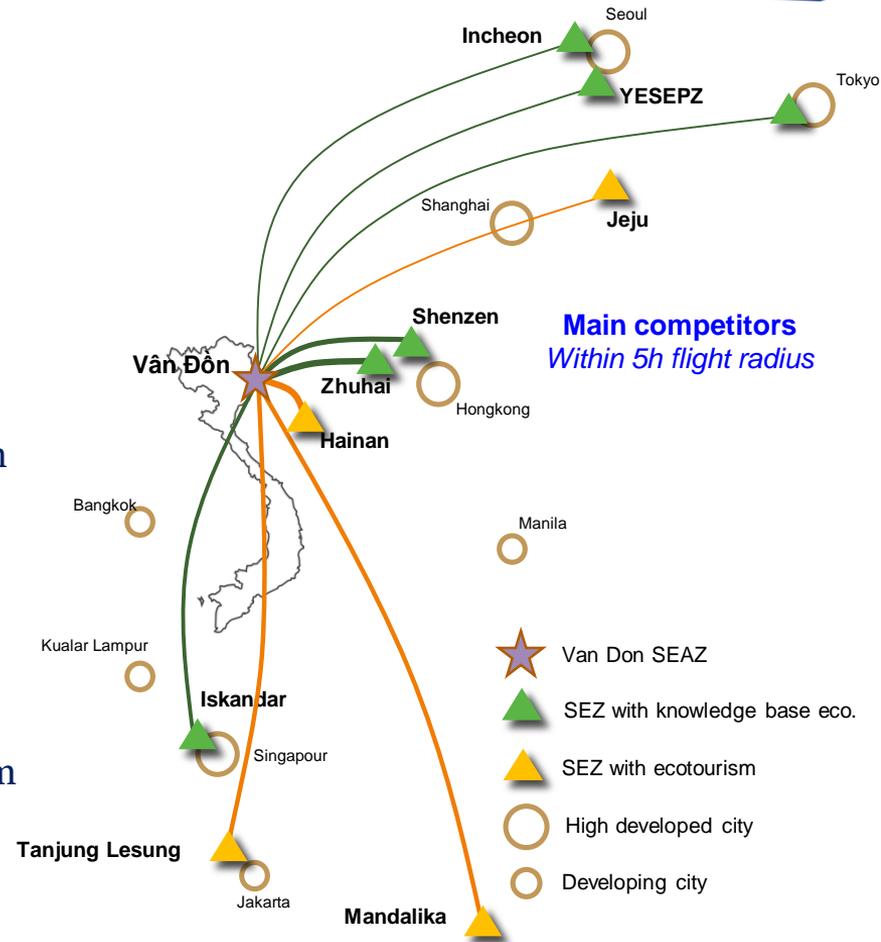
Some examples of incentive under approval (in the proposed Law for SEAZ):

- ❖ Corporate tax : exemption for the first 4 years, reduction of 50% of the required tax for next 9 years / or application of a reduced tax rate of 10% for 30 years
- ❖ Land tenure : up to 99 years for strategic project
- ❖ And even more advantages for Strategic investor !



# 5. Investment opportunities

- Strategic location: corridor linkage between Vietnam & ASEAN to China and other East Asia countries -> a big potential market
- Unique geographic condition to develop tourism
- Economic model is established based on in-depth competitive analysis, with some unique concept such as : Biomimicry, Asian climate change pole
- Strong government's long-term commitment, both at national and local level
- Be part of the creation of the 1<sup>st</sup> SEAZ in Viet Nam to take profit of all these advantages and conditions



# 5. Investment opportunities: Example

## Basic infrastructures



## 5. Investment opportunities: Example

### TOURISM

- ❖ Natural village,
- ❖ Floating village
- ❖ Clinic, spa and relaxing center
- ❖ Hotel, resort, conference center
- ❖ Aquarium onshore farm



*Floating village model*



*California academy of science  
A model of research center*

### HITECH AND INNOVATIVE INDUSTRIES

- ❖ Research centers for renewable Energies / AI / Biomimicry
- ❖ E- service operator hub for Asian zone



## 5. Investment opportunities: Example

### Cultural and creative industry

- ❖ Scenarii center for film production
- ❖ Cultural park



### Supporting activities

- ❖ Banking, financial and advisory service
- ❖ Logistics
- ❖ R&D, Incubators & High skilled Worker Training



**LOOKING FORWARDS  
TO YOUR INVOLMENT  
IN OUR DREAM**

**THANK YOU !**

**AVSE**

*Beyond ourselves - Shape the future*



# 6. Our Team

**Thank Huong DINH**  
PhD, Van Don Deputy Project Director  
Manager at Accenture, a global consulting firm

**Duc Khuong NGUYEN**  
PhD, Prof. , AVSE's President  
Member of the Economic advisory board  
for the Vietnamese Prime Minister

**Viet Tung DINH**  
MEg, Expert in  
Urbanism & Planification

**Ngoc Anh VU**  
MEg, AVSE's CEO  
Expert in strategy and  
digital transformation

**Van Bao LY**  
PhD, Van Don IT manager  
IT expert

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**Thu Tra NGUYEN**  
PhD, MBA, Van Don Economic model manager  
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